

THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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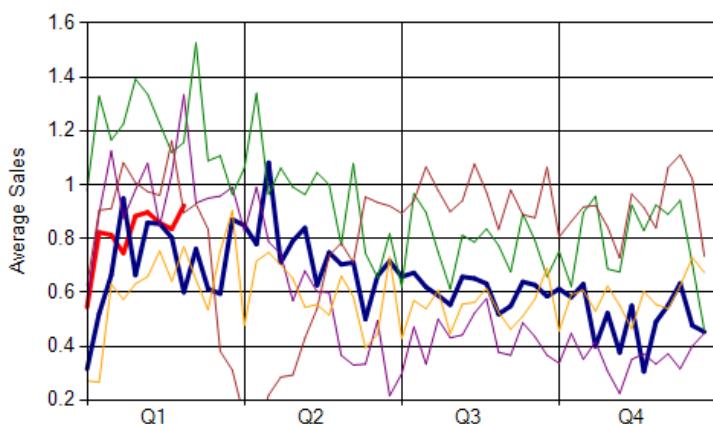


Bay Area Week 9

Ending: Sunday, March 3, 2024

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
							Avg.	Diff.	Avg.	Diff.
Alameda	18	269	12	3	9	0.50	0.81	-38%	0.73	-31%
Contra Costa	25	454	26	1	25	1.00	0.80	26%	0.64	56%
Sonoma, Napa	8	59	8	0	8	1.00	0.73	37%	0.66	52%
San Francisco, Marin	3	43	3	1	2	0.67	0.85	-22%	0.72	-7%
San Mateo	1	15	1	0	1	1.00	0.78	29%	0.69	44%
Santa Clara	19	274	16	2	14	0.74	0.94	-22%	0.84	-12%
Monterey, Santa Cruz, San Benito	7	114	11	0	11	1.57	0.86	83%	0.69	128%
Solano	22	249	26	1	25	1.14	0.76	50%	0.63	80%
Current Week Totals	Traffic : Sales 14 : 1		103	1477	103	8	95	0.92	0.81	14%
Per Project Average			14	1.00	0.08	0.92				
Year Ago - 03/05/2023	Traffic : Sales 17 : 1		115	1321	78	9	69	0.60	0.69	-14%
% Change			-10%	12%	32%	-11%	38%	54%	17%	19%

52 Weeks Comparison



Year to Date Averages Through Week 9

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	144	19	0.68	0.10	0.58	0.58
■	2020	155	20	1.02	0.07	0.95	0.80
■	2021	125	17	1.28	0.07	1.21	0.93
■	2022	107	13	1.05	0.09	0.97	0.58
■	2023	115	12	0.77	0.07	0.69	0.64
■	2024	107	13	0.87	0.06	0.81	0.81
% Change:		-7%	11%	13%	-18%	17%	26%

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



WEEKLY FINANCIAL NEWS

Financing		Market Commentary					
CONV							
FHA							
10 Yr Yield							
RATE							
6.75%							
APR							
6.80%							
6.75%							
7.27%							
EQUAL OPPORTUNITY LENDER							
<p>The housing market appears to be headed for recovery this year- assuming the Federal Reserve moves to cut interest rates as investors anticipate. That raises the question for the country's biggest homebuilders. Is it time to pull back on a popular incentive that many have offered to sweeten the deal for buyers in a tough market? Over the past two years as the Fed raised rates, many builders leaned heavily on mortgage rate buydowns, where they cover a portion of the interest rate, usually a percentage point or two - that buyers pay on a loan for a specified period of time. The move to aid buyers, especially those purchasing a home for the first time, has squeezed builder profit margins despite helping to boost their sales. Builders' reluctance to abandon incentives could stem from fear of being the first mover, one analyst says. "There is a reticence to pull back on incentives unless everyone is, because the fear is if you're first and you lose sales elasticity, then you're just going to have to put those incentives right back on," said Carl Reichardt, managing director and homebuilding analyst at BTIG. Fifty-eight percent of builders reported offering some form of an incentive in February, down from 62% in January and the lowest share since last August, according to the NAHB. Source: Dani Romero Yahoo Finance</p>							

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11										
Alameda County Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Island View at Alameda Marina	Landsea	AL		ATMU	98	2	4	13	0	0	10	3	0.24	0.33	
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	4	13	0	0	11	4	0.26	0.44	
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	24	0	0	122	11	0.99	1.22	
Beacon at Bridgewater	Lennar	NK		DTMU	120	0	3	19	1	0	53	4	0.91	0.44	
Chroma at Innovation	Lennar	FR		ATMU	146	0	5	6	0	0	131	5	1.39	0.56	
Lumiere at Innovation	Lennar	FR		ATMU	156	0	6	6	0	2	115	6	0.97	0.67	
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	24	1	0	83	10	0.66	1.11	
Vista at Bridgewater	Lennar	NK		DTMU	72	3	6	19	2	0	42	7	0.83	0.78	
Compass at Bay37	Pulte	AL		ATMU	93	3	5	3	1	1	86	6	0.53	0.67	
Lookout at Bay37	Pulte	AL		ATMU	138	0	4	3	1	0	88	6	0.54	0.67	
Ellis at Central Station	TRI Pointe	OK		ATMU	128	0	3	2	1	0	101	8	0.51	0.89	
TOTALS: No. Reporting: 11					49	132	7	3	842	70					
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. Sls /Week	Av. Sls /YTD	
Abbey at Boulevard	Brookfield TSO	DB		ATMU	60	0	TSO	0	0	0	50	1	0.99	0.11	
Ivy at Boulevard	Brookfield	DB		DTMU	62	4	5	19	2	0	49	11	1.44	1.22	
Vine at Boulevard	Brookfield	DB		ATMU	92	4	18	34	0	0	0	0	0.00	0.00	
Avalon at Boulevard	Lennar	DB		ATMU	90	1	2	36	1	0	37	12	1.22	1.33	
Gramercy at the Boulevard	Lennar	DB		ATMU	102	3	4	15	2	0	18	12	0.89	1.33	
Lombard at Boulevard	Lennar	DB		DTMU	100	0	3	29	0	0	83	12	0.88	1.33	
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	4	0	0	5	0	0.08	0.00	
TOTALS: No. Reporting: 7					33	137	5	0	242	48					
City Codes: DB = Dublin, LV = Livermore															

Contra Costa County Diablo Valley					Projects Participating: 4										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Woodbury Highlands	Davidson	LF		ATMU	99	0	14	11	0	0	60	3	0.33	0.33	
Hillcrest	Shea	PH		DTMU	31	3	5	12	1	0	12	12	0.98	1.33	
Oak Grove	SummerHill	WC		ATMU	115	0	5	19	0	0	17	7	1.20	0.78	
Penny Lane	Trumark	CN		ATMU	70	0	16	12	1	0	24	6	0.45	0.67	
TOTALS: No. Reporting: 4					40	54	2	0	113	28					
City Codes: LF = Lafayette, PH = Pleasant Hill, WC = Walnut Creek, CN = Concord															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 4										
Contra Costa County 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		DTMU	69	0	2	10	0	0	35	10	0.60	1.11	
Hillcrest at The Preserve	Lennar	SR		ATMU	104	0	4	0	0	0	5	1	0.20	0.11	
City Village - Towns	SummerHill TSO	SR		ATMU	116	0	TSO	52	0	0	25	5	1.14	0.56	
City Village -Courts	SummerHill TSO	SR		DTMU	154	0	TSO	52	1	0	15	6	0.64	0.67	
TOTALS: No. Reporting: 4			Avg. Sales: 0.25		Traffic to Sales: 114 : 1				6	114	1	0	80	22	Net: 1
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	10	1	0	15	9	0.28	1.00	
TOTALS: No. Reporting: 1			Avg. Sales: 1.00		Traffic to Sales: 10 : 1				4	10	1	0	15	9	Net: 1
City Codes: RM = Richmond															

Contra Costa County Antioch/Pittsburg					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	
Crest at Park Ridge	Davidon	AN		DTMU	300	0	3	12	2	0	291	9	0.86	1.00	
Hills at Park Ridge	Davidon	AN		DTMU	225	6	10	18	1	0	135	11	0.77	1.22	
Luca at Aviano	DeNova	AN		DTMU	194	5	4	41	2	0	175	11	1.31	1.22	
Bayberry at Laurel Ranch	KB Home	AN		DTMU	112	0	4	3	1	0	18	4	0.46	0.44	
Wildwood at Laurel Ranch	KB Home	AN		DTMU	82	3	6	9	1	0	19	7	0.48	0.78	
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMU	142	0	7	6	1	0	133	7	0.76	0.78	
Serene at Vista Del Mar	Taylor Morrison	PT		DTMU	120	3	4	4	1	0	99	13	0.72	1.44	
Rise at Cielo	TRI Pointe	AN		DTMU	159	4	6	35	1	0	111	10	1.13	1.11	
Shine at Cielo	TRI Pointe	AN		DTMU	137	4	5	35	1	0	105	12	1.07	1.33	
TOTALS: No. Reporting: 9			Avg. Sales: 1.22		Traffic to Sales: 15 : 1				49	163	11	0	1086	84	Net: 11
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. Sls /Week	Av. Sls /YTD	
Delta Coves	Blue Mountain	BI		DTMU	131	0	3	12	2	0	105	3	0.45	0.33	
Chandler	Brookfield	BT		DTMU	160	0	13	17	2	0	135	7	1.02	0.78	
Cypress Crossings	KB Home	OY		DTMU	98	4	5	25	2	0	67	10	0.79	1.11	
Beacon at Delta Coves	Pulte	BI		DTST	30	0	5	6	1	1	16	6	0.31	0.67	
Seagrass	Pulte	DB		DTMU	276	0	2	5	0	0	5	5	0.33	0.56	
Parkside	Richmond American	BT		DTMU	34	3	5	22	3	0	18	5	0.43	0.56	
Orchard Trails	Shea	BT		DTMU	78	3	3	26	1	0	61	6	0.50	0.67	
TOTALS: No. Reporting: 7			Avg. Sales: 1.43		Traffic to Sales: 10 : 1				36	113	11	1	407	42	Net: 10
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley, DB = Discovery Bay															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11										
Sonoma and Napa Counties Sonoma, Napa Counties					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	0.47	0.00	
Artisan at Watson Ranch	DR Horton	AC		DTMU	98	3	3	1	1	0	90	20	1.34	2.22	
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	8	7	10	2	0	60	15	1.22	1.67	
Willow at University District	DR Horton	RP		DTMU	128	0	1	20	2	0	117	15	1.12	1.67	
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	3	6	0	0	66	3	0.49	0.33	
Seasons at University District	Richmond American	RP		DTMU	52	0	5	4	0	0	42	3	0.40	0.33	
Meadow Creek II	Ryder	SR		DTMU	31	1	7	5	2	0	24	3	0.53	0.33	
Riverfront	TRI Pointe	PET	Rsv's	DTMU	134	2	5	9	1	0	107	2	0.62	0.22	
Kerry Ranch	W Marketing	SR		DTMU	30	0	2	N/A	0	0	28	0	0.34	0.00	
Paseo Vista	W Marketing	SR		DTST	128	0	2	N/A	0	0	71	3	0.21	0.33	
Portello	W Marketing	WD		DTMU	68	0	1	N/A	0	0	37	2	0.45	0.22	
TOTALS: No. Reporting: 8		Avg. Sales: 1.00			Traffic to Sales: 7 : 1				37	59	8	0	677	66	
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	Rsv's	ATMU	80	0	5	9	1	1	65	8	0.49	0.89	
The Strand	Trumark	SN		DTMU	32	0	9	9	1	0	23	6	0.19	0.67	
TOTALS: No. Reporting: 2		Avg. Sales: 0.50			Traffic to Sales: 9 : 1				14	18	2	1	88	14	
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	Rsv's	ATMU	54	0	2	25	1	0	44	9	0.28	1.00	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 25 : 1				2	25	1	0	44	9	
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	7	15	1	0	49	7	0.48	0.78	
TOTALS: No. Reporting: 1		Avg. Sales: 1.00			Traffic to Sales: 15 : 1				7	15	1	0	49	7	
City Codes: FC = Foster City															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 19										
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	Avg. Sls /Week	Avg. Sls /YTD	
Moonstone	Brookfield	MH		ATMU	86	0	9	2	1	0	1	1	0.23	0.23	
Sundance	Brookfield	MH		ATMU	34	0	8	6	0	0	0	0	0.00	0.00	
Summerstone	DR Horton	GL		DTST	29	4	5	8	1	0	17	12	0.77	1.33	
Lavender	Landsea	SV	Rsv's	ATMU	128	0	6	22	0	1	115	18	0.93	2.00	
Bellflower at Cadence	Lennar	GL		DTMU	18	0	2	10	1	1	0	0	0.00	0.00	
Briarwood at Cadence	Lennar	GL		DTMU	54	0	2	26	1	0	1	1	0.44	0.44	
Avenue at Central	Pulte	SJ		ATMU	158	3	6	22	2	0	32	18	1.27	2.00	
Gateway at Central	Pulte TSO	SJ		ATMU	72	0	TSO	0	0	0	25	0	0.27	0.00	
Plaza at Central	Pulte	SJ		ATMU	90	0	5	22	0	0	69	11	0.87	1.22	
The Elms	Pulte	ST		ATMU	90	4	4	12	2	0	6	4	0.26	0.44	
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	7	20	0	0	53	0	0.39	0.00	
Bellaterra - Flats	SummerHill	LG		ATMU	80	0	8	20	0	0	72	6	0.49	0.67	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	7	20	0	0	71	7	0.49	0.78	
Verano	SummerHill	MV		ATMU	115	0	6	18	2	0	86	15	1.14	1.67	
Arroyo Village	Taylor Morrison	CP		ATMU	88	7	12	17	2	0	34	14	0.89	1.56	
Blueprint	Taylor Morrison	SC		ATMU	48	1	10	5	2	0	16	16	12.44	12.44	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	3	16	0	0	16	3	0.43	0.33	
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	4	6	11	2	0	32	5	0.38	0.56	
Jasper	Trumark	MH		ATMU	101	0	13	17	0	0	62	8	0.58	0.89	
TOTALS: No. Reporting: 19		Avg. Sales: 0.74			Traffic to Sales: 17 : 1				119	274	16	2	708	139	Net: 14

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

Monterey, Santa Cruz, San Benito Monterey, Santa Cruz, San Benito Counties					Projects Participating: 7										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Promontory at Ridgemark	Century	HO		DTMU	90	0	2	22	1	0	57	10	0.74	1.11	
Brighton at Fairview (Courtyards)	KB Home	HO		DTMU	72	3	6	6	2	0	6	5	0.33	0.56	
Highgrove at Fairview (SFD)	KB Home	HO		DTMU	138	7	5	38	3	0	35	15	0.87	1.67	
Serenity V	Legacy	HO		DTMU	36	3	4	14	0	0	23	5	0.35	0.56	
Elderberry	Lennar	HO		DTMU	66	0	2	17	2	0	49	11	0.72	1.22	
Laurel	Lennar	HO		DTMU	67	3	4	17	2	0	51	13	0.75	1.44	
Enclave, The	Shea	SS		DTMU	61	0	3	0	1	0	52	2	0.36	0.22	
TOTALS: No. Reporting: 7		Avg. Sales: 1.57			Traffic to Sales: 10 : 1				26	114	11	0	273	61	Net: 11

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	Avg. Sls /Week	Avg. Sls /YTD	
Cascade at Waterstone	TRI Pointe	VL		DTMU	185	0	3	24	2	0	59	5	1.28	0.56	
TOTALS: No. Reporting: 1		Avg. Sales: 2.00			Traffic to Sales: 12 : 1				3	24	2	0	59	5	Net: 2

City Codes: VL = Vallejo

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
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. Sls /Week	Av. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	5	6	1	0	29	2	0.30	0.22
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	6	6	1	0	30	3	0.31	0.33
Meridian	Century	SU		DTMU	71	0	3	16	1	0	4	1	0.20	0.11
Monte Verde	Century	FF		DTMU	124	4	4	14	1	0	104	9	1.14	1.00
Luminescence at Liberty	DeNova	RV		AASF	311	0	9	11	2	0	134	12	0.97	1.33
Iris at The Villages	DR Horton	FF		DTMU	119	0	3	20	2	0	65	13	1.00	1.44
Violet at Homestead	DR Horton	DX		DTST	70	0	3	7	0	0	10	5	0.81	0.56
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	3	5	3	1	0	43	10	0.50	1.11
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	6	4	6	3	0	44	11	0.52	1.22
Sagebrush at Magnolia Park	KB Home TSO	VC		DTMU	63	0	TSO	9	2	0	22	9	0.87	1.00
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	3	5	23	1	0	17	8	0.67	0.89
Wildhawk at Roberts Ranch	KB Home	VC		DTMU	88	0	4	0	0	0	84	2	0.69	0.22
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	0	4	19	1	0	12	7	0.79	0.78
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	111	0	4	9	1	1	67	7	0.67	0.78
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	3	4	0	0	53	5	0.52	0.56
Foxboro Knolls	Pulte	VC		DTMU	58	5	3	14	4	0	14	14	1.92	1.92
Orchards at Valley Glen III	Richmond American	DX		DTMU	80	0	4	16	0	0	59	4	0.46	0.44
Seasons at Homestead	Richmond American	DX		DTMU	85	3	6	15	2	0	52	6	0.52	0.67
Sutton at Parklane	Richmond American	DX		DTMU	121	0	3	7	0	0	97	8	0.63	0.89
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	5	10	0	0	8	2	0.22	0.22
Splash at One Lake	TRI Pointe	FF		DTMU	104	2	4	10	1	0	93	8	0.59	0.89
TOTALS: No. Reporting: 21		Avg. Sales: 1.10			Traffic to Sales: 9 : 1				87	225	24	1	1041	146
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 106						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 103		Avg. Sales: 0.92		Traffic to Sales: 14 : 1	512	1477	103	8	5724
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								



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

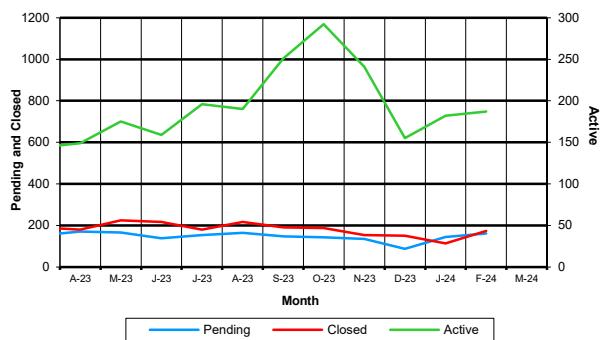
San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jul-23	196	31	154	17	967,776
Aug-23	190	36	164	16	970,602
Sep-23	251	31	148	19	1,011,696
Oct-23	292	35	143	21	984,996
Nov-23	241	47	135	29	939,682
Dec-23	155	64	87	28	912,755
Jan-24	182	44	144	23	907,860
Feb-24	187	40	162	20	921,672



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



San Jose Metro SFD Monthly MLS Survey

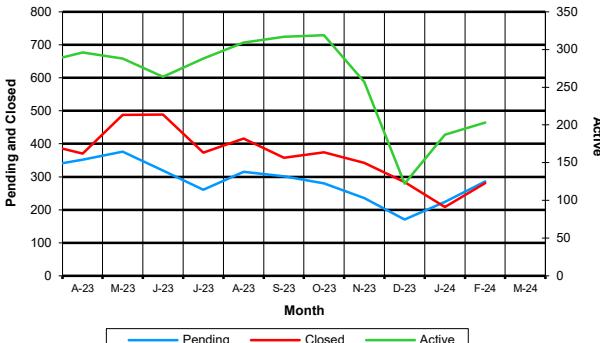
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jul-23	288	45	261	16	1,774,713
Aug-23	309	40	315	17	1,764,333
Sep-23	317	43	301	16	1,831,146
Oct-23	319	45	280	17	1,798,477
Nov-23	257	45	236	18	1,673,093
Dec-23	122	62	171	22	1,720,219
Jan-24	187	32	224	16	1,729,724
Feb-24	203	29	286	12	1,740,358

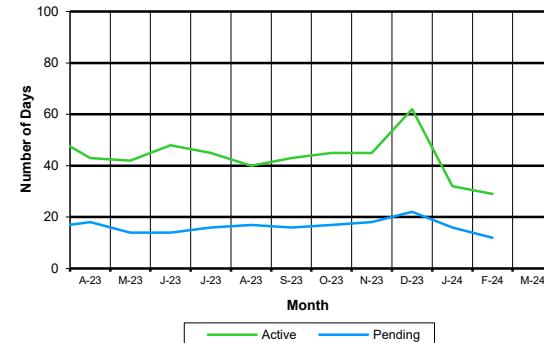
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET





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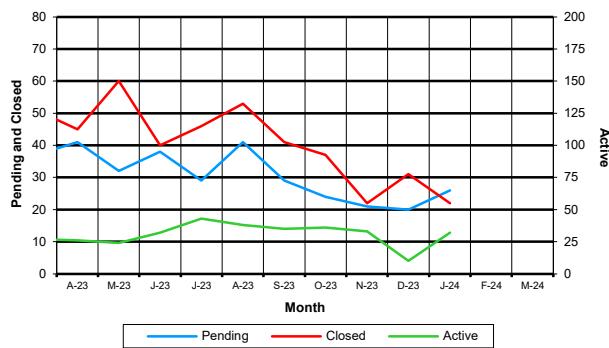
Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

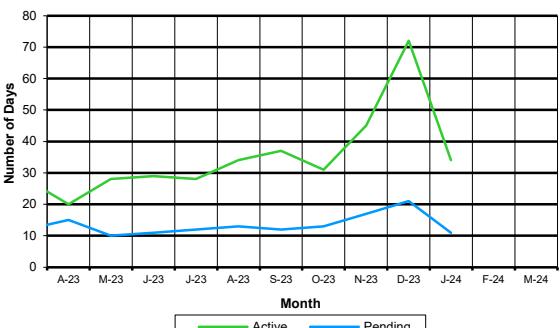
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Jul-23	43	28	29	12	46	820,930
Aug-23	38	34	41	13	53	920,098
Sep-23	35	37	29	12	41	910,667
Oct-23	36	31	24	13	37	915,390
Nov-23	33	45	21	17	22	936,790
Dec-23	10	72	20	21	31	863,381
Jan-24	32	34	26	11	22	816,678
Feb-24	31	34	35	15	40	815,642



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

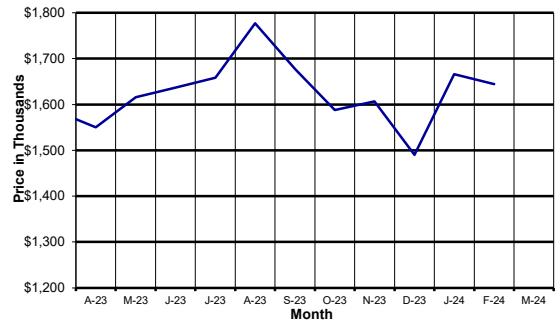


Amador Valley SFD Monthly MLS Survey

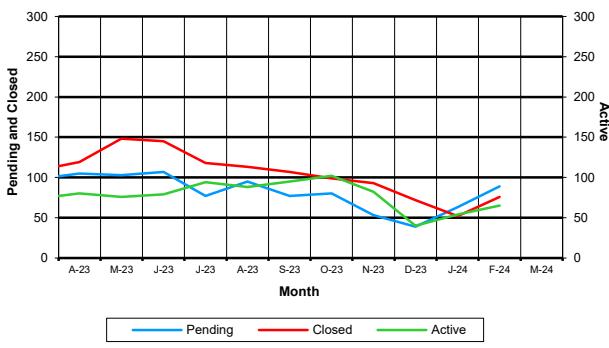
Dublin, Livermore & Pleasanton

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Jan-24	54	46	63	16	52	1,665,783
Feb-24	65	30	89	15	76	1,644,646

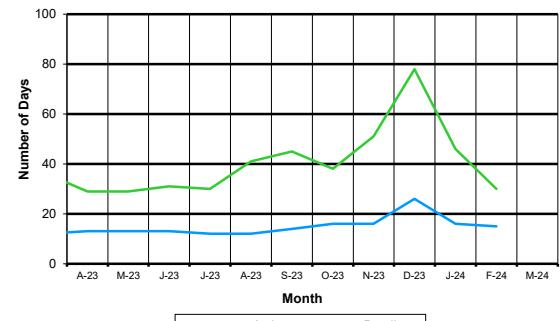
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



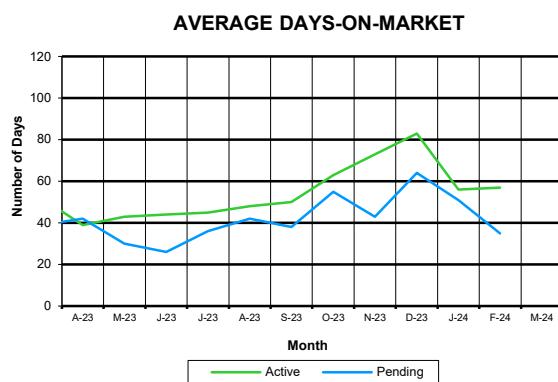


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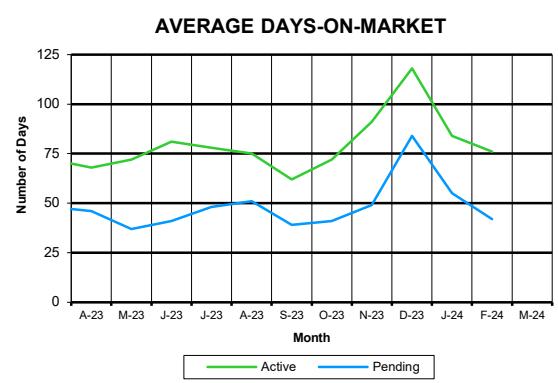
Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jul-23	192	45	35	36	628,518
Aug-23	195	48	42	42	660,545
Sep-23	222	50	41	38	586,768
Oct-23	209	63	28	55	583,555
Nov-23	139	73	26	43	646,134
Dec-23	102	83	22	64	611,760
Jan-24	146	56	28	51	701,050
Feb-24	179	57	28	35	730,051



San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
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
Jan-24	604	84	155	55	144	1,551,337
Feb-24	713	76	178	42	219	1,487,284



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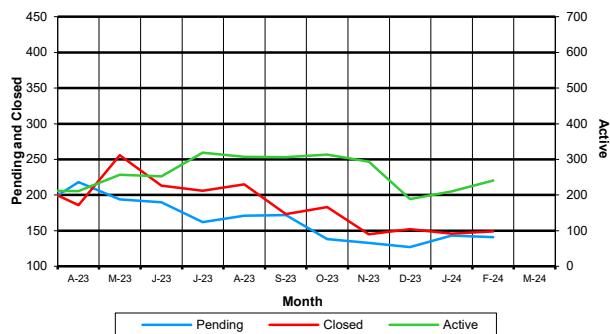
E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg

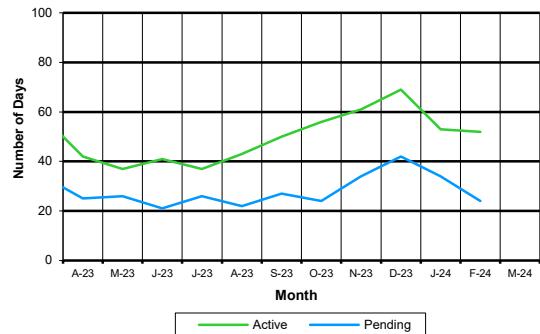
Month	Active DOM	Pend.	DOM	Clsd.	Avg. Price	
Jul-23	319	37	162	26	206	726,365
Aug-23	307	43	171	22	215	699,262
Sep-23	306	50	172	27	173	680,314
Oct-23	313	56	138	24	183	679,450
Nov-23	294	61	133	34	145	680,744
Dec-23	189	69	127	42	152	696,638
Jan-24	210	53	143	34	146	703,620
Feb-24	241	52	141	24	149	718,866



ACTIVE, PENDING, AND CLOSED SALES



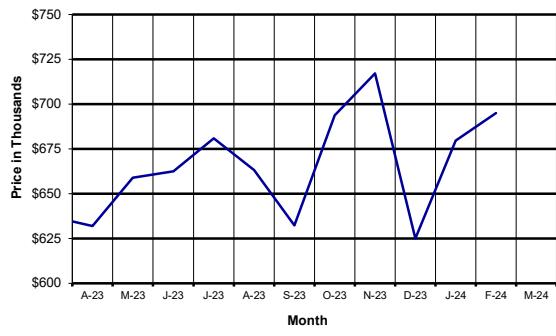
AVERAGE DAYS-ON-MARKET



Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active DOM	Pend.	DOM	Clsd.	Avg. Price	
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
Jan-24	166	63	93	41	95	679,664
Feb-24	172	50	115	42	86	695,121

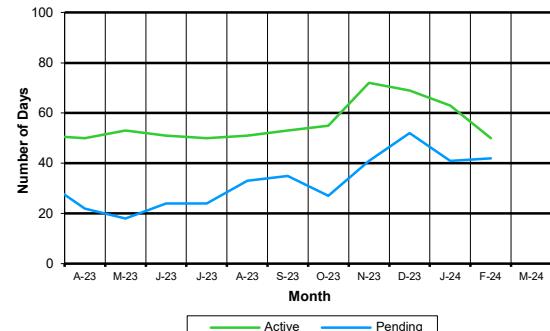
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



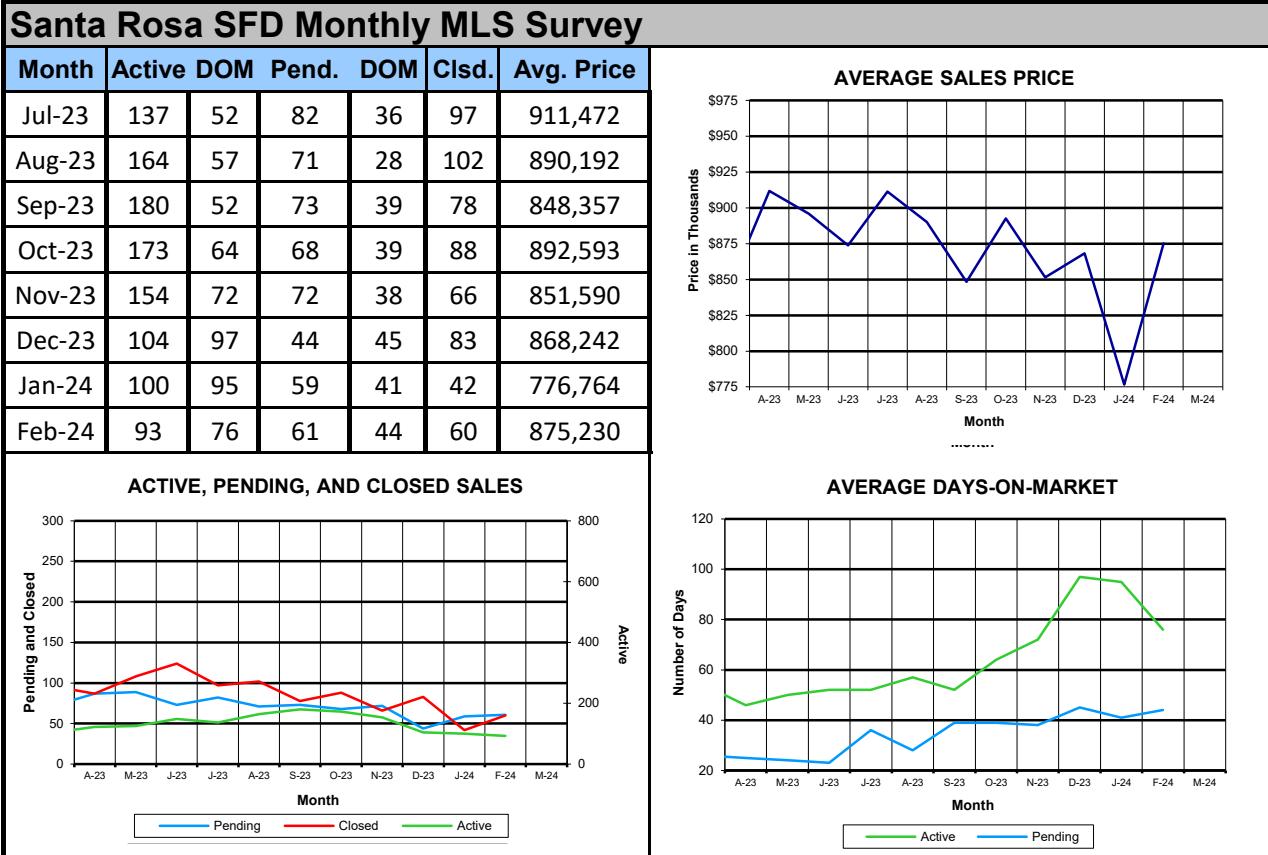
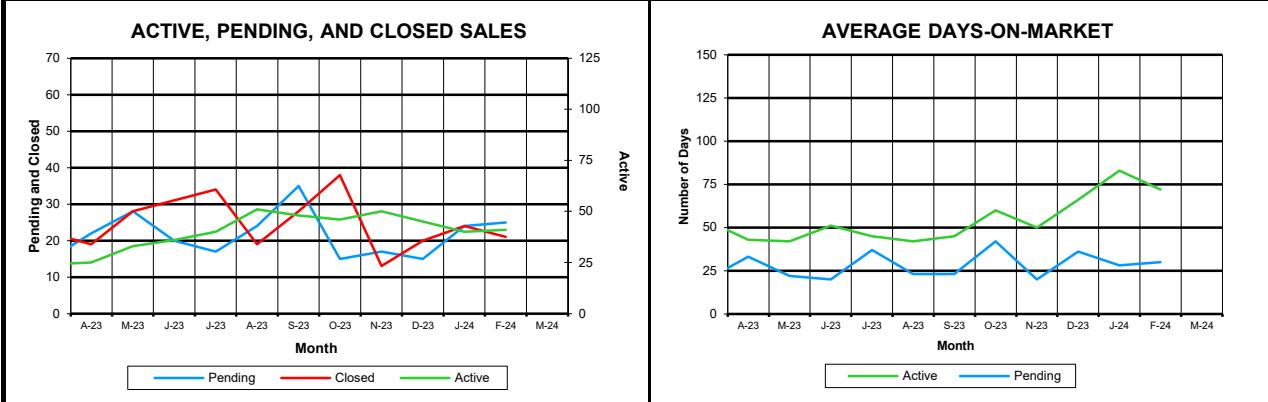


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Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price	
Jul-23	40	45	17	37	585,594
Aug-23	51	42	24	23	652,983
Sep-23	48	45	35	23	535,259
Oct-23	46	60	15	42	590,770
Nov-23	50	50	17	20	540,769
Dec-23	45	66	15	36	639,174
Jan-24	40	83	24	28	636,416
Feb-24	41	72	25	30	516,971



THE RYNES REPORT

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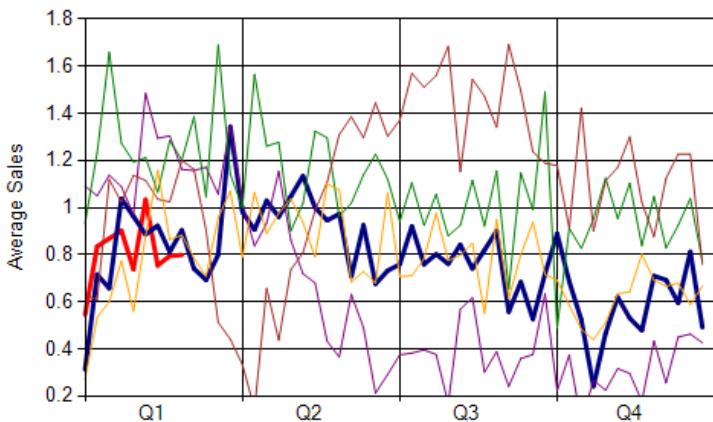
Central Valley

Week 9

Ending: Sunday, March 3, 2024

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		10	63	8	1	7	0.70	0.63	12%	0.63	10%	
San Joaquin County		45	810	39	7	32	0.71	0.82	-13%	0.80	-11%	
Stanislaus County		13	105	10	2	8	0.62	0.65	-6%	0.62	-1%	
Merced County		8	70	9	3	6	0.75	0.97	-23%	0.92	-18%	
Madera County		11	82	10	0	10	0.91	0.87	4%	0.65	41%	
Fresno County		32	470	38	6	32	1.00	0.83	21%	0.75	33%	
Current Week Totals	Traffic : Sales	14 : 1	119	1600	114	19	95	0.80	0.81	-1%	0.75	6%
Per Project Average				13	0.96	0.16	0.80					
Year Ago - 03/05/2023	Traffic : Sales	14 : 1	104	1473	105	11	94	0.90	0.81	12%	0.65	38%
% Change			14%	9%	9%	73%	1%	-12%	0%		15%	

52 Weeks Comparison



Year to Date Averages Through Week 9

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2019	75	20	0.86	0.14	0.73	0.77
■	2020	85	31	1.15	0.16	0.99	1.11
■	2021	99	21	1.35	0.12	1.23	1.09
■	2022	101	18	1.35	0.17	1.18	0.64
■	2023	104	14	0.96	0.15	0.81	0.77
■	2024	120	13	0.91	0.10	0.81	0.81
% Change:		16%	-12%	-5%	-32%	0%	4%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	
	6.75%	6.80%	The housing market appears to be headed for recovery this year- assuming the Federal Reserve moves to cut interest rates as investors anticipate. That raises the question for the country's biggest homebuilders. Is it time to pull back on a popular incentive that many have offered to sweeten the deal for buyers in a tough market? Over the past two years as the Fed raised rates, many builders leaned heavily on mortgage rate buydowns, where they cover a portion of the interest rate, usually a percentage point or two - that buyers pay on a loan for a specified period of time. The move to aid buyers, especially those purchasing a home for the first time, has squeezed builder profit margins despite helping to boost their sales. Builders' reluctance to abandon incentives could stem from fear of being the first mover, one analyst says. "There is a reticence to pull back on incentives unless everyone is, because the fear is if you're first and you lose sales elasticity, then you're just going to have to put those incentives right back on," said Carl Reichardt, managing director and homebuilding analyst at BTIG. Fifty-eight percent of builders reported offering some form of an incentive in February, down from 62% in January and the lowest share since last August, according to the NAHB. Source: Dani Romero Yahoo Finance
FHA	6.75%	7.27%	
10 Yr Yield	4.22%		
			

The Ryness Report

Week Ending
Sunday, March 3, 2024

Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 10										
Tracy Tracy/Mountain House					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	
Amethyst at Tracy Hills	Lennar	TH		ATMU	132	0	2	0	0	0	124	13	1.12	1.44	
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	4	5	0	0	10	10	1.94	1.94	
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	3	4	3	2	0	41	6	0.70	0.67	
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	3	3	5	2	0	37	2	0.63	0.22	
Hillview	Lennar	TH		DTMU	214	0	5	1	1	0	92	5	1.01	0.56	
Parklin at Tracy Hills	Lennar	TH		DTMU	69	0	2	3	1	0	54	2	0.71	0.22	
Parson Place at Creekside	Lennar	MH		ATMU	144	0	4	5	0	0	7	7	1.36	1.36	
Sunhaven at Tracy Hills	Lennar	TH		DTMU	64	3	3	3	2	0	55	2	0.76	0.22	
Bergamo at Mountain House	Shea	MH		DTMU	137	0	2	13	0	0	135	0	0.87	0.00	
Langston at Mountain House	Shea	MH		ATMU	302	3	6	25	0	1	242	7	1.13	0.78	
TOTALS: No. Reporting: 10			Avg. Sales: 0.70		Traffic to Sales: 8 : 1				35	63	8	1	797	54	Net: 7
City Codes: TH = Tracy Hills, MH = Mountain House															

San Joaquin Stockton/Lodi					Projects Participating: 6										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
The Preserve at Creekside	KB Home	SK		DTMU	128	3	5	46	1	0	41	9	0.80	1.00	
Keys II at Westlake	Lennar	SK		DTMU	86	3	6	5	0	0	40	9	0.59	1.00	
Shoreside at Westlake	Lennar	SK		DTMU	99	0	4	5	0	1	36	5	0.62	0.56	
Waterside at Westlake	Lennar	SK		DTMU	92	2	5	5	0	0	35	6	0.66	0.67	
Autumn Trails at Westlake	Richmond American	SK		DTMU	112	0	7	8	1	1	64	9	0.61	1.00	
Summers Bend at Westlake	Richmond American	SK		DTMU	96	0	5	7	0	1	66	12	0.64	1.33	
TOTALS: No. Reporting: 6			Avg. Sales: -0.17		Traffic to Sales: 38 : 1				32	76	2	3	282	50	Net: -1
City Codes: SK = Stockton															

The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 39													
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. Sls /Week	Av. Sls /YTD				
Griffin Park	Atherton	MN		DTMU	267	0	5	48	5	1	225	17	1.63	1.89				
Indigo at Stanford Crossing	DR Horton	LP		DTMU	87	0	1	7	0	0	84	10	1.42	1.11				
Sparrow at Stanford Crossing	DR Horton	LP	New	DTMU	89	6	3	35	3	0	3	3	10.50	10.50				
Yosemite Greens	DR Horton TSO	MN		DTMU	99	0	TSO	0	0	0	87	0	1.09	0.00				
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	4	4	11	1	0	62	13	0.72	1.44				
Skye at River Islands	Kiper	LP		DTMU	115	2	5	41	0	0	100	13	0.82	1.44				
Chelsey at The Trails	Lennar	MN		DTMU	100	0	3	8	1	0	28	9	1.15	1.00				
Howden at The Trails	Lennar	MN		DTMU	103	5	5	8	3	0	22	16	0.91	1.78				
Arbor Bend - Cypress	Meritage	MN		DTMU	175	0	4	2	0	0	165	0	1.04	0.00				
Arbor Bend - Hawthorn	Meritage	MN		DTMU	212	0	5	23	0	0	133	4	1.04	0.44				
Arbor Bend- Linden	Meritage	MN		DTMU	268	0	6	4	0	0	165	0	1.04	0.00				
Amber at Oakwood Trails	Pulte	MN		DTMU	97	5	6	13	2	0	10	10	2.33	2.33				
Laguna at River Islands	Pulte	LP		DTMU	110	4	4	1	2	0	100	11	0.83	1.22				
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	6	7	16	3	0	10	10	2.33	2.33				
The Shores at River Islands	Pulte	LP		DTMU	23	0	4	47	1	0	10	10	3.04	3.04				
Willow at Oakwood Trails	Pulte	MN		DTMU	92	4	6	23	4	1	10	10	2.33	2.33				
Artisan at Griffin Park	Raymus	MN	Rsv's	DTMU	80	0	5	34	1	2	6	5	0.53	0.56				
The Strand Collection	Raymus	MN		DTMU	56	2	5	37	2	0	30	12	1.35	1.33				
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	3	27	1	0	47	6	0.48	0.67				
Encore at Stanford Crossing	Richmond American	LP		DTMU	104	0	5	2	0	0	99	0	0.72	0.00				
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	4	3	0	0	10	7	0.26	0.78				
Magnolia at Arbor Bend	Richmond American	MN		DTMU	52	4	4	6	1	0	44	4	0.45	0.44				
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	3	15	0	0	64	4	0.58	0.44				
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	3	25	0	0	23	6	0.60	0.67				
Villa Ticino	Richmond American	MN		DTMU	100	0	6	8	0	0	14	3	0.40	0.33				
Oakwood Trails- Juniper	Taylor Morrison	MN		DTMU	110	6	5	45	1	0	31	16	1.79	1.78				
Oakwood Trails- Poppy	Taylor Morrison	MN		DTMU	133	5	4	45	2	0	33	14	1.91	1.56				
Oakwood Trails- Sage	Taylor Morrison	MN		DTMU	113	6	7	45	0	0	28	12	1.62	1.33				
Waypointe at River Islands	The New Home Co	LP		DTMU	94	0	1	10	0	0	93	3	0.73	0.33				
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	3	16	0	0	44	6	0.50	0.67				
The Cove at River Islands	TRI Pointe	LP	Rsv's	DTMU	77	3	5	28	1	0	66	10	0.63	1.11				
Avalon at River Islands	Trumark	LP		DTMU	57	0	1	7	0	0	56	3	0.50	0.33				
Dawn at The Collective	Trumark	MN		AASF	76	0	6	4	0	0	19	1	0.19	0.11				
Origin at The Collective 2.0	Trumark	MN		DTMU	41	0	4	3	0	0	0	0	0.00	0.00				
Vida at The Collective	Trumark	MN		AASF	103	0	4	6	0	0	37	2	0.35	0.22				
Hideaway II at River Islands	Van Daele	LP		ATST	108	6	5	35	2	0	51	9	0.56	1.00				
Veranda II at River Island	Van Daele	LP		DTMU	40	0	1	38	1	0	39	12	0.81	1.33				
Avendale	Warmington	MN		DTMU	49	0	1	2	0	0	48	2	0.94	0.22				
Vintage II	Windward Pacific	MN		DTMU	68	0	13	6	0	0	55	2	0.38	0.22				
TOTALS: No. Reporting: 39			Avg. Sales: 0.85		Traffic to Sales: 20 : 1				166	734	37	4	2151	275				
City Codes: MN = Manteca, LP = Lathrop																		
Net: 33																		

The Ryness Report

Week Ending
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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 12										
Stanislaus Stanislaus County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Grasslands at Countryside	DR Horton	RB		DTMU	34	4	4	4	1	0	22	10	1.14	1.11	
Heritage Collection	DR Horton	RB		DTMU	47	3	7	17	2	2	5	5	1.17	1.17	
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	50	4	5	22	2	0	8	8	3.50	3.50	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMU	150	0	4	6	2	0	133	9	0.95	1.00	
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	3	9	1	0	14	5	0.24	0.56	
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	1	4	0	0	26	6	0.66	0.67	
Heritage at Parkwood	KB Home	HG		DTMU	50	0	3	7	0	0	6	3	0.35	0.33	
Orchards at Parkwood	KB Home	HG		DTMU	299	4	4	12	1	0	14	10	0.81	1.11	
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	4	8	1	0	14	6	0.55	0.67	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	2	0	0	0	186	2	0.92	0.22	
T Street Customs	SCM	NW		DTMU	10	0	2	2	0	0	8	2	0.10	0.22	
The Meadowlands	Windward Pacific	OD		DTMU	62	0	18	9	0	0	12	2	0.11	0.22	
TOTALS: No. Reporting: 12			Avg. Sales: 0.67		Traffic to Sales: 10 : 1				57	100	10	2	448	68	Net: 8

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	5	0	0	54	3	0.58	0.33	
TOTALS: No. Reporting: 1			Avg. Sales: 0.00		Traffic to Sales: N/A				4	5	0	0	54	3	Net: 0

City Codes: KY = Keyes

Merced County Merced County					Projects Participating: 12										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Crest View	Century	MD		DTMU	104	0	3	10	2	0	7	7	1.36	1.36	
Silhouette at Sunrise Ranch	Century	LB		DTMU	95	0	9	6	1	1	86	4	0.81	0.44	
Lantana	DR Horton	MD		DTMU	99	2	3	14	2	1	66	15	1.01	1.67	
Newcastle II	DR Horton	MD		DTMU	34	2	2	10	2	0	10	10	2.33	2.33	
Pacheco Pointe III	DR Horton	LB		DTST	81	0	5	16	1	1	35	16	1.33	1.78	
Pacheco Pointe IV	DR Horton TSO	LB		DTMU	63	0	TSO	7	1	0	9	9	2.10	2.10	
Stoneridge South III	DR Horton TSO	MD		DTMU	64	0	TSO	0	0	0	62	0	1.01	0.00	
The Pointe at Stonecreek	Legacy	LB		DTMU	109	0	4	7	0	0	57	6	0.43	0.67	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	0	1	N/A	0	0	75	6	0.60	0.67	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	2	N/A	0	0	149	7	0.63	0.78	
Southpointe	Stonefield Home	LB		DTST	36	0	5	N/A	0	0	16	12	1.42	1.33	
Villas II, The	Stonefield Home	LB		DTST	191	0	4	N/A	0	0	106	1	0.65	0.11	
TOTALS: No. Reporting: 8			Avg. Sales: 0.75		Traffic to Sales: 8 : 1				38	70	9	3	678	93	Net: 6

City Codes: MD = Merced, LB = Los Banos

The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 11										
Madera County Madera County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Omni	Century	MDA		DTMU	61	0	4	18	1	0	51	8	0.66	0.89	
Pecan Square	DR Horton	MDA		DTMU	112	0	3	3	1	0	105	20	1.74	2.22	
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	3	11	0	0	38	12	0.51	1.33	
Riverstone - Choral Series	Lennar	MDA		DTMU	107	7	4	2	2	0	8	8	1.10	1.10	
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	1	16	0	0	107	0	0.66	0.00	
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	3	2	0	0	6	6	0.82	0.82	
Riverstone - Skye	Lennar	MDA		DTMU	81	5	4	2	2	0	17	14	0.56	1.56	
Riverstone - Surf	Lennar	MDA		DTMU	46	0	2	2	1	0	8	5	0.30	0.56	
Riverstone - Treasures	Lennar	MDA		DTST	25	0	1	0	0	0	5	5	1.13	1.13	
Encore at Riverstone	Woodside	MDA		DTMU	95	4	6	13	1	0	27	1	0.17	0.11	
Ovation at Riverstone	Woodside	MDA		DTMU	145	3	5	13	2	0	56	7	0.34	0.78	
TOTALS: No. Reporting: 11			Avg. Sales: 0.91		Traffic to Sales: 8 : 1				36	82	10	0	428	86	Net: 10

City Codes: MDA = Madera

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 32									
Fresno County Fresno County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century	REE		DTMU	182	0	5	5	2	0	101	6	0.81	0.67
Trellises	Century	FR		DTMU	149	0	3	5	1	0	3	3	0.58	0.58
Serenade	DR Horton	SAN		DTMU	129	0	2	14	3	1	36	7	0.81	0.78
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	0	0	0	126	0	0.49	0.00
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	3	11	0	0	58	9	0.52	1.00
Centrella Estates	KB Home	FR		DTMU	74	5	7	20	3	1	48	6	0.97	0.67
Centrella Villas	KB Home	FR		DTMU	107	0	4	13	1	0	83	16	0.98	1.78
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	3	12	1	0	34	8	0.72	0.89
Cielo Ranch 6000s	KB Home	CV		DTMU	89	5	6	13	2	0	32	11	0.76	1.22
Legacy at Highland	KB Home	CV		DTMU	42	0	2	4	1	0	38	5	0.60	0.56
Catalina Park - Surf	Lennar	FR		DTMU	83	5	6	2	2	0	68	12	1.07	1.33
Corinthalyn- Orchard	Lennar	CV		DTMU	128	0	4	3	2	2	16	9	1.12	1.00
Corinthalyn- Surf	Lennar	CV		DTMU	75	3	5	3	1	0	26	12	1.42	1.33
Corinthalyn- Treasures	Lennar	CV		ATST	67	0	3	0	0	0	11	8	0.90	0.89
Ellingsworth- Choral Series	Lennar	CV		DTMU	86	0	4	30	1	0	35	6	1.00	0.67
Heirloom Ranch- Orchard Series	Lennar	FR		DTST	66	0	2	0	0	0	51	11	1.53	1.22
Heritage Grove - Choral Series III	Lennar	CV		DTMU	55	4	6	3	1	1	9	4	0.29	0.44
Heritage Grove - Orchard III	Lennar	CV		DTMU	15	0	3	3	1	0	12	6	0.41	0.67
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	4	6	3	1	0	12	5	0.36	0.56
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMU	124	3	6	82	1	0	80	10	1.66	1.11
Juniper Hills- Solana	Lennar	FR		DTST	77	0	4	0	0	0	67	1	1.13	0.11
Juniper Hills- Surf	Lennar	FR		DTMU	102	3	7	105	2	0	77	4	1.26	0.44
Juniper Hills- Treasures	Lennar	FR		DTST	46	0	3	0	0	0	11	6	0.83	0.67
Kintsu Square - Choral Series	Lennar	FR		DTMU	84	4	6	5	2	1	28	17	1.62	1.89
Kintsu Square - Orchard Series	Lennar	FR		DTMU	83	5	4	5	3	0	24	20	1.95	2.22
Canyon Ridge at The Preserve	Woodside	FT		DTMU	59	0	6	10	0	0	3	3	0.08	0.33
Cottonwood Creek at The Preserve	Woodside	FT		DTMU	121	0	2	11	0	0	5	0	0.11	0.00
Ivy Gate at Farmstead	Woodside	CV		DTMU	113	3	5	39	0	0	63	0	0.33	0.00
Red Porch at Farmstead	Woodside	CV		DTMU	55	0	2	39	1	0	51	6	0.27	0.67
Somerset Crossing	Woodside	FO		ATST	99	3	7	5	0	0	67	5	0.43	0.56
Springs at Brooklyn Trail	Woodside	FR		DTMU	115	3	4	9	2	0	110	15	0.58	1.67
Woodlands at Brooklyn Trail	Woodside	FR		DTMU	100	4	5	16	4	0	66	9	0.35	1.00
TOTALS: No. Reporting: 32	Avg. Sales: 1.00	Traffic to Sales: 12 : 1			141	470	38	6	1451	240	Net: 32			

City Codes: REE = Reedley, FR = Fresno, SAN = Sanger, FO = Fowler, CV = Clovis, FT = Friant

Central Valley					Projects Participating: 123									
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales			
GRAND TOTALS: No. Reporting: 119	Avg. Sales: 0.80	Traffic to Sales: 14 : 1			509	1600	114	19	6289	869	Net: 95			
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													

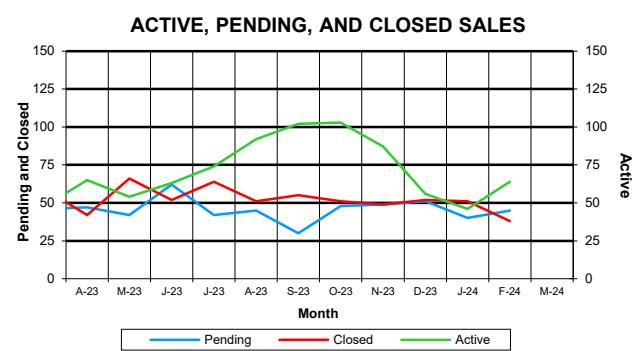


The Ryness Company

Marketing Research Department

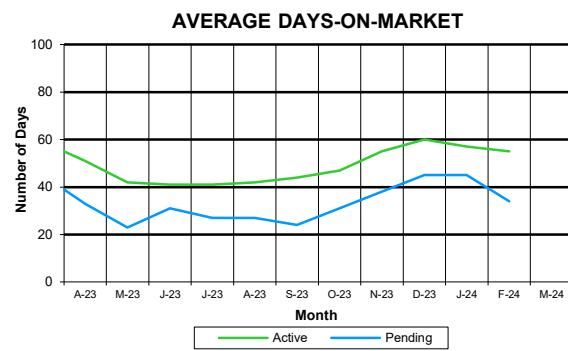
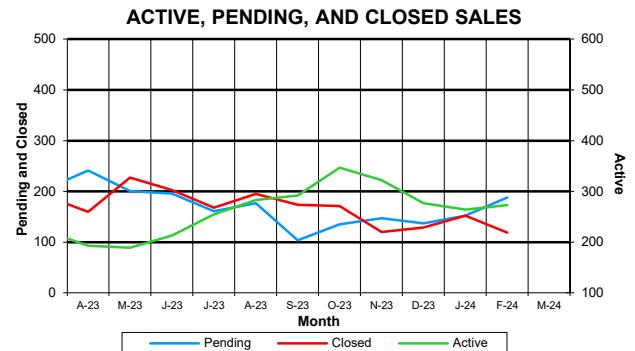
Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	46	44	40	40	51	707,687
Feb-24	64	31	45	16	38	783,972



Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	264	57	152	45	152	468,208
Feb-24	273	55	188	34	119	456,116



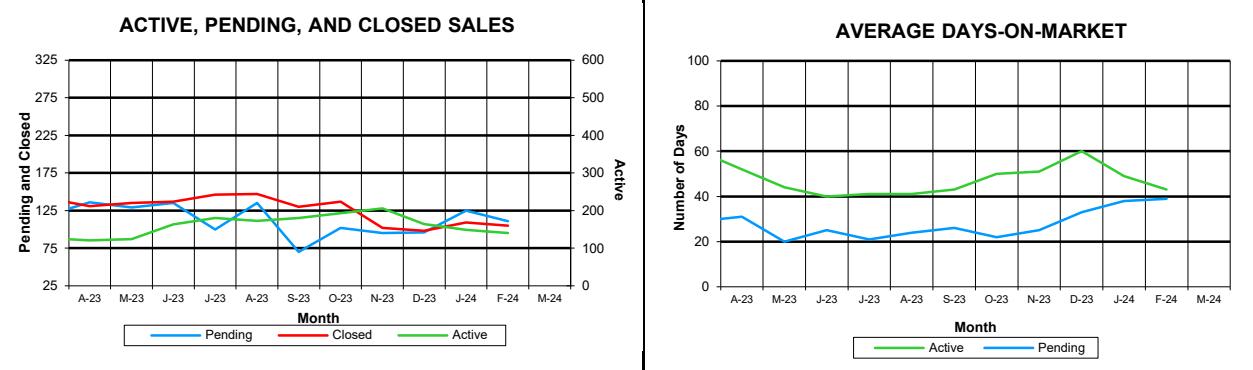


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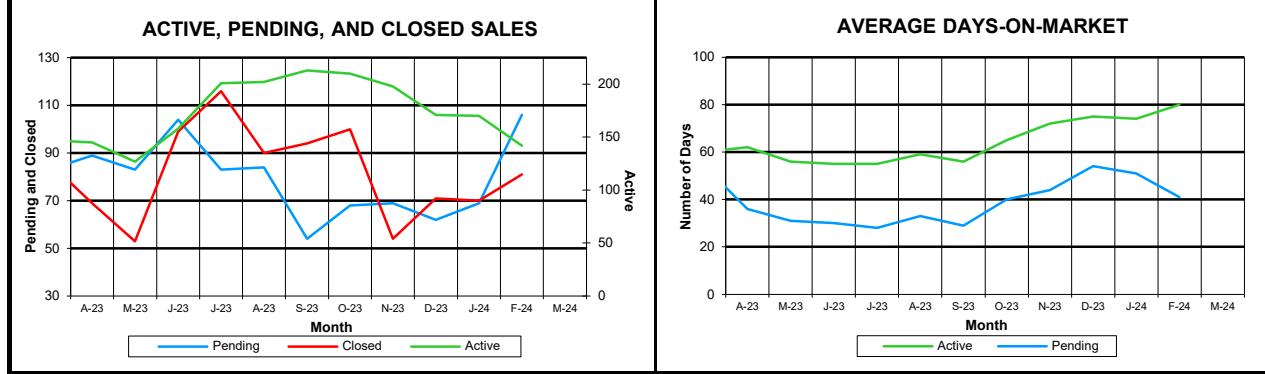
Marketing Research Department

Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	149	49	125	38	109	470,351
Feb-24	140	43	111	39	105	481,699



Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	170	74	69	51	70	392,231
Feb-24	142	80	106	41	81	413,901



THE RYNESS REPORT

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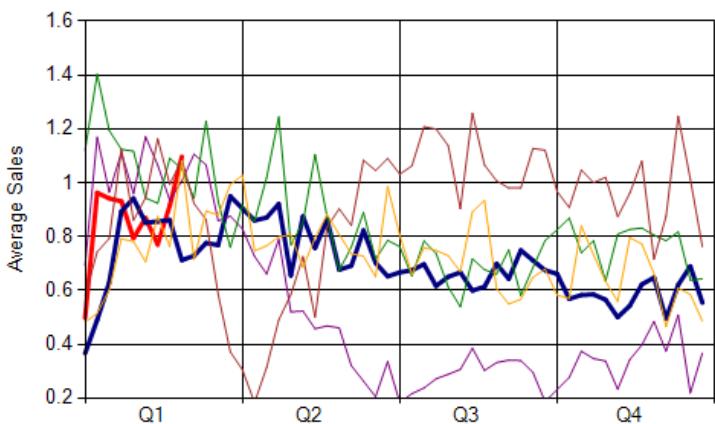
Sacramento

Week 9

Ending: Sunday, March 3, 2024

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
South Sacramento		39	659	51	0	51	1.31	0.95	38%	0.84	55%	
Central & North Sacramento		32	241	17	1	16	0.50	0.56	-10%	0.53	-6%	
Folsom		14	271	27	2	25	1.79	1.02	76%	0.84	112%	
El Dorado		11	122	2	1	1	0.09	0.65	-86%	0.64	-86%	
Placer & Nevada		65	1046	89	11	78	1.20	0.90	33%	0.76	58%	
Yolo		9	93	16	1	15	1.67	1.28	30%	1.08	54%	
Amador County		1	16	0	0	0	0.00	0.22	-100%	0.23	-100%	
Northern Counties		15	135	19	1	18	1.20	0.96	25%	0.76	58%	
Current Week Totals	Traffic : Sales	12 : 1	186	2583	221	17	204	1.10	0.86	27%	0.75	47%
Per Project Average				14	1.19	0.09	1.10					
Year Ago - 03/05/2023	Traffic : Sales	15 : 1	184	2508	164	33	131	0.71	0.73	-3%	0.61	17%
% Change			1%	3%	35%	-48%	56%	54%	18%		23%	

52 Weeks Comparison



Year to Date Averages Through Week 9

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	137	22	0.83	0.10	0.73	0.73
■	2020	138	25	1.02	0.10	0.92	0.89
■	2021	154	21	1.20	0.09	1.11	0.85
■	2022	168	19	1.15	0.14	1.01	0.52
■	2023	187	15	0.88	0.15	0.73	0.70
■	2024	188	13	0.96	0.09	0.86	0.86
% Change:		0%	-10%	9%	-37%	18%	24%

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



WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	
CONV	6.75%	6.80%	
FHA	6.75%	7.27%	
10 Yr Yield	4.22%		The housing market appears to be headed for recovery this year- assuming the Federal Reserve moves to cut interest rates as investors anticipate. That raises the question for the country's biggest homebuilders. Is it time to pull back on a popular incentive that many have offered to sweeten the deal for buyers in a tough market? Over the past two years as the Fed raised rates, many builders leaned heavily on mortgage rate buydowns, where they cover a portion of the interest rate, usually a percentage point or two - that buyers pay on a loan for a specified period of time. The move to aid buyers, especially those purchasing a home for the first time, has squeezed builder profit margins despite helping to boost their sales. Builders' reluctance to abandon incentives could stem from fear of being the first mover, one analyst says. "There is a reticence to pull back on incentives unless everyone is, because the fear is if you're first and you lose sales elasticity, then you're just going to have to put those incentives right back on, said Carl Reichardt, managing director and homebuilding analyst at BTIG. Fifty-eight percent of builders reported offering some form of an incentive in February, down from 62% in January and the lowest share since last August, according to the NAHB. Source: Dani Romero Yahoo Finance

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 39													
South Sacramento South 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				
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	5	0	0	0	0	0	0.00	0.00				
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	23	1	1	0	5	5	0.95	0.95				
Riverhaven	Beazer	SO		DTST	66	0	2	15	5	0	13	13	2.46	2.46				
Stonehaven	Beazer	SO		DTMU	90	0	14	15	2	0	36	6	1.08	0.67				
Carnelian at Sheldon Farms	DR Horton	LN		DTMU	122	5	5	19	3	0	92	16	1.18	1.78				
Persimmon at Sheldon Farms	DR Horton	LN		DTMU	148	3	5	20	1	0	109	8	1.39	0.89				
Tamarind at Sheldon Farms	DR Horton	LN		DTMU	121	0	4	11	0	0	93	12	1.20	1.33				
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	6	71	0	0	41	4	0.87	0.44				
The Retreats	K Hovnanian	RM		DTMU	62	4	5	5	2	0	28	4	0.31	0.44				
Fairfax at The Grove	KB Home	LN		DTMU	125	4	5	16	2	0	10	10	2.33	2.33				
Hayworth at The Grove	KB Home	LN		DTMU	90	5	4	28	2	0	10	10	2.33	2.33				
Lexington at The Grove	KB Home	LN		DTMU	58	0	7	35	1	0	4	4	0.48	0.44				
Rosewood at The Grove	KB Home	LN		DTMU	51	2	4	12	2	0	24	14	1.57	1.56				
Westborne at The Grove	KB Home	LN		DTMU	123	4	6	32	1	0	23	13	1.20	1.44				
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	5	4	10	2	0	51	18	1.24	2.00				
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	4	5	10	2	0	35	19	1.09	2.11				
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	6	5	20	4	0	50	19	1.34	2.11				
Cornerstone Commons	Meritage	LN		DTMU	83	0	2	2	1	0	77	7	0.78	0.78				
Cornerstone Crossings	Meritage	LN		DTMU	78	0	1	6	0	0	77	3	0.78	0.33				
Laguna Ranch II	Richmond American	LN		DTMU	100	0	4	7	1	0	58	7	0.64	0.78				
Seasons at Caterina	Richmond American	GT		DTMU	61	4	6	7	2	0	34	8	0.51	0.89				
Seasons at Stonebrook	Richmond American	LN		DTMU	102	0	1	6	0	0	101	7	0.72	0.78				
Seasons at the Farm	Richmond American	GT		DTMU	87	0	4	12	1	0	48	2	0.46	0.22				
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	7	6	25	4	0	78	15	0.91	1.67				
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	1	50	0	0	7	1	0.43	0.11				
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	5	50	0	0	3	1	0.18	0.11				
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	4	50	1	0	4	3	0.25	0.33				
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	4	9	1	0	51	6	0.75	0.67				
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	5	8	0	0	60	7	0.88	0.78				
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	76	0	5	7	0	0	40	7	0.59	0.78				
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMU	66	0	3	11	1	0	52	5	0.76	0.56				
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	1	13	2	0	64	11	0.90	1.22				
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	1	13	0	0	69	8	0.97	0.89				
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	3	12	1	0	62	9	0.87	1.00				
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	4	1	6	4	0	28	15	0.75	1.67				
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	4	2	0	0	46	6	1.24	0.67				
Long Meadow	The New Home Co	VN		DTMU	122	3	6	31	1	0	29	9	1.06	1.00				
Cedar Creek	Tim Lewis	GT		DTMU	112	0	3	12	1	0	88	8	0.66	0.89				
The Oasis	Tim Lewis	LN		DTMU	52	0	4	0	0	0	20	11	1.09	1.22				
TOTALS: No. Reporting: 39			Avg. Sales: 1.31		Traffic to Sales: 13 : 1				183	659	51	0	1720	331				
City Codes: LN = Elk Grove Laguna, SO = Sacramento, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt																		
Net: 51																		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 24										
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	4	4	27	1	0	43	10	0.89	1.11	
Heritage at Gum Ranch	Elliott	FO		DTMU	251	4	6	8	1	0	166	7	0.67	0.78	
Placer at Rio Del Oro	Elliott	RO		DTMU	117	3	4	0	1	0	32	4	0.39	0.44	
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	4	0	0	0	22	3	0.26	0.33	
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	3	5	5	1	0	23	9	0.52	1.00	
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	4	5	7	3	0	65	7	0.59	0.78	
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	3	3	0	0	45	5	0.61	0.56	
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	3	4	4	1	0	69	8	0.63	0.89	
Springs at The Ranch	K Hovnanian	RO		DTMU	173	0	2	0	0	0	71	0	0.64	0.00	
Caledon at Pradera Ranch	Lennar	RO		DTMU	111	0	4	5	0	0	1	0	0.08	0.00	
Jade at Pradera Ranch	Lennar	RO		DTMU	90	0	2	5	0	0	1	1	0.44	0.44	
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	2	5	1	0	5	5	0.60	0.56	
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	5	8	5	0	0	15	9	0.59	1.00	
Viridian	Lennar	RO		DTST	185	0	1	0	0	0	184	1	0.75	0.11	
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	0	4	5	1	0	8	5	0.36	0.56	
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMU	24	0	2	8	0	0	22	0	0.23	0.00	
Ascent at Montelena	Pulte	RO		DTMU	127	4	6	12	1	0	35	7	0.47	0.78	
Solis at Montelena	Pulte	RO		DTMU	55	0	3	7	0	0	18	4	0.22	0.44	
Vista at Montelena	Pulte	RO		DTMU	38	0	2	6	1	1	34	1	0.42	0.11	
Seasons at Montelena	Richmond American	RO		DTMU	125	0	5	22	0	0	67	7	0.64	0.78	
Acacia II at Cypress	Woodside	RO		DTMU	90	0	3	15	1	0	17	5	0.53	0.56	
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	3	16	0	0	27	7	0.81	0.78	
Sycamore at Cypress	Woodside	RO		DTMU	96	0	4	6	0	0	14	4	0.45	0.44	
Valley Oak at Cypress	Woodside	RO		DTMU	88	3	4	16	0	0	10	3	0.31	0.33	
TOTALS: No. Reporting: 24			Avg. Sales: 0.50		Traffic to Sales: 14 : 1				90	187	13	1	994	112	Net: 12
City Codes: RO = Rancho Cordova, FO = Fair Oaks															

C/N Sacramento North Sacramento					Projects Participating: 8										
					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	
Villas at The Preserve	KB Home	AO		DTMU	203	0	3	19	1	0	14	9	0.73	1.00	
Northlake - Bleau	Lennar	SO		DTMU	348	0	5	5	0	0	158	14	0.97	1.56	
Northlake - Crestvue II	Lennar	SO		DTMU	138	0	3	5	0	0	0	0	0.00	0.00	
Northlake - Drifton	Lennar	SO		DTMU	236	3	6	10	2	0	121	3	0.78	0.33	
Northlake - Lakelet	Lennar	SO		DTMU	307	0	4	0	0	0	135	7	0.83	0.78	
Northlake - Shor	Lennar	SO		DTMU	337	0	3	5	0	0	138	4	0.85	0.44	
Northlake - Watersyde	Lennar	SO		DTMU	276	0	2	5	0	0	126	3	0.77	0.33	
Northlake - Wavmor	Lennar	SO		DTMU	320	4	7	5	1	0	132	9	0.81	1.00	
TOTALS: No. Reporting: 8			Avg. Sales: 0.50		Traffic to Sales: 14 : 1				33	54	4	0	824	49	Net: 4
City Codes: AO = Antelope, SO = Sacramento															

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14										
Folsom Folsom Area					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	2	9	12	3	0	26	8	0.83	0.89	
Brass Pointe at Russell Ranch	Lennar	FM		DTMU	143	0	2	5	0	0	79	8	0.82	0.89	
Platinum Peak at Russell Ranch	Lennar	FM		DTMU	100	6	4	15	3	0	69	7	0.74	0.78	
Rockcress at Folsom Ranch	Lennar	FM		DTMU	118	0	1	0	0	0	117	1	0.73	0.11	
Rockcress II at Folsom Ranch	Lennar	FM		DTMU	115	3	5	10	2	0	6	5	0.53	0.56	
Silver Knoll at Russell Ranch	Lennar	FM		DTMU	96	3	5	5	0	0	54	10	1.28	1.11	
Sterling Hills at Russell Ranch	Lennar	FM		DTMU	112	4	5	10	2	0	55	14	1.25	1.56	
Stone Bluff at White Rock Springs	Richmond American	FM		DTMU	81	0	1	1	1	0	80	5	0.54	0.56	
Folsom Ranch - Encore	Taylor Morrison	FM		DTMU	106	5	3	10	4	1	52	15	0.80	1.67	
Folsom Ranch - Legends	Taylor Morrison	FM		DTMU	110	0	1	11	2	0	39	7	0.60	0.78	
Canterly at Folsom Ranch	TRI Pointe	FM		DTMU	100	6	5	34	3	0	74	15	1.37	1.67	
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMU	72	0	5	62	1	1	51	8	0.57	0.89	
Lariat at Folsom Ranch	TRI Pointe	FM		DTMU	76	4	4	34	4	0	64	15	1.18	1.67	
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMU	90	4	5	62	2	0	59	10	0.66	1.11	
TOTALS: No. Reporting: 14		Avg. Sales: 1.79			Traffic to Sales: 10 : 1				55	271	27	2	825	128	Net: 25

City Codes: FM = Folsom

El Dorado El Dorado County					Projects Participating: 11										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Oakhaven	Blue Mountain	RE		DTMU	29	0	2	42	0	0	3	3	2.33	2.33	
Revere	Blue Mountain	RE		DTMU	51	0	4	5	0	0	43	1	0.29	0.11	
Alder at Saratoga Estates	Elliott	EH		DTMU	129	0	2	10	0	0	115	7	0.61	0.78	
Manzanita at Saratoga	Elliott	EH		DTMU	131	4	6	16	1	0	77	7	0.42	0.78	
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	5	9	0	0	18	4	0.18	0.44	
Emerald Peak at Bass Lake	Lennar	EH		DTMU	113	0	1	5	0	0	112	8	0.65	0.89	
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMU	373	0	5	5	0	0	303	7	1.06	0.78	
Trento at The Promontory	Lennar	EH		DTMU	32	0	2	5	0	0	24	8	0.51	0.89	
Ridgeview	The New Home Co	EH		DTMU	44	0	3	18	1	1	15	4	0.43	0.44	
Edgelake at Serrano	TRI Pointe	EH		DTMU	65	0	4	6	0	0	57	6	0.46	0.67	
Sutter's Ridge	Williams	PV	New	DTMU	39	4	4	1	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 11		Avg. Sales: 0.09			Traffic to Sales: 61 : 1				38	122	2	1	767	55	Net: 1

City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville

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Placer / Nevada Placer County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	10	35	2	0	17	15	0.89	1.67	
Whitehawk	Anthem United	GB		DTMU	55	4	6	55	3	1	27	8	0.50	0.89	
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	11	7	0	0	3	3	0.57	0.57	
Verrado II at Solaire	Beazer	RV		DTMU	63	0	13	7	0	0	16	6	0.51	0.67	
Harvest	Black Pine	LM		DTMU	22	0	2	2	0	0	20	3	0.47	0.33	
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	4	15	0	0	3	2	0.08	0.22	
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	4	4	6	3	0	48	8	0.36	0.89	
Balboa II	DR Horton	RV		DTST	172	3	5	11	2	1	140	29	1.70	3.22	
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	4	5	17	1	0	17	10	0.98	1.11	
Turkey Creek Estates	Elliott	LL		DTMU	228	0	5	30	0	0	69	2	0.49	0.22	
Edgefield Place	JMC	RK		DTMU	83	0	5	17	0	0	57	11	0.55	1.22	
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	3	6	31	2	0	38	8	0.39	0.89	
Fairbrook at Fiddymont Farms	JMC	RV		DTMU	115	3	4	30	2	0	108	14	0.72	1.56	
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	5	3	41	4	0	18	16	1.18	1.78	
Meadowbrook at Fiddymont Farms	JMC	RV		DTMU	80	0	3	8	1	0	77	6	0.51	0.67	
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	3	4	40	2	0	53	16	1.20	1.78	
Palisade Village	JMC	RV		DTST	307	0	4	6	0	1	303	3	1.31	0.33	
Prominence at Whitney Ranch	JMC	RK		DTMU	92	0	2	9	0	0	90	1	0.50	0.11	
Sagebrook at Fiddymont Farms	JMC	RV		DTMU	214	3	5	33	0	0	92	6	0.61	0.67	
Sentinel	JMC	RV		DTST	256	3	4	34	2	0	172	10	0.83	1.11	
Tribute Pointe	JMC	RK		DTMU	99	0	6	25	0	0	28	5	0.27	0.56	
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	8	3	64	7	0	84	20	0.84	2.22	
Firefly at Winding Creek	K Hovnanian	RV		DTMU	86	0	3	0	0	0	83	4	0.54	0.44	
Firefly at Winding Creek II	K Hovnanian	RV		DTMU	36	0	1	12	0	0	35	5	1.00	0.56	
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	4	5	45	1	1	16	10	0.88	1.11	
Copper Ridge	KB Home	LL		DTMU	281	4	5	24	2	0	116	16	0.99	1.78	
Morgan Knolls	KB Home	RV		DTMU	58	4	5	32	1	0	40	15	0.91	1.67	
Andorra at Sierra West	Lennar	RV		DTMU	193	0	1	15	3	1	192	9	1.08	1.00	
Breckenridge at Sierra West	Lennar	RV		DTMU	281	9	4	25	7	0	148	24	1.18	2.67	
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMU	404	4	6	5	1	0	128	11	0.96	1.22	
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	7	6	10	4	0	132	18	0.97	2.00	
Lumiere at Sierra West	Lennar	RV		DTMU	205	10	6	25	8	0	193	20	1.08	2.22	
Meander at Winding Creek	Lennar	RV		DTMU	74	4	6	5	1	0	2	1	0.21	0.11	
Meribel at Sierra West	Lennar	RV		DTMU	167	0	4	5	0	0	163	0	0.89	0.00	
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	256	5	6	5	1	0	119	8	0.90	0.89	
The Woods at Fullerton Ranch	Lennar	LL		DTMU	81	5	4	10	2	0	71	23	1.02	2.56	
Windham at Sierra West	Lennar	RV		DTMU	173	4	5	5	1	0	130	9	1.12	1.00	
Encore at Meadowlands	Meritage	LL		DTMU	83	0	1	13	1	0	82	5	0.79	0.56	
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	5	25	0	1	26	14	1.12	1.56	
Premier Soleil	Premier Homes	GB		DTMU	52	0	4	8	0	0	36	3	0.43	0.33	
Camellia at Solaire	Pulte	RV		DTMU	67	4	4	25	2	0	17	17	2.33	2.33	
Jasmine at Solaire	Pulte	RV		DTMU	107	0	2	6	0	0	6	6	1.45	1.45	
Revere at Independence	Richmond American	LL		DTMU	122	0	2	5	4	0	120	6	0.73	0.67	
Seasons at Mason Trails	Richmond American	RV		DTMU	77	4	5	3	1	0	50	9	0.57	1.00	
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	0	5	16	0	0	38	7	0.36	0.78	

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 64										
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. Sls /Week	Av. Sls /YTD	
Windsong at Winding Creek	Richmond American	RV		DTMU	71	0	1	1	0	0	70	6	0.57	0.67	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	1	5	1	2	109	7	0.74	0.78	
Esplanade at Turkey Creek- Cottages	Taylor Morrison TSO	LL		AASF	180	0	TSO	4	4	0	45	12	0.40	1.33	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	3	5	1	0	102	8	0.69	0.89	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	3	5	1	0	107	6	0.72	0.67	
Fiddymont Farm - Magnolia	Taylor Morrison	RV		DTMU	99	0	3	18	0	0	92	10	0.99	1.11	
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	3	12	0	0	21	0	0.23	0.00	
Valley Oak- Parks	The New Home Co	RV		DTMU	59	7	5	13	3	0	14	6	0.48	0.67	
Valley Oak- Trails	The New Home Co	RV		DTMU	62	7	5	13	4	0	22	10	0.73	1.11	
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	2	30	0	1	26	5	0.44	0.56	
Morgan Place	Tim Lewis	RV		DTMU	79	0	2	2	0	0	2	2	0.27	0.27	
The Lake at Crown Point II	Tim Lewis	RK		DTMU	17	0	3	3	0	0	4	1	0.13	0.11	
The Woods at Crowne Pointe	Tim Lewis	RK		DTMU	55	0	2	12	1	0	3	3	0.41	0.41	
Barrington at Independence	TRI Pointe	LL		DTMU	94	0	5	5	0	0	9	1	0.10	0.11	
Lansdale at Independence	TRI Pointe	LL		DTMU	90	3	6	5	1	1	14	1	0.16	0.11	
Radiance at Solaire	TRI Pointe	RV		DTMU	106	0	2	18	0	0	104	1	0.68	0.11	
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	4	18	0	0	5	5	0.97	0.97	
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	4	13	0	1	29	5	0.36	0.56	
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	4	4	14	2	0	38	9	0.47	1.00	
TOTALS: No. Reporting: 64		Avg. Sales: 1.22			Traffic to Sales: 12 : 1				267	1043	89	11	4239	540	Net: 78

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

Placer / Nevada Nevada County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Timberwood Estates II	Hilbers	GV		DTST	6	0	6	3	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A				6	3	0	0	0	0	Net: 0

City Codes: GV = Grass Valley

Yolo Yolo County					Projects Participating: 9										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Parkside at The Rivers	Century	WS		DTMU	82	4	5	9	3	0	55	12	0.78	1.33	
Trailside at the Rivers	Century	WS		DTMU	120	0	6	10	2	0	21	7	0.35	0.78	
Cannon Pointe at Pioneer Village	Lennar	WL		DTMU	107	4	4	10	2	0	58	8	1.01	0.89	
Casera Meadows at Pioneer Village	Lennar	WL		DTMU	124	0	2	5	0	0	41	14	0.70	1.56	
Crestada	Lennar	WL		DTMU	105	5	6	20	4	1	82	16	1.01	1.78	
Iris	Lennar	WL		DTMU	97	0	1	5	0	0	96	19	1.04	2.11	
Lavender	Lennar	WL		DTMU	79	0	1	5	0	0	78	4	0.90	0.44	
The Hideaway	Meritage	WN		DTMU	148	4	4	21	4	0	84	12	0.93	1.33	
Revival	Tim Lewis	WL		DTST	72	3	3	8	1	0	32	10	0.33	1.11	
TOTALS: No. Reporting: 9		Avg. Sales: 1.67			Traffic to Sales: 6 : 1				32	93	16	1	547	102	Net: 15

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1													
Amador County Amador County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD				
					Zinfandel Ridge II	Tim Lewis	PLY	DTMU	40	0	5	16	0	0	23	2	0.18	0.22
TOTALS: No. Reporting: 1			Avg. Sales: 0.00					Traffic to Sales: N/A	5	16	0	0	23	2	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. Sls /Week	Av. Sls /YTD				
Amber Lynn Estates	DR Horton	CO	DTST	108	5	6	11	3	0	48	12	0.63	1.33					
Sparrow	DR Horton	CO	DTMU	86	0	3	2	0	0	50	16	0.55	1.78					
TOTALS: No. Reporting: 2			Avg. Sales: 1.50					Traffic to Sales: 4 : 1	9	13	3	0	98	28	Net: 3			
City Codes: CO = Chico																		

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. Sls /Week	Av. Sls /YTD				
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	3	4	3	2	0	12	9	0.62	1.00					
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	2	11	0	0	28	7	0.58	0.78					
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	111	0	2	3	1	0	105	3	0.50	0.33					
Aspire at Calterra Ranch	K Hovnanian	WH	DTMU	145	3	3	11	1	0	68	13	0.68	1.44					
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	3	5	19	1	0	93	10	0.91	1.11					
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	5	5	33	4	1	77	12	1.11	1.33					
Windsor Crossing at River Oaks	Lennar	PLK	DTST	168	0	1	5	0	0	167	2	0.93	0.22					
Seasons at Thoroughbred Acres	Richmond American	OL	DTMU	146	2	2	2	4	0	144	5	0.78	0.56					
TOTALS: No. Reporting: 8			Avg. Sales: 1.50					Traffic to Sales: 7 : 1	24	87	13	1	694	61	Net: 12			
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst																		

Northern Counties Sutter County					Projects Participating: 1													
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD				
Harter Estates	DR Horton	YC	ATST	150	2	5	17	1	0	5	5	3.89	3.89					
TOTALS: No. Reporting: 1			Avg. Sales: 1.00					Traffic to Sales: 17 : 1	5	17	1	0	5	5	Net: 1			
City Codes: YC = Yuba City																		

Northern Counties Shasta County					Projects Participating: 4													
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD				
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	3	6	7	1	0	42	15	0.66	1.67					
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	2	4	7	0	0	33	8	0.52	0.89					
Monroe	DR Horton	RD	DTST	20	0	4	3	0	0	8	3	0.23	0.33					
Rio	DR Horton	RD	DTST	50	0	4	1	1	0	43	3	0.47	0.33					
TOTALS: No. Reporting: 4			Avg. Sales: 0.50					Traffic to Sales: 9 : 1	18	18	2	0	126	29	Net: 2			
City Codes: RD = Redding																		

The Ryness Report

Week Ending
Sunday, March 3, 2024

Sacramento

Page
7 of 7

Development Name	Developer	City Code	Notes	Type	Projects Participating: 186						
Sacramento					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
					765	2583	221	17	10862	1442	Net: 204
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										

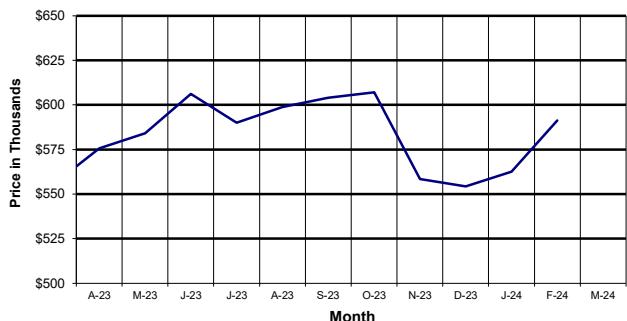
The Ryness Company

Marketing Research Department

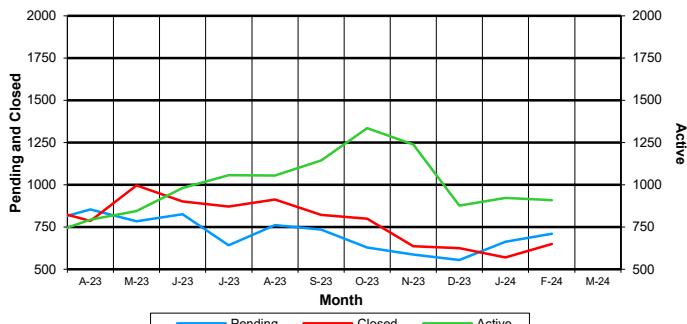
Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	923	47	664	37	571	562,621
Feb-24	909	47	710	29	651	591,286

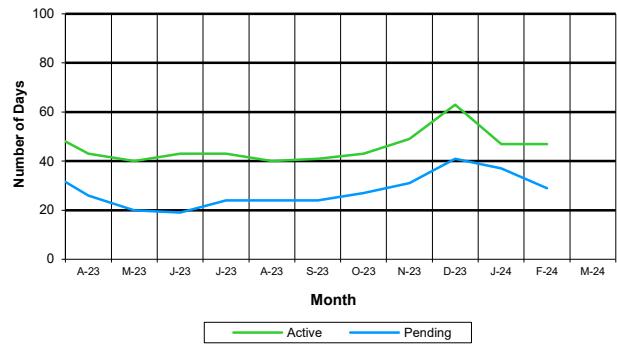
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



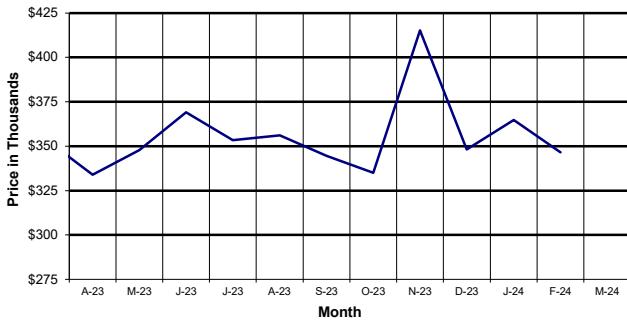
AVERAGE DAYS-ON-MARKET



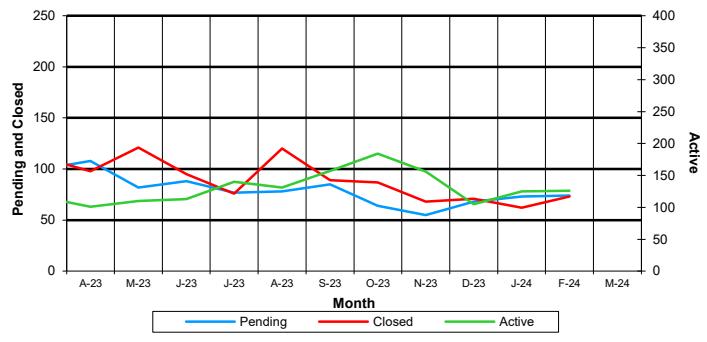
Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	125	43	73	40	62	364,728
Feb-24	126	40	74	34	73	346,597

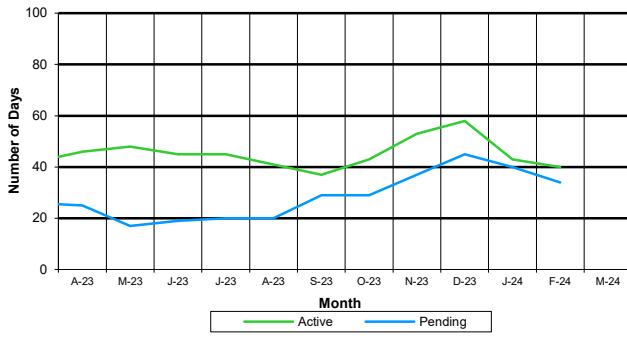
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



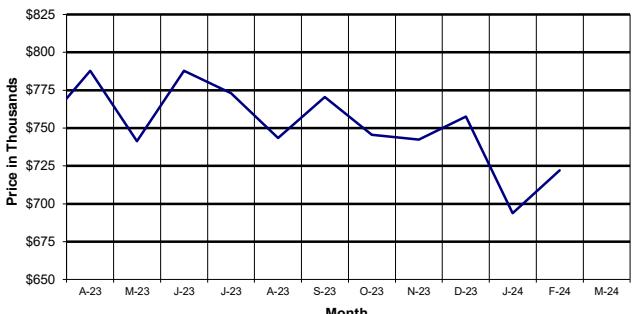
The Ryness Company

Marketing Research Department

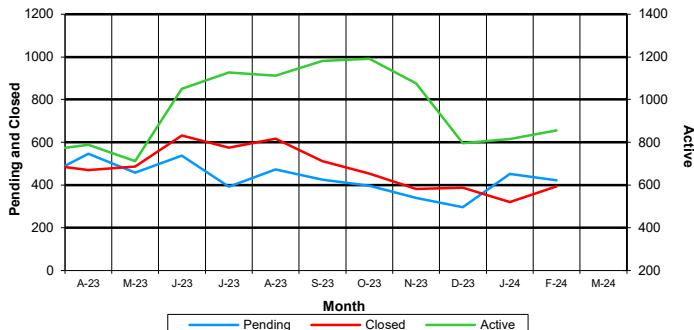
Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	815	67	452	54	320	693,905
Feb-24	856	61	422	40	393	722,229

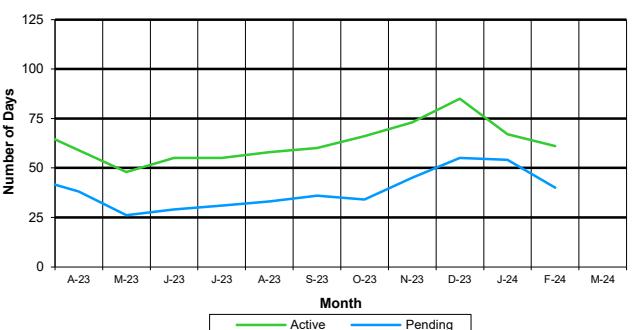
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



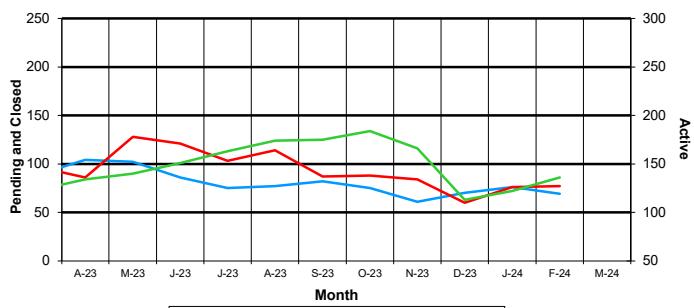
Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-24	122	60	76	54	76	641,132
Feb-24	136	52	69	38	77	712,479

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

