

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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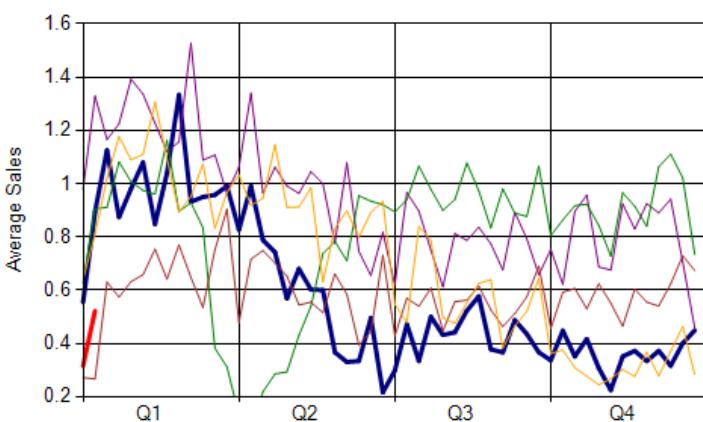


**Ending: Sunday, January 15, 2023**

## Bay Area Week 2

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.		
Alameda	23	222	20	4	16	0.70	0.46	50%	0.49	42%		
Contra Costa	22	322	15	0	15	0.68	0.48	43%	0.38	82%		
Sonoma, Napa	13	86	7	0	7	0.54	0.46	17%	0.33	62%		
San Francisco, Marin	4	13	0	0	0	0.00	0.13	-100%	0.05	-100%		
San Mateo	5	47	0	0	0	0.00	0.00	0.00	0.16	-100%		
Santa Clara	15	170	8	2	6	0.40	0.31	29%	0.37	7%		
Monterey, Santa Cruz, San Benito	11	72	4	1	3	0.27	0.23	20%	0.25	9%		
Solano	24	183	15	1	14	0.58	0.57	2%	0.34	72%		
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>16 : 1</b>	<b>117</b>	<b>1115</b>	<b>69</b>	<b>8</b>	<b>0.52</b>	<b>0.42</b>	<b>23%</b>	<b>0.36</b>	<b>46%</b>	
Per Project Average			10	0.59	0.07	0.52						
<b>Year Ago - 01/16/2022</b>	<b>Traffic : Sales</b>	<b>12 : 1</b>	<b>113</b>	<b>1332</b>	<b>107</b>	<b>6</b>	<b>101</b>	<b>0.89</b>	<b>0.73</b>	<b>23%</b>	<b>0.78</b>	<b>15%</b>
% Change			4%	-16%	-36%	33%	-40%	-42%	-42%		-54%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 2

### 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	140	37	0.83	0.10	0.73	0.70
■	2019	140	15	0.34	0.08	0.27	0.58
■	2020	158	17	0.82	0.05	0.77	0.80
■	2021	136	15	1.23	0.08	1.15	0.93
■	2022	112	12	0.78	0.05	0.73	0.58
■	2023	112	10	0.49	0.07	0.42	0.42
% Change:		1%	-14%	-37%	32%	-42%	-27%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
CONV	RATE <b>6.75%</b>	APR <b>6.88%</b>					
FHA	RATE <b>5.99%</b>	APR <b>6.13%</b>					
10 Yr Yield	<b>3.50%</b>						
			Demand for single-family homes plummeted over the past year alongside rising mortgage rates. Weakening buyer demand manifested itself in 10 consecutive monthly declines in existing single-family home sales, which were down 35.8% year-over-year in November. Furthermore, builder sentiment as measured by the Wells Fargo/NAHB Housing Market Index closed out 2022 at its lowest level (outside of the pandemic era) since June 2012. The decline in builder sentiment mirrors the pullback in new single-family construction. Single-family housing starts fell for 10 out of the past 12 months, coming in 32.1% lower in November than the year prior. Multifamily construction has yet to see the same sustained decline. Yet, a sharp downturn in building permits overshadowed any positive developments in multifamily construction. Total building permits plummeted 11.2% from October to November, led by declines in both single-family (-7.1%) and multifamily (-16.4%) authorizations. The decline in permits points to slowdowns in residential construction ahead. Source: Wells Fargo Bank Weekly Economic & Financial Commentary				

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Enclave - Sierra Collection	Century	FR		ATMU	70	0	3	12	0	1	67	-3	0.40	-1.50	
Maple Lane	DR Horton	LS		ATMU	39	2	3	44	1	0	1	1	0.78	0.50	
Atlas at Mission Village	KB Home	HY		ATMU	72	0	5	6	0	0	52	-1	1.48	-0.50	
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	11	1	0	59	2	0.92	1.00	
Bungalows at Bridgeway	Lennar	NK		DTMJ	100	0	1	5	1	0	99	1	0.82	0.50	
Chroma at Innovation	Lennar	FR		ATMU	146	4	5	14	4	1	60	3	1.71	1.50	
Courts at Bridgeway	Lennar	NK		ATMU	79	0	4	5	0	0	72	0	0.73	0.00	
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	14	1	0	57	3	0.95	1.50	
Matrix at Innovation	Lennar	FR		ATMU	53	4	5	11	2	0	37	2	0.55	1.00	
Terraces at Bridgeway	Lennar	NK		ATMU	96	0	6	5	0	0	75	0	1.01	0.00	
Towns at Bridgeway	Lennar	NK		ATMU	103	0	4	5	1	0	90	1	0.80	0.50	
Villas at Bridgeway	Lennar	NK		DTMJ	137	0	5	5	1	1	115	2	0.96	1.00	
Compass at Bay37	Pulte	AL		ATMU	93	0	1	8	0	0	56	0	0.54	0.00	
Landing at Bay37	Pulte	AL		ATMU	96	0	2	8	0	0	79	0	0.76	0.00	
Lookout at Bay37	Pulte	AL		ATMU	138	0	6	8	0	0	38	0	0.36	0.00	
Line at SoHay	Taylor Morrison	HY		ATST	198	0	2	7	2	1	188	1	0.96	0.50	
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	0	0	0	91	0	0.47	0.00	
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	2	9	2	0	73	2	0.53	1.00	
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 11 : 1</b>				<b>61</b>	<b>177</b>	<b>16</b>	<b>4</b>	<b>1309</b>	<b>14</b>	<b>Net: 12</b>

City Codes: FR = Fremont, LS = San Leandro, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland

Amador Valley					Projects Participating: 5										
					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	
Broadway at Boulevard	Brookfield	DB		ATMU	110	0	14	7	2	0	96	2	0.91	1.00	
Melrose at Boulevard	Brookfield	DB		DTMJ	75	5	8	28	1	0	37	1	0.97	0.50	
Lombard at Boulevard	Lennar	DB		DTMJ	100	0	4	4	1	0	22	2	0.63	1.00	
Venice at Boulevard	Lennar	DB		ATMU	91	0	5	2	0	0	31	0	0.88	0.00	
Vineyard Collection II	Ponderosa	LV	New	DTMJ	9	0	0	4	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.80</b>			<b>Traffic to Sales: 11 : 1</b>				<b>31</b>	<b>45</b>	<b>4</b>	<b>0</b>	<b>186</b>	<b>5</b>	<b>Net: 4</b>

City Codes: DB = Dublin, LV = Livermore

Diablo Valley					Projects Participating: 4										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Oak Park	Davidon	PH		DTMJ	34	0	13	6	1	0	9	1	0.17	0.50	
Woodbury Highlands	Davidon	LF		ATMU	99	0	13	8	0	0	29	0	0.24	0.00	
Diablo Meadows	DeNova	CL		DTMJ	18	0	5	12	0	0	5	0	0.33	0.00	
Traditions at the Meadow	DeNova	MZ		DTMJ	65	3	5	74	1	0	11	2	1.79	1.00	
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 50 : 1</b>				<b>36</b>	<b>100</b>	<b>2</b>	<b>0</b>	<b>54</b>	<b>3</b>	<b>Net: 2</b>

City Codes: PH = Pleasant Hill, LF = Lafayette, CL = Clayton, MZ = Martinez

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1									
San Ramon Valley					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hillcrest at the Preserve	Lennar	SR		ATMU	104	0	5	0	0	0	98	0	0.74	0.00
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>				<b>Traffic to Sales: N/A</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>98</b>	<b>0</b>	<b>Net: 0</b>
City Codes: SR = San Ramon														

Antioch/Pittsburg					Projects Participating: 10									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Vista II	Century	AN		DTMU	9	0	8	8	0	0	1	0	0.06	0.00
Crest at Park Ridge	Davidon	AN		DTMU	300	0	12	13	1	0	246	1	0.88	0.50
Hills at Park Ridge	Davidon	AN		DTMU	225	0	15	12	0	0	93	0	0.80	0.00
Luca at Aviano	DeNova	AN		DTMU	194	0	4	18	0	0	104	-1	1.39	-0.50
Luna at Aviano	Lennar	AN		DTMU	102	4	4	1	3	0	53	5	0.89	2.50
Oriana at Aviano	Lennar	AN		DTMU	115	3	5	1	1	0	63	3	1.06	1.50
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	6	6	1	0	86	1	0.75	0.50
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	0	6	6	0	0	45	0	0.57	0.00
Rise at Cielo	TRI Pointe	AN		DTMU	159	0	3	28	0	0	30	1	0.76	0.50
Shine at Cielo	TRI Pointe	AN		DTMU	137	0	3	28	0	0	30	1	0.76	0.50
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.60</b>				<b>Traffic to Sales: 20 : 1</b>	<b>66</b>	<b>121</b>	<b>6</b>	<b>0</b>	<b>751</b>	<b>11</b>	<b>Net: 6</b>
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa					Projects Participating: 7									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMU	104	0	5	8	1	0	88	1	0.50	0.50
Chandler	Brookfield	BT		DTMU	160	0	7	14	2	0	71	3	0.97	1.50
Bennett Estates	DeNova	BT		DTMU	14	0	4	10	0	0	10	0	0.28	0.00
Cypress Crossings	KB Home	OY		DTMU	98	3	6	33	1	0	12	1	0.47	0.50
Woodbury at Emerson Ranch	Lennar	OY		DTMU	104	3	6	8	3	0	60	3	1.27	1.50
Alicante	Meritage	OY		DTMU	157	0	8	1	0	0	149	-1	1.35	-0.50
Orchard Trails	Shea	BT		DTMU	78	0	3	27	0	0	36	0	0.57	0.00
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 1.00</b>				<b>Traffic to Sales: 14 : 1</b>	<b>39</b>	<b>101</b>	<b>7</b>	<b>0</b>	<b>426</b>	<b>7</b>	<b>Net: 7</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 13										
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Makenna	DeNova	PET		DTMJ	36	0	5	14	0	0	7	0	0.46	0.00	
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	2	3	11	1	0	5	1	0.60	0.50	
Willow at University District	DR Horton	RP		DTMJ	128	2	5	11	2	0	44	3	0.97	1.50	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	4	3	1	0	40	1	0.53	0.50	
Aspect	Lafferty	PET		DTMJ	18	0	2	0	0	0	15	0	0.08	0.00	
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	3	5	1	0	10	1	0.32	0.50	
Seasons at University District	Richmond American	RP		DTMJ	52	0	2	8	0	0	20	0	0.44	0.00	
Meadow Creek	Ryder	SR		DTMJ	48	3	3	6	1	0	43	1	0.52	0.50	
Riverfront	TRI Pointe	PET	Rs'v's	DTMJ	134	0	4	4	1	0	87	2	0.76	1.00	
City 44	W Marketing TSO	SR		ATMJ	44	0	TSO	0	0	0	24	1	0.34	0.50	
Kerry Ranch	W Marketing	SR		DTMJ	30	0	7	8	0	0	9	1	0.37	0.50	
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	63	0	0.23	0.00	
Portello	W Marketing	WD		DTMJ	68	0	8	16	0	0	10	1	0.43	0.50	
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.54</b>			<b>Traffic to Sales: 12 : 1</b>				<b>46</b>	<b>86</b>	<b>7</b>	<b>0</b>	<b>377</b>	<b>12</b>	<b>Net: 7</b>

City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor

Marin County					Projects Participating: 3										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Verandah	Landsea	NV		ATMJ	80	0	4	1	0	0	33	1	0.45	0.50	
The Strand (Detached)	Trumark	SN		DTMJ	18	0	7	2	0	0	11	0	0.18	0.00	
The Strand (Townhomes)	Trumark	SN		ATMJ	14	0	0	2	0	0	0	0	0.00	0.00	
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>11</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>44</b>	<b>1</b>	<b>Net: 0</b>

City Codes: NV = Novato, SN = San Rafael

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	15	8	0	0	15	0	0.15	0.00	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>15</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>15</b>	<b>0</b>	<b>Net: 0</b>

City Codes: SF = San Francisco

San Mateo County					Projects Participating: 5										
					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	
One 90 - Borelle	Pulte	SM		DTMJ	29	0	2	8	0	0	26	0	0.25	0.00	
One 90 - Cobalt	Pulte	SM		ATMJ	54	0	1	8	0	0	29	0	0.54	0.00	
One 90 - Indigo	Pulte	SM		ATMJ	48	0	3	9	0	0	44	0	0.73	0.00	
One 90 - Slate	Pulte	SM		ATMJ	58	0	2	9	0	0	56	0	0.54	0.00	
Laguna Vista	SummerHill	FC		ATMJ	70	0	14	13	0	0	24	0	0.56	0.00	
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>22</b>	<b>47</b>	<b>0</b>	<b>0</b>	<b>179</b>	<b>0</b>	<b>Net: 0</b>

City Codes: SM = San Mateo, FC = Foster City

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15									
Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Andalusia	Dividend	MH		ATMU	46	0	8	10	0	0	19	0	0.53	0.00
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	4	12	0	0	53	0	0.82	0.00
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	4	7	0	0	71	0	1.16	0.00
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	9	6	1	0	151	1	1.20	0.50
Lavender	Landsea	SV		ATMU	128	3	4	13	1	0	48	1	0.74	0.50
Gateway at Central	Pulte	SJ		ATMU	72	0	3	9	0	0	16	0	0.46	0.00
Plaza at Central	Pulte	SJ		ATMU	90	0	5	9	1	1	30	0	1.48	0.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	11	6	0	0	47	0	0.62	0.00
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	8	5	1	0	46	1	0.53	0.50
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	11	5	0	0	37	0	0.42	0.00
Nuevo - Terraces	SummerHill	SC		ATST	176	0	5	11	1	0	171	2	0.82	1.00
Verano	SummerHill	MV		ATMU	115	0	5	42	1	0	13	1	0.81	0.50
Ovation	Taylor Morrison	SV		ATMU	107	0	8	7	2	0	83	3	0.97	1.50
Lotus at Urban Oak	TRI Pointe	SJ		DTMU	123	0	8	25	0	0	3	0	0.12	0.00
Jasper	Trumark	MH		ATMU	101	0	8	3	0	1	21	-1	0.45	-0.50
<b>TOTALS: No. Reporting: 15</b>			<b>Avg. Sales: 0.40</b>		<b>Traffic to Sales: 21 : 1</b>				<b>101</b>	<b>170</b>	<b>8</b>	<b>2</b>	<b>809</b>	<b>8</b>
City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara, MV = Mountain View														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Promontory at Ridgemark	Century	HO		DTMJ	90	0	5	19	0	0	4	0	0.22	0.00
Roberts Ranch	KB Home	HO		DTMJ	192	5	9	8	2	1	156	1	1.56	0.50
Serenity V	Legacy	HO		DTMJ	31	0	8	7	0	0	0	0	0.00	0.00
Elderberry	Lennar	HO		DTMJ	66	0	2	8	0	0	2	0	0.22	0.00
Laurel	Lennar	HO		DTMJ	67	0	4	8	0	0	3	1	0.33	0.50
Polo Ranch	Lennar	SV		DTMJ	40	0	5	1	0	0	32	0	0.50	0.00
Montclair	Meritage	HO		DTMJ	99	0	4	11	0	0	80	1	0.94	0.50
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	4	4	0	0	73	0	0.96	0.00
Enclave, The	Shea	SS		DTMJ	61	0	3	0	0	0	40	0	0.47	0.00
Sea House II at The Dunes	Shea	MA		ATMU	79	0	2	3	2	0	51	2	0.67	1.00
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	5	3	0	0	30	0	0.39	0.00
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.27</b>		<b>Traffic to Sales: 18 : 1</b>				<b>51</b>	<b>72</b>	<b>4</b>	<b>1</b>	<b>471</b>	<b>5</b>
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24										
Fairfield, Vacaville, Suisun, Dixon					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	Rsv's	ATMU	50	0	8	9	1	0	10	2	0.26	1.00	
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	4	4	1	0	18	2	0.47	1.00	
Mbnte Verde	Century	FF		DTMU	124	0	6	15	0	0	32	0	0.99	0.00	
Luminescence at Liberty	DeNova	RV		AASF	311	0	4	9	1	0	77	2	0.97	1.00	
One56 at One Lake	DeNova	FF	Rsv's	DTMU	56	0	11	8	1	0	20	1	0.74	0.50	
Iris at The Villages	DR Horton	FF		DTMU	119	0	3	12	0	0	2	0	0.32	0.00	
Savannah II at Homestead	DR Horton	DX		DTST	74	0	8	8	1	0	66	3	1.29	1.50	
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	6	3	0	0	10	2	0.38	1.00	
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	4	2	0	0	5	0	0.19	0.00	
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	1	11	0	0	49	0	0.78	0.00	
Creston at One Lake	Lennar	FF		DTMU	130	3	6	2	2	0	111	3	0.93	1.50	
Homestead	Meritage	DX		DTMU	99	3	4	6	1	0	91	2	0.94	1.00	
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	4	5	10	1	0	15	2	0.37	1.00	
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	4	5	0	0	18	1	0.43	0.50	
Mdway Grove at Homestead	Richmond American	DX		DTMU	88	0	6	5	0	0	82	0	0.64	0.00	
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	5	7	1	2	0	25	1	0.36	0.50	
Seasons at Homestead	Richmond American	DX		DTMU	85	0	8	12	0	0	11	0	0.27	0.00	
Sutton at Parklane	Richmond American	DX		DTMU	121	0	6	8	1	0	58	2	0.61	1.00	
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMU	74	0	11	14	0	0	50	2	1.13	1.00	
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	4	4	1	0	89	1	0.80	0.50	
Meadow Wood at Homestead	Taylor Morrison	DX		DTMU	60	0	9	8	1	1	33	0	0.60	0.00	
Sheffield at Brighton Landing	The New Home Co	VC		DTMU	120	0	1	6	0	0	119	0	0.62	0.00	
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	3	6	0	0	71	0	0.62	0.00	
Splash at One Lake	TRI Pointe	FF		DTMU	72	0	3	15	1	0	60	1	0.61	0.50	
<b>TOTALS: No. Reporting: 24</b>	<b>Avg. Sales: 0.58</b>				<b>Traffic to Sales: 12 : 1</b>				<b>132</b>	<b>183</b>	<b>15</b>	<b>1</b>	<b>1122</b>	<b>27</b>	<b>Net: 14</b>

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

Bay Area			Projects Participating: 117						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 117</b>	<b>Avg. Sales: 0.52</b>	<b>Traffic to Sales: 16 : 1</b>	<b>616</b>	<b>1115</b>	<b>69</b>	<b>8</b>	<b>5841</b>	<b>93</b>	<b>Net: 61</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Md-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		
May-22	343	21	235	13	336	1,035,397
Jun-22	338	29	156	18	239	973,041
Jul-22	395	33	178	23	229	949,220
Aug-22	308	43	226	28	238	911,819
Sep-22	275	43	138	27	239	933,807
Oct-22	276	46	140	37	186	875,762
Nov-22	223	58	103	31	155	885,403
Dec-22	148	68	79	45	147	878,564



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

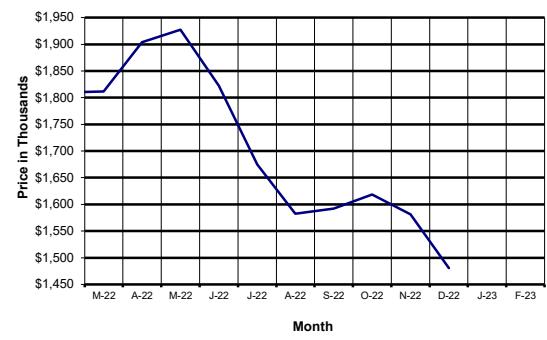


## San Jose Metro SFD Monthly MLS Survey

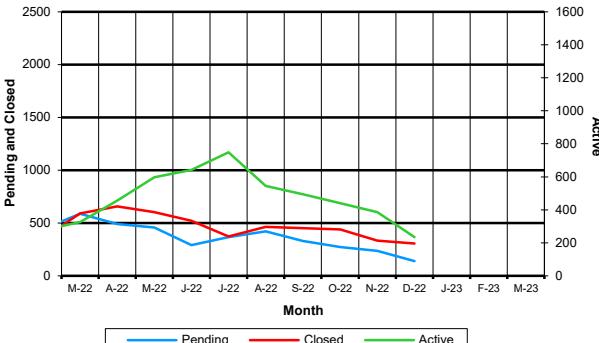
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
May-22	598	24	458	13	603	1,927,395
Jun-22	641	32	292	21	521	1,822,266
Jul-22	748	34	368	23	372	1,674,580
Aug-22	544	44	421	26	464	1,582,380
Sep-22	494	45	330	24	450	1,592,261
Oct-22	441	49	272	25	440	1,618,274
Nov-22	385	60	237	22	333	1,581,235
Dec-22	234	80	138	34	305	1,480,356

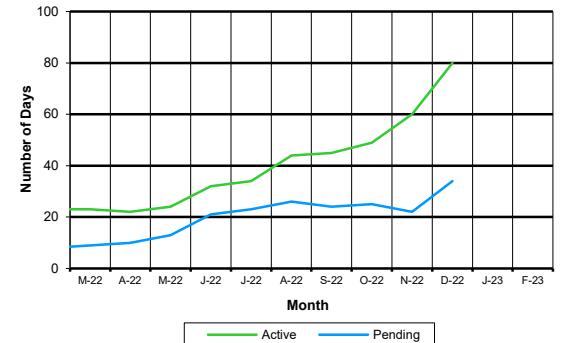
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





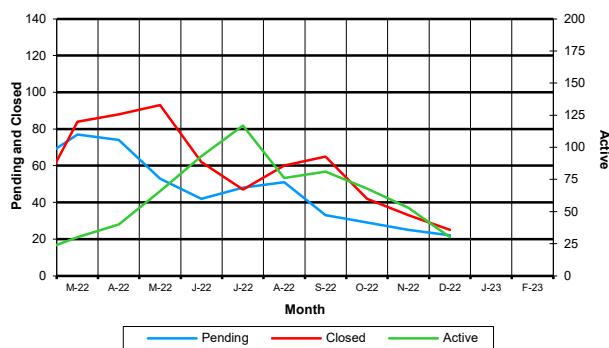
Amador Valley Attd. Monthly MLS Survey

#### **Dublin, Livermore & Pleasanton**

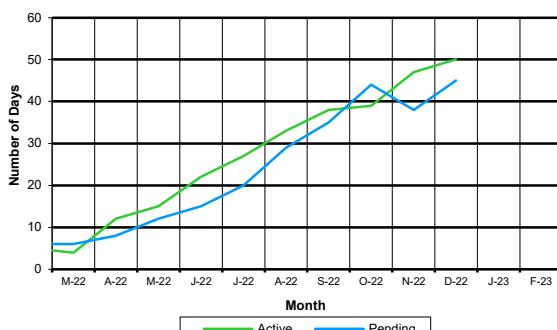
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
May-22	66	15	53	12
Jun-22	93	22	42	15
Jul-22	117	27	48	20
Aug-22	76	33	51	29
Sep-22	81	38	33	35
Oct-22	68	39	29	44
Nov-22	53	47	25	38
Dec-22	30	50	22	45



## **ACTIVE, PENDING, AND CLOSED SALES**



## AVERAGE DAYS-ON-MARKET



Amador Valley SFD Monthly MLS Survey

#### **Dublin, Livermore & Pleasanton**

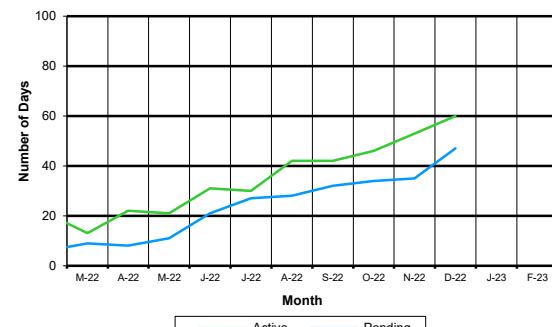
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	249	21	141	11	224	1,910,805
Jun-22	263	31	127	21	189	1,659,661
Jul-22	306	30	125	27	161	1,596,195
Aug-22	235	42	118	28	162	1,481,409
Sep-22	221	42	112	32	157	1,544,436
Oct-22	178	46	89	34	131	1,511,960
Nov-22	130	53	79	35	112	1,444,704
Dec-22	76	60	48	47	101	1,277,668



## ACTIVE, PENDING, AND CLOSED SALES



## AVERAGE DAYS-ON-MARKET



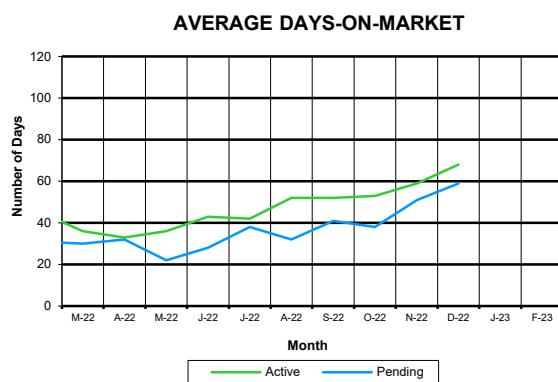


# The Ryness Company

Marketing Research Department

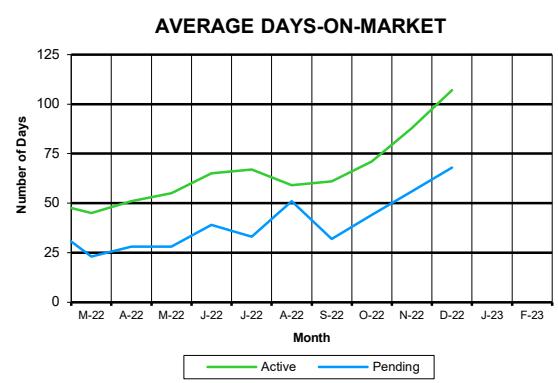
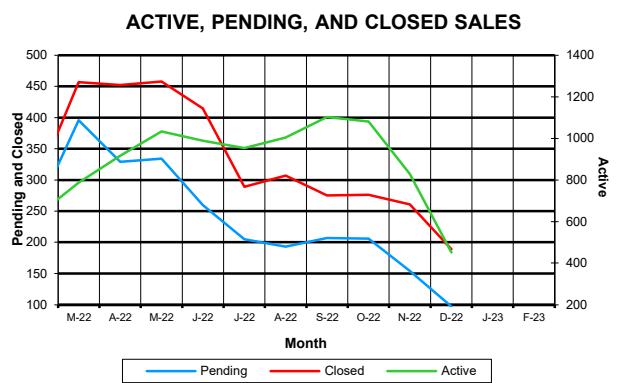
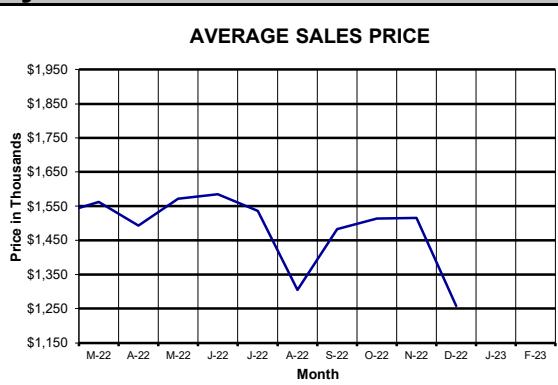
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	168	36	68	22	103	771,182
Jun-22	206	43	63	28	93	681,923
Jul-22	215	42	51	38	72	672,759
Aug-22	200	52	45	32	71	639,514
Sep-22	192	52	41	41	70	671,941
Oct-22	177	53	42	38	49	619,702
Nov-22	154	59	38	51	57	620,131
Dec-22	99	68	40	59	47	644,517



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	1,033	55	334	28	458	1,571,470
Jun-22	989	65	260	39	415	1,584,763
Jul-22	954	67	205	33	289	1,535,921
Aug-22	1,004	59	193	51	307	1,304,994
Sep-22	1,103	61	207	32	275	1,482,194
Oct-22	1,081	71	206	44	276	1,513,257
Nov-22	829	88	154	56	261	1,515,593
Dec-22	452	107	97	68	189	1,258,316



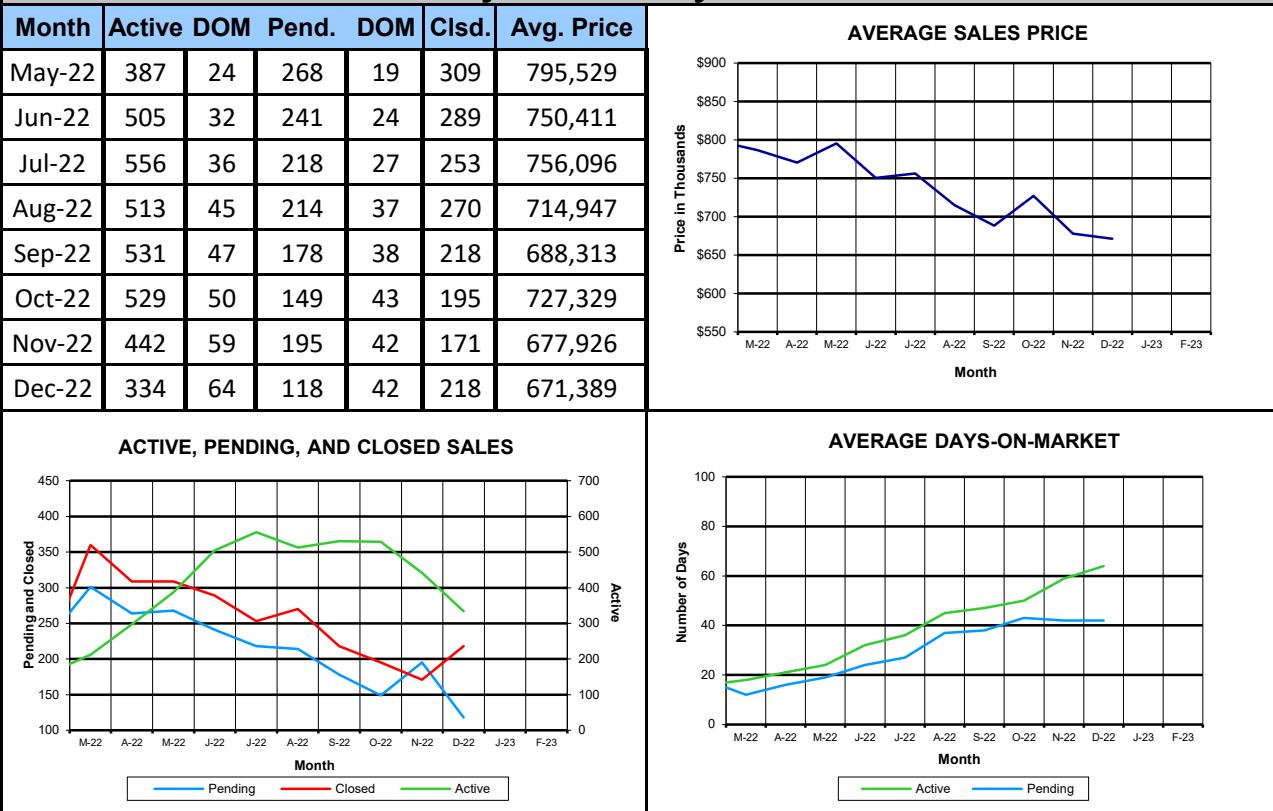


# The Ryness Company

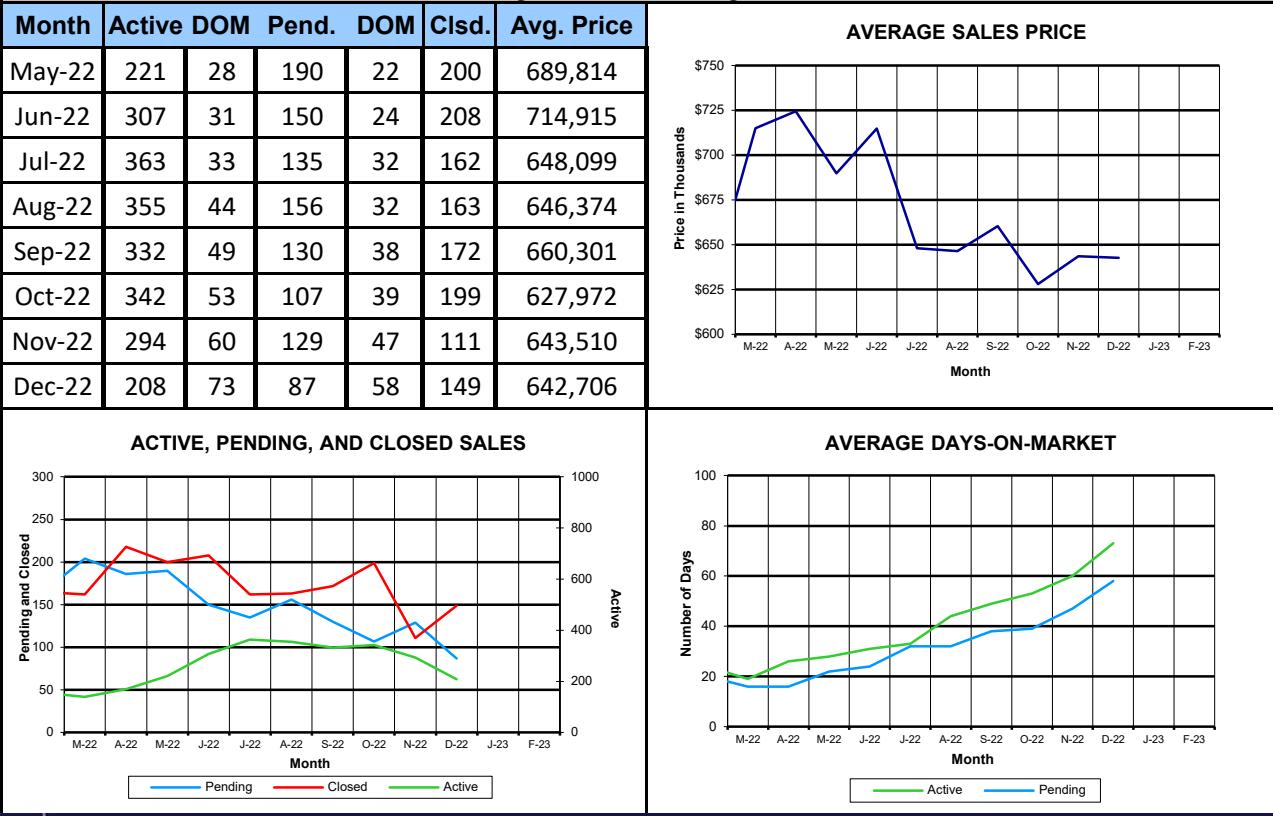
Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



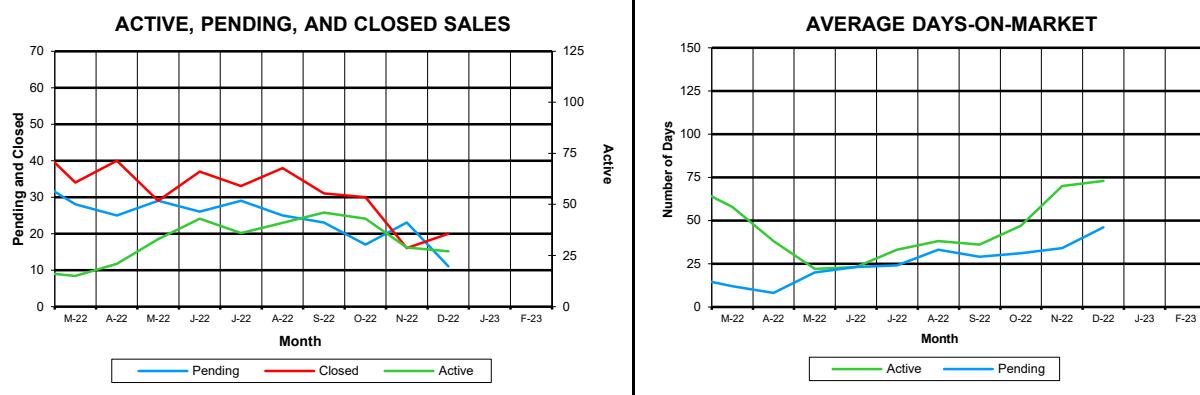
## Fairfield-Vacaville SFD Monthly MLS Survey





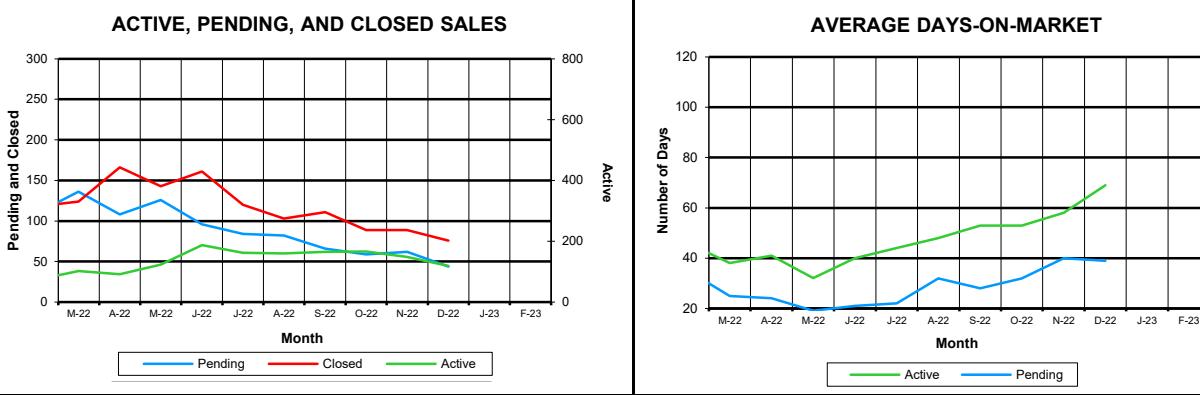
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price
May-22	33	22	29	547,477
Jun-22	43	23	26	622,768
Jul-22	36	33	29	512,235
Aug-22	41	38	25	511,383
Sep-22	46	36	23	608,145
Oct-22	43	47	17	538,650
Nov-22	29	70	23	506,934
Dec-22	27	73	11	538,347



## Santa Rosa SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
May-22	123	32	126	19	143	857,577
Jun-22	188	40	96	21	161	871,404
Jul-22	162	44	84	22	120	850,852
Aug-22	160	48	82	32	103	859,819
Sep-22	165	53	66	28	111	803,880
Oct-22	166	53	59	32	89	807,918
Nov-22	149	58	62	40	89	839,169
Dec-22	119	69	44	39	76	854,904



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

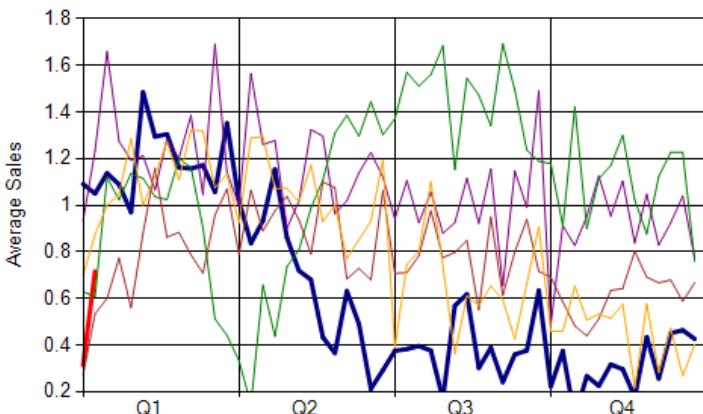


## Central Valley Week 2

Ending: Sunday, January 15, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		11	182	12	3	9	0.82	0.45	80%	0.30	177%	
San Joaquin County		47	601	42	6	36	0.77	0.52	47%	0.23	228%	
Stanislaus County		8	52	5	3	2	0.25	0.13	100%	0.21	18%	
Merced County		9	46	3	1	2	0.22	0.41	-46%	0.30	-25%	
Madera County		7	105	5	0	5	0.71	0.57	25%	0.55	29%	
Fresno County		20	303	24	5	19	0.95	0.74	28%	0.53	79%	
<b>Current Week Totals</b>	Traffic : Sales	14 : 1	<b>102</b>	<b>1289</b>	<b>91</b>	<b>18</b>	<b>73</b>	<b>0.72</b>	<b>0.52</b>	<b>38%</b>	<b>0.31</b>	<b>128%</b>
Per Project Average				13	0.89	0.18	0.72					
<b>Year Ago - 01/16/2022</b>	Traffic : Sales	13 : 1	<b>101</b>	<b>1565</b>	<b>116</b>	<b>10</b>	<b>106</b>	<b>1.05</b>	<b>1.07</b>	<b>-2%</b>	<b>0.95</b>	<b>10%</b>
<b>% Change</b>				1%	-18%	-22%	80%	-31%	-32%	-51%	-67%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 2

### 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	63	22	0.90	0.12	0.79	0.80
■	2019	74	16	0.51	0.11	0.40	0.77
■	2020	82	22	0.75	0.13	0.62	1.11
■	2021	90	22	1.21	0.12	1.08	1.09
■	2022	100	16	1.20	0.13	1.07	0.64
■	2023	99	13	0.67	0.15	0.52	0.52
% Change:		-1%	-18%	-44%	13%	-51%	-19%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>			
<b>RATE</b>			
<b>6.75%</b>			<b>6.88%</b>
<b>FHA</b>			<b>5.99%</b>
<b>APR</b>			<b>6.13%</b>
<b>10 Yr Yield</b>			3.50%
			Demand for single-family homes plummeted over the past year alongside rising mortgage rates. Weakening buyer demand manifested itself in 10 consecutive monthly declines in existing single-family home sales, which were down 35.8% year-over-year in November. Furthermore, builder sentiment as measured by the Wells Fargo/NAHB Housing Market Index closed out 2022 at its lowest level (outside of the pandemic era) since June 2012. The decline in builder sentiment mirrors the pullback in new single-family construction. Single-family housing starts fell for 10 out of the past 12 months, coming in 32.1% lower in November than the year prior. Multifamily construction has yet to see the same sustained decline. Yet, a sharp downturn in building permits overshadowed any positive developments in multifamily construction. Total building permits plummeted 11.2% from October to November, led by declines in both single-family (-7.1%) and multifamily (-16.4%) authorizations. The decline in permits points to slowdowns in residential construction ahead. Source: Wells Fargo Bank Weekly Economic & Financial Commentary

# The Ryness Report

Week Ending  
Sunday, January 15, 2023

Central Valley

Page  
1 of 4

Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Tracy/Mountain House					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
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	9	23	0	0	76	0	0.97	0.00
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	0	7	23	0	0	34	0	0.44	0.00
Tow nsend at Ellis	Landsea	TR	Rsv's	DTMJ	104	0	9	23	0	3	95	-3	1.41	-1.50
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	4	7	14	3	0	57	3	1.11	1.50
Hillview	Lennar	TH		DTMJ	214	0	4	13	4	0	28	4	0.87	2.00
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	3	4	19	2	0	11	2	0.64	1.00
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	6	24	1	0	168	1	0.85	0.50
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	2	10	0	0	10	0	0.76	0.00
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	3	5	0	0	135	0	0.79	0.00
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	6	13	1	0	94	1	0.97	0.50
Langston at Mountain House	Shea	MH		ATMJ	171	0	4	15	1	0	167	2	1.08	1.00
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.82</b>		<b>Traffic to Sales: 15 : 1</b>				<b>61</b>	<b>182</b>	<b>12</b>	<b>3</b>	<b>875</b>	<b>10</b>
Qty Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Talavera	DR Horton TSO	LD		DTMJ	27	0	TSO	6	1	0	20	3	0.68	1.50
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	5	12	2	0	71	2	0.77	1.00
Montevello II	KB Home	SK		DTST	103	0	6	8	0	0	97	0	0.85	0.00
Santorini	KB Home	SK		DTMJ	86	0	5	4	0	0	69	0	0.91	0.00
Verona at Destinations	KB Home	SK		ATMJ	106	0	3	9	0	0	79	1	0.87	0.50
Keys at Westlake	Lennar	SK		DTMJ	101	0	2	14	0	0	95	0	0.72	0.00
Keys II at Westlake	Lennar	SK		DTMJ	86	0	3	14	2	0	4	2	0.48	1.00
Westlake	Meritage	SK		DTMJ	84	0	5	24	0	0	43	0	0.97	0.00
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	4	6	0	0	23	0	0.50	0.00
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	4	5	1	0	22	1	0.50	0.50
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.60</b>		<b>Traffic to Sales: 17 : 1</b>				<b>37</b>	<b>102</b>	<b>6</b>	<b>0</b>	<b>523</b>	<b>9</b>
Qty Codes: LD = Lodi, SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 37									
San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	0	0	0	80	0	0.45	0.00
Griffin Park	Atherton	MN	Rsv's	DTMJ	156	0	3	19	2	0	141	4	1.78	2.00
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	0	1	7	0	0	99	0	1.45	0.00
Indigo at Stanford Crossing	DR Horton	LP	New	DTMJ	87	5	3	6	2	0	2	2	7.00	7.00
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	4	8	0	0	35	0	0.85	0.00
Summit at North Main	DR Horton	MN		DTST	67	0	1	8	1	0	51	1	1.15	0.50
Yosemite Greens	DR Horton TSO	MN		DTMJ	99	3	TSO	27	3	0	28	5	1.32	2.50
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	6	4	0	0	12	0	0.44	0.00
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	8	3	0	0	88	1	0.85	0.50
Balboa at River Islands	Kiper	LP		DTMJ	77	0	8	26	1	0	67	1	0.82	0.50
Catalina II at River Islands	Kiper	LP		DTMJ	93	0	7	11	0	0	79	0	0.81	0.00
Freestone	Kiper	MN	Rsv's	DTMJ	60	0	4	26	1	0	29	2	0.63	1.00
Skye at River Islands	Kiper	LP		DTMJ	155	0	2	35	2	0	49	2	0.79	1.00
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	10	20	0	0	111	0	0.31	0.00
Horizon at River Islands	Lennar	LP		DTMJ	143	6	3	14	6	0	114	7	1.15	3.50
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	5	19	0	1	112	-1	1.13	-0.50
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	3	8	17	2	0	52	3	0.76	1.50
Arbor Bend- Linden	Meritage	MN		DTMJ	268	4	4	13	2	0	113	3	1.14	1.50
Laguna at River Islands	Pulte	LP		DTMJ	110	0	15	10	1	1	28	0	0.46	0.00
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	7	6	1	0	43	1	0.70	0.50
Sunset at River Islands	Pulte	LP		DTMJ	122	0	14	4	2	0	108	2	1.04	1.00
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	4	10	0	0	50	0	0.78	0.00
Passport at Griffin Park	Raymus	MN		DTMJ	101	3	5	10	1	0	72	1	1.10	0.50
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	2	1	0	0	11	-1	0.28	-0.50
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	5	16	0	1	71	-1	0.90	-0.50
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	3	7	1	0	14	1	0.36	0.50
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	9	15	0	0	20	1	0.39	0.50
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	2	10	1	0	55	1	0.94	0.50
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	7	25	2	1	44	1	0.64	0.50
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	4	9	1	0	10	2	0.34	1.00
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	3	5	23	2	0	28	2	0.62	1.00
Avalon at River Islands	Trumark	LP		DTMJ	57	0	19	18	0	1	17	-2	0.33	-1.00
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	7	17	0	1	33	-2	0.71	-1.00
Dawn at The Collective	Trumark	MN		AASF	76	0	4	5	0	0	6	0	0.14	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	7	4	0	0	10	0	0.21	0.00
Hdeaway II at River Islands	Van Daele	LP		ATST	108	0	5	13	1	0	7	1	0.22	0.50
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	8	33	1	0	85	1	0.85	0.50
<b>TOTALS: No. Reporting: 37</b>	<b>Avg. Sales: 0.81</b>		<b>Traffic to Sales: 14 : 1</b>			<b>213</b>	<b>499</b>	<b>36</b>	<b>6</b>	<b>1974</b>	<b>38</b>	<b>Net: 30</b>		

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1									
Modesto					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Avalon	Bright	CE		DTMU	33	0	5	3	0	0	8	0	0.40	0.00
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: N/A</b>			<b>5</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>8</b>	<b>0</b>	<b>Net: 0</b>
City Codes: CE = Ceres														

Stanislaus County					Projects Participating: 5									
					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
Bruin Heights	DR Horton	RB		DTST	51	7	9	9	2	1	42	1	0.89	0.50
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	4	6	5	1	0	89	1	1.09	0.50
Fieldstone II	KB Home	HG		DTST	50	0	4	9	0	1	27	0	0.71	0.00
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	3	5	8	1	0	156	1	1.10	0.50
T Street Customs	SCM	NW		DTMU	10	0	5	1	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 5</b>			<b>Avg. Sales: 0.40</b>		<b>Traffic to Sales: 8 : 1</b>			<b>29</b>	<b>32</b>	<b>4</b>	<b>2</b>	<b>314</b>	<b>3</b>	<b>Net: 2</b>
City Codes: RB = Riverbank, PR = Patterson, HG = Hughson, NW = Newman														

Turlock					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Marcona	Bright	KY		DTMU	116	3	10	7	0	1	15	-2	0.44	-1.00
Les Chateaux	KB Home	TK		DTMU	60	0	4	10	1	0	28	1	0.59	0.50
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 17 : 1</b>			<b>14</b>	<b>17</b>	<b>1</b>	<b>1</b>	<b>43</b>	<b>-1</b>	<b>Net: 0</b>
City Codes: KY = Keyes, TK = Turlock														

Merced County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Silhouette at Sunrise Ranch	Century	LB		DTMU	95	3	7	7	0	0	38	0	0.80	0.00
Lantana	DR Horton	MD		DTMU	99	0	5	5	1	0	6	3	0.95	1.50
Monterra V	DR Horton TSO	MD		DTST	35	0	TSO	0	0	0	33	0	0.64	0.00
Stoneridge South III	DR Horton	MD	New	DTMU	64	6	5	1	1	0	1	1	0.44	0.50
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	7	6	0	0	33	1	0.46	0.50
Sunrise Ranch	Meritage	LB		DTMU	87	0	10	9	1	1	51	1	0.83	0.50
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	45	0	1	11	0	0	44	0	0.67	0.00
Cypress Terrace	Stonefield Home	MD		DTST	125	0	4	3	0	0	108	0	0.61	0.00
Villas II, The	Stonefield Home	LB		DTST	191	0	6	4	0	0	87	1	0.84	0.50
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.22</b>		<b>Traffic to Sales: 15 : 1</b>			<b>45</b>	<b>46</b>	<b>3</b>	<b>1</b>	<b>401</b>	<b>7</b>	<b>Net: 2</b>
City Codes: LB = Los Banos, MD = Merced														

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 7									
Madera County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	8	8	2	1	0	22	1	0.52	0.50
Omni	Century	MDA		DTMJ	61	0	4	2	0	0	2	0	0.11	0.00
Pheasant Run	Century	CW		DTMJ	71	3	3	4	0	0	68	0	1.08	0.00
Pecan Square	DR Horton	MDA		DTMJ	112	0	3	7	1	0	2	2	1.56	1.00
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	3	5	12	1	0	5	2	0.33	1.00
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	3	39	1	0	105	1	1.02	0.50
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	2	39	1	0	2	2	1.56	1.00
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.71</b>		<b>Traffic to Sales: 21 : 1</b>				<b>28</b>	<b>105</b>	<b>5</b>	<b>0</b>	<b>206</b>	<b>8</b>
City Codes: CW = Chowchilla, MDA = Madera														

Fresno County					Projects Participating: 20									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bravado	Century	REE		DTMJ	182	7	8	3	0	0	50	0	0.77	0.00
Meadowood II	Century	FR		ATMJ	127	0	7	7	0	1	113	-1	1.48	-0.50
Monarch	Century	KB		DTMJ	64	5	7	5	1	0	50	1	0.66	0.50
Olivewood	Century	FR		DTMJ	169	0	7	3	0	0	141	0	1.70	0.00
The Crossings II	Century	KER		DTMJ	104	10	8	6	3	0	57	2	1.21	1.00
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.63	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	4	0	0	28	2	0.54	1.00
Centrella Villas	KB Home	FR		DTMJ	146	2	5	24	2	0	26	2	1.03	1.00
Legacy at Highland	KB Home	CV		DTMJ	42	0	4	16	2	0	2	2	0.47	1.00
Anatole- Clementine	Lennar	FR		DTMJ	99	3	4	1	1	0	86	2	0.91	1.00
Arboralla - Clementine	Lennar	CV		DTST	137	0	3	2	2	1	114	2	1.24	1.00
Brambles- Starling	Lennar	FR		ATST	150	0	5	60	0	0	111	3	1.17	1.50
Brambles- Wilde	Lennar	FR		DTST	89	0	3	60	0	0	79	0	0.83	0.00
Catalina Park - Surf	Lennar	FR		DTMJ	82	0	3	0	0	0	6	1	1.40	0.50
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	0	18	1	1	3	18	-3	0.40	-1.50
Ellingsworth - Coronet	Lennar	CV		DTMJ	5	0	2	0	0	0	3	0	0.13	0.00
Juniper Hills- Solana	Lennar TSO	FR	New	DTST	77	2	TSO	2	2	0	2	2	7.00	7.00
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	3	2	0	0	1	0	0.44	0.00
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	5	5	47	4	0	41	6	0.89	3.00
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	0	7	60	6	0	46	8	0.50	4.00
<b>TOTALS: No. Reporting: 20</b>		<b>Avg. Sales: 0.95</b>		<b>Traffic to Sales: 13 : 1</b>				<b>109</b>	<b>303</b>	<b>24</b>	<b>5</b>	<b>1100</b>	<b>29</b>	<b>Net: 19</b>
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis														

Central Valley					Projects Participating: 102						
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 102</b>		<b>Avg. Sales: 0.72</b>		<b>Traffic to Sales: 14 : 1</b>	<b>541</b>	<b>1289</b>	<b>91</b>	<b>18</b>	<b>5444</b>	<b>103</b>	<b>Net: 73</b>
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 = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

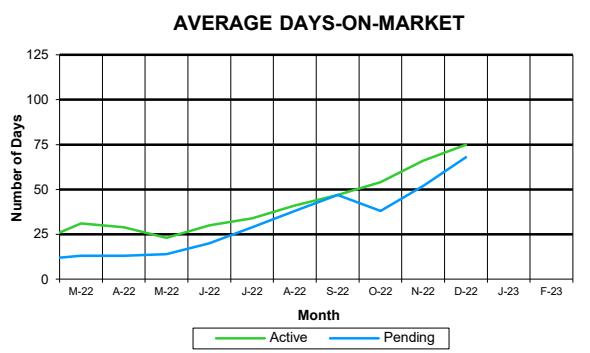
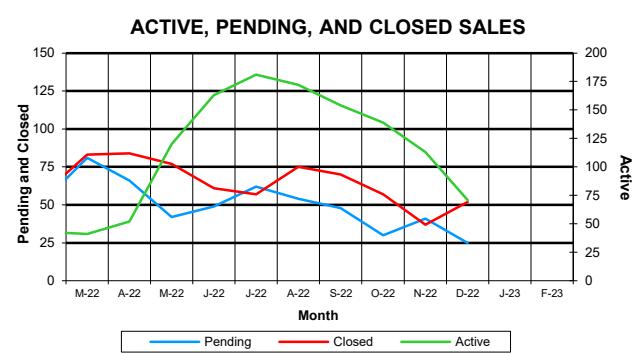


# The Ryness Company

Marketing Research Department

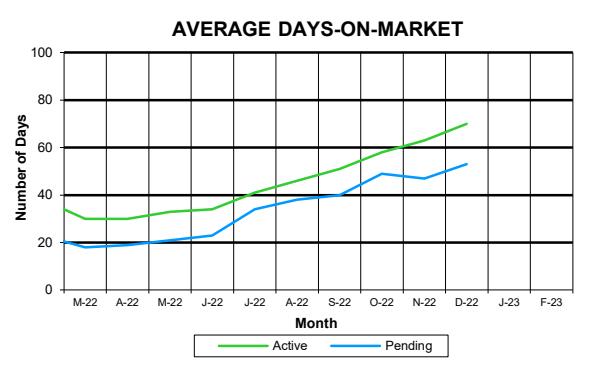
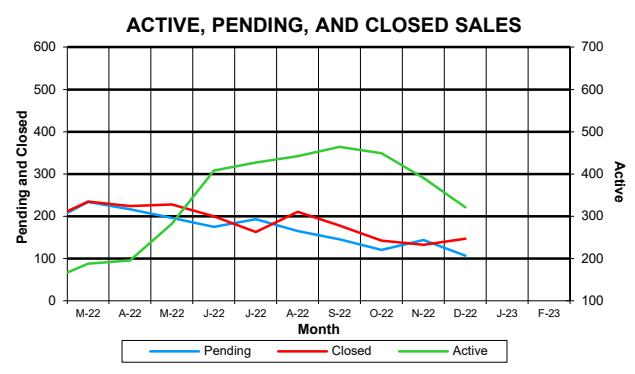
## Tracy SFD Monthly MLS Survey

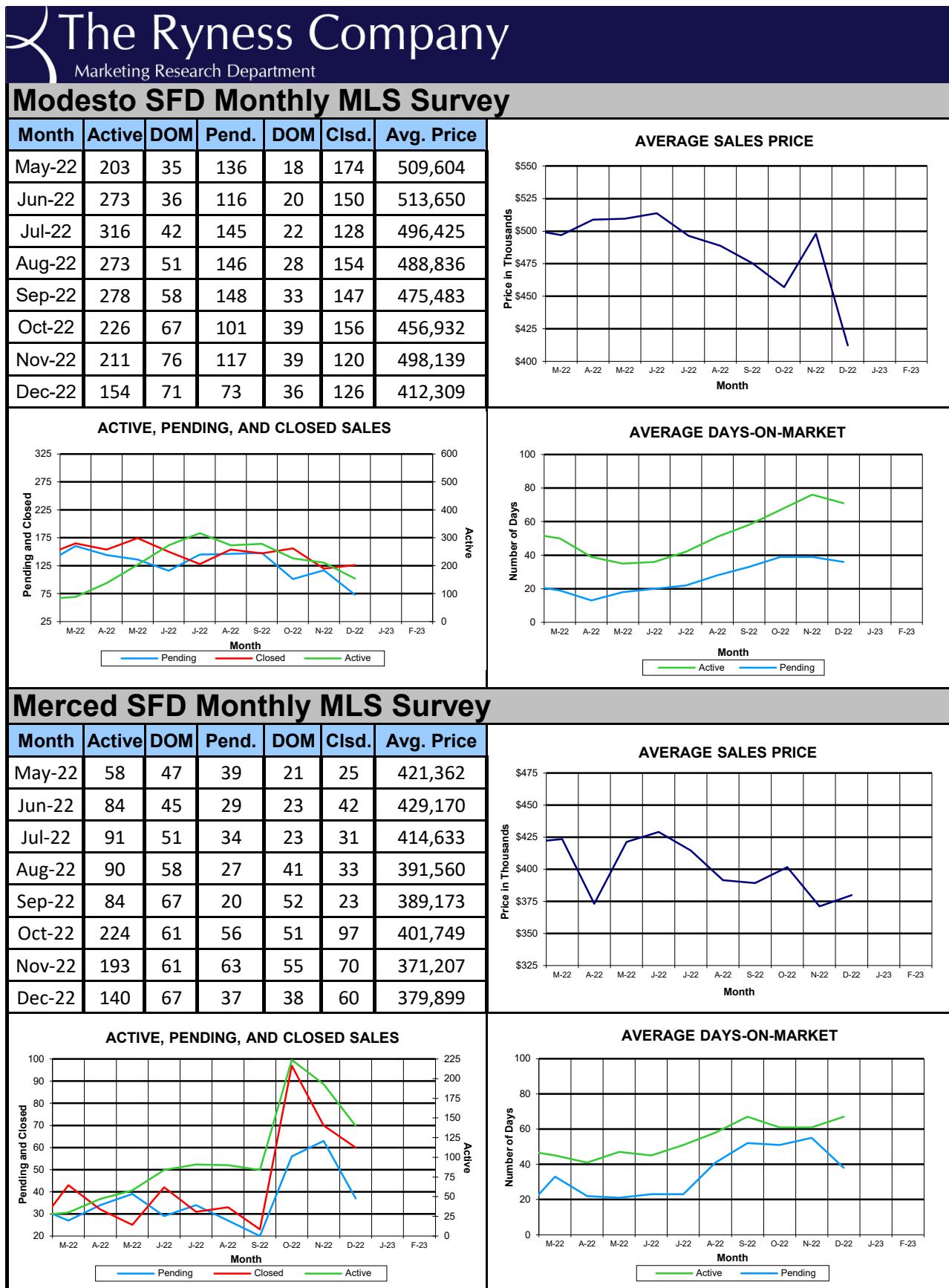
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	120	23	42	14	77	884,642
Jun-22	163	30	49	20	61	825,886
Jul-22	181	34	62	29	57	787,514
Aug-22	172	41	54	38	75	757,103
Sep-22	154	47	48	47	70	732,209
Oct-22	139	54	30	38	57	688,501
Nov-22	113	66	41	52	37	694,184
Dec-22	71	75	25	68	52	699,475



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	283	33	196	21	228	488,636
Jun-22	408	34	175	23	200	491,522
Jul-22	427	41	193	34	163	487,015
Aug-22	442	46	165	38	211	457,703
Sep-22	464	51	146	40	178	458,862
Oct-22	449	58	121	49	143	454,187
Nov-22	391	63	144	47	133	466,121
Dec-22	321	70	107	53	147	409,534





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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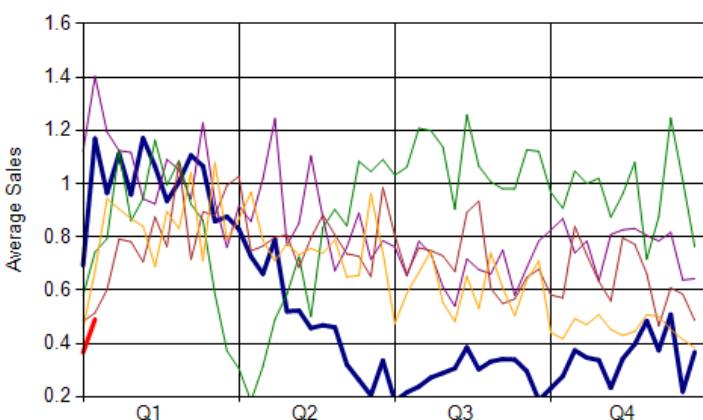


**Ending: Sunday, January 15, 2023**

## Sacramento Week 2

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
South Sacramento	28	301	22	4	18	0.64	0.45	44%	0.55	18%	
Central & North Sacramento	43	533	32	5	27	0.63	0.43	45%	0.22	188%	
Folsom	16	208	4	4	0	0.00	0.28	-100%	0.33	-100%	
El Dorado	8	67	1	1	0	0.00	0.00	0.00	0.17	-100%	
Placer & Nevada	70	1003	56	16	40	0.57	0.53	8%	0.42	35%	
Yolo	8	77	3	0	3	0.38	0.47	-20%	0.42	-10%	
Amador County	1	4	0	0	0	0.00	0.00	0.00	0.15	-100%	
Northern Counties	16	107	7	2	5	0.31	0.31	0%	0.25	24%	
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>18 : 1</b>	<b>190</b>	<b>2300</b>	<b>125</b>	<b>32</b>	<b>0.49</b>	<b>0.43</b>	<b>14%</b>	<b>0.36</b>	<b>37%</b>
Per Project Average			12	0.66	0.17	0.49					
<b>Year Ago - 01/16/2022</b>	<b>Traffic : Sales</b>	<b>15 : 1</b>	<b>166</b>	<b>3195</b>	<b>216</b>	<b>22</b>	<b>1.17</b>	<b>0.93</b>	<b>26%</b>	<b>0.76</b>	<b>54%</b>
% Change			14%	-28%	-42%	45%	-52%	-58%	-54%	-53%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 2

### 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	23	0.72	0.16	0.56	0.66
■	2019	138	20	0.57	0.08	0.50	0.73
■	2020	133	22	0.77	0.11	0.67	0.89
■	2021	150	20	1.35	0.09	1.26	0.85
■	2022	166	19	1.06	0.13	0.93	0.52
■	2023	188	12	0.57	0.14	0.43	0.43
% Change:		13%	-39%	-46%	11%	-54%	-18%

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



NATIONAL BUILDER DIVISION

### WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
CONV	RATE <b>6.75%</b>	APR <b>6.88%</b>					
FHA	RATE <b>5.99%</b>	APR <b>6.13%</b>	Demand for single-family homes plummeted over the past year alongside rising mortgage rates. Weakening buyer demand manifested itself in 10 consecutive monthly declines in existing single-family home sales, which were down 35.8% year-over-year in November. Furthermore, builder sentiment as measured by the Wells Fargo/NAHB Housing Market Index closed out 2022 at its lowest level (outside of the pandemic era) since June 2012. The decline in builder sentiment mirrors the pullback in new single-family construction. Single-family housing starts fell for 10 out of the past 12 months, coming in 32.1% lower in November than the year prior. Multifamily construction has yet to see the same sustained decline. Yet, a sharp downturn in building permits overshadowed any positive developments in multifamily construction. Total building permits plummeted 11.2% from October to November, led by declines in both single-family (-7.1%) and multifamily (-16.4%) authorizations. The decline in permits points to slowdowns in residential construction ahead. Source: Wells Fargo Bank Weekly Economic & Financial Commentary				
10 Yr Yield	<b>3.50%</b>						

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 28										
South Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	3	6	22	3	1	30	2	1.56	1.00	
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	3	7	10	3	0	25	1	1.30	0.50	
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	4	5	10	3	1	28	2	1.53	1.00	
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	0	0	0	4	-1	0.12	-0.50	
Allegro	KB Home	LN		ATMJ	72	0	7	7	0	0	35	0	0.70	0.00	
Travisso	KB Home	LN		DTMJ	422	0	3	6	0	0	32	0	0.60	0.00	
Vintage Park	KB Home	SO		DTST	81	0	4	5	2	1	77	3	0.90	1.50	
Elements at Sterling Meadows	Lennar <span style="color:red">S/O</span>	LN		DTMJ	289	0	S/O	10	2	0	289	2	1.28	1.00	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	3	5	17	2	0	103	3	0.89	1.50	
Redwood at Parkside	Lennar	VN		DTMJ	344	0	2	0	0	0	342	0	0.85	0.00	
Cornerstone Commons	Meritage	LN		DTMJ	83	3	6	15	2	0	17	3	0.43	1.50	
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	6	23	0	0	22	2	0.56	1.00	
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	7	58	0	0	6	0	0.19	0.00	
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	3	15	0	0	1	0	0.12	0.00	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	10	2	0	0	60	0	0.74	0.00	
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	3	6	0	0	18	1	0.40	0.50	
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	5	28	0	0	6	0	0.22	0.00	
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	109	0	1	0	0	0	108	1	0.64	0.50	
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	11	10	1	0	3	1	0.32	0.50	
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	5	11	2	0	8	3	0.86	1.50	
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	7	8	0	0	5	0	0.54	0.00	
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	10	9	1	0	6	1	0.65	0.50	
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	2	0	0	0	100	0	0.60	0.00	
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	2	3	1	0	25	1	2.03	0.50	
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	12	3	0	0	8	0	0.65	0.00	
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	14	3	0	1	6	-1	0.49	-0.50	
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	4	3	0	0	43	0	0.58	0.00	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	5	17	0	0	50	1	0.59	0.50	
<b>TOTALS: No. Reporting: 28</b>		<b>Avg. Sales: 0.64</b>			<b>Traffic to Sales: 14 : 1</b>				<b>156</b>	<b>301</b>	<b>22</b>	<b>4</b>	<b>1457</b>	<b>25</b>	<b>Net: 18</b>

City Codes: LN = Elk Grove Laguna, RM = Rancho Murieta, SO = Sacramento, VN = Elk Grove Vineyard, GT = Galt

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 25									
Central Sacramento					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
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	7	0	0	0	39	0	0.33	0.00
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	3	0	0	0	64	0	0.48	0.00
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	6	0	0	0	46	0	0.35	0.00
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	5	0	0	0	111	0	0.63	0.00
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	6	15	0	0	119	0	0.63	0.00
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	4	9	0	0	8	0	0.36	0.00
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	2	7	0	0	6	0	0.23	0.00
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	7	3	0	3	24	-4	0.47	-2.00
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	1	8	2	0	6	4	0.39	2.00
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	11	1	2	1	29	1	0.57	0.50
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	25	2	0	0	42	0	0.82	0.00
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	3	3	1	0	106	1	1.06	0.50
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	7	2	0	0	65	0	0.58	0.00
Ventana	Lennar	RO		DTMJ	160	0	3	10	0	0	154	3	0.85	1.50
Verdant	Lennar	RO		DTST	157	3	5	10	1	0	152	2	1.05	1.00
Viridian	Lennar	RO		DTST	185	0	3	10	2	0	174	3	0.94	1.50
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	1	36	0	0	3	0	0.11	0.00
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	3	5	17	1	0	15	1	0.40	0.50
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	5	6	0	0	2	0	0.05	0.00
Ascent at Montelena	Pulte	RO		DTMJ	127	0	4	5	0	0	5	0	0.33	0.00
Solis at Montelena	Pulte	RO		DTMJ	55	0	4	4	0	0	3	0	0.13	0.00
Vista at Montelena	Pulte	RO		DTMJ	38	0	6	4	0	0	4	0	0.18	0.00
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	5	36	0	0	20	0	0.44	0.00
Acacia at Cypress	Woodside	RO		DTMJ	99	0	3	2	2	0	60	1	0.58	0.50
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	3	1	0	0	144	1	0.82	0.50
<b>TOTALS: No. Reporting: 25</b>			<b>Avg. Sales: 0.28</b>		<b>Traffic to Sales: 17 : 1</b>				<b>134</b>	<b>191</b>	<b>11</b>	<b>4</b>	<b>1401</b>	<b>13</b>
<b>Net: 7</b>														

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18										
North Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Artisan - The Cove	Beazer	SO		DTST	145	1	2	11	2	0	112	2	0.65	1.00	
Edgeview - The Cove	Beazer	SO		ATST	156	0	9	10	0	0	107	0	0.80	0.00	
Westward - The Cove	Beazer	SO		DTST	122	0	5	6	1	0	77	1	0.53	0.50	
Windrow - The Cove	Beazer	SO		DTST	167	0	3	7	1	0	126	1	0.76	0.50	
Provence	Blue Mountain TSO	SO		ATST	185	0	TSO	0	0	0	115	0	0.70	0.00	
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	5	12	1	1	90	0	0.75	0.00	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	3	6	11	2	0	95	3	0.79	1.50	
Northlake - Atla	Lennar	SO		DTMJ	116	0	6	31	0	0	84	0	0.81	0.00	
Northlake - Bleau	Lennar	SO		DTMJ	236	2	3	31	2	0	87	2	0.84	1.00	
Northlake - Crestvue	Lennar	SO		DTMJ	97	3	5	31	2	0	81	2	0.78	1.00	
Northlake - Drifton	Lennar	SO		DTMJ	134	3	4	31	1	0	76	2	0.79	1.00	
Northlake - Lakelet	Lennar	SO		DTMJ	134	3	4	31	3	0	84	6	0.81	3.00	
Northlake - Shor	Lennar	SO		DTMJ	140	0	5	31	1	0	87	2	0.84	1.00	
Northlake - Watersyde	Lennar	SO		DTMJ	127	3	5	31	2	0	85	1	0.82	0.50	
Northlake - Wavmvr	Lennar	SO		DTMJ	153	3	4	31	1	0	86	1	0.83	0.50	
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	4	10	2	0	47	0	0.63	0.00	
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	8	9	0	0	137	0	0.94	0.00	
Portisols at Artisan Square	Williams	SO		ATST	95	0	16	18	0	0	68	0	0.58	0.00	
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 1.11</b>			<b>Traffic to Sales: 16 : 1</b>				<b>94</b>	<b>342</b>	<b>21</b>	<b>1</b>	<b>1644</b>	<b>23</b>	<b>Net: 20</b>

City Codes: SO = Sacramento, AO = Antelope

Folsom Area					Projects Participating: 16										
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Sycamore Creek	JMC	FM		DTMJ	86	0	4	2	0	0	41	0	0.38	0.00	
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	4	13	1	1	100	1	1.09	0.50	
Aster at White Rock Springs	Lennar	FM		DTMJ	90	0	4	13	0	0	73	3	0.89	1.50	
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	14	0	0	12	2	0.32	1.00	
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	8	14	0	0	14	0	0.38	0.00	
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	5	11	1	1	20	0	0.58	0.00	
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	3	19	0	1	80	0	0.79	0.00	
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	13	12	0	0	38	0	0.42	0.00	
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	6	9	1	1	23	0	0.39	0.00	
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	10	2	0	0	2	0	0.32	0.00	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	2	12	2	0	0	0	0	0.00	0.00	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	15	3	0	0	0	0	0.00	0.00	
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	4	5	1	0	100	1	0.66	0.50	
Creekstone at Folsom Ranch	TRI Pointe	FM		DTMJ	71	0	3	7	0	0	68	1	0.68	0.50	
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	5	41	0	0	14	1	0.46	0.50	
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	5	41	0	0	13	0	0.43	0.00	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: 52 : 1</b>				<b>104</b>	<b>208</b>	<b>4</b>	<b>4</b>	<b>598</b>	<b>9</b>	<b>Net: 0</b>

City Codes: FM = Folsom

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
El Dorado County				Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Revere	Blue Mountain	RE		DTMJ	51	0	6	5	0	0	33	0	0.37	0.00
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	7	8	0	0	86	0	0.66	0.00
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	5	12	0	0	55	0	0.44	0.00
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	5	7	0	0	6	0	0.15	0.00
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	6	13	1	1	59	0	0.53	0.00
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	8	9	0	0	212	0	0.94	0.00
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	3	10	0	0	17	0	0.35	0.00
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	4	3	0	0	29	0	0.45	0.00
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: 67 : 1</b>				<b>44</b>	<b>67</b>	<b>1</b>	<b>1</b>	<b>497</b>	<b>0</b>
City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 69									
Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verrado at Solaire	Beazer	RV		DTMJ	76	0	12	11	0	1	44	-1	0.53	-0.50
Millstone at Sierra Pne	Black Pine	RK		DTST	61	0	4	0	0	0	57	1	0.52	0.50
Carmelian	Blue Mountain	GB		ATMJ	28	0	1	0	0	0	27	0	0.27	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	3	1	0	0	28	0	0.38	0.00
Balboa II	DR Horton	RV		DTST	172	0	7	9	0	0	12	1	0.52	0.50
Heartland at Independence	DR Horton	LL		DTMJ	98	0	10	3	1	0	79	4	1.09	2.00
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	6	14	3	0	23	2	0.79	1.00
Traditions at Independence	DR Horton	LL		DTST	97	6	4	3	5	0	90	5	1.17	2.50
Winding Creek - The Wilds II	DR Horton	RV		DTST	62	0	4	11	0	0	11	0	0.52	0.00
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	5	29	0	0	48	0	0.59	0.00
Edgefield Place	JMC	RK		DTMJ	83	0	7	23	1	0	13	0	0.29	0.00
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	7	32	0	0	3	0	0.08	0.00
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	7	33	1	2	49	-1	0.54	-0.50
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	9	18	0	1	48	-1	0.53	-0.50
Palisade Village	JMC	RV		DTST	232	5	5	56	2	0	227	3	1.32	1.50
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	2	5	25	2	0	78	3	0.64	1.50
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	5	24	1	0	53	1	0.58	0.50
Sentinel	JMC	RV		DTST	141	0	9	25	0	0	132	1	0.89	0.50
Tribute Pointe	JMC	RK		DTMJ	99	0	4	19	0	0	9	1	0.20	0.50
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	3	4	59	3	0	15	2	0.36	1.00
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	3	8	0	0	124	2	0.87	1.00
Aspire at Solaire II	K Hovnanian	RV		DTST	33	0	3	6	0	0	25	1	0.39	0.50
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	3	1	0	0	65	0	0.42	0.00
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	4	6	0	0	70	0	0.74	0.00
Bartlett at Mason Trails	KB Home	RV		DTMJ	53	4	6	16	2	0	40	3	0.81	1.50
Copper Ridge	KB Home	LL		DTMJ	79	0	3	10	0	0	42	0	0.72	0.00
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	6	23	0	0	55	0	1.12	0.00
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	8	17	2	1	218	1	1.15	0.50
Andorra at Sierra West	Lennar	RV		DTMJ	193	5	3	23	5	0	105	5	0.88	2.50
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	4	10	1	0	100	3	0.87	1.50
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	4	5	14	3	0	50	5	0.75	2.50
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	3	5	18	2	0	57	5	0.83	2.50
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	4	18	2	1	82	3	0.76	1.50
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	7	14	0	0	51	-1	0.68	-0.50
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	6	12	0	0	50	0	0.65	0.00
Lumiere at Sierra West	Lennar	RV		DTMJ	205	3	6	11	2	0	102	4	0.85	2.00
Meribel at Sierra West	Lennar	RV		DTMJ	167	3	8	14	2	2	102	1	0.83	0.50
Mblise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	6	11	0	1	48	0	0.66	0.00
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	3	13	1	0	100	2	0.83	1.00
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	2	4	0	0	2	0	0.19	0.00
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	13	1	0	50	1	0.88	0.50
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	36	11	1	0	29	0	0.64	0.00
Meadowlands 60s	Meritage	LL		DTMJ	92	3	5	14	1	0	66	1	0.76	0.50
Roam at Winding Creek	Meritage	RV		DTMJ	95	3	4	13	1	0	49	3	0.79	1.50
Premier Soleil	Premier Homes	GB		DTMJ	52	0	4	25	0	0	6	0	0.24	0.00

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Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Revere at Independence	Richmond American	LL		DTMJ	122	0	4	2	0	1	88	-1	0.84	-0.50	
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	6	3	0	0	9	0	0.32	0.00	
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	8	16	0	0	1	0	0.02	0.00	
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	9	17	0	3	29	-3	0.46	-1.50	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	4	2	1	0	124	1	0.90	0.50	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	9	1	0	1	72	-1	0.53	-0.50	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	6	9	1	0	79	1	0.88	0.50	
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	35	9	0	1	6	0	0.12	0.00	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	10	0	0	72	0	0.81	0.00	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	7	10	0	0	71	0	0.80	0.00	
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	4	29	2	1	37	2	1.08	1.00	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	11	4	0	0	75	1	0.55	0.50	
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	3	1	0	0	47	2	0.97	1.00	
Eureka Grove	The New Home Co	GB		DTMJ	72	0	5	16	0	0	52	0	0.76	0.00	
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	16	0	0	10	0	0.29	0.00	
Magnolia at Granite Bay	Tim Lewis	GB	New	DTMJ	89	4	2	17	2	0	2	2	7.00	7.00	
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	8	4	0	0	74	0	0.42	0.00	
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	3	25	1	0	3	1	0.10	0.50	
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	7	24	0	0	75	0	0.79	0.00	
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	5	25	0	0	4	1	0.13	0.50	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	3	5	24	2	0	69	2	0.73	1.00	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	3	4	10	2	0	130	5	0.85	2.50	
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	7	0	0	7	0	0.32	0.00	
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	3	2	0	0	2	0	0.09	0.00	
<b>TOTALS: No. Reporting: 69</b>		<b>Avg. Sales: 0.58</b>			<b>Traffic to Sales: 18 : 1</b>				<b>426</b>	<b>1003</b>	<b>56</b>	<b>16</b>	<b>3872</b>	<b>73</b>	<b>Net: 40</b>

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

Nevada County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Timberwood Estates	Hilbers	GV		DTST	45	0	1	0	0	0	25	0	0.12	0.00	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>				<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>25</b>	<b>0</b>	<b>Net: 0</b>

City Codes: GV = Grass Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
Yolo County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Parkside at The Rivers	Century	WS		DTMJ	82	0	2	10	0	0	1	0	0.09	0.00
Trailside at the Rivers	Century	WS	New	DTMJ	120	0	0	8	0	0	0	0	0.00	0.00
Orestada	Lennar	WL		DTMJ	105	3	6	13	1	0	12	1	0.54	0.50
Iris	Lennar	WL		DTMJ	97	0	5	13	0	0	14	5	0.42	2.50
Lavender	Lennar	WL		DTMJ	78	0	5	11	0	0	18	-1	0.64	-0.50
The Hideaway	Meritage	VN		DTMJ	148	4	6	10	1	0	20	1	0.64	0.50
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	13	6	1	0	53	1	0.58	0.50
Revival	Tim Lewis	WL		DTST	72	0	3	6	0	0	10	0	0.27	0.00
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.38</b>			<b>Traffic to Sales: 26 : 1</b>			<b>40</b>	<b>77</b>	<b>3</b>	<b>0</b>	<b>128</b>	<b>7</b>	<b>Net: 3</b>
City Codes: WS = West Sacramento, WL = Woodland, VN = Winters														

Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Zinfandel Ridge II	Tim Lewis	PLY		DTMJ	40	0	4	4	0	0	18	0	0.25	0.00
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>4</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>18</b>	<b>0</b>	<b>Net: 0</b>
City Codes: PLY = Plymouth														

Butte County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Amber Lynn Estates	DR Horton	CO		DTST	108	0	8	5	0	0	1	0	0.06	0.00
Sparrow	DR Horton	CO		DTMJ	86	0	10	5	0	0	4	0	0.13	0.00
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>18</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>Net: 0</b>
City Codes: CO = Chico														

Glenn County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Ambrosia	DR Horton	OR		DTST	95	0	7	2	0	0	1	0	0.06	0.00
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>			<b>7</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>Net: 0</b>
City Codes: OR = Orland														

Shasta County					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	2	8	0	0	2	1	0.47	0.50
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	0	7	0	0	0	0	0.00	0.00
Ro	DR Horton	RD		DTST	50	0	7	7	2	0	19	3	0.59	1.50
<b>TOTALS: No. Reporting: 3</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 11 : 1</b>			<b>9</b>	<b>22</b>	<b>2</b>	<b>0</b>	<b>21</b>	<b>4</b>	<b>Net: 2</b>
City Codes: RD = Redding														

# The Ryness Report

Week Ending  
Sunday, January 15, 2023

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1									
Sutter County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	2	8	0	0	142	0	0.97	0.00
<b>TOTALS: No. Reporting: 1</b>														
City Codes: LO = Live Oak														

Yuba County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	111	0	8	8	0	0	91	0	0.60	0.00	
Cresleigh Riverside at Plumas Ranch	Cresleigh	PLK	DTMU	52	0	1	0	0	0	46	0	0.30	0.00	
Diamante at Plumas Lake	DR Horton	PLK	DTST	94	0	2	2	1	0	92	2	1.26	1.00	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	0	3	7	1	1	17	0	0.41	0.00	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	4	7	13	2	0	46	3	1.06	1.50	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	69	0	3	12	0	0	4	0	0.39	0.00	
Windsor Crossing at River Oaks	Lennar	PLK	DTST	168	0	4	14	1	0	106	1	0.88	0.50	
Seasons at River Oaks	Richmond American	OL	DTST	83	0	7	6	0	1	72	0	0.68	0.00	
Seasons at Thoroughbred Acres	Richmond American	OL	DTMU	139	0	6	3	0	0	94	0	0.75	0.00	
<b>TOTALS: No. Reporting: 9</b>														
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 190						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 190</b>									
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

# The Ryness Company

Marketing Research Department

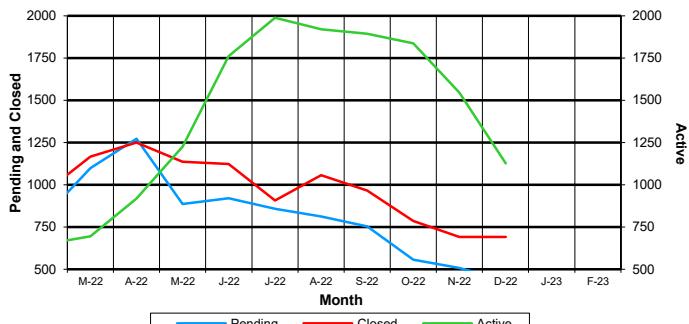
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	1,226	30	886	18	1,137	638,117
Jun-22	1,762	34	920	22	1,124	613,511
Jul-22	1,988	38	858	28	908	600,773
Aug-22	1,920	43	812	31	1,057	599,333
Sep-22	1,894	49	755	35	967	576,484
Oct-22	1,837	52	558	38	786	557,084
Nov-22	1,545	59	508	43	692	552,905
Dec-22	1,127	68	434	49	692	527,696

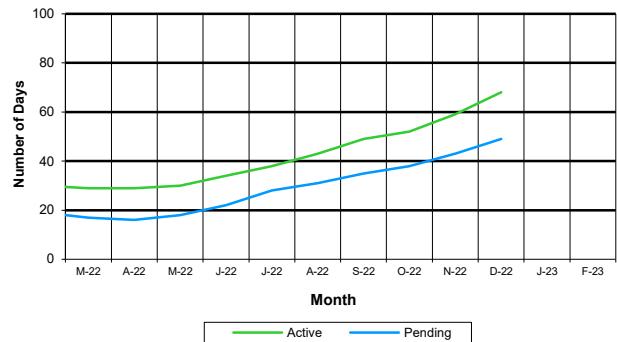
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



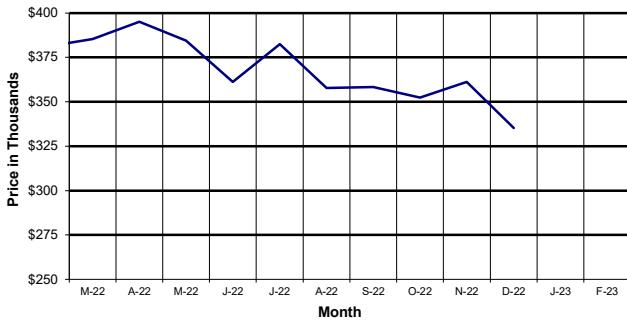
AVERAGE DAYS-ON-MARKET



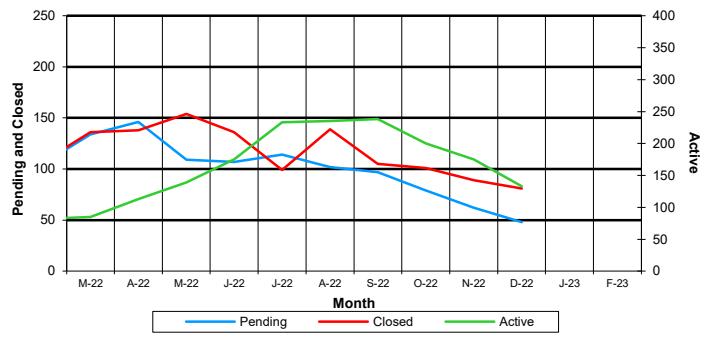
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	139	25	109	24	154	384,452
Jun-22	175	29	107	17	136	361,194
Jul-22	233	33	114	20	99	382,416
Aug-22	235	38	102	26	139	357,838
Sep-22	238	43	97	32	105	358,259
Oct-22	200	52	79	33	101	352,295
Nov-22	175	62	62	43	89	361,249
Dec-22	133	62	48	55	81	335,177

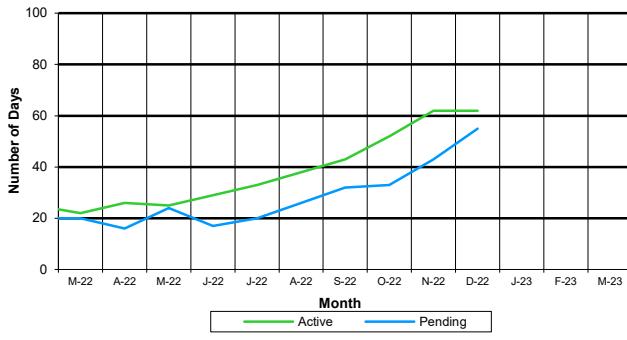
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



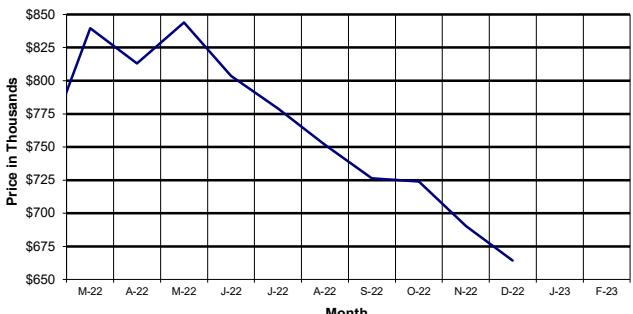
# The Ryness Company

Marketing Research Department

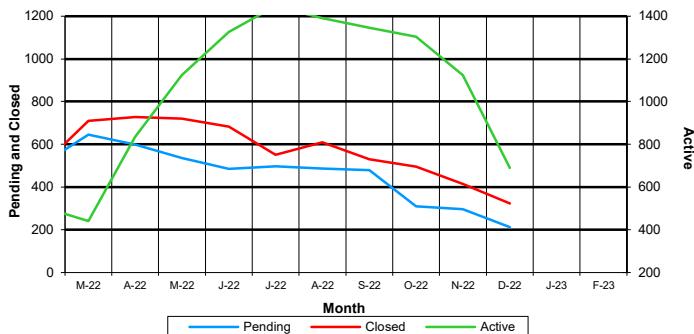
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	1,124	36	535	19	720	843,754
Jun-22	1,327	41	484	26	683	803,529
Jul-22	1,449	47	496	29	550	779,001
Aug-22	1,391	52	486	34	609	751,855
Sep-22	1,347	57	478	40	529	726,395
Oct-22	1,304	62	309	43	495	723,990
Nov-22	1,124	69	296	50	414	690,351
Dec-22	689	76	212	70	324	664,289

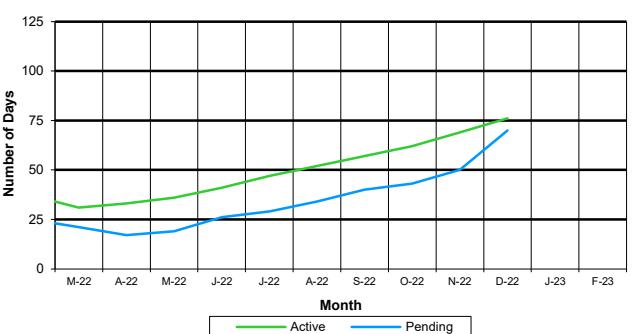
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



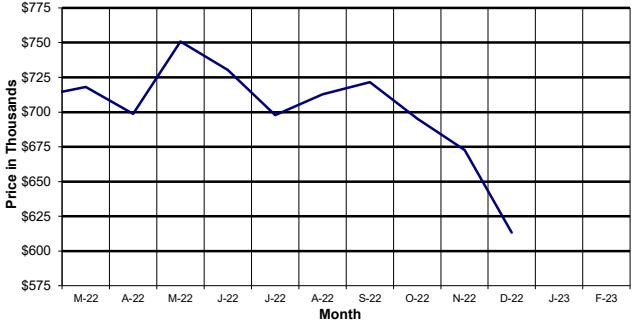
AVERAGE DAYS-ON-MARKET



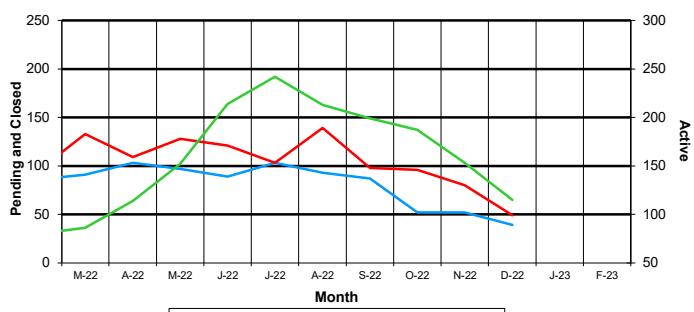
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-22	152	34	97	27	128	750,961
Jun-22	214	37	89	22	121	730,190
Jul-22	242	41	103	34	103	697,744
Aug-22	213	52	93	42	139	712,891
Sep-22	199	58	87	47	98	721,652
Oct-22	187	60	52	47	96	695,309
Nov-22	153	73	52	52	80	672,735
Dec-22	115	77	39	58	49	613,280

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

