

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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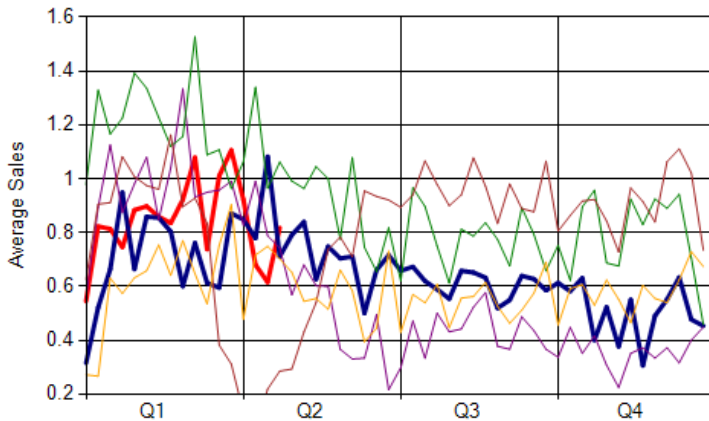
Bay Area

Week 17

Ending: Sunday, April 28, 2024

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.				
		Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.			
Alameda		18	273	21	0	21	1.17	0.84	39%	0.80	45%				
Contra Costa		25	603	26	1	25	1.00	0.83	20%	0.86	16%				
Sonoma, Napa		7	61	5	0	5	0.71	0.79	-10%	0.81	-12%				
San Francisco, Marin		3	22	0	0	0	0.00	0.78	-100%	0.87	-100%				
San Mateo		1	12	1	0	1	1.00	0.65	55%	0.54	86%				
Santa Clara		20	363	19	1	18	0.90	0.93	-3%	0.99	-9%				
Monterey, Santa Cruz, San Benito		7	93	1	0	1	0.14	0.90	-84%	0.96	-85%				
Solano		23	195	17	3	14	0.61	0.78	-22%	0.83	-27%				
Current Week Totals		Traffic : Sales		18 : 1		104	1622	90	5	85	0.82	0.84	-2%	0.87	-6%
Per Project Average				16	0.87	0.05	0.82								
Year Ago - 04/30/2023		Traffic : Sales		19 : 1		114	1813	94	13	81	0.71	0.74	-3%	0.79	-10%
% Change		-9%	-11%	-4%	-62%	5%	15%	14%			10%				

52 Weeks Comparison



Year to Date Averages Through Week 17

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	149	19	0.73	0.10	0.63	0.58
■	2020	153	14	0.81	0.12	0.69	0.80
■	2021	119	17	1.25	0.07	1.18	0.93
■	2022	103	12	1.03	0.09	0.93	0.58
■	2023	114	12	0.82	0.08	0.74	0.64
■	2024	105	14	0.90	0.06	0.84	0.84
% Change:		-8%	13%	11%	-20%	14%	30%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.99%	APR 7.31%	<p>The housing market seems to be weathering higher interest rates with greater success than the manufacturing sector. Residential investment rose at a 13.9% annualized pace in the Q1 GDP report, fueled by single-family housing construction and an increase in brokers' commissions. A strong showing for new home sales in March provided further encouragement as sales jumped 8.8% to a 693K-unit pace. March's print was a strong rebound from a disappointing February print, which was revised lower. First quarter sales averaged 667K units, which represents a 4.5% improvement from the pace averaged in Q4 2023. The upturn in new home sales despite higher interest rates largely reflects builders' ability to offset eroding affordability conditions through price discounts, mortgage rate buy-downs and other incentives. That said, the boost in sales may be a result of homebuyers trying to front-run rising mortgage rates, which breached 7% in April, reaching 7.2% last week, according to Freddie Mac. If rates continue to climb, we may witness more buyers being forced to the sidelines in the coming months. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
FHA	6.75%	7.28%	
10 Yr Yield	4.63%		

Development Name	Developer	City Code	Notes	Type										
Alameda County Alameda County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
La Playa Place	DR Horton	HY		DTMU	47	4	5	59	2	0	4	4	3.11	3.11
Island View at Alameda Marina	Landsea	AL		ATMU	98	4	5	9	2	0	15	8	0.30	0.47
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	9	0	0	13	6	0.26	0.35
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	10	2	0	136	25	1.04	1.47
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	6	17	1	0	61	12	0.92	0.71
Chroma at Innovation	Lennar	FR		ATMU	146	0	4	16	2	0	135	9	1.32	0.53
Lumiere at Innovation	Lennar	FR		ATMU	156	0	4	16	1	0	124	15	0.98	0.88
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	10	0	0	93	20	0.69	1.18
Vista at Bridgeway	Lennar	NK		DTMU	72	3	5	17	2	0	54	19	0.92	1.12
Lookout at Bay37	Pulte	AL		ATMU	138	4	5	3	2	0	97	15	0.57	0.88
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	4	4	1	0	104	11	0.51	0.65
TOTALS: No. Reporting: 11	Avg. Sales: 1.36		Traffic to Sales: 11 : 1				52	170	15	0	836	144	Net: 15	
City Codes: HY = Hayward, AL = Alameda, FR = Fremont, NK = Newark, OK = Oakland														

Alameda County Amador Valley					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
Abbey at Boulevard	Brookfield TSO	DB	ATMU	60	0	TSO	0	0	0	50	1	0.86	0.06	
Ivy at Boulevard	Brookfield TSO	DB	DTMU	62	0	TSO	0	0	0	60	22	1.42	1.29	
Vine at Boulevard	Brookfield	DB	ATMU	92	0	29	5	0	0	0	0	0.00	0.00	
Avalon at Boulevard	Lennar	DB	ATMU	90	2	6	32	1	0	43	19	1.12	1.12	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	2	3	35	4	0	31	25	1.10	1.47	
Lombard at Boulevard	Lennar	DB	DTMU	100	1	3	29	1	0	88	17	0.86	1.00	
Vineyard Collection II	Ponderosa	LV	DTMU	9	3	3	2	0	0	6	1	0.09	0.06	
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 17 : 1				44	103	6	0	278	85	Net: 6
City Codes: DB = Dublin, LV = Livermore														

Contra Costa County Diablo Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Woodbury Highlands	Davidon	LF	ATMU	99	0	11	17	0	0	63	6	0.33	0.35	
Hillcrest	Shea	PH	DTMU	31	0	3	7	2	0	17	17	0.84	1.00	
Oak Grove	SummerHill	WC	ATMU	115	4	6	16	0	0	20	10	0.90	0.59	
Penny Lane	Trumark	CN	ATMU	70	0	12	11	0	0	28	10	0.46	0.59	
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 26 : 1				32	51	2	0	128	43	Net: 2
City Codes: LF = Lafayette, PH = Pleasant Hill, WC = Walnut Creek, CN = Concord														

Development Name	Developer	City Code	Notes	Type										
Contra Costa County San Ramon Valley					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
Magee Preserve	Davidon	DN		DTMU	69	0	2	7	0	0	35	10	0.53	0.59
City Village - Towns	SummerHill TSO	SR		ATMU	136	0	TSO	156	1	0	37	17	1.24	1.00
City Village -Courts	SummerHill TSO	SR		DTMU	154	0	TSO	156	2	0	22	13	0.70	0.76
TOTALS: No. Reporting: 3	Avg. Sales: 1.00		Traffic to Sales: 106 : 1				2	319	3	0	94	40	Net: 3	
City Codes: DN = Danville, SR = San Ramon														

Contra Costa County 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	DTMU	94	5	7	12	2	0	25	19	0.40	1.12
TOTALS: No. Reporting: 1			Avg. Sales: 2.00			Traffic to Sales: 6 : 1			7	12	2	0	25	19	Net: 2		
City Codes: RM = Richmond																	

Contra Costa County Antioch/Pittsburg					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Crest at Park Ridge	Davidon	AN	DTMU	300	0	2	9	1	0	292	10	0.85	0.59	
Hills at Park Ridge	Davidon	AN	DTMU	225	1	10	19	2	1	143	19	0.78	1.12	
Luca at Aviano	DeNova	AN	DTMU	194	0	2	24	0	0	191	27	1.35	1.59	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	0	4	13	0	0	25	11	0.53	0.65	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	0	4	12	1	0	27	15	0.57	0.88	
Deer Valley	Meritage	AN	DTMU	120	0	4	15	0	0	2	2	0.48	0.48	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMU	142	0	3	1	0	0	139	11	0.76	0.65	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMU	120	0	5	5	1	0	115	29	0.79	1.71	
Rise at Cielo	TRI Pointe	AN	DTMU	159	0	3	17	2	0	117	16	1.10	0.94	
Shine at Cielo	TRI Pointe	AN	DTMU	137	0	3	17	3	0	111	18	1.04	1.06	
TOTALS: No. Reporting: 10		Avg. Sales: 0.90		Traffic to Sales: 13 : 1				40	132	10	1	1162	158	Net: 9
City Codes: AN = Antioch, PT = Pittsburg														

Contra Costa County 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. Sis /Week	Av. Sis /YTD
Delta Coves	Blue Mountain	BI	DTMU	131	0	3	13	1	0	108	6	0.44	0.35
Chandler	Brookfield	BT	DTMU	160	0	8	10	4	0	152	24	1.08	1.41
Cypress Crossings	KB Home	OY	DTMU	98	3	5	16	2	0	78	21	0.85	1.24
Beacon at Delta Coves	Pulte	BI	DTST	30	0	4	10	1	0	17	7	0.29	0.41
Seagrass	Pulte	DB	DTMU	276	0	3	11	0	0	10	10	0.43	0.59
Parkside	Richmond American	BT	DTMU	34	2	4	15	1	0	29	16	0.58	0.94
Orchard Trails	Shea	BT	DTMU	78	0	2	14	0	0	66	11	0.51	0.65
TOTALS: No. Reporting: 7	Avg. Sales: 1.29		Traffic to Sales: 10 : 1				29	89	9	0	460	95	Net: 9
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay													

Development Name	Developer	City Code	Notes	Type										
Sonoma and Napa Counties Sonoma, Napa Counties					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
Artisan at Watson Ranch	DR Horton S/O	AC		DTMU	98	0	S/O	4	1	0	98	28	1.30	1.65
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	0	4	12	1	0	74	29	1.29	1.71
Willow at University District	DR Horton	RP		DTMU	128	0	1	17	0	0	123	21	1.10	1.24
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	4	6	14	2	0	74	11	0.52	0.65
Seasons at University District	Richmond American	RP		DTMU	52	0	3	7	0	0	47	8	0.42	0.47
Meadow Creek II	Ryder	SR		DTMU	31	0	3	4	0	0	28	7	0.53	0.41
Riverfront	TRI Pointe	PET		DTMU	134	0	5	3	1	0	113	8	0.62	0.47
TOTALS: No. Reporting: 7	Avg. Sales: 0.71		Traffic to Sales: 12 : 1				22	61	5	0	557	112	Net: 5	
City Codes: AC = American Canyon, RP = Rohnert Park, PET = Petaluma, SR = Santa Rosa														

San Francisco, Marin Marin 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
Verandah	Landsea	NV	ATMU	80	0	4	9	0	0	72	16	0.51	0.94	
The Strand	Trumark	SN	DTMU	32	0	6	5	0	0	26	9	0.20	0.53	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: N/A			10	14	0	0	98	25	Net: 0	
City Codes: NV = Novato, SN = San Rafael														

San Francisco, Marin 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	Av. Sls /Week	Av. Sls /YTD															
Lofton at Portola					TRI Pointe					SF					ATMU					54	0	2	8	0	0	50	15	0.31	0.88
TOTALS: No. Reporting: 1					Avg. Sales: 0.00					Traffic to Sales: N/A					2	8	0	0	50	15	Net: 0								
City Codes: SF = San Francisco																													

San Mateo County San Mateo 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	
Laguna Vista		SummerHill		FC	ATMU	70	4	7	12	1	0	53	11	0.48	0.65
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 12 : 1			7	12	1	0	53	11	Net: 1	
City Codes: FC = Foster City															

Development Name	Developer	City Code	Notes	Type										
Santa Clara County Santa Clara County					Projects Participating: 20									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Moonstone	Brookfield	MH		ATMU	86	0	9	27	0	0	5	5	0.41	0.41
Sundance	Brookfield	MH		ATMU	34	0	7	27	2	0	5	5	0.41	0.41
Summerstone	DR Horton	GL		DTST	29	0	3	4	1	0	22	17	0.73	1.00
Lumen	KB Home	ML		ATMU	32	4	4	77	2	0	10	10	1.59	1.59
Lavender	Landsea	SV		ATMU	128	0	2	0	0	0	124	27	0.94	1.59
Bellflower at Cadence	Lennar	GL		DTMU	18	0	2	33	0	0	8	8	0.78	0.78
Briarwood at Cadence	Lennar	GL		DTMU	54	4	5	33	1	0	8	8	0.78	0.78
Avenue at Central	Pulte	SJ		ATMU	158	0	4	10	1	0	43	29	1.29	1.71
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	10	0	0	25	0	0.24	0.00
Plaza at Central	Pulte	SJ		ATMU	90	4	6	9	3	0	75	17	0.86	1.00
The Elms	Pulte	ST		ATMU	90	0	5	16	1	1	10	8	0.32	0.47
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	5	13	0	0	55	2	0.39	0.12
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	1	13	0	0	79	13	0.51	0.76
Bellaterra - Towns	SummerHill	LG		ATMU	97	4	8	13	2	0	84	20	0.54	1.18
Verano	SummerHill	MV		ATMU	115	2	8	18	4	0	102	31	1.23	1.82
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	9	27	0	0	41	21	0.89	1.24
Blueprint	Taylor Morrison	SC		ATMU	48	0	11	7	0	0	22	22	2.37	2.37
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	2	5	12	0	0	20	7	0.44	0.41
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	4	6	0	0	39	12	0.42	0.71
Jasper	Trumark	MH		ATMU	101	0	9	8	2	0	81	27	0.71	1.59
TOTALS: No. Reporting: 20		Avg. Sales: 0.90		Traffic to Sales: 19 : 1				107	363	19	1	858	289	Net: 18
City Codes: MH = Morgan Hill, GL = Gilroy, ML = Milpitas, SV = Sunnyvale, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino, SC = Santa Clara														

Monterey, Santa Cruz, San Benito Monterey, Santa Cruz, San Benito Counties					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
Promontory at Ridgemark	Century	HO	DTMU	90	0	5	11	0	0	69	22	0.81	1.29	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	0	5	9	0	0	10	9	0.38	0.53	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	0	4	37	0	0	48	28	0.99	1.65	
Serenity V	Legacy	HO	DTMU	36	2	4	12	1	0	25	7	0.34	0.41	
Elderberry	Lennar	HO	DTMU	66	0	4	9	0	0	62	24	0.81	1.41	
Laurel	Lennar	HO	DTMU	67	0	5	9	0	0	55	17	0.72	1.00	
Enclave, The	Shea	SS	DTMU	61	0	2	6	0	0	53	3	0.35	0.18	
TOTALS: No. Reporting: 7		Avg. Sales: 0.14		Traffic to Sales: 93 : 1				29	93	1	0	322	110	Net: 1
City Codes: HO = Hollister, SS = Seaside														

Solano County Benicia, Vallejo					Projects Participating: 1												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD			
Cascade at Waterstone					TRI Pointe	VL	DTMU	185	3	6	10	1	0	71	17	1.31	1.00
TOTALS: No. Reporting: 1			Avg. Sales: 1.00			Traffic to Sales: 10 : 1			6	10	1	0	71	17	Net: 1		
City Codes: VL = Vallejo																	

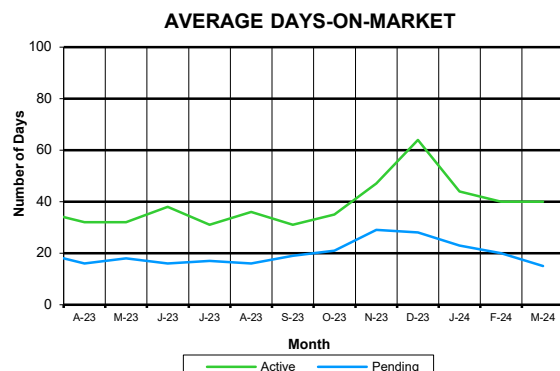
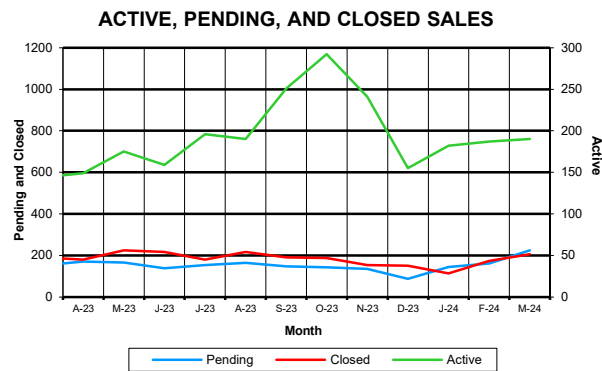
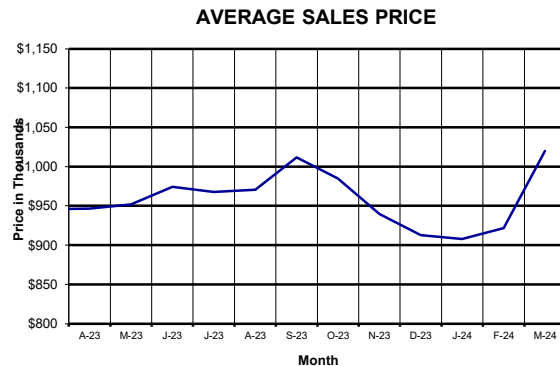
Development Name	Developer	City Code	Notes	Type	Projects Participating: 22									
Solano County Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	6	10	1	0	32	5	0.30	0.29
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	9	12	0	0	31	4	0.29	0.24
Meridian	Century	SU		DTMU	71	4	4	14	1	0	10	7	0.35	0.41
Monte Verde	Century	FF		DTMU	124	0	2	4	1	0	115	20	1.16	1.18
Luminescence at Liberty	DeNova	RV		AASF	311	0	6	13	0	0	141	19	0.96	1.12
Iris at The Villages	DR Horton	FF		DTMU	119	0	4	13	1	0	76	24	1.04	1.41
Violet at Homestead	DR Horton	DX		DTST	70	4	8	8	4	1	21	16	1.04	0.94
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	6	4	1	0	57	24	0.61	1.41
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	3	4	1	1	48	15	0.51	0.88
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	5	8	0	1	28	15	0.84	0.88
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	3	13	1	0	19	10	0.57	0.59
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	2	0	0	0	86	4	0.66	0.24
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	0	3	8	1	0	21	16	0.90	0.94
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	2	5	0	0	69	9	0.64	0.53
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	4	1	0	56	8	0.51	0.47
Foxboro Knolls	Pulte	VC		DTMU	58	0	5	20	0	0	23	23	1.50	1.50
Orchards at Valley Glen III	Richmond American	DX		DTMU	80	0	3	1	0	0	67	12	0.49	0.71
Seasons at Homestead	Richmond American	DX		DTMU	85	0	6	4	0	0	60	14	0.55	0.82
Sutton at Parklane	Richmond American	DX		DTMU	121	3	6	2	2	0	105	16	0.65	0.94
Carmello II at Roberts Ranch	Taylor Morrison	VC		DTMU	72	0	8	28	1	0	4	4	0.76	0.76
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	4	5	0	0	12	6	0.27	0.35
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	3	5	0	0	98	13	0.59	0.76
TOTALS: No. Reporting: 22	Avg. Sales: 0.59		Traffic to Sales: 12 : 1				101	185	16	3	1179	284	Net: 13	
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 104								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 104		Avg. Sales: 0.82	Traffic to Sales: 18 : 1		490	1622	90	5	6171	1447	Net: 85
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

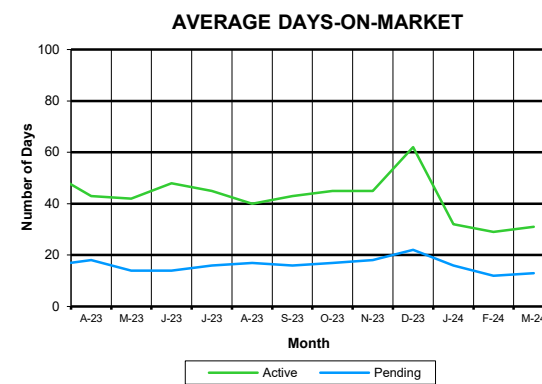
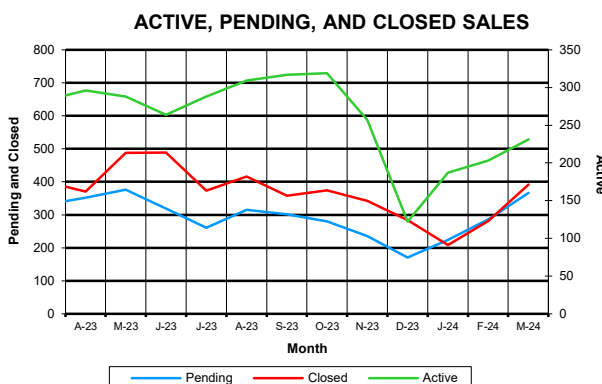
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696
Oct-23	292	35	143	21	188	984,996
Nov-23	241	47	135	29	154	939,682
Dec-23	155	64	87	28	151	912,755
Jan-24	182	44	144	23	113	907,860
Feb-24	187	40	162	20	174	921,672
Mar-24	190	40	224	15	206	1,019,731



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

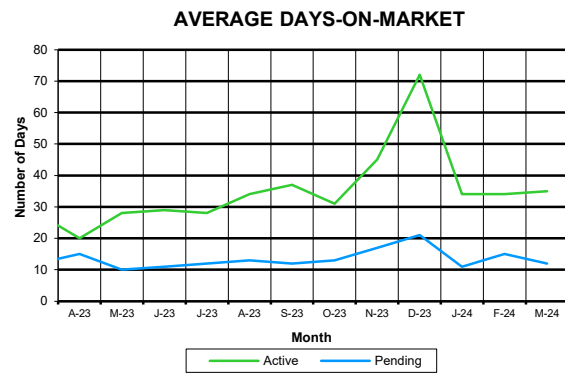
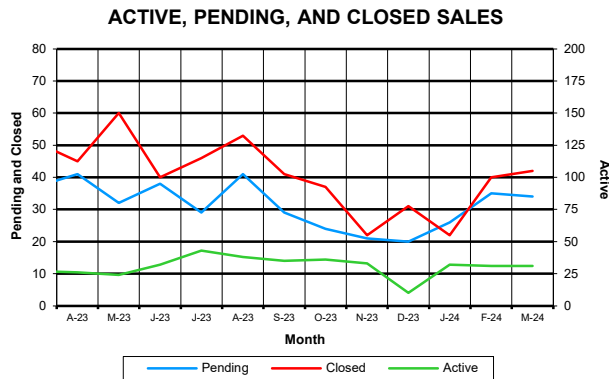
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	309	40	315	17	416	1,764,333
Sep-23	317	43	301	16	358	1,831,146
Oct-23	319	45	280	17	374	1,798,477
Nov-23	257	45	236	18	342	1,673,093
Dec-23	122	62	171	22	284	1,720,219
Jan-24	187	32	224	16	208	1,729,724
Feb-24	203	29	286	12	281	1,740,358
Mar-24	231	31	366	13	392	1,878,824



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

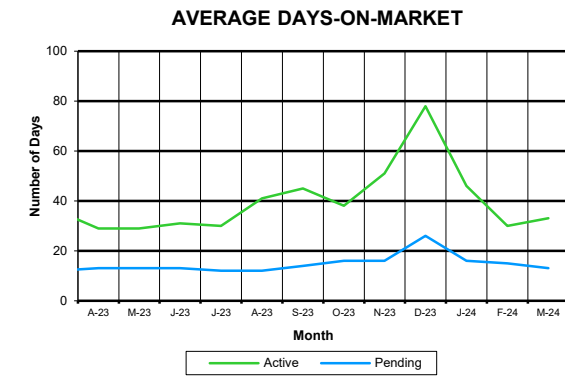
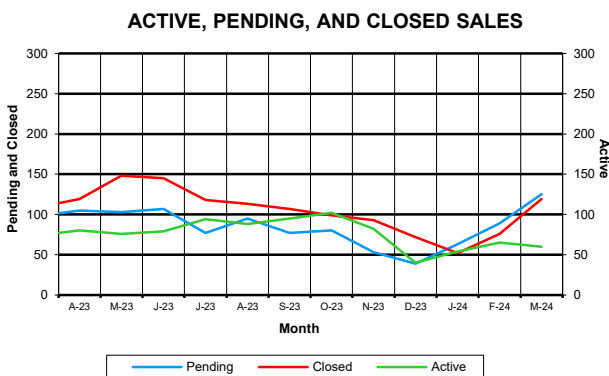
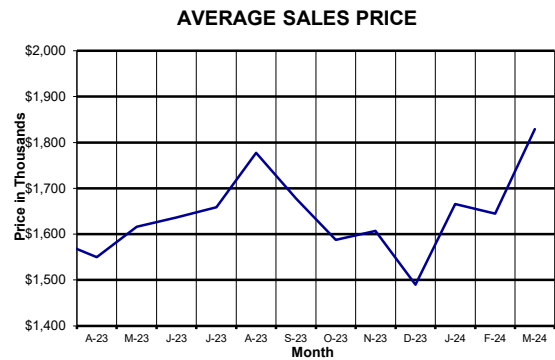
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790
Dec-23	10	72	20	21	31	863,381
Jan-24	32	34	26	11	22	816,678
Feb-24	31	34	35	15	40	815,642
Mar-24	31	35	34	12	42	961,321



Amador Valley SFD Monthly MLS Survey

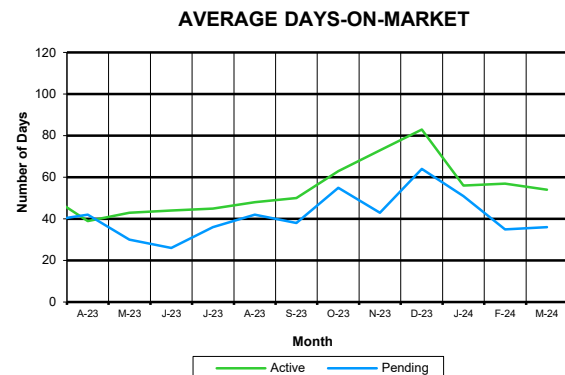
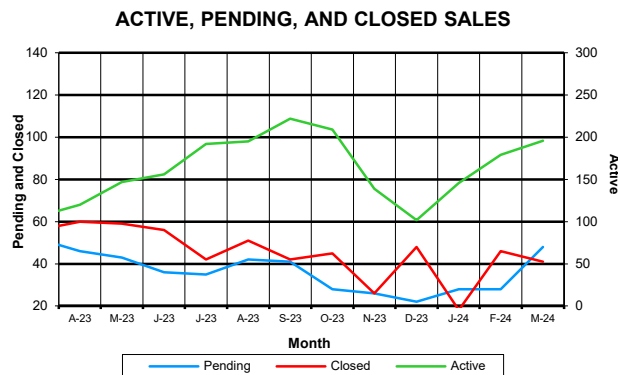
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	88	41	95	12	113	1,777,055
Sep-23	95	45	77	14	107	1,677,437
Oct-23	102	38	80	16	99	1,587,596
Nov-23	82	51	53	16	93	1,606,739
Dec-23	40	78	39	26	72	1,489,757
Jan-24	54	46	63	16	52	1,665,783
Feb-24	65	30	89	15	76	1,644,646
Mar-24	60	33	125	13	119	1,829,082



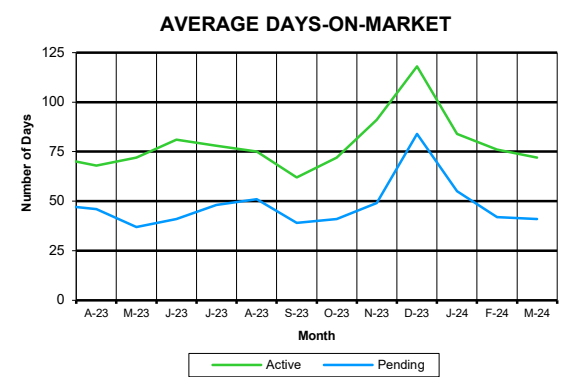
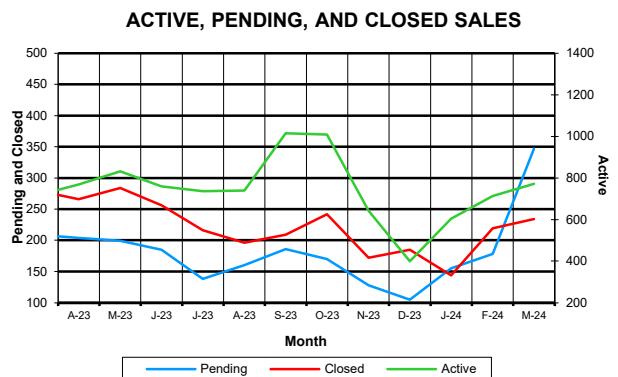
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	195	48	42	42	51	660,545
Sep-23	222	50	41	38	42	586,768
Oct-23	209	63	28	55	45	583,555
Nov-23	139	73	26	43	26	646,134
Dec-23	102	83	22	64	48	611,760
Jan-24	146	56	28	51	18	701,050
Feb-24	179	57	28	35	46	730,051
Mar-24	196	54	48	36	41	672,072



San Francisco Attd. Monthly MLS Survey

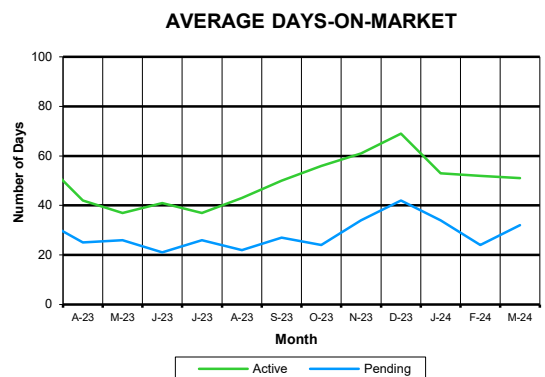
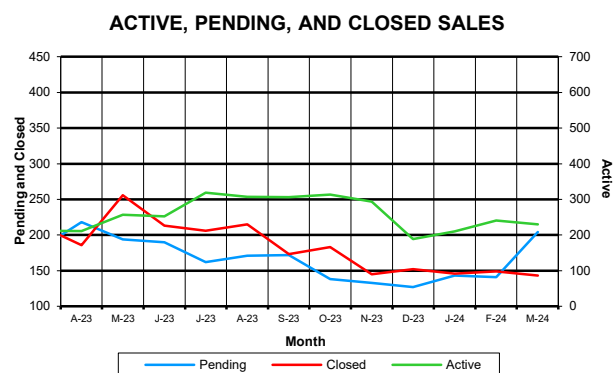
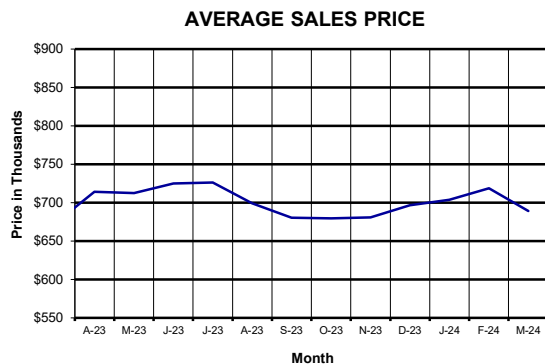
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	739	75	160	51	196	1,436,028
Sep-23	1,015	62	186	39	209	1,469,576
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692
Dec-23	399	118	105	84	185	1,394,743
Jan-24	604	84	155	55	144	1,551,337
Feb-24	713	76	178	42	219	1,487,284
Mar-24	771	72	347	41	234	1,455,757



E. Contra Costa SFD Monthly MLS Survey

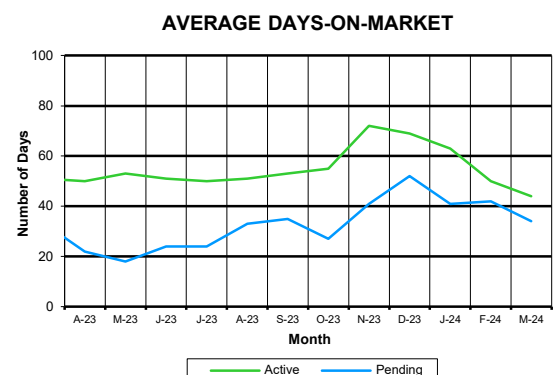
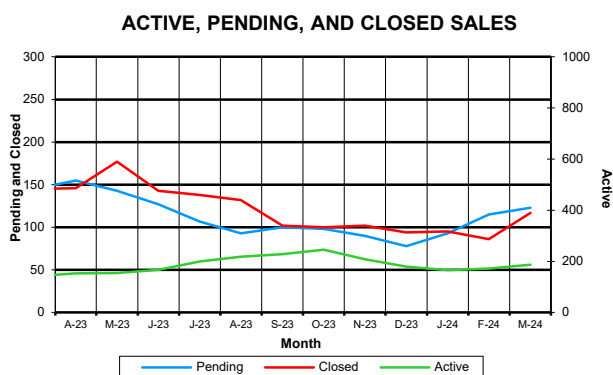
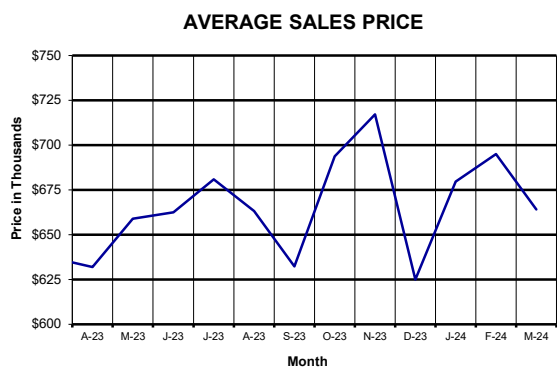
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314
Oct-23	313	56	138	24	183	679,450
Nov-23	294	61	133	34	145	680,744
Dec-23	189	69	127	42	152	696,638
Jan-24	210	53	143	34	146	703,620
Feb-24	241	52	141	24	149	718,866
Mar-24	230	51	204	32	143	689,276



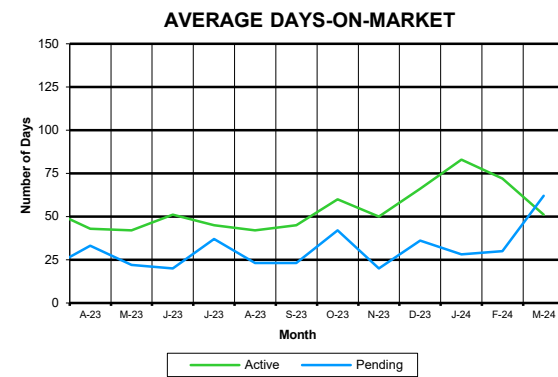
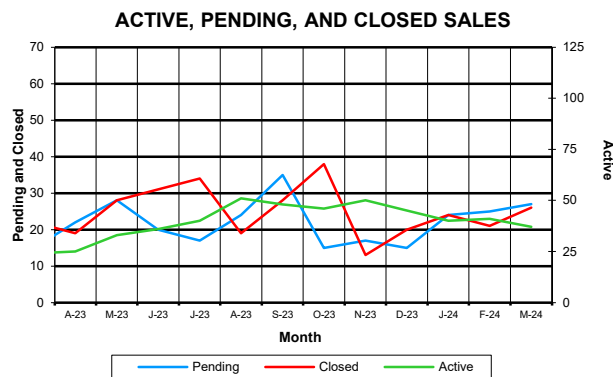
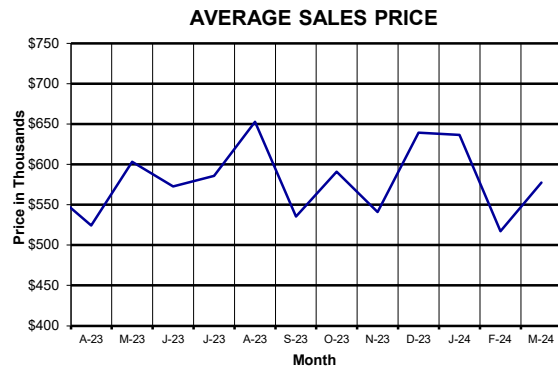
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	218	51	93	33	132	663,270
Sep-23	228	53	100	35	102	632,417
Oct-23	246	55	98	27	100	693,817
Nov-23	208	72	90	41	102	717,188
Dec-23	180	69	78	52	94	625,019
Jan-24	166	63	93	41	95	679,664
Feb-24	172	50	115	42	86	695,121
Mar-24	187	44	123	34	117	664,164



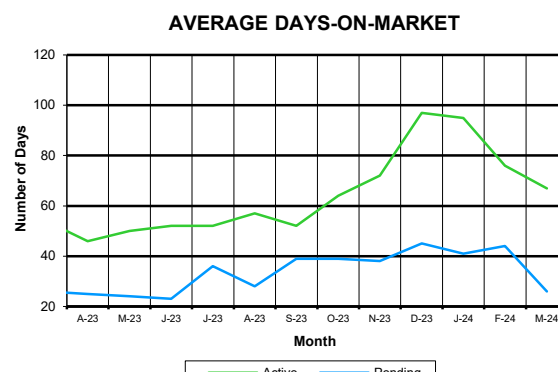
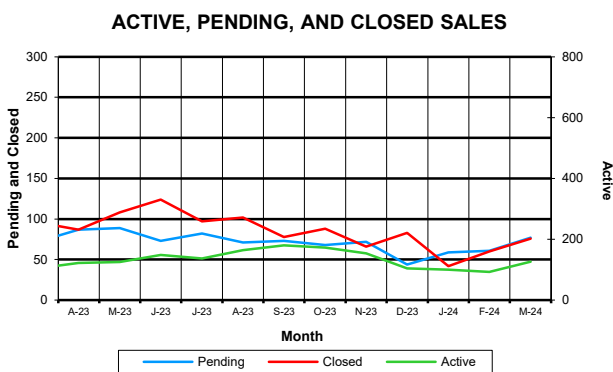
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	51	42	24	23	19	652,983
Sep-23	48	45	35	23	28	535,259
Oct-23	46	60	15	42	38	590,770
Nov-23	50	50	17	20	13	540,769
Dec-23	45	66	15	36	20	639,174
Jan-24	40	83	24	28	24	636,416
Feb-24	41	72	25	30	21	516,971
Mar-24	37	51	27	62	26	577,226



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	164	57	71	28	102	890,192
Sep-23	180	52	73	39	78	848,357
Oct-23	173	64	68	39	88	892,593
Nov-23	154	72	72	38	66	851,590
Dec-23	104	97	44	45	83	868,242
Jan-24	100	95	59	41	42	776,764
Feb-24	93	76	61	44	60	875,230
Mar-24	126	67	77	26	76	900,287



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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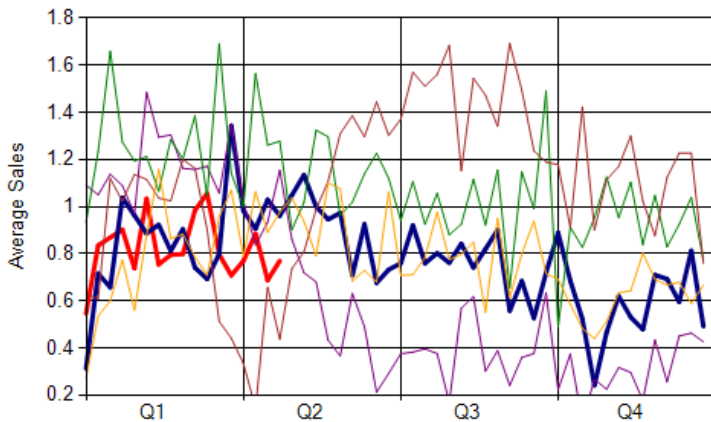
Central Valley

Week 17

Ending: Sunday, April 28, 2024

Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
Tracy/Mountain House		10	170	11	1	10	1.00	0.90	12%	0.96	4%				
San Joaquin County		49	618	40	2	38	0.78	0.85	-9%	0.88	-12%				
Stanislaus County		16	168	19	1	18	1.13	0.73	55%	0.73	54%				
Merced County		12	100	12	2	10	0.83	0.88	-5%	0.86	-3%				
Madera County		11	81	10	4	6	0.55	0.75	-27%	0.71	-23%				
Fresno County		32	339	22	4	18	0.56	0.79	-28%	0.81	-31%				
Current Week Totals		Traffic : Sales		13 : 1		130	1476	114	14	100	0.77	0.82	-6%	0.84	-8%
Per Project Average						11	0.88	0.11	0.77						
Year Ago - 04/30/2023		Traffic : Sales		14 : 1		101	1490	109	12	97	0.96	0.87	11%	0.92	4%
% Change						29%	-1%	5%	17%	3%	-20%	-5%	-9%		

52 Weeks Comparison



Year to Date Averages Through Week 17


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2019	75	20	0.95	0.14	0.81	0.77
	2020	80	23	1.00	0.18	0.82	1.11
	2021	105	19	1.37	0.11	1.26	1.09
	2022	103	16	1.29	0.16	1.13	0.64
	2023	104	14	1.01	0.14	0.87	0.77
	2024	124	12	0.92	0.10	0.82	0.82
% Change:		19%	-15%	-9%	-29%	-5%	6%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>The housing market seems to be weathering higher interest rates with greater success than the manufacturing sector. Residential investment rose at a 13.9% annualized pace in the Q1 GDP report, fueled by single-family housing construction and an increase in brokers' commissions. A strong showing for new home sales in March provided further encouragement as sales jumped 8.8% to a 693K-unit pace. March's print was a strong rebound from a disappointing February print, which was revised lower. First quarter sales averaged 667K units, which represents a 4.5% improvement from the pace averaged in Q4 2023. The upturn in new home sales despite higher interest rates largely reflects builders' ability to offset eroding affordability conditions through price discounts, mortgage rate buy-downs and other incentives. That said, the boost in sales may be a result of homebuyers trying to front-run rising mortgage rates, which breached 7% in April, reaching 7.2% last week, according to Freddie Mac. If rates continue to climb, we may witness more buyers being forced to the sidelines in the coming months. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
CONV	6.99%	7.31%	
FHA	6.75%	7.28%	
10 Yr Yield	4.63%		
			

Development Name	Developer	City Code	Notes	Type										
Tracy Tracy/Mountain House					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Ashley Park	Bright	TR		DTMU	14	0	2	5	0	0	2	2	0.31	0.31
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	2	1	3	2	0	131	20	1.11	1.18
Banbury Park at Creekside	Lennar	MH		DTMU	110	5	5	35	3	0	17	17	1.29	1.29
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	4	24	1	0	57	22	0.86	1.29
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	4	20	1	0	56	21	0.84	1.24
Hillview	Lennar	TH		DTMU	214	0	5	12	0	0	101	14	1.02	0.82
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	2	6	2	0	67	15	0.80	0.88
Parson Place at Creekside	Lennar	MH		ATMU	144	4	5	35	2	0	13	13	0.99	0.99
Bergamo at Mountain House	Shea	MH		DTMU	137	0	1	9	0	0	136	1	0.83	0.06
Langston at Mountain House	Shea	MH		ATMU	302	0	5	21	0	1	253	18	1.14	1.06
TOTALS: No. Reporting: 10	Avg. Sales: 1.00		Traffic to Sales: 15 : 1				34	170	11	1	833	143	Net: 10	
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

San Joaquin Stockton/Lodi				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	
The Preserve at Creekside	KB Home	SK	DTMU	128	3	6	25	1	0	50	18	0.84	1.06	
Keys II at Westlake	Lennar	SK	DTMU	86	0	4	12	0	0	56	25	0.74	1.47	
Shoreside at Westlake	Lennar	SK	DTMU	99	3	6	14	2	0	51	20	0.77	1.18	
Waterside at Westlake	Lennar	SK	DTMU	92	0	4	12	1	0	44	15	0.72	0.88	
Waterways at Westlake	Lennar	SK	DTMU	145	0	3	12	1	0	2	2	1.40	1.40	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	5	3	1	0	76	21	0.67	1.24	
Summers Bend at Westlake	Richmond American	SK	DTMU	96	0	7	8	1	0	75	21	0.67	1.24	
TOTALS: No. Reporting: 7		Avg. Sales: 1.00		Traffic to Sales: 12 : 1				35	86	7	0	354	122	Net: 7
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 42									
San Joaquin San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Griffin Park	Atherton	MN		DTMU	267	0	5	23	0	0	234	26	1.60	1.53
Indigo at Stanford Crossing	DR Horton TSO	LP		DTMU	87	0	TSO	0	0	0	86	12	1.28	0.71
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	4	27	2	0	19	19	2.29	2.29
Yosemite Greens	DR Horton TSO	MN		DTMU	99	0	TSO	0	0	0	87	0	0.99	0.00
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	3	4	18	1	0	8	8	1.93	1.93
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	0	5	16	2	0	4	4	3.11	3.11
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	5	6	1	0	73	24	0.77	1.41
Terra at Villa Ticino	KB Home	MN		DTMU	118	3	6	19	2	0	11	11	1.33	1.33
Capri at River Islands	Kiper	LP		DTMU	84	0	5	21	0	0	6	6	0.95	0.95
Skye at River Islands	Kiper	LP		DTMU	115	0	4	24	0	0	105	18	0.81	1.06
Chelsey at The Trails	Lennar	MN		DTMU	100	3	7	12	3	1	38	19	1.18	1.12
Howden at The Trails	Lennar	MN		DTMU	103	0	7	12	0	1	29	23	0.90	1.35
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	7	0	0	165	0	0.99	0.00
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	3	8	15	1	0	140	11	1.03	0.65
Arbor Bend- Linden	Meritage TSO	MN		DTMU	167	0	TSO	1	0	0	165	0	0.99	0.00
Denali 50's - The Groves	Meritage	MN		DTMU	208	0	3	16	0	0	9	9	1.26	1.26
Denali 60's - The Groves	Meritage	MN		DTMU	43	5	6	13	2	0	8	8	1.12	1.12
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	4	13	1	0	19	19	1.55	1.55
Laguna at River Islands	Pulte	LP		DTMU	110	0	5	2	0	0	102	13	0.80	0.76
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	4	7	20	2	0	17	17	1.38	1.38
The Shores at River Islands	Pulte	LP		DTMU	23	0	3	25	1	0	18	18	1.59	1.59
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	3	7	2	0	17	17	1.38	1.38
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	3	58	3	0	23	22	1.19	1.29
The Strand Collection	Raymus	MN	Rsv's	DTMU	56	6	6	33	4	0	39	21	1.29	1.24
Birch at Arbor Bend	Richmond American	MN		ATST	60	2	4	14	1	0	55	14	0.52	0.82
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	8	0	0	99	0	0.68	0.00
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	3	8	0	0	16	13	0.35	0.76
Magnolia at Arbor Bend	Richmond American	MN		DTMU	52	0	2	2	0	0	50	10	0.47	0.59
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	6	19	1	0	71	11	0.60	0.65
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	6	7	0	0	28	11	0.60	0.65
Villa Ticino	Richmond American	MN		DTMU	100	0	4	17	0	0	23	12	0.53	0.71
Oakwood Trails- Juniper	Taylor Morrison TSO	MN		DTMU	110	0	TSO	6	1	0	42	27	1.66	1.59
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	0	5	5	0	0	40	21	1.58	1.24
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	0	2	10	0	0	40	24	1.58	1.41
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	2	6	0	0	51	13	0.53	0.76
The Cove at River Islands	TRI Pointe	LP		DTMU	77	0	4	6	1	0	73	17	0.65	1.00
Avalon at River Islands	Trumark	LP		DTMU	57	0	1	5	0	0	56	3	0.47	0.18
Dawn at The Collective	Trumark	MN		AASF	76	0	5	3	0	0	25	7	0.23	0.41
Origin at the Collective 2.0	Trumark	MN		DTMU	41	0	8	3	0	0	1	1	0.03	0.06
Vida at The Collective	Trumark	MN		AASF	103	0	11	3	0	0	38	3	0.33	0.18
Hideaway II at River Islands	Van Daele	LP		ATST	108	3	7	17	2	0	56	14	0.57	0.82
Vintage II	Windward Pacific	MN		DTMU	68	0	11	5	0	0	57	4	0.38	0.24
TOTALS: No. Reporting: 42		Avg. Sales: 0.74		Traffic to Sales: 16 : 1				190	532	33	2	2243	530	Net: 31
City Codes: MN = Manteca, LP = Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus Stanislaus County					Projects Participating: 15									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Grasslands at Countryside	DR Horton	RB		DTMU	34	0	2	1	0	0	32	20	1.17	1.18
Heritage Collection	DR Horton	RB		DTMU	47	4	7	15	3	1	22	22	1.79	1.79
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	50	4	6	23	3	0	21	21	2.04	2.04
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	3	6	0	0	139	15	0.94	0.88
Carmel Ranch	K Hovnanian	OD		DTMU	50	2	5	5	1	0	20	11	0.31	0.65
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	3	13	0	0	29	9	0.61	0.53
Heritage at Parkwood	KB Home	HG		DTMU	50	0	3	12	0	0	10	7	0.40	0.41
Orchards at Parkwood	KB Home	HG		DTMU	299	0	4	10	1	0	20	16	0.79	0.94
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	3	13	0	0	18	10	0.54	0.59
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	1	0	0	0	187	3	0.89	0.18
Blossom at Baldwin Ranch	Landsea	PR	Rsv's	DTMU	50	7	3	26	9	0	14	14	3.38	3.38
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	2	15	1	0	3	3	0.72	0.72
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	2	15	1	0	4	4	0.97	0.97
T Street Customs	SCM	NW		DTMU	10	0	2	1	0	0	8	2	0.09	0.12
The Meadowlands	Windward Pacific	OD		DTMU	62	0	14	4	0	0	16	6	0.13	0.35
TOTALS: No. Reporting: 15	Avg. Sales: 1.20		Traffic to Sales: 8 : 1				60	159	19	1	543	163	Net: 18	
City Codes: RB = Riverbank, PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman														

Stanislaus Turlock					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															
Marcona					Bright TSO					KY					DTMU					116	0	TSO	9	0	0	54	3	0.53	0.18
TOTALS: No. Reporting: 1					Avg. Sales: 0.00					Traffic to Sales: N/A					0	9	0	0	54	3	Net: 0								
City Codes: KY = Keyes																													

Merced County Merced County					Projects Participating: 12									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Crest View	Century	MD	DTMU	104	0	5	5	2	0	12	12	0.91	0.91	
Silhouette at Sunrise Ranch	Century	LB	DTMU	95	0	7	2	0	1	88	6	0.77	0.35	
Lantana	DR Horton	MD	DTMU	99	3	4	11	2	0	76	25	1.04	1.47	
Newcastle II	DR Horton	MD	DTMU	34	0	2	5	2	0	23	23	1.87	1.87	
Pacheco Pointe III	DR Horton	LB	DTST	81	4	6	9	1	1	44	25	1.28	1.47	
Pacheco Pointe IV	DR Horton	LB	DTMU	63	5	5	4	1	0	16	16	1.30	1.30	
Stoneridge South III	DR Horton TSO	MD	DTMU	64	0	TSO	0	0	0	62	0	0.89	0.00	
The Pointe at Stonecreek	Legacy	LB	DTMU	109	0	9	12	0	0	58	7	0.42	0.41	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	0	5	23	1	0	83	14	0.63	0.82	
Cypress Terrace	Stonefield Home	MD	DTST	163	0	6	7	0	0	157	15	0.65	0.88	
Southpointe	Stonefield Home	LB	DTST	36	0	2	13	2	0	22	18	1.14	1.06	
Villas II, The	Stonefield Home	LB	DTST	191	0	4	9	1	0	118	13	0.69	0.76	
TOTALS: No. Reporting: 12		Avg. Sales: 0.83		Traffic to Sales: 8 : 1			55	100	12	2	759	174	Net: 10	
City Codes: MD = Merced, LB = Los Banos														

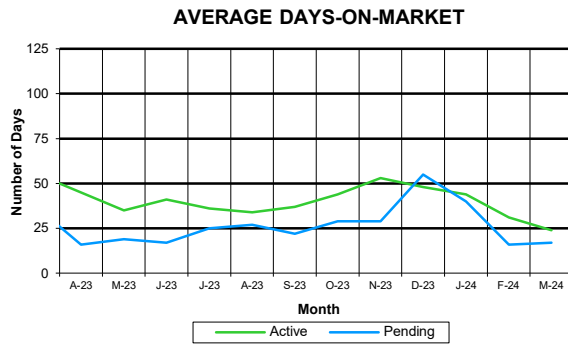
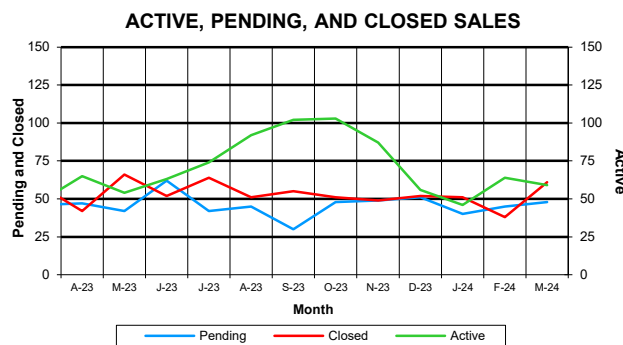
Development Name	Developer	City Code	Notes	Type										
Madera County Madera County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Omni	Century	MDA		DTMU	61	0	2	2	3	2	59	16	0.69	0.94
Pecan Square	DR Horton TSO	MDA		DTMU	112	0	TSO	1	1	0	108	23	1.58	1.35
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	1	10	0	0	40	14	0.49	0.82
Riverstone - Choral Series	Lennar	MDA		DTMU	107	3	5	5	1	0	14	14	0.92	0.92
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	19	0	0	107	0	0.63	0.00
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	5	5	1	0	11	11	0.72	0.72
Riverstone - Skye	Lennar	MDA		DTMU	81	3	5	5	1	0	23	20	0.60	1.18
Riverstone - Surf	Lennar	MDA		DTMU	46	0	4	5	0	0	15	12	0.44	0.71
Riverstone - Treasures	Lennar	MDA		DTST	25	3	5	5	2	0	12	12	0.97	0.97
Encore at Riverstone	Woodside	MDA		DTMU	95	0	5	12	0	0	28	2	0.16	0.12
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	4	12	1	2	63	14	0.37	0.82
TOTALS: No. Reporting: 11	Avg. Sales: 0.55		Traffic to Sales: 8 : 1				37	81	10	4	480	138	Net: 6	
City Codes: MDA = Madera														

Development Name	Developer	City Code	Notes	Type										
Fresno County Fresno County					Projects Participating: 32									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bravado	Century	REE		DTMU	182	0	6	5	0	0	105	10	0.79	0.59
Trellises	Century	FR		DTMU	149	0	8	5	0	1	11	11	0.84	0.84
Serenade	DR Horton	SAN		DTMU	129	2	2	9	1	0	45	16	0.86	0.94
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.47	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	6	0	0	65	16	0.55	0.94
Centrella Estates	KB Home	FR		DTMU	74	0	3	23	1	0	61	19	1.06	1.12
Centrella Villas	KB Home	FR		DTMU	107	0	4	16	0	0	86	19	0.93	1.12
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	20	0	0	41	15	0.74	0.88
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	4	7	2	0	43	22	0.86	1.29
Legacy at Highland	KB Home	CV		DTMU	42	0	1	8	0	0	41	8	0.58	0.47
Catalina Park - Surf	Lennar	FR		DTMU	83	0	4	1	1	0	73	17	1.02	1.00
Corinthalyn- Orchard	Lennar TSO	CV		DTMU	128	0	TSO	4	3	0	36	29	1.62	1.71
Corinthalyn- Surf	Lennar	CV		DTMU	75	0	5	4	1	0	40	26	1.52	1.53
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	5	0	0	0	14	11	0.69	0.65
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	4	6	22	3	0	45	16	1.04	0.94
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	2	4	1	1	0	57	17	1.38	1.00
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	5	1	1	0	13	8	0.33	0.47
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	2	1	0	0	13	7	0.35	0.41
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	4	1	0	0	14	7	0.34	0.41
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	5	83	0	0	85	15	1.51	0.88
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	1	1.00	0.06
Juniper Hills- Surf	Lennar	FR		DTMU	102	4	6	65	1	0	85	12	1.23	0.71
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	3	0	0	0	14	9	0.66	0.53
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	0	6	2	1	2	37	26	1.46	1.53
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	4	2	0	0	38	34	1.87	2.00
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	5	5	0	0	4	4	0.09	0.24
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	4	4	9	2	1	7	2	0.13	0.12
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	4	26	1	0	71	8	0.36	0.47
Red Porch at Farmstead	Woodside S/O	CV		DTMU	55	0	S/O	0	1	0	55	10	0.28	0.59
Somerset Crossing	Woodside	FO		ATST	99	0	6	5	0	0	68	6	0.42	0.35
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	0	3	0	0	0	112	17	0.57	1.00
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	3	6	8	2	0	71	14	0.36	0.82
TOTALS: No. Reporting: 32	Avg. Sales: 0.56		Traffic to Sales: 15 : 1				132	339	22	4	1643	432	Net: 18	
City Codes: REE = Reedley, FR = Fresno, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 130						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 130	Avg. Sales: 0.77	Traffic to Sales: 13 : 1	543	1476	114	14	6909	1705	Net: 100
Project Types:			AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached						
Abbreviations:			SO = Sold Out, TSO = Temporarily Sold Out						

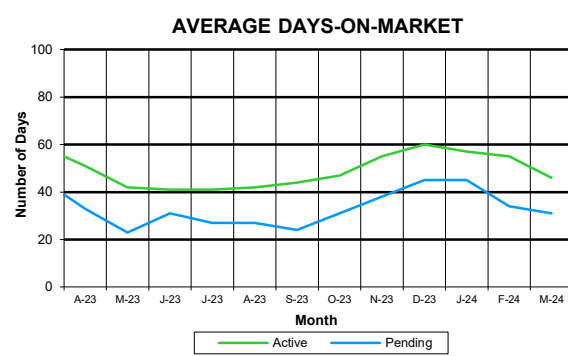
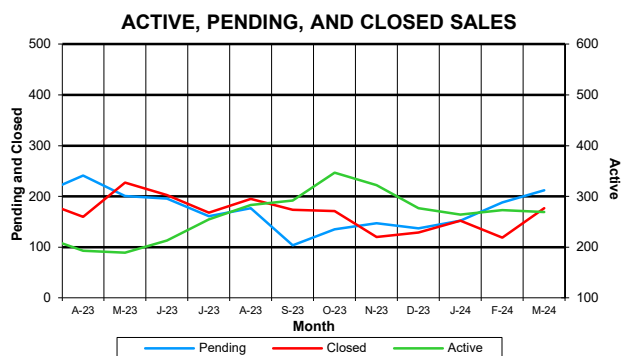
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	92	34	45	27	51	753,876
Sep-23	102	37	30	22	55	798,298
Oct-23	103	44	48	29	51	722,282
Nov-23	87	53	49	29	49	751,666
Dec-23	56	48	51	55	52	715,041
Jan-24	46	44	40	40	51	707,687
Feb-24	64	31	45	16	38	783,972
Mar-24	59	24	48	17	61	828,274



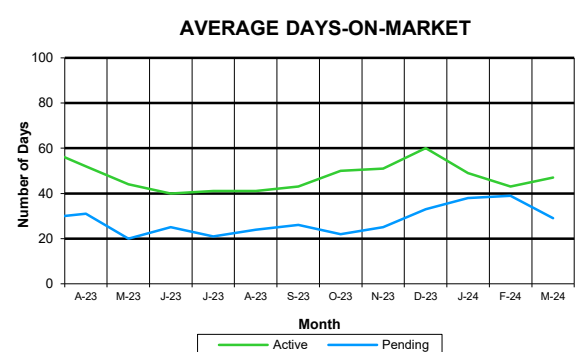
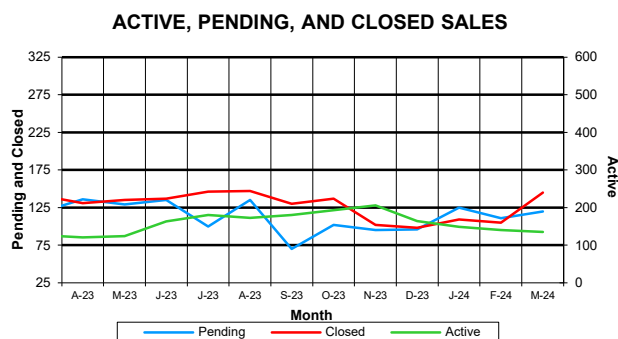
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	283	42	177	27	195	488,836
Sep-23	292	44	104	24	174	480,085
Oct-23	347	47	135	31	171	452,915
Nov-23	322	55	147	38	120	455,456
Dec-23	277	60	137	45	129	444,406
Jan-24	264	57	152	45	152	468,208
Feb-24	273	55	188	34	119	456,116
Mar-24	269	46	212	31	177	478,435



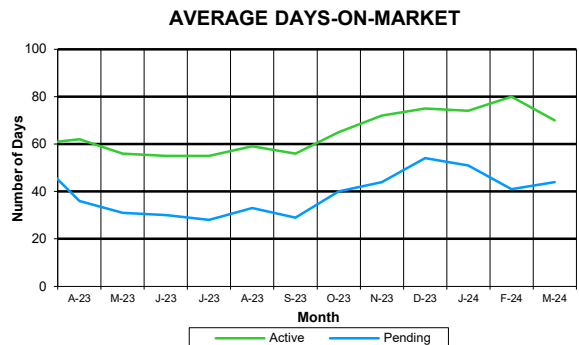
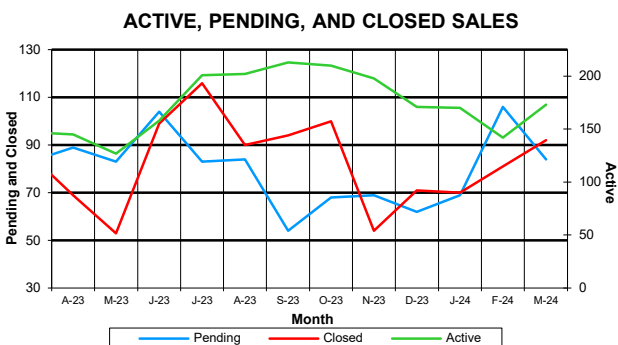
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	173	41	135	24	147	481,953
Sep-23	180	43	70	26	130	489,583
Oct-23	193	50	102	22	137	480,766
Nov-23	206	51	95	25	102	466,729
Dec-23	164	60	96	33	98	459,128
Jan-24	149	49	125	38	109	470,351
Feb-24	140	43	111	39	105	481,699
Mar-24	135	47	120	29	145	464,064



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	202	59	84	33	90	417,450
Sep-23	213	56	54	29	94	418,614
Oct-23	210	65	68	40	100	384,998
Nov-23	198	72	69	44	54	391,044
Dec-23	171	75	62	54	71	404,997
Jan-24	170	74	69	51	70	392,231
Feb-24	142	80	106	41	81	413,901
Mar-24	173	70	84	44	92	411,073



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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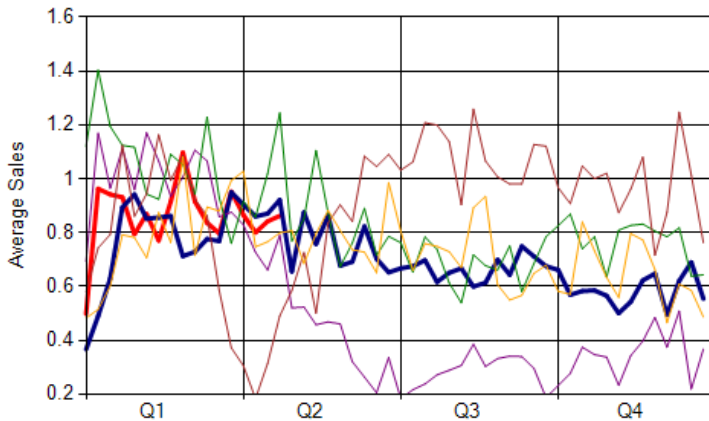
Sacramento

Week 17

Ending: Sunday, April 28, 2024







Counties / Groups			Projects				Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			41	635	34	2	32	0.78	0.96	-19%	0.98	-21%
Central & North Sacramento			32	299	33	1	32	1.00	0.64	57%	0.63	58%
Folsom			13	309	12	1	11	0.85	0.99	-15%	1.03	-18%
El Dorado			11	114	7	0	7	0.64	0.65	-2%	0.69	-7%
Placer & Nevada			67	1062	65	8	57	0.85	0.86	-1%	0.87	-2%
Yolo			9	102	14	2	12	1.33	1.25	7%	1.26	6%
Amador County			1	13	0	0	0	0.00	0.35	-100%	0.46	-100%
Northern Counties			14	128	12	1	11	0.79	0.93	-15%	0.92	-15%
Current Week Totals		Traffic : Sales 15 : 1	188	2662	177	15	162	0.86	0.86	0%	0.88	-2%
Per Project Average			14		0.94	0.08	0.86					
Year Ago - 04/30/2023		Traffic : Sales 15 : 1	177	2672	180	17	163	0.92	0.79	17%	0.84	9%
% Change			6%	0%	-2%	-12%	-1%	-6%	10%	4%		

52 Weeks Comparison



Year to Date Averages Through Week 17


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2019	140	23	0.90	0.11	0.79	0.73
	2020	143	17	0.87	0.16	0.72	0.89
	2021	155	20	1.15	0.10	1.05	0.85
	2022	169	17	1.08	0.14	0.94	0.52
	2023	184	15	0.93	0.14	0.79	0.70
	2024	187	14	0.95	0.09	0.86	0.86
% Change:		2%	-10%	3%	-37%	10%	23%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>The housing market seems to be weathering higher interest rates with greater success than the manufacturing sector. Residential investment rose at a 13.9% annualized pace in the Q1 GDP report, fueled by single-family housing construction and an increase in brokers' commissions. A strong showing for new home sales in March provided further encouragement as sales jumped 8.8% to a 693K-unit pace. March's print was a strong rebound from a disappointing February print, which was revised lower. First quarter sales averaged 667K units, which represents a 4.5% improvement from the pace averaged in Q4 2023. The upturn in new home sales despite higher interest rates largely reflects builders' ability to offset eroding affordability conditions through price discounts, mortgage rate buy-downs and other incentives. That said, the boost in sales may be a result of homebuyers trying to front-run rising mortgage rates, which breached 7% in April, reaching 7.2% last week, according to Freddie Mac. If rates continue to climb, we may witness more buyers being forced to the sidelines in the coming months. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
CONV	6.99%	7.31%	
FHA	6.75%	7.28%	
10 Yr Yield	4.63%		
			

Development Name	Developer	City Code	Notes	Type										
South Sacramento South Sacramento					Projects Participating: 41									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	4	6	1	0	3	3	0.24	0.24
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	30	10	0	0	7	7	0.53	0.53
Riverhaven	Beazer	SO		DTST	66	0	5	50	0	0	18	18	1.35	1.35
Stonehaven	Beazer	SO		DTMU	90	0	8	13	0	0	43	13	1.04	0.76
Carnelian at Sheldon Farms	DR Horton	LN		DTMU	122	0	5	15	0	0	103	27	1.19	1.59
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	0	6	18	0	0	118	17	1.37	1.00
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	4	6	9	3	0	106	25	1.24	1.47
Cascade at Elliott Springs	Elliott	VN		DTMU	173	0	4	41	1	0	13	13	2.07	2.07
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	4	66	1	1	53	16	0.96	0.94
The Retreats	K Hovnanian	RM		DTMU	62	0	3	5	0	0	30	6	0.30	0.35
Fairfax at The Grove	KB Home	LN		DTMU	125	0	5	12	1	0	26	26	2.12	2.12
Hayworth at The Grove	KB Home	LN		DTMU	90	0	5	17	1	1	27	27	2.20	2.20
Lexington at The Grove	KB Home	LN		DTMU	58	3	5	11	1	0	17	17	1.04	1.00
Rosewood at The Grove	KB Home	LN		DTMU	51	3	5	13	3	0	38	28	1.63	1.65
Westborne at The Grove	KB Home	LN		DTMU	123	0	4	41	3	0	39	29	1.44	1.71
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	0	4	12	0	0	60	27	1.22	1.59
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	12	2	0	43	27	1.07	1.59
Calabria at Vineyard Parke	Lennar	SO	New	DTST	144	5	3	12	2	0	2	2	7.00	7.00
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	4	6	17	3	0	67	36	1.48	2.12
Laguna Ranch II	Richmond American	LN		DTMU	100	0	6	0	2	0	62	11	0.62	0.65
Seasons at Caterina	Richmond American	GT		DTMU	61	0	3	7	1	0	41	15	0.54	0.88
Seasons at Stonebrook	Richmond American	LN		DTMU	102	0	1	1	1	0	101	7	0.68	0.41
Seasons at the Farm	Richmond American	GT		DTMU	87	3	5	9	1	0	56	10	0.50	0.59
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	2	6	16	2	0	87	24	0.92	1.41
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	3	6	0	0	14	8	0.58	0.47
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	2	6	0	0	6	4	0.25	0.24
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	1	6	0	0	7	6	0.29	0.35
Madeira Greens	Taylor Morrison	LN		DTMU	85	0	2	4	0	0	5	5	3.89	3.89
Madeira Ranch - Grange	Taylor Morrison TSO	LN		DTST	71	0	TSO	8	1	0	60	15	0.79	0.88
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	4	7	0	0	66	13	0.87	0.76
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	0	2	9	1	0	50	17	0.66	1.00
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	0	2	12	1	0	58	11	0.76	0.65
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	3	8	0	0	66	13	0.83	0.76
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	6	12	0	0	74	13	0.93	0.76
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	5	14	0	0	70	17	0.88	1.00
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	2	7	0	0	36	23	0.80	1.35
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	6	5	0	0	44	4	0.97	0.24
Long Meadow	The New Home Co	VN		DTMU	122	0	5	40	0	0	37	17	1.05	1.00
Cedar Creek	Tim Lewis	GT		DTMU	112	0	3	8	0	0	97	17	0.69	1.00
The Oasis	Tim Lewis	LN		DTMU	52	3	5	44	2	0	25	16	0.95	0.94
The Meadows	Woodside	LN		DTMU	141	0	4	26	0	0	2	2	0.27	0.27
TOTALS: No. Reporting: 41	Avg. Sales: 0.78		Traffic to Sales: 19 : 1				193	635	34	2	1877	632	Net: 32	
City Codes: LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
C/N Sacramento Central Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	2	5	15	0	0	47	14	0.84	0.82
Heritage at Gum Ranch	Elliott	FO		DTMU	251	4	7	9	1	0	172	13	0.67	0.76
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	5	5	0	0	34	6	0.38	0.35
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	5	5	0	0	24	5	0.26	0.29
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	5	1	0	0	26	12	0.50	0.71
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	5	2	0	0	69	11	0.58	0.65
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	4	4	1	0	49	9	0.60	0.53
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	3	3	2	1	79	18	0.67	1.06
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.60	0.00
Celedon at Pradera Ranch	Lennar	RO		DTMU	111	4	6	11	2	0	16	15	0.79	0.88
Jade at Pradera Ranch	Lennar	RO		DTMU	90	6	6	24	6	0	11	11	1.07	1.07
Midori at Pradera Ranch	Lennar	RO		DTMU	90	4	6	10	1	0	12	12	0.74	0.71
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	3	6	17	1	0	20	14	0.60	0.82
Viridian	Lennar	RO		DTST	185	0	1	1	0	0	184	1	0.73	0.06
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	3	4	17	2	0	23	20	0.76	1.18
Ascent at Montelena	Pulte	RO		DTMU	127	0	4	9	0	0	41	13	0.50	0.76
Solis at Montelena	Pulte	RO		DTMU	55	5	6	6	4	0	29	15	0.32	0.88
Vista at Montelena	Pulte	RO		DTMU	38	0	3	6	1	0	35	2	0.39	0.12
Seasons at Montelena	Richmond American	RO		DTMU	125	0	4	29	3	0	75	15	0.67	0.88
Acacia II at Cypress	Woodside	RO		DTMU	90	0	5	5	0	0	18	6	0.45	0.35
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	3	14	0	0	34	14	0.82	0.82
Sycamore at Cypress	Woodside	RO		DTMU	96	0	5	8	0	0	16	6	0.41	0.35
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	2	12	1	0	16	9	0.40	0.53
TOTALS: No. Reporting: 23		Avg. Sales: 1.04		Traffic to Sales: 9 : 1				102	213	25	1	1101	241	Net: 24
City Codes: RO = Rancho Cordova, FO = Fair Oaks														

C/N Sacramento North Sacramento					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Cottages at The Preserve	KB Home	AO	DTST	70	3	6	20	2	0	3	3	1.31	1.31	
Villas at The Preserve	KB Home	AO	DTMU	203	2	5	7	1	0	23	18	0.85	1.06	
Northlake - Bleau	Lennar	SO	DTMU	348	5	6	22	4	0	178	34	1.04	2.00	
Northlake - Crestvue II	Lennar	SO	DTMU	138	0	3	2	0	0	0	0	0.00	0.00	
Northlake - Drifton	Lennar	SO	DTMU	236	0	3	13	1	0	128	10	0.79	0.59	
Northlake - Lakelet	Lennar	SO	DTMU	307	0	8	0	0	0	134	6	0.78	0.35	
Northlake - Shor	Lennar	SO	DTMU	337	0	4	2	0	0	140	6	0.82	0.35	
Northlake - Watersyde	Lennar	SO	DTMU	276	0	5	10	0	0	128	5	0.75	0.29	
Northlake - Wavmor	Lennar	SO	DTMU	320	0	5	10	0	0	145	22	0.85	1.29	
TOTALS: No. Reporting: 9		Avg. Sales: 0.89		Traffic to Sales: 11 : 1				45	86	8	0	879	104	Net: 8
City Codes: AO = Antelope, SO = Sacramento														

Development Name	Developer	City Code	Notes	Type										
Folsom Folsom Area					Projects Participating: 13									
					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
Oakwood at Folsom Ranch	Beazer	FM		DTMU	53	0	8	7	0	0	28	10	0.71	0.59
Esquire at Folsom Ranch	KB Home	FM		DTMU	153	2	5	35	1	0	7	7	1.69	1.69
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	4	7	12	2	0	93	22	0.89	1.29
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	100	3	7	18	2	0	82	20	0.81	1.18
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	3	5	16	2	0	13	12	0.67	0.71
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	0	4	10	1	0	66	22	1.31	1.29
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	3	5	15	2	0	65	24	1.25	1.41
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	0	2	15	1	0	53	17	0.72	1.00
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	1	17	0	0	49	17	0.67	1.00
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	0	3	33	0	0	83	24	1.34	1.41
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	4	49	0	1	57	14	0.59	0.82
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	3	5	33	0	0	69	20	1.11	1.18
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	3	5	49	1	0	64	15	0.66	0.88
TOTALS: No. Reporting: 13		Avg. Sales: 0.85		Traffic to Sales: 26 : 1				61	309	12	1	729	224	Net: 11
City Codes: FM = Folsom														

El Dorado El Dorado County					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
Oakhaven	Blue Mountain	RE	DTMU	29	0	4	34	0	0	3	3	0.32	0.32	
Revere	Blue Mountain	RE	DTMU	51	0	2	2	0	0	45	3	0.29	0.18	
Alder at Saratoga Estates	Elliott	EH	DTMU	129	0	2	3	0	0	121	13	0.61	0.76	
Manzanita at Saratoga	Elliott	EH	DTMU	131	0	5	8	1	0	84	14	0.44	0.82	
Ponderosa at Saratoga	Elliott	EH	DTMU	56	0	5	4	0	0	22	8	0.21	0.47	
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMU	373	4	5	17	3	0	319	23	1.09	1.35	
Legends II at Heritage Carson Creek	Lennar	EH	New AASF	123	6	4	15	2	0	2	2	7.00	7.00	
Trento at The Promontory	Lennar	EH	DTMU	32	0	5	1	0	0	27	11	0.49	0.65	
Ridgeview	The New Home Co	EH	DTMU	44	0	4	18	0	0	21	10	0.49	0.59	
Edgelake at Serrano	TRI Pointe	EH	DTMU	65	2	3	8	1	0	62	11	0.47	0.65	
Sutter's Ridge	Williams	PV	DTMU	39	0	2	4	0	0	2	2	0.22	0.22	
TOTALS: No. Reporting: 11	Avg. Sales: 0.64		Traffic to Sales: 16 : 1				41	114	7	0	708	100	Net: 7	
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 66									
Placer / Nevada Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	12	41	2	0	27	25	0.99	1.47
Whitehawk	Anthem United	GB		DTMU	55	0	6	67	0	0	32	13	0.51	0.76
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	12	6	2	1	12	12	0.90	0.90
Verrado II at Solaire	Beazer	RV		DTMU	63	0	9	8	1	0	20	10	0.51	0.59
Harvest	Black Pine	LM		DTMU	22	0	1	7	0	0	21	4	0.42	0.24
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	4	13	0	0	3	2	0.07	0.12
Millau at Twelve Bridges	Century	LL		DTST	105	0	4	13	0	0	4	4	1.22	1.22
Rialto at Twelve Bridges	Century	LL		DTMU	79	0	3	11	0	0	3	3	0.91	0.91
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	2	4	4	1	0	50	10	0.36	0.59
Balboa II	DR Horton	RV		DTST	172	0	6	2	0	2	164	53	1.82	3.12
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	5	10	0	0	30	23	1.19	1.35
Turkey Creek Estates	Elliott	LL		DTMU	228	0	5	2	0	0	76	9	0.51	0.53
Edgefield Place	JMC	RK		DTMU	83	3	6	22	2	0	66	20	0.59	1.18
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	5	26	0	0	45	15	0.43	0.88
Fairbrook at Fiddymment Farms	JMC	RV		DTMU	125	0	4	24	2	0	118	24	0.75	1.41
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	4	7	51	3	0	31	29	1.33	1.71
Meadowbrook at Fiddymment Farms	JMC	RV		DTMU	80	0	3	23	0	0	77	6	0.49	0.35
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	4	7	28	4	0	65	28	1.24	1.65
Palisade Village	JMC	RV		DTST	307	0	3	2	0	0	304	4	1.27	0.24
Prominence at Whitney Ranch	JMC	RK		DTMU	92	0	1	2	0	0	91	2	0.48	0.12
Sagebrook at Fiddymment Farms	JMC	RV		DTMU	214	0	5	32	1	1	100	14	0.63	0.82
Sentinel	JMC	RV		DTST	256	7	5	26	7	0	190	28	0.88	1.65
Tribute Pointe	JMC	RK		DTMU	99	0	5	16	0	0	32	9	0.29	0.53
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	9	5	57	7	0	95	31	0.88	1.82
Firefly at Winding Creek	K Hovnanian	RV		DTMU	86	0	1	7	0	0	85	6	0.52	0.35
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	3	24	1	0	22	16	0.84	0.94
Copper Ridge	KB Home	LL		DTMU	281	0	5	12	1	1	130	30	1.04	1.76
Morgan Knolls	KB Home	RV		DTMU	58	3	5	10	1	0	50	25	0.96	1.47
Breckenridge at Sierra West	Lennar	RV		DTMU	281	0	6	11	0	0	152	28	1.14	1.65
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMU	404	0	7	3	1	0	135	18	0.95	1.06
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	7	8	17	4	0	146	32	1.01	1.88
Lumiere at Sierra West	Lennar	RV		DTMU	205	0	4	3	0	1	199	26	1.06	1.53
Meander at Winding Creek	Lennar	RV		DTMU	74	0	4	16	0	0	14	13	0.80	0.76
Meribel at Sierra West	Lennar	RV		DTMU	167	0	4	12	0	0	163	0	0.86	0.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	3	6	10	1	0	122	11	0.87	0.65
The Woods at Fullerton Ranch	Lennar	LL		DTMU	81	0	3	9	1	0	78	30	1.01	1.76
Windham at Sierra West	Lennar	RV		DTMU	173	3	7	17	3	1	137	16	1.10	0.94
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	4	13	0	0	43	31	1.37	1.82
Premier Soleil	Premier Homes	GB		DTMU	52	0	3	14	0	0	37	4	0.40	0.24
Camellia at Solaire	Pulte	RV		DTMU	67	0	4	22	0	0	30	30	1.96	1.96
Jasmine at Solaire	Pulte	RV		DTMU	107	0	6	5	0	0	17	17	1.40	1.40
Revere at Independence	Richmond American	LL		DTMU	122	0	1	0	0	0	121	7	0.70	0.41
Seasons at Mason Trails	Richmond American	RV		DTMU	77	0	5	3	1	0	54	13	0.57	0.76
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	5	23	0	0	53	22	0.47	1.29
Windsong at Winding Creek	Richmond American	RV		DTMU	71	0	1	0	0	0	70	6	0.54	0.35

Development Name	Developer	City Code	Notes	Type										
Placer / Nevada Placer County (Continued ...)					Projects Participating: 66									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	2	7	3	0	118	16	0.76	0.94
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	5	7	1	1	45	12	0.38	0.71
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	7	0	0	105	11	0.67	0.65
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	5	7	1	0	115	14	0.74	0.82
Fiddymment Farm - Magnolia	Taylor Morrison	RV		DTMU	99	0	3	1	1	0	96	14	0.95	0.82
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	3	6	0	0	24	3	0.24	0.18
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	7	15	0	0	17	9	0.46	0.53
Valley Oak- Trails	The New Home Co	RV		DTMU	62	4	5	16	2	0	29	17	0.76	1.00
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	3	53	0	0	28	7	0.42	0.41
Morgan Place	Tim Lewis	RV		DTMU	79	0	4	5	0	0	4	4	0.26	0.26
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	2	5	0	0	5	2	0.13	0.12
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	2	5	0	0	3	3	0.20	0.20
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	5	28	0	0	9	1	0.09	0.06
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	4	28	1	0	1	1	0.78	0.78
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	6	28	0	0	14	1	0.14	0.06
Monument at Independence	TRI Pointe	LL		DTMU	159	0	4	28	1	0	1	1	0.78	0.78
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	4	5	24	1	0	15	15	1.14	1.14
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	2	11	2	0	31	7	0.35	0.41
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	2	11	2	0	46	17	0.52	1.00
The Park at Granite Bay	Woodside	GB		DTMU	55	0	11	16	1	0	4	4	1.75	1.75
Wildflower at Winding Creek	Woodside	RV		DTMU	97	0	2	29	3	0	20	20	2.41	2.41
TOTALS: No. Reporting: 66	Avg. Sales: 0.86		Traffic to Sales: 16 : 1				303	1061	65	8	4244	938	Net: 57	
City Codes: RV = Roseville, GB = Granite Bay, LM = Loomis, LL = Lincoln, RK = Rocklin														

Placer / Nevada Nevada 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			
Timberwood Estates II	Hilbers	GV	DTST	6	0	6	1	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 1	Avg. Sales: 0.00			Traffic to Sales: N/A			6	1	0	0	0	0	Net: 0
City Codes: GV = Grass Valley													

Development Name	Developer	City Code	Notes	Type										
Yolo Yolo County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Parkside at The Rivers	Century	WS		DTMU	82	3	5	9	1	0	67	24	0.86	1.41
Trailside at the Rivers	Century	WS		DTMU	120	3	4	10	1	0	39	25	0.58	1.47
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	4	6	13	4	0	72	22	1.10	1.29
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	0	4	7	0	0	49	22	0.74	1.29
Crestada	Lennar	WL		DTMU	105	3	6	11	3	1	96	30	1.08	1.76
Lavender	Lennar	WL		DTMU	79	0	1	8	0	0	78	4	0.82	0.24
The Hideaway	Meritage	WN		DTMU	148	5	8	19	3	1	95	23	0.97	1.35
Walnut Lane	Meritage	WN		DTMU	53	3	6	12	0	0	13	13	1.82	1.82
Revival	Tim Lewis	WL		DTST	72	3	3	13	2	0	38	16	0.36	0.94
TOTALS: No. Reporting: 9	Avg. Sales: 1.33		Traffic to Sales: 7 : 1				43	102	14	2	547	179	Net: 12	
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

Amador County Amador County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II		Tim Lewis		PLY	DTMU	40	0	4	13	0	0	27	6	0.19	0.35
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			4	13	0	0	27	6	Net: 0	
City Codes: PLY = Plymouth															

Northern Counties 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. Sis /Week	Av. Sis /YTD	
Amber Lynn Estates		DR Horton	CO	DTST	108	0	5	1	0	0	53	17	0.63	1.00	
Sparrow		DR Horton	TSO	CO	DTMU	86	0	TSO	0	0	0	52	18	0.53	1.06
TOTALS: No. Reporting: 2		Avg. Sales: 0.00			Traffic to Sales: N/A			5	1	0	0	105	35	Net: 0	
City Codes: CO = Chico															

Northern Counties Yuba County					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	3	15	2	1	17	14	0.62	0.82	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	4	23	0	0	32	11	0.57	0.65	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	147	0	1	0	0	0	110	8	0.50	0.47	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	0	3	7	0	0	81	26	0.75	1.53	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	3	7	16	3	0	112	29	1.02	1.71	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	3	5	20	3	0	97	32	1.26	1.88	
Wildbrook at Rio Del Oro	Lennar	PLK	DTMU	145	0	3	10	0	0	1	1	0.70	0.70	
TOTALS: No. Reporting: 7	Avg. Sales: 1.00		Traffic to Sales: 11 : 1				26	91	8	1	450	121	Net: 7	
City Codes: PLK = Plumas Lake, WH = Wheatland														

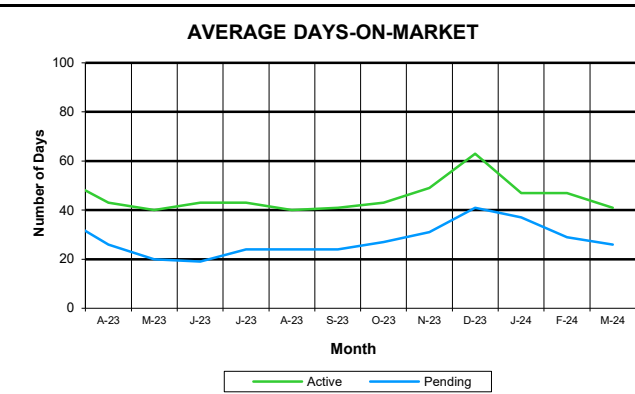
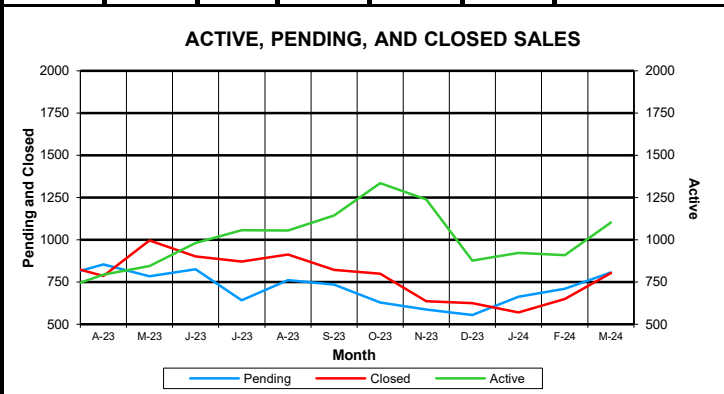
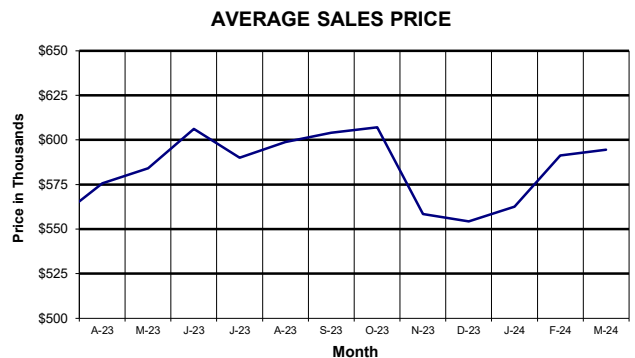
Development Name	Developer	City Code	Notes	Type										
Northern Counties Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Harter Estates	DR Horton	YC	ATST		150	3	3	11	2	0	10	10	1.08	1.08
TOTALS: No. Reporting: 1		Avg. Sales: 2.00		Traffic to Sales: 6 : 1				3	11	2	0	10	10	Net: 2
City Codes: YC = Yuba City														

Northern Counties Shasta County				Projects Participating: 4										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD	
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	4	10	1	0	44	17	0.62	1.00	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	0	5	10	1	0	40	15	0.56	0.88	
Monroe	DR Horton	RD	DTST	20	0	5	5	0	0	13	8	0.31	0.47	
Rio	DR Horton	RD	DTST	50	1	4	0	0	0	46	6	0.46	0.35	
TOTALS: No. Reporting: 4		Avg. Sales: 0.50		Traffic to Sales: 13 : 1				18	25	2	0	143	46	Net: 2
City Codes: RD = Redding														

Sacramento			Projects Participating: 188						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 188	Avg. Sales: 0.86	Traffic to Sales: 15 : 1	850	2662	177	15	10820	2636	Net: 162
Project Types:			AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached						
Abbreviations:			SO = Sold Out, TSO = Temporarily Sold Out						

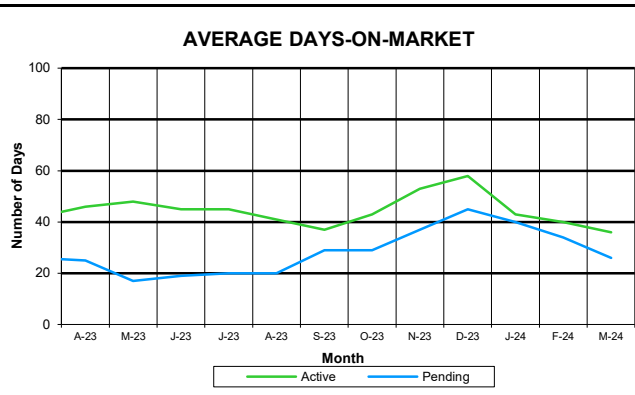
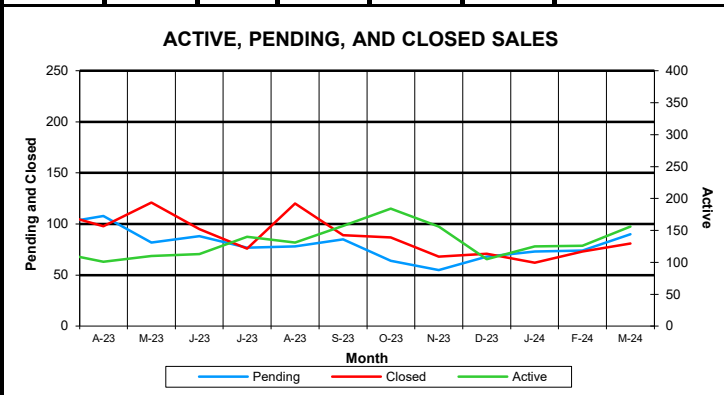
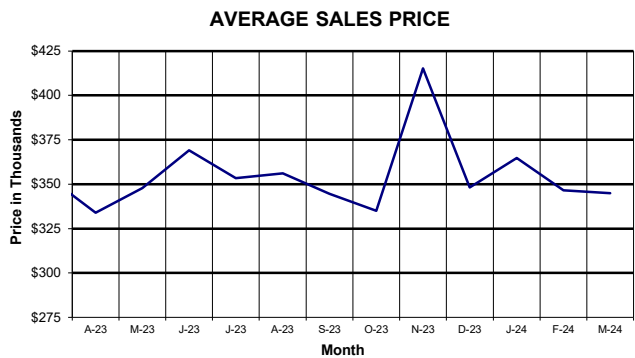
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	1,056	40	761	24	914	598,812
Sep-23	1,145	41	735	24	822	604,024
Oct-23	1,335	43	630	27	799	607,113
Nov-23	1,238	49	588	31	637	558,389
Dec-23	878	63	556	41	626	554,264
Jan-24	923	47	664	37	571	562,621
Feb-24	909	47	710	29	651	591,286
Mar-24	1,103	41	807	26	803	594,570



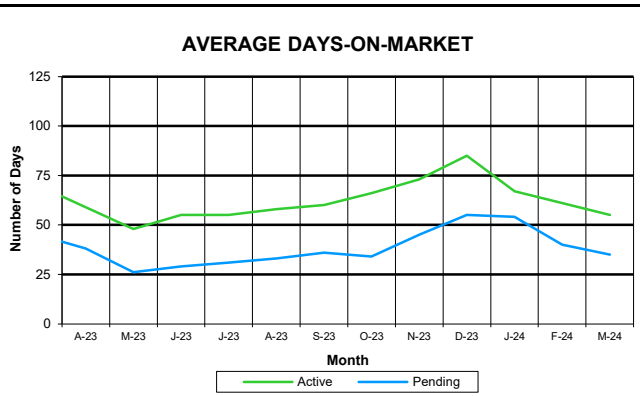
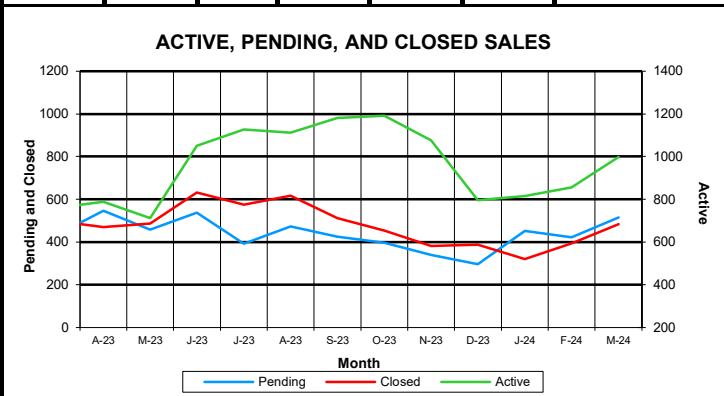
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	131	41	78	20	120	356,082
Sep-23	157	37	85	29	89	344,570
Oct-23	184	43	64	29	87	334,969
Nov-23	156	53	55	37	68	415,252
Dec-23	105	58	68	45	71	348,088
Jan-24	125	43	73	40	62	364,728
Feb-24	126	40	74	34	73	346,597
Mar-24	156	36	90	26	81	345,000



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	1,112	58	473	33	617	743,456
Sep-23	1,180	60	425	36	511	770,446
Oct-23	1,192	66	397	34	454	745,567
Nov-23	1,076	73	340	45	381	742,379
Dec-23	795	85	296	55	388	757,560
Jan-24	815	67	452	54	320	693,905
Feb-24	856	61	422	40	393	722,229
Mar-24	997	55	515	35	483	768,410



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Aug-23	174	68	77	30	114	691,857
Sep-23	175	69	82	31	87	684,882
Oct-23	184	71	75	31	88	704,488
Nov-23	166	82	61	50	84	650,882
Dec-23	113	85	70	57	60	734,409
Jan-24	122	60	76	54	76	641,132
Feb-24	136	52	69	38	77	712,479
Mar-24	149	47	95	26	85	718,552

