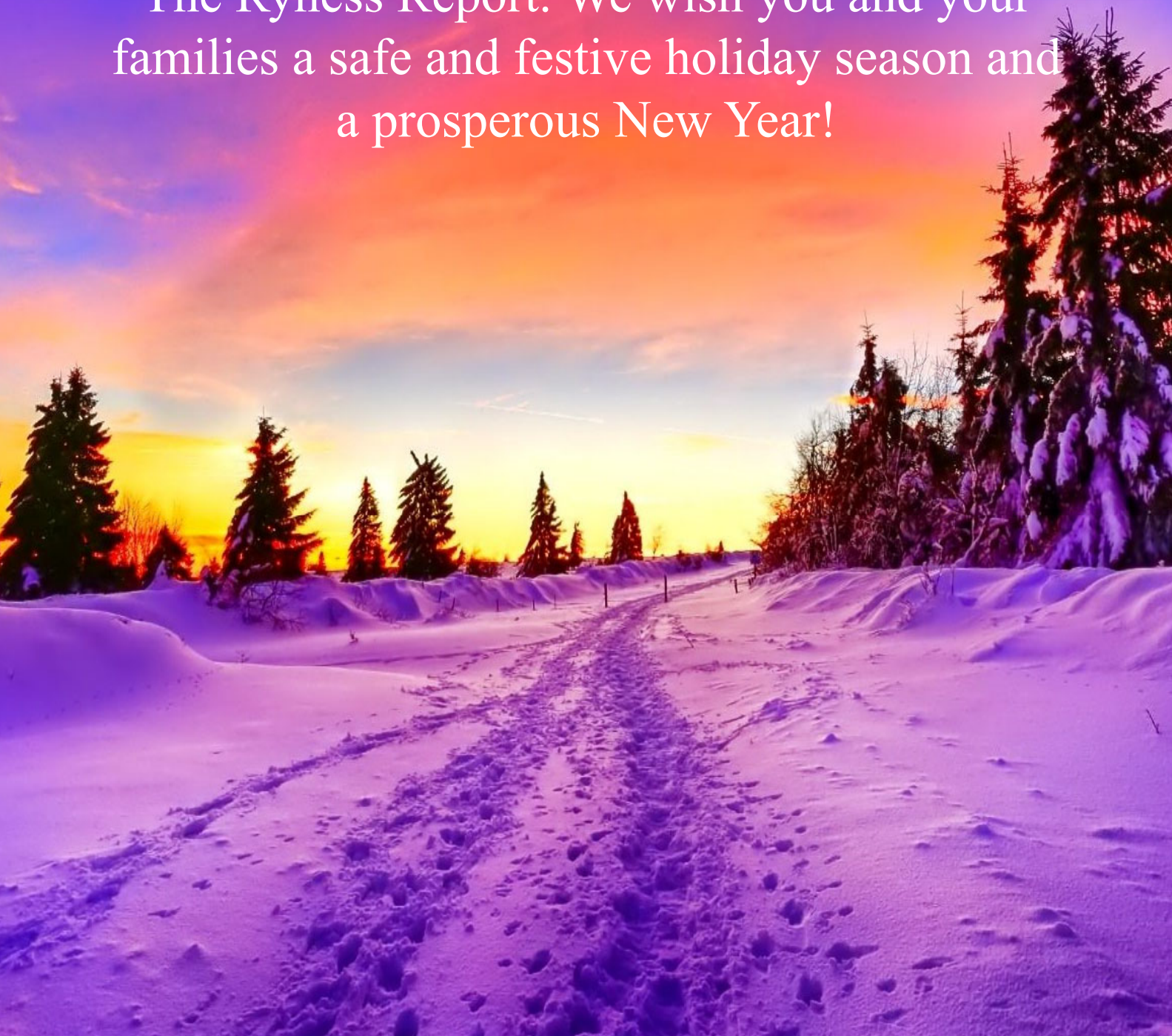


# Happy Holidays from The Ryness Company

Thank you for your participation in  
The Ryness Report. We wish you and your  
families a safe and festive holiday season and  
a prosperous New Year!



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



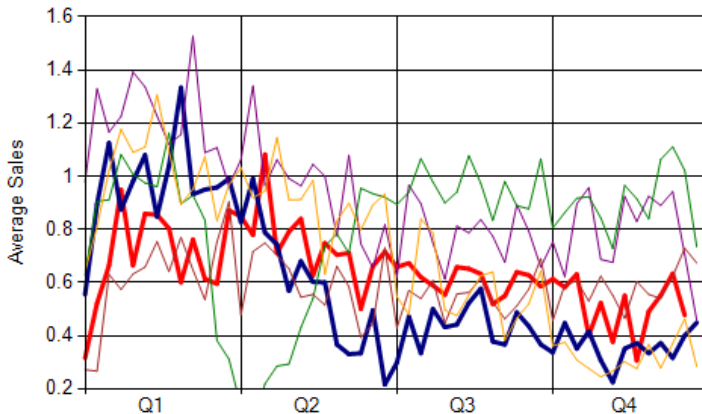
## Bay Area

Week 51

Ending: Sunday, December 24, 2023

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel	Sales	Sales	Avg.	Diff.	Avg.	Diff.
Alameda			19	122	7	0	7	0.37	0.79	-53%	0.70	-47%
Contra Costa			29	224	18	8	10	0.34	0.71	-52%	0.52	-33%
Sonoma, Napa			9	36	3	0	3	0.33	0.54	-38%	0.47	-29%
San Francisco, Marin			3	22	2	0	2	0.67	0.27	143%	0.36	86%
San Mateo			1	6	0	0	0	0.00	0.50	-100%	0.23	-100%
Santa Clara			16	147	12	0	12	0.75	0.61	24%	0.46	62%
Monterey, Santa Cruz, San Benito			7	74	4	0	4	0.57	0.59	-2%	0.60	-5%
Solano			23	116	14	1	13	0.57	0.63	-10%	0.48	18%
Current Week Totals		Traffic : Sales 12 : 1	107	747	60	9	51	0.48	0.65	-26%	0.53	-10%
Per Project Average			7		0.56	0.08	0.48					
Year Ago - 12/25/2022		Traffic : Sales 12 : 1	105	641	55	13	42	0.40	0.58	-31%	0.36	13%
% Change			2%	17%	9%	-31%	21%	19%	12%	49%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	127	24	0.80	0.10	0.70	0.70
■	2019	160	16	0.68	0.10	0.58	0.58
■	2020	149	12	0.91	0.10	0.81	0.80
■	2021	116	14	1.01	0.07	0.94	0.93
■	2022	107	10	0.70	0.12	0.58	0.58
■	2023	111	11	0.72	0.08	0.65	0.65
% Change:		4%	8%	3%	-39%	12%	12%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The recent decline in mortgage rates is boosting home buying activity as 2023 winds to a close. Existing home sales ended a five-month streak of declines and rose 0.8% during November. Although the 3.82-million unit pace of sales registered during the month is still sluggish by historical standards, November's modest uptick in resales is the latest sign that housing activity is starting to bounce off the mat as financing costs move lower. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-to-year basis during the month. November's surprising drop appears mostly owed to a sharp pullback in sales in the South region. The West registered a less pronounced decline, while the Northeast and Midwest both improved during the month. All told, lower financing costs should continue to be a tailwind for the residential sector as the calendar turns to 2024. An energetic rebound, however, seems unlikely given rates will likely remain elevated over recent norms. A weaker macroeconomic backdrop is another potential obstacle for housing next year. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	6.13%	6.51%	
	6.50%	6.85%	
10 Yr Yield	3.91%		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 13									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Island View at Alameda Marina	Landsea	AL		ATMJ	98	3	5	12	0	0	7	7	0.22	0.22
Waterside at Alameda Marina	Landsea	AL		ATMJ	84	0	5	12	0	0	7	7	0.22	0.22
Aspect at Innovation	Lennar	FR		ATMJ	167	0	5	11	0	0	109	52	0.96	1.02
Beacon at Bridgeway	Lennar	NK		DTMJ	120	0	6	9	0	0	50	50	1.04	1.04
Chroma at Innovation	Lennar	FR		ATMJ	146	4	7	3	0	0	126	69	1.50	1.35
Lumiere at Innovation	Lennar	FR		ATMJ	156	0	5	3	0	0	107	53	0.98	1.04
Matrix at Innovation	Lennar	FR		ATMJ	104	0	5	11	1	0	71	36	0.61	0.71
Vista at Bridgeway	Lennar	NK		DTMJ	72	3	6	9	0	0	35	35	0.86	0.86
Center Pointe Cottages	Nuvera Homes	FR		ATMJ	37	5	7	7	1	0	26	26	0.76	0.76
Compass at Bay37	Pulte	AL		ATMJ	93	0	3	2	1	0	79	23	0.52	0.45
Lookout at Bay37	Pulte	AL		ATMJ	138	4	5	2	1	0	81	43	0.53	0.84
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	1	0	0	0	125	34	0.51	0.67
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	5	NA	0	0	91	20	0.49	0.39
TOTALS: No. Reporting: 12	Avg. Sales: 0.33		Traffic to Sales: 20 : 1				65	81	4	0	914	455	Net: 4	
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley				Projects Participating: 7									
				Units	New Rel.	Ref'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	ATMJ	60	0	1	15	0	0	49	49	1.22	1.22
Ivy at Boulevard	Brookfield TSO	DB	DTMJ	62	0	TSO	16	0	0	38	38	1.57	1.57
Avalon at Boulevard	Lennar	DB	ATMJ	90	3	4	4	1	0	25	25	1.23	1.23
Gramercy at the Boulevard	Lennar	DB	ATMJ	102	3	4	3	1	0	6	6	0.58	0.58
Lombard at Boulevard	Lennar	DB	DTMJ	100	0	1	1	1	0	70	50	0.83	0.98
Venice at Boulevard	Lennar	DB	ATMJ	91	0	5	1	0	0	84	53	1.00	1.04
Vineyard Collection II	Ponderosa	LV	DTMJ	9	0	1	1	0	0	5	5	0.10	0.10
TOTALS: No. Reporting: 7		Avg. Sales: 0.43		Traffic to Sales: 14 : 1			16	41	3	0	277	226	Net: 3
City Codes: DB = Dublin, LV = Livermore													

Diablo Valley					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oak Park	Davidon	PH	DTMJ	34	0	3	3	0	0	31	23	0.31	0.45	
Woodbury Highlands	Davidon	LF	ATMJ	99	0	17	3	0	0	57	28	0.34	0.55	
Hillcrest	Shea	PH	DTMJ	31	0	4	7	0	0	0	0	0.00	0.00	
Oak Grove	SummerHill	WC	ATMJ	115	3	1	11	3	0	10	10	2.41	2.41	
Penny Lane	Trumark	CN	ATMJ	70	0	3	0	0	0	17	17	0.39	0.39	
TOTALS: No. Reporting: 5		Avg. Sales: 0.60		Traffic to Sales: 8 : 1			28	24	3	0	115	78	Net: 3	
City Codes: PH = Pleasant Hill, LF = Lafayette, WC = Walnut Creek, CN = Concord														



Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					Projects Participating: 4									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Magee Preserve	Davidon	DN		DTMJ	69	0	6	10	0	0	25	25	0.52	0.52
Hillcrest at The Preserve	Lennar	SR		ATMJ	104	5	5	1	1	0	4	4	0.26	0.26
City Village - Towns	SummerHill	SR		ATMJ	116	0	3	32	2	1	19	19	1.60	1.60
City Village -Courts	SummerHill	SR		DTMJ	154	0	6	32	0	0	9	9	0.68	0.68
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 25 : 1				20	75	3	1	57	57	Net: 2
City Codes: DN = Danville, SR = San Ramon														

West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Bay View at Richmond		Meritage		RM	DTMJ	94	0	5	11	0	1	6	6	0.14	0.14
TOTALS: No. Reporting: 1		Avg. Sales: -1.00		Traffic to Sales: NA			5	11	0	1	6	6	Net: -1		
City Codes: RM= Richmond															

Antioch/Pittsburg					Projects Participating: 11									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	6	4	0	0	282	37	0.86	0.73	
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	9	4	0	1	123	30	0.74	0.59	
Luca at Aviano	DeNova	AN	DTMJ	194	0	4	8	0	1	164	59	1.32	1.16	
Bayberry at Laurel Ranch	KB Home	AN	DTMJ	112	0	5	0	0	0	14	14	0.48	0.48	
Wildwood at Laurel Ranch	KB Home	AN	DTMJ	82	0	6	1	0	1	12	12	0.41	0.41	
Luna at Aviano	Lennar	AN	DTMJ	102	0	1	5	0	0	101	53	0.93	1.04	
Oriana at Aviano	Lennar	AN	DTMJ	115	2	4	5	0	0	108	48	1.00	0.94	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMJ	142	0	9	3	1	0	128	42	0.78	0.82	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	6	3	0	0	86	42	0.68	0.82	
Rise at Cielo	TRI Pointe	AN	DTMJ	159	7	6	12	5	0	98	69	1.11	1.35	
Shine at Cielo	TRI Pointe	AN	DTMJ	137	4	7	12	2	0	92	63	1.04	1.24	
TOTALS: No. Reporting: 11		Avg. Sales: 0.45		Traffic to Sales: 7 : 1			63	57	8	3	1208	469	Net: 5	
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa				Projects Participating: 8									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Delta Coves	Blue Mountain	BI	DTMJ	131	0	2	6	1	1	102	15	0.45	0.29
Chandler	Brookfield	BT	DTMJ	160	0	8	3	0	0	128	60	1.05	1.18
Cypress Crossings	KB Home	OY	DTMJ	98	0	3	23	0	0	57	46	0.77	0.90
Woodbury at Emerson Ranch	Lennar TSO	OY	DTMJ	108	0	TSO	1	0	0	104	47	1.08	0.92
Beacon at Delta Coves	Pulte	BI	DTST	30	0	5	9	0	0	9	9	0.22	0.22
Seagrass	Pulte	DB	DTMJ	276	0	7	9	0	0	0	0	0.00	0.00
Parkside	Richmond American	BT	DTMJ	34	3	7	1	2	2	13	13	0.40	0.40
Orchard Trails	Shea	BT	DTMJ	78	4	6	5	1	0	55	19	0.49	0.37
TOTALS: No. Reporting: 8		Avg. Sales: 0.13		Traffic to Sales: 14 : 1			38	57	4	3	468	209	Net: 1
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 13									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Makenna	DeNova	PET		DTMJ	36	0	1	1	0	0	35	28	0.55	0.55
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	4	7	1	0	71	67	1.24	1.31
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	2	5	0	0	43	43	1.09	1.09
Willow at University District	DR Horton	RP		DTMJ	128	0	2	9	1	0	102	61	1.08	1.20
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	4	4	0	0	63	24	0.51	0.47
Aspect	Lafferty TSO	PET		DTMJ	18	0	TSO	NA	0	0	17	2	0.07	0.04
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	1	1	0	0	25	16	0.31	0.31
Seasons at University District	Richmond American	RP		DTMJ	52	0	7	0	1	0	39	19	0.41	0.37
Meadow Creek II	Ryder	SR		DTMJ	30	0	5	7	0	0	20	20	0.57	0.57
Riverfront	TRI Pointe	PET		DTMJ	134	0	6	2	0	0	104	19	0.64	0.37
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	NA	0	0	28	18	0.38	0.35
Paseo Vista	W Marketing	SR		DTST	128	0	1	NA	0	0	68	5	0.21	0.10
Portello	W Marketing	WD		DTMJ	68	0	3	NA	0	0	35	26	0.49	0.51
TOTALS: No. Reporting: 9		Avg. Sales: 0.33		Traffic to Sales: 12 : 1				38	36	3	0	650	348	Net: 3
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin County					Projects Participating: 2									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Verandah	Landsea	NV	Rsv's	ATMJ	80	0	6	7	0	0	56	24	0.46	0.47
The Strand	Trumark	SN		DTMJ	32	0	14	5	1	0	17	8	0.15	0.16
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 12 : 1				20	12	1	0	73	32	Net: 1
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Lofton at Portola	TRI Pointe	SF	Rsv's	ATMJ	54	0	3	10	1	0	33	18	0.23	0.35
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 10 : 1			3	10	1	0	33	18	Net: 1	
City Codes: SF = San Francisco														

San Mateo County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Laguna Vista	SummerHill	FC	ATMJ	70	0	4	6	0	0	41	16	0.44	0.31	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			4	6	0	0	41	16	Net: 0	
City Codes: FC = Foster City														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 16									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Andalusia	Dividend	MH		ATMJ	46	0	2	0	0	0	44	25	0.52	0.49
Summerstone	DR Horton	GL		DTST	29	0	4	5	0	0	5	5	0.41	0.41
Lavender	Landsea	SV		ATMJ	128	5	5	6	3	0	97	50	0.85	0.98
Anza at Agrihood	Pulte	SC		ATMJ	36	0	2	0	0	0	33	33	0.68	0.68
Avenue at Central	Pulte	SJ		ATMJ	158	0	6	5	0	0	12	12	0.79	0.79
Gateway at Central	Pulte TSO	SJ		ATMJ	72	0	TSO	0	0	0	25	8	0.30	0.16
Plaza at Central	Pulte	SJ		ATMJ	90	0	5	4	0	0	58	29	0.84	0.57
The Elms	Pulte	ST		ATMJ	90	0	3	5	0	0	1	1	0.08	0.08
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	0	8	24	0	0	52	5	0.42	0.10
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	5	24	1	0	65	21	0.48	0.41
Bellaterra - Towns	SummerHill	LG		ATMJ	97	0	2	24	3	0	64	27	0.47	0.53
Verano	SummerHill	MV		ATMJ	115	0	5	23	1	0	71	59	1.09	1.16
Arroyo Village	Taylor Morrison	CP		ATMJ	88	0	10	13	2	0	19	19	0.67	0.67
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMJ	67	1	6	0	0	0	13	13	0.48	0.48
Lotus at Urban Oak	TRI Pointe	SJ	Rsv's	ATMJ	123	0	4	8	1	0	27	24	0.36	0.47
Jasper	Trumark	MH		ATMJ	101	0	16	6	1	0	54	33	0.56	0.65
TOTALS: No. Reporting: 16		Avg. Sales: 0.75		Traffic to Sales: 12 : 1				83	147	12	0	640	364	Net: 12
City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SC = Santa Clara, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Ref'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	DTMJ	90	0	2	10	1	0	47	43	0.70	0.84	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMJ	72	0	8	8	0	0	1	1	0.12	0.12	
Hghgrove at Fairview (SFD)	KB Home	HO	DTMJ	138	4	7	23	2	0	18	18	0.59	0.59	
Serenity V	Legacy	HO	Rsv's	DTMJ	31	0	6	9	0	0	17	17	0.31	0.33
Elderberry	Lennar	HO	DTMJ	66	0	4	12	1	0	38	36	0.65	0.71	
Laurel	Lennar	HO	DTMJ	67	0	3	12	0	0	38	36	0.65	0.71	
Enclave, The	Shea	SS	DTMJ	61	0	3	0	0	0	50	10	0.37	0.20	
TOTALS: No. Reporting: 7		Avg. Sales: 0.57		Traffic to Sales: 19 : 1			33	74	4	0	209	161	Net: 4	
City Codes: HO = Hollister, SS = Seaside														

Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Ref'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	DTMJ	185	0	5	4	0	0	53	53	1.47	1.47
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			5	4	0	0	53	53	Net: 0	
City Codes: VL = Vallejo														

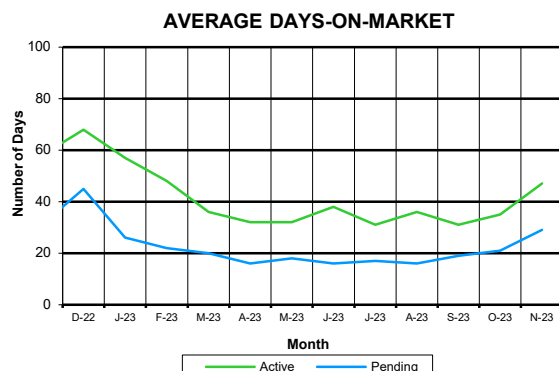
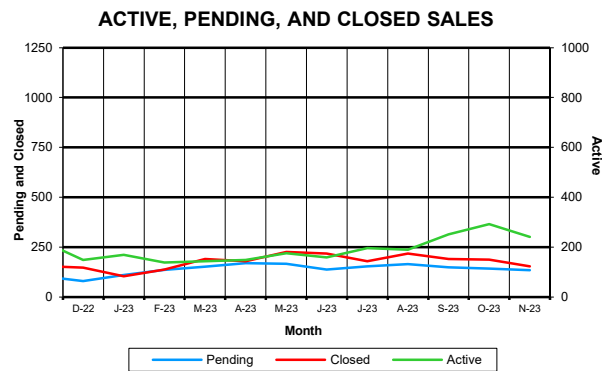
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 22									
					Units	New Rel.	Rel'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hbrizon at One Lake	Brookfield	FF		ATMJ	50	0	7	4	0	0	27	19	0.31	0.37
Lakeside at One Lake	Brookfield	FF		ATMJ	58	0	5	3	1	0	27	11	0.31	0.22
Meridian	Century	SU		DTMJ	71	0	1	8	0	0	3	3	0.29	0.29
Monte Verde	Century	FF		DTMJ	124	0	2	4	1	0	98	66	1.21	1.29
Luminescence at Liberty	DeNova	RV		AASF	311	4	5	5	2	0	122	47	0.95	0.92
Iris at The Villages	DR Horton	FF		DTMJ	119	0	4	4	0	0	52	50	0.94	0.98
Violet at Homestead	DR Horton	DX		DTST	70	0	3	6	0	0	4	4	1.75	1.75
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	4	2	0	0	33	27	0.44	0.53
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	4	5	2	2	0	33	28	0.44	0.55
Sagebrush at Magnolia Park	KB Home	VC		DTMJ	63	4	4	5	1	0	12	12	0.79	0.79
Sweetbay at Magnolia Park	KB Home	VC		DTMJ	104	4	4	3	2	0	8	8	0.52	0.52
Wildhaw k at Roberts Ranch	KB Home	VC		DTMJ	88	0	4	5	0	0	82	33	0.73	0.65
Wildhaw k II at Roberts Ranch	KB Home	VC		DTMJ	62	4	6	5	1	0	4	4	0.76	0.76
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	6	8	0	0	59	46	0.66	0.90
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	3	9	0	0	47	30	0.52	0.59
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	3	10	0	0	54	30	0.46	0.59
Seasons at Homestead	Richmond American	DX		DTMJ	85	4	5	2	2	0	45	34	0.50	0.67
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	5	5	2	1	87	31	0.60	0.61
Farmstead Square	Taylor Morrison	VC		DTMJ	130	2	2	1	0	0	128	37	0.80	0.73
Glisten at One Lake	TRI Pointe	FF		DTMJ	75	0	3	7	0	0	6	6	0.23	0.23
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	1	7	0	0	95	13	0.58	0.25
Splash at One Lake	TRI Pointe	FF		DTMJ	104	0	4	7	0	0	85	26	0.57	0.51
TOTALS: No. Reporting: 22		Avg. Sales: 0.59		Traffic to Sales: 8 : 1				86	112	14	1	1111	565	Net: 13
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 112						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 107	Avg. Sales: 0.48	Traffic to Sales: 12 : 1	507	747	60	9	5855	3057	Net: 51
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

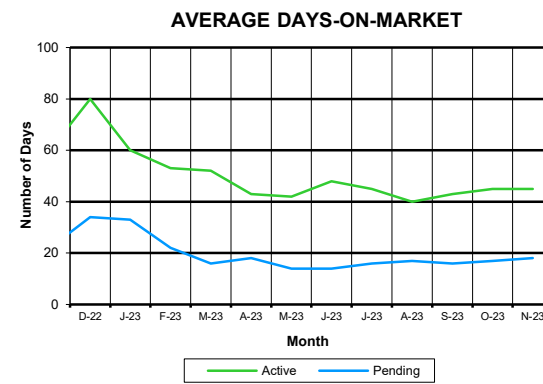
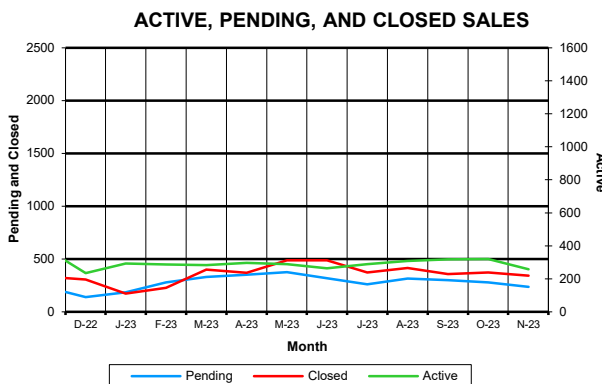
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696
Oct-23	292	35	143	21	188	984,996
Nov-23	241	47	135	29	154	939,682



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	296	43	352	18	370	1,735,317
May-23	288	42	376	14	488	1,704,839
Jun-23	264	48	319	14	489	1,797,340
Jul-23	288	45	261	16	373	1,774,713
Aug-23	309	40	315	17	416	1,764,333
Sep-23	317	43	301	16	358	1,831,146
Oct-23	319	45	280	17	374	1,798,477
Nov-23	257	45	236	18	342	1,673,093

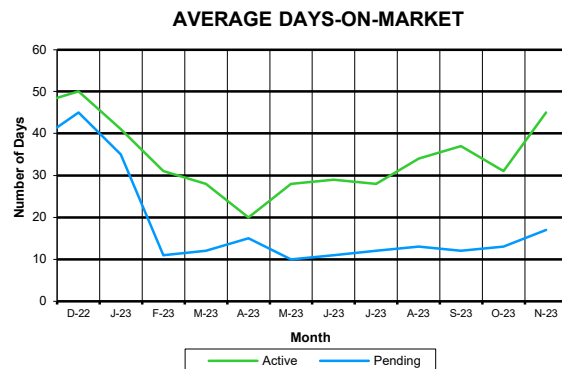
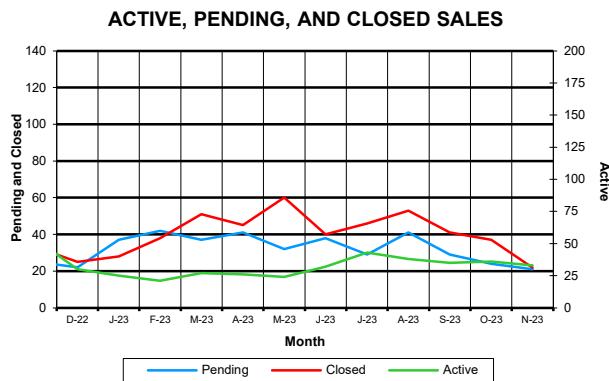




## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

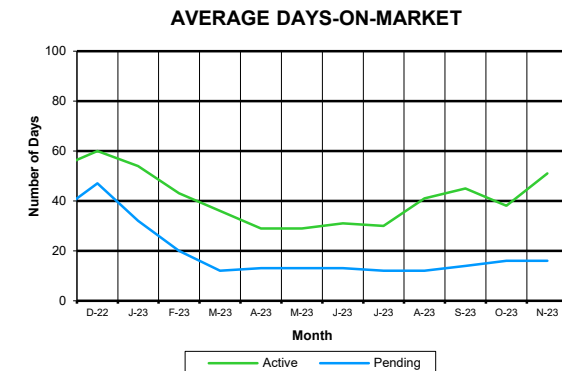
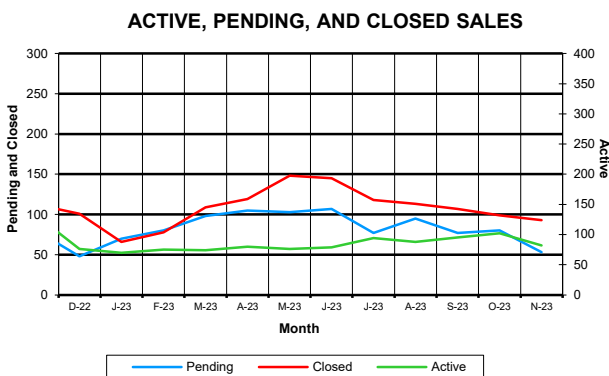
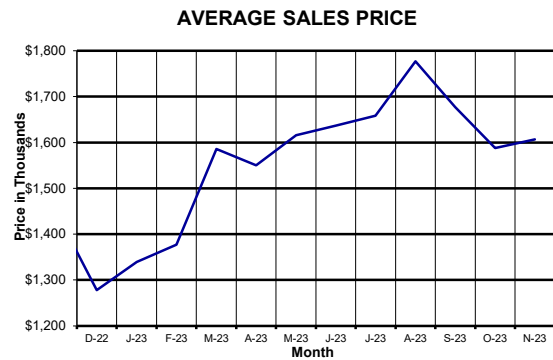
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790



## Amador Valley SFD Monthly MLS Survey

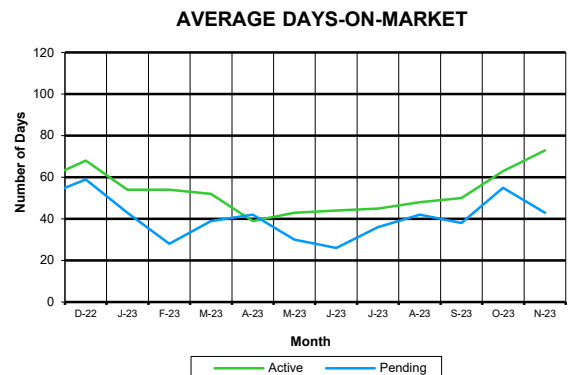
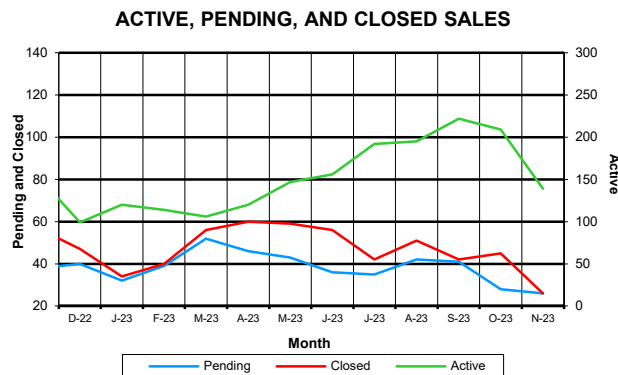
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327
Aug-23	88	41	95	12	113	1,777,055
Sep-23	95	45	77	14	107	1,677,437
Oct-23	102	38	80	16	99	1,587,596
Nov-23	82	51	53	16	93	1,606,739



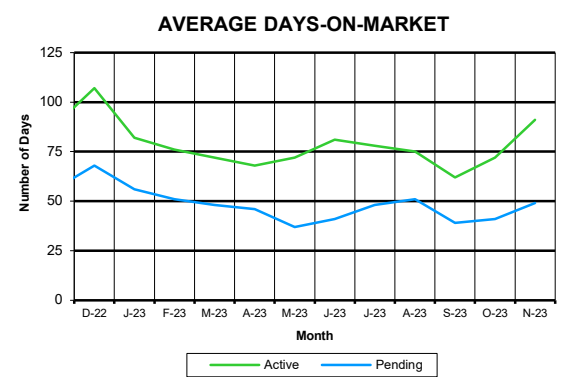
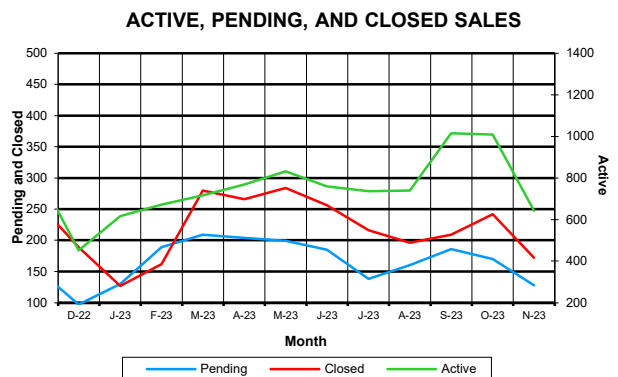
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	120	39	46	42	60	650,716
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892
Jul-23	192	45	35	36	42	628,518
Aug-23	195	48	42	42	51	660,545
Sep-23	222	50	41	38	42	586,768
Oct-23	209	63	28	55	45	583,555
Nov-23	139	73	26	43	26	646,134



## San Francisco Attd. Monthly MLS Survey

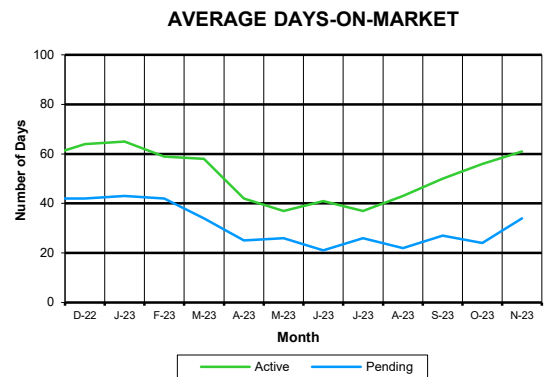
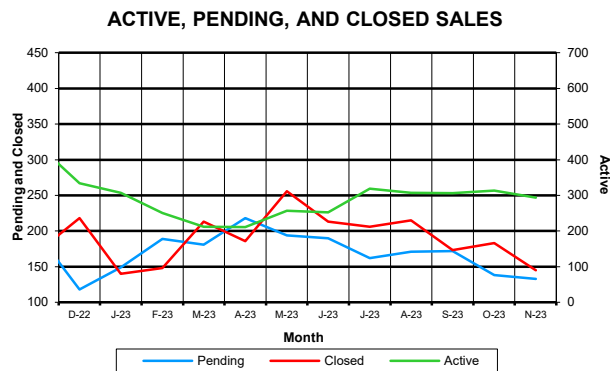
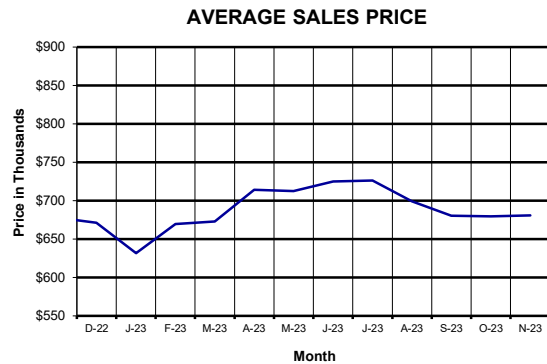
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622
Aug-23	739	75	160	51	196	1,436,028
Sep-23	1,015	62	186	39	209	1,469,576
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692



## E. Contra Costa SFD Monthly MLS Survey

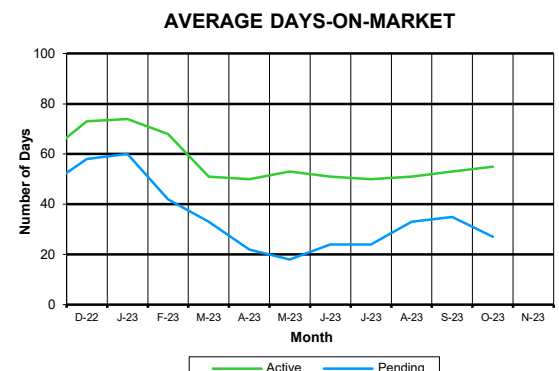
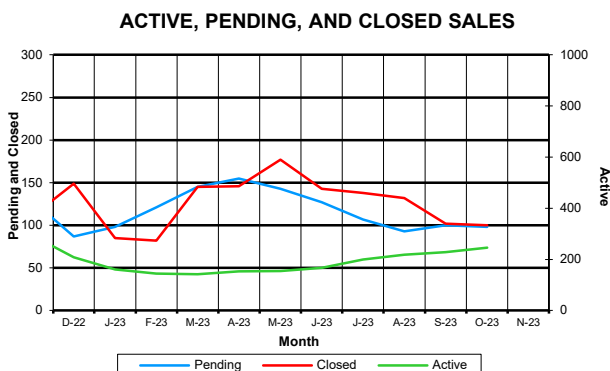
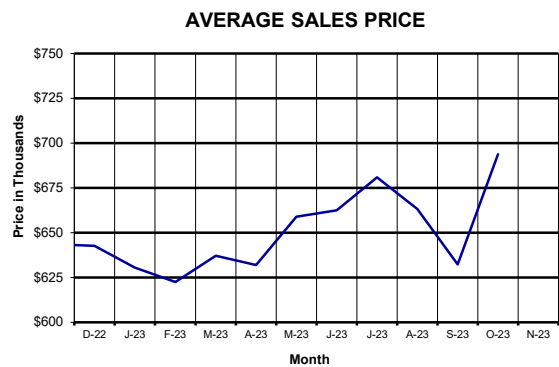
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	211	42	218	25	186	714,206
May-23	257	37	194	26	256	712,356
Jun-23	252	41	190	21	213	725,238
Jul-23	319	37	162	26	206	726,365
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314
Oct-23	313	56	138	24	183	679,450
Nov-23	294	61	133	34	145	680,744



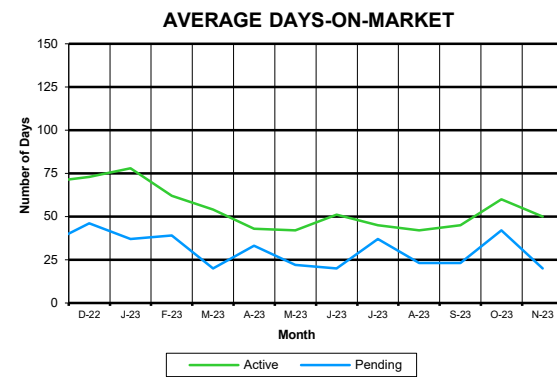
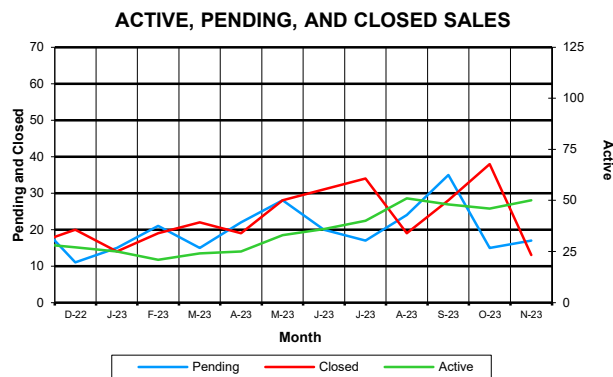
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	153	50	155	22	146	631,973
May-23	155	53	143	18	177	658,988
Jun-23	167	51	127	24	143	662,597
Jul-23	199	50	107	24	138	680,853
Aug-23	218	51	93	33	132	663,270
Sep-23	228	53	100	35	102	632,417
Oct-23	246	55	98	27	100	693,817
Nov-23	208	72	90	41	102	717,188



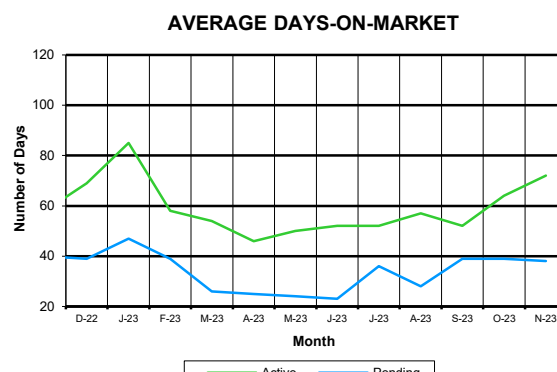
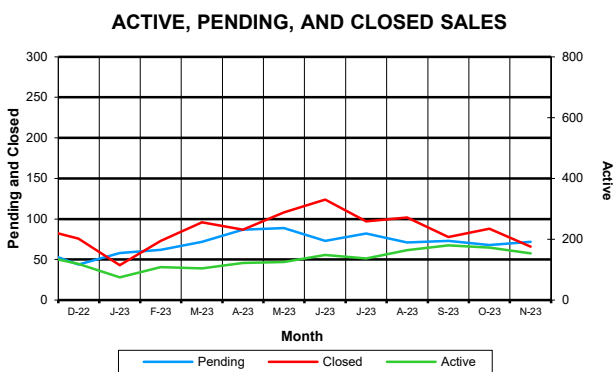
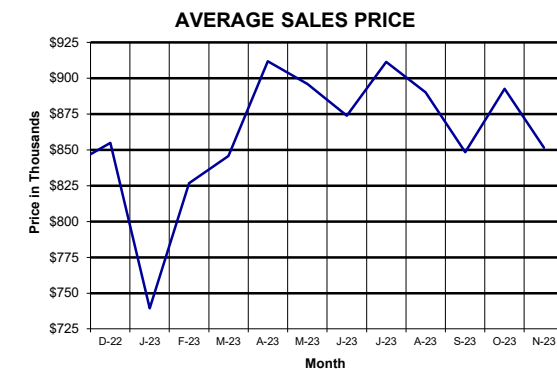
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Apr-23	25	43	22	33	19	524,184
May-23	33	42	28	22	28	603,261
Jun-23	36	51	20	20	31	572,659
Jul-23	40	45	17	37	34	585,594
Aug-23	51	42	24	23	19	652,983
Sep-23	48	45	35	23	28	535,259
Oct-23	46	60	15	42	38	590,770
Nov-23	50	50	17	20	13	540,769



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM		Pend.	DOM	Clsd.	Avg. Price
Apr-23	122	46	87	25	87	911,908
May-23	125	50	89	24	108	895,935
Jun-23	149	52	73	23	124	873,914
Jul-23	137	52	82	36	97	911,472
Aug-23	164	57	71	28	102	890,192
Sep-23	180	52	73	39	78	848,357
Oct-23	173	64	68	39	88	892,593
Nov-23	154	72	72	38	66	851,590



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



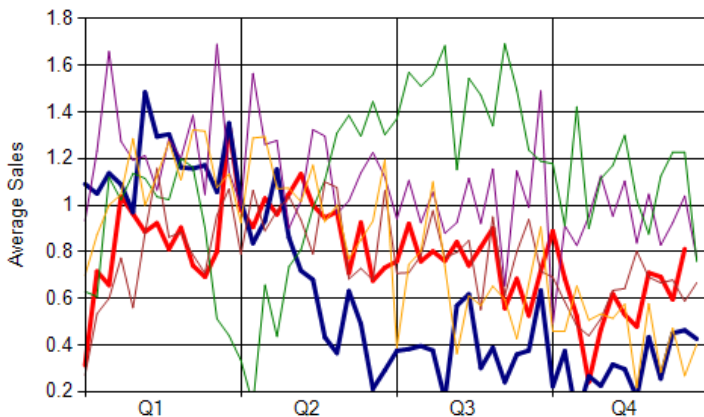
## Central Valley

Week 51

Ending: Sunday, December 24, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg. Diff.		Prev. 13 Wks. Avg. Diff.	
Tracy/Mountain House		9	51	6	1	5	0.56	0.92	-40%	0.54	3%
San Joaquin County		45	331	44	4	40	0.89	0.75	18%	0.55	63%
Stanislaus County		12	49	8	2	6	0.50	0.53	-6%	0.35	43%
Merced County		10	98	8	1	7	0.70	0.78	-10%	0.71	-2%
Madera County		7	19	1	0	1	0.14	0.64	-78%	0.54	-74%
Fresno County		29	303	37	5	32	1.10	0.90	23%	0.73	51%
<b>Current Week Totals</b>	<b>Traffic : Sales 8 : 1</b>	<b>112</b>	<b>851</b>	<b>104</b>	<b>13</b>	<b>91</b>	<b>0.81</b>	<b>0.78</b>	<b>4%</b>	<b>0.59</b>	<b>38%</b>
Per Project Average			8	0.93	0.12	0.81					
<b>Year Ago - 12/25/2022</b>	<b>Traffic : Sales 11 : 1</b>	<b>95</b>	<b>635</b>	<b>57</b>	<b>13</b>	<b>44</b>	<b>0.46</b>	<b>0.65</b>	<b>-29%</b>	<b>0.32</b>	<b>46%</b>
<b>% Change</b>		18%	34%	82%	0%	107%	75%	20%		85%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	70	21	0.98	0.17	0.81	0.80
■	2019	79	22	0.92	0.14	0.77	0.77
■	2020	86	21	1.31	0.18	1.13	1.11
■	2021	104	15	1.22	0.12	1.10	1.09
■	2022	100	13	0.88	0.23	0.65	0.64
■	2023	110	13	0.92	0.14	0.78	0.78
% Change:		9%	1%	5%	-39%	20%	21%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>The recent decline in mortgage rates is boosting home buying activity as 2023 winds to a close. Existing home sales ended a five-month streak of declines and rose 0.8% during November. Although the 3.82-million unit pace of sales registered during the month is still sluggish by historical standards, November's modest uptick in resales is the latest sign that housing activity is starting to bounce off the mat as financing costs move lower. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-to-year basis during the month. November's surprising drop appears mostly owed to a sharp pullback in sales in the South region. The West registered a less pronounced decline, while the Northeast and Midwest both improved during the month. All told, lower financing costs should continue to be a tailwind for the residential sector as the calendar turns to 2024. An energetic rebound, however, seems unlikely given rates will likely remain elevated over recent norms. A weaker macroeconomic backdrop is another potential obstacle for housing next year. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>6.13%</b>	<b>6.51%</b>	
	<b>6.50%</b>	<b>6.85%</b>	
<b>10 Yr Yield</b>	<b>3.91%</b>		





Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	0	1	0	0	1	120	44	0.94	0.86
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	5	4	5	3	0	109	58	1.09	1.14
Fairgrove at Tracy Hills	Lennar TSO	TH		DTMJ	149	0	TSO	3	0	0	35	35	0.72	0.72
Greenwood at Tracy Hills	Lennar TSO	TH		DTMJ	150	0	TSO	3	0	0	35	35	0.72	0.72
Hillview	Lennar	TH		DTMJ	214	0	3	2	1	0	87	63	1.07	1.24
Parkin at Tracy Hills	Lennar	TH		DTMJ	69	0	2	0	0	0	52	45	0.79	0.88
Sunhaven at Tracy Hills	Lennar TSO	TH		DTMJ	64	0	TSO	1	1	0	53	43	0.85	0.84
Bergarro at Mountain House	Shea	MH		DTMJ	137	0	2	16	0	0	135	42	0.93	0.82
Langston at Mountain House	Shea	MH		ATMJ	302	4	7	21	1	0	235	64	1.15	1.25
TOTALS: No. Reporting: 9		Avg. Sales: 0.56		Traffic to Sales: 9 : 1			19	51	6	1	861	429	Net: 5	
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi				Projects Participating: 8									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	1	1	1	0	106	37	0.75	0.73
The Preserve at Creekside	KB Home	SK	DTMJ	128	0	2	28	0	0	31	31	0.75	0.75
Keys II at Westlake	Lennar	SK	DTMJ	86	0	4	5	1	0	31	29	0.54	0.57
Shoreside at Westlake	Lennar	SK	DTMJ	99	0	3	5	1	0	31	31	0.64	0.64
Waterside at Westlake	Lennar	SK	DTMJ	92	0	7	5	0	1	27	27	0.62	0.62
Westlake	Meritage	SK	DTMJ	84	0	3	4	2	0	81	38	0.87	0.75
Autumn Trails at Westlake	Richmond American	SK	DTMJ	112	5	7	6	3	0	55	32	0.58	0.63
Summers Bend at Westlake	Richmond American	SK	DTMJ	96	4	6	1	3	1	54	33	0.58	0.65
TOTALS: No. Reporting: 8	Avg. Sales: 1.13		Traffic to Sales: 5 : 1			33	55	11	2	416	258	Net: 9	
City Codes: SK = Stockton													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 40									
					Units	New Rel.	Ref'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		DTMJ	267	8	4	32	4	0	205	65	1.60	1.27
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	3	6	0	0	73	73	1.48	1.48
Yosenite Greens	DR Horton TSO	MN		DTMJ	99	0	TSO	0	0	0	87	64	1.24	1.25
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	4	6	8	2	0	49	37	0.64	0.73
Balboa at River Islands	Kiper	LP		DTMJ	117	0	3	15	0	0	114	49	0.88	0.96
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	18	1	1	86	39	0.77	0.76
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	2	NA	0	0	129	18	0.32	0.35
Chelsey at The Trails	Lennar	MN		DTMJ	100	4	4	4	1	0	16	16	1.12	1.12
Hbw den at The Trails	Lennar	MN		DTMJ	103	3	5	4	2	0	7	7	0.49	0.49
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	2	0	0	165	52	1.11	1.02
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	2	15	0	0	128	79	1.09	1.55
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	7	8	0	1	164	54	1.11	1.06
Laguna at River Islands	Pulte	LP		DTMJ	110	3	5	3	4	0	86	58	0.78	1.14
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	3	3	1	0	88	46	0.80	0.90
Artisan at Griffin Park	Raymus	MN		DTMJ	80	0	4	NA	0	0	1	1	0.78	0.78
Passport at Griffin Park	Raymus	MN		DTMJ	93	0	3	NA	0	0	90	31	0.79	0.61
The Strand Collection	Raymus	MN	Rsv's	DTMJ	56	3	5	36	1	0	16	16	1.32	1.32
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	3	2	0	0	41	29	0.47	0.57
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	2	3	0	0	99	27	0.77	0.53
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	5	0	0	3	3	0.11	0.11
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	1	6	0	0	40	27	0.45	0.53
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	3	5	5	2	0	59	40	0.59	0.78
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	3	5	8	1	0	16	16	0.57	0.57
Villa Ticino	Richmond American	MN		DTMJ	100	0	6	3	0	0	11	11	0.44	0.44
Legacy at Stanford Crossing	Taylor Morrison TSO	LP		DTMJ	107	0	TSO	0	0	0	106	52	0.99	1.02
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMJ	110	0	5	12	3	0	13	13	1.78	1.78
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMJ	133	0	2	2	1	0	14	14	1.92	1.92
Oakwood Trails- Sage	Taylor Morrison	MN		DTMJ	113	0	6	5	3	0	13	13	1.78	1.78
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	3	4	23	1	0	90	43	0.77	0.84
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	4	6	0	0	37	30	0.47	0.59
The Cove at River Islands	TRI Pointe	LP	Rsv's	DTMJ	77	0	3	9	0	0	56	30	0.59	0.59
Avalon at River Islands	Trumark	LP		DTMJ	57	0	4	1	1	0	53	31	0.52	0.61
Dawn at The Collective	Trumark	MN		AASF	76	0	7	1	0	0	18	13	0.20	0.25
Ironwood	Trumark	MN		DTMJ	14	0	1	0	3	0	13	13	5.69	5.69
Origin at the Collective 2.0	Trumark	MN		DTMJ	41	0	4	0	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	4	1	0	0	35	25	0.36	0.49
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	5	11	1	0	42	36	0.52	0.71
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	6	18	1	0	27	27	0.71	0.71
Avendale	Warrington	MN		DTMJ	49	0	3	1	0	0	46	46	1.11	1.11
Vintage II	Windward Pacific	MN		DTMJ	68	0	15	0	0	0	53	14	0.40	0.27
TOTALS: No. Reporting: 37		Avg. Sales: 0.84		Traffic to Sales: 8 : 1				161	276	33	2	2389	1258	Net: 31
City Codes: MN= Manteca, LP= Lathrop														

Development Name	Developer	City Code	Notes	Type										
Modesto					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Avalon	Bright	CE		DTMJ	38	0	3	2	0	0	35	27	0.51	0.53
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			3	2	0	0	35	27	Net: 0	
City Codes: CE = Ceres														

Stanislaus County				Projects Participating: 10									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Grasslands at Countryside	DR Horton	RB	DTMJ	34	5	5	6	3	1	11	11	1.18	1.18
Aspire at Apricot Grove II	K Hovnanian	PR	DTMJ	150	0	6	3	0	1	124	35	0.95	0.69
Carmel Ranch	K Hovnanian	OD	DTMJ	50	0	4	5	1	0	9	9	0.19	0.19
Acacia at Patterson Ranch	KB Home	PR	DTMJ	80	0	4	2	0	0	20	20	0.68	0.68
Heritage at Parkw ood	KB Home	HG	DTMJ	50	0	3	7	0	0	3	3	0.41	0.41
Orchards at Parkw ood	KB Home	HG	DTMJ	299	4	5	6	2	0	4	4	0.55	0.55
Sycamore at Patterson Ranch	KB Home	PR	DTMJ	75	4	5	11	1	0	7	7	0.46	0.46
Turnleaf at Patterson Ranch	KB Home	PR	DTST	190	0	3	0	0	0	185	30	0.97	0.59
T Street Customs	SCM	NW	DTMJ	10	0	4	2	1	0	6	6	0.09	0.12
The Meadowlands	Windw ard Pacific	OD	DTMJ	62	0	20	2	0	0	10	5	0.10	0.10
TOTALS: No. Reporting: 10		Avg. Sales: 0.60		Traffic to Sales: 6 : 1			59	44	8	2	379	130	Net: 6
City Codes: RB = Riverbank, PR = Patterson, OD = Oakdale, HG = Hughson, NW = New man													

Turlock					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Marcona	Bright	KY	DTMJ	116	0	4	3	0	0	51	35	0.61	0.69	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			4	3	0	0	51	35	Net: 0	
City Codes: KY = Keyes														

Merced County					Projects Participating: 11									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Silhouette at Sunrise Ranch	Century	LB	DTMJ	95	0	6	N/A	0	0	82	44	0.85	0.86	
Lantana	DR Horton	MD	DTMJ	99	0	12	28	1	0	50	47	0.90	0.92	
Monterra VI	DR Horton	MD	DTMJ	61	0	4	15	2	0	55	55	1.52	1.52	
Newcastle	DR Horton	MD	DTMJ	33	0	3	3	0	0	30	30	0.76	0.76	
Pacheco Pointe III	DR Horton	LB	DTST	81	0	5	4	1	0	18	18	1.11	1.11	
Stoneridge South III	DR Horton	MD	DTMJ	64	0	4	14	2	0	60	60	1.17	1.18	
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	0	10	1	0	0	51	19	0.42	0.37	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	3	7	11	1	1	69	27	0.60	0.53	
Cypress Terrace	Stonefield Home	MD	DTST	163	0	5	10	0	0	138	30	0.61	0.59	
Southpointe	Stonefield Home	LB	New	DTST	36	5	3	6	1	0	2	2	1.56	1.56
Villas II, The	Stonefield Home	LB	DTST	191	0	5	6	0	0	105	19	0.69	0.37	
TOTALS: No. Reporting: 10		Avg. Sales: 0.70		Traffic to Sales: 12 : 1			64	98	8	1	660	351	Net: 7	
City Codes: LB = Los Banos, MD = Merced														

Development Name	Developer	City Code	Notes	Type										
Madera County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	0	8	NA	0	0	55	34	0.60	0.67
Omni	Century	MDA		DTMJ	61	0	7	NA	0	0	43	40	0.64	0.78
Pecan Square	DR Horton	MDA		DTMJ	112	0	13	6	0	0	85	85	1.69	1.67
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	4	3	0	0	26	23	0.41	0.45
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	4	0	0	107	4	0.70	0.08
Riverstone - Skye	Lennar	MDA		DTMJ	85	0	4	0	0	0	3	3	0.15	0.15
Riverstone - Surf	Lennar TSO	MDA		DTMJ	85	0	TSO	0	0	0	3	3	0.18	0.18
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	3	3	0	0	26	6	0.17	0.12
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	5	3	1	0	49	9	0.32	0.18
TOTALS: No. Reporting: 7		Avg. Sales: 0.14		Traffic to Sales: 19 : 1				45	19	1	0	397	207	Net: 1
City Codes: CW = Chow chilla, MDA = Madera														

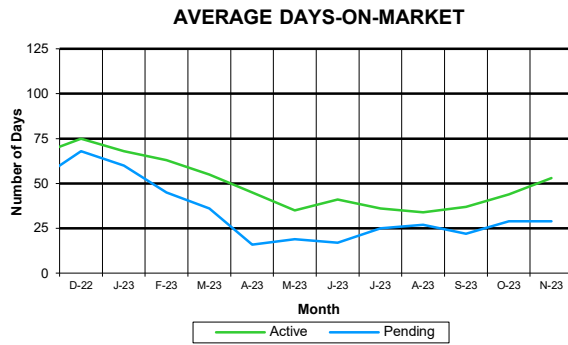
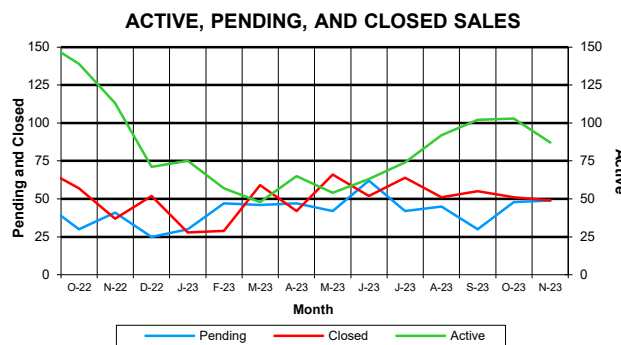
Development Name	Developer	City Code	Notes	Type										
Fresno County					Projects Participating: 33									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century	REE		DTMJ	182	0	8	N/A	0	0	95	45	0.83	0.88
The Crossings II	Century	KER		DTMJ	104	0	1	N/A	0	0	103	48	1.07	0.94
Serenade	DR Horton	SAN		DTMJ	129	4	6	11	3	0	29	29	0.85	0.85
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.51	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	4	2	0	49	19	0.48	0.37
Centrella Estates	KB Home	FR		DTMJ	74	0	9	4	0	2	41	41	1.04	1.04
Centrella Villas	KB Home	FR		DTMJ	107	3	7	11	3	1	68	44	0.92	0.86
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	6	10	0	0	26	26	0.70	0.70
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	4	14	0	0	21	21	0.65	0.65
Legacy at Highland	KB Home	CV		DTMJ	42	2	5	13	2	1	32	32	0.60	0.63
Catalina Park - Surf	Lennar	FR		DTMJ	83	0	3	1	1	0	55	50	1.03	0.98
Corinthalyn- Orchard	Lennar	CV		DTMJ	128	4	5	9	3	1	6	6	1.40	1.40
Corinthalyn- Surf	Lennar	CV		DTMJ	75	8	8	9	6	0	12	12	1.45	1.45
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	2	1	1	0	3	3	1.31	1.31
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	1	4	1	1	0	106	85	1.12	1.67
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	0	3	15	1	0	29	29	1.15	1.15
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	4	2	0	0	40	40	1.72	1.72
Heritage Grove - Choral Series III	Lennar	CV		DTMJ	55	0	5	0	0	0	6	6	0.28	0.28
Heritage Grove - Orchard III	Lennar	CV		DTMJ	15	0	2	0	0	0	7	7	0.36	0.36
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	3	0	0	0	7	7	0.30	0.30
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	5	6	51	3	0	70	70	1.83	1.83
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	22	0	0	66	66	1.34	1.34
Juniper Hills- Surf	Lennar	FR		DTMJ	102	7	6	63	4	0	72	70	1.40	1.37
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	4	1	0	0	4	4	1.22	1.22
Kintsu Square - Choral Series	Lennar	FR		DTMJ	84	0	3	3	1	0	8	8	1.10	1.10
Kintsu Square - Orchard Series	Lennar	FR		DTMJ	83	5	5	3	3	0	4	4	1.75	1.75
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	12	0	0	0	0	0.00	0.00
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	2	N/A	0	0	5	5	0.15	0.15
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	2	18	0	0	63	15	0.35	0.29
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	8	18	0	0	45	10	0.25	0.20
Somerset Crossing	Woodside	FO		ATST	99	0	5	N/A	0	0	63	24	0.44	0.47
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	3	2	2	0	95	11	0.53	0.22
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	4	5	1	0	57	9	0.32	0.18
TOTALS: No. Reporting: 29		Avg. Sales: 1.10		Traffic to Sales: 8 : 1			156	303	37	5	1413	846	Net: 32	
City Codes: REE = Reedley, KER = Kerman, SAN = Sanger, FO = Fowler, FR = Fresno, CV = Clovis, FT = Friant														

Central Valley				Projects Participating: 122						
				Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 112	Avg. Sales: 0.81	Traffic to Sales: 8 : 1	544	851	104	13	6601	3541	Net: 91	
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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached										
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out										



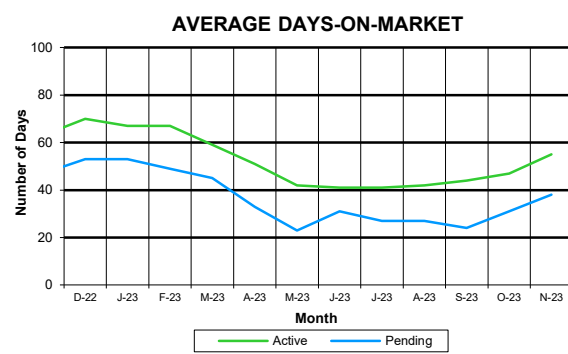
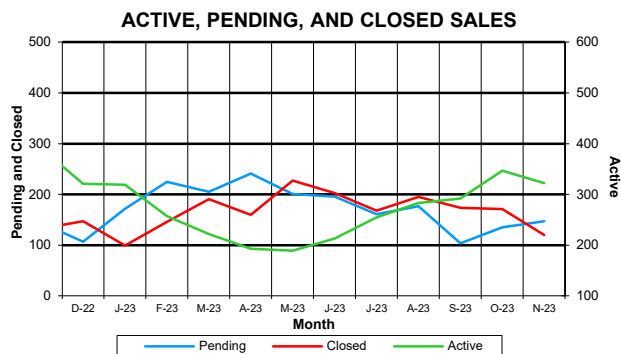
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501
Aug-23	92	34	45	27	51	753,876
Sep-23	102	37	30	22	55	798,298
Oct-23	103	44	48	29	51	722,282
Nov-23	87	53	49	29	49	751,666



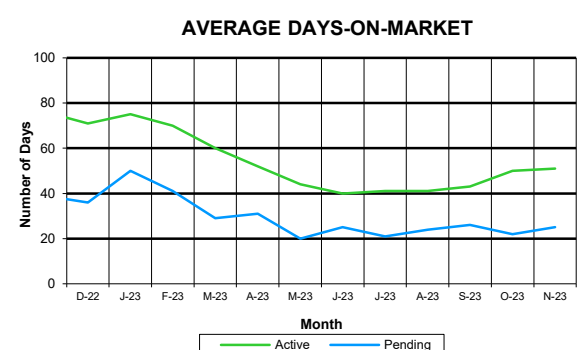
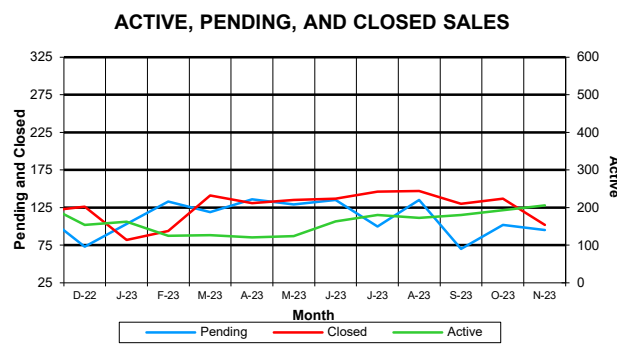
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731
Aug-23	283	42	177	27	195	488,836
Sep-23	292	44	104	24	174	480,085
Oct-23	347	47	135	31	171	452,915
Nov-23	322	55	147	38	120	455,456



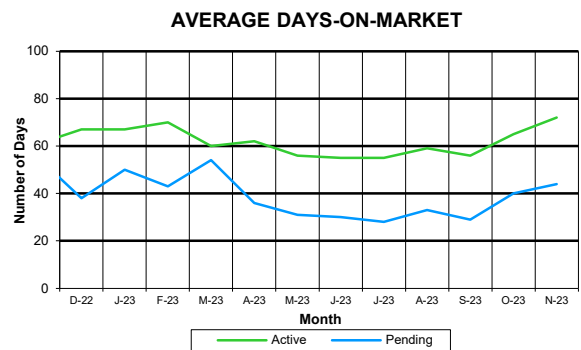
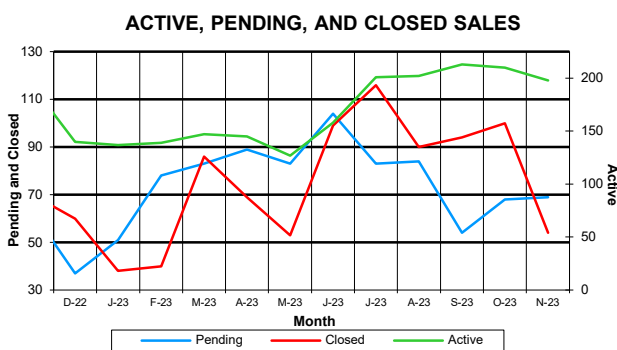
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	121	52	136	31	131	453,016
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815
Aug-23	173	41	135	24	147	481,953
Sep-23	180	43	70	26	130	489,583
Oct-23	193	50	102	22	137	480,766
Nov-23	206	51	95	25	102	466,729



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	145	62	89	36	69	409,223
May-23	127	56	83	31	53	390,255
Jun-23	158	55	104	30	99	404,720
Jul-23	201	55	83	28	116	422,858
Aug-23	202	59	84	33	90	417,450
Sep-23	213	56	54	29	94	418,614
Oct-23	210	65	68	40	100	384,998
Nov-23	198	72	69	44	54	391,044



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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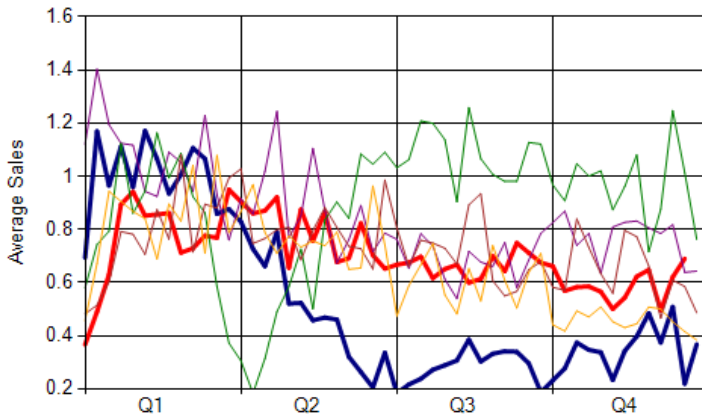
## Sacramento

Week 51

Ending: Sunday, December 24, 2023

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels	Sales	Sales	Avg.	Diff.	Avg.	Diff.
South Sacramento			23	226	26	1	25	1.09	0.81	34%	0.78	39%
Central & North Sacramento			35	186	22	3	19	0.54	0.58	-6%	0.44	22%
Folsom			12	101	12	1	11	0.92	0.76	21%	0.78	17%
El Dorado			9	81	5	1	4	0.44	0.55	-19%	0.42	6%
Placer & Nevada			57	511	41	3	38	0.67	0.74	-10%	0.55	22%
Yolo			10	69	11	1	10	1.00	0.79	26%	0.85	18%
Amador County			1	10	0	0	0	0.00	0.06	-100%	0.15	-100%
Northern Counties			14	72	7	3	4	0.29	0.65	-56%	0.56	-49%
Current Week Totals		Traffic : Sales 10 : 1	161	1256	124	13	111	0.69	0.70	-2%	0.60	15%
Per Project Average			8		0.77	0.08	0.69					
Year Ago - 12/25/2022		Traffic : Sales 16 : 1	160	1107	68	33	35	0.22	0.53	-59%	0.34	-35%
% Change			1%	13%	82%	-61%	217%	215%	33%	76%		

### 52 Weeks Comparison



### Year to Date Averages Through Week 51

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	131	24	0.81	0.14	0.67	0.66
■	2019	141	21	0.86	0.13	0.74	0.73
■	2020	150	16	1.04	0.14	0.90	0.89
■	2021	162	17	0.95	0.10	0.85	0.85
■	2022	176	13	0.70	0.18	0.53	0.52
■	2023	181	13	0.82	0.12	0.70	0.70
% Change:		2%	3%	16%	-34%	33%	34%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	<p>The recent decline in mortgage rates is boosting home buying activity as 2023 winds to a close. Existing home sales ended a five-month streak of declines and rose 0.8% during November. Although the 3.82-million unit pace of sales registered during the month is still sluggish by historical standards, November's modest uptick in resales is the latest sign that housing activity is starting to bounce off the mat as financing costs move lower. Monetary policy has had less of an impact on the new home market thanks to home builders' ability to boost sales through the use of mortgage rate buy-downs, price discounts and other incentives intended to offset deteriorating affordability conditions for buyers. Although new home sales fell 12.2% in November, sales have trended higher for most of the year and were still up 1.4% on a year-to-year basis during the month. November's surprising drop appears mostly owed to a sharp pullback in sales in the South region. The West registered a less pronounced decline, while the Northeast and Midwest both improved during the month. All told, lower financing costs should continue to be a tailwind for the residential sector as the calendar turns to 2024. An energetic rebound, however, seems unlikely given rates will likely remain elevated over recent norms. A weaker macroeconomic backdrop is another potential obstacle for housing next year. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
FHA	6.13%	6.51%	
	6.50%	6.85%	
10 Yr Yield	3.91%		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 36									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Stonehaven	Beazer	SO		DTMJ	90	0	18	NA	0	0	29	29	1.25	1.25
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	122	0	5	14	3	1	76	48	1.11	0.94
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	3	6	11	2	0	101	77	1.48	1.51
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	4	10	1	0	81	55	1.20	1.08
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	6	42	0	0	37	37	1.00	1.00
The Retreats	K Hovnanian	RM		DTMJ	62	0	5	3	0	0	24	19	0.30	0.37
Allegro	KB Home	LN		ATMJ	72	0	2	0	1	0	70	35	0.71	0.69
Highland at The Grove	KB Home	LN		DTST	116	0	2	4	0	0	0	0	0.00	0.00
Rosewood at The Grove	KB Home	LN		DTMJ	51	4	5	1	1	0	9	9	1.70	1.70
Westborne at The Grove	KB Home	LN		DTMJ	123	5	6	25	2	0	10	10	1.09	1.09
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	4	5	1	0	33	33	1.05	1.05
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	2	5	5	1	0	15	15	0.68	0.68
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	5	5	1	0	29	29	1.06	1.06
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	12	0	0	66	52	0.75	1.02
Cornerstone Crossings	Meritage	LN		DTMJ	78	4	4	7	2	0	74	54	0.84	1.06
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	4	5	1	0	49	43	0.60	0.84
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	6	5	1	0	24	23	0.42	0.45
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	2	2	2	0	96	36	0.74	0.71
Seasons at the Farm	Richmond American	GT		DTMJ	87	5	6	7	4	0	46	29	0.49	0.57
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	3	5	3	1	0	63	57	0.83	1.12
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	2	NA	0	0	6	6	0.95	0.95
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	6	NA	0	0	2	2	0.32	0.32
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	7	NA	0	0	1	1	0.16	0.16
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	2	NA	0	0	43	41	0.74	0.80
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	2	NA	0	0	53	48	0.91	0.94
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	4	NA	0	0	31	26	0.53	0.51
Madeira Ranch - Prairie	Taylor Morrison TSO	LN		DTMJ	66	0	TSO	NA	0	0	45	40	0.77	0.78
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	3	NA	0	0	51	31	0.83	0.61
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	3	NA	0	0	61	53	1.00	1.04
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	2	NA	0	0	53	46	0.86	0.90
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	1	NA	0	0	13	13	0.48	0.48
Wildhawk South- Latitude	Taylor Morrison TSO	SO		DTMJ	152	0	TSO	NA	0	0	40	40	1.47	1.47
Long Meadow	The New Home Co	VN		DTMJ	122	5	5	30	1	0	20	20	1.16	1.16
Cedar Creek	TimLewis	GT		DTMJ	112	0	3	7	0	0	80	37	0.65	0.73
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	2	10	0	0	71	22	0.53	0.43
The Oasis	TimLewis	LN		DTMJ	52	4	5	13	1	0	9	9	1.09	1.09
TOTALS: No. Reporting: 23		Avg. Sales: 1.09		Traffic to Sales: 9 : 1				151	226	26	1	1511	1125	Net: 25
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 25									
					Units	New Rel.	Ref'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		DTMJ	81	0	3	15	0	0	33	33	0.87	0.87
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	5	5	1	0	159	40	0.66	0.78
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	4	5	2	1	0	28	20	0.39	0.39
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	2	4	4	0	0	19	13	0.25	0.25
Canyon at The Ranch	K Hovnanian	RO		DTMJ	114	3	4	2	1	0	14	14	0.41	0.41
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	3	4	2	3	0	57	29	0.57	0.57
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	3	3	1	0	38	37	0.59	0.73
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	3	4	3	1	0	58	30	0.58	0.59
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	2	0	0	0	71	29	0.71	0.57
Celedon at Pradera Ranch	Lennar	RO		DTMJ	111	0	4	5	0	0	1	1	0.44	0.44
Verdant II at Pradera Ranch	Lennar	RO		DTMJ	192	0	4	5	1	0	6	6	0.39	0.39
Viridian	Lennar	RO		DTST	185	0	2	0	0	0	183	12	0.78	0.24
Viridian II at Pradera Ranch	Lennar	RO		DTMJ	92	0	5	5	0	0	3	3	0.24	0.24
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	18	0	2	7	0	0	16	13	0.21	0.25
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	24	0	2	7	0	0	22	8	0.26	0.16
Bevate at Premier Montelena	Premier Homes	RO		DTMJ	36	0	2	7	1	0	29	27	0.34	0.53
Ascent at Montelena	Pulte	RO		DTMJ	127	0	6	2	0	1	27	22	0.42	0.43
Solis at Montelena	Pulte	RO		DTMJ	55	0	4	3	1	0	15	12	0.21	0.24
Vista at Montelena	Pulte	RO		DTMJ	38	2	3	3	1	0	33	29	0.46	0.57
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	7	11	0	1	60	40	0.64	0.78
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	4	8	0	0	9	9	0.40	0.40
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	1	2	0	0	167	24	0.74	0.47
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	4	2	0	0	19	19	0.82	0.82
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	4	6	0	0	10	10	0.47	0.47
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	5	4	0	0	6	6	0.27	0.27
TOTALS: No. Reporting: 25		Avg. Sales: 0.40		Traffic to Sales: 9 : 1			93	113	12	2	1083	486	Net: 10	
City Codes: RO = Rancho Cordova, FO = Fair Oaks														



Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 12									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer TSO	SO		DTST	145	0	TSO	N/A	0	0	143	22	0.65	0.43
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	N/A	0	0	153	31	0.84	0.61
Villas at The Preserve	KB Home	AO		DTMJ	203	4	6	13	1	0	5	5	0.55	0.55
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	1	5	1	0	150	58	0.89	1.14
Northlake - Bleau	Lennar	SO		DTMJ	348	4	4	15	3	0	144	59	0.94	1.16
Northlake - Crestvue II	Lennar	SO		DTMJ	138	0	3	5	0	0	0	0	0.00	0.00
Northlake - Drifton	Lennar	SO		DTMJ	236	0	3	10	2	0	117	43	0.81	0.84
Northlake - Lakelet	Lennar	SO		DTMJ	307	0	3	5	1	0	128	50	0.84	0.98
Northlake - Shor	Lennar	SO		DTMJ	337	0	3	5	0	0	129	44	0.84	0.86
Northlake - Watersyde	Lennar	SO		DTMJ	276	0	5	5	0	1	123	39	0.80	0.76
Northlake - Wavmor	Lennar	SO		DTMJ	320	0	4	10	2	0	122	36	0.80	0.71
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	129	0	1	0	0	0	128	81	1.04	1.59
TOTALS: No. Reporting: 10		Avg. Sales: 0.90		Traffic to Sales: 7 : 1				34	73	10	1	1342	468	Net: 9
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 15									
					Units	New Rel.	Ref'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	DTMJ	53	0	8	N/A	0	0	15	15	0.70	0.70	
Sycamore Creek	JMC	FM	DTMJ	44	0	1	0	0	0	43	2	0.27	0.04	
Brass Pointe at Russell Ranch	Lennar	FM	DTMJ	143	0	4	5	1	0	71	61	0.82	1.20	
PlatinumPeak at Russell Ranch	Lennar	FM	DTMJ	100	0	4	5	1	0	60	40	0.72	0.78	
Rockcress at Folsom Ranch	Lennar	FM	DTMJ	118	0	2	5	0	0	116	36	0.77	0.71	
Rockcress II at Folsom Ranch	Lennar	FM	DTMJ	115	0	4	5	0	0	1	1	0.78	0.78	
Silver Knoll at Russell Ranch	Lennar	FM	DTMJ	96	0	6	5	0	1	44	44	1.36	1.36	
Sterling Hills at Russell Ranch	Lennar	FM	DTMJ	112	3	5	5	1	0	39	39	1.14	1.14	
Stone Bluff at White Rock Springs	Richmond American	FM	DTMJ	81	0	3	1	1	0	75	37	0.54	0.73	
Folsom Ranch - Encore	Taylor Morrison TSO	FM	DTMJ	106	0	TSO	N/A	0	0	35	35	0.63	0.69	
Folsom Ranch - Legends	Taylor Morrison	FM	DTMJ	110	0	4	N/A	0	0	31	31	0.56	0.61	
Canterly at Folsom Ranch	TRI Pointe	FM	DTMJ	100	3	5	19	2	0	58	58	1.31	1.31	
Eastwood at Folsom Ranch	TRI Pointe	FM	DTMJ	72	0	4	16	1	0	42	29	0.53	0.57	
Lariat at Folsom Ranch	TRI Pointe	FM	DTMJ	76	4	6	19	3	0	47	47	1.06	1.06	
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMJ	90	4	5	16	2	0	49	36	0.62	0.71	
TOTALS: No. Reporting: 12		Avg. Sales: 0.92		Traffic to Sales: 8 : 1			61	101	12	1	726	511	Net: 11	
City Codes: FM= Folsom														

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE		DTMJ	51	0	4	4	0	0	43	10	0.31	0.20
Alder at Saratoga Estates	Elliott	EH		DTMJ	129	0	5	11	0	0	107	21	0.60	0.41
Manzanita at Saratoga	Elliott	EH		DTMJ	131	4	6	12	1	0	70	15	0.40	0.29
Ponderosa at Saratoga	Elliott	EH		DTMJ	56	2	5	12	0	0	14	8	0.16	0.16
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	0	5	5	0	1	104	45	0.65	0.88
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	373	0	8	5	1	0	296	82	1.08	1.61
Trento at The Promontory	Lennar	EH		DTMJ	32	3	5	10	2	0	14	14	0.38	0.38
Ridgeview	The New Home Co	EH		DTMJ	44	0	5	18	0	0	11	11	0.44	0.44
Edgelake at Serrano	TRI Pointe	EH		DTMJ	65	3	5	4	1	0	51	22	0.45	0.43
TOTALS: No. Reporting: 9		Avg. Sales: 0.44		Traffic to Sales: 16 : 1			48	81	5	1	710	228	Net: 4	
City Codes: RE = Rescue, EH = El Dorado Hills														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 62									
					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		DTMJ	159	0	11	14	0	0	1	1	0.11	0.11
Whitehawk	Anthem United	GB		DTMJ	55	0	6	26	0	0	19	19	0.43	0.43
Verrado II at Solaire	Beazer	RV		DTMJ	63	0	13	NA	0	0	9	9	0.42	0.42
Harvest	Black Pine	LM		DTMJ	22	0	3	6	0	0	17	17	0.53	0.53
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	6	5	0	0	1	1	0.04	0.04
Oresleigh Havenwood	Oresleigh	LL		DTMJ	83	0	3	1	0	0	40	17	0.33	0.33
Balboa II	DR Horton	RV		DTST	172	0	5	6	0	0	107	96	1.48	1.88
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	5	6	9	3	0	7	7	0.96	0.96
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	2	3	5	1	0	90	69	1.15	1.35
Turkey Creek Estates	Elliott	LL		DTMJ	228	0	5	13	0	0	66	18	0.51	0.35
Edgefield Place	JMC	RK		DTMJ	83	0	8	20	0	1	45	32	0.48	0.63
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	3	4	8	1	0	29	26	0.33	0.51
Fairbrook at Fiddymment Farms	JMC	RV		DTMJ	115	5	5	10	3	0	94	44	0.67	0.86
Inspiration Village at Sierra Vista	JMC	RV		DTMJ	103	3	6	27	2	0	2	2	0.38	0.38
Meadowbrook at Fiddymment Farms	JMC	RV		DTMJ	80	0	5	11	1	0	70	21	0.50	0.41
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	0	3	17	0	0	37	37	1.08	1.08
Palisade Village	JMC	RV		DTST	307	0	3	9	2	0	300	76	1.36	1.49
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	3	4	0	0	89	14	0.52	0.27
Sagebrook at Fiddymment Farms	JMC	RV		DTMJ	122	3	5	9	1	0	86	34	0.61	0.67
Sentinel	JMC	RV		DTST	256	0	5	13	0	0	161	30	0.81	0.59
Tribute Pointe	JMC	RK		DTMJ	99	0	4	16	1	0	23	15	0.25	0.29
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	5	40	2	0	63	50	0.70	0.98
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	5	1	1	0	78	8	0.54	0.16
Firefly at Winding Creek II	K Hovnanian	RV		DTMJ	36	0	3	7	1	0	31	31	1.23	1.23
Aurora Heights at Twelve Bridges	KB Home	LL		DTMJ	224	0	3	26	0	0	4	4	0.48	0.48
Copper Ridge	KB Home S/O	LL		DTMJ	98	0	S/O	13	1	0	98	54	0.91	1.06
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	2	0	1	0	108	53	1.10	1.04
Morgan Knolls	KB Home	RV		DTMJ	58	0	4	23	0	0	26	26	0.76	0.76
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	2	0	0	238	21	1.00	0.41
Andorra at Sierra West	Lennar	RV		DTMJ	193	4	8	10	2	0	180	79	1.07	1.55
Breckenridge at Sierra West	Lennar	RV		DTMJ	281	0	6	5	0	0	122	77	1.06	1.51
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	404	0	6	5	0	0	114	62	0.92	1.22
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	4	5	10	2	0	113	63	0.89	1.24
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	4	5	1	0	171	73	1.01	1.43
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	5	5	1	1	162	61	0.94	1.20
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	0	3	5	1	0	110	62	0.90	1.22
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	3	6	5	1	0	49	47	0.83	0.92
Windham at Sierra West	Lennar	RV		DTMJ	173	4	5	15	3	0	119	71	1.12	1.39
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	3	4	0	0	77	48	0.82	0.94
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	3	0	0	0	89	43	0.80	0.84
Traverse at Winding Creek	Meritage	RV		DTMJ	82	0	4	8	0	0	11	11	0.83	0.83
Premier Soleil	Premier Homes	GB		DTMJ	52	0	3	13	0	0	33	9	0.44	0.18
Revere at Independence	Richmond American	LL		DTMJ	122	0	9	4	0	0	113	32	0.73	0.63
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	3	6	2	2	0	41	32	0.53	0.63
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	4	5	16	2	0	30	29	0.32	0.57

Development Name	Developer	City Code	Notes	Type										
Placer County (Continued ...)					Projects Participating: 62									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	5	7	1	1	62	36	0.55	0.71
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	4	N/A	0	0	101	23	0.73	0.45
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	9	N/A	0	0	32	26	0.32	0.51
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	N/A	0	0	94	24	0.68	0.47
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	N/A	0	0	101	31	0.73	0.61
Fiddlyment Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	3	N/A	0	0	82	47	0.98	0.92
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	1	0	1	0	21	11	0.25	0.22
Valley Oak- Parks	The New Home Co	RV		DTMJ	59	0	4	8	0	0	8	8	0.41	0.41
Valley Oak- Trails	The New Home Co	RV		DTMJ	62	3	4	8	2	0	10	10	0.49	0.49
Magnolia at Granite Bay	TimLewis	GB		DTMJ	89	0	4	13	0	0	20	20	0.41	0.41
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	3	2	0	0	79	5	0.35	0.10
The Lake at Crown Point II	TimLewis	RK		DTMJ	17	0	4	4	0	0	3	3	0.15	0.15
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	2	0	0	0	8	6	0.10	0.12
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	4	1	0	0	13	10	0.16	0.20
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	2	3	5	1	0	103	36	0.72	0.71
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	4	4	0	0	23	16	0.32	0.31
Mbscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	2	4	0	0	29	27	0.41	0.53
TOTALS: No. Reporting: 56		Avg. Sales: 0.68		Traffic to Sales: 12 : 1			282	509	41	3	4262	1970	Net: 38	
City Codes: RV = Roseville, GB = Granite Bay, LM= Loomis, LL = Lincoln, RK = Rocklin														

Nevada County					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Timberwood Estates II	Hilbers	GV	DTST	5	0	5	2	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			5	2	0	0	0	Net: 0		
City Codes: GV = Grass Valley														

Yolo County				Projects Participating: 10									
				Units	New Rel.	Ref'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	DTMJ	82	0	2	5	0	0	43	42	0.71	0.82
Trailside at the Rivers	Century	WS	DTMJ	120	0	4	5	0	0	14	14	0.28	0.28
Cannon Pointe at Pioneer Village	Lennar	WL	DTMJ	107	5	6	15	4	0	49	49	1.04	1.04
Casera Meadow s at Pioneer Village	Lennar	WL	DTMJ	124	0	3	10	2	0	25	25	0.52	0.52
Orestada	Lennar	WL	DTMJ	105	3	5	10	2	0	66	55	0.93	1.08
Iris	Lennar	WL	DTMJ	97	0	4	10	2	1	76	67	0.92	1.31
Lavender	Lennar	WL	DTMJ	78	0	4	5	0	0	74	55	0.96	1.08
The Hdeaway	Meritage	VN	DTMJ	148	4	6	2	1	0	71	52	0.88	1.02
Harvest at Spring Lake	Richmond American	WL	DTMJ	84	0	3	0	0	0	81	29	0.58	0.57
Revival	TimLewis	WL	DTST	72	0	4	7	0	0	21	11	0.24	0.22
TOTALS: No. Reporting: 10		Avg. Sales: 1.00		Traffic to Sales: 6 : 1			41	69	11	1	520	399	Net: 10
City Codes: WS = West Sacramento, WL = Woodland, VN = Winters													

Development Name	Developer	City Code	Notes	Type										
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. Sl's /Week	Av. Sl's /YTD
Zinfandel Ridge II	TimLewis	FLY	DTMJ		40	0	4	10	0	0	21	3	0.17	0.06
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			4	10	0	0	21	3	Net: 0	
City Codes: FLY = Plymouth														

Butte County				Projects Participating: 2									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Amber Lynn Estates	DR Horton	CO	DTST	108	2	6	1	1	0	35	34	0.53	0.67
Sparrow	DR Horton	CO	DTMJ	86	4	5	4	1	1	32	28	0.40	0.55
TOTALS: No. Reporting: 2	Avg. Sales: 0.50		Traffic to Sales: 3 : 1				11	5	2	1	67	62	Net: 1
City Codes: CO = Chico													

Shasta County				Projects Participating: 4									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	4	5	9	2	0	27	26	0.51	0.51
Magnolia at Shastina Ranch	DR Horton	RD	DTMJ	66	0	3	9	0	0	22	22	0.41	0.43
Monroe	DR Horton	RD	DTST	20	0	4	3	0	0	5	5	0.21	0.21
Rio	DR Horton	RD	DTST	50	0	4	1	0	0	40	24	0.49	0.47
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 11 : 1			16	22	2	0	94	77	Net: 2
City Codes: RD = Redding													

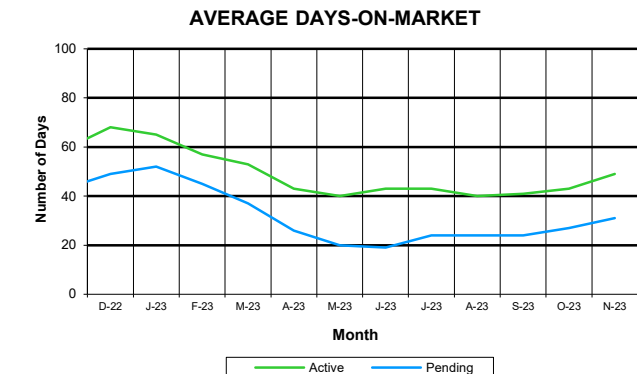
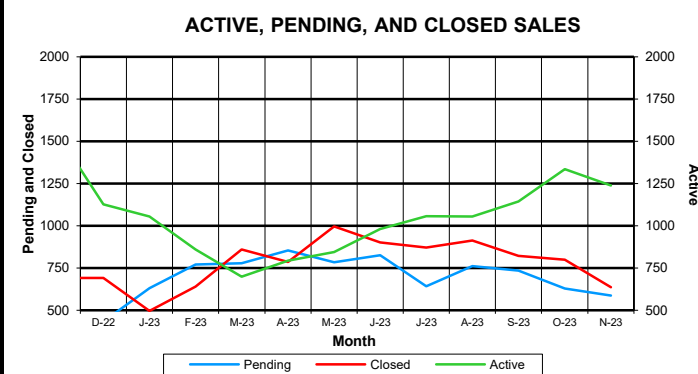
Yuba County				Projects Participating: 8									
				Units	New Rel.	Rel'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Cresleigh Bluffs at Plumas Ranch	Cresleigh	FLK	DTMJ	78	0	5	5	0	0	3	3	0.32	0.32
Cresleigh Grove at Plumas Ranch	Cresleigh	FLK	DTMJ	72	0	5	11	0	0	20	20	0.52	0.52
Cresleigh Meadows at Plumas Ranch	Cresleigh	FLK	DTMJ	111	0	5	2	0	0	102	11	0.51	0.22
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMJ	145	3	4	5	2	0	55	38	0.61	0.75
Butte Vista at Cobblestone	KB Home	FLK	DTMJ	147	0	6	11	0	0	83	40	0.90	0.78
Cascade Valley at Cobblestone	KB Home	FLK	DTMJ	69	0	3	1	0	0	66	62	1.11	1.22
Windsor Crossing at River Oaks	Lennar	FLK	DTST	168	0	3	8	0	2	165	59	0.98	1.16
Seasons at Thoroughbred Acres	Richmond American	OL	DTMJ	146	0	4	2	1	0	137	43	0.79	0.84
TOTALS: No. Reporting: 8		Avg. Sales: 0.13		Traffic to Sales: 15 : 1			35	45	3	2	631	276	Net: 1
City Codes: FLK = Plumas Lake, WH = Wheatland, OL = Olivehurst													

Sacramento			Projects Participating: 185						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 161	Avg. Sales: 0.69	Traffic to Sales: 10 : 1	781	1256	124	13	10967	5605	Net: 111
Project Types:    AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMJ = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									



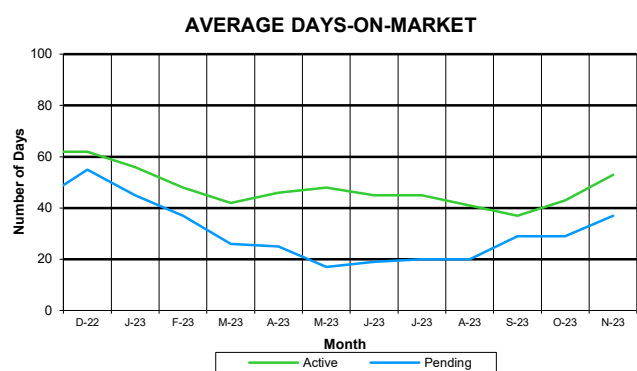
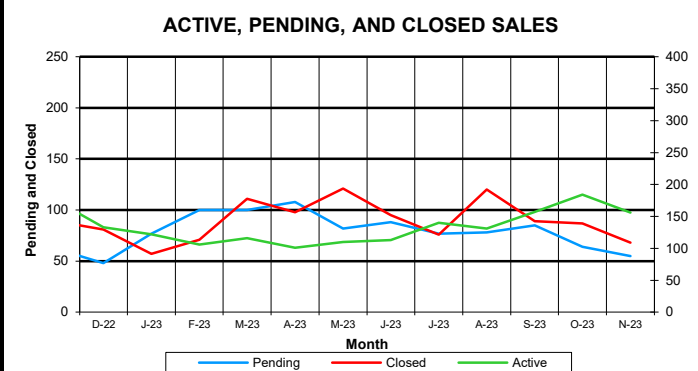
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048
Aug-23	1,056	40	761	24	914	598,812
Sep-23	1,145	41	735	24	822	604,024
Oct-23	1,335	43	630	27	799	607,113
Nov-23	1,238	49	588	31	637	558,389



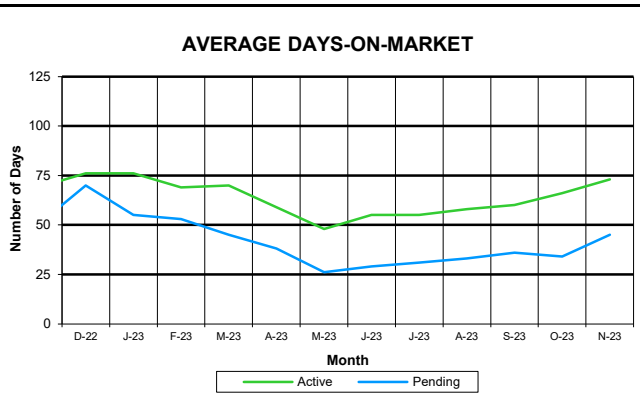
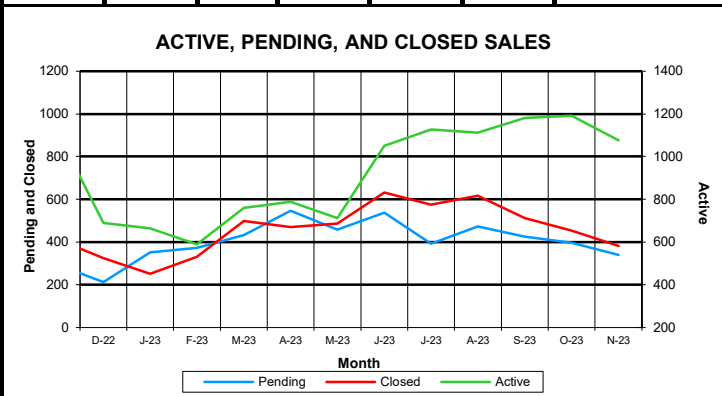
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398
Aug-23	131	41	78	20	120	356,082
Sep-23	157	37	85	29	89	344,570
Oct-23	184	43	64	29	87	334,969
Nov-23	156	53	55	37	68	415,252



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004
Aug-23	1,112	58	473	33	617	743,456
Sep-23	1,180	60	425	36	511	770,446
Oct-23	1,192	66	397	34	454	745,567
Nov-23	1,076	73	340	45	381	742,379



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746
Aug-23	174	68	77	30	114	691,857
Sep-23	175	69	82	31	87	684,882
Oct-23	184	71	75	31	88	704,488
Nov-23	166	82	61	50	84	650,882

