

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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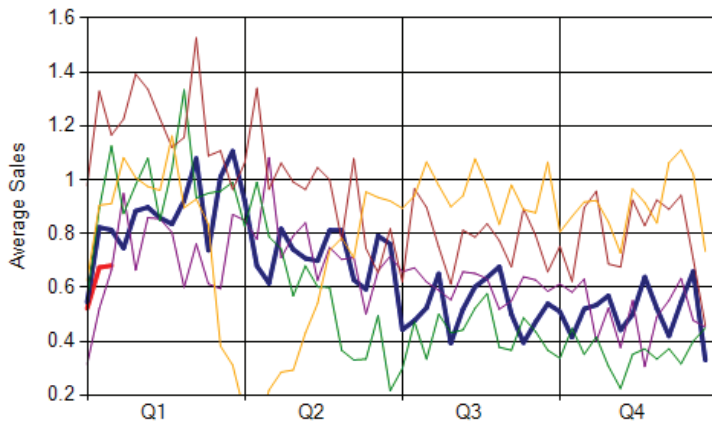
## Bay Area

Week 3

Ending: Sunday, January 19, 2025

Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
Alameda		14	212	14	4	10	0.71	0.72	-1%	0.61	18%				
Contra Costa		22	366	14	1	13	0.59	0.49	20%	0.45	31%				
Sonoma, Napa		6	58	5	0	5	0.83	0.70	19%	0.48	74%				
San Francisco, Marin		1	3	0	0	0	0.00	0.00	0.00	0.35	-100%				
Santa Clara		19	277	12	0	12	0.63	0.82	-23%	0.57	11%				
Monterey, Santa Cruz, San Benito		8	79	5	0	5	0.63	0.54	15%	0.38	64%				
Solano		24	147	19	0	19	0.79	0.57	39%	0.60	32%				
Current Week Totals		Traffic : Sales		17 : 1		94	1142	69	5	64	0.68	0.63	9%	0.53	29%
Per Project Average				12	0.73	0.05	0.68								
Year Ago - 01/21/2024		Traffic : Sales		14 : 1		107	1356	94	7	87	0.81	0.72	12%	0.52	56%
% Change		-12%	-16%	-27%	-29%	-26%	-16%	-13%				2%			

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
■	2020	158	18	0.88	0.06	0.81	0.80
■	2021	135	16	1.24	0.08	1.16	0.93
■	2022	112	13	0.94	0.08	0.86	0.58
■	2023	115	11	0.58	0.07	0.51	0.64
■	2024	109	14	0.77	0.05	0.72	0.66
■	2025	94	13	0.68	0.05	0.63	0.63
% Change:		-14%	-8%	-13%	2%	-13%	-5%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.50%	APR 6.81%	Mortgage rates have ticked back up and are now hovering near 7%. A more cautious approach to monetary easing will likely keep mortgage rates elevated relative to recent norms. Elevated financing costs will also limit new supply and exert upward pressure on prices, keeping buyer affordability unfavorable. As such, activity in the housing sector looks set to remain tepid in the years ahead. Looking further ahead, we believe that, barring some unforeseen economic calamity, the FOMC will keep rates on hold through the first half of the year. Inflation continues to recede toward the Fed's goal of 2%, but at a painfully slow pace. We have penciled in a 25 bps rate cut at the September FOMC meeting and a similar-sized reduction in December. We, then, look for the FOMC to keep its target range for the federal funds rate unchanged at 3.75%-4.00% throughout 2026. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	6.25%	7.17%	
10 Yr Yield	4.63%		

Development Name	Developer	City Code	Notes	Type										
Alameda County   Alameda County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
La Playa Place	DR Horton	HY		DTMU	47	0	3	11	2	1	42	3	1.07	1.00
Poppy Lane	DR Horton	LS		DTST	18	0	3	18	1	0	2	2	0.93	0.67
The Chapter	KB Home	CV		ATMU	51	0	4	50	0	0	10	2	1.09	0.67
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	4	6	0	0	26	2	0.29	0.67
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	7	6	0	0	20	0	0.23	0.00
Aspect at Innovation	Lennar	FR		ATMU	167	0	4	2	0	0	163	0	0.96	0.00
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	4	12	1	0	104	2	1.00	0.67
Enclave at Hartford	Lennar	FR		ATMU	18	0	1	3	0	0	17	2	0.50	0.67
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	0	0	0	153	0	0.93	0.00
Towns at Hartford	Lennar	FR		ATMU	57	4	6	10	2	1	21	3	0.61	1.00
Summit Collection	Trumark	CV		DTMU	25	6	7	33	4	0	18	4	0.72	1.33
TOTALS: No. Reporting: 11	Avg. Sales: 0.73		Traffic to Sales: 15 : 1				46	151	10	2	576	20	Net: 8	
City Codes: HY = Hayward, LS = San Leandro, CV = Castro Valley, AL = Alameda, FR = Fremont, NK = Newark														

Alameda County   Amador Valley					Projects Participating: 3									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Vine at Boulevard	Brookfield	DB	ATMU	92	0	11	35	2	1	56	2	1.11	0.67	
Avalon at Boulevard	Lennar	DB	ATMU	90	0	5	17	0	1	72	3	0.94	1.00	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	4	6	9	2	0	68	6	1.03	2.00	
TOTALS: No. Reporting: 3		Avg. Sales: 0.67		Traffic to Sales: 15 : 1			22	61	4	2	196	11	Net: 2	
City Codes: DB = Dublin														

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
Woodbury Highlands	Davidon	LF	ATMU	99	0	7	8	1	0	76	1	0.34	0.33	
Heritage View	DeNova	MZ	DTMU	38	0	4	32	3	0	10	3	1.94	1.00	
Hillcrest	Shea	PH	DTMU	31	0	3	6	0	0	25	1	0.43	0.33	
Oak Grove	SummerHill	WC	ATMU	115	0	4	20	0	0	58	1	0.96	0.33	
Penny Lane	Trumark	CN	ATMU	70	11	15	4	0	0	55	1	0.55	0.33	
TOTALS: No. Reporting: 5		Avg. Sales: 0.80		Traffic to Sales: 18 : 1				33	70	4	0	224	7	Net: 4
City Codes: LF = Lafayette, MZ = Martinez, PH = Pleasant Hill, WC = Walnut Creek, CN = Concord														

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	5	10	25	0	0	43	0	0.41	0.00	
City Village - Rows	SummerHill	SR	DTMU	114	0	5	47	0	0	9	2	0.30	0.67	
City Village - Towns	SummerHill	SR	ATMU	136	0	2	47	2	0	66	3	0.97	1.00	
City Village -Courts	SummerHill	SR	DTMU	154	0	3	47	2	0	47	3	0.68	1.00	
TOTALS: No. Reporting: 4	Avg. Sales: 1.00		Traffic to Sales: 42 : 1				20	166	4	0	165	8	Net: 4	
City Codes: DN = Danville, SR = San Ramon														

Development Name	Developer	City Code	Notes	Type										
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	3	0	1	0	52	4	0.52	1.33
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 0 : 1				3	0	1	0	52	4	Net: 1
City Codes: RM = Richmond														

Contra Costa County   Antioch/Pittsburg					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
Crest at Park Ridge	Davidon	AN	DTMU	300	0	2	8	1	0	296	1	0.77	0.33	
Hills at Park Ridge	Davidon	AN	DTMU	225	0	12	15	1	0	161	1	0.73	0.33	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	0	4	8	0	1	58	0	0.68	0.00	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	4	6	24	1	0	47	2	0.55	0.67	
Deer Valley	Meritage	AN	DTMU	120	0	5	7	0	0	44	1	1.04	0.33	
Rise at Cielo	TRI Pointe S/O	AN	DTMU	159	0	S/O	3	2	0	159	4	1.10	1.33	
Shine at Cielo	TRI Pointe	AN	DTMU	137	0	3	3	0	0	126	0	0.87	0.00	
TOTALS: No. Reporting: 7	Avg. Sales: 0.57		Traffic to Sales: 14 : 1				32	68	5	1	891	9	Net: 4	
City Codes: AN = Antioch														

Contra Costa County   East Contra Costa				Projects Participating: 5									
				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	7	14	0	0	108	0	0.38	0.00
Cypress Crossings	KB Home	OY	DTMU	98	0	4	25	0	0	91	4	0.70	1.33
Beacon at Delta Coves	Pulte	BI	DTST	30	0	5	1	0	0	24	-1	0.25	-0.33
Seagrass	Pulte	DB	DTMU	276	4	5	19	0	0	19	1	0.31	0.33
Orchard Trails	Shea	BT	DTMU	78	0	3	3	0	0	75	0	0.45	0.00
TOTALS: No. Reporting: 5		Avg. Sales: 0.00		Traffic to Sales: N/A			24	62	0	0	317	4	Net: 0
City Codes: BI = Bethel Island, OY = Oakley, DB = Discovery Bay, BT = Brentwood													

Sonoma and Napa Counties   Sonoma, Napa Counties					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Patina at Riversound	Brookfield	NP	DTMU	79	0	10	8	0	0	14	2	0.39	0.67	
Harmony at SOMO Village	Century	RP	DTMU	65	4	6	12	2	0	32	3	0.84	1.00	
Synergy at SOMO Village	Century	RP	DTMU	51	0	3	16	0	0	21	1	0.61	0.33	
Western Meadows	Davidon	NP	DTMU	12	0	5	7	0	0	1	0	0.06	0.00	
Harvest at Watson Ranch	DR Horton	AC	DTMU	219	4	6	10	2	0	115	4	1.21	1.33	
Sterling Hills at Quarry Heights II	KB Home	PET	DTMU	91	2	4	5	1	0	87	1	0.48	0.33	
Riverfront	TRI Pointe	PET	DTMU	134	0	4	N/A	0	0	130	3	0.59	1.00	
TOTALS: No. Reporting: 6	Avg. Sales: 0.83		Traffic to Sales: 12 : 1				38	58	5	0	400	14	Net: 5	
City Codes: NP = Napa, RP = Rohnert Park, AC = American Canyon, PET = Petaluma														

Development Name	Developer	City Code	Notes	Type										
San Francisco, Marin   Marin County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Verandah	Landsea	NV		ATMU	80	0	1	3	0	0	79	0	0.44	0.00
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A				1	3	0	0	79	0	Net: 0
City Codes: NV = Novato														

Santa Clara County   Santa Clara County				Projects Participating: 19									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Moonstone	Brookfield	MH	ATMU	86	0	14	18	1	0	25	1	0.50	0.33
Sundance	Brookfield	MH	ATMU	34	0	4	18	1	0	28	3	0.56	1.00
Palomino Estates at Glen Loma Ranch	KB Home	GL	DTMU	37	0	5	29	1	0	22	4	0.61	1.33
Briarwood at Cadence	Lennar	GL	DTMU	54	1	4	19	2	0	50	8	1.04	2.67
Apollo at The Square	Pulte	SV	ATMU	72	0	6	15	0	0	3	2	0.09	0.67
Artemis at The Square	Pulte	SV	ATMU	63	0	5	14	0	0	11	3	0.32	1.00
Avenue at Central	Pulte	SJ	ATMU	158	4	5	15	0	0	77	3	1.08	1.00
Plaza at Central	Pulte	SJ	ATMU	90	0	3	17	0	0	87	0	0.69	0.00
The Elms	Pulte	ST	ATMU	90	0	4	27	1	0	30	2	0.43	0.67
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG	ATMU	76	0	2	14	0	0	68	4	0.38	1.33
Bellaterra - Towns	SummerHill	LG	ATMU	97	0	1	14	1	0	96	2	0.50	0.67
Amelia	Taylor Morrison	MV	ATMU	85	5	8	14	0	0	12	2	0.66	0.67
Arroyo Village	Taylor Morrison	CP	ATMU	88	5	9	17	1	0	71	2	0.84	0.67
Blueprint	Taylor Morrison <span>TSO</span>	SC	ATMU	48	0	<span>TSO</span>	0	0	0	42	0	0.89	0.00
Brix at Glen Loma Ranch	TRI Pointe	GL	DTMU	67	0	5	4	0	0	40	2	0.48	0.67
Lotus at Urban Oak	TRI Pointe	SJ	ATMU	123	0	3	9	0	0	56	2	0.43	0.67
Ascend	Trumark	SJ	ATMU	90	0	1	13	3	0	13	5	0.72	1.67
Jasper	Trumark <span>S/O</span>	MH	ATMU	101	0	<span>S/O</span>	7	1	0	101	1	0.66	0.33
Lumberyard	Van Daele	MH	ATMU	49	0	4	13	0	0	15	0	0.40	0.00
TOTALS: No. Reporting: 19		Avg. Sales: 0.63		Traffic to Sales: 23 : 1			83	277	12	0	847	46	Net: 12
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: 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	
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	4	6	9	1	0	25	3	0.39	1.00	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	2	6	21	1	0	80	2	0.93	0.67	
Serenity V	Legacy	HO	DTMU	36	0	2	7	0	0	34	0	0.31	0.00	
Bay House at The Dunes II	Shea	MA	ATMU	109	0	6	5	0	0	12	2	0.66	0.67	
Enclave, The	Shea	SS	DTMU	121	0	3	3	1	0	78	2	0.41	0.67	
Light House at the Dunes II	Shea	MA	DTMU	104	0	4	3	1	0	9	1	0.53	0.33	
Rooftops at The Dunes	Shea	MA	ATMU	84	0	3	22	0	0	16	2	0.53	0.67	
Sky House at The Dunes II	Shea	MA	DTMU	110	0	4	9	1	0	6	1	0.37	0.33	
TOTALS: No. Reporting: 8		Avg. Sales: 0.63		Traffic to Sales: 16 : 1				34	79	5	0	260	13	Net: 5
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

Development Name	Developer	City Code	Notes	Type										
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	2	5	1	0	85	2	0.92	0.67
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 5 : 1				2	5	1	0	85	2	Net: 1
City Codes: VL = Vallejo														

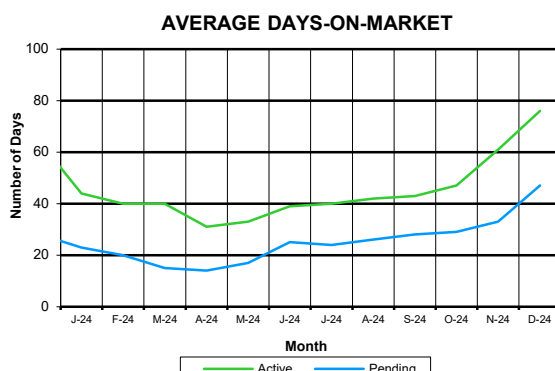
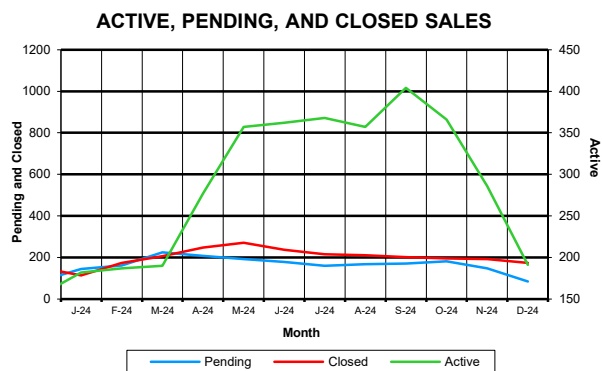
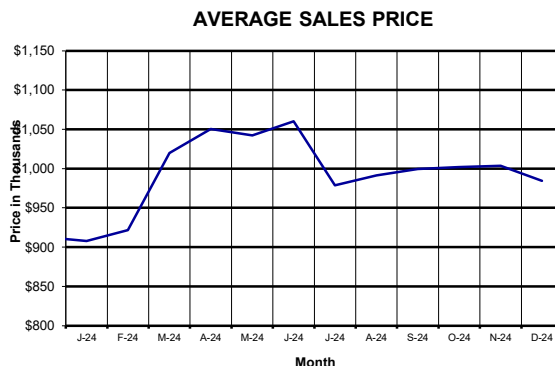
Solano County   Fairfield, Vacaville, Suisun, Dixon				Projects Participating: 23										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Horizon at One Lake	Brookfield	FF	ATMU	50	0	1	5	0	0	49	0	0.34	0.00	
Lakeside at One Lake	Brookfield	FF	ATMU	58	0	2	5	0	0	56	0	0.39	0.00	
Meridian	Century	SU	DTMU	71	0	4	10	2	0	41	1	0.62	0.33	
Luminescence at Liberty	DeNova	RV	AASF	311	0	11	9	0	0	169	2	0.92	0.67	
Iris at The Villages	DR Horton	FF	DTMU	119	0	3	2	0	0	116	-1	1.04	-0.33	
Violet at Homestead	DR Horton	DX	DTST	70	0	3	4	1	0	66	4	1.13	1.33	
Four Seasons at Homestead- Autumn	K Hovnanian	DX	AASF	152	4	5	2	2	0	88	3	0.67	1.00	
Four Seasons at Homestead- Spring	K Hovnanian	DX	AASF	150	4	5	2	2	0	73	3	0.56	1.00	
Sagebrush at Magnolia Park	KB Home	VC	DTMU	63	0	4	6	1	0	58	3	0.81	1.00	
Sweetbay at Magnolia Park	KB Home	VC	DTMU	104	0	6	19	1	0	51	3	0.72	1.00	
Wildhawk II at Roberts Ranch	KB Home	VC	DTMU	62	0	5	17	1	0	42	1	0.69	0.33	
Emerald at One Lake	Lennar	FF	DTMU	66	0	4	4	0	0	0	0	0.00	0.00	
Lilac Ridge at Lagoon Valley	Lennar	VC	DTMU	108	4	6	6	1	0	10	2	0.75	0.67	
Serenity at One Lake	Lennar	FF	DTMU	65	0	3	0	0	0	1	1	0.88	0.88	
Tramore Village at Vanden Meadows	Meritage	VC	DTMU	111	0	2	3	1	0	108	2	0.74	0.67	
Waterford Vanden Meadows 60s	Meritage	VC	DTMU	83	0	4	0	0	0	63	0	0.43	0.00	
Foxboro Knolls	Pulte	VC	DTMU	58	4	6	10	2	0	45	2	0.84	0.67	
Orchards at Valley Glen III	Richmond American	DX	DTMU	80	0	1	1	1	0	79	2	0.45	0.67	
Seasons at Homestead	Richmond American	DX	DTMU	85	0	2	1	0	0	83	4	0.57	1.33	
Sutton at Parklane	Richmond American	DX	DTMU	121	0	2	3	0	0	119	0	0.60	0.00	
Carmello II at Roberts Ranch	Taylor Morrison	VC	DTMU	72	5	10	11	2	0	38	2	0.88	0.67	
Glisten at One Lake	TRI Pointe	FF	DTMU	75	0	4	11	1	0	23	2	0.28	0.67	
Splash at One Lake	TRI Pointe	FF	DTMU	144	0	3	11	0	0	119	2	0.58	0.67	
TOTALS: No. Reporting: 23		Avg. Sales: 0.78		Traffic to Sales: 8 : 1				96	142	18	0	1497	38	Net: 18
City Codes: FF = Fairfield, SU = Suisun, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 95						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 94	Avg. Sales: 0.68	Traffic to Sales: 17 : 1	434	1142	69	5	5589	176	Net: 64
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

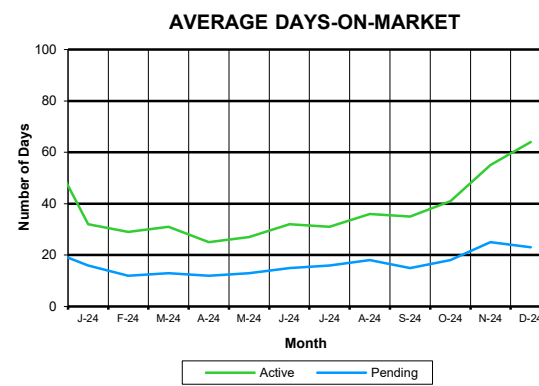
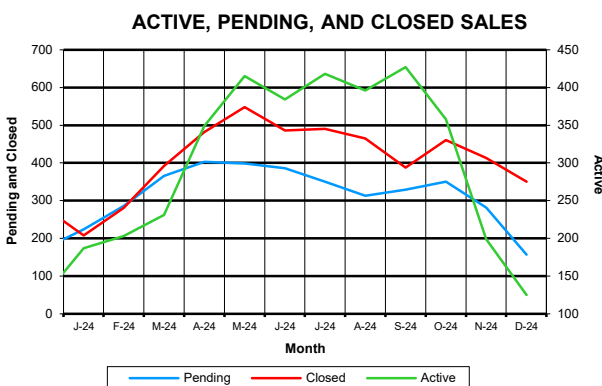
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	357	33	192	17	271	1,042,138
Jun-24	362	39	178	25	237	1,060,307
Jul-24	368	40	160	24	215	978,507
Aug-24	357	42	167	26	211	991,422
Sep-24	404	43	171	28	201	999,550
Oct-24	366	47	181	29	195	1,001,916
Nov-24	286	61	147	33	192	1,003,525
Dec-24	191	76	84	47	174	984,580



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

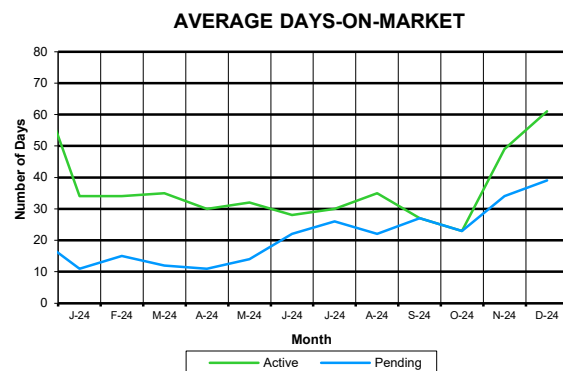
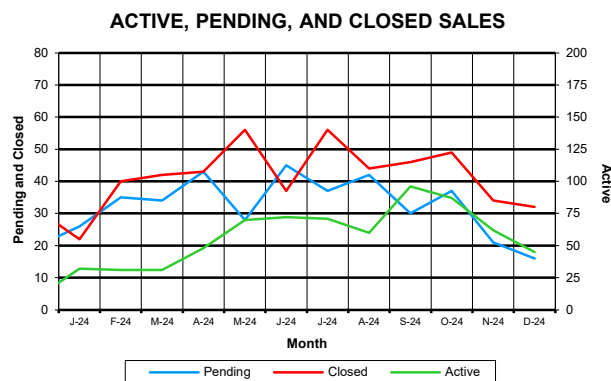
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	415	27	399	13	548	1,982,508
Jun-24	384	32	386	15	486	1,899,442
Jul-24	418	31	350	16	490	1,857,571
Aug-24	396	36	313	18	465	1,844,677
Sep-24	427	35	329	15	388	1,836,488
Oct-24	358	41	350	18	461	1,887,417
Nov-24	199	55	282	25	413	1,890,259
Dec-24	125	64	157	23	350	1,866,041



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

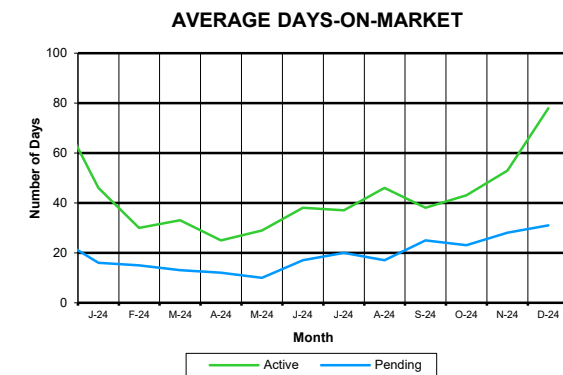
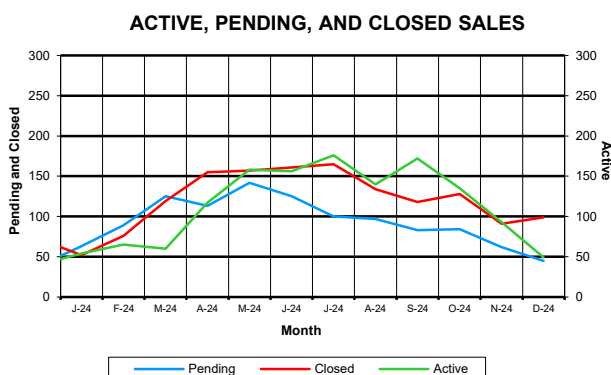
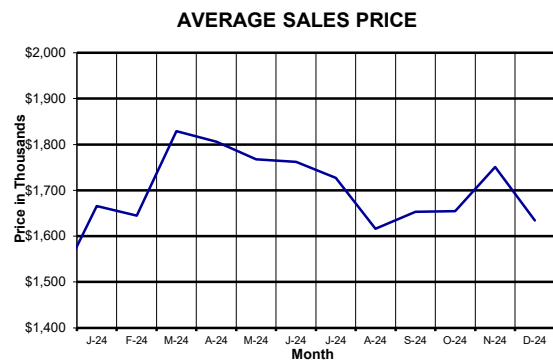
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	70	32	28	14	56	929,378
Jun-24	72	28	45	22	37	896,040
Jul-24	71	30	37	26	56	881,856
Aug-24	60	35	42	22	44	869,389
Sep-24	96	27	30	27	46	825,454
Oct-24	87	23	37	23	49	861,730
Nov-24	62	49	21	34	34	928,702
Dec-24	45	61	16	39	32	896,605



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

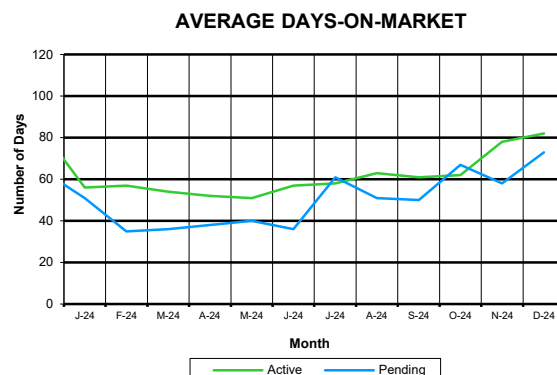
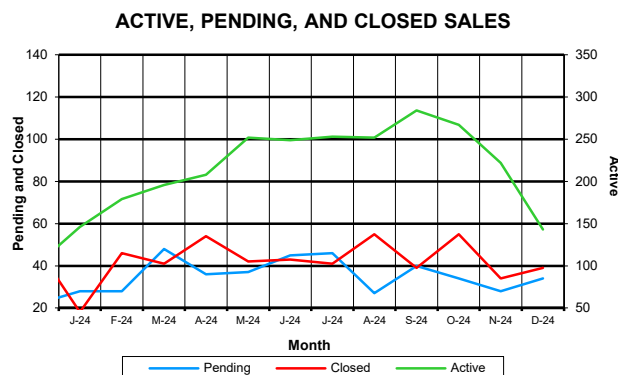
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	158	29	142	10	157	1,767,682
Jun-24	156	38	125	17	161	1,762,011
Jul-24	176	37	100	20	165	1,726,711
Aug-24	140	46	97	17	134	1,616,044
Sep-24	172	38	83	25	118	1,653,360
Oct-24	135	43	84	23	128	1,654,675
Nov-24	93	53	62	28	91	1,750,999
Dec-24	49	78	45	31	99	1,634,061





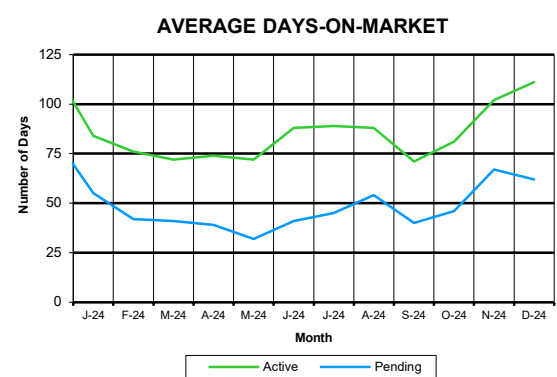
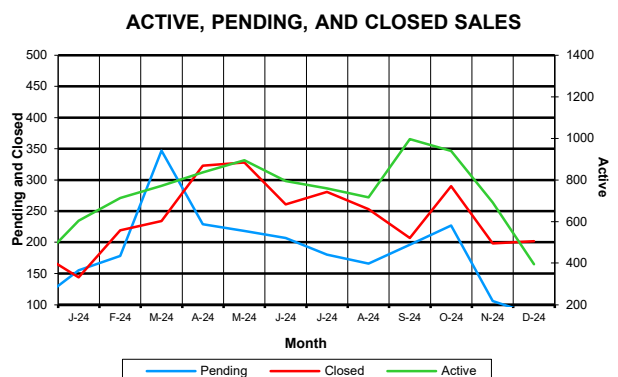
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	252	51	37	40	42	634,926
Jun-24	249	57	45	36	43	601,501
Jul-24	253	58	46	61	41	618,432
Aug-24	252	63	27	51	55	533,855
Sep-24	284	61	40	50	39	537,323
Oct-24	267	62	34	67	55	571,329
Nov-24	222	78	28	58	34	598,000
Dec-24	143	82	34	73	39	690,847



## San Francisco Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	895	72	218	32	328	1,503,318
Jun-24	795	88	207	41	261	1,496,033
Jul-24	759	89	180	45	281	1,399,796
Aug-24	717	88	166	54	253	1,417,644
Sep-24	996	71	196	40	207	1,489,918
Oct-24	940	81	227	46	290	1,661,988
Nov-24	692	102	106	67	198	1,402,877
Dec-24	395	111	84	62	202	1,335,513

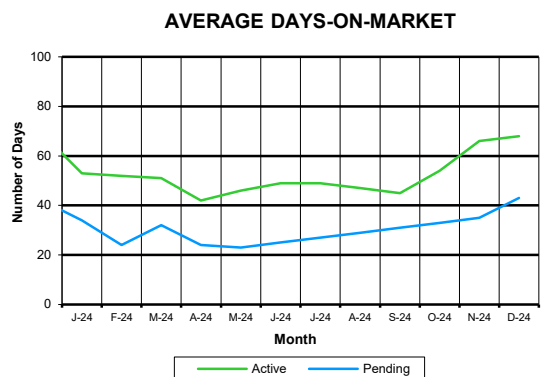
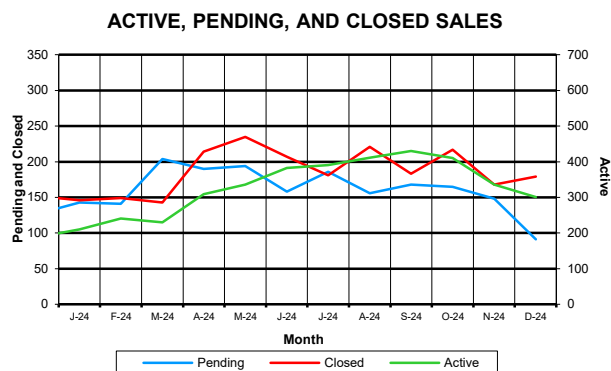
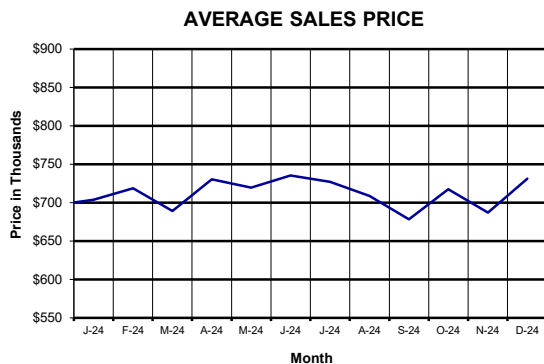




## E. Contra Costa SFD Monthly MLS Survey

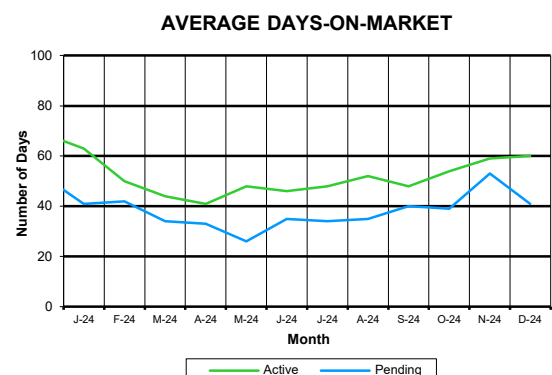
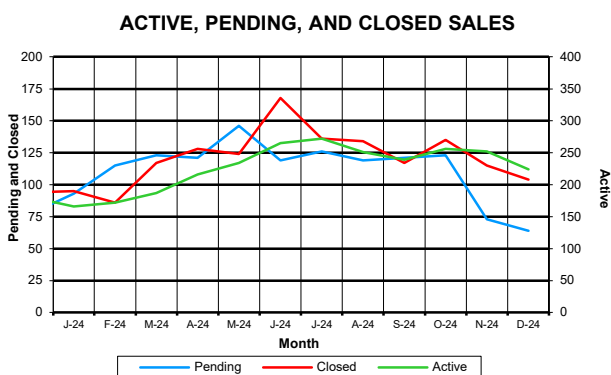
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	336	46	194	23	235	719,760
Jun-24	383	49	158	25	207	735,539
Jul-24	391	49	186	27	181	727,043
Aug-24	411	47	156	29	221	708,996
Sep-24	430	45	168	31	183	678,576
Oct-24	410	54	165	33	217	717,426
Nov-24	336	66	148	35	168	687,119
Dec-24	301	68	91	43	179	731,320



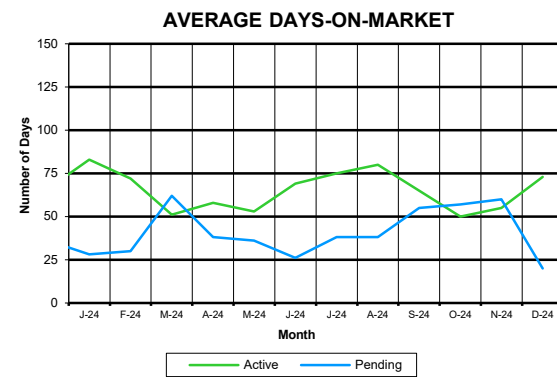
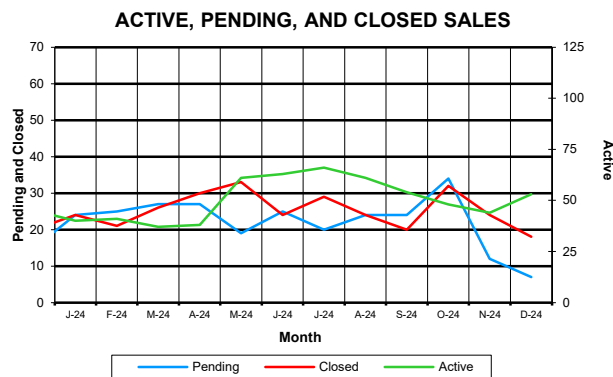
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	234	48	146	26	124	724,623
Jun-24	265	46	119	35	168	670,530
Jul-24	272	48	126	34	136	653,595
Aug-24	251	52	119	35	134	664,563
Sep-24	239	48	121	40	117	660,069
Oct-24	256	54	123	39	135	672,150
Nov-24	252	59	73	53	115	688,613
Dec-24	224	60	64	41	104	647,108



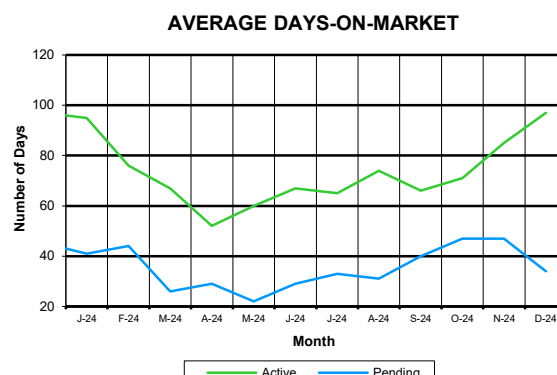
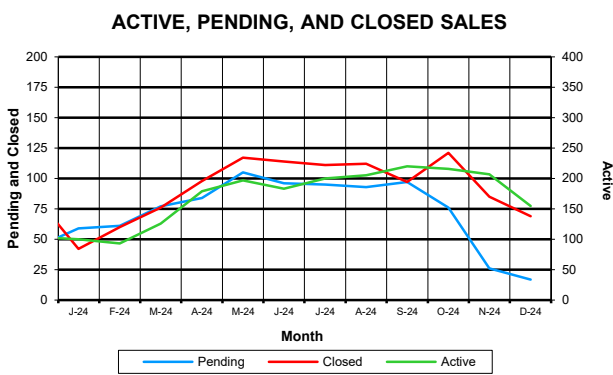
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	61	53	19	36	33	610,839
Jun-24	63	69	25	26	24	493,527
Jul-24	66	75	20	38	29	588,719
Aug-24	61	80	24	38	24	566,173
Sep-24	54	65	24	55	20	618,800
Oct-24	48	50	34	57	32	548,671
Nov-24	44	55	12	60	24	504,506
Dec-24	53	73	7	20	18	594,546



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	197	60	105	22	117	889,347
Jun-24	183	67	96	29	114	873,322
Jul-24	200	65	95	33	111	897,580
Aug-24	205	74	93	31	112	866,185
Sep-24	220	66	97	40	97	877,095
Oct-24	216	71	76	47	121	869,850
Nov-24	207	85	26	47	85	840,106
Dec-24	155	97	17	34	69	884,612



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



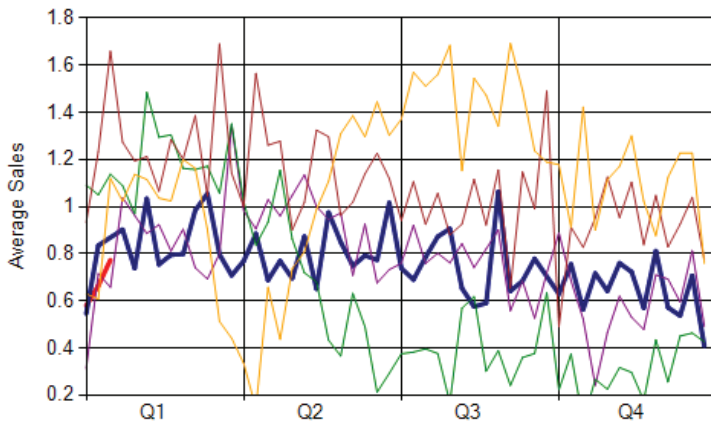
## Central Valley

Week 3

Ending: Sunday, January 19, 2025







Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.	
Tracy/Mountain House			18	141	7	0	7	0.39	0.59	-34%	0.68	-42%	
San Joaquin County			57	707	47	3	44	0.77	0.67	15%	0.64	21%	
Stanislaus County			13	125	18	0	18	1.38	0.84	65%	0.60	130%	
Merced County			6	61	3	0	3	0.50	0.52	-4%	0.72	-30%	
Madera County			11	466	14	4	10	0.91	1.03	-12%	0.58	57%	
Fresno County			23	455	21	4	17	0.74	0.54	38%	0.63	17%	
Current Week Totals		Traffic : Sales	18 : 1	128	1955	110	11	99	0.77	0.67	15%	0.63	22%
Per Project Average				15	0.86	0.09	0.77						
Year Ago - 01/21/2024		Traffic : Sales	15 : 1	114	1622	106	7	99	0.87	0.75	16%	0.58	49%
% Change				12%	21%	4%	57%	0%	-11%	-10%	9%		

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
	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	0.76
	2025	127	14	0.77	0.10	0.67	0.67
% Change:		7%	6%	-7%	15%	-10%	-11%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE	APR	Mortgage rates have ticked back up and are now hovering near 7%. A more cautious approach to monetary easing will likely keep mortgage rates elevated relative to recent norms. Elevated financing costs will also limit new supply and exert upward pressure on prices, keeping buyer affordability unfavorable. As such, activity in the housing sector looks set to remain tepid in the years ahead. Looking further ahead, we believe that, barring some unforeseen economic calamity, the FOMC will keep rates on hold through the first half of the year. Inflation continues to recede toward the Fed's goal of 2%, but at a painfully slow pace. We have penciled in a 25 bps rate cut at the September FOMC meeting and a similar-sized reduction in December. We, then, look for the FOMC to keep its target range for the federal funds rate unchanged at 3.75%-4.00% throughout 2026. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	6.50%	6.81%	
	6.25%	7.17%	
10 Yr Yield	4.63%		



Development Name	Developer	City Code	Notes	Type	Projects Participating: 18									
Tracy   Tracy/Mountain House					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
Ashley Park	Bright	TR		DTMU	14	0	3	5	0	0	11	0	0.25	0.00
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	5	3	1	0	64	2	1.25	0.67
Boulder at Tracy Hills	Lennar	TH		DTMU	139	0	3	12	0	0	5	0	0.25	0.00
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	4	5	9	2	0	11	3	0.42	1.00
Crestwick at Tracy Hills	Lennar	TH		DTMU	131	0	5	7	0	0	7	1	0.30	0.33
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	5	18	0	0	93	4	0.89	1.33
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	7	9	0	0	97	3	0.93	1.00
Hillview	Lennar	TH		DTMU	214	0	4	16	1	0	155	5	1.13	1.67
Lugano at Lakeshore	Lennar	MH		DTMU	134	0	4	1	0	0	4	1	1.27	0.33
Maggiore at Lakeshore	Lennar	MH		DTMU	113	0	3	1	0	0	1	1	0.32	0.33
Mezzano at Lakeshore	Lennar	MH		DTMU	126	0	4	2	0	0	0	0	0.00	0.00
Parson Place at Creekside	Lennar	MH		ATMU	144	4	5	9	3	0	61	5	1.19	1.67
Rangewood at Tracy Hills	Lennar	TH		DTMU	97	0	6	10	0	0	7	1	0.37	0.33
Ridgerton at Tracy Hills	Lennar	TH		DTMU	89	0	7	9	0	0	9	1	0.41	0.33
Rockingham at Tracy Hills	Lennar	TH		DTMU	69	0	7	10	0	0	9	2	0.53	0.67
Slateshire at Tracy Hills	Lennar	TH		DTMU	86	0	6	3	0	0	8	1	0.42	0.33
Turano at Lakeshore	Lennar	MH		DTMU	130	0	5	1	0	0	3	2	0.95	0.67
Langston at Mountain House	Shea	MH		ATMU	302	0	6	16	0	0	273	0	1.05	0.00
TOTALS: No. Reporting: 18		Avg. Sales: 0.39		Traffic to Sales: 20 : 1				90	141	7	0	818	32	Net: 7
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

San Joaquin   Stockton/Lodi				Projects Participating: 14										
				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	
Sontera	K Hovnanian	LD	DTMU	83	0	4	16	0	0	14	1	0.48	0.33	
The Preserve at Creekside	KB Home	SK	DTMU	128	0	2	18	1	0	83	3	0.85	1.00	
Vintage Oak at Gateway	KB Home	LD	DTMU	88	0	5	31	1	0	21	1	0.61	0.33	
Breakers Cove at Westlake	Lennar	SK	DTST	110	0	3	14	1	0	18	1	0.89	0.33	
Breezes at Westlake	Lennar	SK	DTMU	69	0	5	12	1	0	23	2	1.04	0.67	
Keys II at Westlake	Lennar	SK	DTMU	86	0	1	6	0	0	85	0	0.75	0.00	
Lakeside at Westlake	Lennar	SK	DTMU	125	0	1	16	1	0	5	2	0.45	0.67	
Shoreside at Westlake	Lennar	SK	DTMU	117	0	3	5	0	0	104	0	1.00	0.00	
Waterfront at Westlake	Lennar	SK	DTMU	62	0	4	5	0	0	4	1	0.33	0.33	
Waterside at Westlake	Lennar	SK	DTMU	92	0	2	44	3	0	87	3	0.88	1.00	
Waterways at Westlake	Lennar	SK	DTMU	125	0	1	36	2	0	49	3	1.24	1.00	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	3	3	0	0	100	0	0.66	0.00	
Summers Bend at Westlake	Richmond American	SK	DTMU	96	0	2	0	1	0	94	1	0.63	0.33	
The Preserve at Gateway	Richmond American	LD	DTMU	85	0	3	15	0	0	13	2	0.61	0.67	
TOTALS: No. Reporting: 14		Avg. Sales: 0.79		Traffic to Sales: 20 : 1				39	221	11	0	700	20	Net: 11
City Codes: LD = Lodi, SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 43									
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	Rsv's	DTMU	267	0	4	29	0	1	246	0	1.33	0.00
Villa Bellissima	Century	MN		DTMU	110	0	3	20	2	0	50	11	1.61	3.67
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	2	4	20	2	0	40	6	1.59	2.00
Eagles Landing	DR Horton	LP		DTST	95	0	5	18	0	0	23	4	1.46	1.33
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	4	16	2	0	65	4	1.40	1.33
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	0	6	6	0	0	34	-1	0.81	-0.33
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	0	3	19	1	0	34	2	0.87	0.67
Cielo at Villa Ticino	KB Home	MN		DTST	117	0	4	9	0	0	28	3	1.46	1.00
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	3	4	0	0	91	0	0.69	0.00
Terra at Villa Ticino	KB Home	MN		DTMU	118	4	5	7	2	0	47	5	1.02	1.67
Capri at River Islands	Kiper	LP		DTMU	84	0	3	26	0	0	32	1	0.72	0.33
Skye II at River Islands	Kiper	LP		DTMU	62	4	6	10	2	0	22	4	0.82	1.33
Chelsey at The Trails	Lennar	MN		DTMU	100	0	5	11	1	0	70	5	1.00	1.67
Driftway at River Islands	Lennar	LP		DTMU	95	0	5	14	1	0	41	5	1.24	1.67
Gilmore at Denali	Lennar	MN	New	DTMU	111	4	3	8	1	0	1	1	7.00	7.00
Howden at The Trails	Lennar	MN		DTMU	103	2	6	6	2	0	78	6	1.11	2.00
Aspen at Villa Ticino	Meritage	MN		DTMU	172	0	6	1	0	0	2	0	0.47	0.00
Denali 50"s - Alder Grove	Meritage	MN		DTMU	208	0	5	3	0	0	45	0	1.00	0.00
Denali 60"s - Arroyo Grove	Meritage	MN		DTMU	43	0	2	0	2	0	39	2	0.86	0.67
Eastwood at Machado Ranch	Meritage	MN		DTMU	136	0	5	1	0	0	1	0	0.32	0.00
Hawthorn at Arbor Bend	Meritage	MN		DTMU	212	0	4	3	1	0	187	4	1.08	1.33
Heston at Machado Ranch	Meritage	MN		DTMU	53	0	6	0	0	0	0	0	0.00	0.00
Amber at Oakwood Trails	Pulte	MN		DTMU	97	0	9	8	0	1	51	1	1.01	0.33
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	2	4	8	3	0	45	3	0.89	1.00
The Shores at River Islands	Pulte	LP		DTMU	53	0	9	9	0	0	24	0	0.49	0.00
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	2	9	0	0	40	2	0.80	0.67
Del Webb at River Island	Pulte/Del Webb	LP		AAAT	578	0	7	11	1	1	5	1	0.31	0.33
Artisan at Griffin Park	Raymus	MN		DTMU	80	0	3	25	0	0	47	1	0.82	0.33
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	0	3	15	0	0	43	1	0.51	0.33
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	3	0	0	100	1	0.64	0.33
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	4	16	0	0	48	0	0.57	0.00
Villa Ticino	Richmond American	MN		DTMU	100	0	3	16	0	0	39	0	0.48	0.00
Juniper at Oakwood Trails	Taylor Morrison	MN		DTMU	110	10	9	9	5	0	71	5	1.12	1.67
Paddlewheel at River Islands	Taylor Morrison	LP		DTMU	105	2	5	38	2	0	5	5	2.33	1.67
Poppy at Oakwood Trails	Taylor Morrison	MN		DTMU	133	5	7	15	0	0	65	1	1.03	0.33
Sage at Oakwood Trails	Taylor Morrison	MN		DTMU	113	8	9	18	2	0	66	2	1.04	0.67
Chantara at River Islands	TRI Pointe	LP		DTMU	68	0	4	10	0	0	10	0	0.43	0.00
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	5	8	0	0	64	1	0.48	0.33
Dawn at The Collective	Trumark	MN		AASF	76	0	8	2	1	0	42	1	0.28	0.33
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	4	3	1	0	10	1	0.14	0.33
Vida at The Collective	Trumark	MN		AASF	103	0	5	2	0	0	65	0	0.43	0.00
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	5	25	0	0	76	2	0.56	0.67
Vintage II	Windward Pacific	MN		DTMU	68	0	4	5	2	0	64	3	0.34	1.00
TOTALS: No. Reporting: 43		Avg. Sales: 0.77		Traffic to Sales: 14 : 1				210	486	36	3	2156	93	Net: 33
City Codes: MN = Manteca, LP = Lathrop														

Development Name	Developer	City Code	Notes	Type										
Stanislaus   Stanislaus 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
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	156	0	7	14	2	0	77	8	1.59	2.67
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	4	6	1	0	40	1	0.39	0.33
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	1	5	1	0	47	3	0.55	1.00
Enclave at Crossroads West	KB Home	RB		DTST	114	0	3	11	0	0	28	0	1.32	0.00
Heritage at Parkwood	KB Home	HG		DTMU	50	0	4	19	0	0	31	1	0.49	0.33
Orchards at Parkwood	KB Home	HG		DTMU	299	2	5	16	2	0	51	3	0.81	1.00
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	0	6	10	1	0	38	1	0.53	0.33
Blossom at Baldwin Ranch	Landsea	PR	Rsv's	DTMU	50	0	3	11	2	0	44	3	1.04	1.00
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	0	4	9	2	0	34	4	0.81	1.33
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	4	6	7	2	0	43	5	1.02	1.67
T Street Customs	SCM	NW		DTMU	10	0	1	3	0	0	9	0	0.07	0.00
The Meadowlands	Windward Pacific	OD		DTMU	62	0	5	6	2	0	25	2	0.16	0.67
TOTALS: No. Reporting: 12	Avg. Sales: 1.25		Traffic to Sales: 8 : 1				49	117	15	0	467	31	Net: 15	
City Codes: PR = Patterson, OD = Oakdale, RB = Riverbank, 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	4	5	8	3	0	79	3	0.57	1.00	
TOTALS: No. Reporting: 1		Avg. Sales: 3.00		Traffic to Sales: 3 : 1			5	8	3	0	79	3	Net: 3	
City Codes: KY = Keyes														

Merced County   Merced County					Projects Participating: 9									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Crest View	Century	MD	DTMU	104	0	25	N/A	0	0	43	1	0.84	0.33	
Solera III	Century	MD	DTST	64	0	9	N/A	0	0	6	2	0.49	0.67	
Sundial at Bellevue Ranch	Century	MD	DTST	95	0	10	N/A	0	0	24	1	0.99	0.33	
Harvest Hills	DR Horton	LB	DTST	72	4	5	6	2	0	3	3	1.40	1.00	
The Pointe at Stonecreek	Legacy	LB	DTMU	109	0	3	30	1	0	73	4	0.41	1.33	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	110	0	1	11	0	0	109	1	0.64	0.33	
Cypress Terrace	Stonefield Home	MD	DTST	170	0	1	2	0	0	169	0	0.60	0.00	
Southpointe	Stonefield Home	LB	DTST	36	0	2	7	0	0	34	0	0.59	0.00	
Villas II, The	Stonefield Home	LB	DTST	191	0	6	5	0	0	136	0	0.65	0.00	
TOTALS: No. Reporting: 6		Avg. Sales: 0.50		Traffic to Sales: 20 : 1				62	61	3	0	597	12	Net: 3
City Codes: MD = Merced, LB = Los Banos														

Development Name	Developer	City Code	Notes	Type										
Madera County   Madera County					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bristol at Tesoro Viejo	KB Home	MDA		DTMU	63	0	1	9	0	0	62	1	0.52	0.33
Riverstone - Choral Series	Lennar	MDA		DTMU	107	0	3	74	0	0	66	2	1.24	0.67
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	0	3	129	5	2	70	10	1.31	3.33
Riverstone - Skye	Lennar	MDA		DTMU	81	4	7	65	3	0	62	5	0.81	1.67
Riverstone - Treasures	Lennar	MDA		DTST	56	0	1	45	2	0	55	2	1.09	0.67
Ivy Tesoror Viejo	McCaffrey	MDA		DTMU	89	0	27	33	1	0	62	4	0.41	1.33
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	13	29	2	0	122	6	0.95	2.00
Savanna at Tesoro Viejo	McCaffrey	MDA		DTMU	32	0	4	33	0	1	28	-1	0.51	-0.33
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	116	0	13	23	1	1	82	3	1.49	1.00
Encore at Riverstone	Woodside	MDA		DTMU	95	0	6	13	0	0	39	0	0.19	0.00
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	3	13	0	0	71	0	0.34	0.00
TOTALS: No. Reporting: 11	Avg. Sales: 0.91		Traffic to Sales: 33 : 1				81	466	14	4	719	32	Net: 10	
City Codes: MDA = Madera														

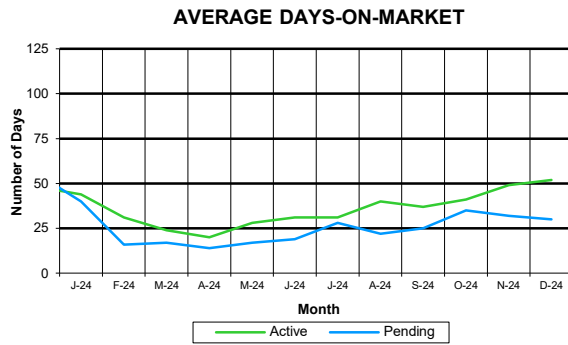
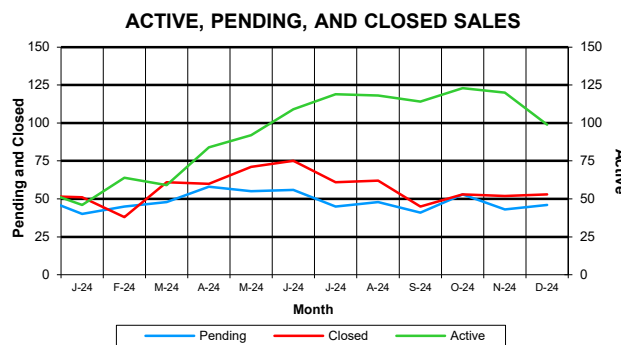
Fresno County   Fresno County				Projects Participating: 25										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Bravado	Century	REE	DTMU	182	0	17	N/A	0	0	147	2	0.86	0.67	
Trellises	Century	FR	DTMU	149	0	6	N/A	0	0	58	1	1.13	0.33	
Aspire at Sunnyside II	K Hovnanian	FO	DTST	143	4	5	8	4	0	97	6	0.62	2.00	
Centrella Villas	KB Home S/O	FR	DTMU	107	0	S/O	8	1	0	107	1	0.82	0.33	
Cielo Ranch 5000s	KB Home	CV	DTST	92	4	6	21	1	0	75	2	0.81	0.67	
Cielo Ranch 6000s	KB Home	CV	DTMU	89	4	6	14	1	0	74	1	0.84	0.33	
Corinthalyn- Orchard	Lennar	CV	DTMU	128	4	7	10	2	0	82	3	1.36	1.00	
Corinthalyn- Treasures	Lennar	CV	ATST	67	0	3	0	0	0	64	-1	1.10	-0.33	
Ellingsworth- Choral Series	Lennar	CV	DTMU	86	0	3	0	0	0	83	0	1.02	0.00	
Heritage Grove - Choral Series II	Lennar	CV	DTMU	32	4	6	61	2	1	14	2	0.41	0.67	
Heritage Grove - Choral Series III	Lennar	CV	DTMU	55	0	4	0	1	0	50	4	0.65	1.33	
Heritage Grove - Orchard II	Lennar	CV	DTST	63	4	5	60	2	0	40	7	1.17	2.33	
Heritage Grove - Skye Series II	Lennar	CV	DTMU	20	0	4	125	0	0	16	0	0.47	0.00	
Heritage Grove - Skye Series III	Lennar	CV	DTST	31	1	3	0	1	0	28	2	0.35	0.67	
Juniper Hills- Orchard & Clementine	Lennar	FR	DTMU	124	0	4	29	0	2	120	-2	1.27	-0.67	
Juniper Hills- Solana	Lennar	FR	DTST	77	0	4	0	0	0	67	0	0.64	0.00	
Kintsu Square - Orchard Series	Lennar	FR	DTMU	83	0	3	26	0	0	80	1	1.37	0.33	
Kintsu Square - Treasures	Lennar	FR	DTST	24	0	3	0	1	0	21	1	0.70	0.33	
Sterling Acres - Choral Series	Lennar	FR	DTMU	66	4	6	35	1	0	37	2	1.08	0.67	
Abbey Park	Woodside	FO	DTMU	93	0	2	6	3	0	14	3	0.89	1.00	
Canyon Ridge at The Preserve	Woodside	FT	DTMU	59	0	4	7	0	0	5	0	0.06	0.00	
Cottonwood Creek at The Preserve	Woodside	FT	DTMU	121	0	4	7	0	0	11	0	0.12	0.00	
Ivy Gate at Farmstead	Woodside	CV	DTMU	113	0	5	24	1	1	82	-1	0.35	-0.33	
Somerset Crossing	Woodside	FO	ATST	99	0	5	7	0	0	85	0	0.42	0.00	
Woodlands at Brooklyn Trail	Woodside	FR	DTMU	100	0	3	7	0	0	86	0	0.37	0.00	
TOTALS: No. Reporting: 23		Avg. Sales: 0.74		Traffic to Sales: 22 : 1				118	455	21	4	1543	34	Net: 17
City Codes: REE = Reedley, FR = Fresno, FO = Fowler, CV = Clovis, FT = Friant														



Development Name	Developer	City Code	Notes	Type								
Central Valley					Projects Participating: 133							
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 128		Avg. Sales: 0.77		Traffic to Sales: 18 : 1		654	1955	110	11	7079	257	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										

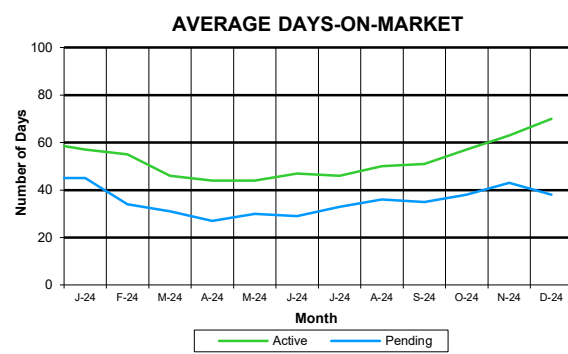
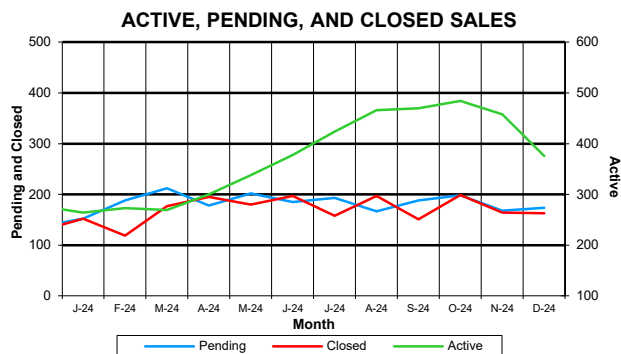
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	92	28	55	17	71	789,014
Jun-24	109	31	56	19	75	802,622
Jul-24	119	31	45	28	61	769,586
Aug-24	118	40	48	22	62	815,386
Sep-24	114	37	41	25	45	769,479
Oct-24	123	41	53	35	53	796,070
Nov-24	120	49	43	32	52	786,218
Dec-24	99	52	46	30	53	730,922



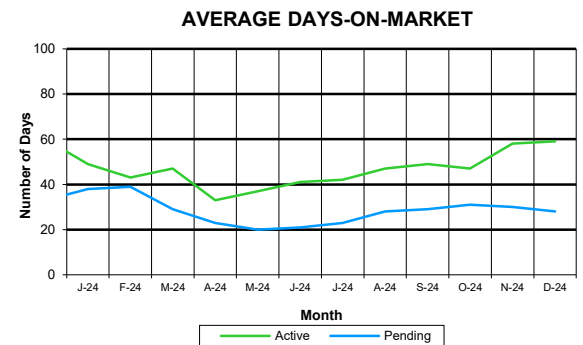
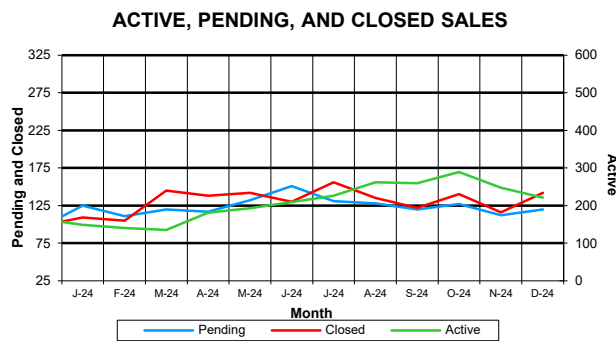
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	338	44	202	30	180	488,278
Jun-24	378	47	185	29	197	486,930
Jul-24	424	46	193	33	158	491,446
Aug-24	466	50	167	36	197	477,854
Sep-24	470	51	188	35	151	466,049
Oct-24	484	57	198	38	199	481,996
Nov-24	458	63	168	43	164	462,200
Dec-24	376	70	174	38	163	456,353



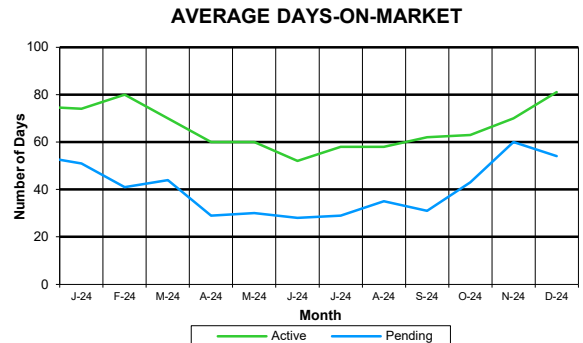
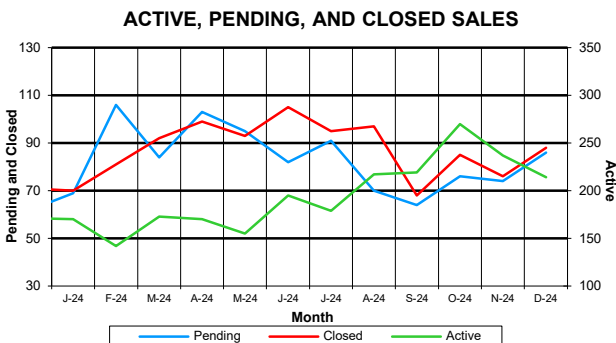
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	193	37	132	20	142	507,829
Jun-24	209	41	151	21	130	497,059
Jul-24	226	42	131	23	156	496,664
Aug-24	262	47	128	28	135	484,187
Sep-24	259	49	120	29	122	461,802
Oct-24	289	47	127	31	140	501,240
Nov-24	247	58	112	30	116	470,189
Dec-24	221	59	120	28	142	474,076



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	155	60	95	30	93	421,840
Jun-24	195	52	82	28	105	414,405
Jul-24	179	58	91	29	95	437,922
Aug-24	217	58	70	35	97	447,283
Sep-24	219	62	64	31	68	390,851
Oct-24	270	63	76	43	85	407,499
Nov-24	237	70	74	60	76	416,670
Dec-24	214	81	86	54	88	422,866



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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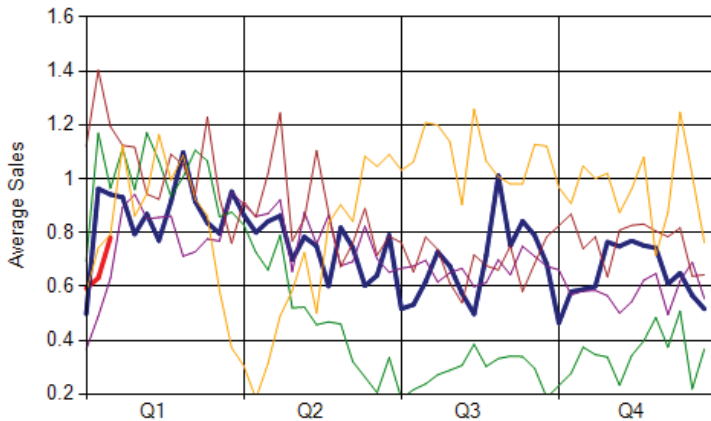
## Sacramento

Week 3

Ending: Sunday, January 19, 2025







Counties / Groups							Avg. Sales	Year to Date		Prev. 13 Wks.					
		Projects	Traffic	Sales	Cancels	Net Sales		Avg.	Diff.	Avg.	Diff.				
South Sacramento		44	561	32	5	27	0.61	0.61	1%	0.65	-6%				
Central & North Sacramento		42	681	42	4	38	0.90	0.81	11%	0.78	17%				
Folsom		12	121	6	1	5	0.42	0.45	-7%	0.80	-48%				
El Dorado		9	165	7	0	7	0.78	0.41	91%	0.41	89%				
Placer & Nevada		55	1064	48	4	44	0.80	0.64	25%	0.60	33%				
Yolo		8	43	4	0	4	0.50	0.82	-39%	0.60	-16%				
Amador County		1	13	0	0	0	0.00	0.33	-100%	0.15	-100%				
Northern Counties		16	158	22	1	21	1.31	0.83	58%	0.66	98%				
Current Week Totals		Traffic : Sales		17 : 1		187	2806	161	15	146	0.78	0.67	17%	0.66	19%
Per Project Average				15	0.86	0.08	0.78								
Year Ago - 01/21/2024		Traffic : Sales		13 : 1		187	2596	205	29	176	0.94	0.80	17%	0.60	56%
% Change		0%	8%	-21%	-48%	-17%	-17%	-17%			9%				

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
	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	0.74
	2025	190	15	0.77	0.10	0.67	0.67
% Change:		2%	11%	-15%	-2%	-17%	-10%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE 6.50%	APR 6.81%	Mortgage rates have ticked back up and are now hovering near 7%. A more cautious approach to monetary easing will likely keep mortgage rates elevated relative to recent norms. Elevated financing costs will also limit new supply and exert upward pressure on prices, keeping buyer affordability unfavorable. As such, activity in the housing sector looks set to remain tepid in the years ahead. Looking further ahead, we believe that, barring some unforeseen economic calamity, the FOMC will keep rates on hold through the first half of the year. Inflation continues to recede toward the Fed's goal of 2%, but at a painfully slow pace. We have penciled in a 25 bps rate cut at the September FOMC meeting and a similar-sized reduction in December. We, then, look for the FOMC to keep its target range for the federal funds rate unchanged at 3.75%-4.00% throughout 2026. Source: Wells Fargo Bank Weekly Economic & Financial Commentary
FHA	6.25%	7.17%	
10 Yr Yield	4.63%		

Development Name	Developer	City Code	Notes	Type	Projects Participating: 48									
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
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	5	N/A	0	0	13	1	0.26	0.33
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	8	N/A	0	0	29	1	0.57	0.33
Riverhaven	Beazer	SO		DTST	66	0	7	N/A	0	0	32	-1	0.62	-0.33
Stonehaven	Beazer	SO		DTMU	90	0	4	N/A	0	0	57	0	0.72	0.00
Parlin Oaks	Blue Mountain	GT		DTST	71	0	3	23	1	0	7	1	0.27	0.33
Park Place	Century	SO		DTST	48	0	4	13	1	0	13	1	0.43	0.33
Cascade at Elliott Springs	Elliott	VN		DTMU	173	0	5	38	0	0	33	0	0.75	0.00
Laurel at Elliott Springs	Elliott	VN		DTMU	233	0	6	37	0	0	87	2	0.93	0.67
The Retreats	K Hovnanian	RM		DTMU	62	0	3	4	1	0	57	3	0.42	1.00
Edgewater at Delta Shores	KB Home	SO		DTMU	80	2	3	15	0	0	18	2	0.48	0.67
Fairfax at The Grove	KB Home	LN		DTMU	125	4	5	13	3	1	68	3	1.35	1.00
Hamilton Park	KB Home	LN		DTST	85	0	6	15	0	0	4	1	0.49	0.33
Hayworth at The Grove	KB Home	LN		DTMU	90	0	3	3	1	0	58	1	1.15	0.33
Highland at The Grove	KB Home	LN		DTST	116	4	6	13	2	0	32	6	0.86	2.00
Lexington at The Grove	KB Home	LN		DTMU	58	0	2	6	1	0	56	4	1.03	1.33
Riva at Delta Shores	KB Home	SO		DTMU	109	0	5	29	1	0	17	0	0.51	0.00
Rosewood at The Grove	KB Home	LN		DTMU	51	0	4	0	0	0	45	1	0.73	0.33
Westborne at The Grove	KB Home	LN		DTMU	123	0	4	11	1	0	84	2	1.29	0.67
Antinori II at Vineyard Parke	Lennar	SO		DTMU	117	2	3	42	3	0	114	7	1.31	2.33
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	5	0	0	101	0	1.29	0.00
Calabria at Vineyard Parke	Lennar	SO		DTST	113	0	2	32	2	1	68	3	1.78	1.00
Cascade II at Vineyard Park	Lennar	SO		DTMU	175	0	4	6	0	0	2	0	0.28	0.00
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	0	3	22	2	0	125	2	1.50	0.67
Redwood IV at Vineyard Parke	Lennar	SO		DTMU	91	0	4	5	0	0	4	1	0.78	0.33
The Towns at Greenwood	Lennar	GT		ATMU	148	0	3	4	0	0	7	2	0.63	0.67
Vienna at Vineyard Parke	Lennar	SO		DTMU	103	0	3	7	0	0	1	1	0.47	0.33
Laguna Ranch II	Richmond American	LN		DTMU	100	0	2	1	1	0	82	2	0.60	0.67
Seasons at Caterina	Richmond American	GT		DTMU	61	0	2	2	0	0	59	0	0.52	0.00
Seasons at the Farm	Richmond American	GT		DTMU	87	0	1	1	0	0	86	2	0.57	0.67
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMU	120	0	2	2	0	0	118	0	0.89	0.00
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	0	3	3	2	0	38	2	0.61	0.67
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	3	2	0	0	14	0	0.22	0.00
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	3	2	1	0	19	1	0.31	0.33
Madeira Greens	Taylor Morrison	LN		DTMU	85	0	4	16	2	0	36	5	0.92	1.67
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	4	10	2	0	93	3	0.81	1.00
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	165	0	7	13	1	1	86	1	0.75	0.33
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	6	8	0	0	80	2	0.68	0.67
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	3	8	0	0	111	2	0.95	0.67
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	4	7	1	0	84	4	0.72	1.33
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	0	6	6	1	2	65	-1	0.78	-0.33
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	4	14	0	0	60	1	0.72	0.33
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	0	4	21	0	0	8	3	0.32	1.00
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	0	5	21	1	0	19	3	0.76	1.00
Long Meadow	The New Home Co	VN		DTMU	122	0	3	23	0	0	67	4	0.91	1.33
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	0	6	24	0	0	18	3	0.72	1.00

Development Name	Developer	City Code	Notes	Type										
South Sacramento   South Sacramento (Continued ...)					Projects Participating: 48									
					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
Cedar Creek	Tim Lewis	GT		DTMU	112	0	3	10	0	0	109	1	0.61	0.33
The Oasis	Tim Lewis	LN		DTMU	52	0	3	16	1	0	47	2	0.73	0.67
The Meadows	Woodside	LN		DTMU	141	0	5	8	0	0	14	1	0.31	0.33
TOTALS: No. Reporting: 44		Avg. Sales: 0.61		Traffic to Sales: 18 : 1				193	561	32	5	2445	85	Net: 27
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta														

C/N Sacramento   Central Sacramento				Projects Participating: 31										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD	
Magnolia Station at Cresleigh Ranch	Cresleigh	RO	DTMU	81	0	3	23	1	0	59	1	0.63	0.33	
Heritage at Gum Ranch	Elliott	FO	DTMU	251	0	6	13	0	0	208	0	0.70	0.00	
Placer at Rio Del Oro	Elliott	RO	DTMU	117	0	4	10	1	1	45	2	0.35	0.67	
Sutter at Rio Del Oro	Elliott	RO	DTMU	136	0	4	9	1	0	36	1	0.27	0.33	
Veranda at Stone Creek Village	Elliott	RO	DTST	128	6	5	18	5	0	19	10	1.71	3.33	
Canyon at The Ranch	K Hovnanian	RO	DTMU	114	0	4	2	0	0	60	1	0.67	0.33	
Four Seasons at The Ranch - Spring	K Hovnanian	RO	AASF	90	0	2	2	2	0	2	2	0.25	0.67	
Four Seasons at The Ranch - Summer	K Hovnanian	RO	AASF	63	0	3	15	0	0	3	0	0.37	0.00	
Four Seasons at The Ranch - Winter	K Hovnanian	RO	AASF	55	0	3	14	0	0	1	1	0.88	0.88	
Montrose at The Ranch	K Hovnanian	RO	DTMU	113	0	3	3	1	0	75	1	0.48	0.33	
Paseo at The Ranch	K Hovnanian	RO	DTMU	130	0	3	2	0	0	86	1	0.71	0.33	
Sagebrush at The Ranch	K Hovnanian	RO	DTMU	116	0	2	0	0	0	114	0	0.73	0.00	
Silverbrook at The Ranch	K Hovnanian	RO	DTST	69	0	3	1	0	0	1	0	0.12	0.00	
Celedon at Pradera Ranch	Lennar	RO	DTMU	110	0	3	14	1	0	105	6	1.80	2.00	
Cobalt at The Preserve	Lennar	RO	DTMU	135	0	5	5	0	0	1	0	0.11	0.00	
Jade at Pradera Ranch	Lennar S/O	RO	DTMU	90	0	S/O	11	1	1	90	2	1.86	0.67	
Midori at Pradera Ranch	Lennar	RO	DTMU	90	2	3	56	5	1	87	9	1.60	3.00	
Olive Grove at Pradera Ranch	Lennar	RO	DTST	78	0	4	14	1	0	61	5	1.89	1.67	
Verdant II at Pradera Ranch	Lennar	RO	DTMU	192	4	5	28	2	0	104	6	1.46	2.00	
Viridian II at Pradera Ranch	Lennar	RO	DTMU	92	0	3	22	2	0	81	8	1.19	2.67	
Ascent at Montelena	Pulte	RO	DTMU	127	4	5	9	2	0	73	2	0.61	0.67	
Solis at Montelena	Pulte	RO	DTMU	55	2	5	1	0	0	44	2	0.35	0.67	
Vista at Montelena	Pulte	RO	DTMU	38	0	1	1	0	0	37	0	0.29	0.00	
Seasons at Montelena	Richmond American	RO	DTMU	125	0	3	16	0	0	110	1	0.73	0.33	
Riverblossom at Montelena	TRI Pointe	RO	DTMU	98	0	3	32	1	0	25	5	0.75	1.67	
Starblossom at Montelena	TRI Pointe	RO	DTMU	65	0	4	32	0	0	10	0	0.30	0.00	
Wildblossom at Montelena	TRI Pointe	RO	DTMU	23	3	4	32	2	0	11	4	0.33	1.33	
Acacia II at Cypress	Woodside	RO	DTMU	90	0	5	3	0	0	27	0	0.34	0.00	
Palo Verde at Cypress	Woodside	RO	DTMU	92	0	4	14	0	0	60	1	0.76	0.33	
Sycamore at Cypress	Woodside	RO	DTMU	96	0	6	2	0	0	22	0	0.28	0.00	
Valley Oak at Cypress	Woodside	RO	DTMU	88	0	5	12	0	0	24	2	0.31	0.67	
TOTALS: No. Reporting: 31	Avg. Sales: 0.81		Traffic to Sales: 15 : 1				113	416	28	3	1681	73	Net: 25	
City Codes: RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
C/N Sacramento   North Sacramento					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
Cottages at The Preserve	KB Home	AO		DTST	70	0	4	21	0	0	50	1	1.24	0.33
Villas at The Preserve	KB Home	AO		DTMU	203	4	5	33	1	0	73	4	1.12	1.33
Northlake - Bleau	Lennar	SO		DTMU	348	0	14	14	1	0	220	3	1.05	1.00
Northlake - Crestvue II	Lennar	SO		DTMU	138	2	3	45	3	0	27	5	0.41	1.67
Northlake - Drifton	Lennar	SO		DTMU	236	0	15	16	1	0	133	1	0.66	0.33
Northlake - Lakelet	Lennar	SO		DTMU	307	0	5	5	0	0	161	2	0.77	0.67
Northlake - Shor	Lennar	SO		DTMU	337	0	10	48	4	1	169	6	0.81	2.00
Northlake - Watersyde	Lennar	SO		DTMU	276	0	3	36	2	0	151	3	0.72	1.00
Northlake - Wavmor	Lennar	SO		DTMU	320	0	20	3	0	0	151	0	0.72	0.00
Waters Edge	Lennar	SO		DTST	139	3	5	15	1	0	18	2	0.56	0.67
Terrace Park	TRI Pointe	SO		DTST	79	0	3	29	1	0	5	1	0.41	0.33
TOTALS: No. Reporting: 11	Avg. Sales: 1.18		Traffic to Sales: 19 : 1				87	265	14	1	1158	28	Net: 13	
City Codes: AO = Antelope, SO = Sacramento														

Folsom   Folsom Area				Projects Participating: 13									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Oakwood at Folsom Ranch	Beazer	FM	DTMU	53	0	4	N/A	0	0	40	0	0.52	0.00
Esquire at Folsom Ranch	KB Home	FM	DTMU	153	4	5	30	3	0	53	8	1.26	2.67
Brass Pointe at Russell Ranch	Lennar	FM	DTMU	143	0	4	15	1	0	137	3	0.96	1.00
Platinum Peak at Russell Ranch	Lennar	FM	DTMU	120	0	20	7	0	0	100	0	0.72	0.00
Rockcross II at Folsom Ranch	Lennar	FM	DTMU	115	0	4	16	1	1	83	5	1.45	1.67
Silver Knoll at Russell Ranch	Lennar S/O	FM	DTMU	96	0	S/O	6	0	0	96	0	1.09	0.00
Sterling Hills at Russell Ranch	Lennar	FM	DTMU	112	0	1	5	0	0	111	0	1.23	0.00
Folsom Ranch - Encore	Taylor Morrison	FM	DTMU	106	0	4	15	1	0	79	1	0.71	0.33
Folsom Ranch - Legends	Taylor Morrison	FM	DTMU	110	0	5	11	0	0	81	0	0.73	0.00
Canterly at Folsom Ranch	TRI Pointe	FM	DTMU	100	0	1	0	0	0	99	0	0.99	0.00
Eastwood at Folsom Ranch	TRI Pointe	FM	DTMU	72	0	4	0	0	0	68	0	0.50	0.00
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMU	90	0	4	0	0	0	84	0	0.62	0.00
The Trails	Woodside	FM	DTMU	40	0	4	16	0	0	13	0	0.86	0.00
TOTALS: No. Reporting: 12		Avg. Sales: 0.42		Traffic to Sales: 20 : 1			60	121	6	1	1044	17	Net: 5
City Codes: FM = Folsom													



Development Name	Developer	City Code	Notes	Type										
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
Oakhaven	Blue Mountain	RE		DTMU	29	0	4	29	1	0	9	1	0.19	0.33
Revere	Blue Mountain	RE		DTMU	51	0	3	33	0	0	48	0	0.25	0.00
Alder at Saratoga Estates	Elliott	EH		DTMU	129	0	2	2	0	0	127	0	0.54	0.00
Manzanita at Saratoga	Elliott	EH		DTMU	131	0	3	16	1	0	98	2	0.43	0.67
Ponderosa at Saratoga	Elliott	EH		DTMU	56	0	6	13	0	0	28	0	0.19	0.00
Heritage El Dorado Hills-Mosaic	Lennar	EH		AASF	373	0	11	34	3	0	362	4	1.09	1.33
Legends II at Heritage Carson Creek	Lennar	EH		AASF	123	0	3	19	1	0	23	1	0.60	0.33
Ridgeview	The New Home Co	EH		DTMU	44	0	4	12	0	0	36	0	0.44	0.00
Sutter's Ridge	Williams	PV		DTMU	39	0	6	7	1	0	8	3	0.17	1.00
TOTALS: No. Reporting: 9	Avg. Sales: 0.78		Traffic to Sales: 24 : 1				42	165	7	0	739	11	Net: 7	
City Codes: RE = Rescue, EH = El Dorado Hills, PV = Placerville														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 58									
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	2	4	42	2	0	57	1	0.88	0.33
Whitehawk	Anthem United	GB		DTMU	55	0	4	31	0	0	40	0	0.40	0.00
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	3	N/A	0	0	31	2	0.60	0.67
Verrado II at Solaire	Beazer	RV		DTMU	63	0	6	N/A	0	0	29	1	0.38	0.33
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	3	21	0	0	14	1	0.17	0.33
Millau at Twelve Bridges	Century	LL		DTST	105	0	4	19	0	0	19	0	0.46	0.00
Rialto at Twelve Bridges	Century	LL		DTMU	79	2	5	15	2	0	19	3	0.46	1.00
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	5	5	0	0	59	0	0.33	0.00
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	0	4	10	0	0	38	3	1.05	1.00
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	4	14	1	0	66	1	1.04	0.33
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	0	4	17	1	0	49	3	1.36	1.00
Turkey Creek Estates	Elliott	LL		DTMU	228	0	6	23	0	1	94	-1	0.50	-0.33
Edgefield Place	JMC	RK		DTMU	93	0	2	34	0	0	91	1	0.61	0.33
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	5	22	0	1	62	0	0.43	0.00
Fairbrook at Fiddymment Farm	JMC	RV		DTMU	125	0	2	0	0	0	123	0	0.63	0.00
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	2	3	40	2	0	62	4	1.01	1.33
Meadowbrook at Fiddymment Farm	JMC	RV		DTMU	80	0	1	14	0	0	79	0	0.40	0.00
Northbrook at Fiddymment Farm	JMC	RV		DTST	120	6	5	24	3	0	93	4	1.03	1.33
Sagebrook at Fiddymment Farm	JMC	RV		DTMU	214	0	4	24	2	0	134	4	0.68	1.33
Sentinel Village at Sierra Vista	JMC	RV		DTST	256	0	5	25	0	0	204	3	0.80	1.00
Tribute Pointe	JMC	RK		DTMU	99	0	3	25	1	0	46	3	0.31	1.00
Westwind at Whitney Ranch	JMC	RK		DTST	43	0	3	35	1	0	27	2	1.29	0.67
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	7	6	47	7	0	129	8	0.88	2.67
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	3	25	2	0	53	5	0.82	1.67
Copper Ridge	KB Home	LL		DTMU	281	0	9	2	0	0	139	0	0.85	0.00
Breckenridge at Sierra West	Lennar	RV		DTMU	264	0	11	15	1	0	196	1	1.14	0.33
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	0	8	14	1	0	173	1	0.96	0.33
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	4	4	0	0	182	8	1.00	2.67
Meander at Winding Creek	Lennar	RV		DTMU	74	0	3	33	2	0	68	4	1.23	1.33
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	0	4	31	2	0	162	3	0.91	1.00
Windham at Sierra West	Lennar	RV		DTMU	190	0	2	8	0	0	188	1	1.16	0.33
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	4	0	0	0	78	3	1.13	1.00
Premier Soleil	Premier Homes	GB		DTMU	52	0	4	N/A	0	0	40	0	0.31	0.00
Camellia at Solaire	Pulte	RV		DTMU	67	0	4	2	1	1	51	0	0.96	0.00
Jasmine at Solaire	Pulte	RV		DTMU	107	0	4	2	0	0	48	0	0.96	0.00
Seasons at Amoruso Ranch	Richmond American	RV		DTMU	75	0	4	12	0	0	0	0	0.00	0.00
Seasons at Mason Trails	Richmond American	RV		DTMU	92	4	7	2	0	0	77	0	0.58	0.00
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	4	6	11	1	0	75	2	0.50	0.67
Tapestry at Amoruso Ranch	Richmond American	RV		DTMU	63	0	4	66	0	0	0	0	0.00	0.00
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	3	6	6	3	0	137	3	0.71	1.00
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	4	6	1	0	83	2	0.53	0.67
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	6	5	0	0	119	1	0.61	0.33
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	2	5	5	2	0	135	3	0.69	1.00
Parks at Valley Oak	The New Home Co	RV		DTMU	59	4	5	16	4	0	41	7	0.54	2.33
Trails at Valley Oak	The New Home Co	RV		DTMU	62	0	4	16	0	0	53	0	0.69	0.00

Development Name	Developer	City Code	Notes	Type										
Placer / Nevada   Placer County (Continued ...)					Projects Participating: 58									
					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 at Granite Bay	Tim Lewis	GB		DTMU	89	0	3	32	1	1	51	3	0.48	1.00
Morgan Place	Tim Lewis	RV		DTMU	79	0	3	24	1	0	19	1	0.36	0.33
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	3	3	0	0	14	0	0.18	0.00
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	5	18	0	0	14	2	0.26	0.67
Jubilee at Independence	TRI Pointe	LL		DTMU	90	4	4	21	2	0	26	3	0.66	1.00
Monument at Independence	TRI Pointe	LL		DTMU	159	0	3	21	0	0	22	2	0.56	0.67
Mountaingate at Bickford Ranch	TRI Pointe	LL		DTMU	65	0	3	30	0	0	3	1	0.17	0.33
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	4	21	0	0	45	2	0.88	0.67
Magnolia Village	Williams	LL		ATMU	32	0	3	11	1	0	7	2	0.26	0.67
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	6	23	0	0	74	1	0.58	0.33
Summerfield at Sierra Vista	Woodside	RV		DTMU	135	0	4	30	0	0	8	1	0.36	0.33
The Park at Granite Bay	Woodside	GB		DTMU	55	0	6	32	0	0	9	0	0.22	0.00
Wildflower at Winding Creek	Woodside	RV		DTMU	97	0	5	30	1	0	48	3	1.04	1.00
TOTALS: No. Reporting: 55	Avg. Sales: 0.80		Traffic to Sales: 22 : 1				254	1064	48	4	4003	108	Net: 44	
City Codes: RV = Roseville, GB = Granite Bay, 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	2	N/A	0	0	0	0	0.00	0.00
TOTALS: No. Reporting: 0		Avg. Sales: 0.00			Traffic to Sales: N/A			2	0	0	0	0	0	Net: 0	
City Codes: GV = Grass Valley															

Yolo   Yolo 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
Trailside at the Rivers	Century	WS	DTMU	120	4	5	12	2	0	74	4	0.70	1.33
Bungalows at Bretton Woods	DeNova	DV	AASF	39	0	5	2	0	0	5	0	0.24	0.00
Greenway at Bretton Woods	DeNova	DV	DTST	150	0	5	3	0	0	5	1	0.31	0.33
Cannon Pointe at Pioneer Village	Lennar	WL	DTMU	107	0	2	6	0	0	105	1	1.02	0.33
Casera Meadows at Pioneer Village	Lennar	WL	DTMU	124	0	4	13	1	0	107	7	1.02	2.33
The Hideaway	Meritage	WN	DTMU	148	0	4	0	1	0	143	3	1.05	1.00
Walnut Lane	Meritage	WN	DTMU	53	0	3	0	0	0	50	1	1.11	0.33
Revival	Tim Lewis	WL	DTST	72	0	7	7	0	0	59	1	0.42	0.33
TOTALS: No. Reporting: 8	Avg. Sales: 0.50		Traffic to Sales: 11 : 1				35	43	4	0	548	18	Net: 4
City Codes: WS = West Sacramento, DV = Davis, WL = Woodland, WN = Winters													

Amador County   Amador County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Zinfandel Ridge II		Tim Lewis		PLY	DTMU	40	0	4	13	0	0	33	1	0.19	0.33
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			4	13	0	0	33	1	Net: 0	
City Codes: PLY = Plymouth															

Development Name	Developer	City Code	Notes	Type										
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	2	4	5	1	0	56	2	0.46	0.67
Sparrow	DR Horton	CO		DTMU	86	0	1	0	0	0	85	1	0.62	0.33
TOTALS: No. Reporting: 2		Avg. Sales: 0.50		Traffic to Sales: 5 : 1				5	5	1	0	141	3	Net: 1
City Codes: CO = Chico														

Northern Counties   Yuba 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	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	5	6	2	0	37	3	0.57	1.00	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	5	17	2	0	49	3	0.52	1.00	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	147	0	5	1	0	0	110	0	0.43	0.00	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	3	4	10	3	0	114	6	0.78	2.00	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	147	0	2	16	2	0	145	2	0.98	0.67	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	0	3	3	1	1	141	1	1.22	0.33	
Pembroke at Rio Del Oro	Lennar	PLK	DTMU	49	2	4	16	1	0	24	3	0.79	1.00	
Rock Creek at Rio Del Oro	Lennar	PLK	DTST	111	0	6	14	1	0	37	4	1.22	1.33	
Wildbrook at Rio Del Oro	Lennar	PLK	DTMU	48	2	6	34	2	0	34	5	0.86	1.67	
Seasons at Riverton North	Richmond American	PLK	DTMU	83	0	3	6	2	0	11	4	0.00	0.00	
Seasons at Riverton South	Richmond American	PLK	DTMU	79	0	6	9	0	0	6	0	0.37	0.00	
TOTALS: No. Reporting: 11	Avg. Sales: 1.36		Traffic to Sales: 8 : 1				49	132	16	1	708	31	Net: 15	
City Codes: PLK = Plumas Lake, WH = Wheatland														

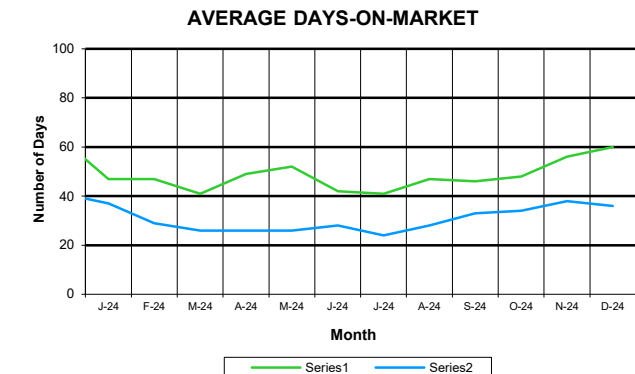
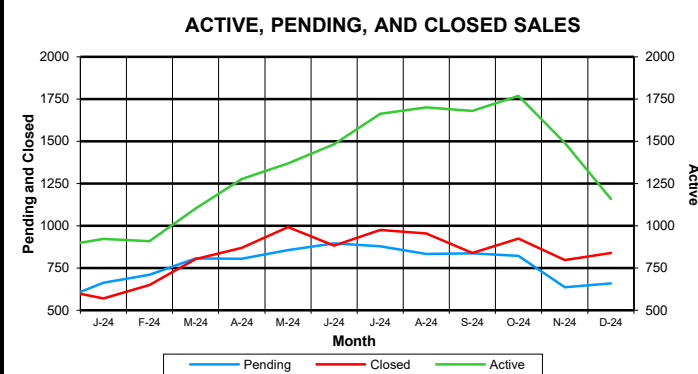
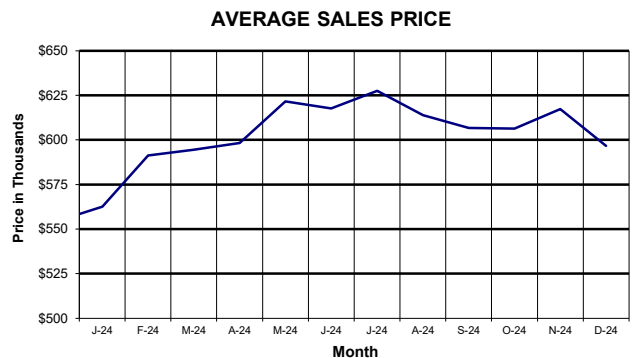
Northern Counties   Sutter County					Projects Participating: 1										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Harter Estates		DR Horton		YC	ATST	150	4	5	7	2	0	51	3	1.08	1.00
TOTALS: No. Reporting: 1		Avg. Sales: 2.00			Traffic to Sales: 4 : 1			5	7	2	0	51	3	Net: 2	
City Codes: YC = Yuba City															

Northern Counties   Shasta 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
Lilac at Shastina Ranch	DR Horton	RD	DTST	69	0	2	7	3	0	67	3	0.61	1.00	
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	66	0	3	7	0	0	63	0	0.58	0.00	
TOTALS: No. Reporting: 2		Avg. Sales: 1.50		Traffic to Sales: 5 : 1			5	14	3	0	130	3	Net: 3	
City Codes: RD = Redding														

Sacramento			Projects Participating: 196						
			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: 0.78	Traffic to Sales: 17 : 1	854	2806	161	15	12681	381	Net: 146
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									

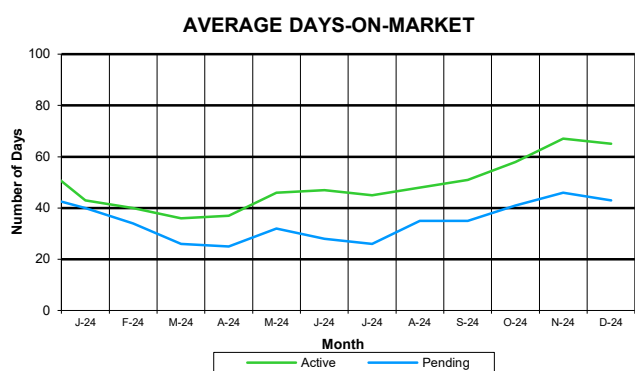
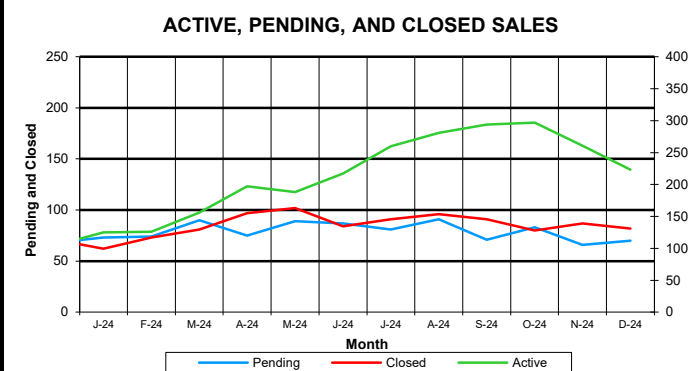
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	1,370	52	856	26	992	621,556
Jun-24	1,483	42	897	28	882	617,669
Jul-24	1,662	41	879	24	975	627,548
Aug-24	1,701	47	834	28	955	613,874
Sep-24	1,679	46	837	33	839	606,698
Oct-24	1,768	48	822	34	925	606,279
Nov-24	1,491	56	636	38	798	617,262
Dec-24	1,160	60	659	36	839	596,601



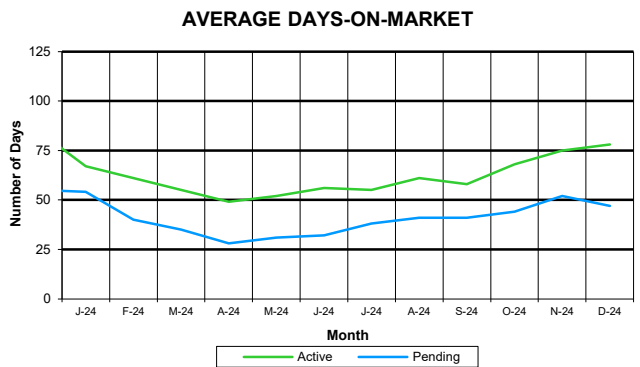
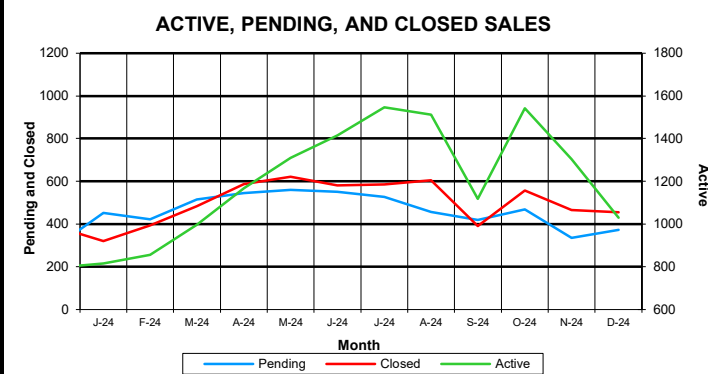
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	188	46	89	32	102	375,102
Jun-24	217	47	87	28	84	332,500
Jul-24	260	45	81	26	91	357,589
Aug-24	281	48	91	35	96	350,127
Sep-24	294	51	71	35	91	346,008
Oct-24	297	58	83	41	80	333,572
Nov-24	261	67	66	46	87	350,657
Dec-24	223	65	70	43	82	349,499



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	1,310	52	560	31	621	775,534
Jun-24	1,414	56	551	32	581	808,356
Jul-24	1,546	55	527	38	585	789,655
Aug-24	1,512	61	456	41	605	748,977
Sep-24	1,118	58	419	41	391	734,729
Oct-24	1,541	68	468	44	556	755,935
Nov-24	1,303	75	335	52	465	766,501
Dec-24	1,030	78	372	47	455	802,245



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
May-24	202	45	99	30	131	776,772
Jun-24	196	50	101	33	108	714,737
Jul-24	214	51	90	28	107	702,342
Aug-24	205	59	86	39	113	723,220
Sep-24	207	53	87	33	101	681,617
Oct-24	237	62	68	47	99	642,456
Nov-24	212	71	59	45	69	602,590
Dec-24	145	78	64	41	90	644,939

