

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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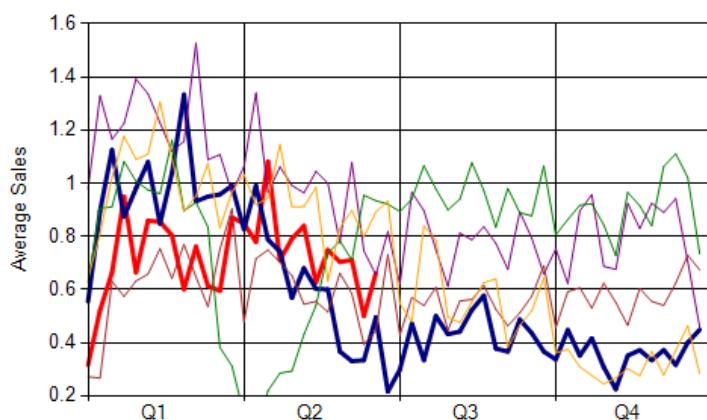


## Bay Area Week 25

Ending: Sunday, June 25, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
Alameda		23	327	21	2	19	0.83	0.85	-3%	0.94	-12%	
Contra Costa		24	312	18	3	15	0.63	0.85	-26%	0.87	-28%	
Sonoma, Napa		14	107	4	0	4	0.29	0.56	-49%	0.61	-53%	
San Francisco, Marin		3	26	0	0	0	0.00	0.20	-100%	0.31	-100%	
San Mateo		2	18	2	0	2	1.00	0.60	68%	0.54	86%	
Santa Clara		16	245	15	1	14	0.88	0.70	25%	0.68	28%	
Monterey, Santa Cruz, San Benito		12	129	11	1	10	0.83	0.60	38%	0.59	42%	
Solano		21	187	16	4	12	0.57	0.74	-23%	0.76	-24%	
<b>Current Week Totals</b>	Traffic : Sales	16 : 1	<b>115</b>	<b>1351</b>	<b>87</b>	<b>11</b>	<b>76</b>	<b>0.66</b>	<b>0.72</b>	<b>-9%</b>	<b>0.75</b>	<b>-12%</b>
Per Project Average				12	0.76	0.10	0.66					
<b>Year Ago - 06/26/2022</b>	Traffic : Sales	12 : 1	<b>103</b>	<b>806</b>	<b>66</b>	<b>15</b>	<b>51</b>	<b>0.50</b>	<b>0.80</b>	<b>-38%</b>	<b>0.67</b>	<b>-26%</b>
% Change				12%	68%	32%	-27%	49%	33%	-9%	12%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 25

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	127	31	1.04	0.08	0.96	0.70
■	2019	154	17	0.70	0.10	0.60	0.58
■	2020	153	12	0.80	0.12	0.68	0.80
■	2021	117	15	1.17	0.07	1.09	0.93
■	2022	103	11	0.90	0.10	0.80	0.58
■	2023	114	12	0.80	0.08	0.72	0.72
% Change:		11%	10%	-11%	-23%	-9%	25%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary				
CONV	RATE <b>6.25%</b>	APR <b>6.45%</b>	The housing market is holding up reasonably well in the face of higher interest rates and the potential for recession early next year. Housing starts unexpectedly shot up 21.7% in May from April to a 1.631 million-unit annualized pace. Gains were broad based, with a near three-year sequential jump in single-family starts, while multifamily starts rocketed 27.1% on the month. Single-family permits climbed for the fourth straight month in a sign that builders are scaling up development in response to more favorable supply side conditions and a steady stream of buyers. Softening mortgage rates in the first few months of the year incrementally improved affordability for buyers. According to Freddie Mac, the monthly average 30-year fixed mortgage rate steadied between 6.3% and 6.5% in March and April after peaking at 7.1% in October 2022. Despite improved affordability, mortgage rates remain far above their pre-pandemic normal. Low inventory continues to constrain the resale market and nudge buyers toward new construction. Source: Wells Fargo Bank Wells Fargo Weekly Economic & Financial Commentary				
FHA	<b>6.25%</b>	<b>6.50%</b>					
10 Yr Yield	<b>3.73%</b>						
							

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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
Maple Lane	DR Horton	LS		ATMU	39	0	2	9	1	0	34	34	1.40	1.36
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	6	18	0	0	1	1	0.16	0.16
Waterside at Alameda Marina	Landsea	AL	Rsv's	ATMU	84	0	5	18	0	0	2	2	0.32	0.32
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	13	1	0	84	27	0.96	1.08
Beacon at Bridgewater	Lennar	NK		DTMJ	120	0	3	27	1	0	17	17	0.76	0.76
Chroma at Innovation	Lennar	FR		ATMU	146	0	4	16	2	0	79	22	1.36	0.88
Lumiere at Innovation	Lennar	FR		ATMU	156	0	2	16	0	0	88	34	1.06	1.36
Matrix at Innovation	Lennar	FR		ATMU	53	0	1	13	0	0	52	17	0.58	0.68
Terraces at Bridgewater	Lennar	NK		ATMU	96	3	5	27	2	0	87	12	0.89	0.48
Villas at Bridgewater	Lennar	NK		DTMJ	137	0	4	27	2	0	131	18	0.92	0.72
Vista at Bridgewater	Lennar	NK		DTMJ	72	0	3	27	1	0	11	11	0.75	0.75
Center Pointe Cottages	Nuvera Homes TSO	FR		ATMU	37	0	TSO	15	0	0	8	8	0.95	0.95
Compass at Bay37	Pulte	AL		ATMU	93	0	3	6	1	1	70	14	0.55	0.56
Landing at Bay37	Pulte	AL		ATMU	96	0	3	5	1	1	92	13	0.72	0.52
Lookout at Bay37	Pulte	AL		ATMU	138	0	4	6	0	0	56	18	0.44	0.72
Line at SoHay	Taylor Morrison	HY		ATST	198	0	2	0	0	0	196	8	0.90	0.32
Prime at SoHay	Taylor Morrison	HY		ATST	126	0	5	7	1	0	102	13	0.47	0.52
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	4	2	0	0	88	17	0.55	0.68
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.61</b>			<b>Traffic to Sales: 19 : 1</b>				<b>60</b>	<b>252</b>	<b>13</b>	<b>2</b>	<b>1198</b>	<b>286</b>
City Codes: LS = San Leandro, AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, 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
Abbey at Boulevard	Brookfield	DB		ATMU	60	6	6	21	3	0	36	36	2.52	2.52
Melrose at Boulevard	Brookfield TSO	DB		DTMJ	75	0	TSO	0	0	0	69	33	1.13	1.32
Lombard at Boulevard	Lennar	DB		DTMJ	100	1	4	29	2	0	47	27	0.81	1.08
Venice at Boulevard	Lennar	DB		ATMU	91	1	7	25	3	0	62	31	1.06	1.24
Vineyard Collection II	Ponderosa	LV		DTMJ	9	0	1	0	0	0	5	5	0.22	0.22
<b>TOTALS: No. Reporting: 5</b>		<b>Avg. Sales: 1.60</b>			<b>Traffic to Sales: 9 : 1</b>				<b>18</b>	<b>75</b>	<b>8</b>	<b>0</b>	<b>219</b>	<b>132</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	6	4	0	0	26	18	0.35	0.72
Woodbury Highlands	Davidon	LF		ATMU	99	0	18	18	0	0	38	9	0.26	0.36
Traditions at the Meadow	DeNova	MZ		DTMJ	65	0	3	48	2	0	49	40	1.68	1.60
Penny Lane	Trumark TSO	CN		ATMU	70	0	TSO	10	0	0	10	10	0.58	0.58
<b>TOTALS: No. Reporting: 4</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 40 : 1</b>				<b>27</b>	<b>80</b>	<b>2</b>	<b>0</b>	<b>123</b>	<b>77</b>
City Codes: PH = Pleasant Hill, LF = Lafayette, MZ = Martinez, CN = Concord														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Magee Preserve	Davidon	DN		DTMJ	69	0	3	12	2	0	13	13	0.58	0.58	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 2.00</b>					<b>Traffic to Sales: 6 : 1</b>	<b>3</b>	<b>12</b>	<b>2</b>	<b>0</b>	<b>13</b>	<b>13</b>	<b>Net: 2</b>
City Codes: DN = Danville															

West Contra Costa					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bay View at Richmond	Meritage	RM		DTMJ	94	0	5	5	0	0	3	3	0.16	0.16	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>5</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>3</b>	<b>Net: 0</b>
City Codes: RM = Richmond															

Antioch/Pittsburg					Projects Participating: 11										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	5	21	0	0	265	20	0.88	0.80	
Hills at Park Ridge	Davidon	AN		DTMJ	225	1	4	22	1	0	113	20	0.81	0.80	
Luca at Aviano	DeNova	AN		DTMJ	194	0	5	39	0	0	141	36	1.44	1.44	
Bayberry at Laurel Ranch	KB Home	AN		DTMJ	112	0	4	2	1	0	4	4	1.22	1.22	
Wildwood at Laurel Ranch	KB Home	AN		DTMJ	82	0	4	1	1	0	4	4	1.22	1.22	
Luna at Aviano	Lennar	AN		DTMJ	102	0	4	8	1	0	81	33	0.98	1.32	
Oriana at Aviano	Lennar	AN		DTMJ	115	0	6	8	0	1	89	29	1.08	1.16	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	4	6	9	0	0	110	24	0.80	0.96	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	3	5	6	1	1	72	28	0.71	1.12	
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	3	11	2	0	71	42	1.14	1.68	
Shine at Cielo	TRI Pointe	AN		DTMJ	137	0	2	11	3	0	69	40	1.11	1.60	
<b>TOTALS: No. Reporting: 11</b>		<b>Avg. Sales: 0.73</b>						<b>Traffic to Sales: 14 : 1</b>	<b>48</b>	<b>138</b>	<b>10</b>	<b>2</b>	<b>1019</b>	<b>280</b>	<b>Net: 8</b>
City Codes: AN = Antioch, PT = Pittsburg															

East Contra Costa					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMJ	104	0	2	10	1	0	93	6	0.47	0.24	
Chandler	Brookfield	BT		DTMJ	160	0	13	14	0	0	102	34	1.06	1.36	
Cypress Crossings	KB Home	OY		DTMJ	98	0	3	12	1	0	35	24	0.72	0.96	
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	4	4	1	1	81	24	1.15	0.96	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	5	13	0	0	1	1	0.07	0.07	
Parkside	Richmond American	BT		DTMJ	34	0	5	6	1	0	5	5	0.80	0.80	
Orchard Trails	Shea	BT		DTMJ	78	0	4	18	0	0	49	13	0.57	0.52	
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.43</b>						<b>Traffic to Sales: 19 : 1</b>	<b>36</b>	<b>77</b>	<b>4</b>	<b>1</b>	<b>366</b>	<b>107</b>	<b>Net: 3</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
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	Rsv's	DTMJ	36	0	6	9	0	0	23	16	0.60	0.64
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	3	5	7	2	0	36	32	1.15	1.28
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	3	17	0	0	18	18	1.35	1.35
Willow at University District	DR Horton	RP		DTMJ	128	3	3	17	2	0	74	33	1.08	1.32
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	3	3	0	0	53	14	0.54	0.56
Aspect	Lafferty	PET		DTMJ	18	0	2	0	0	0	15	0	0.07	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	2	3	0	0	19	10	0.35	0.40
Seasons at University District	Richmond American	RP		DTMJ	52	0	9	9	0	0	30	10	0.44	0.40
Meadow Creek II	Ryder	SR	Rsv's	DTMJ	30	3	4	14	0	0	4	4	0.43	0.43
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	5	0	0	98	13	0.71	0.52
City 44	W Marketing	SR		ATMJ	44	0	18	7	0	0	26	3	0.28	0.12
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	1	0	0	22	12	0.47	0.48
Paseo Vista	W Marketing	SR		DTST	128	0	2	4	0	0	67	4	0.22	0.16
Portello	W Marketing	WD		DTMJ	68	0	5	11	0	0	22	13	0.48	0.52
<b>TOTALS: No. Reporting: 14</b>		<b>Avg. Sales: 0.29</b>			<b>Traffic to Sales: 27 : 1</b>			<b>67</b>	<b>107</b>	<b>4</b>	<b>0</b>	<b>507</b>	<b>182</b>	<b>Net: 4</b>
Qty Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin 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
Verandah	Landsea	NV		ATMJ	80	15	15	8	0	0	46	14	0.48	0.56
The Strand	Trumark	SN		DTMJ	32	0	5	9	0	0	13	2	0.15	0.08
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>20</b>	<b>17</b>	<b>0</b>	<b>0</b>	<b>59</b>	<b>16</b>	<b>Net: 0</b>
Qty 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	13	9	0	0	20	5	0.17	0.20
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>13</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>20</b>	<b>5</b>	<b>Net: 0</b>
Qty Codes: SF = San Francisco														

San Mateo County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
One 90 - Cobalt	Pulte	SM		ATMJ	54	2	3	5	1	0	50	20	0.66	0.80
Laguna Vista	SummerHill	FC		ATMJ	70	0	6	13	1	0	36	11	0.54	0.44
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 9 : 1</b>			<b>9</b>	<b>18</b>	<b>2</b>	<b>0</b>	<b>86</b>	<b>31</b>	<b>Net: 2</b>
Qty Codes: SM= San Mateo, FC = Foster City														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16										
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	35	16	0.59	0.64	
Alina at Glen Loma Ranch	KB Home TSO	GL		DTMJ	69	0	TSO	4	0	0	66	13	0.76	0.52	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	3	14	1	0	115	44	1.36	1.76	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	4	8	0	0	156	6	1.05	0.24	
Lavender	Landsea	SV	Rsv's	ATMU	128	0	3	23	0	0	74	27	0.84	1.08	
Anza at Agrihood	Pulte	SC		ATMU	36	3	4	12	3	1	24	24	1.08	1.08	
Gateway at Central	Pulte	SJ		ATMU	72	0	9	16	0	0	23	6	0.40	0.24	
Plaza at Central	Pulte	SJ		ATMU	90	0	4	16	1	0	39	10	0.90	0.40	
Bellaterra - Bungalows Cluster Att/Det	SummerHill TSO	LG		ATMU	76	0	TSO	8	0	0	52	5	0.53	0.20	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	10	10	0	0	58	14	0.53	0.56	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	7	11	2	0	43	6	0.39	0.24	
Verano	SummerHill	MV		ATMU	115	0	1	50	1	0	45	33	1.15	1.32	
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	4	5	1	0	5	5	2.19	2.19	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMJ	67	3	3	6	4	0	4	4	3.11	3.11	
Lotus at Urban Oak	TRI Pointe	SJ		DTMJ	123	0	5	17	0	0	17	14	0.35	0.56	
Jasper	Trumark	MH		ATMU	101	0	8	35	2	0	31	10	0.44	0.40	
<b>TOTALS: No. Reporting: 16</b>		<b>Avg. Sales: 0.88</b>			<b>Traffic to Sales: 16 : 1</b>				<b>73</b>	<b>245</b>	<b>15</b>	<b>1</b>	<b>787</b>	<b>237</b>	<b>Net: 14</b>

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

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 12										
					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	4	5	16	2	0	25	21	0.61	0.84	
Highgrove at Fairview (SFD)	KB Home	HO		DTMJ	138	0	11	24	0	0	4	4	0.93	0.93	
Roberts Ranch	KB Home	HO		DTMJ	192	0	4	8	2	1	188	33	1.53	1.32	
Serenity V	Legacy	HO	Rsv's	DTMJ	31	0	3	25	1	0	8	8	0.27	0.32	
Elderberry	Lennar	HO		DTMJ	66	0	2	10	0	0	17	15	0.53	0.60	
Laurel	Lennar	HO		DTMJ	67	0	3	10	0	0	13	11	0.40	0.44	
Polo Ranch	Lennar	SV		DTMJ	40	0	2	0	1	0	38	6	0.44	0.24	
Montclair	Meritage	HO		DTMJ	99	0	1	11	4	0	98	19	0.91	0.76	
Beach House II at the Dunes	Shea	MA		DTMJ	92	0	2	7	0	0	83	10	0.84	0.40	
Enclave, The	Shea	SS		DTMJ	61	0	5	9	0	0	45	5	0.42	0.20	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	4	4	1	0	70	21	0.71	0.84	
Surf House II at The Dunes	Shea	MA		DTMJ	48	0	3	5	0	0	44	14	0.44	0.56	
<b>TOTALS: No. Reporting: 12</b>		<b>Avg. Sales: 0.83</b>			<b>Traffic to Sales: 12 : 1</b>				<b>45</b>	<b>129</b>	<b>11</b>	<b>1</b>	<b>633</b>	<b>167</b>	<b>Net: 10</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: 21									
Fairfield, Vacaville, Suisun, Dixon					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
Horizon at One Lake	Brookfield	FF		ATMU	50	0	4	12	0	0	18	10	0.29	0.40
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	9	14	0	0	21	5	0.34	0.20
Monte Verde	Century	FF		DTMU	124	0	5	14	1	0	64	32	1.16	1.28
Luminescence at Liberty	DeNova	RV		AASF	311	0	10	3	0	3	96	21	0.94	0.84
One56 at One Lake	DeNova	FF		DTMU	56	0	4	15	0	0	50	31	1.00	1.24
Iris at The Villages	DR Horton	FF		DTMU	119	3	5	13	1	0	29	27	0.99	1.08
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	3	9	1	0	23	15	0.47	0.60
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	4	8	1	0	24	19	0.49	0.76
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	2	7	0	0	66	17	0.77	0.68
Creston at One Lake	Lennar	FF		DTMU	130	0	3	0	0	0	127	19	0.89	0.76
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	3	5	7	2	1	40	27	0.63	1.08
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	6	1	0	35	18	0.54	0.72
Midway Grove at Homestead	Richmond American	DX		DTMU	88	0	2	2	1	0	86	4	0.57	0.16
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	3	0	0	0	44	20	0.48	0.80
Seasons at Homestead	Richmond American	DX		DTMU	85	5	5	11	4	0	25	14	0.39	0.56
Sutton at Parklane	Richmond American	DX		DTMU	121	3	5	4	3	0	75	19	0.64	0.76
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMU	74	0	4	15	0	0	70	22	1.04	0.88
Farmstead Square	Taylor Morrison	VC		DTMU	130	0	6	6	1	0	114	23	0.85	0.92
Shimmer at One Lake	TRI Pointe	FF		DTMU	96	0	4	6	0	0	81	10	0.59	0.40
Splash at One Lake	TRI Pointe	FF	Rsv's	DTMU	72	0	1	11	0	0	71	12	0.58	0.48
Glisten at One Lake	TriPointe	FF	New	DTMU	75	2	2	24	0	0	0	0	0.00	0.00
<b>TOTALS: No. Reporting: 21</b>		<b>Avg. Sales: 0.57</b>			<b>Traffic to Sales: 12 : 1</b>			<b>89</b>	<b>187</b>	<b>16</b>	<b>4</b>	<b>1159</b>	<b>365</b>	<b>Net: 12</b>

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

Bay Area			Projects Participating: 115						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 115</b>	<b>Avg. Sales: 0.66</b>	<b>Traffic to Sales: 16 : 1</b>	<b>513</b>	<b>1351</b>	<b>87</b>	<b>11</b>	<b>6192</b>	<b>1901</b>	<b>Net: 76</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

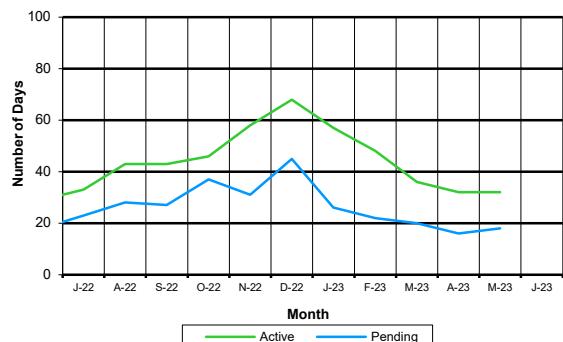
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-22	276	46	140	37	186	875,762
Nov-22	223	58	103	31	155	885,403
Dec-22	148	68	79	45	147	878,564
Jan-23	169	57	110	26	103	893,713
Feb-23	138	48	136	22	137	872,019
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



## San Jose Metro SFD Monthly MLS Survey

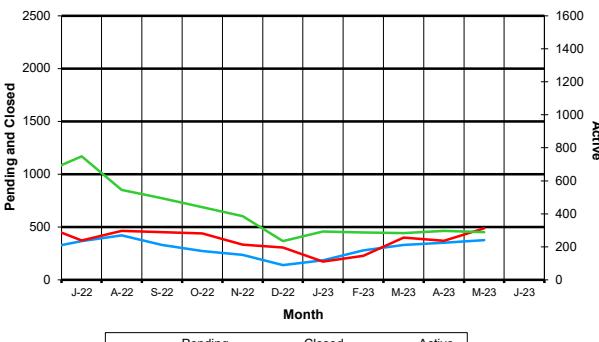
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Jan-23	292	60	184	33	172	1,549,741
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

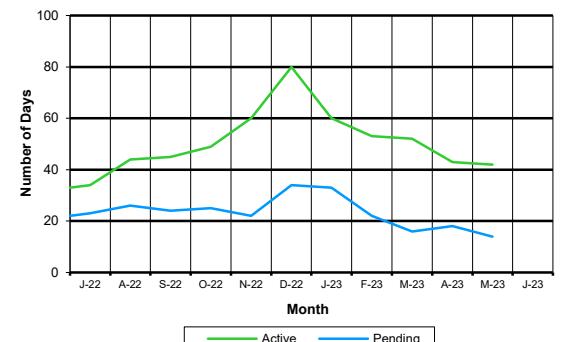
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





# The Ryness Company

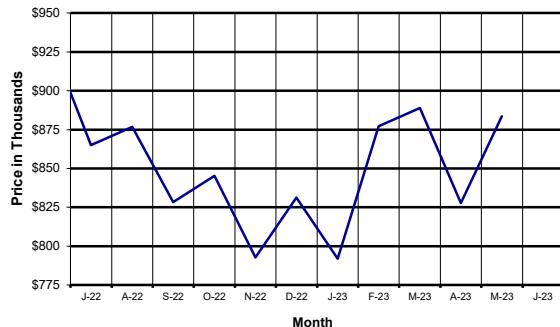
Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

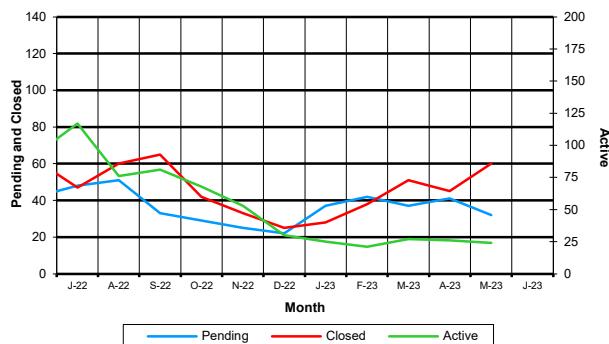
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-22	68	39	29	44	42	845,285
Nov-22	53	47	25	38	33	792,682
Dec-22	30	50	22	45	25	831,240
Jan-23	25	41	37	35	28	791,926
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

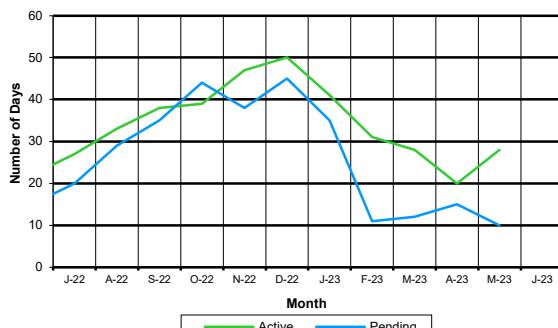
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

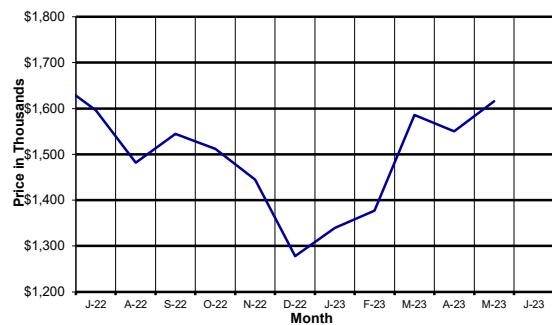


## Amador Valley SFD Monthly MLS Survey

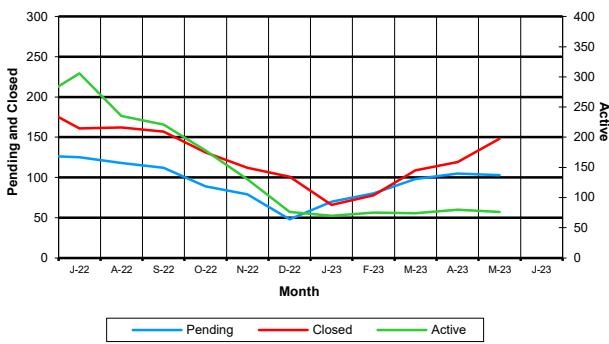
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-23	70	54	70	32	66	1,339,476
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

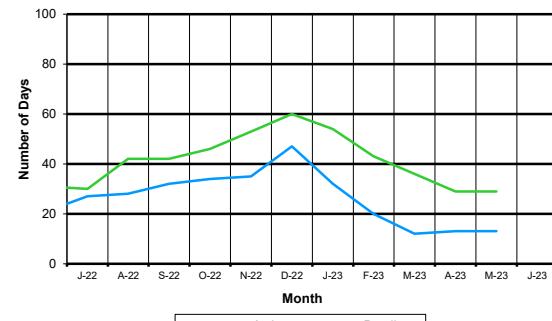
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



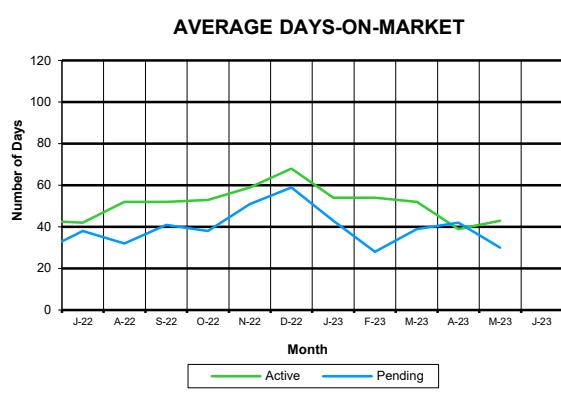
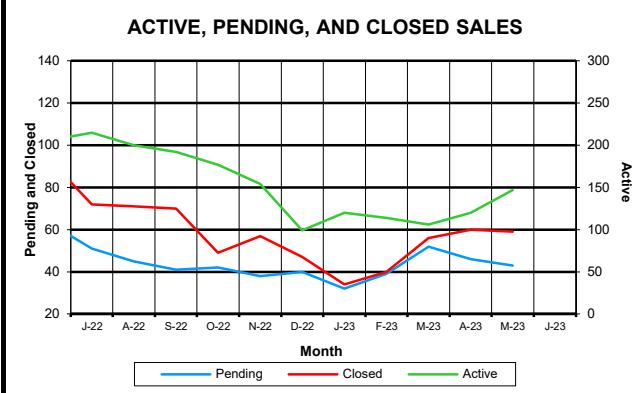


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Marketing Research Department

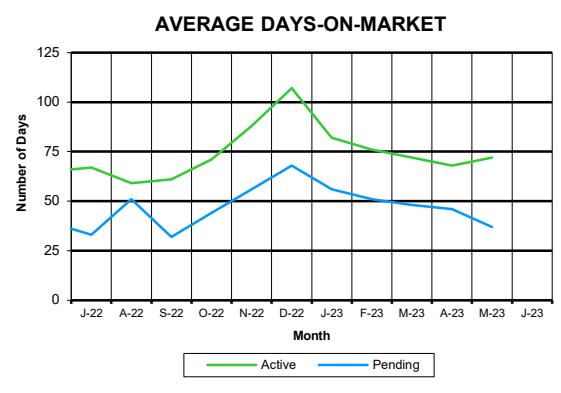
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Oct-22	177	53	42	38	619,702
Nov-22	154	59	38	51	620,131
Dec-22	99	68	40	59	644,517
Jan-23	120	54	32	43	634,384
Feb-23	114	54	39	28	604,989
Mar-23	106	52	52	39	684,775
Apr-23	120	39	46	42	650,716
May-23	147	43	43	30	656,398



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Jan-23	616	82	130	56	127	1,343,962
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





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Marketing Research Department

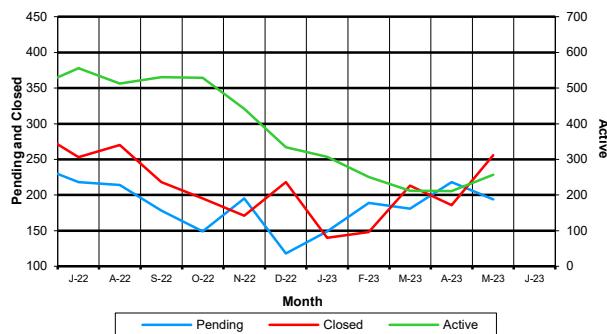
## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

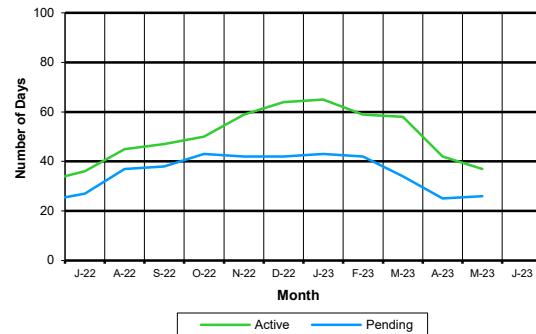
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-22	529	50	149	43	195	727,329
Nov-22	442	59	195	42	171	677,926
Dec-22	334	64	118	42	218	671,389
Jan-23	307	65	149	43	140	631,693
Feb-23	251	59	189	42	148	669,616
Mar-23	212	58	181	34	213	673,048
Apr-23	211	42	218	25	186	714,206
May-23	257	37	194	26	256	712,356



### ACTIVE, PENDING, AND CLOSED SALES



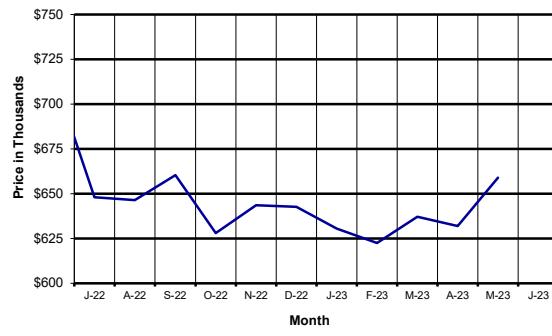
### AVERAGE DAYS-ON-MARKET



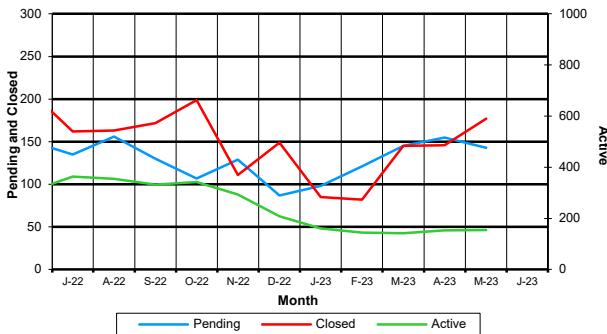
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-22	342	53	107	39	199	627,972
Nov-22	294	60	129	47	111	643,510
Dec-22	208	73	87	58	149	642,706
Jan-23	161	74	98	60	85	630,506
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

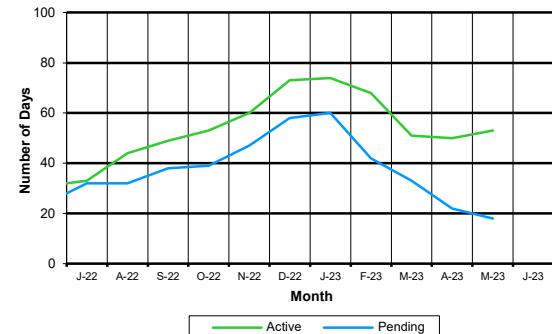
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



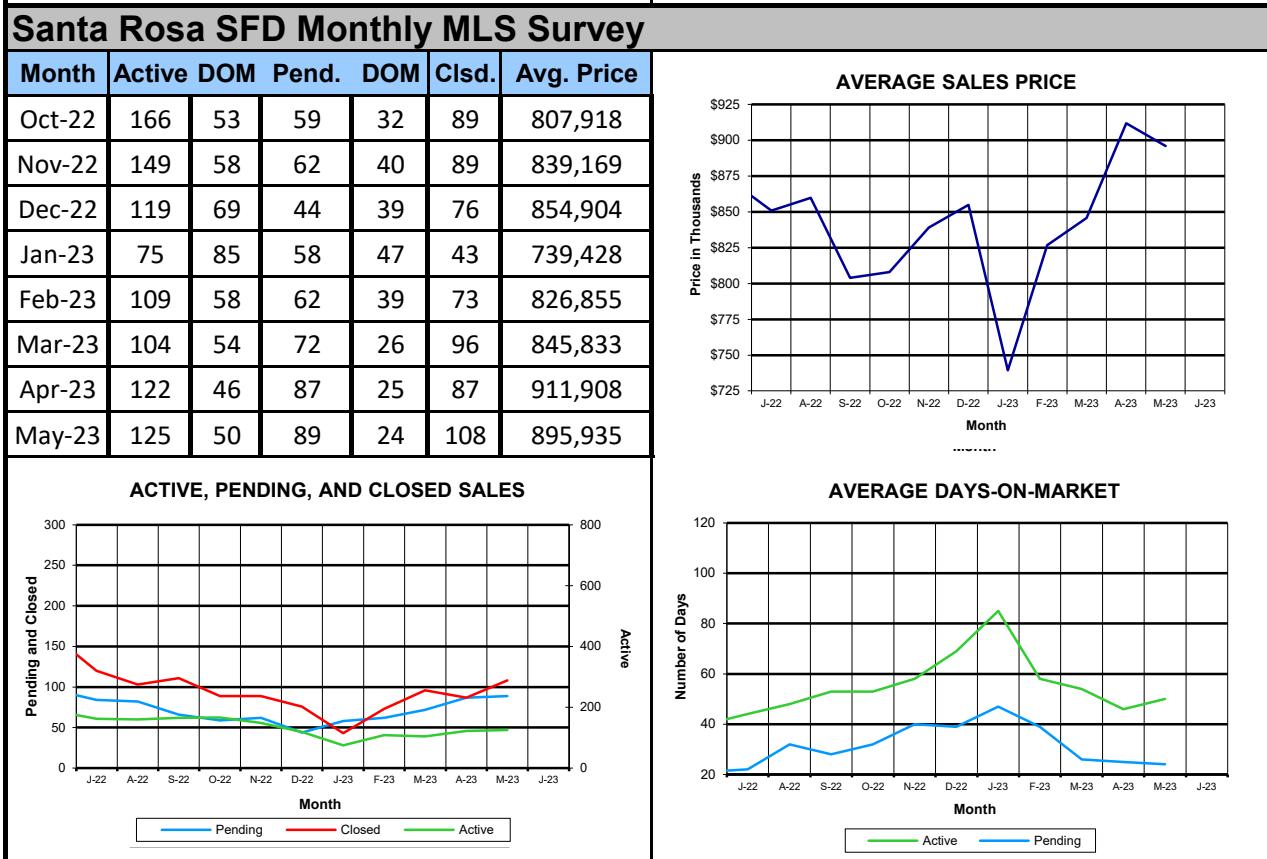
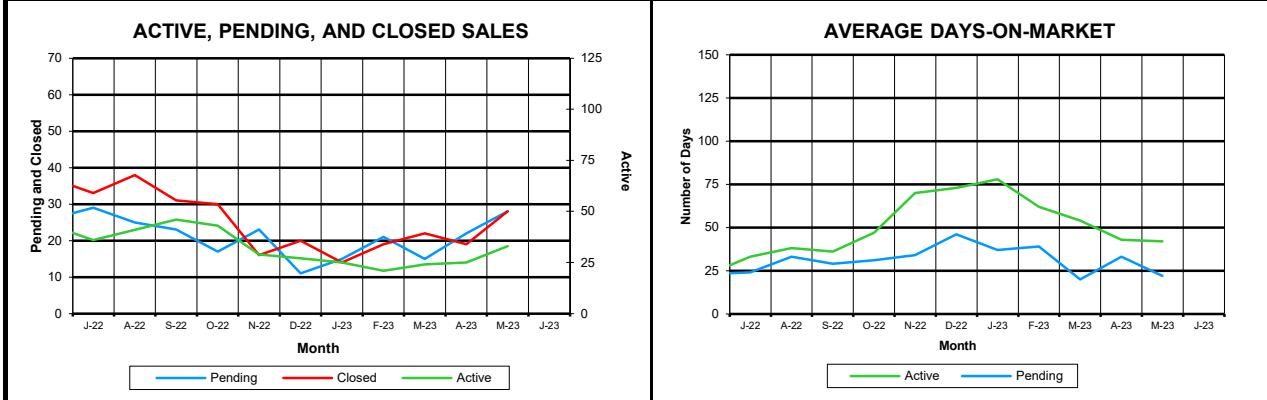


# The Ryness Company

Marketing Research Department

## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Oct-22	43	47	17	31	30	538,650
Nov-22	29	70	23	34	16	506,934
Dec-22	27	73	11	46	20	538,347
Jan-23	25	78	15	37	14	466,445
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



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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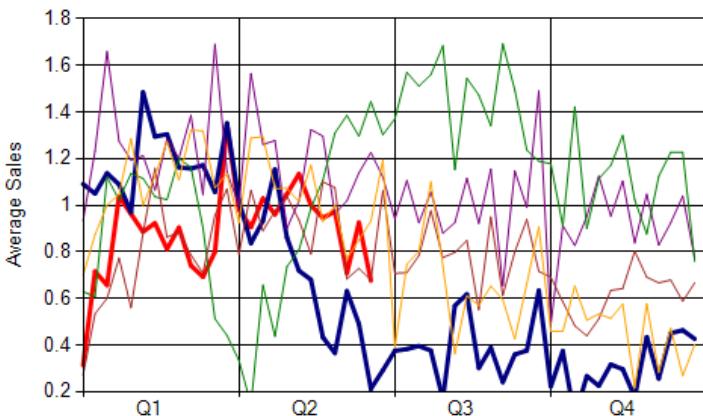
## Central Valley

Week 25

Ending: Sunday, June 25, 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	145	5	1	4	0.36	1.10	-67%	1.24	-71%	
San Joaquin County		46	700	40	7	33	0.72	0.85	-16%	0.93	-23%	
Stanislaus County		9	51	5	2	3	0.33	0.66	-50%	0.79	-58%	
Merced County		10	112	14	4	10	1.00	0.80	25%	0.91	9%	
Madera County		8	67	6	1	5	0.63	0.74	-16%	0.87	-28%	
Fresno County		27	230	26	6	20	0.74	1.01	-27%	1.08	-32%	
<b>Current Week Totals</b>	Traffic : Sales	<b>14 : 1</b>	<b>111</b>	<b>1305</b>	<b>96</b>	<b>21</b>	<b>75</b>	<b>0.68</b>	<b>0.89</b>	<b>-24%</b>	<b>0.98</b>	<b>-31%</b>
Per Project Average				12	0.86	0.19	0.68					
<b>Year Ago - 06/26/2022</b>	Traffic : Sales	<b>18 : 1</b>	<b>104</b>	<b>1029</b>	<b>57</b>	<b>35</b>	<b>22</b>	<b>0.21</b>	<b>0.95</b>	<b>-78%</b>	<b>0.81</b>	<b>-74%</b>
% Change				7%	27%	68%	-40%	241%	219%	-7%	20%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 25

### 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	67	25	1.21	0.15	1.06	0.80
■	2019	77	22	0.98	0.14	0.83	0.77
■	2020	81	21	1.13	0.20	0.93	1.11
■	2021	105	17	1.33	0.12	1.21	1.09
■	2022	103	14	1.12	0.17	0.95	0.64
■	2023	106	14	1.02	0.14	0.89	0.89
% Change:		3%	-2%	-9%	-21%	-7%	37%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	
	<b>6.25%</b>	<b>6.45%</b>	The housing market is holding up reasonably well in the face of higher interest rates and the potential for recession early next year. Housing starts unexpectedly shot up 21.7% in May from April to a 1.631 million-unit annualized pace. Gains were broad based, with a near three-year sequential jump in single-family starts, while multifamily starts rocketed 27.1% on the month. Single-family permits climbed for the fourth straight month in a sign that builders are scaling up development in response to more favorable supply side conditions and a steady stream of buyers. Softening mortgage rates in the first few months of the year incrementally improved affordability for buyers. According to Freddie Mac, the monthly average 30-year fixed mortgage rate steadied between 6.3% and 6.5% in March and April after peaking at 7.1% in October 2022. Despite improved affordability, mortgage rates remain far above their pre-pandemic normal. Low inventory continues to constrain the resale market and nudge buyers toward new construction. Source: Wells Fargo Bank Wells Fargo Weekly Economic & Financial Commentary
<b>FHA</b>	<b>6.25%</b>	<b>6.50%</b>	
<b>10 Yr Yield</b>	<b>3.73%</b>		
			

# The Ryness Report

Week Ending  
Sunday, June 25, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Tracy/Mountain House					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
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	0	6	25	0	1	104	28	1.03	1.12
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	0	4	25	0	0	70	36	0.69	1.44
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	3	6	2	0	86	34	1.16	1.36
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	0	3	3	0	0	19	19	0.85	0.85
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	3	4	0	0	21	21	0.94	0.94
Hillview	Lennar	TH		DTMJ	214	0	8	1	0	0	52	28	0.94	1.12
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	0	3	9	1	0	32	25	0.80	1.00
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	1	4	0	0	198	31	0.90	1.24
Sunhaven at Tracy Hills	Lennar TSO	TH		DTMJ	64	0	TSO	8	0	0	37	27	1.02	1.08
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	5	27	0	0	130	37	1.08	1.48
Langston at Mountain House	Shea	MH		ATMJ	302	4	7	33	2	0	212	41	1.19	1.64
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.36</b>		<b>Traffic to Sales: 29 : 1</b>				<b>43</b>	<b>145</b>	<b>5</b>	<b>1</b>	<b>961</b>	<b>327</b>
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 11									
					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
Talavera	DR Horton TSO	LD		DTMJ	27	0	TSO	2	0	0	25	8	0.48	0.32
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	0	3	5	0	0	100	31	0.87	1.24
Santorini	KB Home	SK		DTMJ	86	0	1	0	0	0	85	16	0.86	0.64
The Preserve at Creekside	KB Home	SK		DTMJ	128	4	7	10	1	1	13	13	0.85	0.85
Verona at Destinations	KB Home	SK		ATMJ	106	3	5	5	1	0	99	21	0.87	0.84
Keys II at Westlake	Lennar	SK		DTMJ	86	0	5	24	1	0	17	15	0.54	0.60
Shoreside at Westlake	Lennar	SK		DTMJ	99	3	6	24	1	0	11	11	0.49	0.49
Waterside at Westlake	Lennar	SK		DTMJ	92	0	5	24	0	0	8	8	0.46	0.46
Westlake	Meritage	SK		DTMJ	84	3	4	7	2	1	73	30	1.09	1.20
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	6	6	1	0	37	14	0.53	0.56
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	6	7	0	0	40	19	0.59	0.76
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.45</b>		<b>Traffic to Sales: 16 : 1</b>				<b>48</b>	<b>114</b>	<b>7</b>	<b>2</b>	<b>508</b>	<b>186</b>
City Codes: LD = Lodi, SK = Stockton														

# The Ryness Report

Week Ending  
Sunday, June 25, 2023

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 35										
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		
Griffin Park	Atherton TSO	MN		DTMJ	267	0	TSO	32	0	0	156	16	1.53	0.64	
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	0	2	14	3	1	30	30	1.29	1.29	
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	3	21	1	1	77	42	1.20	1.68	
Summit at North Main	DR Horton TSO	MN		DTST	67	0	TSO	0	0	0	60	10	0.89	0.40	
Yosemite Greens	DR Horton	MN		DTMJ	99	0	3	22	1	0	67	44	1.52	1.76	
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	5	5	19	2	0	32	20	0.64	0.80	
Balboa at River Islands	Kiper	LP		DTMJ	172	0	1	41	0	0	100	35	0.96	1.40	
Freestone	Kiper	MN	Rsv's	DTMJ	60	0	4	33	1	0	49	22	0.71	0.88	
Skye at River Islands	Kiper	LP		DTMJ	155	0	4	38	1	1	71	24	0.83	0.96	
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	5	4	0	0	124	13	0.33	0.52	
Horizon at River Islands	Lennar	LP		DTMJ	143	0	5	3	0	1	136	29	1.11	1.16	
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	12	0	0	146	33	1.20	1.32	
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	6	25	1	0	100	51	1.10	2.04	
Arbor Bend- Linden	Meritage	MN		DTMJ	268	0	4	3	0	0	145	35	1.19	1.40	
Laguna at River Islands	Pulte	LP		DTMJ	110	5	6	3	2	0	59	31	0.70	1.24	
Sanctuary at River Islands	Pulte	LP		DTMJ	91	6	4	2	5	0	76	34	0.90	1.36	
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	2	15	1	0	55	5	0.63	0.20	
Passport at Griffin Park	Raymus	MN		DTMJ	101	3	3	15	3	1	92	21	1.04	0.84	
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	4	8	1	0	33	21	0.53	0.84	
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	4	8	0	0	92	20	0.90	0.80	
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	3	8	0	0	1	1	0.44	0.44	
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	7	12	0	0	30	17	0.48	0.68	
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	7	1	0	44	25	0.59	1.00	
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	0	7	5	0	0	2	2	0.88	0.88	
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	1	6	23	0	0	80	26	0.98	1.04	
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	5	27	0	0	63	20	0.69	0.80	
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	4	23	0	0	29	22	0.56	0.88	
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	3	4	13	1	0	45	19	0.66	0.76	
Avalon at River Islands	Trumark	LP		DTMJ	57	0	3	20	3	0	33	11	0.44	0.44	
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	9	33	0	0	40	7	0.58	0.28	
Dawn at The Collective	Trumark	MN		AASF	76	0	14	14	0	0	11	6	0.17	0.24	
Vida at The Collective	Trumark	MN		AASF	103	0	7	14	3	0	22	12	0.31	0.48	
Hideaway II at River Islands	Van Daele	LP		ATST	108	4	5	24	2	0	25	19	0.46	0.76	
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	4	32	0	0	17	17	1.40	1.40	
Avendale	Warmington	MN		DTMJ	49	0	6	13	1	0	21	21	1.37	1.37	
<b>TOTALS: No. Reporting: 35</b>		<b>Avg. Sales: 0.80</b>			<b>Traffic to Sales: 18 : 1</b>				<b>157</b>	<b>586</b>	<b>33</b>	<b>5</b>	<b>2163</b>	<b>761</b>	<b>Net: 28</b>

City Codes: MN = Manteca, LP = Lathrop

Modesto				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		
Avalon	Bright	CE		DTMJ	33	0	7	2	0	1	23	15	0.53	0.60	
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: -1.00</b>			<b>Traffic to Sales: N/A</b>				<b>7</b>	<b>2</b>	<b>0</b>	<b>1</b>	<b>23</b>	<b>15</b>	<b>Net: -1</b>

City Codes: CE = Ceres

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 6									
Stanislaus 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 Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	6	7	2	1	103	14	0.99	0.56
Carmel Ranch	K Hovnanian	OD		DTMJ	50	0	5	6	0	0	5	5	0.23	0.23
Acacia at Patterson Ranch	KB Home	PR		DTMJ	80	0	7	9	1	0	5	5	1.52	1.52
Fieldstone II	KB Home	TSO		DTST	50	0	TSO	3	0	0	44	17	0.72	0.68
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	3	6	9	2	0	175	20	1.06	0.80
T Street Customs	SQM	NW		DTMJ	10	0	4	1	0	0	1	1	0.02	0.04
<b>TOTALS: No. Reporting: 6</b>		<b>Avg. Sales: 0.67</b>			<b>Traffic to Sales: 7 : 1</b>				<b>28</b>	<b>35</b>	<b>5</b>	<b>1</b>	<b>333</b>	<b>62</b>
City Codes: PR = Patterson, OD = Oakdale, 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		DTMJ	116	0	5	10	0	0	39	23	0.68	0.92
Les Chateaux	KB Home	TK		DTMJ	60	0	5	4	0	0	55	28	0.78	1.12
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: NA</b>				<b>10</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>94</b>	<b>51</b>
City Codes: KY = Keyes, TK = Turlock														

Merced County					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
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	6	4	0	1	63	25	0.90	1.00
Lantana	DR Horton	MD		DTMJ	99	7	15	20	5	0	37	34	1.26	1.36
Monterra VI	DR Horton	MD		DTMJ	61	2	6	20	2	1	19	19	1.85	1.85
New castle	DR Horton	MD		DTMJ	33	0	10	3	1	0	14	14	1.05	1.05
Stonridge South III	DR Horton	MD		DTMJ	64	0	11	15	1	1	24	24	0.95	0.96
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	14	17	1	0	44	12	0.46	0.48
Sunrise Ranch	Meritage	LB		DTMJ	87	0	7	4	0	0	80	30	0.95	1.20
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	3	4	17	2	1	53	11	0.60	0.44
Cypress Terrace	Stonefield Home	MD		DTST	163	5	3	6	2	0	127	19	0.64	0.76
Villas II, The	Stonefield Home	LB		DTST	191	0	3	6	0	0	94	8	0.75	0.32
<b>TOTALS: No. Reporting: 10</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 8 : 1</b>				<b>79</b>	<b>112</b>	<b>14</b>	<b>4</b>	<b>555</b>	<b>196</b>
City Codes: LB = Los Banos, MD = Merced														

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8										
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	0	7	2	0	0	43	22	0.66	0.88	
Omni	Century	MDA		DTMJ	61	0	11	3	0	1	21	19	0.51	0.76	
Pecan Square	DR Horton	MDA		DTMJ	112	0	11	17	3	0	40	40	1.65	1.60	
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	4	22	1	0	17	14	0.45	0.56	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	9	0	0	106	3	0.84	0.12	
Riverstone - Clementine II	Lennar	MDA		DTST	59	4	5	9	2	0	30	30	1.24	1.20	
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	6	0	0	0	23	3	0.18	0.12	
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	4	5	0	0	44	4	0.35	0.16	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.63</b>			<b>Traffic to Sales: 11 : 1</b>				<b>50</b>	<b>67</b>	<b>6</b>	<b>1</b>	<b>324</b>	<b>135</b>	<b>Net: 5</b>
City Codes: CW = Chowchilla, MDA = Madera															

Fresno County					Projects Participating: 27										
					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	0	6	4	1	0	71	21	0.80	0.84	
Mbnaarch	Century	KB		DTMJ	64	0	1	0	1	0	63	14	0.63	0.56	
Olivewood	Century	FR		DTMJ	169	0	7	4	1	0	162	21	1.53	0.84	
The Crossings II	Century	KER		DTMJ	104	0	7	5	0	0	84	29	1.20	1.16	
Serenade	DR Horton	SAN		DTMJ	129	0	5	10	0	0	17	17	2.05	2.05	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.57	0.00	
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	8	3	0	0	28	2	0.37	0.08	
Centrella Estates	KB Home	FR		DTMJ	74	0	6	22	1	1	36	36	2.71	2.71	
Centrella Villas	KB Home	FR		DTMJ	107	0	4	13	0	0	60	36	1.24	1.44	
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	12	2	0	14	14	1.26	1.26	
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	3	3	0	0	6	6	0.95	0.95	
Legacy at Highland	KB Home	CV		DTMJ	42	0	3	12	2	1	29	29	1.06	1.16	
Brambles- Starling	Lennar	FR		ATST	150	0	5	8	0	0	139	31	1.18	1.24	
Catalina Park - Surf	Lennar	FR		DTMJ	82	6	5	9	5	1	32	27	1.17	1.08	
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	0	2	2	2	0	55	34	0.81	1.36	
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	0	5	9	0	1	16	16	1.30	1.30	
Juniper Hills- Solana	Lennar	FR		DTST	77	0	2	9	1	0	29	29	1.25	1.25	
Juniper Hills- Surf	Lennar	FR		DTMJ	148	0	8	9	0	2	20	19	0.79	0.76	
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	0	2	12	3	0	69	34	1.00	1.36	
Veneto Park - Starling Townhomes	Lennar	CV		ATMJ	185	6	6	4	6	0	102	64	0.89	2.56	
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	3	0	0	0	0	0.00	0.00	
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	4	8	0	0	3	3	0.37	0.37	
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	3	0	0	0	55	7	0.36	0.28	
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	26	0	0	40	5	0.26	0.20	
Somerset Crossing	Woodside	FO		ATST	99	3	3	10	1	0	50	11	0.42	0.44	
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	4	5	0	0	86	2	0.56	0.08	
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	2	28	0	0	52	4	0.34	0.16	
<b>TOTALS: No. Reporting: 27</b>		<b>Avg. Sales: 0.74</b>			<b>Traffic to Sales: 9 : 1</b>				<b>131</b>	<b>230</b>	<b>26</b>	<b>6</b>	<b>1444</b>	<b>511</b>	<b>Net: 20</b>
City Codes: REE = Reedley, KB = Kingsburg, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant															

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 111						
Central Valley					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 111</b>					553	1305	96	21	6405	2244	Net: 75
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											

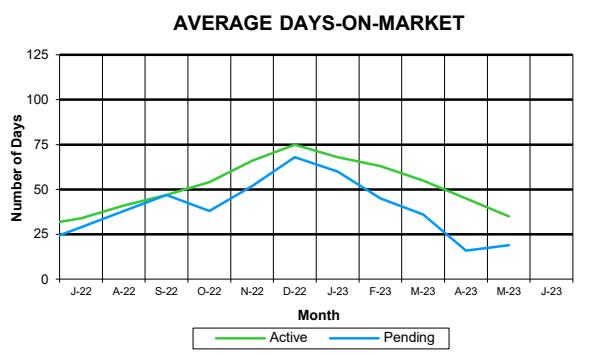
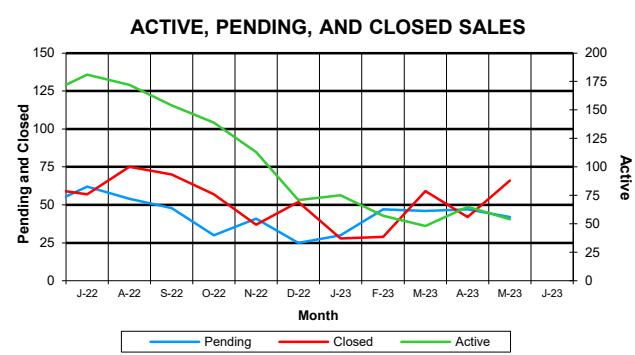


# The Ryness Company

Marketing Research Department

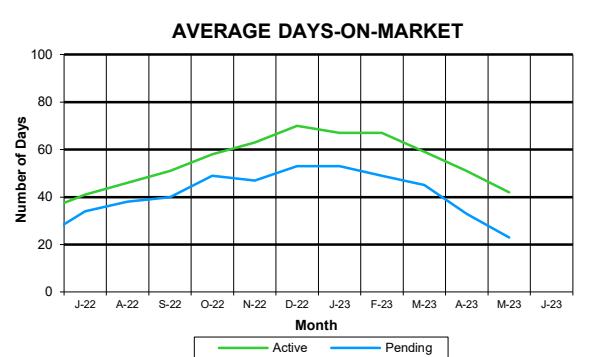
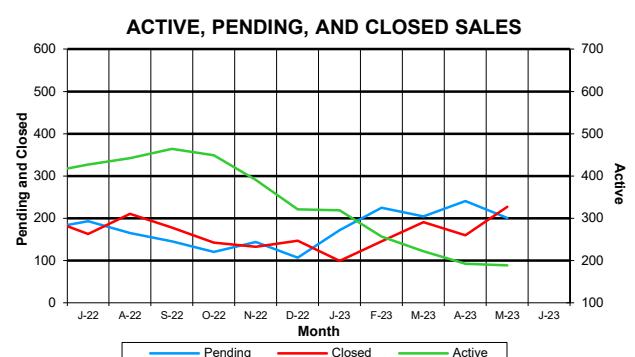
## Tracy SFD Monthly MLS Survey

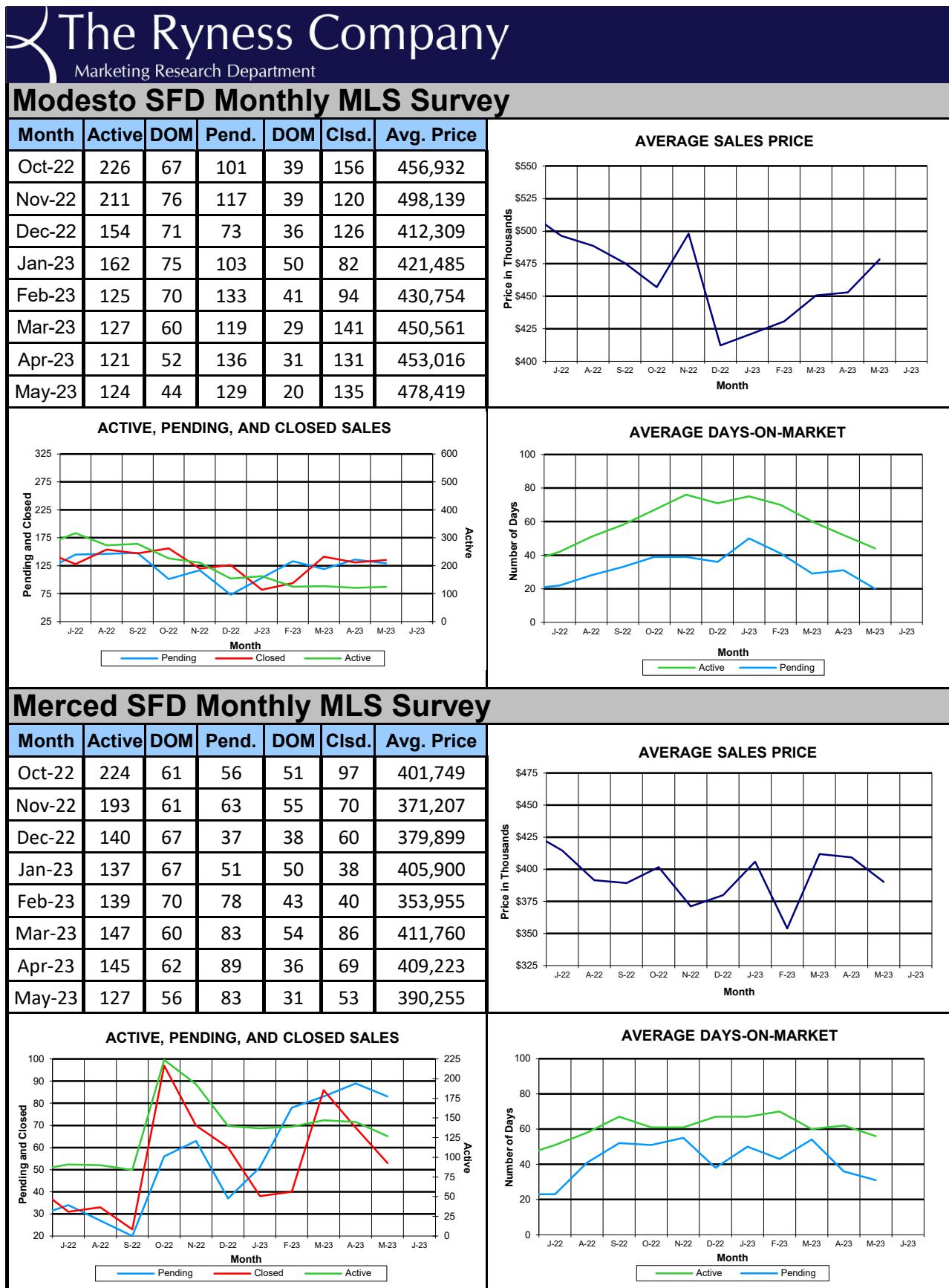
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Oct-22	139	54	30	38	57	688,501
Nov-22	113	66	41	52	37	694,184
Dec-22	71	75	25	68	52	699,475
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-23	319	67	172	53	99	409,545
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





# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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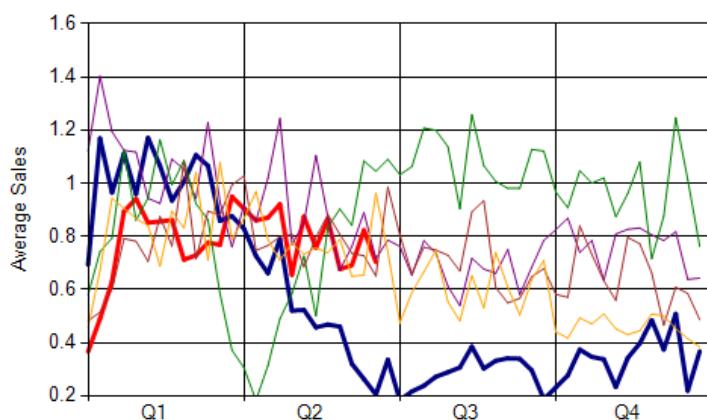
## Sacramento

Week 25

Ending: Sunday, June 25, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Diff.	Prev. 13 Wks. Avg.	Diff.	
South Sacramento		28	567	27	4	23	0.82	0.83	-2%	0.93	-12%	
Central & North Sacramento		34	383	25	3	22	0.65	0.69	-6%	0.80	-19%	
Folsom		18	259	14	1	13	0.72	0.86	-16%	0.96	-25%	
El Dorado		9	97	9	1	8	0.89	0.62	44%	0.68	32%	
Placer & Nevada		63	882	50	3	47	0.75	0.84	-11%	0.80	-7%	
Yolo		10	64	6	1	5	0.50	0.75	-33%	0.74	-32%	
Amador County		1	13	0	0	0	0.00	0.04	-100%	0.00	0.00	
Northern Counties		15	122	10	3	7	0.47	0.68	-32%	0.78	-40%	
<b>Current Week Totals</b>	Traffic : Sales	17:1	<b>178</b>	<b>2387</b>	<b>141</b>	<b>16</b>	<b>125</b>	<b>0.70</b>	<b>0.78</b>	<b>-9%</b>	<b>0.82</b>	<b>-14%</b>
Per Project Average			13	0.79	0.09	0.70						
<b>Year Ago - 06/26/2022</b>	Traffic : Sales	24:1	<b>176</b>	<b>1699</b>	<b>70</b>	<b>34</b>	<b>36</b>	<b>0.20</b>	<b>0.76</b>	<b>-73%</b>	<b>0.59</b>	<b>-66%</b>
<b>% Change</b>			1%	40%	101%	-53%	247%	243%	2%		38%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 25

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	127	26	0.94	0.13	0.80	0.66
■	2019	141	23	0.90	0.11	0.78	0.73
■	2020	147	16	0.92	0.17	0.75	0.89
■	2021	158	18	1.07	0.09	0.98	0.85
■	2022	171	15	0.90	0.14	0.76	0.52
■	2023	181	15	0.91	0.13	0.78	0.78
% Change:		6%	2%	0%	-7%	2%	48%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.25%	APR 6.45%	
FHA	6.25%	6.50%	The housing market is holding up reasonably well in the face of higher interest rates and the potential for recession early next year. Housing starts unexpectedly shot up 21.7% in May from April to a 1.631 million-unit annualized pace. Gains were broad based, with a near three-year sequential jump in single-family starts, while multifamily starts rocketed 27.1% on the month. Single-family permits climbed for the fourth straight month in a sign that builders are scaling up development in response to more favorable supply side conditions and a steady stream of buyers. Softening mortgage rates in the first few months of the year incrementally improved affordability for buyers. According to Freddie Mac, the monthly average 30-year fixed mortgage rate steadied between 6.3% and 6.5% in March and April after peaking at 7.1% in October 2022. Despite improved affordability, mortgage rates remain far above their pre-pandemic normal. Low inventory continues to constrain the resale market and nudge buyers toward new construction. Source: Wells Fargo Bank Wells Fargo Weekly Economic & Financial Commentary
10 Yr Yield	3.73%		
			

# 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 Rnrg	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	2	3	29	2	0	50	22	1.18	0.88	
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	7	5	29	6	1	61	37	1.44	1.48	
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	4	8	1	1	57	31	1.38	1.24	
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	0	4	129	0	0	8	8	0.72	0.72	
The Retreats	K Hovnanian	RM		DTMJ	62	0	3	0	1	0	12	7	0.22	0.28	
Allegro	KB Home	LN		ATMJ	72	0	2	12	2	0	62	27	0.85	1.08	
Travisso	KB Home	LN		DTMJ	422	0	6	12	0	0	35	3	0.46	0.12	
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	4	19	1	0	8	8	1.51	1.51	
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	0	2	19	1	0	2	2	1.56	1.56	
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	0	0	0	138	38	0.99	1.52	
Cornerstone Commons	Meritage	LN		DTMJ	83	0	3	5	1	0	34	20	0.55	0.80	
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	5	10	1	0	43	23	0.69	0.92	
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	6	26	0	0	25	19	0.45	0.76	
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	5	4	1	0	18	17	0.58	0.68	
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	7	5	0	0	73	13	0.70	0.52	
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	2	8	2	0	28	11	0.41	0.44	
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	0	6	32	1	1	42	36	0.84	1.44	
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	3	4	19	0	0	26	24	0.81	0.96	
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	4	22	0	1	29	24	0.90	0.96	
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	3	21	1	0	16	11	0.50	0.44	
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	1	20	0	0	24	19	0.74	0.76	
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	4	25	0	0	41	21	1.16	0.84	
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	2	29	1	0	38	30	1.08	1.20	
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	1	33	0	0	30	23	0.85	0.92	
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	3	1	0	0	0	0	0.00	0.00	
Wildhawk South- Latitude	Taylor Morrison TSO	SO		DTMJ	152	2	TSO	8	3	0	5	5	4.38	4.38	
Cedar Creek	Tim Lewis	GT		DTMJ	112	3	5	15	2	0	65	22	0.67	0.88	
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	4	27	0	0	69	20	0.64	0.80	
<b>TOTALS: No. Reporting: 28</b>		<b>Avg. Sales: 0.82</b>			<b>Traffic to Sales: 21 : 1</b>				<b>99</b>	<b>567</b>	<b>27</b>	<b>4</b>	<b>1039</b>	<b>521</b>	<b>Net: 23</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19										
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	5	2	0	0	41	2	0.29	0.08	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	2	27	0	0	16	16	1.32	1.32	
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	3	3	23	2	0	132	13	0.62	0.52	
Racer at Rio Del Oro	Elliott	RO		DTMJ	117	3	4	8	2	0	18	10	0.40	0.40	
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	3	5	10	1	0	12	6	0.24	0.24	
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	2	5	2	0	42	14	0.57	0.56	
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	3	14	0	0	20	18	0.52	0.72	
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	3	4	0	0	43	15	0.58	0.60	
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	11	4	2	0	59	17	0.79	0.68	
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	12	0	0	70	5	0.52	0.20	
Viridian	Lennar	RO		DTST	185	0	2	1	0	0	183	12	0.88	0.48	
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	6	64	0	0	8	5	0.16	0.20	
Ban (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	0	4	0	0	0	21	7	0.35	0.28	
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	4	16	0	0	15	13	0.25	0.52	
Ascent at Montelena	Pulte	RO		DTMJ	127	4	5	11	1	0	21	16	0.55	0.64	
Solis at Montelena	Pulte	RO		DTMJ	55	0	6	10	0	0	4	1	0.09	0.04	
Vista at Montelena	Pulte	RO		DTMJ	38	0	5	10	0	0	17	13	0.38	0.52	
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	4	35	1	0	46	26	0.67	1.04	
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	6	9	0	0	159	16	0.80	0.64	
<b>TOTALS: No. Reporting: 19</b>					<b>Avg. Sales: 0.58</b>			<b>Traffic to Sales: 24 : 1</b>	<b>82</b>	<b>265</b>	<b>11</b>	<b>0</b>	<b>927</b>	<b>225</b>	<b>Net: 11</b>

Qty Codes: CH = Citrus Heights, RO = Rancho Cordova, FO = Fair Oaks

North Sacramento					Projects Participating: 15										
					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	
Artisan - The Cove	Beazer	SO		DTST	145	0	1	8	0	0	130	9	0.67	0.36	
Edgeview - The Cove	Beazer	SO		ATST	156	0	2	1	0	0	146	24	0.93	0.96	
Westward - The Cove	Beazer	SO		DTST	122	2	4	13	2	0	95	16	0.56	0.64	
Windrow - The Cove	Beazer	SO		DTST	167	0	1	4	0	0	153	20	0.81	0.80	
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	4	10	2	1	134	44	0.94	1.76	
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	4	3	15	3	0	142	50	0.99	2.00	
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	6	1	0	108	24	0.85	0.96	
Northlake - Bleau	Lennar	SO		DTMJ	236	0	3	10	1	1	113	28	0.89	1.12	
Northlake - Crestvue	Lennar	SO		DTMJ	97	0	1	5	0	1	96	17	0.76	0.68	
Northlake - Drifton	Lennar	SO		DTMJ	134	0	3	10	1	0	101	27	0.85	1.08	
Northlake - Lakelet	Lennar	SO		DTMJ	134	3	4	10	2	0	104	26	0.82	1.04	
Northlake - Shor	Lennar	SO		DTMJ	140	0	2	5	0	0	116	31	0.91	1.24	
Northlake - Watersyde	Lennar	SO		DTMJ	127	0	4	6	0	0	103	19	0.81	0.76	
Northlake - Wavmor	Lennar	SO		DTMJ	153	3	5	10	2	0	103	17	0.81	0.68	
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	5	5	0	0	82	35	0.84	1.40	
<b>TOTALS: No. Reporting: 15</b>					<b>Avg. Sales: 0.73</b>			<b>Traffic to Sales: 8 : 1</b>	<b>45</b>	<b>118</b>	<b>14</b>	<b>3</b>	<b>1726</b>	<b>387</b>	<b>Net: 11</b>

Qty Codes: SO = Sacramento, AO = Antelope

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 18									
Folsom Area					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
Sycamore Creek	JMC	FM		DTMJ	44	0	2	1	0	0	42	1	0.32	0.04
Soleil at Folsom Ranch	KB Home	FM		DTMJ	109	0	1	4	1	0	108	9	0.94	0.36
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	10	2	1	50	40	0.83	1.60
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	0	3	5	0	0	33	19	0.55	0.76
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	3	4	10	2	0	39	19	0.68	0.76
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	3	3	10	2	0	114	34	0.92	1.36
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	0	7	45	0	0	0	0	0.00	0.00
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	0	2	5	0	0	3	3	0.37	0.37
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	4	11	1	0	54	16	0.48	0.64
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	11	0	0	40	17	0.49	0.68
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	5	15	0	0	33	31	1.13	1.24
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	6	7	19	1	0	23	23	0.79	0.92
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	4	14	0	0	21	21	0.72	0.84
Silver Crest at Russell Ranch	The New Home Co	FM		DTMJ	108	0	1	7	0	0	107	8	0.61	0.32
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	15	2	0	34	34	1.87	1.87
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	2	31	1	0	30	17	0.56	0.68
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	41	0	4	15	1	0	27	27	1.49	1.49
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	2	31	1	0	33	20	0.62	0.80
<b>TOTALS: No. Reporting: 18</b>		<b>Avg. Sales: 0.72</b>			<b>Traffic to Sales: 19 : 1</b>				<b>59</b>	<b>259</b>	<b>14</b>	<b>1</b>	<b>791</b>	<b>339</b>
City Codes: FM = Folsom														

El Dorado 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
Revere	Blue Mountain	RE		DTMJ	51	3	3	17	1	0	41	8	0.37	0.32
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	0	2	13	2	0	98	12	0.64	0.48
Manzanita at Saratoga	Elliott	BH		DTMJ	103	0	3	14	1	0	62	7	0.42	0.28
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	13	1	0	11	5	0.17	0.20
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	3	10	2	1	91	32	0.67	1.28
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	5	10	2	0	252	38	1.01	1.52
Sapphire Cliff at Bass Lake Hills - CP	Lennar	CK		DTMJ	31	0	1	7	0	0	30	14	0.42	0.56
Trento at The Promontory	Lennar	BH		DTMJ	32	0	2	5	0	0	1	1	0.09	0.09
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	4	8	0	0	41	12	0.47	0.48
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.89</b>			<b>Traffic to Sales: 11 : 1</b>				<b>26</b>	<b>97</b>	<b>9</b>	<b>1</b>	<b>627</b>	<b>129</b>
City Codes: RE = Rescue, BH = El Dorado Hills, CK = Cameron Park														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 62									
Placer 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
Whitehawk	Anthem United	GB		DTMJ	55	5	3	56	3	0	10	10	0.55	0.55
Verrado at Solaire	Beazer	RV		DTMJ	76	1	1	3	1	0	73	14	0.69	0.56
Harvest	Black Pine	LM		DTMJ	22	0	4	18	0	0	10	10	1.59	1.59
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	6	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	3	5	1	0	34	11	0.35	0.44
Balboa II	DR Horton	RV		DTST	172	3	5	10	1	0	58	47	1.25	1.88
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	3	3	17	3	0	56	35	1.07	1.40
Winding Creek - The Wilds II	DR Horton	RV		DTST	62	0	1	1	1	1	61	50	1.38	2.00
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	3	22	1	0	55	7	0.53	0.28
Edgefield Place	JMC	RK		DTMJ	83	0	4	31	0	0	29	16	0.43	0.64
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	4	25	0	0	15	12	0.24	0.48
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	4	52	2	1	72	22	0.63	0.88
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	4	35	1	0	64	15	0.56	0.60
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	0	5	18	0	0	8	8	0.97	0.97
Palisade Village	JMC	RV		DTST	307	0	6	36	0	0	273	49	1.40	1.96
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	2	15	0	0	87	12	0.60	0.48
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	4	19	0	0	73	21	0.64	0.84
Sentinel	JMC	RV		DTST	256	0	6	24	1	0	148	17	0.86	0.68
Tribute Pointe	JMC	RK		DTMJ	99	0	3	20	1	0	17	9	0.25	0.36
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	0	4	33	1	0	37	24	0.58	0.96
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	1	1	2	0	146	24	0.88	0.96
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	1	0	0	0	70	5	0.39	0.20
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	1	3	0	0	79	9	0.67	0.36
Copper Ridge	KB Home	LL		DTMJ	79	0	3	15	1	0	72	30	0.89	1.20
Cortland at Mason Trails	KB Home	RV		DTMJ	110	3	5	12	1	0	98	43	1.36	1.72
Morgan Knolls	KB Home	RV		DTMJ	58	0	4	16	1	0	5	5	0.61	0.61
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	3	3	0	1	237	20	1.11	0.80
Andorra at Sierra West	Lennar	RV		DTMJ	193	3	6	10	2	0	135	34	0.95	1.36
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	0	4	10	1	0	76	31	0.85	1.24
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	2	2	0	0	84	32	0.92	1.28
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	3	20	2	0	104	27	0.79	1.08
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	4	16	0	0	76	24	0.78	0.96
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	4	5	16	1	0	91	41	0.91	1.64
Lumiere at Sierra West	Lennar	RV		DTMJ	205	0	5	6	0	0	123	25	0.86	1.00
Meribel at Sierra West	Lennar	RV		DTMJ	167	4	6	10	2	0	128	27	0.88	1.08
Moblise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	3	16	2	0	80	32	0.83	1.28
St. Moritz at Sierra	Lennar	RV		DTMJ	144	0	3	5	1	0	122	25	0.85	1.00
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	3	5	29	1	0	14	12	0.42	0.48
Windham at Sierra West	Lennar	RV		DTMJ	105	0	3	6	1	0	83	35	1.04	1.40
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	7	10	3	0	58	29	0.85	1.16
Meadowlands 60s	Meritage	LL		DTMJ	92	3	4	5	2	0	80	15	0.73	0.60
Roam at Winding Creek	Meritage	RV		DTMJ	95	3	4	12	1	0	74	28	0.87	1.12
Premier Soleil	Premier Homes	GB		DTMJ	52	0	2	22	0	0	29	5	0.60	0.20
Revere at Independence	Richmond American	LL		DTMJ	122	0	3	1	0	0	113	24	0.88	0.96
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	4	2	1	0	28	19	0.55	0.76

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 62									
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
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	5	12	0	0	14	13	0.20	0.52
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	2	18	1	0	56	24	0.65	0.96
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	5	10	2	0	90	12	0.80	0.48
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	15	10	0	0	26	20	0.35	0.80
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	10	10	0	0	81	11	0.72	0.44
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	5	10	0	0	85	15	0.76	0.60
Fiddym Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	3	16	0	0	59	24	1.03	0.96
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	3	1	0	0	89	17	0.56	0.68
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	3	4	0	0	67	22	0.94	0.88
Eureka Grove	The New Home Co	GB		DTMJ	72	0	3	10	0	0	66	14	0.72	0.56
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	3	12	0	0	15	5	0.26	0.20
Magnolia at Granite Bay	Tim Lewis	GB		DTMJ	89	0	2	25	0	0	12	12	0.52	0.52
Summit at Whitney Ranch	Tim Lewis	RK		DTMJ	82	0	7	7	2	0	75	1	0.38	0.04
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	0	3	11	0	0	104	29	0.88	1.16
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	0	2	11	2	0	93	26	0.79	1.04
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	1	9	1	0	20	13	0.44	0.52
Moscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	2	9	0	0	17	15	0.38	0.60
<b>TOTALS: No. Reporting: 62</b>			<b>Avg. Sales: 0.76</b>		<b>Traffic to Sales: 18 : 1</b>				<b>241</b>	<b>879</b>	<b>50</b>	<b>3</b>	<b>4354</b>	<b>1263</b>
City Codes: GB = Granite Bay, RV = Roseville, LM = Loomis, LL = Lincoln, RK = Rocklin														

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 TSO	GV		DTST	45	0	TSO	3	0	0	24	-1	0.10	-0.04
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>0</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>24</b>	<b>-1</b>
City Codes: GV = Grass Valley														

Yolo County					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
Parkside at The Rivers	Century	WS		DTMJ	82	0	3	9	0	0	16	15	0.47	0.60
Trailside at the Rivers	Century	WS		DTMJ	120	0	6	6	0	0	7	7	0.30	0.30
Cannon Pointe at Pioneer Village	Lennar	WL		DTMJ	107	0	2	5	1	0	19	19	0.89	0.89
Casera Meadows at Pioneer Village	Lennar	WL		DTMJ	124	0	3	5	0	0	5	5	0.22	0.22
Crestada	Lennar	WL		DTMJ	105	0	3	5	0	0	41	30	0.91	1.20
Iris	Lennar	WL		DTMJ	97	4	4	5	1	0	45	36	0.80	1.44
Lavender	Lennar	WL		DTMJ	78	0	3	10	2	0	32	13	0.63	0.52
The Hideaway	Meritage	WN		DTMJ	148	0	4	9	1	1	53	34	0.98	1.36
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	4	6	1	0	68	16	0.59	0.64
Revival	Tim Lewis	WL		DTST	72	0	4	4	0	0	16	6	0.27	0.24
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 0.50</b>		<b>Traffic to Sales: 11 : 1</b>				<b>36</b>	<b>64</b>	<b>6</b>	<b>1</b>	<b>302</b>	<b>181</b>
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Amador County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II	Tim Lewis	PLY		DTMU	40	0	3	13	0	0	19	1	0.20	0.04	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>3</b>	<b>13</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>1</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	Av. Sls /Week	Av. Sls /YTD	
Amber Lynn Estates	DR Horton	CO		DTST	108	0	5	3	0	0	13	12	0.32	0.48	
Sparrow	DR Horton	CO		DTMU	86	0	6	5	0	0	8	4	0.15	0.16	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>11</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>16</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	Av. Sls /Week	Av. Sls /YTD	
Ambrosia	DR Horton	OR		DTST	95	0	3	8	1	0	17	16	0.42	0.64	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>Traffic to Sales: 8 : 1</b>	<b>3</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>17</b>	<b>16</b>	<b>Net: 1</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	Av. Sls /Week	Av. Sls /YTD	
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	3	7	0	0	10	9	0.37	0.36	
Magnolia at Shastina Ranch	DR Horton	RD		DTMU	66	3	4	8	1	0	12	12	0.44	0.48	
Ro	DR Horton	RD		DTST	50	2	4	4	1	0	36	20	0.65	0.80	
<b>TOTALS: No. Reporting: 3</b>			<b>Avg. Sales: 0.67</b>					<b>Traffic to Sales: 10 : 1</b>	<b>11</b>	<b>19</b>	<b>2</b>	<b>0</b>	<b>58</b>	<b>41</b>	<b>Net: 2</b>
City Codes: RD = Redding															

Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Garden Glen	K Hovnanian	LO		DTMU	170	0	6	1	0	2	162	20	0.95	0.80	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: -2.00</b>					<b>Traffic to Sales: N/A</b>	<b>6</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>162</b>	<b>20</b>	<b>Net: -2</b>
City Codes: LO = Live Oak															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 8									
Yuba 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
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	4	26	0	0	15	15	1.24	1.24
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	0	3	4	0	0	96	5	0.55	0.20
Aspire at Calterra Ranch	K Hovnanian	WH		DTMJ	145	0	3	5	3	0	36	19	0.56	0.76
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	0	4	7	1	0	67	24	1.01	0.96
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	0	4	19	1	0	42	38	1.26	1.52
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	3	5	24	1	0	136	30	0.95	1.20
Seasons at River Oaks	Richmond American	OL		DTST	83	0	2	0	0	0	81	11	0.63	0.44
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	5	1	1	1	119	25	0.80	1.00
<b>TOTALS: No. Reporting: 8</b>			<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 12 : 1</b>				<b>30</b>	<b>86</b>	<b>7</b>	<b>1</b>	<b>592</b>	<b>167</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

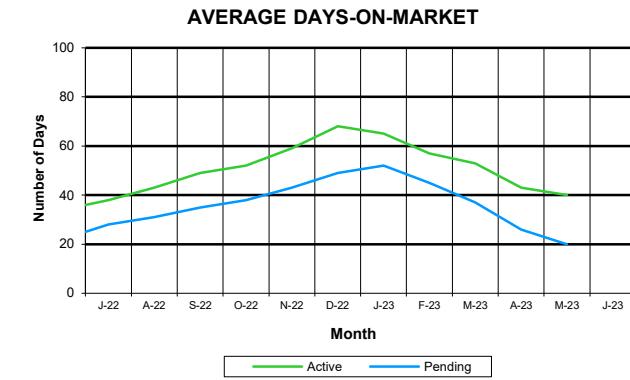
Sacramento			Projects Participating: 178						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 178</b>		<b>Avg. Sales: 0.70</b>	<b>Traffic to Sales: 17 : 1</b>	<b>652</b>	<b>2387</b>	<b>141</b>	<b>16</b>	<b>10659</b>	<b>3305</b>
Project Types: 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

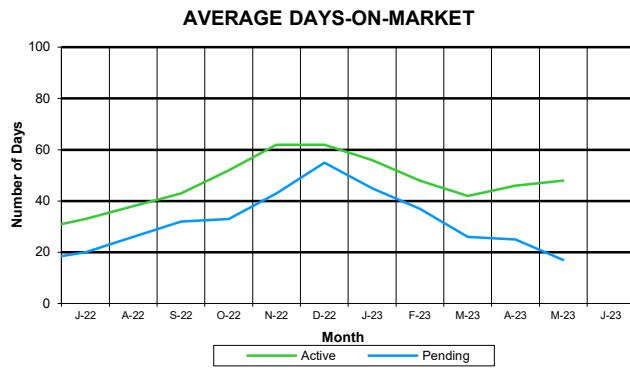
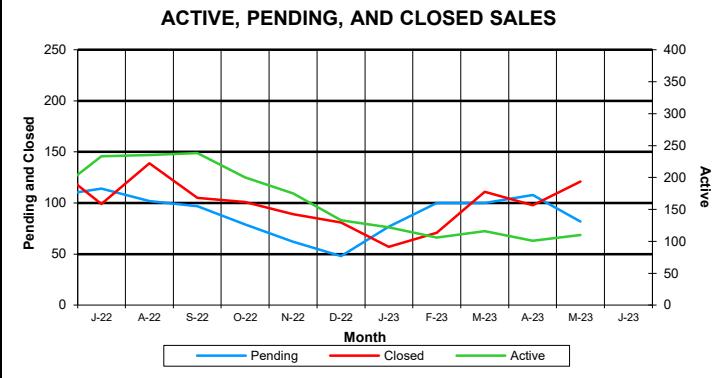
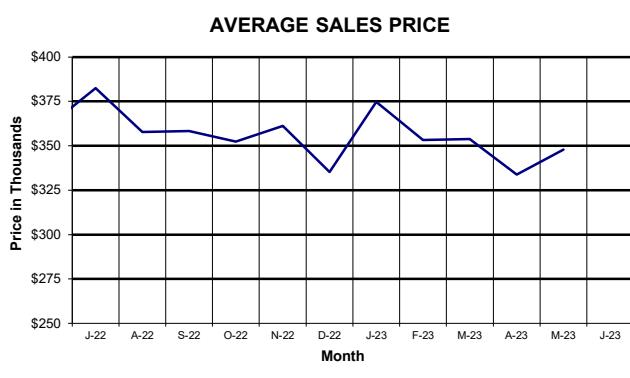
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-23	1,056	65	632	52	496	541,206
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



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-23	122	56	77	45	57	374,742
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



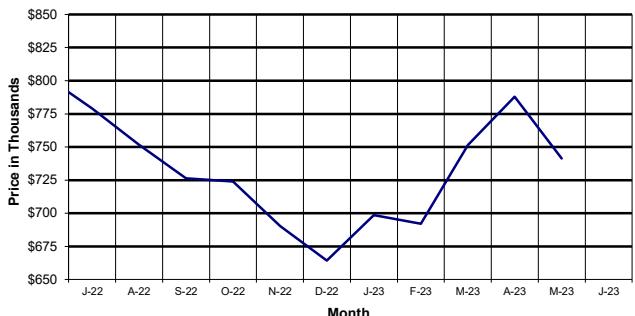
# The Ryness Company

Marketing Research Department

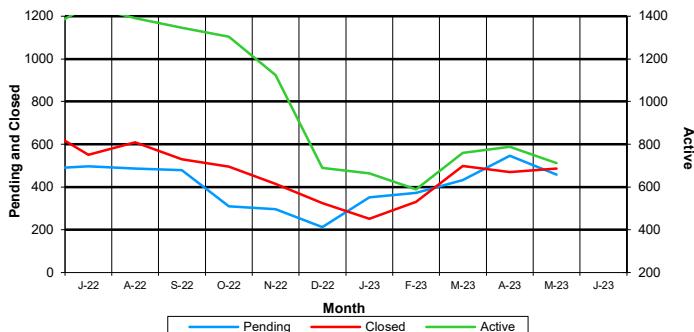
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-23	663	76	352	55	251	698,682
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

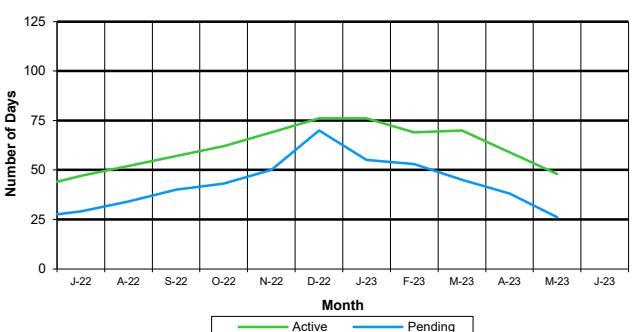
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



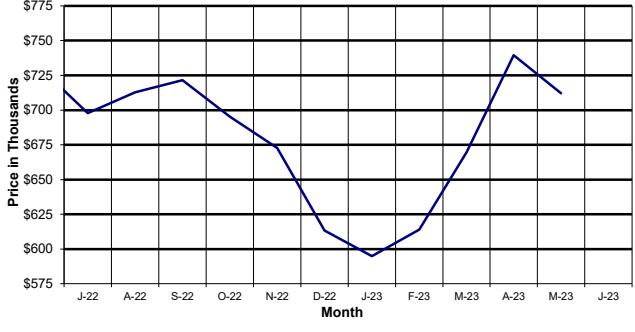
AVERAGE DAYS-ON-MARKET



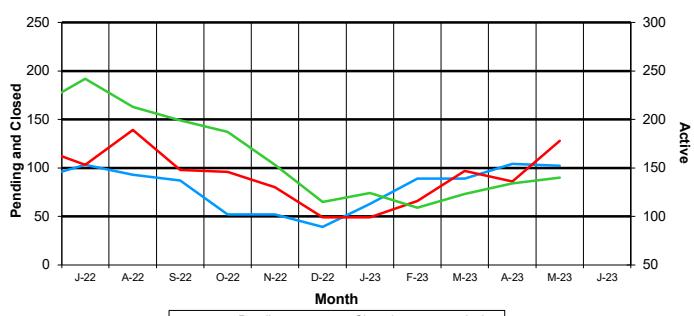
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-23	124	82	63	55	49	594,808
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

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

