

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



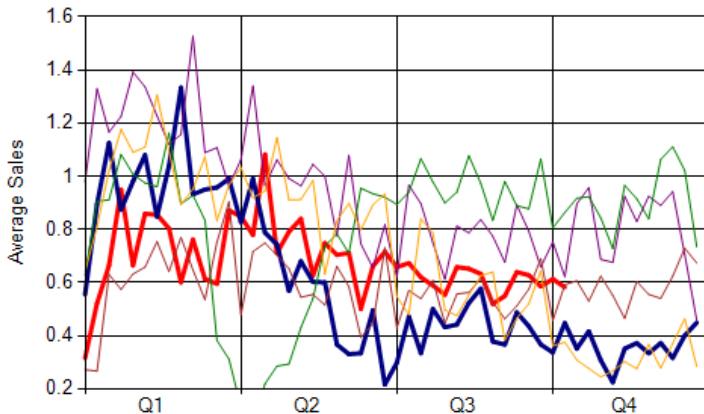
Bay Area

Week 41

Ending: Sunday, October 15, 2023

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

52 Weeks Comparison



Year to Date Averages Through Week 41

Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■ | 2018 | 125 | 27 | 0.90 | 0.09 | 0.81 | 0.70 |
| ■ | 2019 | 160 | 17 | 0.68 | 0.10 | 0.58 | 0.58 |
| ■ | 2020 | 151 | 12 | 0.89 | 0.11 | 0.78 | 0.80 |
| ■ | 2021 | 116 | 14 | 1.04 | 0.07 | 0.97 | 0.93 |
| ■ | 2022 | 105 | 11 | 0.76 | 0.12 | 0.64 | 0.58 |
| ■ | 2023 | 112 | 12 | 0.76 | 0.08 | 0.68 | 0.68 |
| % Change: | | 6% | 6% | 0% | -36% | 6% | 18% |

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



WEEKLY FINANCIAL NEWS

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



| 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 | 0 | 3 | 35 | 0 | 0 | 6 | 6 | 0.27 | 0.27 |
| Waterside at Alameda Marina | Landsea | AL | | ATMJ | 84 | 0 | 6 | 35 | 0 | 0 | 6 | 6 | 0.27 | 0.27 |
| Aspect at Innovation | Lennar | FR | | ATMJ | 167 | 0 | 4 | 6 | 1 | 0 | 103 | 46 | 1.00 | 1.12 |
| Beacon at Bridgeway | Lennar | NK | | DTMJ | 120 | 0 | 4 | 9 | 1 | 0 | 42 | 42 | 1.10 | 1.10 |
| Chroma at Innovation | Lennar | FR | | ATMJ | 146 | 7 | 6 | 7 | 6 | 1 | 108 | 51 | 1.46 | 1.24 |
| Lumiere at Innovation | Lennar | FR | | ATMJ | 156 | 0 | 5 | 7 | 0 | 0 | 104 | 50 | 1.05 | 1.22 |
| Matrix at Innovation | Lennar | FR | | ATMJ | 104 | 0 | 4 | 6 | 1 | 0 | 64 | 29 | 0.60 | 0.71 |
| Vista at Bridgeway | Lennar | NK | | DTMJ | 72 | 0 | 4 | 9 | 1 | 0 | 24 | 24 | 0.79 | 0.79 |
| Center Pointe Cottages | Nuvera Homes TSO | FR | | ATMJ | 37 | 2 | TSO | 8 | 2 | 0 | 20 | 20 | 0.82 | 0.82 |
| Compass at Bay37 | Pulte | AL | | ATMJ | 93 | 0 | 4 | 6 | 0 | 0 | 75 | 19 | 0.52 | 0.46 |
| Lookout at Bay37 | Pulte | AL | | ATMJ | 138 | 3 | 6 | 4 | 1 | 0 | 76 | 38 | 0.53 | 0.93 |
| Prime at SoHay | Taylor Morrison | HY | | ATST | 126 | 0 | 3 | 7 | 0 | 0 | 122 | 31 | 0.52 | 0.76 |
| Ellis at Central Station | TRI Pointe | OK | | ATMJ | 128 | 0 | 6 | 1 | 0 | 0 | 90 | 19 | 0.51 | 0.46 |
| TOTALS: No. Reporting: 13 | | Avg. Sales: 0.92 | | Traffic to Sales: 11 : 1 | | | | 55 | 140 | 13 | 1 | 840 | 381 | Net: 12 |
| City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland | | | | | | | | | | | | | | |

| Amador Valley | | | | | 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 |
| Abbey at Boulevard | Brookfield TSO | DB | ATMJ | 60 | 0 | TSO | 8 | 0 | 0 | 50 | 50 | 1.65 | 1.65 | |
| Ivy at Boulevard | Brookfield | DB | DTMJ | 62 | 0 | 5 | 26 | 0 | 0 | 23 | 23 | 1.63 | 1.63 | |
| Melrose at Boulevard | Brookfield | DB | DTMJ | 75 | 0 | 2 | 12 | 1 | 0 | 73 | 37 | 0.94 | 0.90 | |
| Avalon at Boulevard | Lennar TSO | DB | ATMJ | 90 | 0 | TSO | 12 | 2 | 1 | 11 | 11 | 1.07 | 1.07 | |
| Gramercy at the Boulevard | Lennar | DB | New | ATMJ | 102 | 4 | 4 | 5 | 0 | 0 | 0 | 0.00 | 0.00 | |
| Lombard at Boulevard | Lennar | DB | DTMJ | 100 | 0 | 5 | 32 | 0 | 0 | 58 | 38 | 0.78 | 0.93 | |
| Venice at Boulevard | Lennar | DB | ATMJ | 91 | 0 | 8 | 0 | 0 | 0 | 76 | 45 | 1.02 | 1.10 | |
| Vineyard Collection II | Ponderosa | LV | DTMJ | 9 | 0 | 1 | 0 | 0 | 0 | 5 | 5 | 0.13 | 0.13 | |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.25 | | Traffic to Sales: 32 : 1 | | | 25 | 95 | 3 | 1 | 296 | 209 | Net: 2 | |
| City Codes: DB = Dublin, LV = Livermore | | | | | | | | | | | | | | |

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

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

| West Contra Costa | | | | | Projects Participating: 1 | | | | | | | | | | |
|--------------------------|--|------------------|--|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|------|
| | | | | | Units | New Rel. | 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 | 3 | 5 | 0 | 0 | 5 | 5 | 0.15 | 0.15 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | | 3 | 5 | 0 | 0 | 5 | 5 | Net: 0 | |
| City Codes: RM= Richmond | | | | | | | | | | | | | | | |

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

| East Contra Costa | | | | Projects Participating: 7 | | | | | | | | | |
|---|-------------------|----|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | Units | New Rel. | 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 | 104 | 0 | 3 | 13 | 0 | 0 | 101 | 14 | 0.47 | 0.34 |
| Chandler | Brookfield | BT | DTMJ | 160 | 0 | 9 | 10 | 2 | 0 | 121 | 53 | 1.08 | 1.29 |
| Cypress Crossings | KB Home | OY | DTMJ | 98 | 0 | 5 | 30 | 1 | 0 | 51 | 40 | 0.79 | 0.98 |
| Woodbury at Emerson Ranch | Lennar | OY | DTMJ | 104 | 3 | 4 | 3 | 2 | 0 | 100 | 43 | 1.16 | 1.05 |
| Beacon at Delta Coves | Pulte | BI | DTST | 30 | 0 | 6 | 10 | 0 | 0 | 8 | 8 | 0.26 | 0.26 |
| Parkside | Richmond American | BT | DTMJ | 34 | 0 | 4 | 5 | 0 | 0 | 13 | 13 | 0.58 | 0.58 |
| Orchard Trails | Shea | BT | DTMJ | 78 | 0 | 1 | 10 | 0 | 0 | 52 | 16 | 0.51 | 0.39 |
| TOTALS: No. Reporting: 7 | Avg. Sales: 0.71 | | Traffic to Sales: 16 : 1 | | | | 32 | 81 | 5 | 0 | 446 | 187 | Net: 5 |
| | | | | | | | | | | | | | |
| City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--|-------------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Sonoma, Napa Counties | | | | | Projects Participating: 14 | | | | | | | | | |
| | | | | | 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 | 0.65 | 0.68 |
| Artisan at Watson Ranch | DR Horton | AC | | DTMJ | 98 | 0 | 4 | 3 | 0 | 0 | 55 | 51 | 1.16 | 1.24 |
| Harvest at Watson Ranch | DR Horton | AC | | DTMJ | 219 | 0 | 5 | 4 | 0 | 0 | 37 | 37 | 1.26 | 1.26 |
| Willow at University District | DR Horton | RP | | DTMJ | 128 | 0 | 2 | 13 | 0 | 0 | 93 | 52 | 1.10 | 1.27 |
| Sterling Hills at Quarry Heights II | KB Home | PET | | DTMJ | 91 | 3 | 5 | 9 | 1 | 0 | 62 | 23 | 0.54 | 0.56 |
| Aspect | Lafferty | PET | | DTMJ | 18 | 0 | 2 | 3 | 1 | 0 | 16 | 1 | 0.07 | 0.02 |
| Sandalwood at University District | Richmond American | RP | | DTMJ | 26 | 0 | 2 | 3 | 0 | 0 | 24 | 15 | 0.34 | 0.37 |
| Seasons at University District | Richmond American | RP | | DTMJ | 52 | 0 | 12 | 9 | 0 | 0 | 34 | 14 | 0.40 | 0.34 |
| Meadow Creek II | Ryder | SR | | DTMJ | 30 | 0 | 3 | 12 | 0 | 0 | 12 | 12 | 0.47 | 0.47 |
| Riverfront | TRI Pointe | PET | | DTMJ | 134 | 0 | 3 | 1 | 0 | 0 | 101 | 16 | 0.66 | 0.39 |
| City 44 | W Marketing | SR | | ATMJ | 44 | 0 | 15 | 2 | 0 | 0 | 29 | 6 | 0.26 | 0.15 |
| Kerry Ranch | W Marketing | SR | | DTMJ | 30 | 0 | 2 | 15 | 0 | 0 | 22 | 12 | 0.35 | 0.29 |
| Paseo Vista | W Marketing | SR | | DTST | 128 | 0 | 1 | 2 | 0 | 0 | 68 | 5 | 0.22 | 0.12 |
| Portello | W Marketing | WD | | DTMJ | 68 | 0 | 1 | 15 | 0 | 0 | 28 | 19 | 0.45 | 0.46 |
| TOTALS: No. Reporting: 14 | | Avg. Sales: 0.14 | | Traffic to Sales: 46 : 1 | | | | 58 | 92 | 2 | 0 | 616 | 291 | Net: 2 |
| City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor | | | | | | | | | | | | | | |

| Marin County | | | | | Projects Participating: 2 | | | | | | | | | |
|--|---------|------------------|------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | 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 | ATMJ | 80 | 0 | 8 | 4 | 1 | 0 | 53 | 21 | 0.47 | 0.51 | |
| The Strand | Trumark | SN | DTMJ | 32 | 0 | 6 | 7 | 2 | 0 | 16 | 7 | 0.16 | 0.17 | |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 1.50 | | Traffic to Sales: 4 : 1 | | | 14 | 11 | 3 | 0 | 69 | 28 | Net: 3 | |
| City Codes: NV = Novato, SN = San Rafael | | | | | | | | | | | | | | |

| San Francisco County | | | | | Projects Participating: 1 | | | | | | | | | | |
|--------------------------------|--|------------------|--|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|------|
| | | | | | Units | New Rel. | 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 | ATMJ | 54 | 0 | 7 | 9 | 1 | 0 | 26 | 11 | 0.19 | 0.27 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 1.00 | | Traffic to Sales: 9 : 1 | | | | 7 | 9 | 1 | 0 | 26 | 11 | Net: 1 | |
| City Codes: SF = San Francisco | | | | | | | | | | | | | | | |

| San Mateo County | | | | | Projects Participating: 1 | | | | | | | | | |
|------------------------------|------------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| | | | | | Units | New Rel. | 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 | 7 | 9 | 0 | 0 | 38 | 13 | 0.46 | 0.32 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 7 | 9 | 0 | 0 | 38 | 13 | Net: 0 | |
| City Codes: FC = Foster City | | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-----------------|------------------|-------|--------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Santa Clara County | | | | | Projects Participating: 17 | | | | | | | | | |
| | | | | | 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 | 4 | 3 | 1 | 0 | 42 | 23 | 0.56 | 0.56 |
| Summerstone | DR Horton | GL | | DTST | 29 | 3 | 4 | 5 | 1 | 0 | 2 | 2 | 0.93 | 0.93 |
| Ascent at Glen Loma Ranch | KB Home S/O | GL | | ATMJ | 124 | 0 | S/O | 5 | 0 | 0 | 124 | 53 | 1.24 | 1.29 |
| Lavender | Landsea | SV | | ATMJ | 128 | 0 | 2 | 36 | 3 | 0 | 88 | 41 | 0.84 | 1.00 |
| Anza at Agrihood | Pulte | SC | | ATMJ | 36 | 0 | 3 | 6 | 0 | 1 | 30 | 30 | 0.78 | 0.78 |
| Avenue at Central | Pulte | SJ | | ATMJ | 158 | 0 | 4 | 9 | 0 | 0 | 2 | 2 | 0.38 | 0.38 |
| Gateway at Central | Pulte TSO | SJ | | ATMJ | 72 | 0 | TSO | 0 | 0 | 0 | 25 | 8 | 0.34 | 0.20 |
| Plaza at Central | Pulte | SJ | | ATMJ | 90 | 0 | 4 | 9 | 0 | 0 | 56 | 27 | 0.94 | 0.66 |
| The Elms | Pulte | ST | | ATMJ | 90 | 0 | 4 | 5 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Bellaterra - Bungalows Cluster Att/Det | SummerHill | LG | | ATMJ | 76 | 0 | 8 | 12 | 0 | 0 | 52 | 5 | 0.46 | 0.12 |
| Bellaterra - Flats | SummerHill | LG | | ATMJ | 80 | 0 | 7 | 11 | 0 | 0 | 63 | 19 | 0.50 | 0.46 |
| Bellaterra - Towns | SummerHill | LG | | ATMJ | 97 | 0 | 4 | 12 | 1 | 0 | 58 | 21 | 0.46 | 0.51 |
| Verano | SummerHill | MV | | ATMJ | 115 | 0 | 2 | 10 | 0 | 0 | 64 | 52 | 1.16 | 1.27 |
| Arroyo Village | Taylor Morrison | CP | | ATMJ | 88 | 2 | 8 | 8 | 1 | 0 | 8 | 8 | 0.44 | 0.44 |
| Brix at Glen Loma Ranch | TRI Pointe | GL | | DTMJ | 67 | 0 | 4 | NA | 0 | 0 | 10 | 10 | 0.58 | 0.58 |
| Lotus at Urban Oak | TRI Pointe | SJ | | ATMJ | 123 | 0 | 5 | NA | 0 | 0 | 23 | 20 | 0.36 | 0.49 |
| Jasper | Trumark | MH | | ATMJ | 101 | 1 | 4 | 7 | 1 | 0 | 45 | 24 | 0.52 | 0.59 |
| TOTALS: No. Reporting: 15 | | Avg. Sales: 0.47 | | Traffic to Sales: 17 : 1 | | | 67 | 138 | 8 | 1 | 692 | 345 | Net: 7 | |
| City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SC = Santa Clara, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino | | | | | | | | | | | | | | |

| Monterey, Santa Cruz, San Benito Counties | | | | | Projects Participating: 7 | | | | | | | | | |
|---|---------|------------------|-------|--------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | 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 | 3 | 5 | 19 | 2 | 0 | 36 | 32 | 0.63 | 0.78 | |
| Highgrove at Fairview (SFD) | KB Home | HO | DTMJ | 138 | 0 | 6 | 16 | 1 | 0 | 12 | 12 | 0.59 | 0.59 | |
| Serenity V | Legacy | HO | Rsv's | DTMJ | 31 | 0 | 9 | 14 | 0 | 0 | 14 | 14 | 0.31 | 0.34 |
| Elderberry | Lennar | HO | DTMJ | 66 | 0 | 5 | 12 | 0 | 0 | 28 | 26 | 0.58 | 0.63 | |
| Laurel | Lennar | HO | DTMJ | 67 | 0 | 3 | 12 | 2 | 0 | 29 | 27 | 0.60 | 0.66 | |
| Beach House II at the Dunes | Shea | MA | DTMJ | 92 | 0 | 1 | 5 | 1 | 0 | 88 | 15 | 0.76 | 0.37 | |
| Enclave, The | Shea | SS | DTMJ | 61 | 0 | 3 | 4 | 0 | 0 | 50 | 10 | 0.40 | 0.24 | |
| TOTALS: No. Reporting: 7 | | Avg. Sales: 0.86 | | Traffic to Sales: 14 : 1 | | | 32 | 82 | 6 | 0 | 257 | 136 | Net: 6 | |
| City Codes: HO = Hollister, MA = Marina, SS = Seaside | | | | | | | | | | | | | | |

| Benicia, Vallejo | | | | | Projects Participating: 1 | | | | | | | | |
|--------------------------|------------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | WK's Sales | WK's Cans | Sold to Date | Sold YTD | Av. Sls /Week |
| Cascade at Waterstone | TRI Pointe | VL | DTMJ | 185 | 0 | 2 | 6 | 0 | 0 | 50 | 50 | 1.91 | 1.91 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 2 | 6 | 0 | 0 | 50 | 50 | Net: 0 |
| City Codes: VL = Vallejo | | | | | | | | | | | | | |

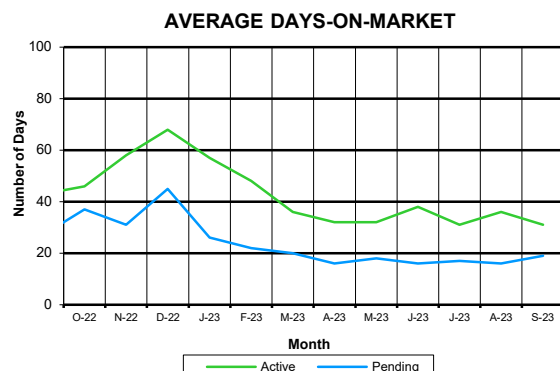
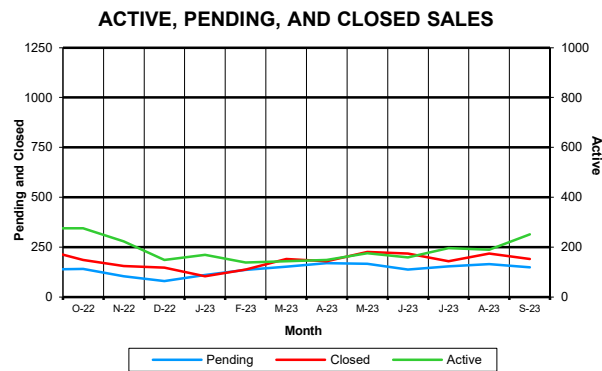
| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|---------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| 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 | Avg. Sls /Week | Avg. Sls /YTD |
| Horizon at One Lake | Brookfield | FF | | ATMJ | 50 | 0 | 6 | 9 | 0 | 0 | 24 | 16 | 0.31 | 0.39 |
| Lakeside at One Lake | Brookfield | FF | | ATMJ | 58 | 2 | 9 | 11 | 0 | 0 | 23 | 7 | 0.30 | 0.17 |
| Meridian | Century | SU | New | DTMJ | 71 | 4 | 4 | 3 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Monte Verde | Century | FF | | DTMJ | 124 | 4 | 4 | 17 | 3 | 0 | 84 | 52 | 1.18 | 1.27 |
| Luminescence at Liberty | DeNova | RV | | AASF | 311 | 0 | 3 | 9 | 1 | 0 | 117 | 42 | 0.99 | 1.02 |
| One56 at One Lake | DeNova | FF | | DTMJ | 56 | 0 | 1 | 6 | 0 | 0 | 55 | 36 | 0.83 | 0.88 |
| Iris at The Villages | DR Horton | FF | | DTMJ | 119 | 3 | 4 | 12 | 2 | 0 | 46 | 44 | 1.02 | 1.07 |
| Four Seasons at Homestead- Autumn | K Hovnanian | DX | | AASF | 152 | 0 | 5 | 6 | 1 | 0 | 32 | 26 | 0.49 | 0.63 |
| Four Seasons at Homestead- Spring | K Hovnanian | DX | | AASF | 150 | 0 | 5 | 4 | 0 | 0 | 26 | 21 | 0.40 | 0.51 |
| Sagebrush at Magnolia Park | KB Home | VC | | DTMJ | 63 | 0 | 3 | 7 | 1 | 0 | 3 | 3 | 0.57 | 0.57 |
| Sweetbay at Magnolia Park | KB Home | VC | | DTMJ | 104 | 0 | 2 | 7 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Wildhawk at Roberts Ranch | KB Home | VC | | DTMJ | 88 | 3 | 4 | 4 | 1 | 0 | 82 | 33 | 0.81 | 0.80 |
| Tramore Village at Vanden Meadows | Meritage | VC | | DTMJ | 111 | 0 | 4 | 4 | 0 | 0 | 57 | 44 | 0.72 | 1.07 |
| Waterford Vanden Meadows 60s | Meritage | VC | | DTMJ | 83 | 0 | 5 | 4 | 0 | 0 | 42 | 25 | 0.52 | 0.61 |
| Orchards at Valley Glenn III | Richmond American | DX | | DTMJ | 80 | 3 | 5 | 2 | 2 | 0 | 52 | 28 | 0.48 | 0.68 |
| Seasons at Homestead | Richmond American | DX | | DTMJ | 85 | 0 | 3 | 5 | 0 | 0 | 38 | 27 | 0.47 | 0.66 |
| Sutton at Parklane | Richmond American | DX | | DTMJ | 121 | 0 | 7 | 4 | 0 | 0 | 81 | 25 | 0.61 | 0.61 |
| Carmello at Roberts Ranch | Taylor Morrison TSO | VC | | DTMJ | 74 | 0 | TSO | 2 | 0 | 0 | 73 | 25 | 0.88 | 0.61 |
| Farmstead Square | Taylor Morrison | VC | | DTMJ | 130 | 0 | 5 | 9 | 0 | 0 | 123 | 32 | 0.82 | 0.78 |
| Glisten at One Lake | TRI Pointe | FF | | DTMJ | 75 | 0 | 4 | 7 | 1 | 0 | 5 | 5 | 0.31 | 0.31 |
| Shimmer at One Lake | TRI Pointe | FF | | DTMJ | 96 | 0 | 2 | 7 | 0 | 0 | 94 | 12 | 0.61 | 0.29 |
| Splash at One Lake | TRI Pointe | FF | | DTMJ | 104 | 0 | 4 | 7 | 0 | 0 | 81 | 22 | 0.59 | 0.54 |
| TOTALS: No. Reporting: 22 | Avg. Sales: 0.55 | | Traffic to Sales: 12 : 1 | | | | 89 | 146 | 12 | 0 | 1138 | 525 | Net: 12 | |
| City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville | | | | | | | | | | | | | | |

| Bay Area | | | Projects Participating: 112 | | | | | | |
|---|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 110 | Avg. Sales: 0.58 | Traffic to Sales: 14 : 1 | 493 | 979 | 68 | 4 | 5755 | 2687 | Net: 64 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , 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

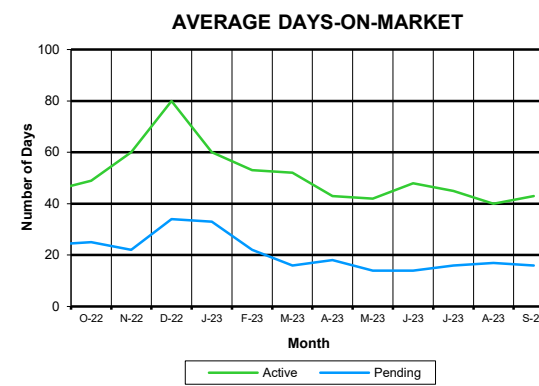
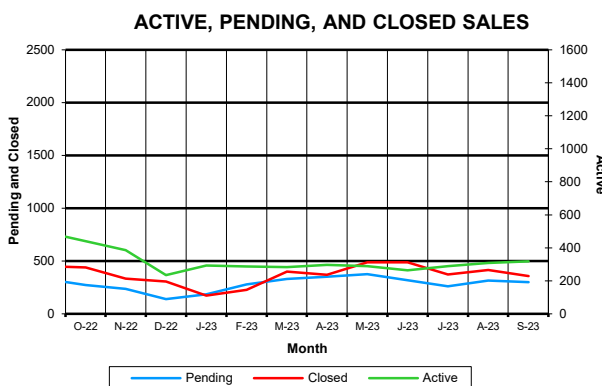
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 138 | 48 | 136 | 22 | 137 | 872,019 |
| Mar-23 | 144 | 36 | 152 | 20 | 190 | 945,540 |
| Apr-23 | 149 | 32 | 170 | 16 | 180 | 946,572 |
| May-23 | 175 | 32 | 166 | 18 | 225 | 951,831 |
| Jun-23 | 159 | 38 | 138 | 16 | 217 | 974,093 |
| 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 |



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

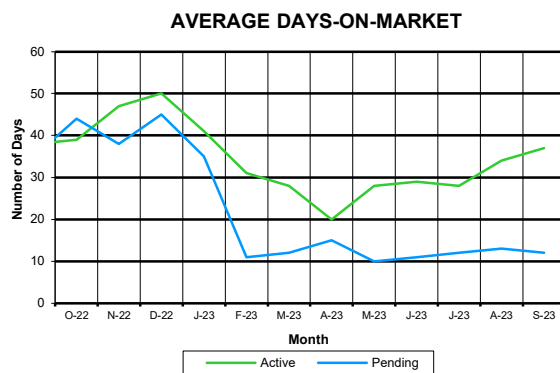
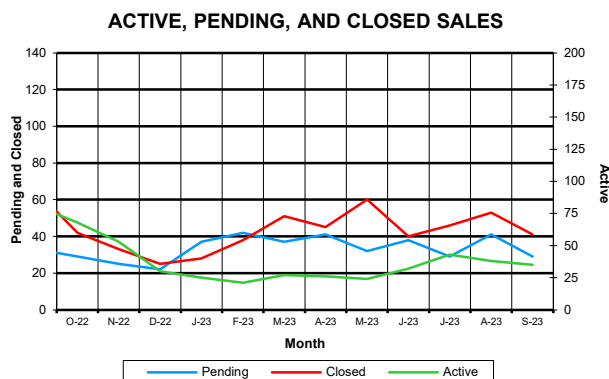
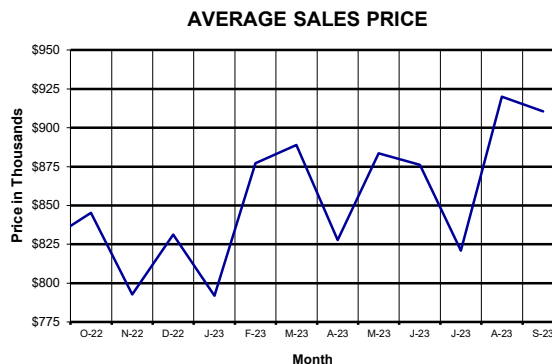
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 286 | 53 | 280 | 22 | 226 | 1,497,535 |
| Mar-23 | 283 | 52 | 331 | 16 | 400 | 1,667,106 |
| Apr-23 | 296 | 43 | 352 | 18 | 370 | 1,735,317 |
| May-23 | 288 | 42 | 376 | 14 | 488 | 1,704,839 |
| Jun-23 | 264 | 48 | 319 | 14 | 489 | 1,797,340 |
| 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 |



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

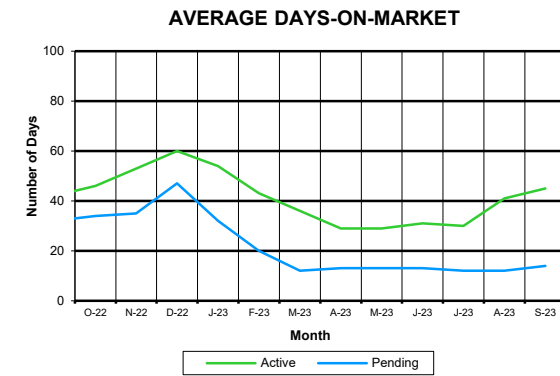
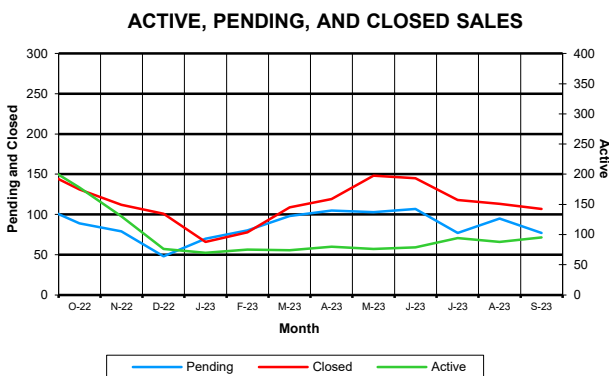
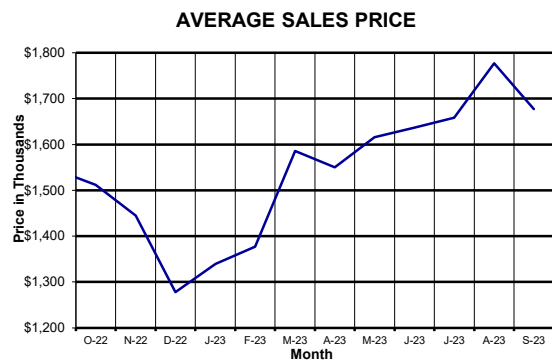
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 21 | 31 | 42 | 11 | 38 | 877,127 |
| Mar-23 | 27 | 28 | 37 | 12 | 51 | 889,036 |
| Apr-23 | 26 | 20 | 41 | 15 | 45 | 827,740 |
| May-23 | 24 | 28 | 32 | 10 | 60 | 883,537 |
| Jun-23 | 32 | 29 | 38 | 11 | 40 | 876,177 |
| Jul-23 | 43 | 28 | 29 | 12 | 46 | 820,930 |
| Aug-23 | 38 | 34 | 41 | 13 | 53 | 920,098 |
| Sep-23 | 35 | 37 | 29 | 12 | 41 | 910,667 |



Amador Valley SFD Monthly MLS Survey

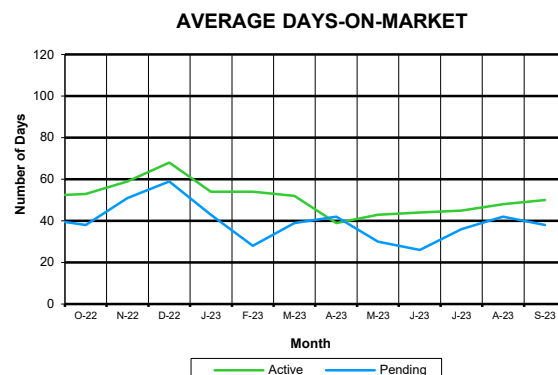
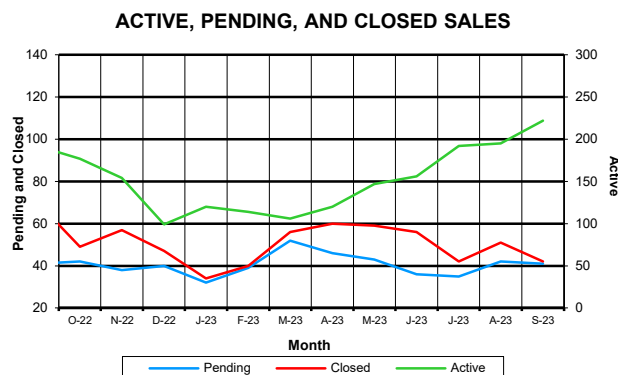
Dublin, Livermore & Pleasanton

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 75 | 43 | 80 | 20 | 78 | 1,376,730 |
| Mar-23 | 74 | 36 | 98 | 12 | 109 | 1,585,480 |
| Apr-23 | 80 | 29 | 105 | 13 | 119 | 1,549,993 |
| May-23 | 76 | 29 | 103 | 13 | 148 | 1,615,859 |
| Jun-23 | 79 | 31 | 107 | 13 | 145 | 1,636,558 |
| Jul-23 | 94 | 30 | 77 | 12 | 118 | 1,658,327 |
| Aug-23 | 88 | 41 | 95 | 12 | 113 | 1,777,055 |
| Sep-23 | 95 | 45 | 77 | 14 | 107 | 1,677,437 |



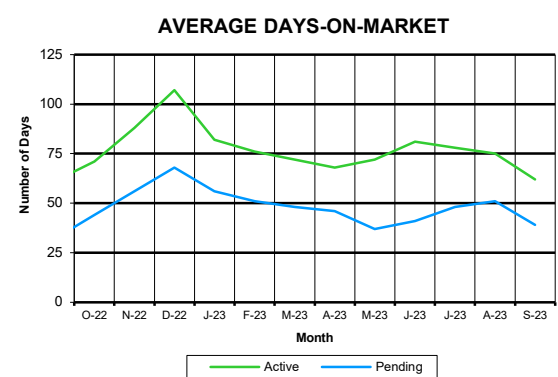
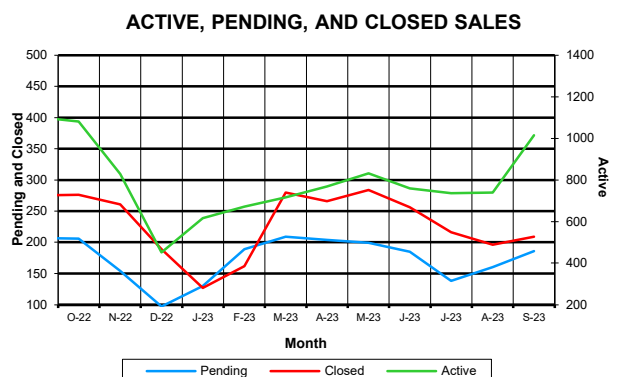
Oakland-Emeryville Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 114 | 54 | 39 | 28 | 40 | 604,989 |
| Mar-23 | 106 | 52 | 52 | 39 | 56 | 684,775 |
| Apr-23 | 120 | 39 | 46 | 42 | 60 | 650,716 |
| May-23 | 147 | 43 | 43 | 30 | 59 | 656,398 |
| Jun-23 | 156 | 44 | 36 | 26 | 56 | 609,892 |
| Jul-23 | 192 | 45 | 35 | 36 | 42 | 628,518 |
| Aug-23 | 195 | 48 | 42 | 42 | 51 | 660,545 |
| Sep-23 | 222 | 50 | 41 | 38 | 42 | 586,768 |



San Francisco Attd. Monthly MLS Survey

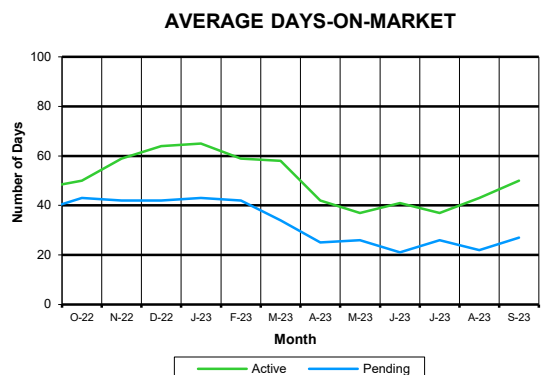
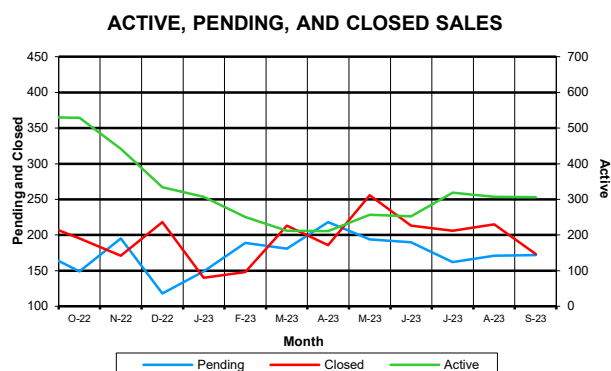
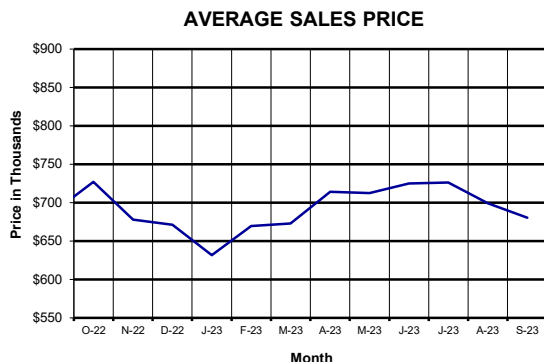
| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 672 | 76 | 189 | 51 | 162 | 1,359,676 |
| Mar-23 | 717 | 72 | 209 | 48 | 280 | 1,370,613 |
| Apr-23 | 768 | 68 | 204 | 46 | 266 | 1,454,100 |
| May-23 | 831 | 72 | 199 | 37 | 284 | 1,300,928 |
| Jun-23 | 760 | 81 | 185 | 41 | 256 | 1,405,829 |
| Jul-23 | 736 | 78 | 138 | 48 | 216 | 1,341,622 |
| Aug-23 | 739 | 75 | 160 | 51 | 196 | 1,436,028 |
| Sep-23 | 1,015 | 62 | 186 | 39 | 209 | 1,469,576 |



E. Contra Costa SFD Monthly MLS Survey

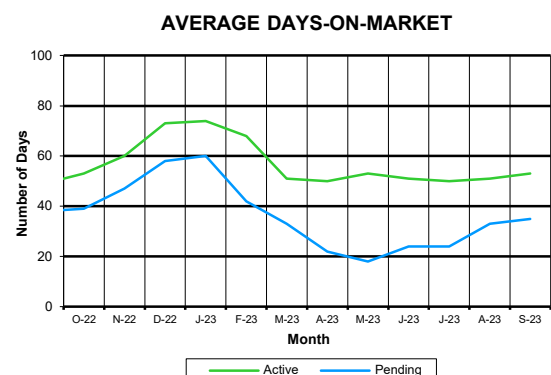
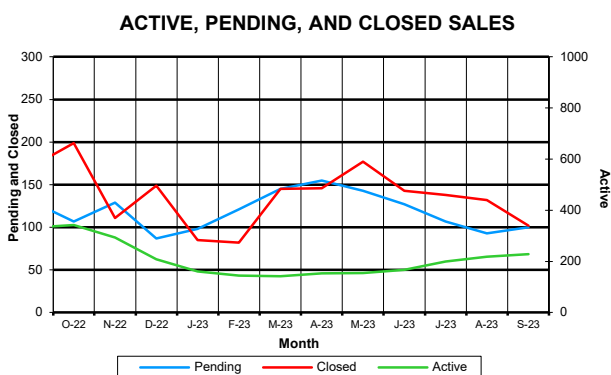
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

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



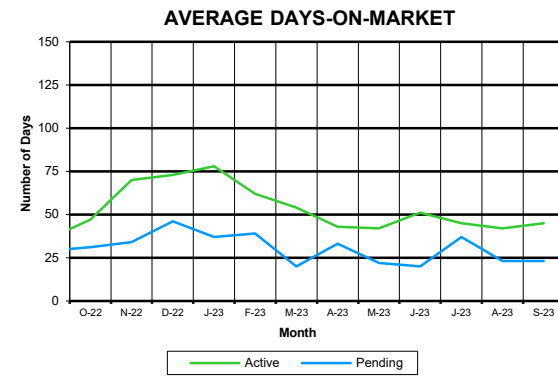
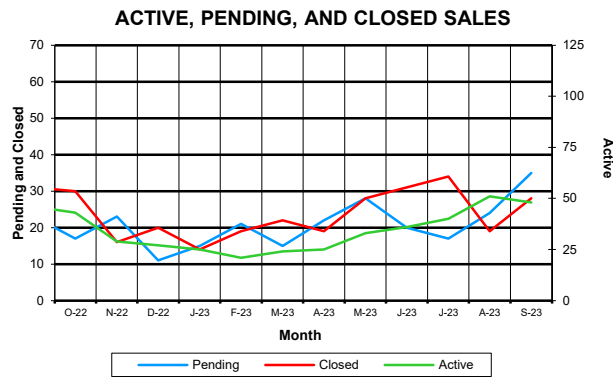
Fairfield-Vacaville SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 144 | 68 | 121 | 42 | 82 | 622,560 |
| Mar-23 | 142 | 51 | 145 | 33 | 145 | 637,110 |
| Apr-23 | 153 | 50 | 155 | 22 | 146 | 631,973 |
| May-23 | 155 | 53 | 143 | 18 | 177 | 658,988 |
| Jun-23 | 167 | 51 | 127 | 24 | 143 | 662,597 |
| Jul-23 | 199 | 50 | 107 | 24 | 138 | 680,853 |
| Aug-23 | 218 | 51 | 93 | 33 | 132 | 663,270 |
| Sep-23 | 228 | 53 | 100 | 35 | 102 | 632,417 |



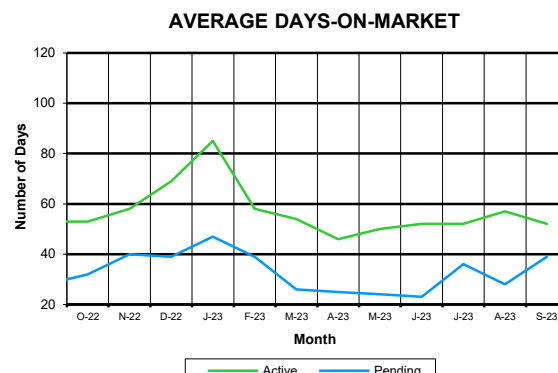
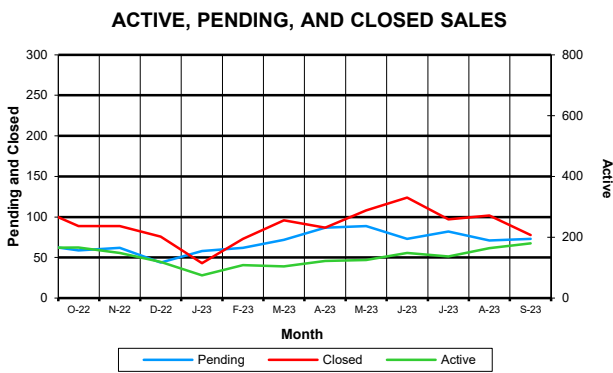
Santa Rosa Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 21 | 62 | 21 | 39 | 19 | 528,164 |
| Mar-23 | 24 | 54 | 15 | 20 | 22 | 567,931 |
| Apr-23 | 25 | 43 | 22 | 33 | 19 | 524,184 |
| May-23 | 33 | 42 | 28 | 22 | 28 | 603,261 |
| Jun-23 | 36 | 51 | 20 | 20 | 31 | 572,659 |
| 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 |



Santa Rosa SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 109 | 58 | 62 | 39 | 73 | 826,855 |
| Mar-23 | 104 | 54 | 72 | 26 | 96 | 845,833 |
| Apr-23 | 122 | 46 | 87 | 25 | 87 | 911,908 |
| May-23 | 125 | 50 | 89 | 24 | 108 | 895,935 |
| Jun-23 | 149 | 52 | 73 | 23 | 124 | 873,914 |
| 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 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



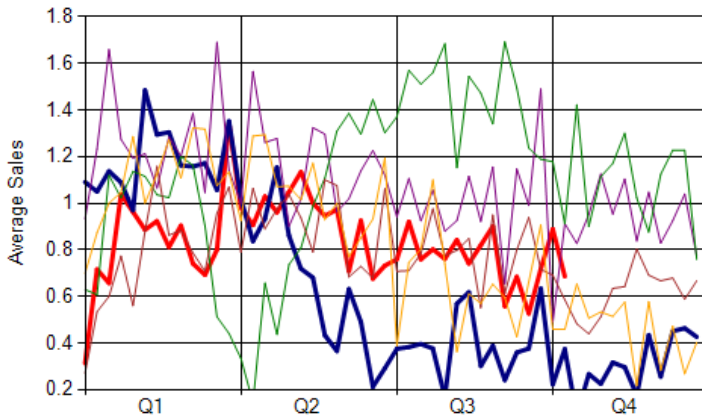
Central Valley

Week 41

Ending: Sunday, October 15, 2023

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

52 Weeks Comparison



Year to Date Averages Through Week 41

Annual

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

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



WEEKLY FINANCIAL NEWS

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



| 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 | | DTMJ | 121 | 0 | 2 | 13 | 0 | 0 | 118 | 42 | 1.01 | 1.02 |
| Amethyst at Tracy Hills | Lennar | TH | | ATMJ | 132 | 6 | 4 | 12 | 2 | 0 | 100 | 48 | 1.11 | 1.17 |
| Fairgrove at Tracy Hills | Lennar | TH | | DTMJ | 149 | 0 | 2 | 4 | 1 | 0 | 34 | 34 | 0.89 | 0.89 |
| Greenwood at Tracy Hills | Lennar | TH | | DTMJ | 150 | 0 | 1 | 6 | 2 | 0 | 29 | 29 | 0.76 | 0.76 |
| Hillview | Lennar | TH | | DTMJ | 214 | 0 | 4 | 11 | 1 | 1 | 73 | 49 | 1.03 | 1.20 |
| Parkin at Tracy Hills | Lennar | TH | | DTMJ | 69 | 2 | 2 | 2 | 1 | 0 | 46 | 39 | 0.82 | 0.95 |
| Sunhaven at Tracy Hills | Lennar | TH | | DTMJ | 64 | 0 | 1 | 8 | 1 | 0 | 46 | 36 | 0.88 | 0.88 |
| Bergamo at Mountain House | Shea | MH | | DTMJ | 137 | 0 | 2 | 4 | 0 | 0 | 135 | 42 | 0.99 | 1.02 |
| Langston at Mountain House | Shea | MH | | ATMJ | 302 | 0 | 7 | 14 | 0 | 0 | 228 | 57 | 1.17 | 1.39 |
| TOTALS: No. Reporting: 9 | | Avg. Sales: 0.78 | | Traffic to Sales: 9 : 1 | | | 25 | 74 | 8 | 1 | 809 | 376 | Net: 7 | |
| 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 | 0 | 0 | 106 | 37 | 0.81 | 0.90 |
| The Preserve at Creekside | KB Home | SK | DTMJ | 128 | 0 | 7 | 23 | 0 | 0 | 26 | 26 | 0.83 | 0.83 |
| Keys II at Westlake | Lennar | SK | DTMJ | 86 | 0 | 3 | 10 | 2 | 0 | 25 | 23 | 0.53 | 0.56 |
| Shoreside at Westlake | Lennar | SK | DTMJ | 99 | 0 | 5 | 5 | 1 | 0 | 23 | 23 | 0.60 | 0.60 |
| Waterside at Westlake | Lennar | SK | DTMJ | 92 | 3 | 4 | 10 | 2 | 0 | 24 | 24 | 0.72 | 0.72 |
| Westlake | Meritage | SK | DTMJ | 84 | 0 | 8 | 5 | 0 | 1 | 72 | 29 | 0.87 | 0.71 |
| Autumn Trails at Westlake | Richmond American | SK | DTMJ | 112 | 0 | 4 | 5 | 1 | 0 | 49 | 26 | 0.57 | 0.63 |
| Summers Bend at Westlake | Richmond American | SK | DTMJ | 96 | 4 | 5 | 5 | 3 | 1 | 51 | 30 | 0.61 | 0.73 |
| TOTALS: No. Reporting: 8 | | Avg. Sales: 0.88 | | Traffic to Sales: 7 : 1 | | | 37 | 64 | 9 | 2 | 376 | 218 | Net: 7 |
| City Codes: SK = Stockton | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------------------|-------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| San Joaquin County | | | | | 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 |
| Griffin Park | Atherton | MN | | DTMJ | 267 | 8 | 3 | 24 | 6 | 0 | 186 | 46 | 1.57 | 1.12 |
| Indigo at Stanford Crossing | DR Horton | LP | | DTMJ | 87 | 3 | 5 | 11 | 3 | 0 | 62 | 62 | 1.58 | 1.58 |
| Yoserite Greens | DR Horton TSO | MN | | DTMJ | 99 | 0 | TSO | 0 | 0 | 0 | 85 | 62 | 1.41 | 1.51 |
| Iron Pointe at Stanford Crossing | KB Home | LP | | DTMJ | 98 | 0 | 6 | 17 | 1 | 0 | 42 | 30 | 0.63 | 0.73 |
| Balboa at River Islands | Kiper | LP | | DTMJ | 117 | 0 | 4 | 16 | 0 | 0 | 109 | 44 | 0.91 | 1.07 |
| Freestone | Kiper | MN | | DTMJ | 60 | 0 | 2 | 2 | 0 | 0 | 58 | 31 | 0.68 | 0.76 |
| Skye at River Islands | Kiper | LP | | DTMJ | 155 | 0 | 2 | 17 | 0 | 0 | 83 | 36 | 0.82 | 0.88 |
| Bella Vista Oakwood Shores II | Lafferty | MN | | DTMJ | 157 | 0 | 3 | 2 | 0 | 0 | 126 | 15 | 0.32 | 0.37 |
| Chelsey at The Trails | Lennar | MN | | DTMJ | 100 | 3 | 4 | 4 | 1 | 0 | 5 | 5 | 1.17 | 1.17 |
| Hbwden at The Trails | Lennar | MN | | DTMJ | 103 | 0 | 3 | 4 | 0 | 0 | 3 | 3 | 0.70 | 0.70 |
| Arbor Bend - Cypress | Meritage | MN | | DTMJ | 175 | 0 | 4 | 4 | 0 | 0 | 165 | 52 | 1.19 | 1.27 |
| Arbor Bend - Hawthorn | Meritage | MN | | DTMJ | 212 | 3 | 5 | 20 | 1 | 0 | 122 | 73 | 1.14 | 1.78 |
| Arbor Bend- Linden | Meritage | MN | | DTMJ | 268 | 0 | 4 | 7 | 0 | 0 | 164 | 54 | 1.19 | 1.32 |
| Laguna at River Islands | Pulte | LP | | DTMJ | 110 | 0 | 4 | 3 | 0 | 0 | 68 | 40 | 0.68 | 0.98 |
| Sanctuary at River Islands | Pulte | LP | | DTMJ | 91 | 2 | 3 | 3 | 1 | 0 | 86 | 44 | 0.86 | 1.07 |
| Passport at Griffin Park | Raymus | MN | Rsv's | DTMJ | 93 | 0 | 6 | 13 | 0 | 1 | 87 | 28 | 0.83 | 0.68 |
| The Strand Collection | Raymus | MN | Rsv's | DTMJ | 56 | 0 | 3 | 41 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Birch at Arbor Bend | Richmond American | MN | | ATST | 60 | 0 | 6 | 8 | 0 | 0 | 38 | 26 | 0.49 | 0.63 |
| Encore at Stanford Crossing | Richmond American | LP | | DTMJ | 104 | 0 | 3 | 7 | 1 | 1 | 95 | 23 | 0.81 | 0.56 |
| Encore II at Stanford Crossing | Richmond American | LP | | DTMJ | 104 | 0 | 1 | 7 | 0 | 0 | 3 | 3 | 0.16 | 0.16 |
| Magnolia at Arbor Bend | Richmond American | MN | | DTMJ | 52 | 0 | 4 | 10 | 1 | 0 | 37 | 24 | 0.47 | 0.59 |
| Seasons at Stanford Crossing IV | Richmond American | LP | | DTST | 113 | 0 | 7 | 7 | 0 | 0 | 54 | 35 | 0.60 | 0.85 |
| Seasons at Villa Ticino | Richmond American | MN | | DTMJ | 119 | 3 | 3 | 2 | 1 | 0 | 15 | 15 | 0.82 | 0.82 |
| Villa Ticino | Richmond American | MN | | DTMJ | 100 | 0 | 9 | 4 | 0 | 0 | 5 | 5 | 0.33 | 0.33 |
| Legacy at Stanford Crossing | Taylor Morrison | LP | | DTMJ | 107 | 0 | 2 | 6 | 1 | 0 | 102 | 48 | 1.05 | 1.17 |
| Waypointe at River Islands | The New Home Co | LP | | DTMJ | 94 | 0 | 3 | 44 | 0 | 0 | 79 | 32 | 0.74 | 0.78 |
| Journey at Stanford Crossing | TRI Pointe | LP | | DTMJ | 81 | 3 | 4 | 6 | 1 | 0 | 34 | 27 | 0.50 | 0.66 |
| The Cove at River Islands | TRI Pointe | LP | Rsv's | DTMJ | 77 | 0 | 5 | 5 | 1 | 0 | 52 | 26 | 0.62 | 0.63 |
| Avalon at River Islands | Trumark | LP | | DTMJ | 57 | 0 | 2 | 21 | 1 | 0 | 49 | 27 | 0.54 | 0.66 |
| Avalon Point at River Islands | Trumark | LP | | DTMJ | 69 | 0 | 3 | 5 | 0 | 0 | 57 | 24 | 0.67 | 0.59 |
| Dawn at The Collective | Trumark | MN | | AASF | 76 | 0 | 8 | 9 | 0 | 0 | 17 | 12 | 0.21 | 0.29 |
| Origin at the Collective 2.0 | Trumark | MN | | DTMJ | 41 | 0 | 4 | 7 | 0 | 0 | 0 | 0 | 0.00 | 0.00 |
| Vida at The Collective | Trumark | MN | | AASF | 103 | 0 | 4 | 8 | 0 | 0 | 35 | 25 | 0.41 | 0.61 |
| Hideaway II at River Islands | Van Daele | LP | | ATST | 108 | 0 | 2 | 22 | 0 | 0 | 38 | 32 | 0.54 | 0.78 |
| Veranda II at River Island | Van Daele | LP | | DTMJ | 40 | 0 | 4 | 24 | 1 | 0 | 27 | 27 | 0.96 | 0.96 |
| Avendale | Warrington | MN | | DTMJ | 49 | 0 | 2 | 7 | 0 | 0 | 40 | 40 | 1.28 | 1.28 |
| TOTALS: No. Reporting: 36 | Avg. Sales: 0.53 | | Traffic to Sales: 19 : 1 | | | | 137 | 397 | 21 | 2 | 2228 | 1076 | Net: 19 | |
| 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. Sis /Week | Av. Sis /YTD |
| Avalon | Bright | CE | | DTMJ | 33 | 0 | 2 | 4 | 0 | 0 | 31 | 23 | 0.52 | 0.56 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: N/A | | | 2 | 4 | 0 | 0 | 31 | 23 | Net: 0 | |
| City Codes: CE = Ceres | | | | | | | | | | | | | | |

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

| Turlock | | | | | Projects Participating: 1 | | | | | | | | | |
|--------------------------|--------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | | Units | New Rel. | Ref'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Av. Sis /Week | Av. Sis /YTD |
| Marcona | Bright | KY | DTMJ | 116 | 0 | 3 | 7 | 0 | 0 | 51 | 35 | 0.70 | 0.85 | |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 3 | 7 | 0 | 0 | 51 | 35 | Net: 0 | |
| City Codes: KY = Keyes | | | | | | | | | | | | | | |

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

The Ryness Report

Week Ending
Sunday, October 15, 2023

Central Valley

Page
4 of 5

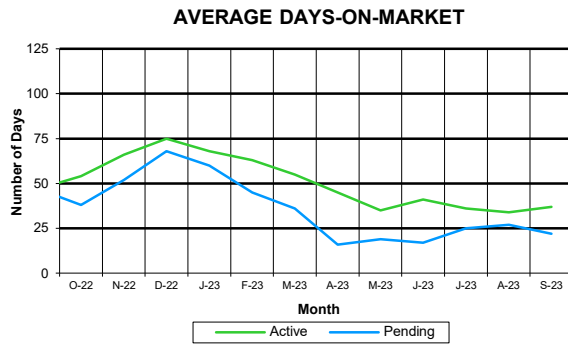
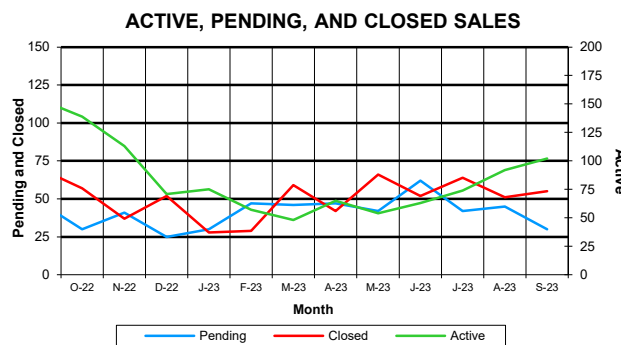
| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|------------|------------------|-------|-------------------------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Madera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

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

| Central Valley | | | Projects Participating: 111 | | | | | | |
|--|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 108 | Avg. Sales: 0.69 | Traffic to Sales: 13 : 1 | 477 | 1229 | 93 | 19 | 6376 | 3199 | Net: 74 |
| Project Types: AAAT = Active Adult ATT, AASF = Active Adult SFD, ATMU = Attached Move-up, ATST = Attached Starter, ATT = Single Family Attached, COHT = Condo/Hotel, CONV = Conversion, DTMU = Detached Move-up, DTST = Detached Starter, HIGH = High Rise, LOFT = Loft, MIDR = Md-Rise, RWHS = Row Houses, SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |

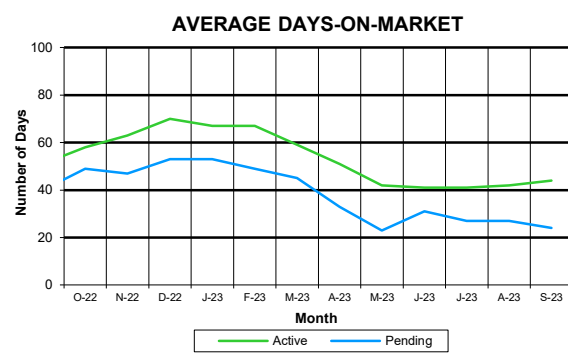
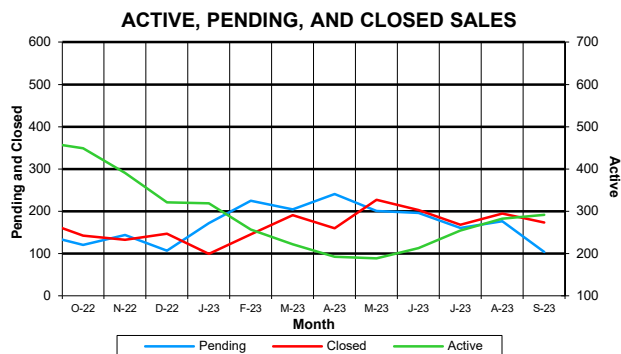
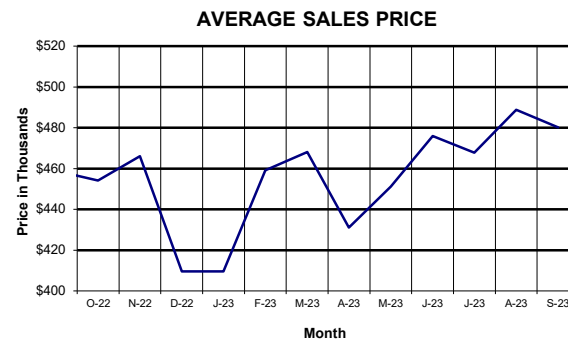
Tracy SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 57 | 63 | 47 | 45 | 29 | 691,660 |
| Mar-23 | 48 | 55 | 46 | 36 | 59 | 719,020 |
| Apr-23 | 65 | 45 | 47 | 16 | 42 | 711,650 |
| May-23 | 54 | 35 | 42 | 19 | 66 | 703,734 |
| Jun-23 | 63 | 41 | 62 | 17 | 52 | 731,020 |
| Jul-23 | 74 | 36 | 42 | 25 | 64 | 763,501 |
| Aug-23 | 92 | 34 | 45 | 27 | 51 | 753,876 |
| Sep-23 | 102 | 37 | 30 | 22 | 55 | 798,298 |



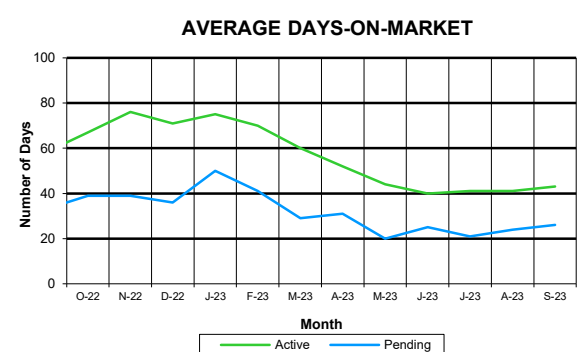
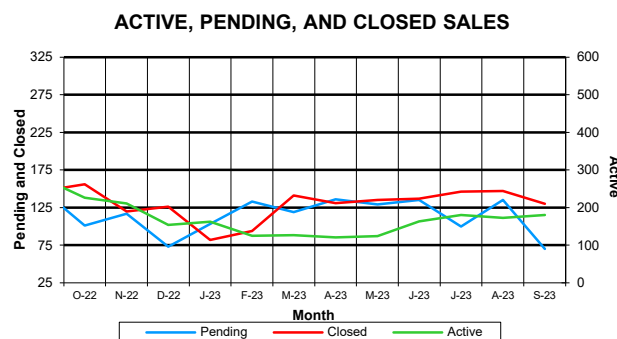
Stockton SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 257 | 67 | 225 | 49 | 146 | 459,122 |
| Mar-23 | 222 | 59 | 205 | 45 | 191 | 468,160 |
| Apr-23 | 193 | 51 | 241 | 33 | 160 | 431,093 |
| May-23 | 189 | 42 | 201 | 23 | 227 | 451,195 |
| Jun-23 | 213 | 41 | 196 | 31 | 203 | 475,920 |
| Jul-23 | 255 | 41 | 161 | 27 | 168 | 467,731 |
| Aug-23 | 283 | 42 | 177 | 27 | 195 | 488,836 |
| Sep-23 | 292 | 44 | 104 | 24 | 174 | 480,085 |



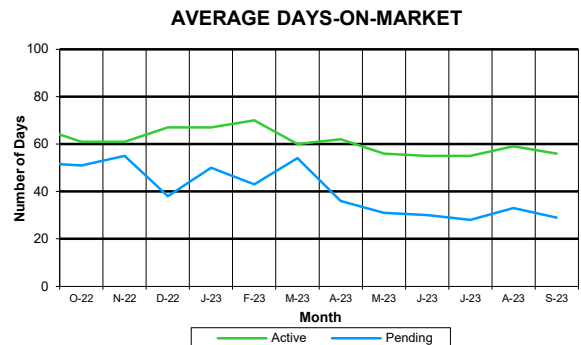
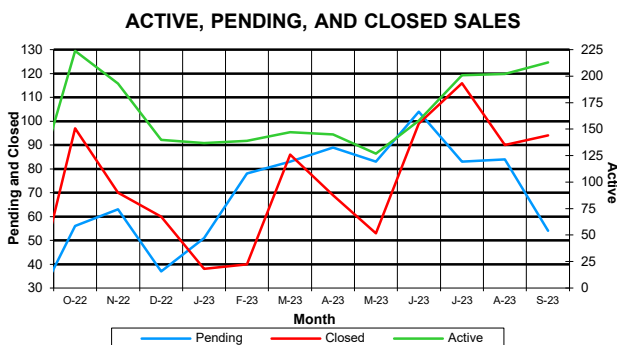
Modesto SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 125 | 70 | 133 | 41 | 94 | 430,754 |
| Mar-23 | 127 | 60 | 119 | 29 | 141 | 450,561 |
| Apr-23 | 121 | 52 | 136 | 31 | 131 | 453,016 |
| May-23 | 124 | 44 | 129 | 20 | 135 | 478,419 |
| Jun-23 | 163 | 40 | 135 | 25 | 137 | 461,918 |
| Jul-23 | 180 | 41 | 100 | 21 | 146 | 481,815 |
| Aug-23 | 173 | 41 | 135 | 24 | 147 | 481,953 |
| Sep-23 | 180 | 43 | 70 | 26 | 130 | 489,583 |



Merced SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 139 | 70 | 78 | 43 | 40 | 353,955 |
| Mar-23 | 147 | 60 | 83 | 54 | 86 | 411,760 |
| Apr-23 | 145 | 62 | 89 | 36 | 69 | 409,223 |
| May-23 | 127 | 56 | 83 | 31 | 53 | 390,255 |
| Jun-23 | 158 | 55 | 104 | 30 | 99 | 404,720 |
| Jul-23 | 201 | 55 | 83 | 28 | 116 | 422,858 |
| Aug-23 | 202 | 59 | 84 | 33 | 90 | 417,450 |
| Sep-23 | 213 | 56 | 54 | 29 | 94 | 418,614 |



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



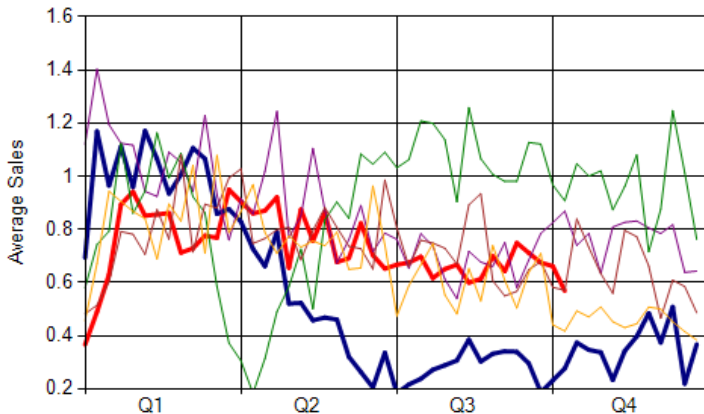
Sacramento

Week 41

Ending: Sunday, October 15, 2023

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

52 Weeks Comparison



Year to Date Averages Through Week 41

Annual

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

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



WEEKLY FINANCIAL NEWS

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



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

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|---|-------------------|-----------|--------------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| Central Sacramento | | | | | Projects Participating: 26 | | | | | | | | | |
| | | | | | 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 |
| Abbeys Gate at Northridge | Black Pine | CH | | DTMJ | 46 | 0 | 3 | 2 | 0 | 0 | 43 | 4 | 0.28 | 0.10 |
| Magnolia Station at Cresleigh Ranch | Cresleigh | RO | | DTMJ | 81 | 0 | 3 | 19 | 2 | 0 | 28 | 28 | 0.99 | 0.99 |
| Heritage at Gum Ranch | Elliott | FO | | DTMJ | 251 | 4 | 6 | 19 | 2 | 0 | 152 | 33 | 0.66 | 0.80 |
| Placer at Rio Del Oro | Elliott | RO | | DTMJ | 117 | 0 | 6 | 6 | 0 | 0 | 23 | 15 | 0.38 | 0.37 |
| Sutter at Rio Del Oro | Elliott | RO | | DTMJ | 136 | 0 | 5 | 9 | 0 | 0 | 16 | 10 | 0.25 | 0.24 |
| Canyon at The Ranch | K Hovnanian | RO | | DTMJ | 114 | 0 | 4 | 3 | 0 | 0 | 11 | 11 | 0.46 | 0.46 |
| Montrose at The Ranch | K Hovnanian | RO | | DTMJ | 113 | 3 | 4 | 7 | 1 | 0 | 50 | 22 | 0.55 | 0.54 |
| Paseo at The Ranch | K Hovnanian | RO | | DTMJ | 130 | 0 | 4 | 3 | 0 | 0 | 34 | 33 | 0.63 | 0.80 |
| Sagebrush at The Ranch | K Hovnanian | RO | | DTMJ | 116 | 3 | 5 | 7 | 1 | 0 | 51 | 23 | 0.56 | 0.56 |
| Springs at The Ranch | K Hovnanian | RO | | DTMJ | 173 | 0 | 4 | 1 | 0 | 0 | 69 | 27 | 0.76 | 0.66 |
| Heritage at Mitchell Village | KB Home | CH | | DTMJ | 72 | 0 | 2 | 0 | 0 | 0 | 70 | 5 | 0.47 | 0.12 |
| Verdant II at Pradera Ranch | Lennar | RO | | DTMJ | 192 | 0 | 5 | 5 | 0 | 0 | 3 | 3 | 0.57 | 0.57 |
| Viridian | Lennar | RO | | DTST | 185 | 0 | 2 | 0 | 0 | 0 | 183 | 12 | 0.82 | 0.29 |
| Viridian II at Pradera Ranch | Lennar | RO | | DTMJ | 92 | 0 | 2 | 5 | 0 | 0 | 2 | 2 | 0.88 | 0.88 |
| Echelon at Premier Montelena | Premier Homes | RO | | DTMJ | 57 | 0 | 3 | 22 | 0 | 0 | 15 | 12 | 0.22 | 0.29 |
| Elan (Village 8) at Premier Montelena | Premier Homes | RO | | DTMJ | 81 | 0 | 3 | 22 | 0 | 0 | 21 | 7 | 0.28 | 0.17 |
| Elevate at Premier Montelena | Premier Homes | RO | | DTMJ | 152 | 0 | 5 | 22 | 0 | 0 | 21 | 19 | 0.28 | 0.46 |
| Ascent at Montelena | Pulte | RO | | DTMJ | 127 | 0 | 6 | 4 | 0 | 0 | 27 | 22 | 0.50 | 0.54 |
| Solis at Montelena | Pulte | RO | | DTMJ | 55 | 0 | 5 | 7 | 1 | 0 | 8 | 5 | 0.13 | 0.12 |
| Vista at Montelena | Pulte | RO | | DTMJ | 38 | 3 | 6 | 6 | 1 | 0 | 26 | 22 | 0.42 | 0.54 |
| Seasons at Montelena | Richmond American | RO | | DTMJ | 125 | 0 | 2 | 16 | 3 | 0 | 58 | 38 | 0.69 | 0.93 |
| Acacia II at Cypress | Woodside | RO | | DTMJ | 90 | 0 | 3 | 5 | 0 | 0 | 7 | 7 | 0.57 | 0.57 |
| Magnolia at Cypress | Woodside | RO | | DTMJ | 178 | 0 | 3 | 1 | 0 | 0 | 165 | 22 | 0.77 | 0.54 |
| Palo Verde at Cypress | Woodside | RO | | DTMJ | 92 | 0 | 3 | 5 | 1 | 0 | 17 | 17 | 1.28 | 1.28 |
| Sycamore at Cypress | Woodside | RO | | DTMJ | 96 | 0 | 2 | 5 | 0 | 1 | 8 | 8 | 0.71 | 0.71 |
| Valley Oak at Cypress | Woodside | RO | | DTMJ | 88 | 0 | 3 | 8 | 0 | 0 | 5 | 5 | 0.41 | 0.41 |
| TOTALS: No. Reporting: 26 | Avg. Sales: 0.42 | | Traffic to Sales: 17 : 1 | | | | 99 | 209 | 12 | 1 | 1113 | 412 | Net: 11 | |
| City Codes: CH= Citrus Heights, RO= Rancho Cordova, FO= Fair Oaks | | | | | | | | | | | | | | |

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

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

The Ryness Report

Week Ending
Sunday, October 15, 2023

Sacramento Page 4 of 7

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

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

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

| Yolo County | | | | Projects Participating: 10 | | | | | | | | | |
|---|-------------------|------------------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|---------------|--------------|
| | | | | Units | New Rel. | 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 | 4 | 7 | 1 | 0 | 32 | 31 | 0.64 | 0.76 |
| Trailside at the Rivers | Century | WS | DTMJ | 120 | 0 | 5 | 6 | 0 | 0 | 8 | 8 | 0.20 | 0.20 |
| Cannon Pointe at Pioneer Village | Lennar | WL | DTMJ | 107 | 0 | 5 | 5 | 1 | 0 | 36 | 36 | 0.97 | 0.97 |
| Casera Meadow s at Pioneer Village | Lennar | WL | DTMJ | 124 | 3 | 5 | 10 | 2 | 0 | 17 | 17 | 0.44 | 0.44 |
| Crestada | Lennar | WL | DTMJ | 105 | 0 | 4 | 5 | 0 | 0 | 55 | 44 | 0.90 | 1.07 |
| Iris | Lennar | WL | DTMJ | 97 | 0 | 5 | 5 | 0 | 0 | 60 | 51 | 0.83 | 1.24 |
| Lavender | Lennar | WL | DTMJ | 78 | 0 | 4 | 5 | 0 | 0 | 60 | 41 | 0.89 | 1.00 |
| The Hdeaway | Meritage | VN | DTMJ | 148 | 0 | 8 | 2 | 0 | 1 | 65 | 46 | 0.92 | 1.12 |
| Harvest at Spring Lake | Richmond American | WL | DTMJ | 84 | 0 | 3 | 6 | 1 | 0 | 76 | 24 | 0.58 | 0.59 |
| Revival | TimLewis | WL | DTST | 72 | 0 | 3 | 8 | 0 | 0 | 19 | 9 | 0.25 | 0.22 |
| TOTALS: No. Reporting: 10 | | Avg. Sales: 0.40 | | Traffic to Sales: 12 : 1 | | | 46 | 59 | 5 | 1 | 428 | 307 | Net: 4 |
| City Codes: WS = West Sacramento, WL = Woodland, VN = Winters | | | | | | | | | | | | | |

| Amador 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 |
| Zinfandel Ridge II | TimLewis | FLY | DTMJ | 40 | 0 | 3 | 13 | 0 | 0 | 19 | 1 | 0.17 | 0.02 |
| TOTALS: No. Reporting: 1 | | Avg. Sales: 0.00 | | Traffic to Sales: NA | | | 3 | 13 | 0 | 0 | 19 | 1 | Net: 0 |
| City Codes: FLY = Plymouth | | | | | | | | | | | | | |

| Development Name | Developer | City Code | Notes | Type | | | | | | | | | | |
|--------------------------|-----------|------------------|-------|-------------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| 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 | 5 | 7 | 3 | 1 | 0 | 26 | 25 | 0.46 | 0.61 |
| Sparrow | DR Horton | CO | | DTMJ | 86 | 3 | 5 | 3 | 1 | 0 | 24 | 20 | 0.34 | 0.49 |
| TOTALS: No. Reporting: 2 | | Avg. Sales: 1.00 | | Traffic to Sales: 3 : 1 | | | | 12 | 6 | 2 | 0 | 50 | 45 | Net: 2 |
| City Codes: CO = Chico | | | | | | | | | | | | | | |

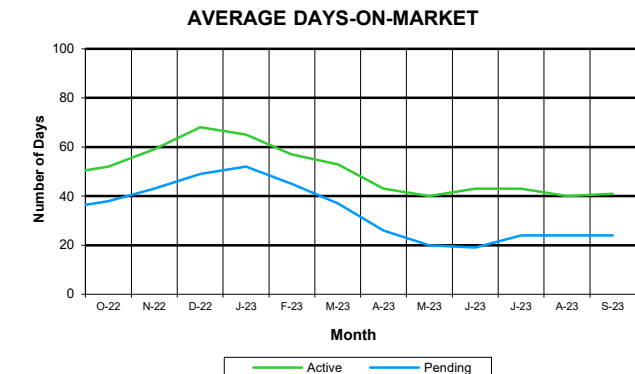
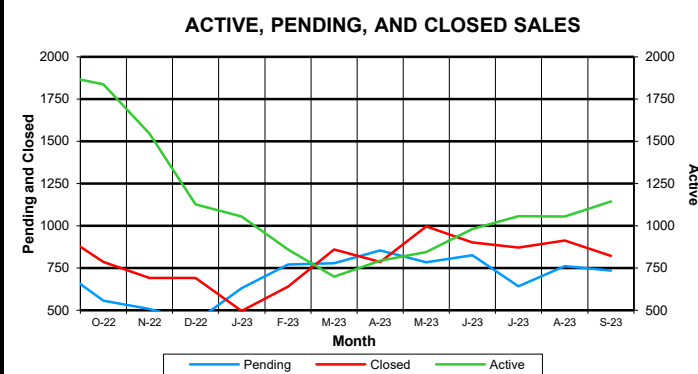
| Shasta County | | | | | Projects Participating: 4 | | | | | | | | |
|----------------------------|-----------|------------------|------|----------------------|---------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|
| | | | |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

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

| Sacramento | | | Projects Participating: 176 | | | | | | |
|--|------------------|--------------------------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| | | | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| GRAND TOTALS: No. Reporting: 176 | Avg. Sales: 0.57 | Traffic to Sales: 14 : 1 | 694 | 1740 | 124 | 24 | 10819 | 4813 | Net: 100 |
| Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached | | | | | | | | | |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out | | | | | | | | | |

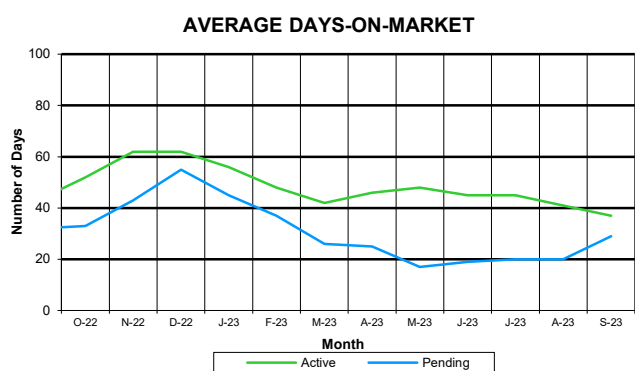
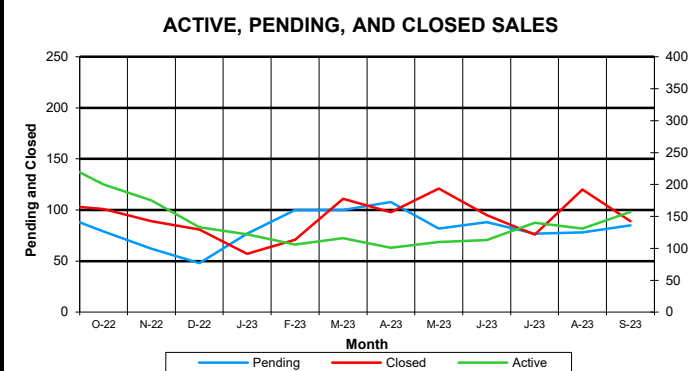
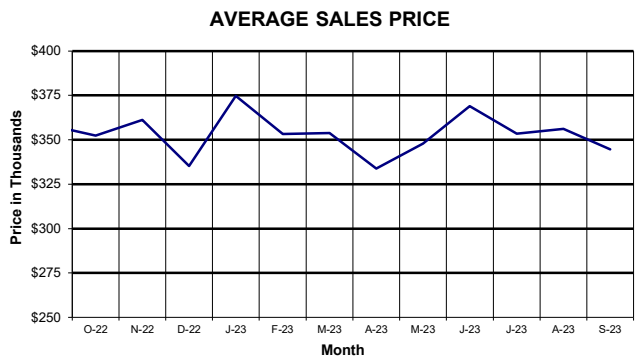
Sacramento County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 861 | 57 | 772 | 45 | 641 | 522,077 |
| Mar-23 | 700 | 53 | 778 | 37 | 861 | 555,376 |
| Apr-23 | 794 | 43 | 854 | 26 | 787 | 575,748 |
| May-23 | 845 | 40 | 784 | 20 | 997 | 584,189 |
| Jun-23 | 981 | 43 | 826 | 19 | 901 | 606,202 |
| Jul-23 | 1,058 | 43 | 642 | 24 | 871 | 590,048 |
| Aug-23 | 1,056 | 40 | 761 | 24 | 914 | 598,812 |
| Sep-23 | 1,145 | 41 | 735 | 24 | 822 | 604,024 |



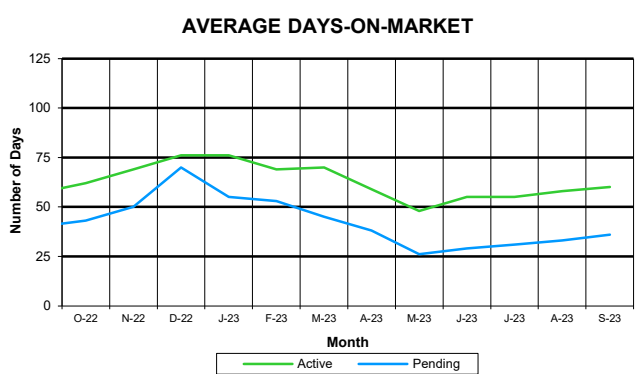
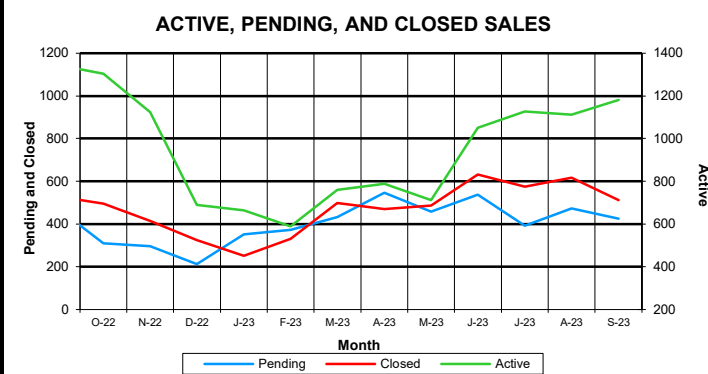
Sacramento County Attd. Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 106 | 48 | 100 | 37 | 71 | 353,175 |
| Mar-23 | 116 | 42 | 100 | 26 | 111 | 353,878 |
| Apr-23 | 101 | 46 | 108 | 25 | 98 | 333,856 |
| May-23 | 110 | 48 | 82 | 17 | 121 | 347,776 |
| Jun-23 | 113 | 45 | 88 | 19 | 95 | 369,013 |
| Jul-23 | 140 | 45 | 77 | 20 | 76 | 353,398 |
| Aug-23 | 131 | 41 | 78 | 20 | 120 | 356,082 |
| Sep-23 | 157 | 37 | 85 | 29 | 89 | 344,570 |



Placer - El Dorado Counties SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 589 | 69 | 372 | 53 | 330 | 692,074 |
| Mar-23 | 759 | 70 | 433 | 45 | 498 | 751,418 |
| Apr-23 | 788 | 59 | 546 | 38 | 470 | 787,905 |
| May-23 | 711 | 48 | 458 | 26 | 486 | 741,380 |
| Jun-23 | 1,050 | 55 | 537 | 29 | 632 | 787,862 |
| Jul-23 | 1,127 | 55 | 392 | 31 | 575 | 773,004 |
| Aug-23 | 1,112 | 58 | 473 | 33 | 617 | 743,456 |
| Sep-23 | 1,180 | 60 | 425 | 36 | 511 | 770,446 |



Yolo County SFD Monthly MLS Survey

| Month | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Feb-23 | 109 | 67 | 89 | 43 | 66 | 613,993 |
| Mar-23 | 123 | 78 | 89 | 34 | 97 | 669,686 |
| Apr-23 | 134 | 64 | 104 | 29 | 86 | 739,519 |
| May-23 | 140 | 56 | 102 | 20 | 128 | 712,173 |
| Jun-23 | 151 | 70 | 86 | 25 | 121 | 779,794 |
| Jul-23 | 163 | 64 | 75 | 28 | 103 | 656,746 |
| Aug-23 | 174 | 68 | 77 | 30 | 114 | 691,857 |
| Sep-23 | 175 | 69 | 82 | 31 | 87 | 684,882 |

