

THE RYNESS REPORT

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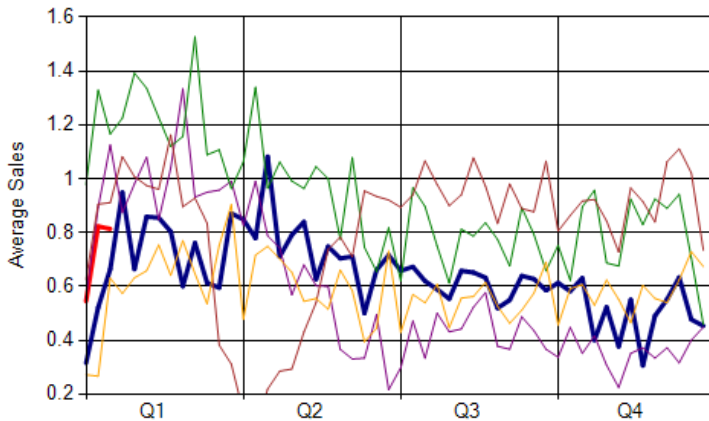
Bay Area

Week 3

Ending: Sunday, January 21, 2024

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
								Avg.	Diff.	Avg.	Diff.
Alameda		18	143	20	0	20	1.11	0.89	24%	0.66	69%
Contra Costa		28	384	18	0	18	0.64	0.67	-4%	0.46	39%
Sonoma, Napa		12	87	15	4	11	0.92	0.74	25%	0.51	78%
San Francisco, Marin		3	61	4	1	3	1.00	0.67	50%	0.44	129%
San Mateo		1	20	1	0	1	1.00	1.00	0%	0.46	117%
Santa Clara		14	200	9	0	9	0.64	0.65	-1%	0.49	31%
Monterey, Santa Cruz, San Benito		7	115	6	0	6	0.86	0.86	0%	0.59	46%
Solano		24	346	21	2	19	0.79	0.65	22%	0.48	64%
Current Week Totals		Traffic : Sales		14 : 1		107	1356	94	7	87	0.81 0.72 12% 0.52 56%
Per Project Average						13	0.88	0.07	0.81		
Year Ago - 01/22/2023		Traffic : Sales		16 : 1		119	1356	87	8	79	0.66 0.51 31% 0.36 83%
% Change						-10%	0%	8%	-13%	10%	22% 43% 43%

52 Weeks Comparison



Year to Date Averages Through Week 3

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
Orange	2019	142	16	0.47	0.08	0.39	0.58
Red	2020	158	18	0.88	0.06	0.81	0.80
Green	2021	135	16	1.24	0.08	1.16	0.93
Purple	2022	112	13	0.94	0.08	0.86	0.58
Dark Blue	2023	115	11	0.58	0.07	0.51	0.64
Red	2024	109	14	0.77	0.05	0.72	0.72
% Change:		-5%	27%	34%	-30%	43%	13%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	Lower borrowing costs would benefit residential real estate. Housing starts downshifted to roughly a 1.5 million-unit annualized pace in December, unwinding some of its robust gain in November. While home construction has been choppy throughout the year, the underlying trend shows single-family strengthening and multifamily weakening. The average 30-year fixed mortgage rate may still be elevated, but it has fallen more than a full percentage point since late October. That has supported home builder confidence and single-family building permits going into the spring selling season. Meantime, the robust pipeline of apartment units currently under construction has cooled new development in the multifamily space. It will take more than a percentage point move on mortgage rates to get would-be sellers to move out of their homes. Many current homeowners bought or refinanced in 2020 and 2021 when mortgage rates were generally below 4%. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	6.38%	6.79%	
	6.75%	6.99%	
10 Yr Yield	4.10%		



Development Name	Developer	City Code	Notes	Type	Projects Participating: 12									
Alameda County Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	4	8	0	0	8	1	0.22	0.33
Waterside at Alameda Marina	Landsea	AL	Rsv's	ATMU	84	0	6	8	1	0	9	2	0.25	0.67
Aspect at Innovation	Lennar	FR		ATMU	167	0	8	11	0	0	116	5	0.99	1.67
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	7	11	0	0	49	0	0.94	0.00
Chroma at Innovation	Lennar	FR		ATMU	146	0	3	3	1	0	130	4	1.47	1.33
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	9	2	0	112	3	0.99	1.00
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	12	1	0	76	3	0.63	1.00
Vista at Bridgeway	Lennar	NK		DTMU	72	0	6	1	0	0	35	0	0.79	0.00
Center Pointe Cottages	Nuvera Homes	FR		ATMU	37	3	2	15	6	0	34	7	0.88	2.33
Compass at Bay37	Pulte	AL		ATMU	93	0	1	3	3	0	84	4	0.53	1.33
Lookout at Bay37	Pulte	AL		ATMU	138	0	4	3	0	0	82	0	0.52	0.00
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	3	N/A	0	0	97	4	0.51	1.33
TOTALS: No. Reporting: 11	Avg. Sales: 1.27		Traffic to Sales: 6 : 1				52	84	14	0	832	33	Net: 14	
City Codes: AL = Alameda, FR = Fremont, NK = Newark, OK = Oakland														

Alameda County Amador Valley					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Abbey at Boulevard	Brookfield TSO	DB	ATMU	60	0	TSO	27	0	0	50	1	1.13	0.33	
Ivy at Boulevard	Brookfield TSO	DB	DTMU	62	0	TSO	21	0	0	38	0	1.35	0.00	
Avalon at Boulevard	Lennar TSO	DB	ATMU	90	0	TSO	3	2	0	31	6	1.28	2.00	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	4	3	3	3	0	11	4	0.77	1.33	
Lombard at Boulevard	Lennar	DB	DTMU	100	4	4	1	1	0	76	6	0.86	2.00	
Venice at Boulevard	Lennar	DB	ATMU	91	0	4	0	0	0	85	0	0.96	0.00	
Vineyard Collection II	Ponderosa	LV	DTMU	9	0	1	4	0	0	5	0	0.09	0.00	
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 10 : 1			12	59	6	0	296	17	Net: 6	
City Codes: DB = Dublin, LV = Livermore														

Contra Costa County Diablo Valley					Projects Participating: 5									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Oak Park	Davidon	PH	DTMU	34	0	2	11	0	0	32	1	0.30	0.33	
Woodbury Highlands	Davidon	LF	ATMU	99	0	16	13	0	0	58	1	0.33	0.33	
Hillcrest	Shea	PH	DTMU	31	0	6	23	0	0	3	3	0.48	1.00	
Oak Grove	SummerHill	WC	ATMU	115	0	5	26	1	0	11	1	1.35	0.33	
Penny Lane	Trumark	CN	ATMU	70	0	1	2	1	0	19	1	0.40	0.33	
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 38 : 1			30	75	2	0	123	7	Net: 2	
City Codes: PH = Pleasant Hill, LF = Lafayette, WC = Walnut Creek, CN = Concord														

Development Name	Developer	City Code	Notes	Type										
Contra Costa County San Ramon Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magee Preserve	Davidon	DN		DTMU	69	0	7	21	2	0	28	3	0.54	1.00
Hillcrest at The Preserve	Lennar	SR		ATMU	104	0	4	0	0	0	5	1	0.26	0.33
City Village - Towns	SummerHill	SR		ATMU	116	0	6	42	0	0	20	0	1.26	0.00
City Village -Courts	SummerHill	SR		DTMU	154	0	6	42	0	0	9	0	0.52	0.00
TOTALS: No. Reporting: 4	Avg. Sales: 0.50		Traffic to Sales: 53 : 1				23	105	2	0	62	4	Net: 2	
City Codes: DN = Danville, SR = San Ramon														

Contra Costa County West Contra Costa					Projects Participating: 1												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD			
Bay View at Richmond					Meritage	RM	DTMU	94	0	4	9	2	0	12	6	0.25	2.00
TOTALS: No. Reporting: 1			Avg. Sales: 2.00			Traffic to Sales: 5 : 1			4	9	2	0	12	6	Net: 2		
City Codes: RM = Richmond																	

Contra Costa County 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	DTMU	300	0	7	21	0	0	285	3	0.86	1.00	
Hills at Park Ridge	Davidon	AN	DTMU	225	0	5	16	1	0	127	3	0.75	1.00	
Luca at Aviano	DeNova	AN	DTMU	194	0	6	34	0	0	165	1	1.29	0.33	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	0	7	1	0	0	15	1	0.45	0.33	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	0	4	2	2	0	14	2	0.42	0.67	
Luna at Aviano	Lennar	AN	DTMU	102	0	1	2	0	0	101	0	0.90	0.00	
Oriana at Aviano	Lennar	AN	DTMU	115	0	1	4	1	0	114	4	1.02	1.33	
Retreat at Vista Del Mar	Taylor Morrison	PT	DTMU	142	0	7	2	0	0	130	2	0.77	0.67	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMU	120	0	1	6	3	0	92	5	0.70	1.67	
Rise at Cielo	TRI Pointe	AN	DTMU	159	0	4	7	0	0	104	3	1.13	1.00	
Shine at Cielo	TRI Pointe	AN	DTMU	137	0	7	7	0	0	99	6	1.07	2.00	
TOTALS: No. Reporting: 11	Avg. Sales: 0.64		Traffic to Sales: 15 : 1			50	102	7	0	1246	30	Net: 7		
City Codes: AN = Antioch, PT = Pittsburg														

Contra Costa County East Contra Costa				Projects Participating: 7									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Delta Coves	Blue Mountain	BI	DTMU	131	0	2	16	0	0	102	0	0.45	0.00
Chandler	Brookfield	BT	DTMU	160	0	5	9	1	0	131	3	1.04	1.00
Cypress Crossings	KB Home	OY	DTMU	98	0	5	37	1	0	60	3	0.77	1.00
Beacon at Delta Coves	Pulte	BI	DTST	30	0	1	8	2	0	13	3	0.29	1.00
Seagrass	Pulte	DB	DTMU	276	0	7	12	0	0	0	0	0.00	0.00
Parkside	Richmond American	BT	DTMU	34	0	5	1	1	0	15	2	0.41	0.67
Orchard Trails	Shea	BT	DTMU	78	0	6	10	0	0	55	0	0.47	0.00
TOTALS: No. Reporting: 7	Avg. Sales: 0.71		Traffic to Sales: 19 : 1				31	93	5	0	376	11	Net: 5
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay													

Development Name	Developer	City Code	Notes	Type										
Sonoma and Napa Counties Sonoma, Napa Counties					Projects Participating: 12									
					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
Makenna	DeNova	PET		DTMU	36	0	1	4	0	0	35	0	0.51	0.00
Artisan at Watson Ranch	DR Horton	AC		DTMU	98	4	4	5	5	0	81	11	1.32	3.67
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	0	6	5	0	0	46	1	1.06	0.33
Willow at University District	DR Horton	RP		DTMU	128	0	3	31	2	0	107	5	1.09	1.67
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	4	5	1	0	65	2	0.51	0.67
Sandalwood at University District	Richmond American	RP		DTMU	26	0	1	0	1	1	25	1	0.30	0.33
Seasons at University District	Richmond American	RP		DTMU	52	0	7	4	2	1	40	1	0.41	0.33
Meadow Creek II	Ryder	SR	Rsv's	DTMU	30	0	5	13	1	2	21	0	0.53	0.00
Riverfront	TRI Pointe	PET	Rsv's	DTMU	134	0	5	5	0	0	105	0	0.63	0.00
Kerry Ranch	W Marketing	SR		DTMU	30	0	2	0	0	0	28	0	0.36	0.00
Paseo Vista	W Marketing	SR		DTST	128	0	3	0	1	0	70	2	0.21	0.67
Portello	W Marketing	WD		DTMU	68	0	1	15	2	0	37	2	0.49	0.67
TOTALS: No. Reporting: 12	Avg. Sales: 0.92		Traffic to Sales: 6 : 1				42	87	15	4	660	25	Net: 11	
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

San Francisco, Marin Marin County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Verandah	Landsea	NV	ATMU	80	0	4	16	2	0	60	3	0.48	1.00	
The Strand	Trumark	SN	DTMU	32	0	14	27	1	1	17	0	0.15	0.00	
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 14 : 1			18	43	3	1	77	3	Net: 2	
City Codes: NV = Novato, SN = San Rafael														

San Francisco, Marin San Francisco County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Lofton at Portola		TRI Pointe		SF	ATMU	54	0	4	18	1	0	38	3	0.25	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 18 : 1				4	18	1	0	38	3	Net: 1
City Codes: SF = San Francisco															

San Mateo County San Mateo County					Projects Participating: 1											
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD		
Laguna Vista		SummerHill		FC	ATMU		70	0	5	20	1	0	45	3	0.47	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 20 : 1				5	20	1	0	45	3	Net: 1	
City Codes: FC = Foster City																

Development Name	Developer	City Code	Notes	Type	Projects Participating: 16									
Santa Clara County Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Andalusia	Dividend	MH		ATMU	46	0	1	10	0	0	45	1	0.50	0.33
Summerstone	DR Horton	GL		DTST	29	0	5	15	0	0	7	2	0.43	0.67
Lavender	Landsea	SV	Rsv's	ATMU	128	0	1	17	2	0	101	4	0.85	1.33
Anza at Agrihood	Pulte S/O	SC		ATMU	36	0	S/O	0	0	0	36	3	0.69	1.00
Avenue at Central	Pulte	SJ		ATMU	158	0	3	7	1	0	17	3	0.88	1.00
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	0	0.28	0.00
Plaza at Central	Pulte	SJ		ATMU	90	0	4	6	1	0	59	1	0.81	0.33
The Elms	Pulte	ST		ATMU	90	0	4	12	0	0	2	0	0.12	0.00
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	7	25	0	0	53	0	0.41	0.00
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	8	25	0	0	66	0	0.47	0.00
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	6	25	0	0	64	0	0.46	0.00
Verano	SummerHill	MV		ATMU	115	0	4	27	0	0	76	5	1.10	1.67
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	7	19	3	0	26	6	0.81	2.00
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	5	N/A	0	0	14	1	0.45	0.33
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	0	6	N/A	0	0	28	1	0.36	0.33
Jasper	Trumark	MH		ATMU	101	0	13	12	2	0	57	3	0.57	1.00
TOTALS: No. Reporting: 14	Avg. Sales: 0.64		Traffic to Sales: 22 : 1				74	200	9	0	676	30	Net: 9	
City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SC = Santa Clara, SJ = San Jose, ST = Saratoga, LG = Los Gatos, MV = Mountain View, CP = Cupertino														

Monterey, Santa Cruz, San Benito Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Promontory at Ridgemark	Century	HO	DTMU	90	0	1	22	3	0	52	5	0.73	1.67	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	0	8	10	0	0	1	0	0.08	0.00	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	0	5	39	1	0	23	3	0.67	1.00	
Serenity V	Legacy	HO	Rsv's	DTMU	36	0	3	12	0	0	20	2	0.34	0.67
Elderberry	Lennar	HO	DTMU	66	0	2	7	1	0	43	5	0.69	1.67	
Laurel	Lennar	HO	DTMU	67	0	4	16	1	0	41	3	0.66	1.00	
Enclave, The	Shea	SS	DTMU	61	0	3	9	0	0	50	0	0.36	0.00	
TOTALS: No. Reporting: 7	Avg. Sales: 0.86		Traffic to Sales: 19 : 1				26	115	6	0	230	18	Net: 6	
City Codes: HO = Hollister, SS = Seaside														

Solano County Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cascade at Waterstone		TRI Pointe	VL	DTMU	185	0	3	16	2	1	55	1	1.37	0.33
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 8 : 1			3	16	2	1	55	1	Net: 1	
City Codes: VL = Vallejo														

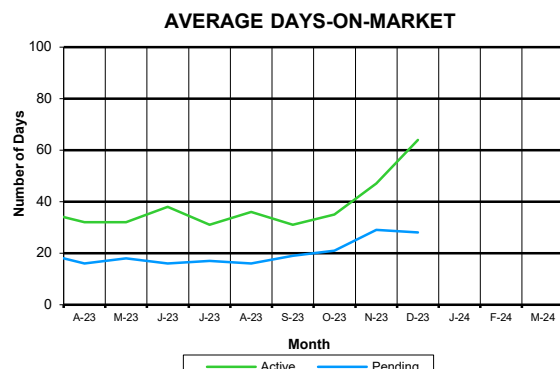
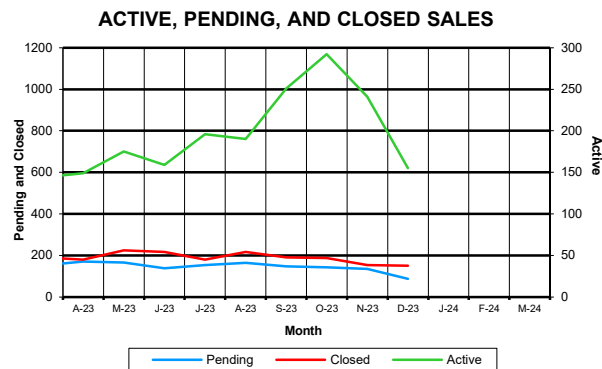
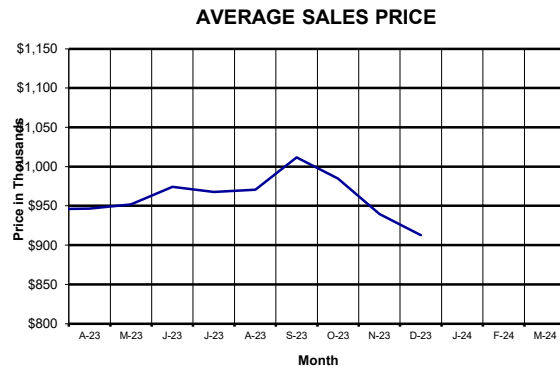
Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
Solano County Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	7	7	0	0	27	0	0.30	0.00
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	5	9	0	0	27	0	0.30	0.00
Meridian	Century	SU		DTMU	71	0	2	30	0	0	5	2	0.35	0.67
Monte Verde	Century	FF		DTMU	124	0	11	16	3	0	93	5	1.09	1.67
Luminescence at Liberty	DeNova	RV		AASF	311	0	4	11	3	1	127	5	0.96	1.67
Iris at The Villages	DR Horton	FF		DTMU	119	0	5	17	1	0	55	3	0.93	1.00
Violet at Homestead	DR Horton	DX		DTST	70	0	4	11	0	0	5	0	0.80	0.00
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	1	22	3	0	36	3	0.45	1.00
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	2	22	2	0	36	3	0.45	1.00
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	6	7	0	0	16	3	0.83	1.00
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	5	4	1	0	11	2	0.57	0.67
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	2	5	3	1	0	83	1	0.72	0.33
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	3	8	13	1	0	8	3	0.86	1.00
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	4	14	0	0	61	1	0.65	0.33
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	2	10	1	0	51	3	0.54	1.00
Foxboro Knolls	Pulte	VC		DTMU	58	0	2	73	0	0	0	0	0.00	0.00
Orchards at Valley Glenn III	Richmond American	DX		DTMU	80	0	2	17	0	0	55	0	0.45	0.00
Seasons at Homestead	Richmond American	DX		DTMU	85	0	8	8	0	0	47	1	0.50	0.33
Sutton at Parklane	Richmond American	DX		DTMU	121	0	5	8	0	0	91	2	0.62	0.67
Farmstead Square	Taylor Morrison S/O	VC		DTMU	130	0	S/O	1	1	0	130	3	0.79	1.00
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	5	9	0	0	8	2	0.26	0.67
Shimmer at One Lake	TRI Pointe S/O	FF		DTMU	96	0	S/O	9	1	0	96	1	0.57	0.33
Splash at One Lake	TRI Pointe	FF		DTMU	104	0	6	9	1	0	87	2	0.57	0.67
TOTALS: No. Reporting: 23		Avg. Sales: 0.78		Traffic to Sales: 17 : 1				99	330	19	1	1155	45	Net: 18
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 110								
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales		
GRAND TOTALS: No. Reporting: 107		Avg. Sales: 0.81	Traffic to Sales: 14 : 1		473	1356	94	7	5883	236	Net: 87
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

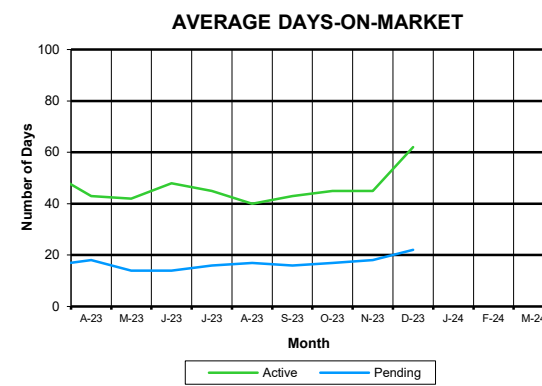
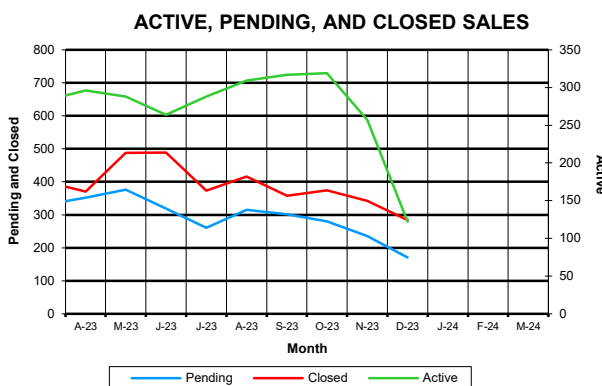
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776
Aug-23	190	36	164	16	217	970,602
Sep-23	251	31	148	19	190	1,011,696
Oct-23	292	35	143	21	188	984,996
Nov-23	241	47	135	29	154	939,682
Dec-23	155	64	87	28	151	912,755



San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

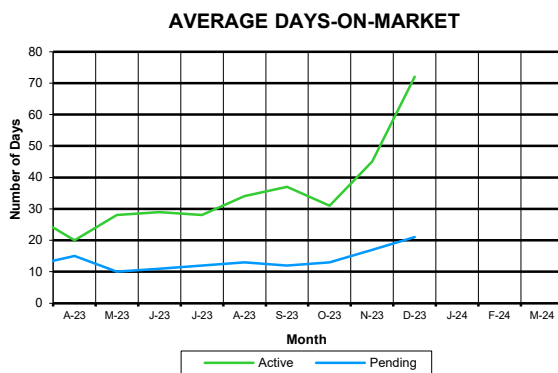
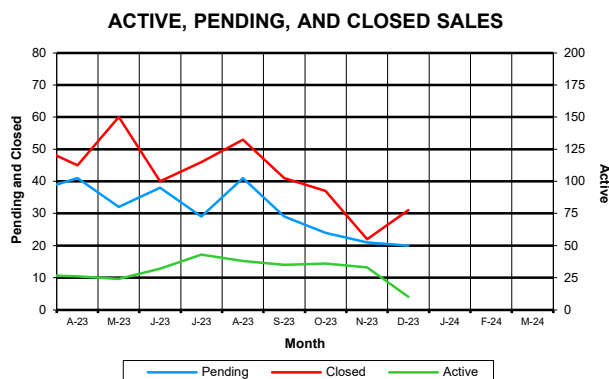
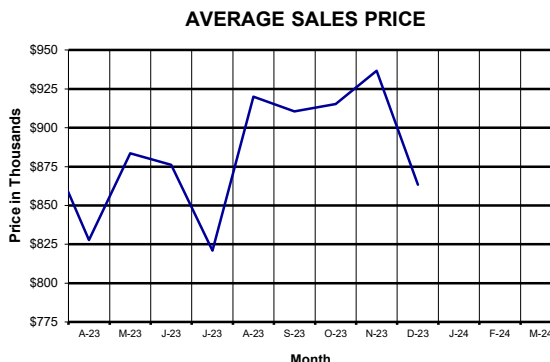
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	288	42	376	14	488	1,704,839
Jun-23	264	48	319	14	489	1,797,340
Jul-23	288	45	261	16	373	1,774,713
Aug-23	309	40	315	17	416	1,764,333
Sep-23	317	43	301	16	358	1,831,146
Oct-23	319	45	280	17	374	1,798,477
Nov-23	257	45	236	18	342	1,673,093
Dec-23	122	62	171	22	284	1,720,219



Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

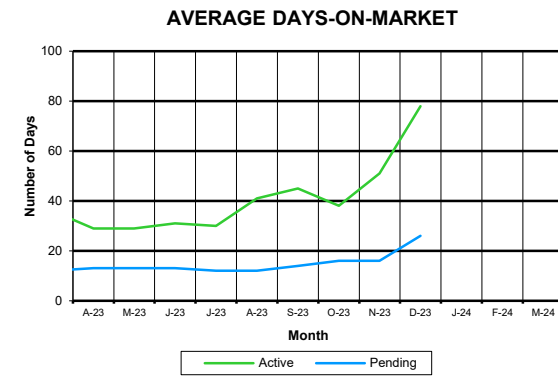
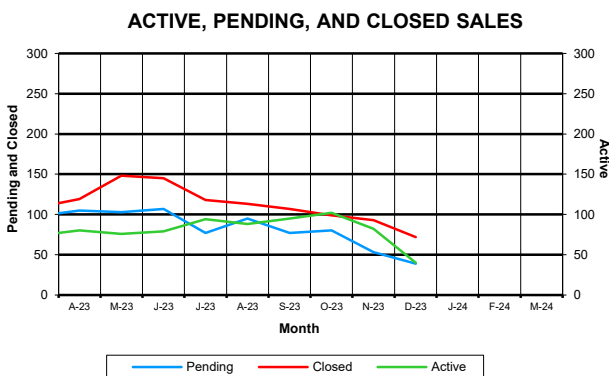
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790
Dec-23	10	72	20	21	31	863,381



Amador Valley SFD Monthly MLS Survey

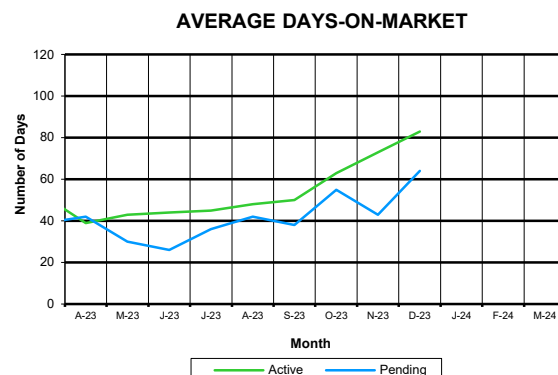
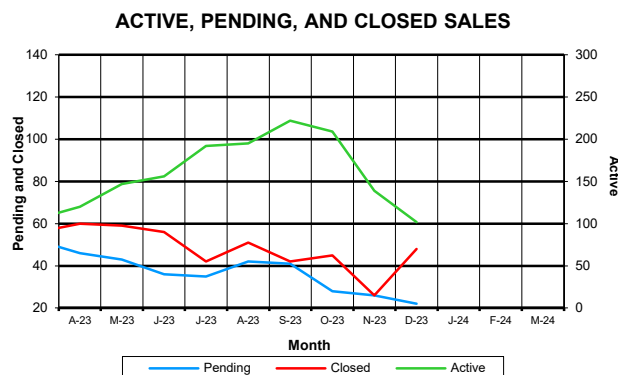
Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327
Aug-23	88	41	95	12	113	1,777,055
Sep-23	95	45	77	14	107	1,677,437
Oct-23	102	38	80	16	99	1,587,596
Nov-23	82	51	53	16	93	1,606,739
Dec-23	40	78	39	26	72	1,489,757



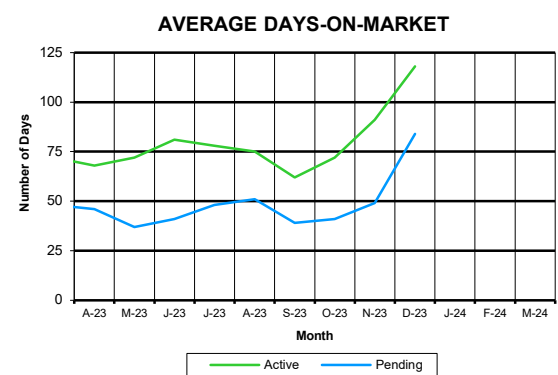
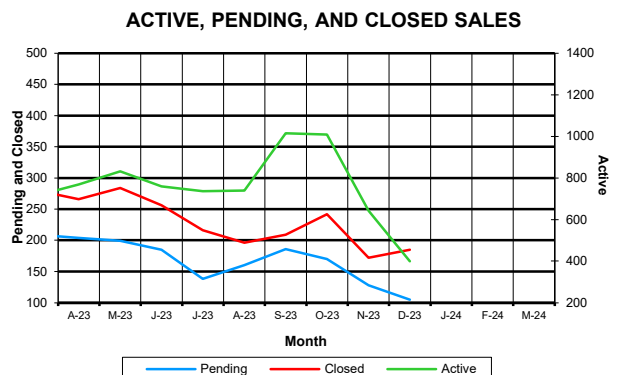
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	147	43	43	30	59	656,398
Jun-23	156	44	36	26	56	609,892
Jul-23	192	45	35	36	42	628,518
Aug-23	195	48	42	42	51	660,545
Sep-23	222	50	41	38	42	586,768
Oct-23	209	63	28	55	45	583,555
Nov-23	139	73	26	43	26	646,134
Dec-23	102	83	22	64	48	611,760



San Francisco Attd. Monthly MLS Survey

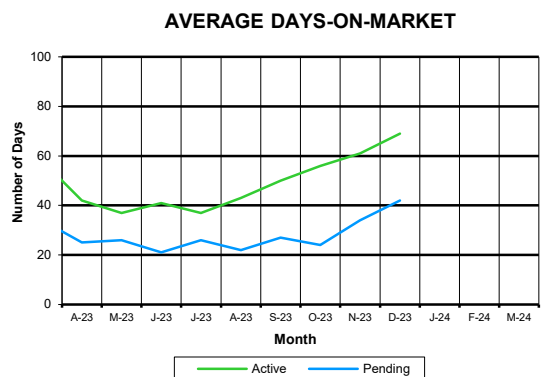
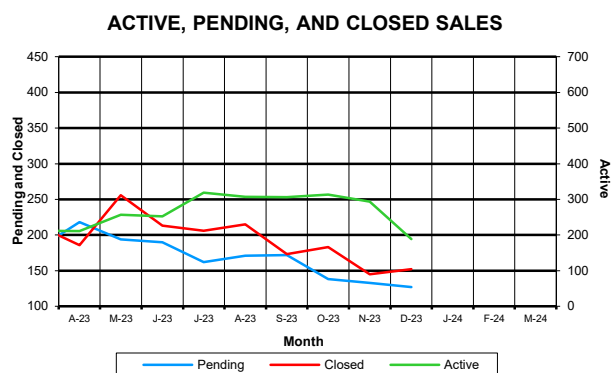
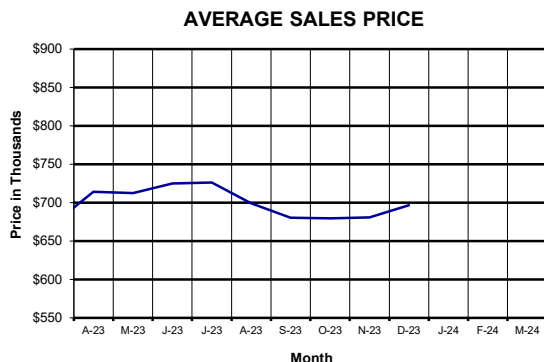
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622
Aug-23	739	75	160	51	196	1,436,028
Sep-23	1,015	62	186	39	209	1,469,576
Oct-23	1,008	72	170	41	242	1,398,297
Nov-23	643	91	128	49	172	1,466,692
Dec-23	399	118	105	84	185	1,394,743



E. Contra Costa SFD Monthly MLS Survey

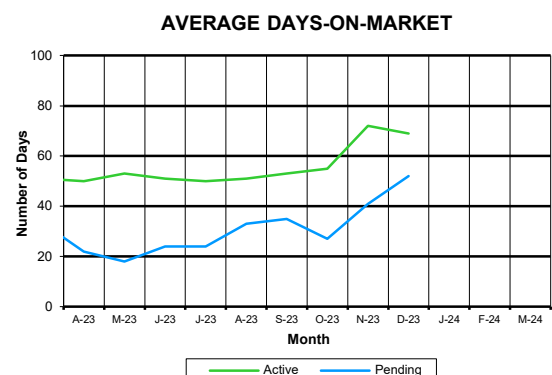
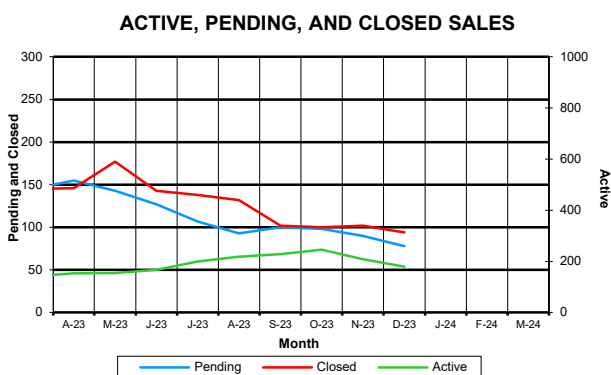
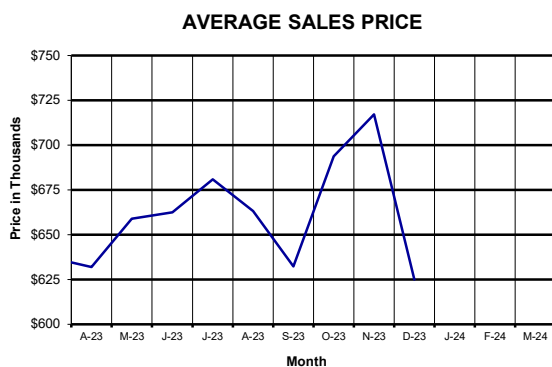
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	257	37	194	26	256	712,356
Jun-23	252	41	190	21	213	725,238
Jul-23	319	37	162	26	206	726,365
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314
Oct-23	313	56	138	24	183	679,450
Nov-23	294	61	133	34	145	680,744
Dec-23	189	69	127	42	152	696,638



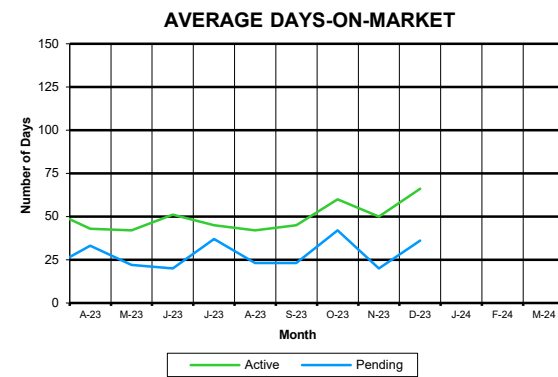
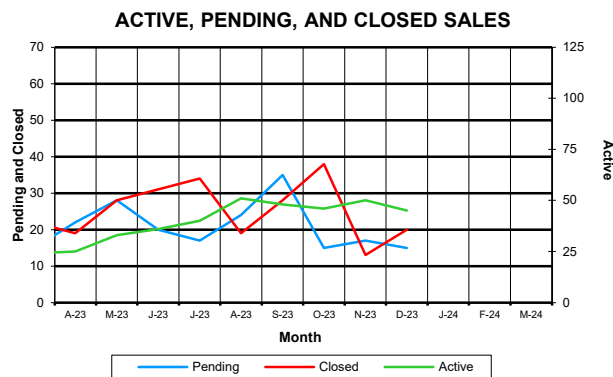
Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	155	53	143	18	177	658,988
Jun-23	167	51	127	24	143	662,597
Jul-23	199	50	107	24	138	680,853
Aug-23	218	51	93	33	132	663,270
Sep-23	228	53	100	35	102	632,417
Oct-23	246	55	98	27	100	693,817
Nov-23	208	72	90	41	102	717,188
Dec-23	180	69	78	52	94	625,019



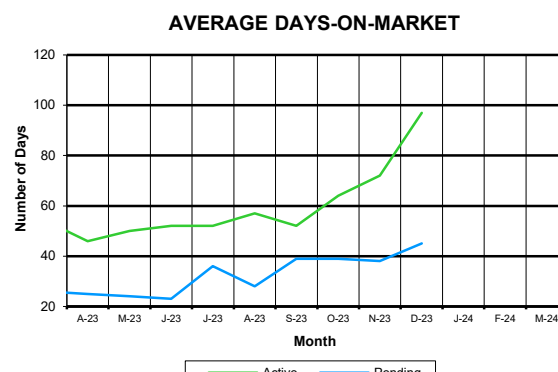
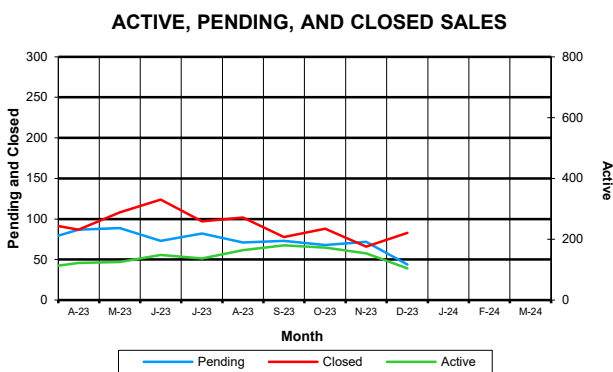
Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	33	42	28	22	28	603,261
Jun-23	36	51	20	20	31	572,659
Jul-23	40	45	17	37	34	585,594
Aug-23	51	42	24	23	19	652,983
Sep-23	48	45	35	23	28	535,259
Oct-23	46	60	15	42	38	590,770
Nov-23	50	50	17	20	13	540,769
Dec-23	45	66	15	36	20	639,174



Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	125	50	89	24	108	895,935
Jun-23	149	52	73	23	124	873,914
Jul-23	137	52	82	36	97	911,472
Aug-23	164	57	71	28	102	890,192
Sep-23	180	52	73	39	78	848,357
Oct-23	173	64	68	39	88	892,593
Nov-23	154	72	72	38	66	851,590
Dec-23	104	97	44	45	83	868,242



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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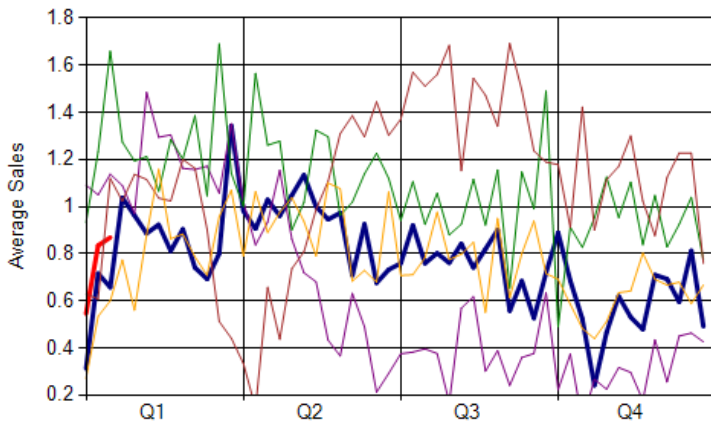
Central Valley

Week 3

Ending: Sunday, January 21, 2024







Counties / Groups			Projects				Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel	Sales		Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			9	94	2	0	2	0.22	0.52	-57%	0.55	-59%
San Joaquin County			45	787	45	3	42	0.93	0.74	25%	0.58	61%
Stanislaus County			12	96	8	1	7	0.58	0.53	11%	0.40	46%
Merced County			6	42	2	0	2	0.33	1.00	-67%	0.78	-57%
Madera County			10	42	13	1	12	1.20	1.00	20%	0.51	136%
Fresno County			32	561	36	2	34	1.06	0.74	43%	0.62	71%
Current Week Totals		Traffic : Sales 15 : 1	114	1622	106	7	99	0.87	0.75	16%	0.58	49%
Per Project Average			14		0.93	0.06	0.87					
Year Ago - 01/22/2023		Traffic : Sales 21 : 1	105	1702	80	11	69	0.66	0.57	16%	0.34	92%
% Change			9%	-5%	33%	-36%	43%	32%	32%	70%		

52 Weeks Comparison



Year to Date Averages Through Week 3


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2019	74	16	0.58	0.11	0.47	0.77
	2020	83	22	0.92	0.13	0.79	1.11
	2021	90	22	1.40	0.12	1.28	1.09
	2022	101	18	1.26	0.17	1.09	0.64
	2023	101	14	0.70	0.13	0.57	0.77
	2024	119	14	0.83	0.09	0.75	0.75
% Change:		17%	-5%	19%	-34%	32%	-3%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Lower borrowing costs would benefit residential real estate. Housing starts downshifted to roughly a 1.5 million-unit annualized pace in December, unwinding some of its robust gain in November. While home construction has been choppy throughout the year, the underlying trend shows single-family strengthening and multifamily weakening. The average 30-year fixed mortgage rate may still be elevated, but it has fallen more than a full percentage point since late October. That has supported home builder confidence and single-family building permits going into the spring selling season. Meantime, the robust pipeline of apartment units currently under construction has cooled new development in the multifamily space. It will take more than a percentage point move on mortgage rates to get would-be sellers to move out of their homes. Many current homeowners bought or refinanced in 2020 and 2021 when mortgage rates were generally below 4%. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
CONV	6.38%	6.79%	
FHA	6.75%	6.99%	
10 Yr Yield	4.10%		
			

Development Name	Developer	City Code	Notes	Type										
Tracy Tracy/Mountain House					Projects Participating: 9									
					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
Hartwell at Ellis	Landsea S/O	TR		DTMU	121	0	S/O	0	0	0	121	1	0.92	0.33
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	0	1	9	2	0	118	7	1.13	2.33
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	3	6	0	0	39	4	0.75	1.33
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	2	1	0	0	35	0	0.67	0.00
Hillview	Lennar	TH		DTMU	214	0	6	3	0	0	87	0	1.02	0.00
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	3	1	0	0	53	1	0.76	0.33
Sunhaven at Tracy Hills	Lennar	TH		DTMU	64	0	2	6	0	0	53	0	0.80	0.00
Bergamo at Mountain House	Shea	MH		DTMU	137	0	2	30	0	0	135	0	0.90	0.00
Langston at Mountain House	Shea	MH		ATMU	302	0	6	38	0	0	236	1	1.13	0.33
TOTALS: No. Reporting: 9	Avg. Sales: 0.22		Traffic to Sales: 47 : 1				25	94	2	0	877	14	Net: 2	
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

San Joaquin Stockton/Lodi				Projects Participating: 7										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at River Terrace II	K Hovnanian	SK	DTMU	107	0	1	1	0	0	106	0	0.73	0.00	
The Preserve at Creekside	KB Home	SK	DTMU	128	0	4	46	1	0	34	2	0.75	0.67	
Keys II at Westlake	Lennar	SK	DTMU	86	0	2	5	1	0	33	2	0.54	0.67	
Shoreside at Westlake	Lennar	SK	DTMU	99	0	5	5	0	0	32	1	0.61	0.33	
Waterside at Westlake	Lennar	SK	DTMU	92	0	4	5	0	0	30	1	0.63	0.33	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	6	17	2	0	61	6	0.61	2.00	
Summers Bend at Westlake	Richmond American	SK	DTMU	96	0	4	14	2	0	56	2	0.58	0.67	
TOTALS: No. Reporting: 7		Avg. Sales: 0.86		Traffic to Sales: 16 : 1				26	93	6	0	352	14	Net: 6
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 38									
San Joaquin San Joaquin County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Griffin Park	Atherton	MN		DTMU	267	4	4	43	4	1	216	8	1.63	2.67
Indigo at Stanford Crossing	DR Horton	LP		DTMU	87	0	3	9	1	0	78	4	1.46	1.33
Yosemite Greens	DR Horton TSO	MN		DTMU	99	0	TSO	0	0	0	87	0	1.17	0.00
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	7	29	0	0	52	3	0.65	1.00
Balboa at River Islands	Kiper	LP	Rsv's	DTMU	117	0	1	28	2	0	116	2	0.86	0.67
Skye at River Islands	Kiper TSO	LP		DTMU	155	0	TSO	47	0	0	89	2	0.77	0.67
Bella Vista Oakwood Shores II	Lafferty TSO	MN		DTMU	157	0	TSO	0	0	0	131	2	0.32	0.67
Chelsey at The Trails	Lennar	MN		DTMU	100	0	3	8	2	0	24	5	1.31	1.67
Howden at The Trails	Lennar	MN		DTMU	103	0	3	9	1	0	13	7	0.71	2.33
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	8	0	0	165	0	1.08	0.00
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	0	2	19	3	0	132	3	1.09	1.00
Arbor Bend- Linden	Meritage	MN		DTMU	268	0	6	24	1	1	165	0	1.08	0.00
Laguna at River Islands	Pulte	LP		DTMU	110	0	3	16	2	0	93	4	0.81	1.33
Sanctuary at River Islands	Pulte S/O	LP		DTMU	91	0	S/O	1	2	0	91	2	0.80	0.67
Artisan at Griffin Park	Raymus	MN		DTMU	80	4	4	20	2	0	5	4	0.95	1.33
Passport at Griffin Park	Raymus	MN	Rsv's	DTMU	93	0	1	20	2	0	92	2	0.78	0.67
The Strand Collection	Raymus	MN	Rsv's	DTMU	56	0	4	49	1	0	21	3	1.30	1.00
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	5	21	1	0	41	0	0.44	0.00
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	6	14	0	1	98	-1	0.74	-0.33
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	14	1	0	5	2	0.15	0.67
Magnolia at Arbor Bend	Richmond American	MN		DTMU	52	0	1	11	0	0	40	0	0.43	0.00
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	1	0	0	60	0	0.58	0.00
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	1	19	2	0	20	3	0.62	1.00
Villa Ticino	Richmond American	MN		DTMU	100	0	6	4	0	0	11	0	0.38	0.00
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	4	4	37	4	0	24	9	2.13	3.00
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	0	2	37	2	0	24	5	2.13	1.67
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	0	4	37	0	0	21	5	1.86	1.67
Waypointe at River Islands	The New Home Co	LP		DTMU	94	0	4	15	0	0	90	0	0.74	0.00
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	3	20	1	0	41	3	0.50	1.00
The Cove at River Islands	TRI Pointe	LP		DTMU	77	0	3	15	1	0	59	3	0.60	1.00
Avalon at River Islands	Trumark	LP		DTMU	57	0	4	16	0	0	53	0	0.50	0.00
Dawn at The Collective	Trumark	MN		AASF	76	0	7	6	0	0	18	0	0.19	0.00
Origin at the Collective 2.0	Trumark	MN		DTMU	41	0	4	7	0	0	0	0	0.00	0.00
Vida at The Collective	Trumark	MN		AASF	103	0	6	5	0	0	35	0	0.35	0.00
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	8	24	0	0	42	0	0.50	0.00
Veranda II at River Island	Van Daele	LP		DTMU	40	0	3	47	3	0	30	3	0.71	1.00
Avendale	Warmington	MN		DTMU	49	0	3	6	0	0	46	0	1.02	0.00
Vintage II	Windward Pacific	MN		DTMU	68	0	13	8	1	0	55	2	0.40	0.67
TOTALS: No. Reporting: 38	Avg. Sales: 0.95		Traffic to Sales: 18 : 1				141	694	39	3	2383	85	Net: 36	
City Codes: MN = Manteca, LP = Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus Modesto					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Avalon	Bright	CE		DTMU	38	0	2	3	0	0	36	0	0.49	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A				2	3	0	0	36	0	Net: 0
City Codes: CE = Ceres														

Stanislaus Stanislaus County				Projects Participating: 10									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Grasslands at Countryside	DR Horton	RB	DTMU	34	0	5	18	3	1	17	5	1.28	1.67
Aspire at Apricot Grove II	K Hovnanian	PR	DTMU	150	0	3	6	2	0	130	3	0.97	1.00
Carmel Ranch	K Hovnanian	OD	DTMU	50	0	5	3	0	0	12	3	0.23	1.00
Acacia at Patterson Ranch	KB Home	PR	DTMU	80	0	5	7	0	0	19	-1	0.57	-0.33
Heritage at Parkwood	KB Home	HG	DTMU	50	0	4	10	1	0	5	2	0.44	0.67
Orchards at Parkwood	KB Home	HG	DTMU	299	0	3	19	0	0	6	2	0.53	0.67
Sycamore at Patterson Ranch	KB Home	PR	DTMU	75	3	5	17	1	0	10	2	0.52	0.67
Turnleaf at Patterson Ranch	KB Home	PR	DTST	190	0	3	2	1	0	185	1	0.95	0.33
T Street Customs	SCM	NW	DTMU	10	0	3	2	0	0	7	1	0.10	0.33
The Meadowlands	Windward Pacific	OD	DTMU	62	0	19	1	0	0	11	1	0.10	0.33
TOTALS: No. Reporting: 10	Avg. Sales: 0.70		Traffic to Sales: 11 : 1				55	85	8	1	402	19	Net: 7
City Codes: RB = Riverbank, PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman													

Stanislaus Turlock					Projects Participating: 1												
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD			
Marcona					Bright	KY	DTMU	116	0	4	8	0	0	51	0	0.58	0.00
TOTALS: No. Reporting: 1			Avg. Sales: 0.00			Traffic to Sales: N/A			4	8	0	0	51	0	Net: 0		
City Codes: KY = Keyes																	

Merced County Merced County				Projects Participating: 11									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Silhouette at Sunrise Ranch	Century	LB	DTMU	95	0	6	6	1	0	85	3	0.85	1.00
Lantana	DR Horton	MD	DTMU	99	0	13	N/A	0	0	57	6	0.96	2.00
Monterra VI	DR Horton S/O	MD	DTMU	61	0	S/O	N/A	0	0	61	4	1.51	1.33
Newcastle	DR Horton	MD	DTMU	33	0	2	N/A	0	0	31	0	0.72	0.00
Pacheco Pointe III	DR Horton	LB	DTST	81	0	6	N/A	0	0	27	8	1.33	2.67
Stoneridge South III	DR Horton	MD	DTMU	64	0	2	N/A	0	0	62	0	1.12	0.00
The Pointe at Stonecreek	Legacy	LB	DTMU	109	0	9	11	0	0	52	1	0.42	0.33
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	92	0	4	18	1	0	72	3	0.61	1.00
Cypress Terrace	Stonefield Home	MD	DTST	163	0	6	7	0	0	141	-1	0.62	-0.33
Southpointe	Stonefield Home	LB	DTST	36	0	5	0	0	0	7	3	1.32	1.00
Villas II, The	Stonefield Home	LB	DTST	191	0	4	0	0	0	106	1	0.68	0.33
TOTALS: No. Reporting: 6	Avg. Sales: 0.33		Traffic to Sales: 21 : 1			57	42	2	0	701	28	Net: 2	
City Codes: LB = Los Banos, MD = Merced													

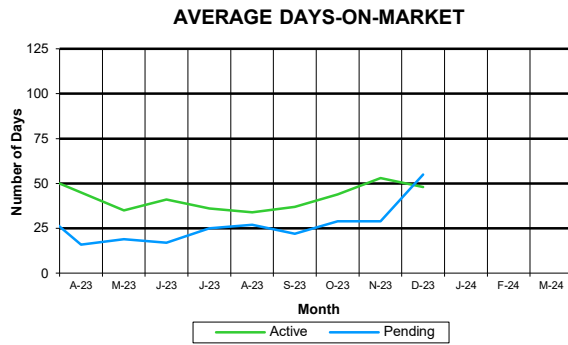
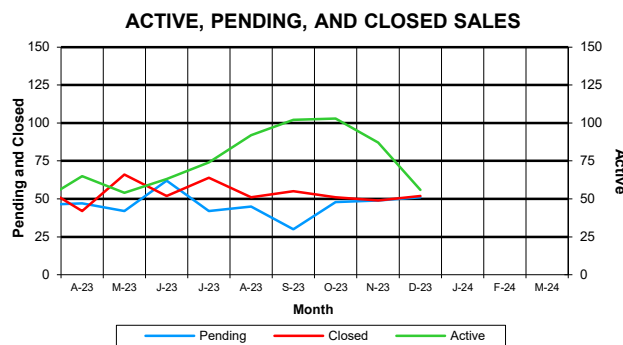
Development Name	Developer	City Code	Notes	Type										
Madera County Madera County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Greenhills Estates	Century	CW		DTMU	70	0	7	0	0	0	59	4	0.62	1.33
Omni	Century	MDA		DTMU	61	0	7	6	0	1	43	0	0.60	0.00
Pecan Square	DR Horton	MDA		DTMU	112	0	13	N/A	0	0	90	5	1.66	1.67
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	2	26	2	0	32	6	0.47	2.00
Riverstone - Choral Series	Lennar	MDA		DTMU	107	0	2	0	2	0	3	3	2.33	2.33
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	10	0	0	107	0	0.69	0.00
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	3	0	1	0	2	2	1.56	1.56
Riverstone - Skye	Lennar	MDA		DTMU	85	4	4	0	4	0	9	6	0.37	2.00
Riverstone - Surf	Lennar	MDA		DTMU	85	4	4	0	1	0	3	0	0.15	0.00
Encore at Riverstone	Woodside	MDA		DTMU	95	0	3	0	0	0	26	0	0.17	0.00
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	1	0	3	0	53	4	0.34	1.33
TOTALS: No. Reporting: 10	Avg. Sales: 1.20		Traffic to Sales: 3 : 1				47	42	13	1	427	30	Net: 12	
City Codes: CW = Chowchilla, MDA = Madera														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 33									
Fresno County Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bravado	Century	REE		DTMU	182	0	7	9	0	0	96	1	0.81	0.33
The Crossings II	Century	KER		DTMU	104	0	1	0	1	0	103	0	1.03	0.00
Serenade	DR Horton	SAN		DTMU	129	0	5	N/A	0	0	30	1	0.78	0.33
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.50	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	3	6	2	0	54	5	0.51	1.67
Centrella Estates	KB Home	FR		DTMU	74	0	5	6	0	0	45	3	1.04	1.00
Centrella Villas	KB Home	FR		DTMU	107	0	5	21	2	1	70	3	0.89	1.00
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	20	3	0	29	3	0.70	1.00
Cielo Ranch 6000s	KB Home	CV		DTMU	89	0	5	14	1	0	25	4	0.69	1.33
Legacy at Highland	KB Home	CV		DTMU	42	0	3	11	0	0	34	1	0.59	0.33
Catalina Park - Surf	Lennar	FR		DTMU	83	0	2	0	2	0	59	3	1.03	1.00
Corinthalyn- Orchard	Lennar	CV		DTMU	128	0	2	0	2	0	9	2	1.09	0.67
Corinthalyn- Surf	Lennar	CV		DTMU	75	0	1	0	2	0	19	5	1.55	1.67
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	2	0	4	0	9	6	1.43	2.00
Daffodil Hill - Clementine	Lennar	FR		DTMU	110	0	2	0	1	0	108	2	1.10	0.67
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	7	45	0	0	32	3	1.10	1.00
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	4	0	3	0	45	5	1.65	1.67
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	0	5	0	0	0	6	1	0.24	0.33
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	1	0	2	0	8	2	0.34	0.67
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	1	0	1	0	9	2	0.33	0.67
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	0	6	114	1	0	74	4	1.75	1.33
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	18	1	0	66	0	1.24	0.00
Juniper Hills- Surf	Lennar	FR		DTMU	102	0	5	175	1	0	76	3	1.37	1.00
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	4	0	1	0	10	5	1.37	1.67
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	0	5	0	2	1	14	3	1.24	1.00
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	0	4	0	0	0	5	1	0.80	0.33
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	7	11	1	0	1	1	0.03	0.33
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	2	10	0	0	5	0	0.13	0.00
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	0	2	30	0	0	63	0	0.34	0.00
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	6	30	1	0	47	2	0.26	0.67
Somerset Crossing	Woodside	FO		ATST	99	0	6	7	0	0	62	0	0.42	0.00
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	0	3	17	0	0	95	0	0.52	0.00
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	0	1	17	2	0	60	3	0.33	1.00
TOTALS: No. Reporting: 32	Avg. Sales: 1.06		Traffic to Sales: 16 : 1				126	561	36	2	1494	74	Net: 34	
City Codes: REE = Reedley, KER = Kerman, SAN = Sanger, FO = Fowler, FR = Fresno, CV = Clovis, FT = Friant														

Central Valley			Projects Participating: 121						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 114	Avg. Sales: 0.87	Traffic to Sales: 15 : 1	483	1622	106	7	6723	264	Net: 99
Project Types:			AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached						
Abbreviations:			SO = Sold Out, TSO = Temporarily Sold Out						

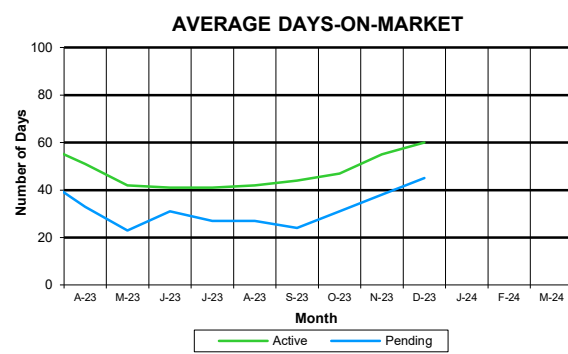
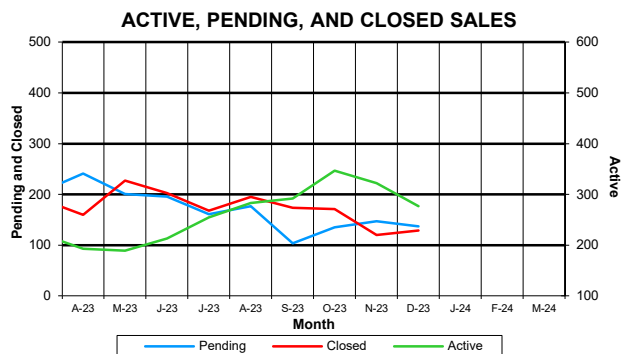
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501
Aug-23	92	34	45	27	51	753,876
Sep-23	102	37	30	22	55	798,298
Oct-23	103	44	48	29	51	722,282
Nov-23	87	53	49	29	49	751,666
Dec-23	56	48	51	55	52	715,041



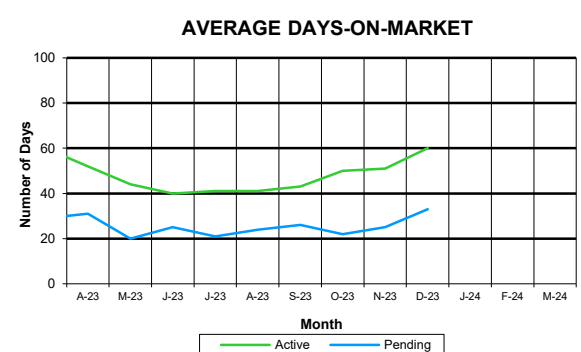
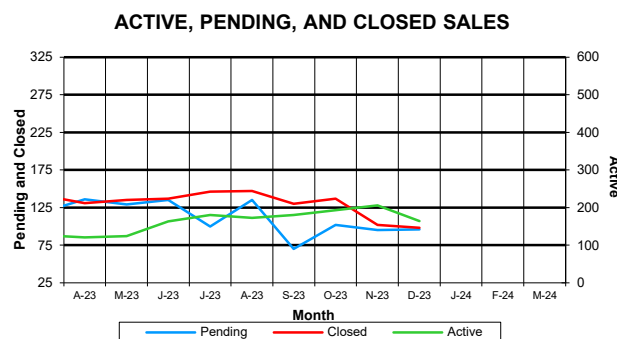
Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731
Aug-23	283	42	177	27	195	488,836
Sep-23	292	44	104	24	174	480,085
Oct-23	347	47	135	31	171	452,915
Nov-23	322	55	147	38	120	455,456
Dec-23	277	60	137	45	129	444,406



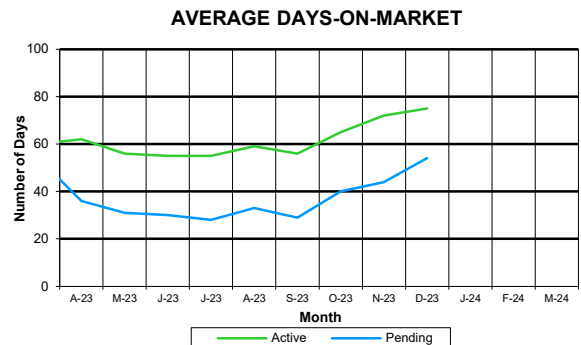
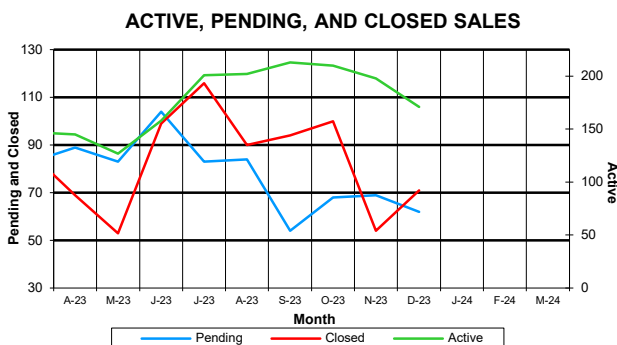
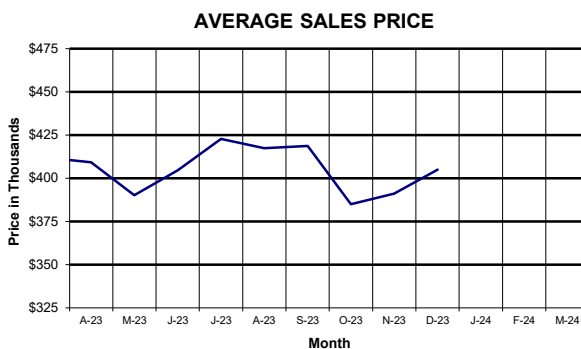
Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	124	44	129	20	135	478,419
Jun-23	163	40	135	25	137	461,918
Jul-23	180	41	100	21	146	481,815
Aug-23	173	41	135	24	147	481,953
Sep-23	180	43	70	26	130	489,583
Oct-23	193	50	102	22	137	480,766
Nov-23	206	51	95	25	102	466,729
Dec-23	164	60	96	33	98	459,128



Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	127	56	83	31	53	390,255
Jun-23	158	55	104	30	99	404,720
Jul-23	201	55	83	28	116	422,858
Aug-23	202	59	84	33	90	417,450
Sep-23	213	56	54	29	94	418,614
Oct-23	210	65	68	40	100	384,998
Nov-23	198	72	69	44	54	391,044
Dec-23	171	75	62	54	71	404,997



THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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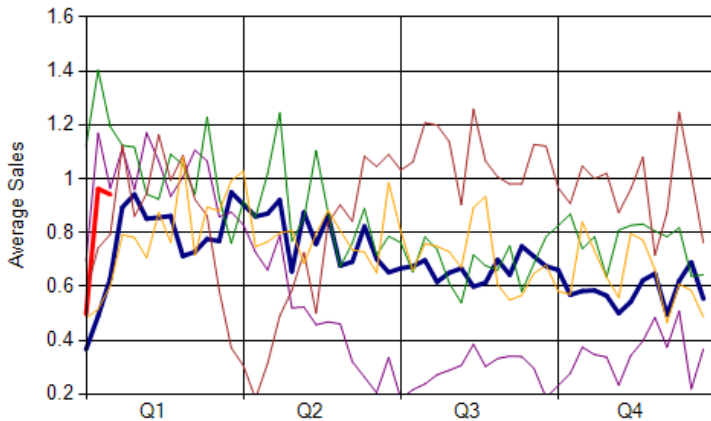
Sacramento

Week 3

Ending: Sunday, January 21, 2024







Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
South Sacramento		37	528	41	4	37	1.00	0.93	8%	0.76	32%				
Central & North Sacramento		36	325	30	6	24	0.67	0.56	19%	0.43	54%				
Folsom		14	238	13	2	11	0.79	0.86	-9%	0.77	2%				
El Dorado		9	76	5	0	5	0.56	0.48	15%	0.40	38%				
Placer & Nevada		66	1140	79	15	64	0.97	0.81	20%	0.58	68%				
Yolo		10	135	21	0	21	2.10	1.20	75%	0.87	142%				
Amador County		1	11	0	0	0	0.00	0.00	0.00	0.15	-100%				
Northern Counties		14	143	16	2	14	1.00	1.00	0%	0.62	63%				
Current Week Totals		Traffic : Sales		13 : 1		187	2596	205	29	176	0.94	0.80	17%	0.60	56%
Per Project Average						14	1.10	0.16	0.94						
Year Ago - 01/22/2023		Traffic : Sales		17 : 1		189	2638	156	37	119	0.63	0.50	27%	0.37	68%
% Change						-1%	-2%	31%	-22%	48%	49%	62%	61%		

52 Weeks Comparison



Year to Date Averages Through Week 3


Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
	2019	138	20	0.62	0.09	0.53	0.73
	2020	135	22	0.80	0.09	0.71	0.89
	2021	151	21	1.34	0.10	1.24	0.85
	2022	166	20	1.06	0.12	0.94	0.52
	2023	188	12	0.65	0.16	0.50	0.70
	2024	186	13	0.90	0.10	0.80	0.80
% Change:		-1%	6%	38%	-36%	62%	15%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>Lower borrowing costs would benefit residential real estate. Housing starts downshifted to roughly a 1.5 million-unit annualized pace in December, unwinding some of its robust gain in November. While home construction has been choppy throughout the year, the underlying trend shows single-family strengthening and multifamily weakening. The average 30-year fixed mortgage rate may still be elevated, but it has fallen more than a full percentage point since late October. That has supported home builder confidence and single-family building permits going into the spring selling season. Meantime, the robust pipeline of apartment units currently under construction has cooled new development in the multifamily space. It will take more than a percentage point move on mortgage rates to get would-be sellers to move out of their homes. Many current homeowners bought or refinanced in 2020 and 2021 when mortgage rates were generally below 4%. Source: Wells Fargo Bank Weekly Economic & Financial Commentary</p>
CONV	6.38%	6.79%	
FHA	6.75%	6.99%	
10 Yr Yield	4.10%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 37									
South Sacramento South Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Stonehaven	Beazer	SO		DTMU	90	0	15	10	2	0	32	2	1.17	0.67
Carnelian at Sheldon Farms	DR Horton	LN		DTMU	122	0	5	21	2	1	81	5	1.12	1.67
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	0	8	27	1	1	103	2	1.42	0.67
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	0	6	6	0	0	82	1	1.15	0.33
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	4	75	2	0	39	2	0.95	0.67
The Retreats	K Hovnanian	RM		DTMU	62	0	4	3	0	0	25	1	0.29	0.33
Allegro	KB Home	LN		ATMU	72	0	3	0	0	0	69	-1	0.67	-0.33
Highland at The Grove	KB Home	LN		DTST	116	0	2	7	0	0	0	0	0.00	0.00
Lexington at The Grove	KB Home	LN	New	DTMU	58	11	11	8	1	1	0	0	0.00	0.00
Rosewood at The Grove	KB Home	LN		DTMU	51	0	3	15	2	0	14	4	1.51	1.33
Westborne at The Grove	KB Home	LN		DTMU	123	0	4	13	1	0	15	5	1.14	1.67
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	0	2	18	4	0	39	6	1.11	2.00
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	3	5	1	0	22	6	0.84	2.00
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	0	2	20	4	0	43	12	1.37	4.00
Cornerstone Commons	Meritage	LN		DTMU	83	0	2	18	2	0	74	4	0.80	1.33
Cornerstone Crossings	Meritage	LN		DTMU	78	0	2	7	0	0	76	2	0.82	0.67
Laguna Ranch II	Richmond American	LN		DTMU	100	0	2	0	0	0	51	0	0.60	0.00
Seasons at Caterina	Richmond American	GT		DTMU	61	0	5	8	0	0	28	2	0.46	0.67
Seasons at Stonebrook	Richmond American	LN		DTMU	102	0	4	15	1	0	98	4	0.73	1.33
Seasons at the Farm	Richmond American	GT		DTMU	87	0	6	7	0	0	46	0	0.47	0.00
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	0	5	14	2	0	67	4	0.84	1.33
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	2	3	0	0	6	0	0.58	0.00
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	6	3	0	0	2	0	0.19	0.00
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	6	3	0	0	2	1	0.19	0.33
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	9	0	0	46	1	0.74	0.33
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	1	13	3	0	59	6	0.95	2.00
Madeira Ranch - Orchard	Taylor Morrison TSO	LN		DTMU	76	0	TSO	12	0	0	35	2	0.56	0.67
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	4	4	7	1	1	50	3	0.80	1.00
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	4	1	19	3	0	57	4	0.87	1.33
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	2	26	0	0	62	1	0.95	0.33
Wildhawk North- Trailhead	Taylor Morrison TSO	SO		DTMU	166	0	TSO	18	0	0	55	2	0.84	0.67
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	4	3	5	1	0	18	5	0.58	1.67
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	4	2	6	2	0	42	2	1.35	0.67
Long Meadow	The New Home Co	VN		DTMU	122	0	5	36	1	0	24	4	1.13	1.33
Cedar Creek	Tim Lewis	GT		DTMU	112	4	4	13	3	0	83	3	0.65	1.00
Reflections at Poppy Lane	Tim Lewis	LN		DTMU	73	0	1	18	0	0	72	0	0.52	0.00
The Oasis	Tim Lewis	LN		DTMU	52	0	4	40	2	0	15	6	1.22	2.00
TOTALS: No. Reporting: 37	Avg. Sales: 1.00		Traffic to Sales: 13 : 1				143	528	41	4	1632	101	Net: 37	
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 26									
C/N Sacramento Central Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	5	11	0	0	34	1	0.81	0.33
Heritage at Gum Ranch	Elliott	FO		DTMU	251	0	7	5	0	1	161	2	0.66	0.67
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	3	4	1	0	30	2	0.40	0.67
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	3	5	1	0	20	1	0.25	0.33
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	5	3	1	0	16	2	0.42	0.67
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	0	4	4	2	0	62	4	0.59	1.33
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	3	5	3	0	42	2	0.62	0.67
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	4	4	6	3	0	66	5	0.63	1.67
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.68	0.00
Celedon at Pradera Ranch	Lennar	RO		DTMU	111	0	4	5	0	0	1	0	0.16	0.00
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	2	5	1	0	2	2	0.88	0.67
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	0	5	5	0	0	8	2	0.41	0.67
Viridian	Lennar	RO		DTST	185	0	2	0	0	0	183	0	0.77	0.00
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	0	5	5	0	0	3	0	0.18	0.00
Echelon at Premier Montelena	Premier Homes	RO		DTMU	18	0	1	26	1	0	17	1	0.21	0.33
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMU	24	0	2	26	0	0	22	0	0.24	0.00
Elevate at Premier Montelena	Premier Homes	RO		DTMU	36	0	3	26	0	0	33	4	0.37	1.33
Ascent at Montelena	Pulte	RO		DTMU	127	0	3	11	2	0	30	2	0.44	0.67
Solis at Montelena	Pulte	RO		DTMU	55	0	4	12	1	0	17	3	0.23	1.00
Vista at Montelena	Pulte	RO		DTMU	38	0	3	12	0	0	33	0	0.44	0.00
Seasons at Montelena	Richmond American	RO		DTMU	125	0	8	42	2	2	59	-1	0.60	-0.33
Acacia II at Cypress	Woodside	RO		DTMU	90	0	2	9	1	0	14	2	0.53	0.67
Magnolia at Cypress	Woodside	RO		DTMU	178	4	4	2	1	0	168	1	0.73	0.33
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	5	11	0	0	21	1	0.77	0.33
Sycamore at Cypress	Woodside	RO		DTMU	96	0	3	10	0	0	11	1	0.44	0.33
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	3	14	0	0	8	1	0.30	0.33
TOTALS: No. Reporting: 26	Avg. Sales: 0.65		Traffic to Sales: 13 : 1				95	264	20	3	1132	38	Net: 17	
City Codes: RO = Rancho Cordova, FO = Fair Oaks														

C/N Sacramento North Sacramento					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	S/O	SO	DTST	145	0	S/O	0	1	0	145	2	0.65	0.67
Villas at The Preserve	KB Home		AO	DTMU	203	0	5	5	1	0	6	1	0.46	0.33
Lapis at Barrett Ranch	Lennar		AO	DTMU	151	0	1	1	0	0	150	0	0.87	0.00
Northlake - Bleau	Lennar		SO	DTMU	348	0	5	5	1	1	147	3	0.94	1.00
Northlake - Crestvue II	Lennar		SO	DTMU	138	0	3	5	0	0	0	0	0.00	0.00
Northlake - Drifton	Lennar		SO	DTMU	236	0	2	5	0	0	118	0	0.79	0.00
Northlake - Lakelet	Lennar		SO	DTMU	307	0	2	10	2	0	134	6	0.85	2.00
Northlake - Shor	Lennar		SO	DTMU	337	0	3	10	2	1	138	4	0.88	1.33
Northlake - Watersyde	Lennar		SO	DTMU	276	0	5	5	0	0	123	0	0.78	0.00
Northlake - Wavmor	Lennar		SO	DTMU	320	0	3	15	3	1	129	6	0.82	2.00
TOTALS: No. Reporting: 10		Avg. Sales: 0.70		Traffic to Sales: 6 : 1				29	61	10	3	1090	22	Net: 7
City Codes: SO = Sacramento, AO = Antelope														

Development Name	Developer	City Code	Notes	Type										
Folsom Folsom Area					Projects Participating: 14									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oakwood at Folsom Ranch	Beazer	FM		DTMU	53	0	4	8	1	0	19	1	0.75	0.33
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	0	2	10	2	0	73	2	0.81	0.67
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	100	0	4	5	1	1	63	1	0.72	0.33
Rockcress at Folsom Ranch	Lennar	FM		DTMU	118	0	2	0	0	0	116	0	0.75	0.00
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	0	2	10	2	0	3	2	0.57	0.67
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	0	6	5	0	0	47	3	1.30	1.00
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	0	6	5	0	0	46	5	1.21	1.67
Stone Bluff at White Rock Springs	Richmond American	FM		DTMU	81	0	5	4	0	1	76	1	0.53	0.33
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	4	4	10	4	0	45	8	0.76	2.67
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	3	9	0	0	32	0	0.54	0.00
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	0	5	34	0	0	61	2	1.27	0.67
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	5	52	0	0	47	4	0.57	1.33
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	0	3	34	2	0	53	4	1.10	1.33
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	0	4	52	1	0	52	3	0.63	1.00
TOTALS: No. Reporting: 14		Avg. Sales: 0.79		Traffic to Sales: 18 : 1				55	238	13	2	733	36	Net: 11
City Codes: FM = Folsom														

El Dorado El Dorado County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE	DTMU	51	0	3	7	0	0	44	1	0.31	0.33	
Alder at Saratoga Estates	Elliott	EH	DTMU	129	0	3	18	1	0	109	1	0.59	0.33	
Manzanita at Saratoga	Elliott	EH	DTMU	131	0	3	5	2	0	73	3	0.41	1.00	
Ponderosa at Saratoga	Elliott	EH	DTMU	56	0	3	10	1	0	16	2	0.17	0.67	
Emerald Peak at Bass Lake	Lennar	EH	DTMU	113	0	7	5	0	0	105	1	0.64	0.33	
Heritage El Dorado Hills-Mosaic	Lennar	EH	DTMU	373	0	7	5	1	0	297	1	1.06	0.33	
Trento at The Promontory	Lennar	EH	DTMU	32	0	5	5	0	0	17	1	0.41	0.33	
Ridgeview	The New Home Co	EH	DTMU	44	0	4	18	0	0	12	1	0.41	0.33	
Edgelake at Serrano	TRI Pointe	EH	DTMU	65	0	3	3	0	0	53	2	0.45	0.67	
TOTALS: No. Reporting: 9		Avg. Sales: 0.56		Traffic to Sales: 15 : 1				38	76	5	0	726	13	Net: 5
City Codes: RE = Rescue, EH = El Dorado Hills														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 65									
Placer / Nevada Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	19	29	1	0	4	2	0.30	0.67
Whitehawk	Anthem United	GB		DTMU	55	0	6	39	0	0	19	0	0.39	0.00
Verrado II at Solaire	Beazer	RV		DTMU	63	0	11	5	0	0	11	1	0.44	0.33
Harvest	Black Pine	LM		DTMU	22	0	3	10	0	0	17	0	0.47	0.00
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	6	12	0	0	1	0	0.03	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	2	7	2	0	43	3	0.34	1.00
Balboa II	DR Horton	RV		DTST	172	0	2	15	7	1	121	10	1.59	3.33
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	2	15	3	0	11	4	0.97	1.33
Melrose at Mason Trails	DR Horton	RV		DTMU	93	0	11	0	0	9	82	-8	1.00	-2.67
Turkey Creek Estates	Elliott	LL		DTMU	228	0	7	30	0	1	67	0	0.50	0.00
Edgefield Place	JMC	RK		DTMU	83	0	6	23	1	1	50	4	0.51	1.33
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	4	25	2	0	35	5	0.38	1.67
Fairbrook at Fiddymment Farms	JMC	RV		DTMU	115	0	3	55	3	0	100	6	0.69	2.00
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	0	4	66	2	0	7	5	0.75	1.67
Meadowbrook at Fiddymment Farms	JMC	RV		DTMU	80	0	3	37	0	0	72	1	0.50	0.33
Northbrook at Fiddymment Farm	JMC	RV		DTST	87	0	3	41	3	0	40	3	1.04	1.00
Palisade Village	JMC	RV		DTST	307	0	3	23	0	0	300	0	1.34	0.00
Prominence at Whitney Ranch	JMC	RK		DTMU	92	0	2	7	0	0	90	1	0.52	0.33
Sagebrook at Fiddymment Farms	JMC	RV		DTMU	214	0	4	41	1	0	87	1	0.60	0.33
Sentinel	JMC	RV		DTST	256	0	5	43	1	0	164	2	0.81	0.67
Tribute Pointe	JMC	RK		DTMU	99	0	2	24	2	0	25	2	0.26	0.67
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	3	52	2	0	73	9	0.77	3.00
Firefly at Winding Creek	K Hovnanian	RV		DTMU	86	0	3	8	3	0	83	4	0.56	1.33
Firefly at Winding Creek II	K Hovnanian	RV		DTMU	36	0	2	3	1	1	34	4	1.17	1.33
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	3	6	34	2	0	11	5	0.90	1.67
Copper Ridge	KB Home	LL		DTMU	281	0	6	24	1	0	105	5	0.94	1.67
Cortland at Mason Trails	KB Home	RV		DTMU	110	0	2	0	0	0	108	0	1.06	0.00
Morgan Knolls	KB Home	RV		DTMU	58	0	4	24	2	0	30	5	0.79	1.67
Andorra at Sierra West	Lennar	RV		DTMU	193	0	5	5	0	0	186	3	1.08	1.00
Breckenridge at Sierra West	Lennar	RV		DTMU	281	0	1	15	3	0	130	6	1.09	2.00
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMU	404	0	2	10	2	0	121	4	0.95	1.33
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	3	10	2	0	118	4	0.91	1.33
Lumiere at Sierra West	Lennar	RV		DTMU	205	0	3	15	3	1	179	6	1.03	2.00
Meander at Winding Creek	Lennar	RV		DTMU	74	0	3	5	0	0	1	0	0.29	0.00
Meribel at Sierra West	Lennar	RV		DTMU	167	0	4	5	0	0	163	0	0.93	0.00
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	0	1	15	3	0	115	4	0.91	1.33
The Woods at Fullerton Ranch	Lennar	LL		DTMU	81	0	4	5	1	0	57	9	0.90	3.00
Windham at Sierra West	Lennar	RV		DTMU	173	0	2	10	2	0	125	4	1.13	1.33
Encore at Meadowlands	Meritage	LL		DTMU	83	0	1	6	1	0	79	2	0.80	0.67
Roam at Winding Creek	Meritage	RV		DTMU	95	0	3	1	0	0	91	2	0.79	0.67
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	2	31	4	0	16	4	0.93	1.33
Premier Soleil	Premier Homes	GB		DTMU	52	0	1	21	2	0	35	2	0.45	0.67
Camellia at Solaire	Pulte TSO	RV		DTMU	67	0	TSO	28	2	0	3	3	2.33	2.33
Revere at Independence	Richmond American	LL		DTMU	122	0	8	5	0	0	114	0	0.72	0.00
Seasons at Mason Trails	Richmond American	RV		DTMU	77	0	7	2	0	0	44	3	0.54	1.00

Development Name	Developer	City Code	Notes	Type	Projects Participating: 65									
Placer / Nevada Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	4	3	14	4	0	36	5	0.36	1.67
Windsong at Winding Creek	Richmond American	RV		DTMU	71	0	3	16	1	0	64	0	0.55	0.00
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	1	5	1	0	104	2	0.73	0.67
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	5	5	2	0	36	3	0.34	1.00
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	2	5	1	0	97	3	0.68	1.00
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	5	0	0	101	0	0.71	0.00
Fiddymment Farm - Magnolia	Taylor Morrison	RV		DTMU	99	0	1	17	1	0	89	7	1.02	2.33
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	3	4	0	0	21	0	0.24	0.00
Valley Oak- Parks	The New Home Co	RV		DTMU	59	0	4	13	0	0	8	0	0.34	0.00
Valley Oak- Trails	The New Home Co	RV		DTMU	62	0	3	13	2	1	14	2	0.58	0.67
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	2	33	1	0	22	1	0.41	0.33
Morgan Place	Tim Lewis	RV		DTMU	79	0	2	3	0	0	0	0	0.00	0.00
Summit at Whitney Ranch	Tim Lewis	RK		DTMU	82	0	3	0	0	0	79	0	0.34	0.00
The Lake at Crown Point II	Tim Lewis	RK		DTMU	17	0	3	16	0	0	4	1	0.16	0.33
The Woods at Crowne Pointe	Tim Lewis	RK		DTMU	55	0	2	12	0	0	0	0	0.00	0.00
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	2	12	0	0	8	0	0.10	0.00
Lansdale at Independence	TRI Pointe	LL		DTMU	90	0	4	12	0	0	13	0	0.15	0.00
Radiance at Solaire	TRI Pointe	RV		DTMU	106	0	3	52	0	0	103	0	0.70	0.00
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	2	9	1	0	25	1	0.33	0.33
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	3	12	1	0	31	2	0.41	0.67
TOTALS: No. Reporting: 65		Avg. Sales: 0.98		Traffic to Sales: 14 : 1				239	1139	79	15	4222	157	Net: 64
City Codes: RV = Roseville, GB = Granite Bay, LM = Loomis, LL = Lincoln, RK = Rocklin														

Placer / Nevada Nevada County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Timberwood Estates II		Hilbers		GV	DTST	5	0	5	1	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			5	1	0	0	0	0	Net: 0	
City Codes: GV = Grass Valley															

Development Name	Developer	City Code	Notes	Type										
Yolo Yolo County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Parkside at The Rivers	Century	WS		DTMU	82	0	1	15	3	0	48	5	0.75	1.67
Trailside at the Rivers	Century	WS		DTMU	120	0	3	9	1	0	15	1	0.28	0.33
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	0	3	15	3	0	52	2	1.01	0.67
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	0	3	18	4	0	36	9	0.69	3.00
Crestada	Lennar	WL		DTMU	105	0	3	10	2	0	74	8	0.98	2.67
Iris	Lennar	WL		DTMU	97	0	1	18	4	0	82	5	0.95	1.67
Lavender	Lennar S/O	WL		DTMU	78	0	S/O	19	4	0	78	4	0.96	1.33
The Hideaway	Meritage	WN		DTMU	148	0	5	17	0	0	72	0	0.85	0.00
Harvest at Spring Lake	Richmond American	WL		DTMU	84	0	3	2	0	0	81	0	0.56	0.00
Revival	Tim Lewis	WL		DTST	72	0	3	12	0	0	25	3	0.28	1.00
TOTALS: No. Reporting: 10	Avg. Sales: 2.10		Traffic to Sales: 6 : 1				25	135	21	0	563	37	Net: 21	
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

Amador County Amador County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Zinfandel Ridge II		Tim Lewis	PLY	DTMU	40	0	4	11	0	0	21	0	0.17	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			4	11	0	0	21	0	Net: 0	
City Codes: PLY = Plymouth														

Northern Counties Butte County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Amber Lynn Estates		DR Horton	CO	DTST	108	0	5	8	1	0	39	3	0.56	1.00
Sparrow		DR Horton	CO	DTMU	86	0	4	5	3	0	39	5	0.46	1.67
TOTALS: No. Reporting: 2		Avg. Sales: 2.00		Traffic to Sales: 3 : 1				9	13	4	0	78	8	Net: 4
City Codes: CO = Chico														

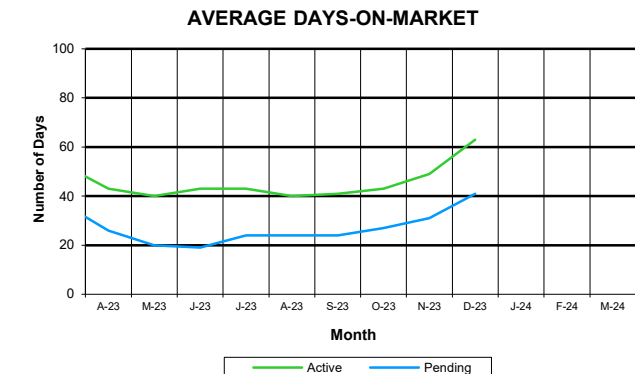
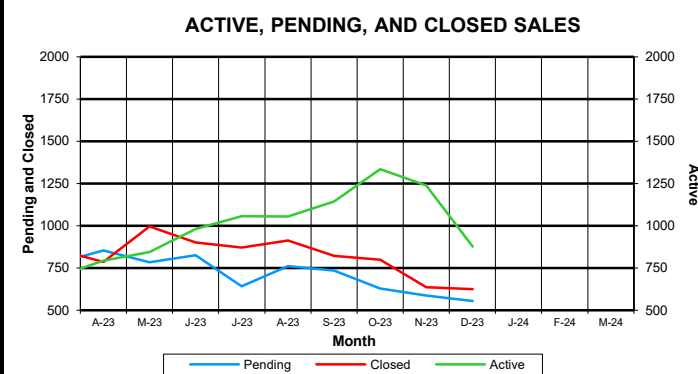
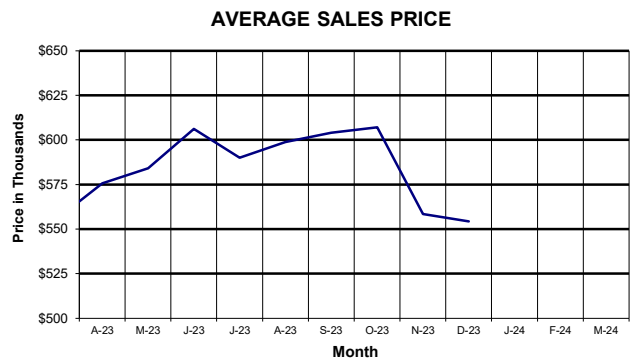
Northern Counties Shasta County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	3	11	4	0	35	8	0.61	2.67	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	0	4	12	2	1	28	3	0.49	1.00	
Monroe	DR Horton	RD	DTST	20	0	5	6	0	1	7	2	0.25	0.67	
Rio	DR Horton	RD	DTST	50	0	2	2	2	0	42	2	0.49	0.67	
TOTALS: No. Reporting: 4		Avg. Sales: 1.50		Traffic to Sales: 4 : 1				14	31	8	2	112	15	Net: 6
City Codes: RD = Redding														

Development Name	Developer	City Code	Notes	Type										
Northern Counties Yuba County					Projects Participating: 8									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK		DTMU	78	0	5	13	0	0	5	2	0.38	0.67
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMU	72	0	4	19	1	0	26	5	0.62	1.67
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMU	111	0	5	6	0	0	102	0	0.50	0.00
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMU	145	0	5	6	0	0	59	4	0.63	1.33
Butte Vista at Cobblestone	KB Home	PLK		DTMU	147	3	4	21	2	0	88	5	0.91	1.67
Cascade Valley at Cobblestone	KB Home	PLK		DTMU	69	0	2	23	1	0	67	2	1.06	0.67
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	2	5	0	0	166	1	0.96	0.33
Seasons at Thoroughbred Acres	Richmond American	OL		DTMU	146	0	5	6	0	0	139	0	0.78	0.00
TOTALS: No. Reporting: 8	Avg. Sales: 0.50		Traffic to Sales: 25 : 1				32	99	4	0	652	19	Net: 4	
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 187						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 187	Avg. Sales: 0.94	Traffic to Sales: 13 : 1	688	2596	205	29	10961	446	Net: 176
Project Types:			AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached						
Abbreviations:			SO = Sold Out, TSO = Temporarily Sold Out						

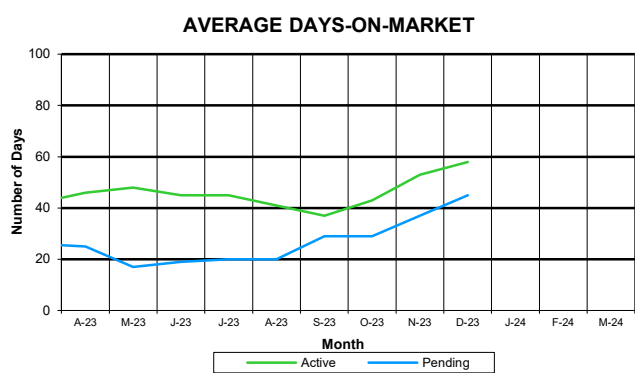
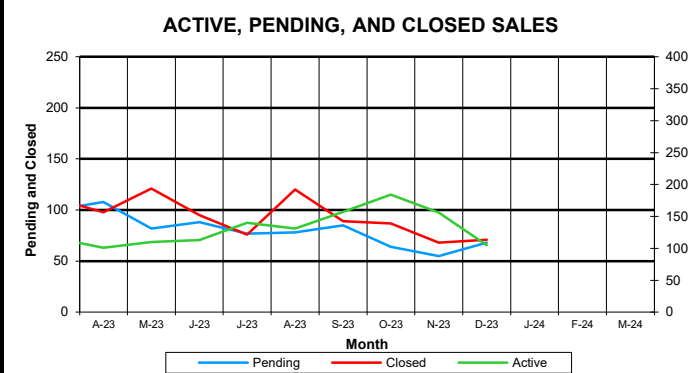
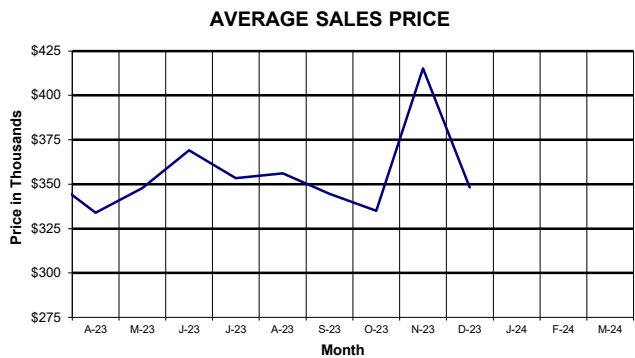
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048
Aug-23	1,056	40	761	24	914	598,812
Sep-23	1,145	41	735	24	822	604,024
Oct-23	1,335	43	630	27	799	607,113
Nov-23	1,238	49	588	31	637	558,389
Dec-23	878	63	556	41	626	554,264



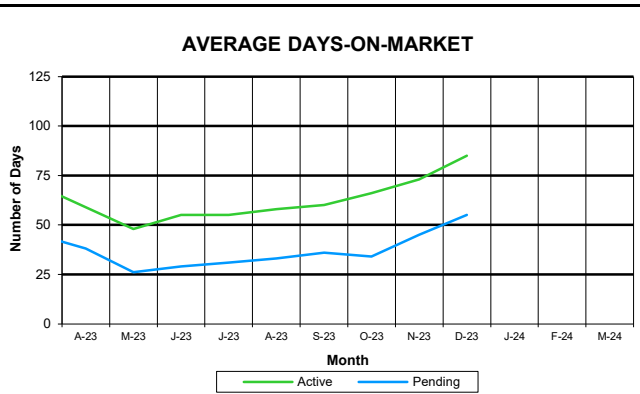
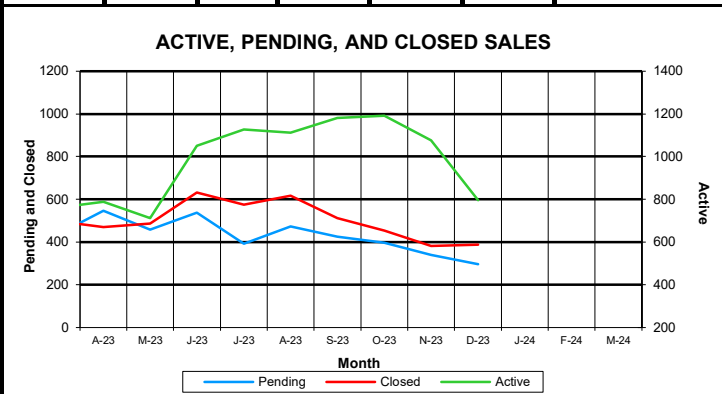
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398
Aug-23	131	41	78	20	120	356,082
Sep-23	157	37	85	29	89	344,570
Oct-23	184	43	64	29	87	334,969
Nov-23	156	53	55	37	68	415,252
Dec-23	105	58	68	45	71	348,088



Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004
Aug-23	1,112	58	473	33	617	743,456
Sep-23	1,180	60	425	36	511	770,446
Oct-23	1,192	66	397	34	454	745,567
Nov-23	1,076	73	340	45	381	742,379
Dec-23	795	85	296	55	388	757,560



Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746
Aug-23	174	68	77	30	114	691,857
Sep-23	175	69	82	31	87	684,882
Oct-23	184	71	75	31	88	704,488
Nov-23	166	82	61	50	84	650,882
Dec-23	113	85	70	57	60	734,409

