

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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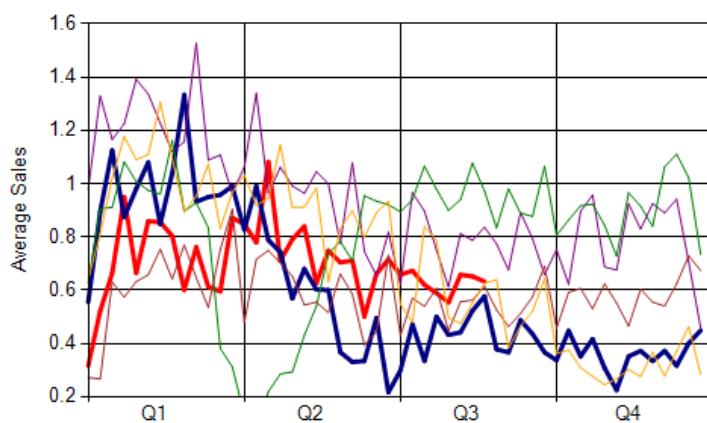


## Bay Area Week 34

Ending: Sunday, August 27, 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. |            |
|----------------------------------|-----------------|----------|------------|-------------|-----------|-----------|------------|-------------------|--------------------|--------------------|---------------------|------------|
| Alameda                          |                 | 21       | 287        | 17          | 1         | 16        | 0.76       | 0.83              | -8%                | 0.81               | -6%                 |            |
| Contra Costa                     |                 | 24       | 259        | 16          | 0         | 16        | 0.67       | 0.82              | -18%               | 0.74               | -10%                |            |
| Sonoma, Napa                     |                 | 13       | 134        | 7           | 2         | 5         | 0.38       | 0.57              | -32%               | 0.58               | -34%                |            |
| San Francisco, Marin             |                 | 3        | 27         | 1           | 0         | 1         | 0.33       | 0.20              | 65%                | 0.28               | 19%                 |            |
| San Mateo                        |                 | 2        | 14         | 1           | 0         | 1         | 0.50       | 0.56              | -11%               | 0.42               | 18%                 |            |
| Santa Clara                      |                 | 15       | 182        | 13          | 1         | 12        | 0.80       | 0.68              | 18%                | 0.62               | 30%                 |            |
| Monterey, Santa Cruz, San Benito |                 | 8        | 106        | 3           | 0         | 3         | 0.38       | 0.60              | -37%               | 0.56               | -33%                |            |
| Solano                           |                 | 20       | 148        | 16          | 3         | 13        | 0.65       | 0.69              | -6%                | 0.56               | 16%                 |            |
| <b>Current Week Totals</b>       | Traffic : Sales | 16 : 1   | <b>106</b> | <b>1157</b> | <b>74</b> | <b>7</b>  | <b>67</b>  | <b>0.63</b>       | <b>0.70</b>        | <b>-10%</b>        | <b>0.65</b>         | <b>-3%</b> |
| Per Project Average              |                 |          |            | 11          | 0.70      | 0.07      | 0.63       |                   |                    |                    |                     |            |
| <b>Year Ago - 08/28/2022</b>     | Traffic : Sales | 16 : 1   | <b>111</b> | <b>1286</b> | <b>80</b> | <b>16</b> | <b>64</b>  | <b>0.58</b>       | <b>0.69</b>        | <b>-17%</b>        | <b>0.41</b>         | <b>40%</b> |
| % Change                         |                 |          | -5%        | -10%        | -8%       | -56%      | 5%         | 10%               | 1%                 |                    | 58%                 |            |

### 52 Weeks Comparison



### Year to Date Averages Through Week 34

### Annual

| Graph Legend | Year | Avg. Weekly Projects | Avg. Weekly Traffic | Avg. Weekly Sales | Avg. Weekly Cancels | Avg. Project Sales | Year End Avg. Proj. Sales |
|--------------|------|----------------------|---------------------|-------------------|---------------------|--------------------|---------------------------|
| ■            | 2018 | 125                  | 29                  | 0.96              | 0.09                | 0.88               | 0.70                      |
| ■            | 2019 | 157                  | 17                  | 0.69              | 0.10                | 0.59               | 0.58                      |
| ■            | 2020 | 151                  | 12                  | 0.87              | 0.12                | 0.76               | 0.80                      |
| ■            | 2021 | 117                  | 15                  | 1.08              | 0.07                | 1.01               | 0.93                      |
| ■            | 2022 | 104                  | 11                  | 0.81              | 0.12                | 0.69               | 0.58                      |
| ■            | 2023 | 113                  | 12                  | 0.78              | 0.08                | 0.70               | 0.70                      |
| % Change:    |      | 9%                   | 6%                  | -4%               | -36%                | 1%                 | 22%                       |

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



### WEEKLY FINANCIAL NEWS

| Financing  |                      |                     | Market Commentary   |
|--|----------------------|---------------------|---|
| CONV   | RATE<br><b>6.88%</b> | APR<br><b>7.15%</b> |   |
| FHA  | <b>6.75%</b>         | <b>6.99%</b>        | The leg-up in financing costs has dampened the housing market recovery. Whereas homebuyers jumped on lower mortgage rates in the first few months of 2023, the recent upturn in rates is giving them pause. Existing home sales posted their second consecutive dip in July, all but reversing the uptick in housing demand that started at the beginning of the year. In addition to higher financing costs cooling demand, lower resale inventory has also fueled higher prices, further straining affordability. The median existing single-family home price in July was up year-over-year for every major region. Thus far, low resale supply and builders' use of incentives have shielded the new home market from this broader slowdown. New home sales surprised to the upside with a 4.4% jump in July, solidifying the upward march that began last fall. In our view, it is only a matter of time before higher mortgage rates depress demand for new construction as well. The average 30-year fixed mortgage rate according to Freddie Mae surged to 7.23% last week, the highest level since 2001. Builders are already responding by offering greater price cuts and other incentives to bridge the affordability gap for buyers, however, the sharp increase in rates may test their ability to do so in the future. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| 10 Yr Yield  | <b>4.22%</b>         |                     |   |
|  |                      |                     |   |

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| Development Name  | Developer        | City Code | Notes                   | Type | Projects Participating: 14      |          |            |         |            |            |              |          |                |               |
|---|------------------|-----------|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
| 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 |
| Island View at Alameda Marina   | Landsea          | AL        | Rsv's                   | ATMU | 98                              | 0        | 4          | 27      | 2          | 0          | 3            | 3        | 0.20           | 0.20          |
| Waterside at Alameda Marina   | Landsea          | AL        | Rsv's                   | ATMU | 84                              | 0        | 4          | 27      | 0          | 0          | 3            | 3        | 0.20           | 0.20          |
| Aspect at Innovation  | Lennar           | FR        |                         | ATMU | 167                             | 0        | 6          | 19      | 1          | 0          | 98           | 41       | 1.02           | 1.21          |
| Beacon at Bridgeway   | Lennar           | NK        |                         | DTMU | 120                             | 4        | 6          | 12      | 2          | 0          | 27           | 27       | 0.86           | 0.86          |
| Chroma at Innovation  | Lennar           | FR        |                         | ATMU | 146                             | 3        | 7          | 10      | 2          | 0          | 95           | 38       | 1.41           | 1.12          |
| Lumiere at Innovation   | Lennar           | FR        |                         | ATMU | 156                             | 4        | 5          | 10      | 2          | 0          | 100          | 46       | 1.09           | 1.35          |
| Matrix at Innovation  | Lennar           | FR        |                         | ATMU | 104                             | 0        | 5          | 19      | 0          | 0          | 60           | 25       | 0.60           | 0.74          |
| Terraces at Bridgeway   | Lennar           | NK        |                         | ATMU | 96                              | 0        | 2          | 12      | 0          | 0          | 94           | 19       | 0.88           | 0.56          |
| Vista at Bridgeway  | Lennar           | NK        |                         | DTMU | 72                              | 0        | 7          | 12      | 1          | 1          | 18           | 18       | 0.76           | 0.76          |
| Center Pointe Cottages  | Nuvera Homes TSO | FR        |                         | ATMU | 37                              | 0        | TSO        | 7       | 0          | 0          | 10           | 10       | 0.57           | 0.57          |
| Compass at Bay37  | Pulte            | AL        |                         | ATMU | 93                              | 0        | 5          | 2       | 0          | 0          | 74           | 18       | 0.54           | 0.53          |
| Lookout at Bay37  | Pulte            | AL        |                         | ATMU | 138                             | 4        | 6          | 3       | 4          | 0          | 70           | 32       | 0.51           | 0.94          |
| Prime at SoHay  | Taylor Morrison  | HY        |                         | ATST | 126                             | 0        | 6          | 5       | 0          | 0          | 114          | 23       | 0.50           | 0.68          |
| Ellis at Central Station  | TRI Pointe       | OK        |                         | ATMU | 128                             | 0        | 5          | 3       | 0          | 0          | 91           | 20       | 0.54           | 0.59          |
| <b>TOTALS: No. Reporting: 14</b>  |                  |           | <b>Avg. Sales: 0.93</b> |      | <b>Traffic to Sales: 12 : 1</b> |          |            |         | <b>68</b>  | <b>168</b> | <b>14</b>    | <b>1</b> | <b>857</b>     | <b>323</b>    |
| City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland |                  |           |                         |      |                                 |          |            |         |            |            |              |          |                |               |

| Amador Valley                           |            |    |                         |      | Projects Participating: 7       |          |            |         |            |            |              |          |                |               |
|---|------------|----|-------------------------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|
|   |            |    |                         |      | 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                              | 0        | 1          | 25      | 2          | 0          | 49           | 49       | 2.10           | 2.10          |
| Ivy at Boulevard                        | Brookfield | DB |                         | DTMU | 62                              | 4        | 11         | 25      | 1          | 0          | 9            | 9        | 1.26           | 1.26          |
| Melrose at Boulevard                    | Brookfield | DB |                         | DTMU | 75                              | 6        | 6          | 0       | 0          | 0          | 69           | 33       | 0.98           | 0.97          |
| Avalon at Boulevard                     | Lennar     | DB |                         | ATMU | 90                              | 1        | 4          | 6       | 0          | 0          | 3            | 3        | 0.91           | 0.91          |
| Lombard at Boulevard                    | Lennar     | DB |                         | DTMU | 100                             | 0        | 6          | 30      | 0          | 0          | 52           | 32       | 0.77           | 0.94          |
| Venice at Boulevard                     | Lennar     | DB |                         | ATMU | 91                              | 0        | 6          | 28      | 0          | 0          | 71           | 40       | 1.06           | 1.18          |
| Vineyard Collection II                  | Ponderosa  | LV |                         | DTMU | 9                               | 0        | 1          | 5       | 0          | 0          | 5            | 5        | 0.16           | 0.16          |
| <b>TOTALS: No. Reporting: 7</b>         |            |    | <b>Avg. Sales: 0.43</b> |      | <b>Traffic to Sales: 40 : 1</b> |          |            |         | <b>35</b>  | <b>119</b> | <b>3</b>     | <b>0</b> | <b>258</b>     | <b>171</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 |                         | DTMU | 34                             | 0        | 4          | 3       | 0          | 0         | 28           | 20       | 0.33           | 0.59          |
| Woodbury Highlands  | Davidon | LF |                         | ATMU | 99                             | 0        | 11         | 13      | 1          | 0         | 47           | 18       | 0.31           | 0.53          |
| Traditions at the Meadow  | DeNova  | MZ |                         | DTMU | 65                             | 5        | 1          | 0       | 4          | 0         | 64           | 55       | 1.68           | 1.62          |
| Penny Lane  | Trumark | CN |                         | ATMU | 70                             | 3        | 3          | 7       | 2          | 0         | 17           | 17       | 0.65           | 0.65          |
| <b>TOTALS: No. Reporting: 4</b>   |         |    | <b>Avg. Sales: 1.75</b> |      | <b>Traffic to Sales: 3 : 1</b> |          |            |         | <b>19</b>  | <b>23</b> | <b>7</b>     | <b>0</b> | <b>156</b>     | <b>110</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                         | 3        | 9          | 48                              | 0          | 0         | 16           | 16       | 0.51          | 0.51         |               |
| <b>TOTALS: No. Reporting: 1</b>          |                 |                         | <b>Avg. Sales: 0.00</b> |      |                            |          |            | <b>Traffic to Sales: N/A</b>    | <b>9</b>   | <b>48</b> | <b>0</b>     | <b>0</b> | <b>16</b>     | <b>16</b>    | <b>Net: 0</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        | 4          | 1                               | 0          | 0         | 4            | 4        | 0.15          | 0.15         |               |
| <b>TOTALS: No. Reporting: 1</b>          |                 |                         | <b>Avg. Sales: 0.00</b> |      |                            |          |            | <b>Traffic to Sales: N/A</b>    | <b>4</b>   | <b>1</b>  | <b>0</b>     | <b>0</b> | <b>4</b>      | <b>4</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        | 6          | 12                              | 0          | 0         | 270          | 25       | 0.87          | 0.74         |               |
| Hills at Park Ridge                      | Davidon         | AN                      |                         | DTMJ | 225                        | 0        | 5          | 12                              | 0          | 0         | 118          | 25       | 0.80          | 0.74         |               |
| Luca at Aviano                           | DeNova          | AN                      |                         | DTMJ | 194                        | 0        | 6          | 19                              | 1          | 0         | 152          | 47       | 1.42          | 1.38         |               |
| Bayberry at Laurel Ranch                 | KB Home         | AN                      |                         | DTMJ | 112                        | 3        | 4          | 7                               | 1          | 0         | 11           | 11       | 0.90          | 0.90         |               |
| Wildwood at Laurel Ranch                 | KB Home         | AN                      |                         | DTMJ | 82                         | 0        | 2          | 10                              | 1          | 0         | 9            | 9        | 0.73          | 0.73         |               |
| Luna at Aviano                           | Lennar          | AN                      |                         | DTMJ | 102                        | 0        | 3          | 5                               | 0          | 0         | 90           | 42       | 0.99          | 1.24         |               |
| Oriana at Aviano                         | Lennar          | AN                      |                         | DTMJ | 115                        | 0        | 3          | 5                               | 3          | 0         | 101          | 41       | 1.11          | 1.21         |               |
| Retreat at Vista Del Mar                 | Taylor Morrison | PT                      |                         | DTMJ | 142                        | 0        | 3          | 10                              | 0          | 0         | 116          | 30       | 0.79          | 0.88         |               |
| Serene at Vista Del Mar                  | Taylor Morrison | PT                      |                         | DTMJ | 120                        | 1        | 3          | 9                               | 1          | 0         | 76           | 32       | 0.69          | 0.94         |               |
| Rise at Cielo                            | TRI Pointe      | AN                      |                         | DTMJ | 159                        | 0        | 6          | 5                               | 0          | 0         | 80           | 51       | 1.12          | 1.50         |               |
| Shine at Cielo                           | TRI Pointe      | AN                      |                         | DTMJ | 137                        | 0        | 5          | 5                               | 1          | 0         | 78           | 49       | 1.09          | 1.44         |               |
| <b>TOTALS: No. Reporting: 11</b>         |                 | <b>Avg. Sales: 0.73</b> |                         |      |                            |          |            | <b>Traffic to Sales: 12 : 1</b> | <b>46</b>  | <b>99</b> | <b>8</b>     | <b>0</b> | <b>1101</b>   | <b>362</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          | 18                              | 0          | 0         | 96           | 9        | 0.46          | 0.26         |               |
| Chandler  | Brookfield        | BT                      |  | DTMJ | 160                       | 0        | 10         | 12                              | 0          | 0         | 111          | 43       | 1.05          | 1.26         |               |
| Cypress Crossings   | KB Home           | OY                      |  | DTMJ | 98                        | 0        | 1          | 23                              | 0          | 0         | 43           | 32       | 0.75          | 0.94         |               |
| Woodbury at Emerson Ranch                                   | Lennar            | OY                      |  | DTMJ | 104                       | 0        | 5          | 1                               | 0          | 0         | 88           | 31       | 1.11          | 0.91         |               |
| Beacon at Delta Coves                                       | Pulte             | BI                      |  | DTST | 30                        | 0        | 4          | 12                              | 1          | 0         | 2            | 2        | 0.08          | 0.08         |               |
| Parkside  | Richmond American | BT                      |  | DTMJ | 34                        | 0        | 4          | 10                              | 0          | 0         | 13           | 13       | 0.85          | 0.85         |               |
| Orchard Trails  | Shea              | BT                      |  | DTMJ | 78                        | 0        | 2          | 12                              | 0          | 0         | 51           | 15       | 0.54          | 0.44         |               |
| <b>TOTALS: No. Reporting: 7</b>                             |                   | <b>Avg. Sales: 0.14</b> |  |      |                           |          |            | <b>Traffic to Sales: 88 : 1</b> | <b>28</b>  | <b>88</b> | <b>1</b>     | <b>0</b> | <b>404</b>    | <b>145</b>   | <b>Net: 1</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 Rrn'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Makenna   | DeNova            | PET                     |       | DTMJ | 36                              | 0        | 2           | 20      | 0          | 0          | 30           | 23       | 0.64           | 0.68          |               |
| Artisan at Watson Ranch   | DR Horton         | AC                      |       | DTMJ | 98                              | 0        | 3           | 14      | 1          | 1          | 48           | 44       | 1.19           | 1.29          |               |
| Harvest at Watson Ranch   | DR Horton         | AC                      |       | DTMJ | 219                             | 5        | 7           | 12      | 3          | 1          | 31           | 31       | 1.39           | 1.39          |               |
| Willow at University District   | DR Horton         | RP                      |       | DTMJ | 128                             | 3        | 2           | 18      | 1          | 0          | 85           | 44       | 1.10           | 1.29          |               |
| Sterling Hills at Quarry Heights II   | KB Home           | PET                     |       | DTMJ | 91                              | 0        | 5           | 1       | 0          | 0          | 59           | 20       | 0.55           | 0.59          |               |
| Aspect  | Lafferty          | PET                     |       | DTMJ | 18                              | 0        | 2           | 18      | 0          | 0          | 15           | 0        | 0.07           | 0.00          |               |
| Sandalwood at University District   | Richmond American | RP                      |       | DTMJ | 26                              | 0        | 3           | 3       | 1          | 0          | 23           | 14       | 0.36           | 0.41          |               |
| Seasons at University District  | Richmond American | RP                      |       | DTMJ | 52                              | 0        | 6           | 5       | 0          | 0          | 35           | 15       | 0.45           | 0.44          |               |
| Meadow Creek II   | Ryder             | SR                      |       | DTMJ | 30                              | 0        | 5           | 7       | 0          | 0          | 10           | 10       | 0.55           | 0.55          |               |
| Riverfront  | TRI Pointe        | PET                     |       | DTMJ | 134                             | 0        | 2           | NA      | 0          | 0          | 99           | 14       | 0.68           | 0.41          |               |
| City 44   | W Marketing       | SR                      |       | ATMJ | 44                              | 0        | 17          | 3       | 0          | 0          | 27           | 4        | 0.26           | 0.12          |               |
| Kerry Ranch   | W Marketing       | SR                      |       | DTMJ | 30                              | 0        | 2           | 9       | 0          | 0          | 22           | 12       | 0.39           | 0.35          |               |
| Paseo Vista   | W Marketing TSO   | SR                      |       | DTST | 128                             | 0        | TSO         | 0       | 0          | 0          | 69           | 6        | 0.22           | 0.18          |               |
| Portello  | W Marketing TSO   | WD                      |       | DTMJ | 68                              | 0        | TSO         | 24      | 1          | 0          | 27           | 18       | 0.49           | 0.53          |               |
| <b>TOTALS: No. Reporting: 13</b>  |                   | <b>Avg. Sales: 0.38</b> |       |      | <b>Traffic to Sales: 19 : 1</b> |          |             |         | <b>56</b>  | <b>134</b> | <b>7</b>     | <b>2</b> | <b>580</b>     | <b>255</b>    | <b>Net: 5</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 Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Verandah                                | Landsea | NV                      | Rsv's | ATMJ | 80                          | 0        | 14          | 11      | 0          | 0         | 47           | 15       | 0.45           | 0.44          |               |
| The Strand                              | Trumark | SN                      |       | DTMJ | 32                          | 0        | 8           | 10      | 0          | 0         | 14           | 3        | 0.15           | 0.09          |               |
| <b>TOTALS: No. Reporting: 2</b>         |         | <b>Avg. Sales: 0.00</b> |       |      | <b>Traffic to Sales: NA</b> |          |             |         | <b>22</b>  | <b>21</b> | <b>0</b>     | <b>0</b> | <b>61</b>      | <b>18</b>     | <b>Net: 0</b> |
| Qty Codes: NV = Novato, SN = San Rafael |         |                         |       |      |                             |          |             |         |            |           |              |          |                |               |               |

| San Francisco County            |            |                         |  |      | Projects Participating: 1      |          |             |         |            |           |              |          |                |               |               |
|---------------------------------|------------|-------------------------|--|------|--------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|                                 |            |                         |  |      | 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 |               |
| Lofton at Portola               | TRI Pointe | SF                      |  | ATMJ | 54                             | 0        | 9           | 6       | 1          | 0         | 24           | 9        | 0.19           | 0.26          |               |
| <b>TOTALS: No. Reporting: 1</b> |            | <b>Avg. Sales: 1.00</b> |  |      | <b>Traffic to Sales: 6 : 1</b> |          |             |         | <b>9</b>   | <b>6</b>  | <b>1</b>     | <b>0</b> | <b>24</b>      | <b>9</b>      | <b>Net: 1</b> |
| Qty Codes: SF = San Francisco   |            |                         |  |      |                                |          |             |         |            |           |              |          |                |               |               |

| San Mateo County                           |            |                         |  |      | Projects Participating: 2       |          |             |         |            |           |              |          |                |               |               |
|--|------------|-------------------------|--|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|  |            |                         |  |      | 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 |               |
| One 90 - Cobalt                            | Pulte S/O  | SM                      |  | ATMJ | 54                              | 0        | S/O         | 0       | 1          | 0         | 54           | 24       | 0.63           | 0.71          |               |
| Laguna Vista                               | SummerHill | FC                      |  | ATMJ | 70                              | 0        | 7           | 14      | 0          | 0         | 38           | 13       | 0.51           | 0.38          |               |
| <b>TOTALS: No. Reporting: 2</b>            |            | <b>Avg. Sales: 0.50</b> |  |      | <b>Traffic to Sales: 14 : 1</b> |          |             |         | <b>7</b>   | <b>14</b> | <b>1</b>     | <b>0</b> | <b>92</b>      | <b>37</b>     | <b>Net: 1</b> |
| Qty Codes: SM= San Mateo, FC = Foster City |            |                         |  |      |                                 |          |             |         |            |           |              |          |                |               |               |

# The Ryness Report

Week Ending  
Sunday, August 27, 2023

Bay Area

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| Development Name                      | Developer       | City Code               | Notes | Type | Projects Participating: 15      |          |            |         |            |            |              |          |                |               |                |
|---------------------------------------|-----------------|-------------------------|-------|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
| Santa Clara County                    |                 |                         |       |      | Units                           | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Andalusia                             | Dividend        | MH                      |       | ATMU | 46                              | 0        | 5          | 11      | 2          | 0          | 40           | 21       | 0.59           | 0.62          |                |
| Ascent at Glen Loma Ranch             | KB Home         | S/O                     |       | GL   | ATMU                            | 124      | 0          | S/O     | 12         | 1          | 0            | 124      | 53             | 1.33          | 1.56           |
| Latitude at Communications Hill       | KB Home         | SJ                      |       | ATMU | 160                             | 0        | 3          | 7       | 0          | 0          | 157          | 7        | 0.99           | 0.21          |                |
| Lavender                              | Landsea         | SV                      |       | ATMU | 128                             | 0        | 2          | 16      | 1          | 0          | 79           | 32       | 0.81           | 0.94          |                |
| Anza at Agrihood                      | Pulte           | SC                      |       | ATMU | 36                              | 0        | 5          | 14      | 1          | 0          | 28           | 28       | 0.89           | 0.89          |                |
| Gateway at Central                    | Pulte           | TSO                     |       | SJ   | ATMU                            | 72       | 0          | TSO     | 0          | 0          | 0            | 23       | 6              | 0.34          | 0.18           |
| Plaza at Central                      | Pulte           | SJ                      |       | ATMU | 90                              | 3        | 6          | 28      | 2          | 1          | 54           | 25       | 1.03           | 0.74          |                |
| Bellaterra - Bungalow Cluster Att/Det | SummerHill      | LG                      |       | ATMU | 76                              | 0        | 8          | 5       | 0          | 0          | 52           | 5        | 0.48           | 0.15          |                |
| Bellaterra - Flats                    | SummerHill      | LG                      |       | ATMU | 80                              | 0        | 8          | 7       | 0          | 0          | 62           | 18       | 0.52           | 0.53          |                |
| Bellaterra - Towns                    | SummerHill      | LG                      |       | ATMU | 97                              | 4        | 7          | 8       | 4          | 0          | 55           | 18       | 0.46           | 0.53          |                |
| Verano                                | SummerHill      | MV                      |       | ATMU | 115                             | 0        | 6          | 26      | 1          | 0          | 56           | 44       | 1.16           | 1.29          |                |
| Arroyo Village                        | Taylor Morrison | CP                      |       | ATMU | 88                              | 0        | 9          | 7       | 0          | 0          | 5            | 5        | 0.44           | 0.44          |                |
| Brix at Glen Loma Ranch               | TRI Pointe      | GL                      | Rsv's | DTMU | 67                              | 4        | 4          | 14      | 1          | 0          | 7            | 7        | 0.68           | 0.68          |                |
| Lotus at Urban Oak                    | TRI Pointe      | SJ                      |       | DTMU | 123                             | 0        | 2          | 11      | 0          | 0          | 20           | 17       | 0.35           | 0.50          |                |
| Jasper                                | Trumark         | MH                      |       | ATMU | 101                             | 0        | 1          | 16      | 0          | 0          | 40           | 19       | 0.51           | 0.56          |                |
| <b>TOTALS: No. Reporting: 15</b>      |                 | <b>Avg. Sales: 0.80</b> |       |      | <b>Traffic to Sales: 14 : 1</b> |          |            |         | <b>66</b>  | <b>182</b> | <b>13</b>    | <b>1</b> | <b>802</b>     | <b>305</b>    | <b>Net: 12</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: 8       |          |            |         |            |            |              |          |                |               |               |
|---|---------|-------------------------|--|------|---------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|---------------|
|   |         |                         |  |      | 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                      |  | DTMU | 90                              | 0        | 5          | 15      | 0          | 0          | 30           | 26       | 0.60           | 0.76          |               |
| Hghgrove at Fairview (SFD)                | KB Home | HO                      |  | DTMU | 138                             | 0        | 8          | 29      | 0          | 0          | 7            | 7        | 0.53           | 0.53          |               |
| Serenity V                                | Legacy  | HO                      |  | DTMU | 31                              | 0        | 3          | 17      | 1          | 0          | 14           | 14       | 0.37           | 0.41          |               |
| Elderberry                                | Lennar  | HO                      |  | DTMU | 66                              | 0        | 3          | 18      | 0          | 0          | 23           | 21       | 0.56           | 0.62          |               |
| Laurel                                    | Lennar  | HO                      |  | DTMU | 67                              | 0        | 6          | 18      | 0          | 0          | 20           | 18       | 0.49           | 0.53          |               |
| Beach House II at the Dunes               | Shea    | MA                      |  | DTMU | 92                              | 0        | 2          | 1       | 0          | 0          | 87           | 14       | 0.80           | 0.41          |               |
| Enclave, The                              | Shea    | SS                      |  | DTMU | 61                              | 0        | 2          | 6       | 0          | 0          | 48           | 8        | 0.41           | 0.24          |               |
| Sea House II at The Dunes                 | Shea    | MA                      |  | ATMU | 79                              | 3        | 2          | 2       | 2          | 0          | 75           | 26       | 0.69           | 0.76          |               |
| <b>TOTALS: No. Reporting: 8</b>           |         | <b>Avg. Sales: 0.38</b> |  |      | <b>Traffic to Sales: 35 : 1</b> |          |            |         | <b>31</b>  | <b>106</b> | <b>3</b>     | <b>0</b> | <b>304</b>     | <b>134</b>    | <b>Net: 3</b> |

City Codes: HO = Hollister, MA = Marina, SS = Seaside

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| Development Name                    | Developer               | City Code | Notes                          | Type | Projects Participating: 20 |           |            |           |            |             |              |                |                |               |
|-------------------------------------|-------------------------|-----------|--------------------------------|------|----------------------------|-----------|------------|-----------|------------|-------------|--------------|----------------|----------------|---------------|
| Fairfield, Vacaville, Suisun, Dixon |                         |           |                                |      | Units                      | New Rel.  | Rel'd Rm'g | Traffic   | Wk's Sales | Wk's Cans   | Sold to Date | Sold YTD       | Avg. Sls /Week | Avg. Sls /YTD |
| Horizon at One Lake                 | Brookfield              | FF        |                                | ATMU | 50                         | 4         | 6          | 7         | 1          | 0           | 24           | 16             | 0.34           | 0.47          |
| Lakeside at One Lake                | Brookfield              | FF        |                                | ATMU | 58                         | 0         | 9          | 11        | 0          | 0           | 21           | 5              | 0.30           | 0.15          |
| Monte Verde                         | Century                 | FF        |                                | DTMU | 124                        | 3         | 5          | 15        | 0          | 0           | 70           | 38             | 1.09           | 1.12          |
| Luminescence at Liberty             | DeNova                  | RV        |                                | AASF | 311                        | 0         | 4          | 9         | 1          | 0           | 106          | 31             | 0.95           | 0.91          |
| One56 at One Lake                   | DeNova                  | FF        |                                | DTMU | 56                         | 0         | 2          | 8         | 2          | 0           | 54           | 35             | 0.91           | 1.03          |
| Iris at The Villages                | DR Horton               | FF        |                                | DTMU | 119                        | 0         | 5          | 15        | 1          | 2           | 37           | 35             | 0.97           | 1.03          |
| Four Seasons at Homestead- Autumn   | K Hovnanian             | DX        |                                | AASF | 152                        | 4         | 7          | 7         | 1          | 1           | 30           | 24             | 0.51           | 0.71          |
| Four Seasons at Homestead- Spring   | K Hovnanian             | DX        |                                | AASF | 150                        | 3         | 6          | 8         | 1          | 0           | 25           | 20             | 0.43           | 0.59          |
| Wildhawk at Roberts Ranch           | KB Home                 | VC        |                                | DTMU | 88                         | 0         | 1          | 15        | 2          | 0           | 74           | 25             | 0.78           | 0.74          |
| Tramore Village at Vanden Meadows   | Meritage                | VC        |                                | DTMU | 111                        | 0         | 4          | 2         | 0          | 0           | 51           | 38             | 0.71           | 1.12          |
| Waterford Vanden Meadows 60s        | Meritage                | VC        |                                | DTMU | 83                         | 0         | 5          | 5         | 1          | 0           | 37           | 20             | 0.50           | 0.59          |
| Midway Grove at Homestead           | Richmond American       | DX        |                                | DTMU | 88                         | 0         | 1          | 0         | 0          | 0           | 87           | 5              | 0.54           | 0.15          |
| Orchards at Valley Glenn III        | Richmond American       | DX        |                                | DTMU | 80                         | 0         | 3          | 4         | 0          | 0           | 48           | 24             | 0.47           | 0.71          |
| Seasons at Homestead                | Richmond American       | DX        |                                | DTMU | 85                         | 0         | 4          | 8         | 2          | 0           | 34           | 23             | 0.46           | 0.68          |
| Sutton at Parklane                  | Richmond American       | DX        |                                | DTMU | 121                        | 4         | 7          | 4         | 1          | 0           | 81           | 25             | 0.64           | 0.74          |
| Carmello at Roberts Ranch           | Taylor Morrison         | VC        |                                | DTMU | 74                         | 0         | 3          | 13        | 1          | 0           | 70           | 22             | 0.92           | 0.65          |
| Farmstead Square                    | Taylor Morrison         | VC        |                                | DTMU | 130                        | 0         | 13         | 6         | 0          | 0           | 113          | 22             | 0.79           | 0.65          |
| Glisten at One Lake                 | TRI Pointe              | FF        |                                | DTMU | 75                         | 0         | 3          | 5         | 0          | 0           | 2            | 2              | 0.22           | 0.22          |
| Shimmer at One Lake                 | TRI Pointe              | FF        |                                | DTMU | 96                         | 0         | 3          | 2         | 1          | 0           | 93           | 11             | 0.63           | 0.32          |
| Splash at One Lake                  | TRI Pointe              | FF        |                                | DTMU | 104                        | 0         | 2          | 4         | 1          | 0           | 80           | 21             | 0.61           | 0.62          |
| <b>TOTALS: No. Reporting: 20</b>    | <b>Avg. Sales: 0.65</b> |           | <b>Traffic to Sales: 9 : 1</b> |      |                            | <b>93</b> | <b>148</b> | <b>16</b> | <b>3</b>   | <b>1137</b> | <b>442</b>   | <b>Net: 13</b> |                |               |

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

| Bay Area                                |                         |                                 | Projects Participating: 107 |             |            |           |              |             |                |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
|   |                         |                                 | Rel'd Rm'g                  | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Net Sales      |
| <b>GRAND TOTALS: No. Reporting: 106</b> | <b>Avg. Sales: 0.63</b> | <b>Traffic to Sales: 16 : 1</b> | <b>493</b>                  | <b>1157</b> | <b>74</b>  | <b>7</b>  | <b>5796</b>  | <b>2331</b> | <b>Net: 67</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

AFTER A TEMPORARY SUSPENSION, SANTA CLARA  
MLS DOM ARE NOW BEING CALCULATED

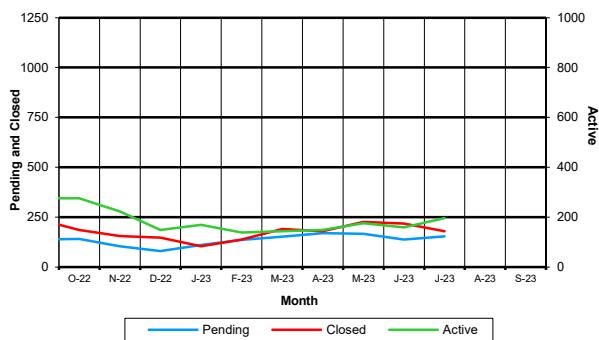
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

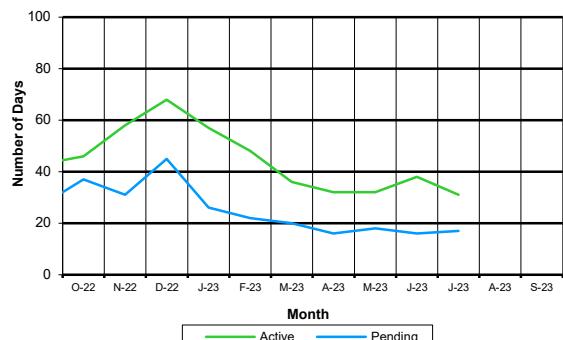
| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |         |
|--------|------------|-----------|-------|------------|-----|---------|
| Dec-22 | 148        | 68        | 79    | 45         | 147 | 878,564 |
| Jan-23 | 169        | 57        | 110   | 26         | 103 | 893,713 |
| Feb-23 | 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 |
| Jun-23 | 159        | 38        | 138   | 16         | 217 | 974,093 |
| Jul-23 | 196        | 31        | 154   | 17         | 179 | 967,776 |



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET

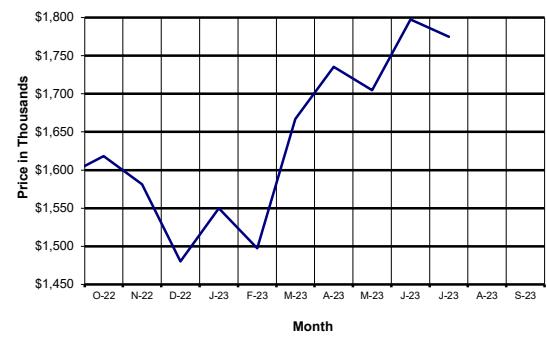


## San Jose Metro SFD Monthly MLS Survey

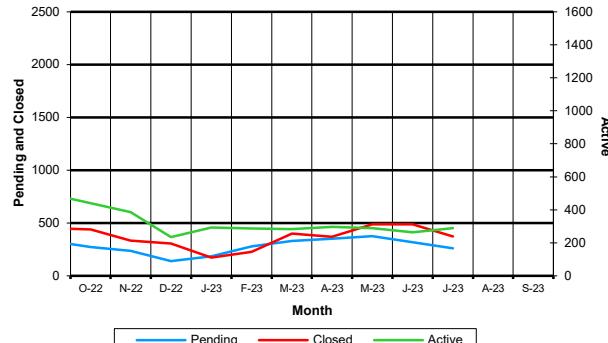
San Jose, Santa Clara & Sunnyvale

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |           |
|--------|------------|-----------|-------|------------|-----|-----------|
| 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 |
| Jun-23 | 264        | 48        | 319   | 14         | 489 | 1,797,340 |
| Jul-23 | 288        | 45        | 261   | 16         | 373 | 1,774,713 |

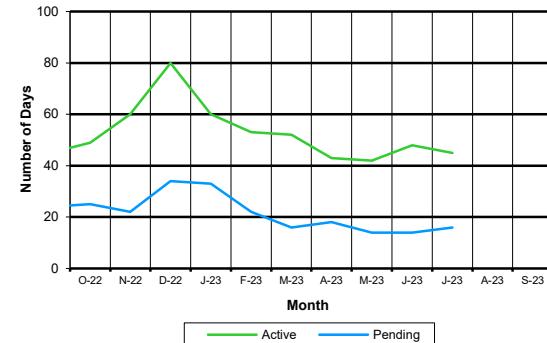
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





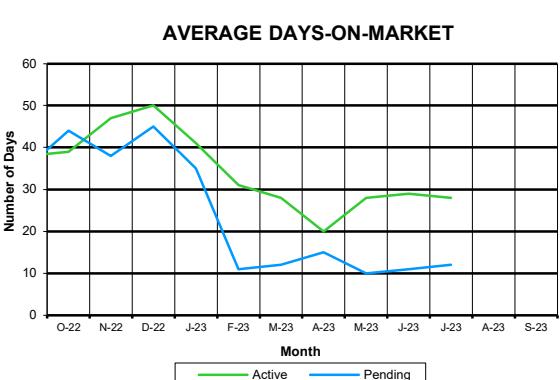
# The Ryness Company

Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

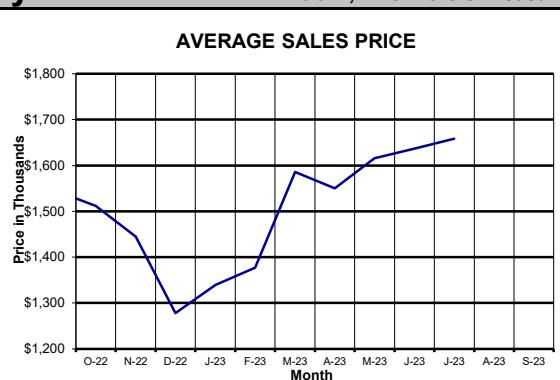
| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-22 | 30     | 50  | 22    | 45  | 25    | 831,240    |
| Jan-23 | 25     | 41  | 37    | 35  | 28    | 791,926    |
| Feb-23 | 21     | 31  | 42    | 11  | 38    | 877,127    |
| 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    |
| Jun-23 | 32     | 29  | 38    | 11  | 40    | 876,177    |
| Jul-23 | 43     | 28  | 29    | 12  | 46    | 820,930    |



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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  |
| Jun-23 | 79     | 31  | 107   | 13  | 145   | 1,636,558  |
| Jul-23 | 94     | 30  | 77    | 12  | 118   | 1,658,327  |



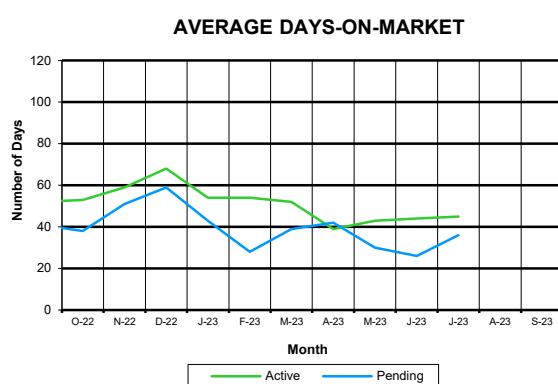
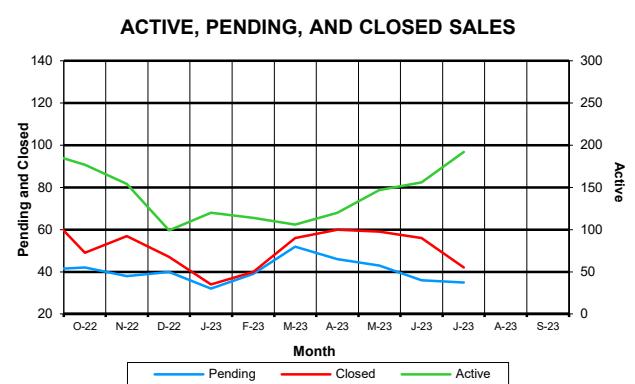


# The Ryness Company

Marketing Research Department

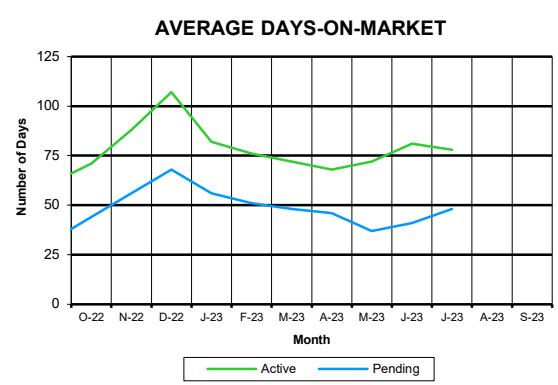
## Oakland-Emeryville Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |    |         |
|--------|------------|-----------|-------|------------|----|---------|
| Dec-22 | 99         | 68        | 40    | 59         | 47 | 644,517 |
| Jan-23 | 120        | 54        | 32    | 43         | 34 | 634,384 |
| Feb-23 | 114        | 54        | 39    | 28         | 40 | 604,989 |
| Mar-23 | 106        | 52        | 52    | 39         | 56 | 684,775 |
| Apr-23 | 120        | 39        | 46    | 42         | 60 | 650,716 |
| May-23 | 147        | 43        | 43    | 30         | 59 | 656,398 |
| Jun-23 | 156        | 44        | 36    | 26         | 56 | 609,892 |
| Jul-23 | 192        | 45        | 35    | 36         | 42 | 628,518 |



## San Francisco Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |           |
|--------|------------|-----------|-------|------------|-----|-----------|
| 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 |
| Jun-23 | 760        | 81        | 185   | 41         | 256 | 1,405,829 |
| Jul-23 | 736        | 78        | 138   | 48         | 216 | 1,341,622 |



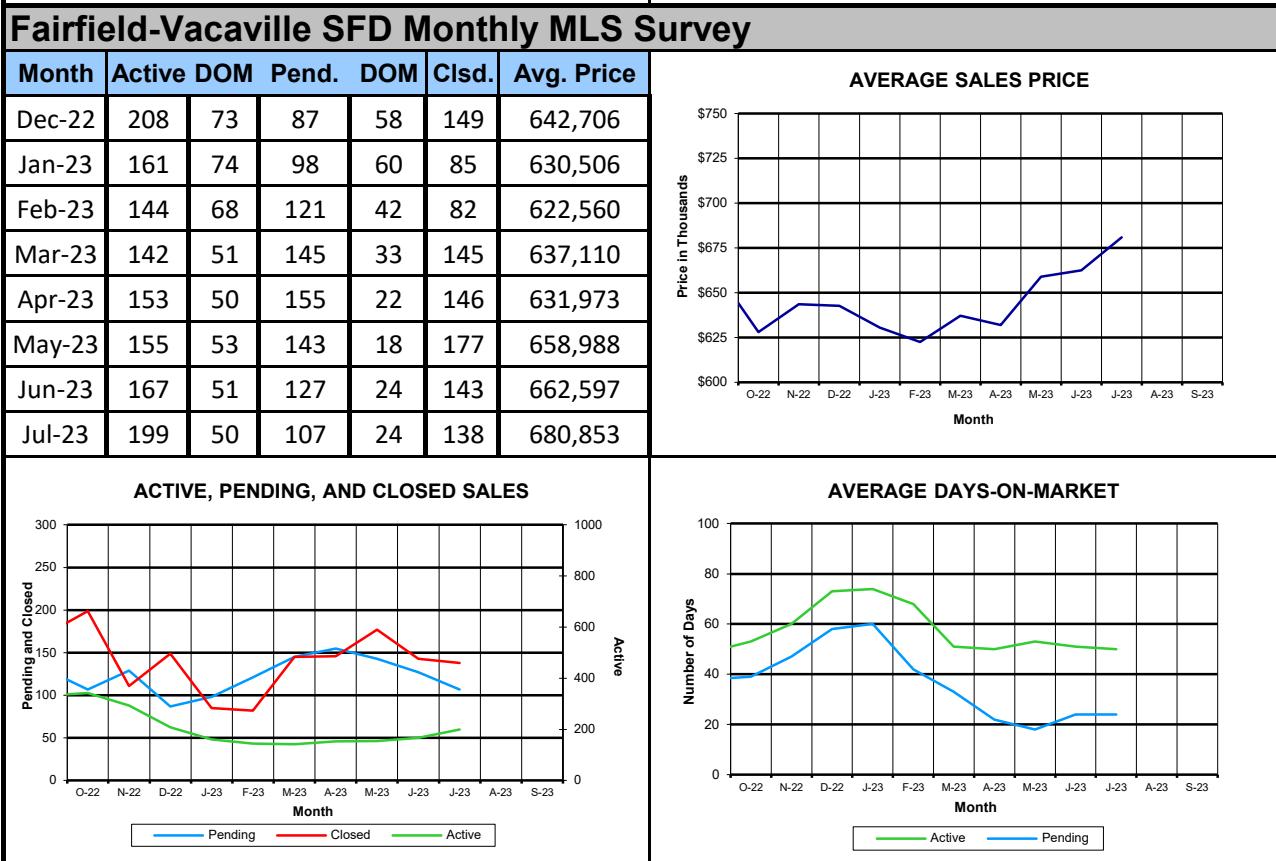
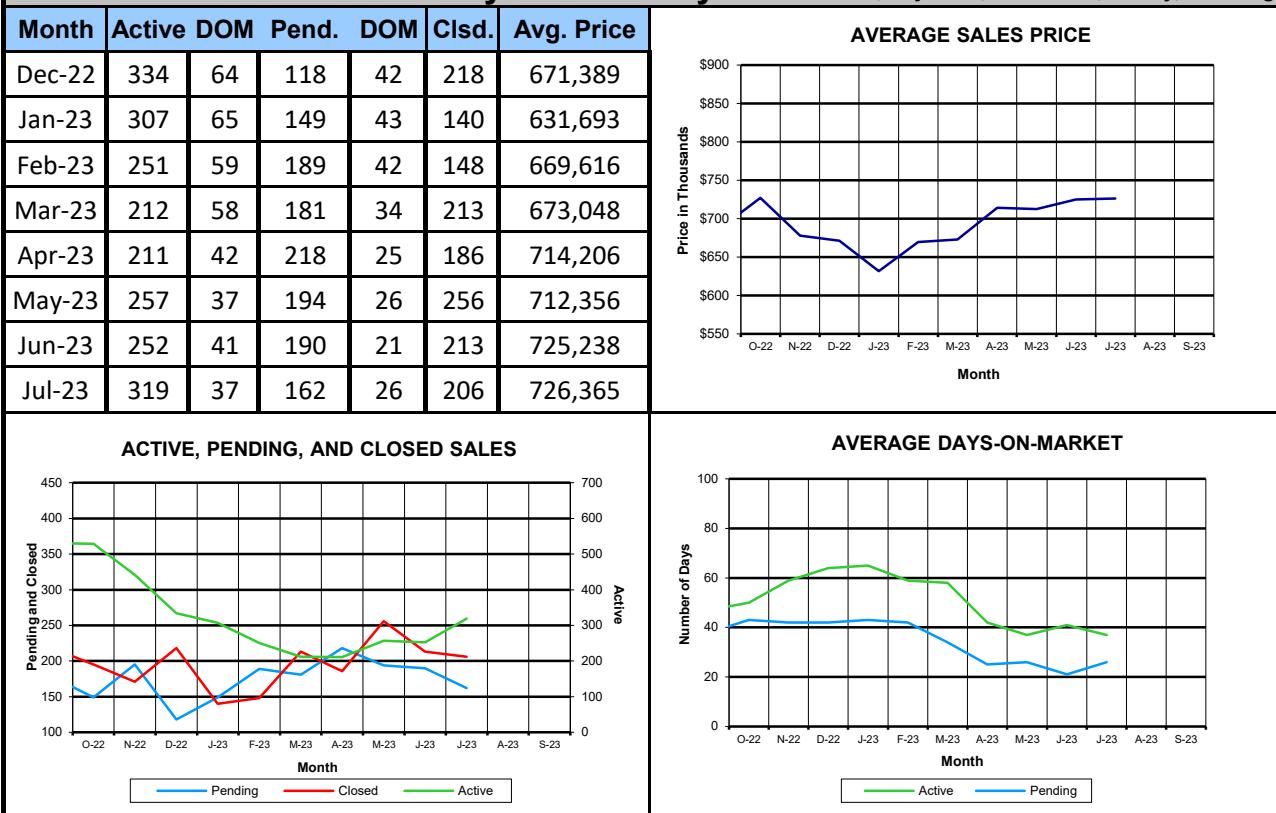


# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



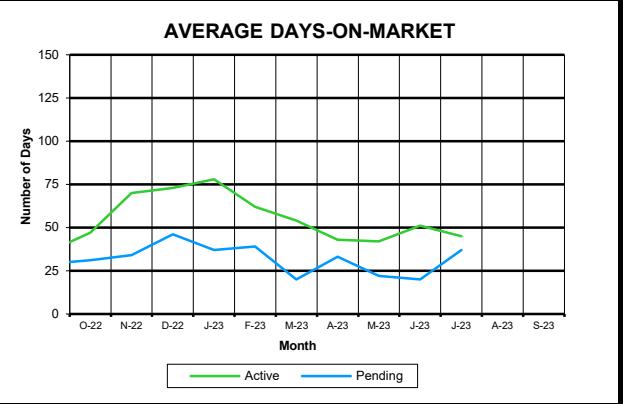
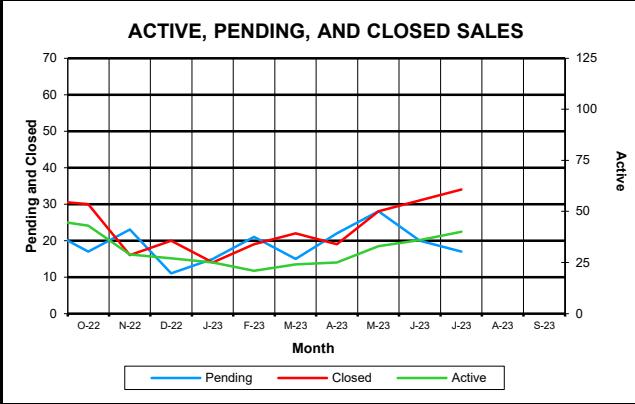


# The Ryness Company

Marketing Research Department

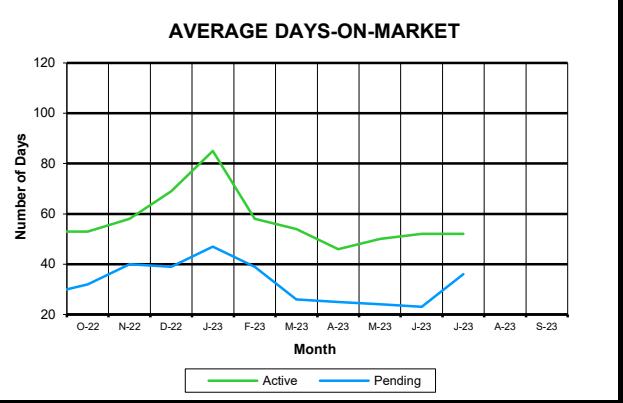
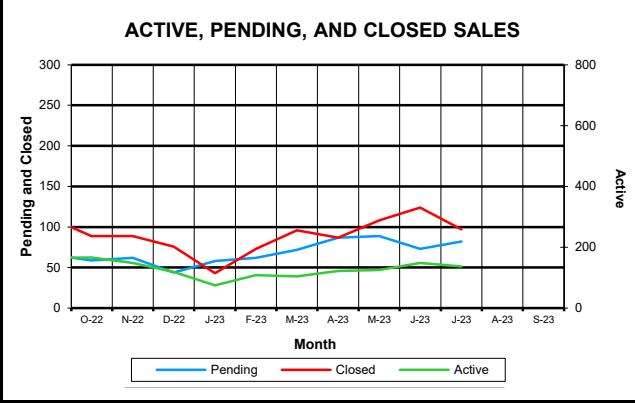
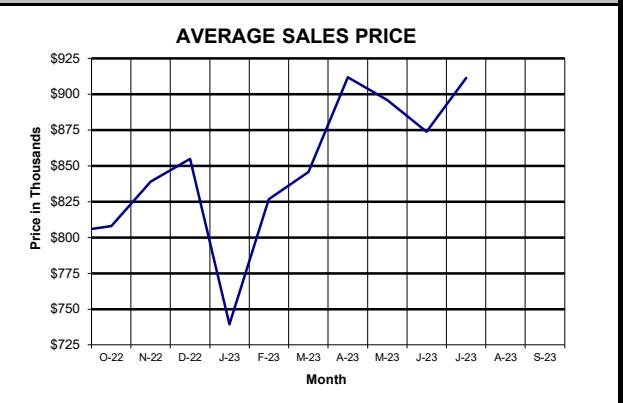
## Santa Rosa Attd. Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |    |         |
|--------|------------|-----------|-------|------------|----|---------|
| 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 |
| Jun-23 | 36         | 51        | 20    | 20         | 31 | 572,659 |
| Jul-23 | 40         | 45        | 17    | 37         | 34 | 585,594 |



## Santa Rosa SFD Monthly MLS Survey

| Month  | Active DOM | Pend. DOM | Clsd. | Avg. Price |     |         |
|--------|------------|-----------|-------|------------|-----|---------|
| Dec-22 | 119        | 69        | 44    | 39         | 76  | 854,904 |
| Jan-23 | 75         | 85        | 58    | 47         | 43  | 739,428 |
| Feb-23 | 109        | 58        | 62    | 39         | 73  | 826,855 |
| Mar-23 | 104        | 54        | 72    | 26         | 96  | 845,833 |
| Apr-23 | 122        | 46        | 87    | 25         | 87  | 911,908 |
| May-23 | 125        | 50        | 89    | 24         | 108 | 895,935 |
| Jun-23 | 149        | 52        | 73    | 23         | 124 | 873,914 |
| Jul-23 | 137        | 52        | 82    | 36         | 97  | 911,472 |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



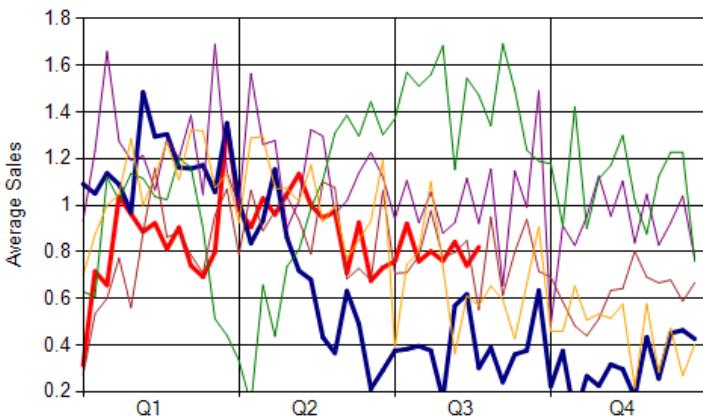
## Central Valley

Week 34

Ending: Sunday, August 27, 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       | 87         | 14          | 0          | 14        | 1.27       | 1.03              | 24%                | 0.94               | 35%                 |             |
| San Joaquin County           |                 | 43       | 569        | 39          | 4          | 35        | 0.81       | 0.84              | -3%                | 0.80               | 2%                  |             |
| Stanislaus County            |                 | 8        | 31         | 6           | 2          | 4         | 0.50       | 0.62              | -19%               | 0.60               | -17%                |             |
| Merced County                |                 | 9        | 108        | 12          | 2          | 10        | 1.11       | 0.81              | 36%                | 0.86               | 30%                 |             |
| Madera County                |                 | 9        | 63         | 4           | 1          | 3         | 0.33       | 0.71              | -53%               | 0.65               | -49%                |             |
| Fresno County                |                 | 31       | 639        | 33          | 8          | 25        | 0.81       | 0.98              | -17%               | 0.87               | -7%                 |             |
| <b>Current Week Totals</b>   | Traffic : Sales | 14 : 1   | <b>111</b> | <b>1497</b> | <b>108</b> | <b>17</b> | <b>91</b>  | <b>0.82</b>       | <b>0.86</b>        | <b>-5%</b>         | <b>0.81</b>         | <b>1%</b>   |
| Per Project Average          |                 |          |            | 13          | 0.97       | 0.15      | 0.82       |                   |                    |                    |                     |             |
| <b>Year Ago - 08/28/2022</b> | Traffic : Sales | 18 : 1   | <b>103</b> | <b>1292</b> | <b>72</b>  | <b>41</b> | <b>31</b>  | <b>0.30</b>       | <b>0.80</b>        | <b>-63%</b>        | <b>0.41</b>         | <b>-26%</b> |
| <b>% Change</b>              |                 |          | 8%         | 16%         | 50%        | -59%      | 194%       | 172%              | 7%                 |                    | 98%                 |             |

### 52 Weeks Comparison



### Year to Date Averages Through Week 34

### 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 | 68                   | 23                  | 1.14              | 0.17                | 0.97               | 0.80                      |
| ■            | 2019 | 78                   | 22                  | 0.97              | 0.14                | 0.83               | 0.77                      |
| ■            | 2020 | 84                   | 22                  | 1.29              | 0.20                | 1.09               | 1.11                      |
| ■            | 2021 | 105                  | 16                  | 1.27              | 0.11                | 1.16               | 1.09                      |
| ■            | 2022 | 102                  | 13                  | 1.01              | 0.21                | 0.80               | 0.64                      |
| ■            | 2023 | 108                  | 14                  | 1.00              | 0.14                | 0.86               | 0.86                      |
| % Change:    |      | 6%                   | 5%                  | -1%               | -31%                | 7%                 | 34%                       |

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



### WEEKLY FINANCIAL NEWS

| Financing  |                             |                            | Market Commentary   |
|--|-----------------------------|----------------------------|---|
| <b>CONV</b>  | <b>RATE</b><br><b>6.88%</b> | <b>APR</b><br><b>7.15%</b> | The leg-up in financing costs has dampened the housing market recovery. Whereas homebuyers jumped on lower mortgage rates in the first few months of 2023, the recent upturn in rates is giving them pause. Existing home sales posted their second consecutive dip in July, all but reversing the uptick in housing demand that started at the beginning of the year. In addition to higher financing costs cooling demand, lower resale inventory has also fueled higher prices, further straining affordability. The median existing single-family home price in July was up year-over-year for every major region. Thus far, low resale supply and builders' use of incentives have shielded the new home market from this broader slowdown. New home sales surprised to the upside with a 4.4% jump in July, solidifying the upward march that began last fall. In our view, it is only a matter of time before higher mortgage rates depress demand for new construction as well. The average 30-year fixed mortgage rate according to Freddie Mac surged to 7.23% last week, the highest level since 2001. Builders are already responding by offering greater price cuts and other incentives to bridge the affordability gap for buyers, however, the sharp increase in rates may test their ability to do so in the future. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| <b>FHA</b>   | <b>6.75%</b>                | <b>6.99%</b>               |   |
| <b>10 Yr Yield</b>   | <b>4.22%</b>                |                            |   |
|  |                             |                            |   |

# The Ryness Report

Week Ending  
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| Development Name  | Developer  | City Code | Notes                   | Type | Projects Participating: 11     |          |            |         |            |           |              |          |                |               |                |
|---|------------|-----------|-------------------------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|----------------|
| Tracy/Mountain House  |            |           |                         |      | Units                          | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Hartwell at Ellis   | Landsea    | TR        |                         | DTMJ | 121                            | 1        | 3          | 23      | 2          | 0         | 117          | 41       | 1.06           | 1.21          |                |
| Kinbridge at Ellis  | Landsea    | TR        | Rsv's                   | DTMJ | 83                             | 2        | 5          | 23      | 0          | 0         | 76           | 42       | 0.69           | 1.24          |                |
| Amethyst at Tracy Hills                                       | Lennar     | TH        |                         | ATMJ | 132                            | 0        | 2          | 0       | 1          | 0         | 92           | 40       | 1.10           | 1.18          |                |
| Fairgrove at Tracy Hills                                      | Lennar     | TH        |                         | DTMJ | 149                            | 0        | 4          | 2       | 1          | 0         | 31           | 31       | 0.99           | 0.99          |                |
| Greenwood at Tracy Hills                                      | Lennar     | TH        |                         | DTMJ | 150                            | 0        | 2          | 0       | 0          | 0         | 25           | 25       | 0.80           | 0.80          |                |
| Hillview  | Lennar     | TH        |                         | DTMJ | 214                            | 0        | 5          | 5       | 1          | 0         | 62           | 38       | 0.97           | 1.12          |                |
| Parklin at Tracy Hills  | Lennar     | TH        |                         | DTMJ | 69                             | 0        | 2          | 2       | 1          | 0         | 36           | 29       | 0.73           | 0.85          |                |
| Pearl at Tracy Hills  | Lennar S/O | TH        |                         | DTMJ | 201                            | 0        | S/O        | 1       | 3          | 0         | 201          | 34       | 0.88           | 1.00          |                |
| Sunhaven at Tracy Hills                                       | Lennar     | TH        |                         | DTMJ | 64                             | 0        | 2          | 0       | 0          | 0         | 42           | 32       | 0.93           | 0.94          |                |
| Bergamo at Mountain House                                     | Shea       | MH        |                         | DTMJ | 137                            | 0        | 1          | 7       | 0          | 0         | 134          | 41       | 1.04           | 1.21          |                |
| Langston at Mountain House                                    | Shea       | MH        |                         | ATMJ | 302                            | 3        | 6          | 24      | 5          | 0         | 225          | 54       | 1.20           | 1.59          |                |
| <b>TOTALS: No. Reporting: 11</b>                              |            |           | <b>Avg. Sales: 1.27</b> |      | <b>Traffic to Sales: 6 : 1</b> |          |            |         | <b>32</b>  | <b>87</b> | <b>14</b>    | <b>0</b> | <b>1041</b>    | <b>407</b>    | <b>Net: 14</b> |
| City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House |            |           |                         |      |                                |          |            |         |            |           |              |          |                |               |                |

| Stockton/Lodi                   |                   |    |                         |      | 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 |               |
| Aspire at River Terrace II      | K Hovnanian       | SK |                         | DTMJ | 107                            | 0        | 3          | 3       | 0          | 0         | 104          | 35       | 0.84           | 1.03          |               |
| The Preserve at Creekside       | KB Home           | SK |                         | DTMJ | 128                            | 0        | 6          | 0       | 1          | 0         | 22           | 22       | 0.91           | 0.91          |               |
| Verona at Destinations          | KB Home           | SK |                         | ATMJ | 106                            | 0        | 2          | 0       | 0          | 0         | 104          | 26       | 0.85           | 0.76          |               |
| Keys II at Westlake             | Lennar            | SK |                         | DTMJ | 86                             | 0        | 4          | 5       | 0          | 0         | 18           | 16       | 0.45           | 0.47          |               |
| Shoreside at Westlake           | Lennar            | SK |                         | DTMJ | 99                             | 4        | 4          | 10      | 2          | 0         | 20           | 20       | 0.64           | 0.64          |               |
| Waterside at Westlake           | Lennar            | SK |                         | DTMJ | 92                             | 0        | 2          | 5       | 1          | 0         | 14           | 14       | 0.53           | 0.53          |               |
| Westlake                        | Meritage          | SK |                         | DTMJ | 84                             | 3        | 6          | 3       | 1          | 1         | 74           | 31       | 0.97           | 0.91          |               |
| Autumn Trails at Westlake       | Richmond American | SK |                         | DTMJ | 112                            | 0        | 6          | 5       | 1          | 0         | 44           | 21       | 0.56           | 0.62          |               |
| Summers Bend at Westlake        | Richmond American | SK |                         | DTMJ | 96                             | 0        | 5          | 6       | 1          | 0         | 47           | 26       | 0.62           | 0.76          |               |
| <b>TOTALS: No. Reporting: 9</b> |                   |    | <b>Avg. Sales: 0.67</b> |      | <b>Traffic to Sales: 5 : 1</b> |          |            |         | <b>38</b>  | <b>37</b> | <b>7</b>     | <b>1</b> | <b>447</b>     | <b>211</b>    | <b>Net: 6</b> |
| City Codes: SK = Stockton       |                   |    |                         |      |                                |          |            |         |            |           |              |          |                |               |               |

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| Development Name                 | Developer               | City Code | Notes | Type | Projects Participating: 34      |            |             |           |            |             |              |                |                |               |
|----------------------------------|-------------------------|-----------|-------|------|---------------------------------|------------|-------------|-----------|------------|-------------|--------------|----------------|----------------|---------------|
| San Joaquin 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 |
| Griffin Park                     | Atherton                | MN        | Rsv's | DTMJ | 267                             | 0          | 6           | 38        | 0          | 0           | 172          | 32             | 1.55           | 0.94          |
| Indigo at Stanford Crossing      | DR Horton               | LP        |       | DTMJ | 87                              | 5          | 5           | 13        | 4          | 0           | 52           | 52             | 1.61           | 1.61          |
| Summit at North Main             | DR Horton               | MN        |       | DTST | 67                              | 0          | 1           | 1         | 1          | 0           | 66           | 16             | 0.87           | 0.47          |
| Yosemite Greens                  | DR Horton               | MN        |       | DTMJ | 99                              | 3          | 5           | 16        | 2          | 0           | 83           | 60             | 1.56           | 1.76          |
| Iron Pointe at Stanford Crossing | KB Home                 | LP        |       | DTMJ | 98                              | 5          | 6           | 15        | 2          | 1           | 39           | 27             | 0.66           | 0.79          |
| Balboa at River Islands          | Kiper                   | LP        |       | DTMJ | 172                             | 0          | 5           | 45        | 1          | 0           | 106          | 41             | 0.94           | 1.21          |
| Freestone                        | Kiper                   | MN        |       | DTMJ | 60                              | 0          | 1           | 6         | 0          | 0           | 57           | 30             | 0.73           | 0.88          |
| Skye at River Islands            | Kiper                   | LP        |       | DTMJ | 155                             | 1          | 4           | 31        | 1          | 0           | 76           | 29             | 0.81           | 0.85          |
| Bella Vista Oakwood Shores II    | Lafferty TSO            | MN        |       | DTMJ | 157                             | 0          | TSO         | 0         | 0          | 0           | 126          | 15             | 0.33           | 0.44          |
| Arbor Bend - Cypress             | Meritage                | MN        |       | DTMJ | 175                             | 4          | 7           | 9         | 0          | 0           | 150          | 37             | 1.14           | 1.09          |
| Arbor Bend - Hawthorn            | Meritage                | MN        |       | DTMJ | 212                             | 0          | 6           | 12        | 2          | 1           | 118          | 69             | 1.18           | 2.03          |
| Arbor Bend- Linden               | Meritage                | MN        |       | DTMJ | 268                             | 6          | 6           | 9         | 3          | 0           | 158          | 48             | 1.20           | 1.41          |
| Laguna at River Islands          | Pulte                   | LP        |       | DTMJ | 110                             | 4          | 6           | 11        | 2          | 0           | 63           | 35             | 0.68           | 1.03          |
| Sanctuary at River Islands       | Pulte                   | LP        |       | DTMJ | 91                              | 4          | 4           | 3         | 1          | 0           | 80           | 38             | 0.86           | 1.12          |
| Dolcinea at Griffin Park         | Raymus                  | MN        |       | DTMJ | 57                              | 0          | 2           | 15        | 0          | 0           | 55           | 5              | 0.57           | 0.15          |
| Passport at Griffin Park         | Raymus                  | MN        | Rsv's | DTMJ | 101                             | 2          | 4           | 15        | 1          | 0           | 97           | 26             | 1.00           | 0.76          |
| Birch at Arbor Bend              | Richmond American       | MN        |       | ATST | 60                              | 0          | 4           | 5         | 1          | 0           | 37           | 25             | 0.52           | 0.74          |
| Encore at Stanford Crossing      | Richmond American       | LP        |       | DTMJ | 104                             | 0          | 5           | 14        | 0          | 0           | 93           | 21             | 0.84           | 0.62          |
| Encore II at Stanford Crossing   | Richmond American       | LP        |       | DTMJ | 104                             | 0          | 1           | 14        | 0          | 0           | 3            | 3              | 0.27           | 0.27          |
| Magnolia at Arbor Bend           | Richmond American       | MN        |       | DTMJ | 52                              | 0          | 6           | 13        | 0          | 0           | 35           | 22             | 0.49           | 0.65          |
| Seasons at Stanford Crossing IV  | Richmond American       | LP        |       | DTST | 113                             | 5          | 9           | 13        | 2          | 0           | 52           | 33             | 0.62           | 0.97          |
| Seasons at Villa Ticino          | Richmond American       | MN        |       | DTMJ | 119                             | 0          | 6           | 30        | 0          | 0           | 11           | 11             | 0.97           | 0.97          |
| Villa Ticino                     | Richmond American       | MN        |       | DTMJ | 100                             | 0          | 11          | 0         | 0          | 0           | 3            | 3              | 0.37           | 0.37          |
| Legacy at Stanford Crossing      | Taylor Morrison         | LP        |       | DTMJ | 107                             | 2          | 2           | 10        | 2          | 0           | 97           | 43             | 1.07           | 1.26          |
| Waypointe at River Islands       | The New Home Co         | LP        |       | DTMJ | 94                              | 4          | 6           | 41        | 1          | 0           | 69           | 26             | 0.69           | 0.76          |
| Journey at Stanford Crossing     | TRI Pointe              | LP        |       | DTMJ | 81                              | 0          | 3           | 6         | 0          | 0           | 32           | 25             | 0.52           | 0.74          |
| The Cove at River Islands        | TRI Pointe              | LP        |       | DTMJ | 77                              | 0          | 6           | 8         | 0          | 0           | 48           | 22             | 0.62           | 0.65          |
| Avalon at River Islands          | Trumark                 | LP        |       | DTMJ | 57                              | 0          | 1           | 27        | 0          | 0           | 39           | 17             | 0.46           | 0.50          |
| Avalon Point at River Islands    | Trumark                 | LP        |       | DTMJ | 69                              | 3          | 2           | 18        | 1          | 0           | 50           | 17             | 0.64           | 0.50          |
| Dawn at The Collective           | Trumark                 | MN        |       | AASF | 76                              | 0          | 9           | 9         | 0          | 0           | 16           | 11             | 0.21           | 0.32          |
| Vida at The Collective           | Trumark                 | MN        |       | AASF | 103                             | 0          | 1           | 8         | 1          | 1           | 28           | 18             | 0.35           | 0.53          |
| Hideaway II at River Islands     | Van Daele               | LP        |       | ATST | 108                             | 3          | 4           | 25        | 2          | 0           | 36           | 30             | 0.57           | 0.88          |
| Veranda II at River Island       | Van Daele               | LP        |       | DTMJ | 40                              | 0          | 5           | 30        | 0          | 0           | 23           | 23             | 1.09           | 1.09          |
| Avendale                         | Warmington              | MN        |       | DTMJ | 49                              | 0          | 2           | 22        | 2          | 0           | 29           | 29             | 1.19           | 1.19          |
| <b>TOTALS: No. Reporting: 34</b> | <b>Avg. Sales: 0.85</b> |           |       |      | <b>Traffic to Sales: 17 : 1</b> | <b>151</b> | <b>532</b>  | <b>32</b> | <b>3</b>   | <b>2199</b> | <b>939</b>   | <b>Net: 29</b> |                |               |

City Codes: MN = Manteca, LP = Lathrop

| Modesto                         |                         |    |  |      | Projects Participating: 1      |          |             |          |            |           |              |               |                |               |
|---------------------------------|-------------------------|----|--|------|--------------------------------|----------|-------------|----------|------------|-----------|--------------|---------------|----------------|---------------|
|                                 |                         |    |  |      | 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 |
| Avalon                          | Bright                  | CE |  | DTMJ | 33                             | 3        | 8           | 2        | 1          | 0         | 25           | 17            | 0.48           | 0.50          |
| <b>TOTALS: No. Reporting: 1</b> | <b>Avg. Sales: 1.00</b> |    |  |      | <b>Traffic to Sales: 2 : 1</b> | <b>8</b> | <b>2</b>    | <b>1</b> | <b>0</b>   | <b>25</b> | <b>17</b>    | <b>Net: 1</b> |                |               |

City Codes: CE = Ceres

# The Ryness Report

Week Ending  
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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                            | 4        | 7          | 5       | 3          | 2         | 116          | 27       | 1.02           | 0.79          |               |
| Carmel Ranch  | K Hovnanian | OD                      |       | DTMJ | 50                             | 3        | 6          | 3       | 1          | 0         | 7            | 7        | 0.23           | 0.23          |               |
| Acacia at Patterson Ranch   | KB Home     | PR                      |       | DTMJ | 80                             | 0        | 3          | 7       | 1          | 0         | 12           | 12       | 0.98           | 0.98          |               |
| Fieldstone II   | KB Home     | HG                      |       | DTST | 50                             | 0        | 5          | 0       | 0          | 0         | 43           | 16       | 0.61           | 0.47          |               |
| Turnleaf at Patterson Ranch   | KB Home     | PR                      |       | DTST | 190                            | 0        | 3          | 3       | 0          | 0         | 182          | 27       | 1.05           | 0.79          |               |
| T Street Customs  | SQM         | NW                      |       | DTMJ | 10                             | 0        | 4          | 3       | 0          | 0         | 1            | 1        | 0.02           | 0.03          |               |
| <b>TOTALS: No. Reporting: 6</b>                                     |             | <b>Avg. Sales: 0.50</b> |       |      | <b>Traffic to Sales: 4 : 1</b> |          |            |         | <b>28</b>  | <b>21</b> | <b>5</b>     | <b>2</b> | <b>361</b>     | <b>90</b>     | <b>Net: 3</b> |
| City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman |             |                         |       |      |                                |          |            |         |            |           |              |          |                |               |               |

| Turlock                         |        |                         |  |      | 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 |               |
| Marcona                         | Bright | KY                      |  | DTMJ | 116                         | 0        | 7          | 8       | 0          | 0         | 44           | 28       | 0.66           | 0.82          |               |
| <b>TOTALS: No. Reporting: 1</b> |        | <b>Avg. Sales: 0.00</b> |  |      | <b>Traffic to Sales: NA</b> |          |            |         | <b>7</b>   | <b>8</b>  | <b>0</b>     | <b>0</b> | <b>44</b>      | <b>28</b>     | <b>Net: 0</b> |
| City Codes: KY = Keyes          |        |                         |  |      |                             |          |            |         |            |           |              |          |                |               |               |

| Merced County                           |                 |                         |  |      | Projects Participating: 9      |          |            |         |            |            |              |          |                |               |                |
|---|-----------------|-------------------------|--|------|--------------------------------|----------|------------|---------|------------|------------|--------------|----------|----------------|---------------|----------------|
|   |                 |                         |  |      | Units                          | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans  | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |                |
| Silhouette at Sunrise Ranch             | Century         | LB                      |  | DTMJ | 95                             | 5        | 6          | 6       | 5          | 1          | 69           | 31       | 0.87           | 0.91          |                |
| Lantana                                 | DR Horton       | MD                      |  | DTMJ | 99                             | 0        | 11         | 9       | 2          | 0          | 44           | 41       | 1.15           | 1.21          |                |
| Monterra VI                             | DR Horton       | MD                      |  | DTMJ | 61                             | 2        | 6          | 23      | 3          | 0          | 32           | 32       | 1.66           | 1.66          |                |
| Newcastle                               | DR Horton       | MD                      |  | DTMJ | 33                             | 0        | 6          | 4       | 1          | 1          | 26           | 26       | 1.17           | 1.17          |                |
| Stoneridge South III                    | DR Horton       | MD                      |  | DTMJ | 64                             | 0        | 11         | 22      | 0          | 0          | 36           | 36       | 1.05           | 1.06          |                |
| The Pointe at Stonecreek                | Legacy          | LB                      |  | DTMJ | 109                            | 0        | 10         | 19      | 0          | 0          | 46           | 14       | 0.44           | 0.41          |                |
| Bellevue Ranch Phase 4                  | Stonefield Home | MD                      |  | DTST | 92                             | 0        | 5          | 11      | 1          | 0          | 60           | 18       | 0.62           | 0.53          |                |
| Cypress Terrace                         | Stonefield Home | MD                      |  | DTST | 163                            | 0        | 6          | 7       | 0          | 0          | 133          | 25       | 0.64           | 0.74          |                |
| Villas II, The                          | Stonefield Home | LB                      |  | DTST | 191                            | 0        | 5          | 7       | 0          | 0          | 98           | 12       | 0.73           | 0.35          |                |
| <b>TOTALS: No. Reporting: 9</b>         |                 | <b>Avg. Sales: 1.11</b> |  |      | <b>Traffic to Sales: 9 : 1</b> |          |            |         | <b>66</b>  | <b>108</b> | <b>12</b>    | <b>2</b> | <b>544</b>     | <b>235</b>    | <b>Net: 10</b> |
| City Codes: LB = Los Banos, MD = Merced |                 |                         |  |      |                                |          |            |         |            |            |              |          |                |               |                |

| Development Name                         | Developer | City Code | Notes                   | Type | Projects Participating: 9       |          |             |         |            |           |              |          |                |               |  |  |  |  |
|--|-----------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|--|--|--|--|
| <b>Madera County</b>                     |           |           |                         |      | 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 |  |  |  |  |
| Greenhills Estates                       | Century   | CW        |                         | DTMJ | 70                              | 0        | 6           | 4       | 0          | 0         | 49           | 28       | 0.66           | 0.82          |  |  |  |  |
| Omni                                     | Century   | MDA       |                         | DTMJ | 61                              | 0        | 6           | 8       | 1          | 0         | 26           | 23       | 0.52           | 0.68          |  |  |  |  |
| Pecan Square                             | DR Horton | MDA       |                         | DTMJ | 112                             | 0        | 13          | 8       | 2          | 1         | 58           | 58       | 1.74           | 1.71          |  |  |  |  |
| Bristol at Tesoro Viejo                  | KB Home   | MDA       |                         | DTMJ | 63                              | 0        | 6           | 19      | 0          | 0         | 18           | 15       | 0.38           | 0.44          |  |  |  |  |
| Riverstone - Clementine I                | Lennar    | MDA       |                         | DTST | 108                             | 0        | 2           | 12      | 0          | 0         | 106          | 3        | 0.78           | 0.09          |  |  |  |  |
| Riverstone - Clementine II               | Lennar    | MDA       |                         | DTST | 59                              | 0        | 3           | 12      | 0          | 0         | 41           | 41       | 1.23           | 1.21          |  |  |  |  |
| Riverstone - Skye                        | Lennar    | MDA       |                         | DTMJ | 85                              | 0        | 4           | 0       | 0          | 0         | 3            | 3        | 0.91           | 0.91          |  |  |  |  |
| Encore at Riverstone                     | Woodside  | MDA       |                         | DTMJ | 95                              | 0        | 5           | 0       | 1          | 0         | 24           | 4        | 0.18           | 0.12          |  |  |  |  |
| Ovation at Riverstone                    | Woodside  | MDA       |                         | DTMJ | 145                             | 0        | 6           | 0       | 0          | 0         | 48           | 8        | 0.35           | 0.24          |  |  |  |  |
| <b>TOTALS: No. Reporting: 9</b>          |           |           | <b>Avg. Sales: 0.33</b> |      | <b>Traffic to Sales: 16 : 1</b> |          |             |         | <b>51</b>  | <b>63</b> | <b>4</b>     | <b>1</b> | <b>373</b>     | <b>183</b>    |  |  |  |  |
| Qty Codes: CW = Chowchilla, MDA = Madera |           |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |
|  |           |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |

# The Ryness Report

Week Ending  
Sunday, August 27, 2023

Central Valley

Page  
5 of 5

| Development Name  | Developer                                  | City Code               | Notes | Type | Projects Participating: 31      |          |                                    |            |            |           |              |             |                |                |
|---|--|-------------------------|-------|------|---------------------------------|----------|------------------------------------|------------|------------|-----------|--------------|-------------|----------------|----------------|
| Fresno 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  |
| Bravado   | Century                                    | REE                     |       | DTMJ | 182                             | 0        | 7                                  | 3          | 2          | 1         | 74           | 24          | 0.76           | 0.71           |
| Olivewood   | Century <span style="color:red">S/O</span> | FR                      |       | DTMJ | 169                             | 0        | <span style="color:red">S/O</span> | 9          | 2          | 0         | 169          | 28          | 1.47           | 0.82           |
| The Crossings II  | Century                                    | KER                     |       | DTMJ | 104                             | 0        | 7                                  | 8          | 1          | 1         | 87           | 32          | 1.10           | 0.94           |
| Serenade  | DR Horton                                  | SAN                     |       | DTMJ | 129                             | 0        | 5                                  | 7          | 0          | 0         | 25           | 25          | 1.45           | 1.45           |
| Aspire at Sunnyside   | K Hovnanian                                | FO                      |       | DTST | 132                             | 0        | 6                                  | 0          | 0          | 0         | 126          | 0           | 0.55           | 0.00           |
| Aspire at Sunnyside II  | K Hovnanian                                | FO                      |       | DTST | 143                             | 3        | 7                                  | 7          | 2          | 0         | 35           | 9           | 0.42           | 0.26           |
| Centrella Estates   | KB Home                                    | FR                      |       | DTMJ | 74                              | 0        | 7                                  | 11         | 1          | 1         | 39           | 39          | 1.75           | 1.75           |
| Centrella Villas  | KB Home                                    | FR                      |       | DTMJ | 107                             | 0        | 9                                  | 5          | 0          | 0         | 63           | 39          | 1.10           | 1.15           |
| Cielo Ranch 5000s   | KB Home                                    | CV                      |       | DTST | 92                              | 0        | 6                                  | 4          | 0          | 0         | 22           | 22          | 1.09           | 1.09           |
| Cielo Ranch 6000s   | KB Home                                    | CV                      |       | DTMJ | 89                              | 3        | 7                                  | 19         | 2          | 0         | 14           | 14          | 0.92           | 0.92           |
| Legacy at Highland  | KB Home                                    | CV                      |       | DTMJ | 42                              | 0        | 3                                  | 1          | 0          | 0         | 29           | 29          | 0.80           | 0.85           |
| Brambles- Starling  | Lennar <span style="color:red">S/O</span>  | FR                      |       | ATST | 150                             | 0        | <span style="color:red">S/O</span> | 25         | 1          | 0         | 150          | 42          | 1.18           | 1.24           |
| Catalina Park - Surf  | Lennar                                     | FR                      |       | DTMJ | 82                              | 0        | 5                                  | 2          | 1          | 2         | 36           | 31          | 0.99           | 0.91           |
| Daffodil Hill - Clementine  | Lennar                                     | FR                      |       | DTMJ | 110                             | 6        | 4                                  | 4          | 4          | 0         | 74           | 53          | 0.96           | 1.56           |
| Ellingsworth- Choral Series   | Lennar                                     | CV                      |       | DTMJ | 86                              | 0        | 4                                  | 0          | 0          | 0         | 4            | 4           | 0.49           | 0.49           |
| Heirlom- Orchard Series   | Lennar                                     | FR                      |       | DTST | 66                              | 0        | 2                                  | 1          | 1          | 0         | 10           | 10          | 1.59           | 1.59           |
| Heritage Grove - Choral Series III  | Lennar                                     | CV                      |       | DTMJ | 55                              | 0        | 1                                  | 0          | 0          | 0         | 4            | 4           | 0.93           | 0.93           |
| Heritage Grove - Orchard III  | Lennar                                     | CV                      |       | DTMJ | 15                              | 0        | 1                                  | 0          | 0          | 0         | 1            | 1           | 0.44           | 0.44           |
| Heritage Grove - Skye Series III  | Lennar                                     | CV                      |       | DTST | 31                              | 0        | 1                                  | 0          | 0          | 0         | 2            | 2           | 0.32           | 0.32           |
| Juniper Hills- Orchard & Clementine   | Lennar                                     | FR                      |       | DTMJ | 124                             | 0        | 5                                  | 176        | 1          | 0         | 42           | 42          | 1.97           | 1.97           |
| Juniper Hills- Solana   | Lennar                                     | FR                      |       | DTST | 77                              | 0        | 5                                  | 121        | 1          | 0         | 51           | 51          | 1.58           | 1.58           |
| Juniper Hills- Surf   | Lennar                                     | FR                      |       | DTMJ | 148                             | 0        | 6                                  | 150        | 3          | 2         | 42           | 41          | 1.23           | 1.21           |
| Sterling Acres- Coronet   | Lennar                                     | FR                      |       | DTMJ | 96                              | 3        | 6                                  | 17         | 3          | 1         | 87           | 52          | 1.11           | 1.53           |
| Veneto Park - Starling Townhomes  | Lennar                                     | CV                      |       | ATMU | 185                             | 6        | 7                                  | 35         | 5          | 0         | 135          | 97          | 1.10           | 2.85           |
| Canyon Ridge at The Preserve  | Woodside                                   | FT                      |       | DTMJ | 59                              | 0        | 8                                  | 0          | 0          | 0         | 0            | 0           | 0.00           | 0.00           |
| Cottonwood Creek at The Preserve  | Woodside                                   | FT                      |       | DTMJ | 121                             | 0        | 3                                  | 0          | 0          | 0         | 4            | 4           | 0.23           | 0.23           |
| Ivy Gate at Farmstead   | Woodside                                   | CV                      |       | DTMJ | 113                             | 0        | 3                                  | 0          | 0          | 0         | 58           | 10          | 0.36           | 0.29           |
| Red Porch at Farmstead  | Woodside                                   | CV                      |       | DTMJ | 55                              | 0        | 13                                 | 23         | 0          | 0         | 40           | 5           | 0.25           | 0.15           |
| Somerset Crossing   | Woodside                                   | FO                      |       | ATST | 99                              | 5        | 4                                  | 0          | 3          | 0         | 57           | 18          | 0.45           | 0.53           |
| Springs at Brooklyn Trail   | Woodside                                   | FR                      |       | DTMJ | 115                             | 0        | 6                                  | 0          | 0          | 0         | 84           | 0           | 0.52           | 0.00           |
| Woodlands at Brooklyn Trail   | Woodside                                   | FR                      |       | DTMJ | 100                             | 0        | 2                                  | 11         | 0          | 0         | 55           | 7           | 0.34           | 0.21           |
| <b>TOTALS: No. Reporting: 31</b>  |  | <b>Avg. Sales: 0.81</b> |       |      | <b>Traffic to Sales: 19 : 1</b> |          |                                    | <b>150</b> | <b>639</b> | <b>33</b> | <b>8</b>     | <b>1619</b> | <b>735</b>     | <b>Net: 25</b> |
| City Codes: REE = Reedley, FR = Fresno, KER = Kerman, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant |  |                         |       |      |                                 |          |                                    |            |            |           |              |             |                |                |

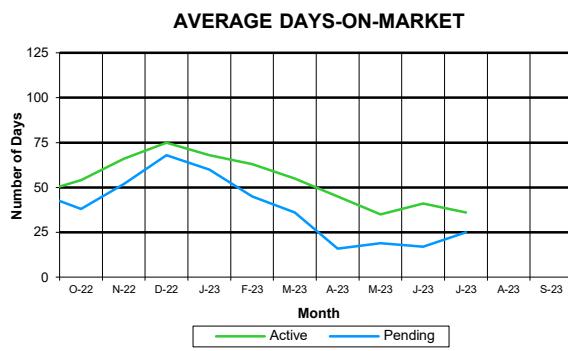
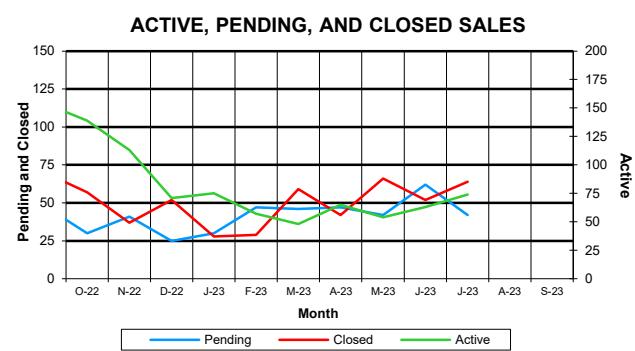
| Central Valley  |                         |                                 | Projects Participating: 111 |             |            |           |              |             |                |
|---|-------------------------|---------------------------------|-----------------------------|-------------|------------|-----------|--------------|-------------|----------------|
|   |                         |                                 | Rel'd Rm'g                  | Traffic     | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Net Sales      |
| <b>GRAND TOTALS: No. Reporting: 111</b>   | <b>Avg. Sales: 0.82</b> | <b>Traffic to Sales: 14 : 1</b> | <b>531</b>                  | <b>1497</b> | <b>108</b> | <b>17</b> | <b>6653</b>  | <b>2845</b> | <b>Net: 91</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 , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached |                         |                                 |                             |             |            |           |              |             |                |
| Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out  |                         |                                 |                             |             |            |           |              |             |                |

# The Ryness Company

Marketing Research Department

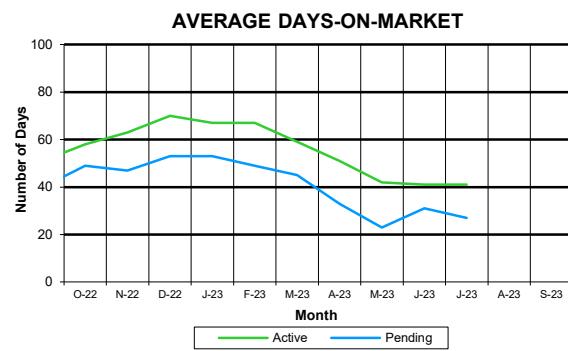
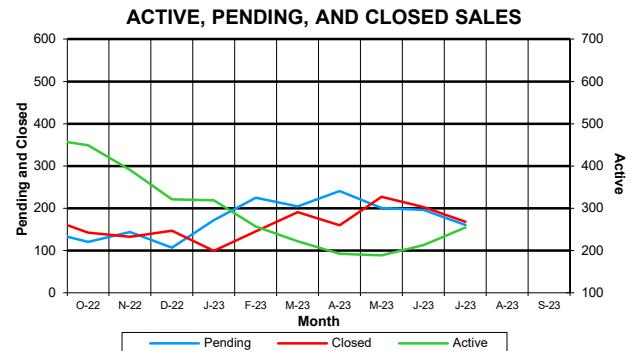
## Tracy SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Jun-23 | 63     | 41  | 62    | 17  | 52    | 731,020    |
| Jul-23 | 74     | 36  | 42    | 25  | 64    | 763,501    |



## Stockton SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Jun-23 | 213    | 41  | 196   | 31  | 203   | 475,920    |
| Jul-23 | 255    | 41  | 161   | 27  | 168   | 467,731    |



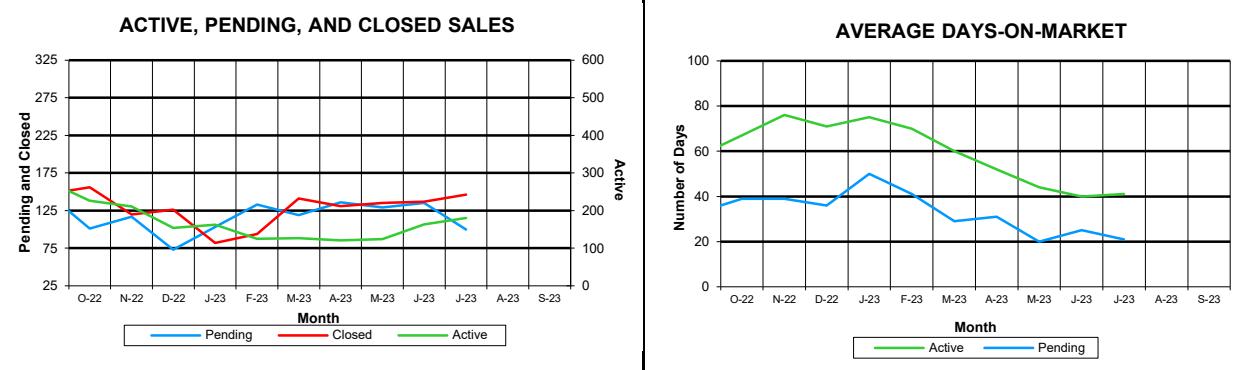


# The Ryness Company

Marketing Research Department

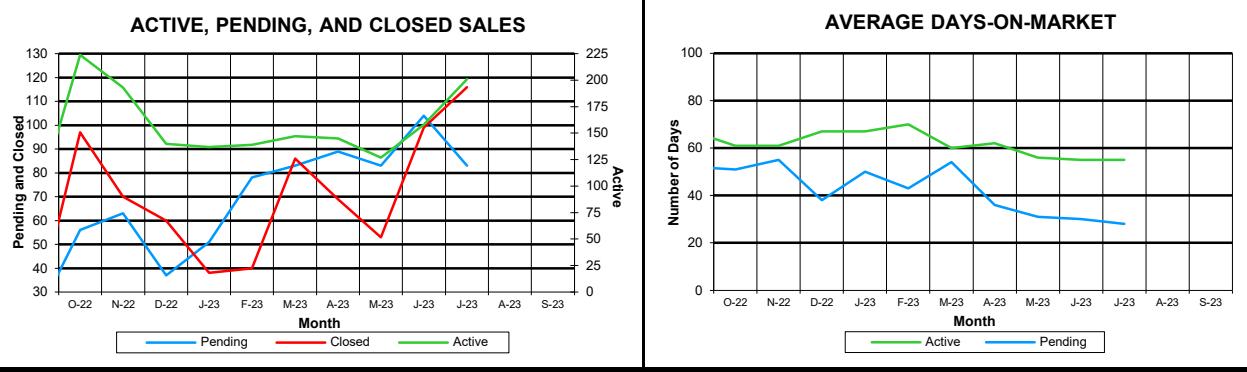
## Modesto SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-22 | 154    | 71  | 73    | 36  | 126   | 412,309    |
| Jan-23 | 162    | 75  | 103   | 50  | 82    | 421,485    |
| Feb-23 | 125    | 70  | 133   | 41  | 94    | 430,754    |
| Mar-23 | 127    | 60  | 119   | 29  | 141   | 450,561    |
| Apr-23 | 121    | 52  | 136   | 31  | 131   | 453,016    |
| May-23 | 124    | 44  | 129   | 20  | 135   | 478,419    |
| Jun-23 | 163    | 40  | 135   | 25  | 137   | 461,918    |
| Jul-23 | 180    | 41  | 100   | 21  | 146   | 481,815    |



## Merced SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| Dec-22 | 140    | 67  | 37    | 38  | 60    | 379,899    |
| Jan-23 | 137    | 67  | 51    | 50  | 38    | 405,900    |
| Feb-23 | 139    | 70  | 78    | 43  | 40    | 353,955    |
| Mar-23 | 147    | 60  | 83    | 54  | 86    | 411,760    |
| Apr-23 | 145    | 62  | 89    | 36  | 69    | 409,223    |
| May-23 | 127    | 56  | 83    | 31  | 53    | 390,255    |
| Jun-23 | 158    | 55  | 104   | 30  | 99    | 404,720    |
| Jul-23 | 201    | 55  | 83    | 28  | 116   | 422,858    |



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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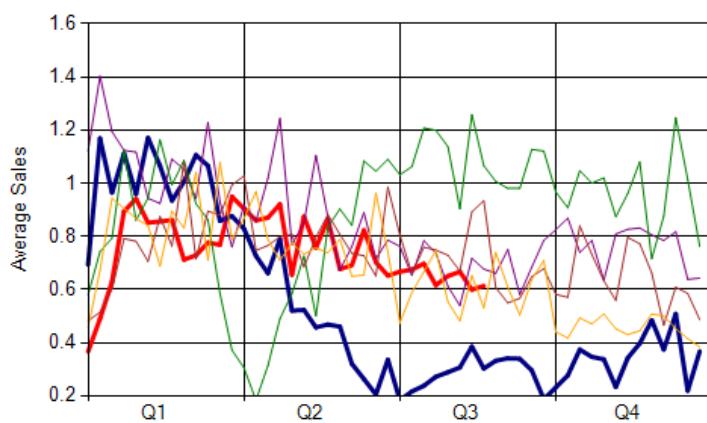


## Sacramento Week 34

Ending: Sunday, August 27, 2023

| Counties / Groups            |  | Projects               | Traffic | Sales | Cancels | Net Sales | Avg. Sales | Year to Date Avg. | Prev. 13 Wks. Avg. | Diff. |       |
|------------------------------|--|------------------------|---------|-------|---------|-----------|------------|-------------------|--------------------|-------|-------|
| South Sacramento             |  | 31                     | 566     | 22    | 3       | 19        | 0.61       | 0.82              | -25%               | 0.86  | -29%  |
| Central & North Sacramento   |  | 37                     | 305     | 25    | 3       | 22        | 0.59       | 0.63              | -5%                | 0.50  | 19%   |
| Folsom                       |  | 17                     | 227     | 8     | 2       | 6         | 0.35       | 0.77              | -54%               | 0.66  | -46%  |
| El Dorado                    |  | 9                      | 81      | 2     | 2       | 0         | 0.00       | 0.61              | -100%              | 0.70  | -100% |
| Placer & Nevada              |  | 61                     | 806     | 53    | 6       | 47        | 0.77       | 0.81              | -4%                | 0.71  | 9%    |
| Yolo                         |  | 10                     | 84      | 8     | 0       | 8         | 0.80       | 0.77              | 4%                 | 0.78  | 2%    |
| Amador County                |  | 1                      | 23      | 0     | 0       | 0         | 0.00       | 0.03              | -100%              | 0.00  | 0.00  |
| Northern Counties            |  | 15                     | 90      | 12    | 3       | 9         | 0.60       | 0.69              | -12%               | 0.74  | -19%  |
| <b>Current Week Totals</b>   |  | Traffic : Sales 17 : 1 | 181     | 2182  | 130     | 19 111    | 0.61       | 0.74              | -17%               | 0.69  | -11%  |
| Per Project Average          |  |                        |         | 12    | 0.72    | 0.10      | 0.61       |                   |                    |       |       |
| <b>Year Ago - 08/28/2022</b> |  | Traffic : Sales 22 : 1 | 182     | 2249  | 102     | 47 55     | 0.30       | 0.63              | -52%               | 0.30  | 0%    |
| % Change                     |  |                        |         | -1%   | -3%     | 27%       | -60%       | 102%              | 103%               | 17%   | 128%  |

### 52 Weeks Comparison



### Year to Date Averages Through Week 34

### 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 | 129                  | 26                  | 0.89              | 0.14                | 0.75               | 0.66                      |
| ■            | 2019 | 141                  | 23                  | 0.91              | 0.12                | 0.78               | 0.73                      |
| ■            | 2020 | 150                  | 16                  | 1.01              | 0.16                | 0.85               | 0.89                      |
| ■            | 2021 | 160                  | 18                  | 0.99              | 0.09                | 0.90               | 0.85                      |
| ■            | 2022 | 173                  | 14                  | 0.79              | 0.16                | 0.63               | 0.52                      |
| ■            | 2023 | 180                  | 14                  | 0.87              | 0.12                | 0.74               | 0.74                      |
| % Change:    |      | 4%                   | 4%                  | 9%                | -23%                | 17%                | 41%                       |

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



### WEEKLY FINANCIAL NEWS

| Financing  |                      |                     | Market Commentary   |
|--|----------------------|---------------------|---|
| CONV   | RATE<br><b>6.88%</b> | APR<br><b>7.15%</b> | The leg-up in financing costs has dampened the housing market recovery. Whereas homebuyers jumped on lower mortgage rates in the first few months of 2023, the recent upturn in rates is giving them pause. Existing home sales posted their second consecutive dip in July, all but reversing the uptick in housing demand that started at the beginning of the year. In addition to higher financing costs cooling demand, lower resale inventory has also fueled higher prices, further straining affordability. The median existing single-family home price in July was up year-over-year for every major region. Thus far, low resale supply and builders' use of incentives have shielded the new home market from this broader slowdown. New home sales surprised to the upside with a 4.4% jump in July, solidifying the upward march that began last fall. In our view, it is only a matter of time before higher mortgage rates depress demand for new construction as well. The average 30-year fixed mortgage rate according to Freddie Mae surged to 7.23% last week, the highest level since 2001. Builders are already responding by offering greater price cuts and other incentives to bridge the affordability gap for buyers, however, the sharp increase in rates may test their ability to do so in the future. Source: Wells Fargo Bank Weekly Economic & Financial Commentary |
| FHA  | <b>6.75%</b>         | <b>6.99%</b>        |   |
| 10 Yr Yield  | <b>4.22%</b>         |                     |   |
|  |                      |                     |   |

| Development Name                  | Developer           | City Code               | Notes | Type                            | Projects Participating: 31 |          |            |            |            |           |              |            |                |               |
|-----------------------------------|---------------------|-------------------------|-------|---------------------------------|----------------------------|----------|------------|------------|------------|-----------|--------------|------------|----------------|---------------|
| 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 |
| Stonehaven                        | Beazer              | SO                      |       | DTMJ                            | 90                         | 0        | 23         | 29         | 0          | 1         | 11           | 11         | 1.75           | 1.75          |
| Carnelian at Sheldon Farms        | DR Horton           | LN                      |       | DTMJ                            | 55                         | 0        | 5          | 0          | 0          | 0         | 50           | 22         | 0.97           | 0.65          |
| Persimmon at Sheldon Farms        | DR Horton           | LN                      |       | DTMJ                            | 148                        | 0        | 2          | 0          | 0          | 0         | 69           | 45         | 1.35           | 1.32          |
| Tamarind at Sheldon Farms         | DR Horton           | LN                      |       | DTMJ                            | 121                        | 0        | 4          | 5          | 0          | 0         | 57           | 31         | 1.13           | 0.91          |
| Laurel at Elliott Springs         | Elliott             | VN                      |       | DTMJ                            | 233                        | 0        | 5          | 85         | 2          | 1         | 24           | 24         | 1.19           | 1.19          |
| The Retreats                      | K Hovnanian         | RM                      |       | DTMJ                            | 62                         | 0        | 4          | 1          | 0          | 0         | 18           | 13         | 0.28           | 0.38          |
| Allegro                           | KB Home             | LN                      |       | ATMJ                            | 72                         | 0        | 7          | 5          | 0          | 0         | 65           | 30         | 0.79           | 0.88          |
| Travisso                          | KB Home             | LN                      |       | DTMJ                            | 422                        | 0        | 4          | 7          | 0          | 0         | 37           | 5          | 0.43           | 0.15          |
| Antinori II at Vineyard Parke     | Lennar              | SO                      |       | DTMJ                            | 117                        | 0        | 2          | 8          | 1          | 0         | 16           | 16         | 1.12           | 1.12          |
| Bordeaux II at Vineyard Parke     | Lennar              | LN                      |       | DTMJ                            | 148                        | 0        | 6          | 5          | 0          | 0         | 2            | 2          | 0.39           | 0.39          |
| Cortese at Vineyard Parke         | Lennar              | SO                      |       | DTMJ                            | 303                        | 0        | 3          | 5          | 1          | 0         | 14           | 14         | 1.36           | 1.36          |
| Essentia at Sterling Meadows      | Lennar S/O          | LN                      |       | DTST                            | 139                        | 0        | S/O        | 1          | 1          | 0         | 139          | 39         | 0.94           | 1.15          |
| Cornerstone Commons               | Meritage            | LN                      |       | DTMJ                            | 83                         | 4        | 5          | 17         | 2          | 0         | 39           | 25         | 0.55           | 0.74          |
| Cornerstone Crossings             | Meritage            | LN                      |       | DTMJ                            | 78                         | 4        | 6          | 14         | 3          | 0         | 59           | 39         | 0.83           | 1.15          |
| Laguna Ranch II                   | Richmond American   | LN                      |       | DTMJ                            | 100                        | 0        | 7          | 4          | 0          | 0         | 31           | 25         | 0.48           | 0.74          |
| Seasons at Caterina               | Richmond American   | GT                      |       | DTMJ                            | 61                         | 0        | 2          | 7          | 0          | 0         | 21           | 20         | 0.52           | 0.59          |
| Seasons at Stonebrook             | Richmond American   | LN                      |       | DTMJ                            | 102                        | 0        | 6          | 37         | 0          | 0         | 79           | 19         | 0.70           | 0.56          |
| Seasons at the Farm               | Richmond American   | GT                      |       | DTMJ                            | 87                         | 0        | 5          | 3          | 1          | 0         | 36           | 19         | 0.47           | 0.56          |
| Woodberry at Bradshaw Crossing II | Richmond American   | SO                      |       | DTMJ                            | 120                        | 0        | 6          | 18         | 1          | 0         | 55           | 49         | 0.93           | 1.44          |
| Madeira Ranch - Grange            | Taylor Morrison     | LN                      |       | DTST                            | 71                         | 0        | 4          | 15         | 2          | 0         | 36           | 34         | 0.87           | 1.00          |
| Madeira Ranch - Homestead         | Taylor Morrison     | LN                      |       | DTMJ                            | 121                        | 0        | 2          | 11         | 1          | 0         | 38           | 33         | 0.92           | 0.97          |
| Madeira Ranch - Orchard           | Taylor Morrison     | LN                      |       | DTMJ                            | 76                         | 0        | 2          | 11         | 0          | 0         | 22           | 17         | 0.53           | 0.50          |
| Madeira Ranch - Prairie           | Taylor Morrison TSO | LN                      |       | DTMJ                            | 66                         | 0        | TSO        | 8          | 1          | 0         | 33           | 28         | 0.80           | 0.82          |
| Wildhawk North- Bluestone         | Taylor Morrison     | SO                      |       | DTMJ                            | 166                        | 0        | 2          | 18         | 1          | 0         | 48           | 28         | 1.08           | 0.82          |
| Wildhawk North- Oakbridge         | Taylor Morrison     | SO                      |       | DTMJ                            | 253                        | 0        | 1          | 22         | 0          | 1         | 44           | 36         | 0.99           | 1.06          |
| Wildhawk North- Trailhead         | Taylor Morrison TSO | SO                      |       | DTMJ                            | 166                        | 0        | TSO        | 18         | 0          | 0         | 38           | 31         | 0.86           | 0.91          |
| Wildhawk South- Anchor            | Taylor Morrison     | SO                      |       | DTMJ                            | 263                        | 0        | 3          | 6          | 0          | 0         | 3            | 3          | 0.30           | 0.30          |
| Wildhawk South- Latitude          | Taylor Morrison TSO | SO                      |       | DTMJ                            | 152                        | 2        | TSO        | 8          | 2          | 0         | 25           | 25         | 2.46           | 2.46          |
| Long Meadow                       | The New Home Co     | VN                      | New   | DTMJ                            | 122                        | 9        | 7          | 160        | 2          | 0         | 2            | 2          | 7.00           | 7.00          |
| Cedar Creek                       | Tim Lewis           | GT                      |       | DTMJ                            | 112                        | 0        | 5          | 19         | 1          | 0         | 71           | 28         | 0.67           | 0.82          |
| Reflections at Poppy Lane         | Tim Lewis           | LN                      |       | DTMJ                            | 73                         | 0        | 3          | 19         | 0          | 0         | 70           | 21         | 0.60           | 0.62          |
| <b>TOTALS: No. Reporting: 31</b>  |                     | <b>Avg. Sales: 0.61</b> |       | <b>Traffic to Sales: 26 : 1</b> |                            |          | <b>131</b> | <b>566</b> | <b>22</b>  | <b>3</b>  | <b>1252</b>  | <b>734</b> | <b>Net: 19</b> |               |

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

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| Development Name   | Developer         | City Code               | Notes | Type                            | Projects Participating: 23 |          |             |            |            |           |              |            |                |               |
|--|-------------------|-------------------------|-------|---------------------------------|----------------------------|----------|-------------|------------|------------|-----------|--------------|------------|----------------|---------------|
| Central Sacramento   |                   |                         |       |                                 | Units                      | New Rel. | Rel'd Rrn'g | Traffic    | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD   | Avg. Sls /Week | Avg. Sls /YTD |
| Abbeys Gate at Northridge  | Black Pine        | CH                      |       | DTMJ                            | 46                         | 0        | 4           | 6          | 1          | 0         | 42           | 3          | 0.28           | 0.09          |
| Magnolia Station at Cresleigh Ranch                                  | Cresleigh         | RO                      |       | DTMJ                            | 81                         | 4        | 5           | 23         | 2          | 0         | 23           | 23         | 1.09           | 1.09          |
| Heritage at Gum Ranch  | Elliott           | FO                      |       | DTMJ                            | 251                        | 6        | 6           | 11         | 6          | 0         | 143          | 24         | 0.64           | 0.71          |
| Racer at Rio Del Oro   | Elliott           | RO                      |       | DTMJ                            | 117                        | 0        | 5           | 8          | 0          | 1         | 20           | 12         | 0.37           | 0.35          |
| Sutter at Rio Del Oro  | Elliott           | RO                      |       | DTMJ                            | 136                        | 0        | 3           | 7          | 0          | 0         | 14           | 8          | 0.24           | 0.24          |
| Montrose at The Ranch  | K Hovnanian       | RO                      |       | DTMJ                            | 113                        | 0        | 5           | 4          | 0          | 0         | 43           | 15         | 0.52           | 0.44          |
| Paseo at The Ranch   | K Hovnanian       | RO                      |       | DTMJ                            | 130                        | 0        | 5           | 13         | 0          | 0         | 26           | 25         | 0.55           | 0.74          |
| Sagebrush at The Ranch   | K Hovnanian       | RO                      |       | DTMJ                            | 116                        | 0        | 6           | 4          | 0          | 0         | 47           | 19         | 0.56           | 0.56          |
| Springs at The Ranch   | K Hovnanian       | RO                      |       | DTMJ                            | 173                        | 0        | 5           | 4          | 0          | 0         | 65           | 23         | 0.78           | 0.68          |
| Heritage at Mitchell Village   | KB Home           | CH                      |       | DTMJ                            | 72                         | 0        | 2           | 5          | 0          | 0         | 70           | 5          | 0.49           | 0.15          |
| Viridian   | Lennar            | RO                      |       | DTST                            | 185                        | 0        | 2           | 1          | 0          | 0         | 183          | 12         | 0.84           | 0.35          |
| Echelon at Premier Montelena   | Premier Homes     | RO                      |       | DTMJ                            | 57                         | 0        | 3           | 24         | 0          | 0         | 11           | 8          | 0.18           | 0.24          |
| Ban (Village 8) at Premier Montelena                                 | Premier Homes     | RO                      |       | DTMJ                            | 81                         | 0        | 3           | 0          | 0          | 0         | 21           | 7          | 0.30           | 0.21          |
| Elevate at Premier Montelena   | Premier Homes     | RO                      |       | DTMJ                            | 152                        | 0        | 3           | 11         | 0          | 0         | 16           | 14         | 0.23           | 0.41          |
| Ascent at Montelena  | Pulte             | RO                      |       | DTMJ                            | 127                        | 0        | 2           | 9          | 0          | 0         | 24           | 19         | 0.51           | 0.56          |
| Solis at Montelena   | Pulte             | RO                      |       | DTMJ                            | 55                         | 0        | 5           | 11         | 0          | 0         | 5            | 2          | 0.09           | 0.06          |
| Vista at Montelena   | Pulte             | RO                      |       | DTMJ                            | 38                         | 0        | 2           | 12         | 1          | 0         | 20           | 16         | 0.37           | 0.47          |
| Seasons at Montelena   | Richmond American | RO                      |       | DTMJ                            | 125                        | 0        | 4           | 16         | 1          | 0         | 52           | 32         | 0.67           | 0.94          |
| Acacia II at Cypress   | Woodside          | RO                      |       | DTMJ                            | 90                         | 0        | 4           | 8          | 0          | 0         | 4            | 4          | 0.76           | 0.76          |
| Magnolia at Cypress  | Woodside          | RO                      |       | DTMJ                            | 178                        | 3        | 6           | 12         | 2          | 0         | 162          | 19         | 0.78           | 0.56          |
| Palo Verde at Cypress  | Woodside          | RO                      |       | DTMJ                            | 92                         | 0        | 6           | 9          | 1          | 0         | 14           | 14         | 2.23           | 2.23          |
| Sycamore at Cypress  | Woodside          | RO                      |       | DTMJ                            | 96                         | 0        | 5           | 13         | 1          | 0         | 5            | 5          | 1.17           | 1.17          |
| Valley Oak at Cypress  | Woodside          | RO                      |       | DTMJ                            | 88                         | 0        | 4           | 17         | 0          | 0         | 4            | 4          | 0.76           | 0.76          |
| <b>TOTALS: No. Reporting: 23</b>                                     |                   | <b>Avg. Sales: 0.61</b> |       | <b>Traffic to Sales: 15 : 1</b> |                            |          | <b>95</b>   | <b>228</b> | <b>15</b>  | <b>1</b>  | <b>1014</b>  | <b>313</b> | <b>Net: 14</b> |               |
| City Codes: CH = Citrus Heights, RO = Rancho Cordova, FO = Fair Oaks |                   |                         |       |                                 |                            |          |             |            |            |           |              |            |                |               |

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| Development Name                           | Developer | City Code               | Notes | Type | Projects Participating: 14     |          |             |           |            |           |              |             |                |               |
|--|-----------|-------------------------|-------|------|--------------------------------|----------|-------------|-----------|------------|-----------|--------------|-------------|----------------|---------------|
| North Sacramento                           |           |                         |       |      | Units                          | New Rel. | Rel'd Rrn'g | Traffic   | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD    | Avg. Sls /Week | Avg. Sls /YTD |
| Artisan - The Cove                         | Beazer    | SO                      |       | DTST | 145                            | 0        | 3           | 2         | 0          | 0         | 138          | 17          | 0.68           | 0.50          |
| Edgeview - The Cove                        | Beazer    | SO                      |       | ATST | 156                            | 0        | 1           | 2         | 0          | 0         | 149          | 27          | 0.90           | 0.79          |
| Westward - The Cove                        | Beazer    | SO                      |       | DTST | 122                            | 0        | 3           | 9         | 0          | 0         | 111          | 32          | 0.62           | 0.94          |
| Windrow - The Cove                         | Beazer    | SO                      |       | DTST | 167                            | 0        | 1           | 4         | 0          | 0         | 162          | 29          | 0.82           | 0.85          |
| Garnet at Barrett Ranch                    | Lennar    | AO                      |       | DTST | 149                            | 3        | 5           | 15        | 3          | 0         | 143          | 53          | 0.94           | 1.56          |
| Lapis at Barrett Ranch                     | Lennar    | AO                      |       | DTMJ | 151                            | 0        | 3           | 5         | 1          | 2         | 146          | 54          | 0.96           | 1.59          |
| Northlake - Atla                           | Lennar    | SO                      |       | DTMJ | 116                            | 2        | 4           | 5         | 1          | 0         | 112          | 28          | 0.82           | 0.82          |
| Northlake - Bleau                          | Lennar    | SO                      |       | DTMJ | 236                            | 0        | 3           | 5         | 1          | 0         | 124          | 39          | 0.91           | 1.15          |
| Northlake - Drifton                        | Lennar    | SO                      |       | DTMJ | 134                            | 3        | 4           | 5         | 1          | 0         | 109          | 35          | 0.85           | 1.03          |
| Northlake - Lakelet                        | Lennar    | SO                      |       | DTMJ | 134                            | 0        | 5           | 5         | 1          | 0         | 113          | 35          | 0.83           | 1.03          |
| Northlake - Shor                           | Lennar    | SO                      |       | DTMJ | 140                            | 0        | 5           | 5         | 0          | 0         | 121          | 36          | 0.89           | 1.06          |
| Northlake - Watersyde                      | Lennar    | SO                      |       | DTMJ | 127                            | 3        | 5           | 5         | 1          | 0         | 112          | 28          | 0.82           | 0.82          |
| Northlake - Wavmor                         | Lennar    | SO                      |       | DTMJ | 153                            | 4        | 5           | 5         | 1          | 0         | 107          | 21          | 0.79           | 0.62          |
| Sunstone at Barrett Ranch                  | Lennar    | AO                      |       | DTMJ | 131                            | 0        | 4           | 5         | 0          | 0         | 95           | 48          | 0.89           | 1.41          |
| <b>TOTALS: No. Reporting: 14</b>           |           | <b>Avg. Sales: 0.57</b> |       |      | <b>Traffic to Sales: 8 : 1</b> |          |             | <b>51</b> | <b>77</b>  | <b>10</b> | <b>2</b>     | <b>1742</b> | <b>482</b>     | <b>Net: 8</b> |
| City Codes: SO = Sacramento, AO = Antelope |           |                         |       |      |                                |          |             |           |            |           |              |             |                |               |

| Folsom Area                       |                     |                         |  |      | Projects Participating: 17      |          |             |           |            |           |              |            |                |               |
|-----------------------------------|---------------------|-------------------------|--|------|---------------------------------|----------|-------------|-----------|------------|-----------|--------------|------------|----------------|---------------|
|                                   |                     |                         |  |      | 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 |
| Oakwood at Folsom Ranch           | Beazer              | FM                      |  | DTMJ | 53                              | 0        | 13          | 22        | 0          | 0         | 3            | 3          | 0.70           | 0.70          |
| Sycamore Creek                    | JMC TSO             | FM                      |  | DTMJ | 44                              | 0        | TSO         | 0         | 0          | 0         | 42           | 1          | 0.30           | 0.03          |
| Brass Pointe at Russell Ranch     | Lennar              | FM                      |  | DTMJ | 142                             | 4        | 5           | 5         | 1          | 0         | 61           | 51         | 0.88           | 1.50          |
| Gold Cliff at Russell Ranch       | Lennar              | FM                      |  | DTMJ | 63                              | 0        | 5           | 6         | 1          | 0         | 42           | 28         | 0.61           | 0.82          |
| Platinum Peak at Russell Ranch    | Lennar              | FM                      |  | DTMJ | 100                             | 0        | 5           | 5         | 1          | 0         | 46           | 26         | 0.69           | 0.76          |
| Rockcress at Folsom Ranch         | Lennar              | FM                      |  | DTMJ | 118                             | 0        | 2           | 5         | 0          | 0         | 116          | 36         | 0.87           | 1.06          |
| Silver Knoll at Russell Ranch     | Lennar              | FM                      |  | DTMJ | 112                             | 0        | 5           | 5         | 0          | 0         | 2            | 2          | 0.13           | 0.13          |
| Sterling Hills at Russell Ranch   | Lennar              | FM                      |  | DTMJ | 112                             | 0        | 5           | 5         | 1          | 1         | 7            | 7          | 0.41           | 0.41          |
| Stone Bluff at White Rock Springs | Richmond American   | FM                      |  | DTMJ | 81                              | 0        | 5           | 19        | 0          | 0         | 70           | 32         | 0.57           | 0.94          |
| Stone Haven at White Rock Springs | Richmond American   | FM                      |  | DTMJ | 42                              | 0        | 2           | 1         | 0          | 0         | 40           | 17         | 0.44           | 0.50          |
| Folsom Ranch - Debut              | Taylor Morrison     | FM                      |  | DTMJ | 42                              | 0        | 2           | 8         | 0          | 0         | 36           | 34         | 0.94           | 1.00          |
| Folsom Ranch - Encore             | Taylor Morrison     | FM                      |  | DTMJ | 106                             | 0        | 4           | 10        | 0          | 0         | 26           | 26         | 0.68           | 0.76          |
| Folsom Ranch - Legends            | Taylor Morrison TSO | FM                      |  | DTMJ | 110                             | 0        | TSO         | 6         | 2          | 0         | 25           | 25         | 0.65           | 0.74          |
| Canterly at Folsom Ranch          | TRI Pointe          | FM                      |  | DTMJ | 100                             | 0        | 2           | 30        | 1          | 0         | 43           | 43         | 1.58           | 1.58          |
| Eastwood at Folsom Ranch          | TRI Pointe          | FM                      |  | DTMJ | 72                              | 0        | 3           | 35        | 0          | 0         | 32           | 19         | 0.51           | 0.56          |
| Lariat at Folsom Ranch            | TRI Pointe          | FM                      |  | DTMJ | 41                              | 0        | 2           | 30        | 1          | 1         | 36           | 36         | 1.33           | 1.33          |
| Lonestar at Folsom Ranch          | TRI Pointe          | FM                      |  | DTMJ | 90                              | 0        | 4           | 35        | 0          | 0         | 39           | 26         | 0.63           | 0.76          |
| <b>TOTALS: No. Reporting: 17</b>  |                     | <b>Avg. Sales: 0.35</b> |  |      | <b>Traffic to Sales: 28 : 1</b> |          |             | <b>64</b> | <b>227</b> | <b>8</b>  | <b>2</b>     | <b>666</b> | <b>412</b>     | <b>Net: 6</b> |
| City Codes: FM = Folsom           |                     |                         |  |      |                                 |          |             |           |            |           |              |            |                |               |

| Development Name                              | Developer       | City Code | Notes                   | Type | Projects Participating: 9       |          |             |         |            |           |              |          |                |               |  |  |  |  |
|---|-----------------|-----------|-------------------------|------|---------------------------------|----------|-------------|---------|------------|-----------|--------------|----------|----------------|---------------|--|--|--|--|
| El Dorado County                              |                 |           |                         |      | Units                           | New Rel. | Rel'd Rrn'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |  |  |  |  |
| Revere  | Blue Mountain   | RE        |                         | DTMJ | 51                              | 0        | 2           | 9       | 0          | 0         | 42           | 9        | 0.35           | 0.26          |  |  |  |  |
| Alder at Saratoga Estates                     | Elliott         | BH        |                         | DTMJ | 115                             | 0        | 6           | 14      | 0          | 1         | 102          | 16       | 0.63           | 0.47          |  |  |  |  |
| Manzanita at Saratoga                         | Elliott         | BH        |                         | DTMJ | 103                             | 0        | 6           | 15      | 0          | 0         | 66           | 11       | 0.42           | 0.32          |  |  |  |  |
| Ponderosa at Saratoga                         | Elliott         | BH        |                         | DTMJ | 56                              | 0        | 3           | 6       | 0          | 0         | 11           | 5        | 0.15           | 0.15          |  |  |  |  |
| Emerald Peak at Bass Lake                     | Lennar          | BH        |                         | DTMJ | 113                             | 0        | 4           | 5       | 1          | 0         | 95           | 36       | 0.66           | 1.06          |  |  |  |  |
| Heritage El Dorado Hills-Mosaic               | Lennar          | BH        |                         | DTMJ | 373                             | 0        | 3           | 5       | 1          | 1         | 273          | 59       | 1.06           | 1.74          |  |  |  |  |
| Trento at The Promontory                      | Lennar          | BH        |                         | DTMJ | 32                              | 0        | 2           | 5       | 0          | 0         | 5            | 5        | 0.25           | 0.25          |  |  |  |  |
| Ridgeview                                     | The New Home Co | BH        |                         | DTMJ | 44                              | 0        | 3           | 18      | 0          | 0         | 4            | 4        | 0.49           | 0.49          |  |  |  |  |
| Edgelake at Serrano                           | TRI Pointe      | BH        |                         | DTMJ | 65                              | 0        | 7           | 4       | 0          | 0         | 42           | 13       | 0.44           | 0.38          |  |  |  |  |
| <b>TOTALS: No. Reporting: 9</b>               |                 |           | <b>Avg. Sales: 0.00</b> |      | <b>Traffic to Sales: 41 : 1</b> |          |             |         | <b>36</b>  | <b>81</b> | <b>2</b>     | <b>2</b> | <b>640</b>     | <b>158</b>    |  |  |  |  |
| City Codes: RE = Rescue, BH = El Dorado Hills |                 |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |
| <b>Net: 0</b>                                 |                 |           |                         |      |                                 |          |             |         |            |           |              |          |                |               |  |  |  |  |

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| Development Name                     | Developer         | City Code | Notes | Type | Projects Participating: 61 |          |            |         |            |           |              |          |                |               |
|--------------------------------------|-------------------|-----------|-------|------|----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Placer County                        |                   |           |       |      | Units                      | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Whitehawk                            | Anthem United     | GB        |       | DTMJ | 55                         | 0        | 7          | 32      | 1          | 1         | 14           | 14       | 0.52           | 0.52          |
| Verrado II at Solaire                | Beazer            | RV        |       | DTMJ | 63                         | 0        | 16         | 5       | 0          | 0         | 4            | 4        | 0.93           | 0.93          |
| Harvest                              | Black Pine        | LM        |       | DTMJ | 22                         | 0        | 3          | 11      | 1          | 0         | 16           | 16       | 1.05           | 1.05          |
| The Glen in Granite Bay              | Blue Mountain     | GB        |       | DTMJ | 33                         | 0        | 7          | 23      | 0          | 0         | 0            | 0        | 0.00           | 0.00          |
| Cresleigh Havenwood                  | Cresleigh         | LL        |       | DTMJ | 83                         | 0        | 2          | 5       | 0          | 0         | 35           | 12       | 0.33           | 0.35          |
| Balboa II                            | DR Horton         | RV        |       | DTST | 172                        | 0        | 2          | 10      | 3          | 0         | 85           | 74       | 1.54           | 2.18          |
| Melrose at Mason Trails              | DR Horton         | RV        |       | DTMJ | 93                         | 0        | 2          | 14      | 3          | 0         | 71           | 50       | 1.16           | 1.47          |
| Turkey Creek Estates                 | Elliott           | LL        |       | DTMJ | 240                        | 0        | 9          | 17      | 0          | 1         | 62           | 14       | 0.55           | 0.41          |
| Edgefield Place                      | JMC               | RK        |       | DTMJ | 83                         | 0        | 4          | 11      | 2          | 1         | 36           | 23       | 0.47           | 0.68          |
| Excelsior Village at Sierra Vista    | JMC               | RV        |       | DTMJ | 80                         | 4        | 7          | 23      | 1          | 0         | 23           | 20       | 0.33           | 0.59          |
| Fairbrook at Fiddymont Farms         | JMC               | RV        |       | DTMJ | 115                        | 0        | 4          | 28      | 0          | 1         | 81           | 31       | 0.66           | 0.91          |
| Meadowbrook at Fiddymont Farms       | JMC               | RV        |       | DTMJ | 80                         | 4        | 6          | 37      | 1          | 0         | 66           | 17       | 0.53           | 0.50          |
| Northbrook at Fiddymont Farm         | JMC               | RV        |       | DTST | 87                         | 3        | 7          | 38      | 1          | 0         | 18           | 18       | 1.04           | 1.04          |
| Palisade Village                     | JMC               | RV        |       | DTST | 307                        | 5        | 7          | 35      | 4          | 1         | 289          | 65       | 1.42           | 1.91          |
| Prominence at Whitney Ranch          | JMC               | RK        |       | DTMJ | 92                         | 3        | 5          | 17      | 1          | 0         | 87           | 12       | 0.57           | 0.35          |
| Sagebrook at Fiddymont Farms         | JMC               | RV        |       | DTMJ | 122                        | 0        | 3          | 38      | 0          | 0         | 78           | 26       | 0.63           | 0.76          |
| Sentinel                             | JMC               | RV        |       | DTST | 256                        | 0        | 4          | 21      | 0          | 0         | 156          | 25       | 0.86           | 0.74          |
| Tribute Pointe                       | JMC               | RK        |       | DTMJ | 99                         | 0        | 3          | 17      | 0          | 0         | 20           | 12       | 0.26           | 0.35          |
| Wrenwood at Whitney Ranch            | JMC               | RK        |       | DTMJ | 158                        | 0        | 6          | 27      | 0          | 1         | 48           | 35       | 0.65           | 1.03          |
| Aspire at Solaire                    | K Hovnanian       | RV        |       | DTMJ | 147                        | 0        | 1          | 3       | 0          | 0         | 146          | 24       | 0.83           | 0.71          |
| Firefly at Winding Creek             | K Hovnanian       | RV        |       | DTMJ | 86                         | 0        | 6          | 10      | 0          | 0         | 77           | 7        | 0.61           | 0.21          |
| Copper Ridge                         | KB Home S/O       | LL        |       | DTMJ | 79                         | 0        | S/O        | 20      | 1          | 0         | 79           | 37       | 0.88           | 1.09          |
| Cortland at Mason Trails             | KB Home           | RV        |       | DTMJ | 110                        | 0        | 2          | 7       | 0          | 0         | 105          | 50       | 1.29           | 1.47          |
| Morgan Knolls                        | KB Home           | RV        |       | DTMJ | 58                         | 3        | 5          | 10      | 2          | 0         | 15           | 15       | 0.88           | 0.88          |
| Ventana - Twelve Bridges             | KB Home           | LL        |       | DTMJ | 240                        | 0        | 2          | 9       | 0          | 0         | 238          | 21       | 1.07           | 0.62          |
| Andorra at Sierra West               | Lennar            | RV        |       | DTMJ | 193                        | 0        | 5          | 10      | 2          | 0         | 147          | 46       | 0.97           | 1.35          |
| Breckenridge at Sierra West          | Lennar            | RV        |       | DTMJ | 182                        | 4        | 7          | 15      | 3          | 0         | 85           | 40       | 0.86           | 1.18          |
| Emilia at Heritage Placer Vineyards  | Lennar            | RV        |       | DTMJ | 257                        | 4        | 4          | 5       | 3          | 0         | 90           | 38       | 0.84           | 1.12          |
| Lazio at Heritage Placer Vineyards   | Lennar            | RV        |       | AASF | 311                        | 0        | 5          | 5       | 1          | 0         | 99           | 49       | 0.91           | 1.44          |
| Lumiere at Sierra West               | Lennar            | RV        |       | DTMJ | 205                        | 0        | 7          | 5       | 0          | 0         | 135          | 37       | 0.89           | 1.09          |
| Meribel at Sierra West               | Lennar            | RV        |       | DTMJ | 167                        | 3        | 6          | 20      | 4          | 0         | 142          | 41       | 0.92           | 1.21          |
| Melisse at Heritage Placer Vineyards | Lennar            | RV        |       | DTST | 178                        | 0        | 4          | 5       | 0          | 0         | 91           | 43       | 0.87           | 1.26          |
| St. Mabritz at Sierra                | Lennar            | RV        |       | DTMJ | 144                        | 4        | 5          | 15      | 3          | 0         | 139          | 42       | 0.91           | 1.24          |
| The Woods at Fullerton Ranch         | Lennar            | LL        |       | DTMJ | 81                         | 0        | 5          | 5       | 1          | 0         | 22           | 20       | 0.52           | 0.59          |
| Windham at Sierra West               | Lennar            | RV        |       | DTMJ | 105                        | 0        | 4          | 5       | 0          | 0         | 95           | 47       | 1.07           | 1.38          |
| Encore at Meadowlands                | Meritage          | LL        |       | DTMJ | 83                         | 3        | 6          | 18      | 1          | 0         | 62           | 33       | 0.80           | 0.97          |
| Meadowlands 60s                      | Meritage          | LL        |       | DTMJ | 92                         | 0        | 2          | 2       | 0          | 0         | 82           | 17       | 0.69           | 0.50          |
| Roam at Winding Creek                | Meritage          | RV        |       | DTMJ | 95                         | 4        | 5          | 12      | 3          | 0         | 84           | 38       | 0.89           | 1.12          |
| Premier Soleil                       | Premier Homes     | GB        |       | DTMJ | 52                         | 0        | 2          | 29      | 0          | 0         | 32           | 8        | 0.56           | 0.24          |
| Revere at Independence               | Richmond American | LL        |       | DTMJ | 122                        | 0        | 2          | 1       | 1          | 0         | 120          | 31       | 0.88           | 0.91          |
| Seasons at Mason Trails              | Richmond American | RV        |       | DTMJ | 77                         | 0        | 5          | 23      | 0          | 0         | 31           | 22       | 0.51           | 0.65          |
| Seasons at Sierra Vista              | Richmond American | RV        |       | DTMJ | 143                        | 0        | 7          | 15      | 0          | 0         | 20           | 19       | 0.26           | 0.56          |
| Windsong at Winding Creek            | Richmond American | RV        |       | DTMJ | 71                         | 0        | 3          | 7       | 0          | 0         | 62           | 30       | 0.65           | 0.88          |
| Esplanade at Turkey Creek- Classics  | Taylor Morrison   | LL        |       | AASF | 243                        | 0        | 7          | 4       | 0          | 0         | 93           | 15       | 0.77           | 0.44          |
| Esplanade at Turkey Creek- Cottages  | Taylor Morrison   | LL        |       | AASF | 180                        | 0        | 8          | 4       | 1          | 0         | 33           | 27       | 0.39           | 0.79          |

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| Development Name                    | Developer       | City Code | Notes | Type | Projects Participating: 61 |          |            |                                 |            |            |              |          |                |               |                |
|-------------------------------------|-----------------|-----------|-------|------|----------------------------|----------|------------|---------------------------------|------------|------------|--------------|----------|----------------|---------------|----------------|
| 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 |                |
| Esplanade at Turkey Creek- Estates  | Taylor Morrison | LL        |       | AASF | 180                        | 0        | 5          | 3                               | 1          | 0          | 86           | 16       | 0.71           | 0.47          |                |
| Esplanade at Turkey Creek- Premiers | Taylor Morrison | LL        |       | AASF | 260                        | 0        | 3          | 3                               | 1          | 0          | 92           | 22       | 0.76           | 0.65          |                |
| Fiddymont Farm- Magnolia            | Taylor Morrison | RV        |       | DTMJ | 99                         | 0        | 3          | 21                              | 2          | 0          | 70           | 35       | 1.06           | 1.03          |                |
| Saratoga at Twelve Bridges          | Taylor Morrison | LL        |       | DTMJ | 96                         | 0        | 3          | 0                               | 0          | 0          | 89           | 17       | 0.53           | 0.50          |                |
| Solaire- Vail                       | Taylor Morrison | RV        |       | DTMJ | 74                         | 0        | 2          | 7                               | 3          | 0          | 72           | 27       | 0.90           | 0.79          |                |
| Eureka Grove                        | The New Home Co | GB        |       | DTMJ | 72                         | 0        | 5          | 0                               | 0          | 0          | 67           | 15       | 0.67           | 0.44          |                |
| Rocklin Meadows                     | The New Home Co | RK        |       | DTMJ | 27                         | 0        | 3          | 14                              | 0          | 0          | 19           | 9        | 0.29           | 0.26          |                |
| Valley Oak- Parks                   | The New Home Co | RV        |       | DTMJ | 59                         | 0        | 3          | 22                              | 0          | 0          | 3            | 3        | 1.31           | 1.31          |                |
| Valley Oak- Trails                  | The New Home Co | RV        |       | DTMJ | 62                         | 0        | 2          | 21                              | 1          | 0          | 3            | 3        | 0.91           | 0.91          |                |
| Magnolia at Granite Bay             | Tim Lewis       | GB        |       | DTMJ | 89                         | 0        | 4          | 8                               | 0          | 0          | 14           | 14       | 0.43           | 0.43          |                |
| Summit at Whitney Ranch             | Tim Lewis       | RK        |       | DTMJ | 82                         | 0        | 5          | 2                               | 0          | 0          | 77           | 3        | 0.37           | 0.09          |                |
| The Lake at Crown Point II          | Tim Lewis       | RK        |       | DTMJ | 17                         | 0        | 2          | 3                               | 0          | 0          | 1            | 1        | 0.30           | 0.30          |                |
| Illumination at Solaire             | TRI Pointe      | RV        |       | DTMJ | 107                        | 0        | 4          | 6                               | 0          | 0          | 103          | 28       | 0.81           | 0.82          |                |
| Radiance at Solaire                 | TRI Pointe      | RV        |       | DTMJ | 106                        | 0        | 3          | 6                               | 0          | 0          | 95           | 28       | 0.75           | 0.82          |                |
| Cabernet at Brady Vineyards         | Woodside        | RV        |       | DTMJ | 38                         | 3        | 6          | 11                              | 1          | 0          | 21           | 14       | 0.39           | 0.41          |                |
| Muscato at Brady Vineyards          | Woodside        | RV        |       | DTMJ | 80                         | 0        | 3          | 6                               | 0          | 0          | 19           | 17       | 0.35           | 0.50          |                |
| <b>TOTALS: No. Reporting: 61</b>    |                 |           |       |      |                            |          |            | <b>Traffic to Sales: 15 : 1</b> | <b>275</b> | <b>806</b> | <b>53</b>    | <b>6</b> | <b>4344</b>    | <b>1517</b>   | <b>Net: 47</b> |

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

| 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                         | 3        | 4          | 14                              | 1          | 0         | 26           | 25       | 0.60           | 0.74          |               |
| Trailside at the Rivers           | Century           | WS |  | DTMJ | 120                        | 0        | 6          | 14                              | 0          | 0         | 7            | 7        | 0.22           | 0.22          |               |
| Cannon Pointe at Pioneer Village  | Lennar            | WL |  | DTMJ | 107                        | 0        | 3          | 5                               | 0          | 0         | 29           | 29       | 0.96           | 0.96          |               |
| Casera Meadows at Pioneer Village | Lennar            | WL |  | DTMJ | 124                        | 5        | 5          | 15                              | 3          | 0         | 8            | 8        | 0.25           | 0.25          |               |
| Orestada                          | Lennar            | WL |  | DTMJ | 105                        | 0        | 6          | 5                               | 1          | 0         | 49           | 38       | 0.90           | 1.12          |               |
| Iris                              | Lennar            | WL |  | DTMJ | 97                         | 0        | 5          | 5                               | 1          | 0         | 57           | 48       | 0.87           | 1.41          |               |
| Lavender                          | Lennar            | WL |  | DTMJ | 78                         | 0        | 4          | 5                               | 1          | 0         | 49           | 30       | 0.81           | 0.88          |               |
| The Hideaway                      | Meritage          | WN |  | DTMJ | 148                        | 0        | 4          | 9                               | 1          | 0         | 64           | 45       | 1.01           | 1.32          |               |
| Harvest at Spring Lake            | Richmond American | WL |  | DTMJ | 84                         | 0        | 4          | 2                               | 0          | 0         | 72           | 20       | 0.58           | 0.59          |               |
| Revival                           | Tim Lewis         | WL |  | DTST | 72                         | 0        | 3          | 10                              | 0          | 0         | 17           | 7        | 0.25           | 0.21          |               |
| <b>TOTALS: No. Reporting: 10</b>  |                   |    |  |      |                            |          |            | <b>Traffic to Sales: 11 : 1</b> | <b>44</b>  | <b>84</b> | <b>8</b>     | <b>0</b> | <b>378</b>     | <b>257</b>    | <b>Net: 8</b> |

City Codes: WS = West Sacramento, WL = Woodland, WN = Winters

| Amador County                   |           |     |  |      | Projects Participating: 1 |          |            |                              |            |           |              |          |                |               |               |
|---------------------------------|-----------|-----|--|------|---------------------------|----------|------------|------------------------------|------------|-----------|--------------|----------|----------------|---------------|---------------|
|                                 |           |     |  |      | Units                     | New Rel. | Rel'd Rm'g | Traffic                      | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |               |
| Zinfandel Ridge II              | Tim Lewis | PLY |  | DTMJ | 40                        | 0        | 3          | 23                           | 0          | 0         | 19           | 1        | 0.18           | 0.03          |               |
| <b>TOTALS: No. Reporting: 1</b> |           |     |  |      |                           |          |            | <b>Traffic to Sales: N/A</b> | <b>3</b>   | <b>23</b> | <b>0</b>     | <b>0</b> | <b>19</b>      | <b>1</b>      | <b>Net: 0</b> |

City Codes: PLY = Plymouth

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| Development Name                | Developer | City Code | Notes                   | Type | Projects Participating: 2   |          |            |         |            |           |              |          |                |               |
|---------------------------------|-----------|-----------|-------------------------|------|-----------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
| Butte 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 |
| Amber Lynn Estates              | DR Horton | CO        |                         | DTST | 108                         | 0        | 4          | 5       | 0          | 0         | 18           | 17       | 0.37           | 0.50          |
| Sparrow                         | DR Horton | CO        |                         | DTMJ | 86                          | 0        | 3          | 4       | 0          | 0         | 17           | 13       | 0.27           | 0.38          |
| <b>TOTALS: No. Reporting: 2</b> |           |           | <b>Avg. Sales: 0.00</b> |      | <b>Traffic to Sales: NA</b> |          |            |         | 7          | 9         | 0            | 0        | 35             | 30            |
| City Codes: CO = Chico          |           |           |                         |      |                             |          |            |         |            |           |              |          |                |               |

| Glenn County                    |           |    |                         |      | Projects Participating: 1      |          |            |         |            |           |              |          |                |               |
|---------------------------------|-----------|----|-------------------------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|                                 |           |    |                         |      | Units                          | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Ambrosia                        | DR Horton | OR |                         | DTST | 95                             | 0        | 5          | 3       | 1          | 0         | 26           | 25       | 0.53           | 0.74          |
| <b>TOTALS: No. Reporting: 1</b> |           |    | <b>Avg. Sales: 1.00</b> |      | <b>Traffic to Sales: 3 : 1</b> |          |            |         | 5          | 3         | 1            | 0        | 26             | 25            |
| City Codes: OR = Orland         |           |    |                         |      |                                |          |            |         |            |           |              |          |                |               |

| Shasta County                   |           |    |                          |      | 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 |
| Lilac at Shastina Ranch         | DR Horton | RD |                          | DTST | 69                          | 0        | 3          | 6       | 0          | 0         | 13           | 12       | 0.36           | 0.35          |
| Magnolia at Shastina Ranch      | DR Horton | RD |                          | DTMJ | 66                          | 0        | 7          | 6       | 0          | 1         | 15           | 15       | 0.41           | 0.44          |
| Monroe                          | DR Horton | RD |                          | DTST | 20                          | 0        | 3          | 1       | 0          | 0         | 1            | 1        | 0.14           | 0.14          |
| Rio                             | DR Horton | RD |                          | DTST | 50                          | 0        | 4          | 0       | 0          | 0         | 40           | 24       | 0.62           | 0.71          |
| <b>TOTALS: No. Reporting: 4</b> |           |    | <b>Avg. Sales: -0.25</b> |      | <b>Traffic to Sales: NA</b> |          |            |         | 17         | 13        | 0            | 1        | 69             | 52            |
| 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 | Avg. Sls /Week | Avg. Sls /YTD |
| Aspire at Garden Glen           | K Hovnanian S/O | LO |                         | DTMJ | 170                            | 0        | S/O        | 2       | 2          | 1         | 170          | 28       | 0.95           | 0.82          |
| <b>TOTALS: No. Reporting: 1</b> |                 |    | <b>Avg. Sales: 1.00</b> |      | <b>Traffic to Sales: 1 : 1</b> |          |            |         | 0          | 2         | 2            | 1        | 170            | 28            |
| City Codes: LO = Live Oak       |                 |    |                         |      |                                |          |            |         |            |           |              |          |                |               |

| Yuba County  |                   |     |                         |      | Projects Participating: 7      |          |            |         |            |           |              |          |                |               |
|--|-------------------|-----|-------------------------|------|--------------------------------|----------|------------|---------|------------|-----------|--------------|----------|----------------|---------------|
|  |                   |     |                         |      | Units                          | New Rel. | Rel'd Rm'g | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Avg. Sls /Week | Avg. Sls /YTD |
| Cresleigh Grove at Plumas Ranch                                | Cresleigh         | PLK |                         | DTMJ | 72                             | 0        | 4          | 16      | 1          | 0         | 18           | 18       | 0.85           | 0.85          |
| Oresleigh Meadows at Plumas Ranch                              | Cresleigh         | PLK |                         | DTMJ | 111                            | 0        | 4          | 2       | 0          | 0         | 98           | 7        | 0.53           | 0.21          |
| Aspire at Caliterra Ranch                                      | K Hovnanian       | WH  |                         | DTMJ | 145                            | 3        | 6          | 6       | 1          | 0         | 45           | 28       | 0.61           | 0.82          |
| Butte Vista at Cobblestone                                     | KB Home           | PLK |                         | DTMJ | 147                            | 3        | 8          | 16      | 2          | 0         | 74           | 31       | 0.98           | 0.91          |
| Cascade Valley at Cobblestone                                  | KB Home           | PLK |                         | DTMJ | 69                             | 4        | 5          | 16      | 3          | 0         | 58           | 54       | 1.37           | 1.59          |
| Windsor Crossing at River Oaks                                 | Lennar            | PLK |                         | DTST | 168                            | 0        | 3          | 5       | 1          | 1         | 142          | 36       | 0.93           | 1.06          |
| Seasons at Thoroughbred Acres                                  | Richmond American | OL  |                         | DTMJ | 139                            | 0        | 4          | 2       | 1          | 0         | 126          | 32       | 0.80           | 0.94          |
| <b>TOTALS: No. Reporting: 7</b>                                |                   |     | <b>Avg. Sales: 1.14</b> |      | <b>Traffic to Sales: 7 : 1</b> |          |            |         | 34         | 63        | 9            | 1        | 561            | 206           |
| City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst |                   |     |                         |      |                                |          |            |         |            |           |              |          |                |               |

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| Development Name  | Developer | City Code | Notes | Type | Projects Participating: 181 |         |            |           |              |          |           |
|---|-----------|-----------|-------|------|-----------------------------|---------|------------|-----------|--------------|----------|-----------|
| <b>Sacramento</b>   |           |           |       |      | Rel'd Rm'g                  | Traffic | Wk's Sales | Wk's Cans | Sold to Date | Sold YTD | Net Sales |
| <b>GRAND TOTALS: No. Reporting: 181</b>   |           |           |       |      | 762                         | 2182    | 130        | 19        | 10916        | 4215     | Net: 111  |
| 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  |           |           |       |      |                             |         |            |           |              |          |           |

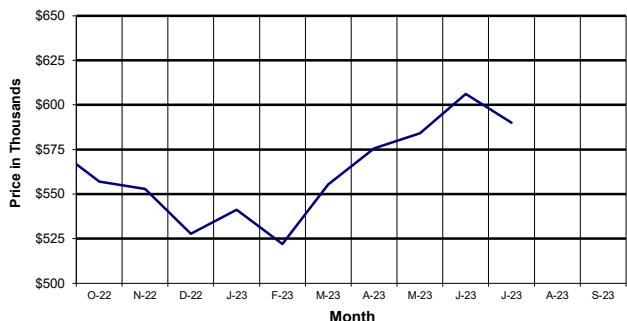
# The Ryness Company

Marketing Research Department

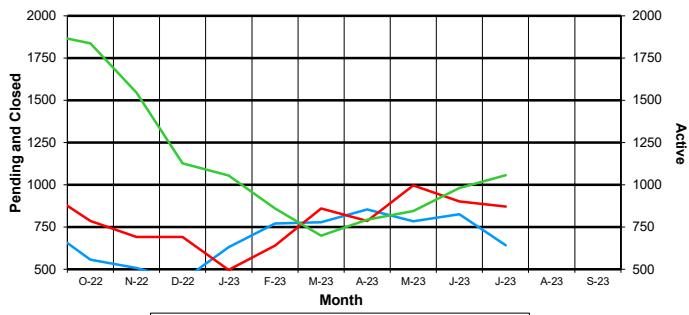
## Sacramento County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Jun-23 | 981    | 43  | 826   | 19  | 901   | 606,202    |
| Jul-23 | 1,058  | 43  | 642   | 24  | 871   | 590,048    |

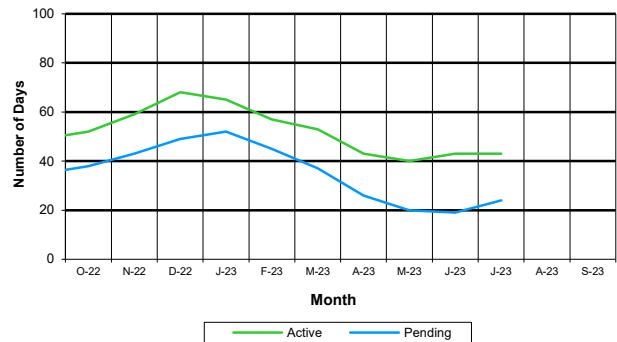
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



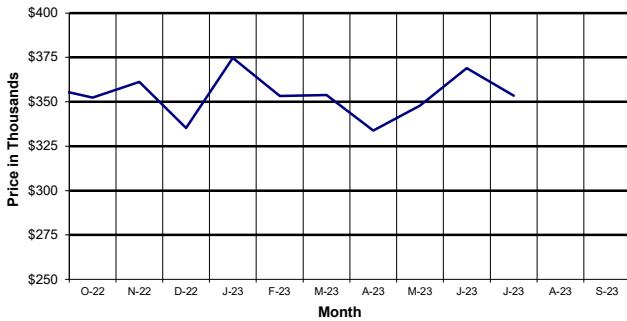
AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Jun-23 | 113    | 45  | 88    | 19  | 95    | 369,013    |
| Jul-23 | 140    | 45  | 77    | 20  | 76    | 353,398    |

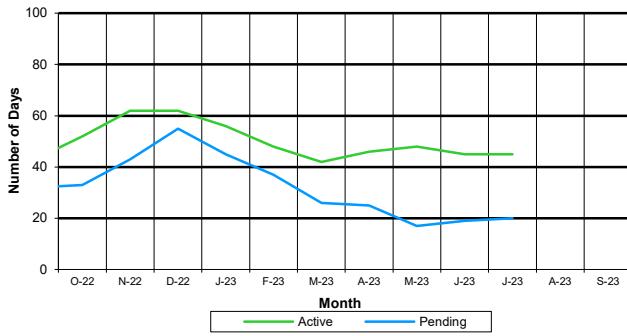
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



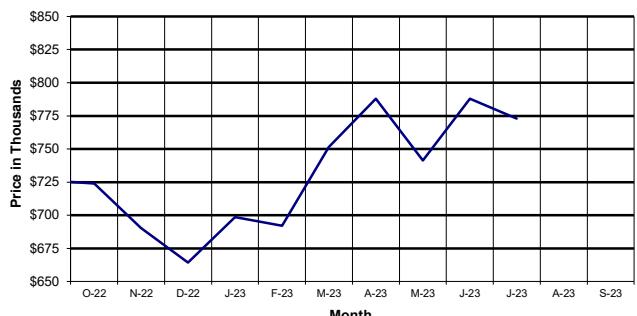
# The Ryness Company

Marketing Research Department

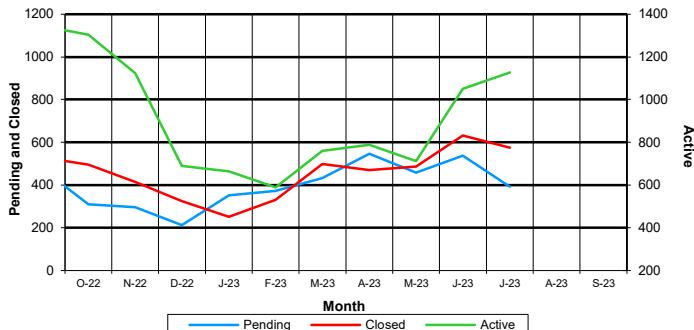
## Placer - El Dorado Counties SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Jun-23 | 1,050  | 55  | 537   | 29  | 632   | 787,862    |
| Jul-23 | 1,127  | 55  | 392   | 31  | 575   | 773,004    |

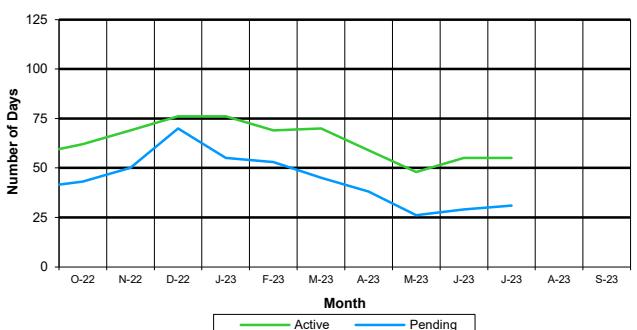
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



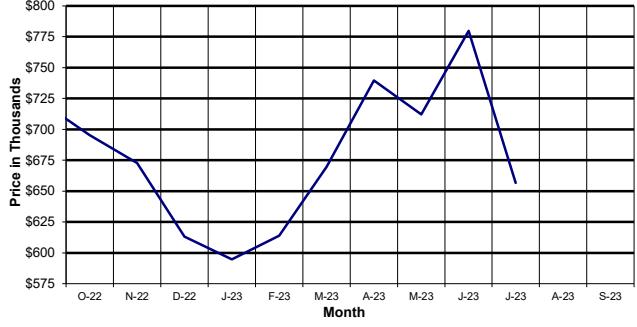
AVERAGE DAYS-ON-MARKET



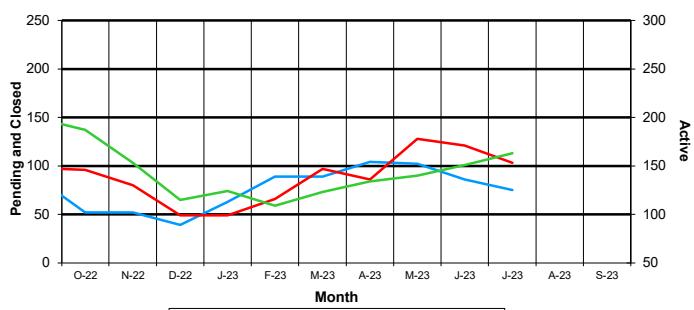
## Yolo County SFD Monthly MLS Survey

| Month  | Active | DOM | Pend. | DOM | Clsd. | Avg. Price |
|--------|--------|-----|-------|-----|-------|------------|
| 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    |
| Jun-23 | 151    | 70  | 86    | 25  | 121   | 779,794    |
| Jul-23 | 163    | 64  | 75    | 28  | 103   | 656,746    |

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

