

# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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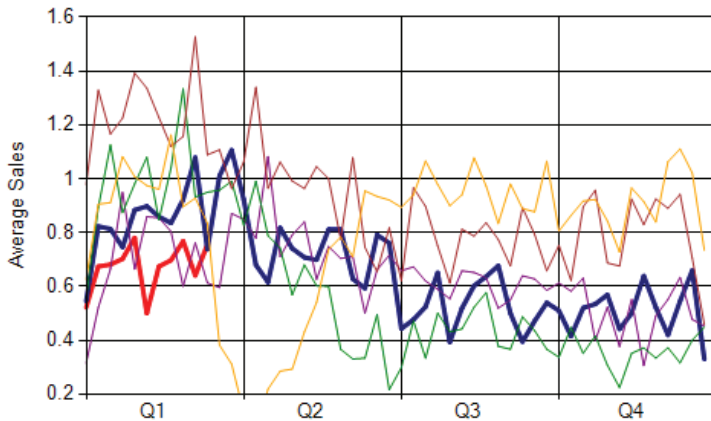
## Bay Area

Week 11

Ending: Sunday, March 16, 2025

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.				
		Projects	Traffic	Sales	Cancels				Avg.	Diff.	Avg.	Diff.			
Alameda		13	173	14	1	13	1.00	0.74	36%	0.69	46%				
Contra Costa		24	400	17	1	16	0.67	0.59	12%	0.58	16%				
Sonoma, Napa		11	133	5	1	4	0.36	0.58	-37%	0.59	-38%				
San Francisco, Marin		1	3	0	0	0	0.00	0.00	0.00	0.15	-100%				
San Mateo		3	35	0	0	0	0.00	0.43	-100%	0.50	-100%				
Santa Clara		17	188	16	1	15	0.88	0.83	7%	0.76	16%				
Monterey, Santa Cruz, San Benito		10	112	3	1	2	0.20	0.50	-60%	0.48	-59%				
Solano		19	133	27	3	24	1.26	0.75	69%	0.65	93%				
Current Week Totals		Traffic : Sales		14 : 1		98	1177	82	8	74	0.76	0.67	12%	0.63	19%
Per Project Average				12	0.84	0.08	0.76								
Year Ago - 03/17/2024		Traffic : Sales		18 : 1		103	1464	82	6	76	0.74	0.83	-11%	0.76	-3%
% Change		-5%	-20%	0%	33%	-3%	2%	-19%			-17%				

52 Weeks Comparison



Year to Date Averages Through Week 11


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	2020	154	20	1.02	0.08	0.93	0.80
2021	2021	123	17	1.30	0.07	1.23	0.93
2022	2022	106	13	1.06	0.09	0.96	0.58
2023	2023	115	12	0.77	0.07	0.69	0.64
2024	2024	106	13	0.89	0.06	0.83	0.66
2025	2025	97	13	0.73	0.06	0.67	0.67
% Change:		-9%	-5%	-18%	-1%	-19%	2%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>From lumber to drywall to appliances to finishings, much of what goes into a U.S. home comes from outside American borders. The cost of those products is about to go up as tariffs are being imposed on China, Mexico and Canada. The new tariffs could increase builder costs anywhere from \$7,500 to \$10,000 per home, said Rob Dietz, chief economist of the National Association of home Builders, citing estimates from U.S. homebuilders. Last year the NAHB estimated that every \$1,000 increase in the median price of a new home prices out roughly 106,000 potential buyers. The greatest impact to homebuilders will be from lumber cost increases, which are expected to total about \$4,900 per home on average, according to Leading Builders of America, the trade group representing most of the nation's publicly traded homebuilders. Roughly a third of the lumber used in U.S. homebuilding comes from Canada, and domestic lumber producers are expected to raise their prices to match the imported supply. Source: Diana Olick CNBC</p>
CONV	6.99%	6.65%	
FHA	5.99%	6.76%	
10 Yr Yield	4.28%		
			

Development Name	Developer	City Code	Notes	Type										
Alameda County   Alameda 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
La Playa Place	DR Horton	HY		DTMU	47	0	3	9	0	1	44	5	0.93	0.45
Poppy Lane	DR Horton	LS		DTST	18	0	6	6	0	0	5	5	0.49	0.45
The Chapter	KB Home	CV		ATMU	51	4	5	53	1	0	15	7	0.88	0.64
Island View at Alameda Marina	Landsea	AL		ATMU	98	0	5	9	1	0	29	5	0.30	0.45
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	5	9	0	0	22	2	0.23	0.18
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	3	3	1	0	117	15	1.04	1.36
Lumiere at Innovation	Lennar	FR		ATMU	156	0	3	0	0	0	153	0	0.88	0.00
Towns at Hartford	Lennar	FR		ATMU	57	4	6	8	4	0	33	15	0.78	1.36
Summit Collection	Trumark S/O	CV		DTMU	25	0	S/O	0	1	0	25	11	0.75	1.00
TOTALS: No. Reporting: 9	Avg. Sales: 0.78		Traffic to Sales: 12 : 1				36	97	8	1	443	65	Net: 7	
City Codes: HY = Hayward, LS = San Leandro, CV = Castro Valley, AL = Alameda, NK = Newark, FR = Fremont														

Alameda County   Amador Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Vine at Boulevard	Brookfield	DB	ATMU	92	0	11	19	0	0	65	11	1.12	1.00	
Avalon at Boulevard	Lennar	DB	ATMU	90	2	5	6	1	0	82	13	0.97	1.18	
Gramercy at the Boulevard	Lennar	DB	ATMU	102	0	3	1	0	0	71	9	0.96	0.82	
Primrose at Francis Ranch	Taylor Morrison	DB	DTMU	85	5	6	50	5	0	7	7	3.27	3.27	
TOTALS: No. Reporting: 4		Avg. Sales: 1.50		Traffic to Sales: 13 : 1			25	76	6	0	225	40	Net: 6	
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	6	3	1	0	85	10	0.36	0.91	
Heritage View	DeNova	MZ	DTMU	38	4	6	32	1	0	16	9	1.22	0.82	
Hillcrest	Shea	PH	DTMU	31	0	3	4	0	0	27	3	0.41	0.27	
Oak Grove	SummerHill	WC	ATMU	115	0	4	12	0	0	64	7	0.94	0.64	
Penny Lane	Trumark	CN	ATMU	70	0	9	13	1	0	61	5	0.57	0.45	
TOTALS: No. Reporting: 5		Avg. Sales: 0.60		Traffic to Sales: 21 : 1				28	64	3	0	253	34	Net: 3
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. Sis /Week	Av. Sis /YTD
Magee Preserve	Davidon	DN	DTMU	69	0	10	19	1	0	46	3	0.41	0.27	
City Village - Rows	SummerHill	SR	DTMU	114	0	5	23	0	0	11	4	0.29	0.36	
City Village - Towns	SummerHill	SR	ATMU	136	4	5	23	4	1	79	16	1.04	1.45	
City Village -Courts	SummerHill	SR	DTMU	154	0	2	23	1	0	48	4	0.62	0.36	
TOTALS: No. Reporting: 4		Avg. Sales: 1.25		Traffic to Sales: 15 : 1				22	88	6	1	184	27	Net: 5
City Codes: DN = Danville, SR = San Ramon														

Development Name	Developer	City Code	Notes	Type										
Contra Costa County   West Contra Costa					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
Owl Ranch	DR Horton	HC		DTMU	40	4	5	16	2	0	5	5	4.38	4.38
Bay View at Richmond	Meritage	RM		DTMU	94	0	4	0	0	0	55	7	0.51	0.64
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 8 : 1				9	16	2	0	60	12	Net: 2
City Codes: HC = Hercules, RM = Richmond														

Contra Costa County   Antioch/Pittsburg					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
Crest at Park Ridge	Davidon	AN	DTMU	300	0	3	1	0	0	297	2	0.76	0.18	
Hills at Park Ridge	Davidon	AN	DTMU	225	0	7	18	1	0	173	13	0.75	1.18	
Bayberry at Laurel Ranch	KB Home	AN	DTMU	112	4	5	15	1	0	69	11	0.74	1.00	
Wildwood at Laurel Ranch	KB Home	AN	DTMU	82	0	3	28	0	0	50	5	0.54	0.45	
Deer Valley	Meritage	AN	DTMU	120	0	4	0	0	0	55	12	1.10	1.09	
TOTALS: No. Reporting: 5		Avg. Sales: 0.40		Traffic to Sales: 31 : 1			22	62	2	0	644	43	Net: 2	
City Codes: AN = Antioch														

Contra Costa County   East Contra Costa					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
Delta Coves	Blue Mountain	BI	DTMU	131	0	7	22	0	0	108	0	0.37	0.00	
Cattle Ridge at Summer Lake North	DeNova	OY	DTMU	167	0	6	25	2	0	4	4	0.65	0.65	
Saddle Creek at Summer Lake North	DeNova	OY	DTMU	203	0	3	25	0	0	7	7	1.14	1.14	
Cypress Crossings	KB Home	OY	DTMU	98	0	3	11	1	0	95	8	0.69	0.73	
Beacon at Delta Coves	Pulte	BI	DTST	30	0	4	1	0	0	25	0	0.24	0.00	
Seagrass	Pulte	DB	DTMU	276	0	3	22	1	0	23	5	0.33	0.45	
Orchard Grove	Shea	BT	DTMU	51	0	4	60	0	0	2	2	0.28	0.28	
Orchard Trails	Shea	BT	DTMU	78	0	2	4	0	0	76	1	0.43	0.09	
TOTALS: No. Reporting: 8		Avg. Sales: 0.50		Traffic to Sales: 43 : 1			32	170	4	0	340	27	Net: 4	
City Codes: BI = Bethel Island, OY = Oakley, DB = Discovery Bay, BT = Brentwood														

Development Name	Developer	City Code	Notes	Type										
Sonoma and Napa Counties   Sonoma, Napa Counties					Projects Participating: 12									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Copperleaf at Riversound	Brookfield	NP		ATMU	58	0	3	14	0	0	1	1	0.24	0.24
Foundry at Riversound	Brookfield	NP		DTMU	66	0	7	4	0	0	1	1	0.24	0.24
Patina at Riversound	Brookfield	NP		DTMU	79	0	13	11	0	0	15	3	0.34	0.27
Harmony at SOMO Village	Century	RP		DTMU	65	0	4	9	0	0	34	8	0.73	0.73
Synergy at SOMO Village	Century	RP		DTMU	51	0	2	15	1	0	28	8	0.66	0.73
Vintage Farm	Davidon	NP		DTMU	53	2	4	8	0	0	8	8	2.55	2.55
Western Meadows	Davidon	NP		DTMU	12	0	5	2	0	0	1	0	0.04	0.00
Hummingbird Cottages	DeNova	SX		DTST	15	0	9	15	1	1	4	4	0.56	0.56
Harvest at Watson Ranch	DR Horton	AC		DTMU	219	4	5	11	2	0	126	15	1.22	1.36
Stonebridge	DR Horton	SR	New	DTMU	108	6	5	44	1	0	1	1	7.00	7.00
Sterling Hills at Quarry Heights II	KB Home	PET		DTMU	91	0	4	0	0	0	87	1	0.46	0.09
Riverfront	TRI Pointe	PET		DTMU	134	0	1	N/A	0	0	133	6	0.59	0.55
TOTALS: No. Reporting: 11	Avg. Sales: 0.36		Traffic to Sales: 27 : 1				62	133	5	1	439	56	Net: 4	
City Codes: NP = Napa, RP = Rohnert Park, SX = Sonoma, AC = American Canyon, SR = Santa Rosa, PET = Petaluma														

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. Sls /Week	Av. Sls /YTD
Verandah	Landsea	NV	ATMU	80	0	1	3	0	0	79	0	0.42	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														

San Mateo County   San Mateo County					Projects Participating: 3									
					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
Elevate at The Heights	Pulte	SM	DTMU	44	0	3	20	0	0	5	5	0.70	0.70	
Overlook at The Heights	Pulte	SM	ATMU	58	0	5	15	0	0	7	7	0.98	0.98	
Viewpoint at The Heights	Pulte	SM	ATMU	54	0	0	0	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 3		Avg. Sales: 0.00		Traffic to Sales: N/A			8	35	0	0	12	12	Net: 0	
City Codes: SM = San Mateo														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County   Santa Clara County					Projects Participating: 17									
					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	13	13	1	0	35	11	0.60	1.00
Palomino Estates at Glen Loma Ranch	KB Home	GL		DTMU	37	0	2	18	1	0	31	13	0.70	1.18
Apollo at The Square	Pulte	SV		ATMU	72	0	6	10	0	0	3	2	0.07	0.18
Artemis at The Square	Pulte	SV		ATMU	63	0	5	5	0	0	13	5	0.31	0.45
Avenue at Central	Pulte	SJ		ATMU	158	0	4	10	3	0	96	22	1.21	2.00
Plaza at Central	Pulte	SJ		ATMU	90	0	3	7	0	0	87	0	0.65	0.00
The Elms	Pulte	ST		ATMU	90	0	3	23	2	0	41	13	0.53	1.18
28FIFTY	SummerHill	PA		ATMU	48	4	6	29	2	0	12	12	1.95	1.95
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMU	76	0	4	21	1	0	72	8	0.38	0.73
Amelia	Taylor Morrison	MV		ATMU	85	0	8	8	1	1	17	7	0.65	0.64
Arroyo Village	Taylor Morrison	CP		ATMU	88	0	3	6	0	0	85	16	0.92	1.45
Blueprint	Taylor Morrison	SC		ATMU	48	0	4	0	0	0	42	0	0.76	0.00
Brix at Glen Loma Ranch	TRI Pointe	GL	Rsv's	DTMU	67	2	4	1	1	0	45	7	0.49	0.64
Lotus at Urban Oak	TRI Pointe	SJ		ATMU	123	2	4	10	1	0	59	5	0.43	0.45
Ascend	Trumark	SJ		ATMU	90	0	4	15	1	0	20	12	0.77	1.09
Lumberyard	Van Daele	MH		ATMU	49	4	6	10	2	0	19	4	0.42	0.36
Heritage on 6th Street	Warmington	GL		DTMU	19	0	4	2	0	0	1	1	0.88	0.88
TOTALS: No. Reporting: 17	Avg. Sales: 0.88		Traffic to Sales: 12 : 1				83	188	16	1	678	138	Net: 15	
City Codes: MH = Morgan Hill, GL = Gilroy, SV = Sunnyvale, SJ = San Jose, ST = Saratoga, PA = Palo Alto, LG = Los Gatos, MV = Mountain View, CP = Cupertino, SC = Santa Clara														

Monterey, Santa Cruz, San Benito   Monterey, Santa Cruz, San Benito Counties					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Brighton at Fairview (Courtyards)	KB Home	HO	DTMU	72	2	3	11	1	0	32	10	0.44	0.91	
Everglen	KB Home	HO	DTST	82	0	4	19	0	0	2	2	0.93	0.93	
Highgrove at Fairview (SFD)	KB Home	HO	DTMU	138	0	5	22	0	0	87	9	0.92	0.82	
Serenity V	Legacy	HO	DTMU	36	0	1	5	0	0	35	1	0.29	0.09	
Bay House at The Dunes II	Shea	MA	ATMU	109	0	4	4	2	0	14	4	0.54	0.36	
Enclave, The	Shea	SS	DTMU	121	0	4	1	0	0	81	5	0.41	0.45	
Light House at the Dunes II	Shea	MA	DTMU	104	0	5	11	0	0	12	4	0.48	0.36	
Rooftops at The Dunes	Shea	MA	ATMU	84	0	5	20	0	1	18	4	0.47	0.36	
Sky House at The Dunes II	Shea	MA	DTMU	110	0	5	11	0	0	9	4	0.37	0.36	
Willow Landing	TRI Pointe	HO	DTMU	144	0	6	8	0	0	6	6	0.98	0.98	
TOTALS: No. Reporting: 10		Avg. Sales: 0.20		Traffic to Sales: 37 : 1				42	112	3	1	296	49	Net: 2
City Codes: HO = Hollister, MA = Marina, SS = Seaside														

Solano County   Benicia, Vallejo					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cascade at Waterstone		TRI Pointe	VL	DTMU	185	0	7	19	0	0	96	13	0.96	1.18
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: N/A			7	19	0	0	96	13	Net: 0
City Codes: VL = Vallejo														

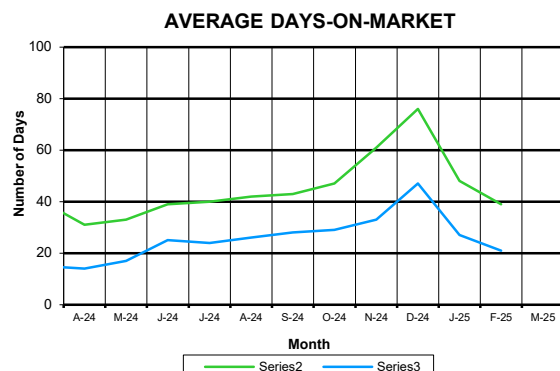
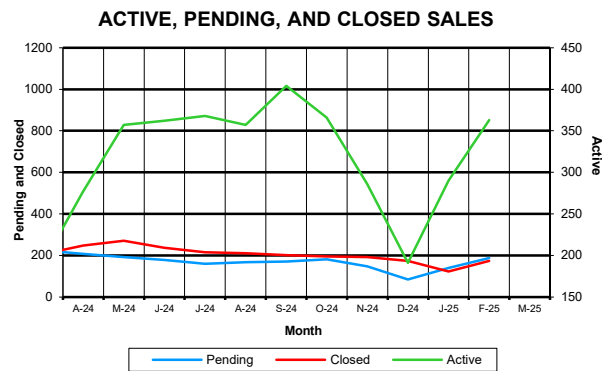
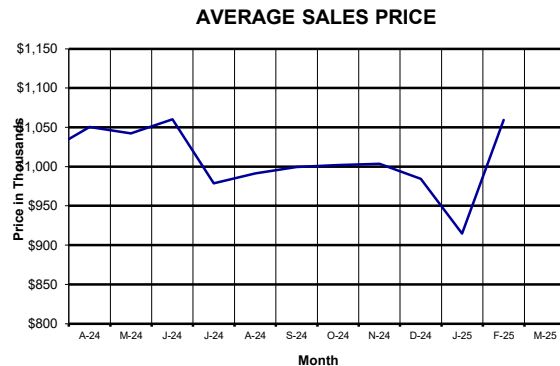
Development Name	Developer	City Code	Notes	Type	Projects Participating: 19									
Solano County   Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Meridian	Century	SU		DTMU	71	0	8	12	0	1	48	9	0.65	0.82
Luminescence at Liberty	DeNova	RV		AASF	311	0	18	7	0	0	171	4	0.89	0.36
Iris at The Villages	DR Horton	FF		DTMU	119	0	1	1	0	0	118	1	0.99	0.09
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	4	6	10	3	0	97	12	0.70	1.09
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	4	6	10	3	0	82	12	0.59	1.09
Sagebrush at Magnolia Park	KB Home	VC		DTMU	63	0	1	0	0	0	62	7	0.78	0.64
Sweetbay at Magnolia Park	KB Home	VC		DTMU	104	0	3	15	1	1	62	14	0.78	1.27
Wildhawk II at Roberts Ranch	KB Home	VC		DTMU	62	4	4	11	5	0	51	10	0.74	0.91
Emerald at One Lake	Lennar	FF		DTMU	66	4	7	12	2	0	5	5	0.55	0.55
Lilac Ridge at Lagoon Valley	Lennar	VC		DTMU	108	4	8	6	2	0	14	6	0.66	0.55
Serenity at One Lake	Lennar	FF		DTMU	65	0	5	4	0	0	1	1	0.11	0.11
Tramore Village at Vanden Meadows	Meritage	VC		DTMU	212	4	6	0	2	0	124	20	0.81	1.82
Waterford Vanden Meadows 60s	Meritage	VC		DTMU	83	0	4	0	0	0	63	0	0.41	0.00
Foxboro Knolls	Pulte	VC		DTMU	58	3	5	4	2	0	53	10	0.86	0.91
Orchards at Valley Glen III	Richmond American	DX		DTMU	80	0	1	1	0	0	79	5	0.43	0.45
Sutton at Parklane	Richmond American S/O	DX		DTMU	121	0	S/O	1	2	0	121	5	0.58	0.45
Carmello II at Roberts Ranch	Taylor Morrison	VC		DTMU	72	0	4	12	3	0	49	13	0.96	1.18
Glisten at One Lake	TRI Pointe	FF		DTMU	75	0	5	8	2	1	30	9	0.33	0.82
Splash at One Lake	TRI Pointe	FF		DTMU	144	0	5	N/A	0	0	125	8	0.59	0.73
TOTALS: No. Reporting: 18		Avg. Sales: 1.33		Traffic to Sales: 4 : 1				97	114	27	3	1355	151	Net: 24
City Codes: SU = Suisun, RV = Rio Vista, FF = Fairfield, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 100						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 98	Avg. Sales: 0.76	Traffic to Sales: 14 : 1	474	1177	82	8	5104	667	Net: 74
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

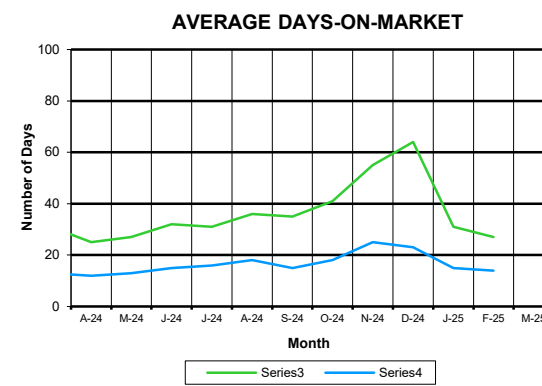
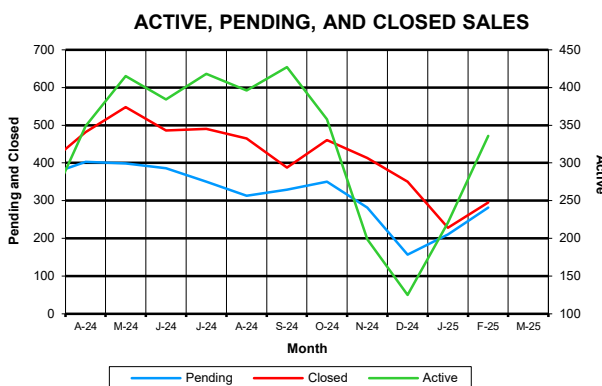
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-24	368	40	160	24	215	978,507
Aug-24	357	42	167	26	211	991,422
Sep-24	404	43	171	28	201	999,550
Oct-24	366	47	181	29	195	1,001,916
Nov-24	286	61	147	33	192	1,003,525
Dec-24	191	76	84	47	174	984,580
Jan-25	290	48	140	27	123	914,888
Feb-25	363	39	188	21	174	1,059,385



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

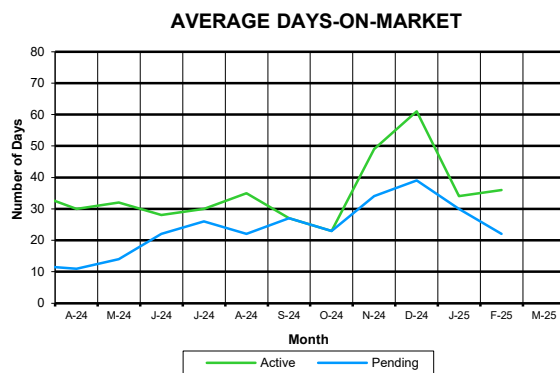
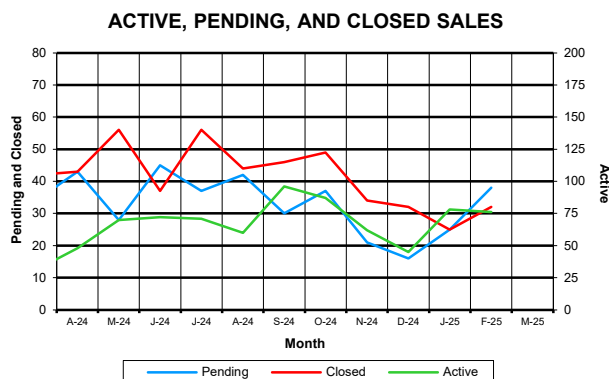
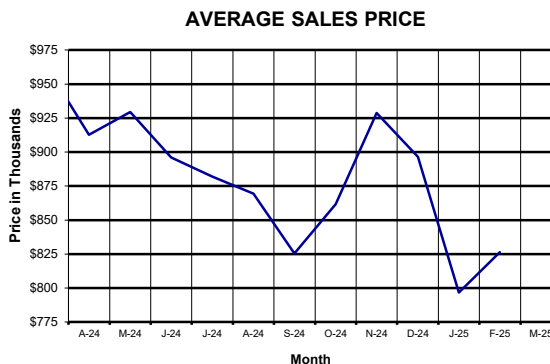
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-24	418	31	350	16	490	1,857,571
Aug-24	396	36	313	18	465	1,844,677
Sep-24	427	35	329	15	388	1,836,488
Oct-24	358	41	350	18	461	1,887,417
Nov-24	199	55	282	25	413	1,890,259
Dec-24	125	64	157	23	350	1,866,041
Jan-25	221	31	210	15	228	1,865,884
Feb-25	336	27	282	14	295	1,940,438



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

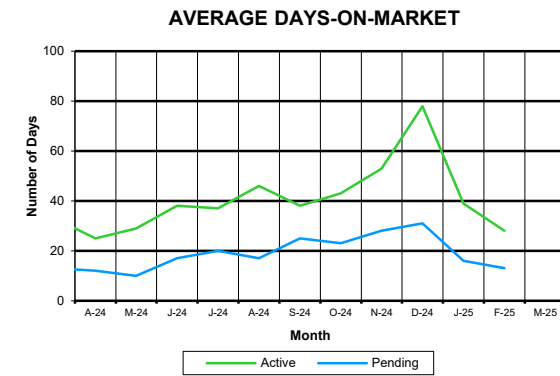
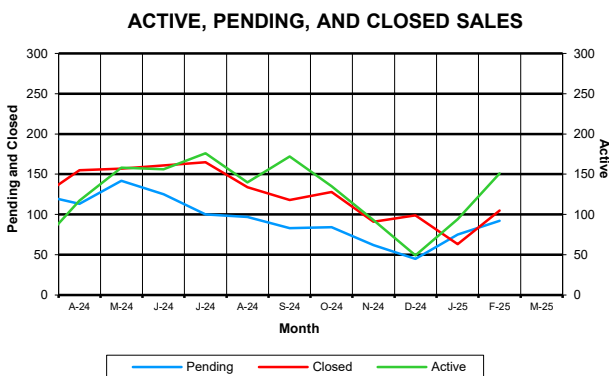
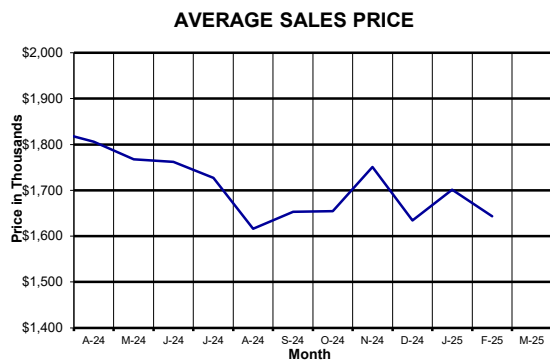
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-24	71	30	37	26	56	881,856
Aug-24	60	35	42	22	44	869,389
Sep-24	96	27	30	27	46	825,454
Oct-24	87	23	37	23	49	861,730
Nov-24	62	49	21	34	34	928,702
Dec-24	45	61	16	39	32	896,605
Jan-25	78	34	25	30	25	796,635
Feb-25	76	36	38	22	32	826,461



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

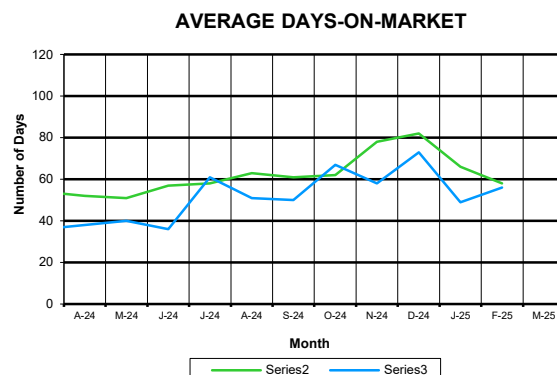
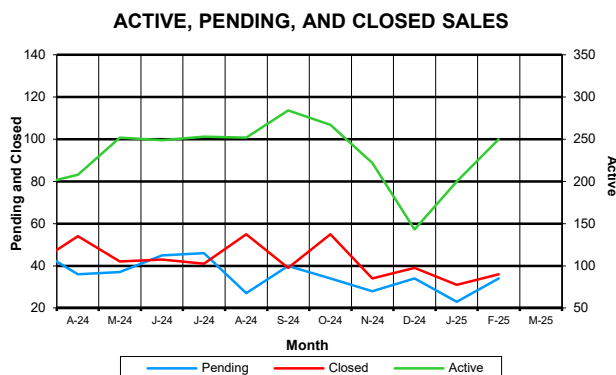
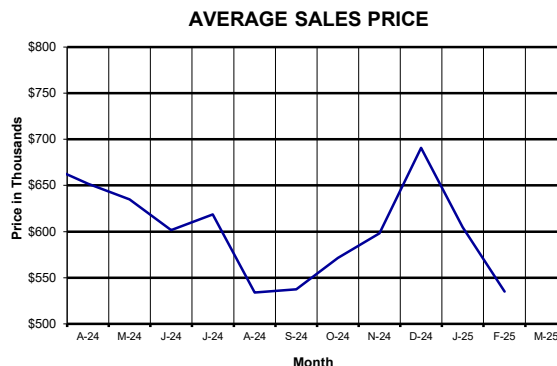
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-24	176	37	100	20	165	1,726,711
Aug-24	140	46	97	17	134	1,616,044
Sep-24	172	38	83	25	118	1,653,360
Oct-24	135	43	84	23	128	1,654,675
Nov-24	93	53	62	28	91	1,750,999
Dec-24	49	78	45	31	99	1,634,061
Jan-25	94	39	75	16	63	1,701,461
Feb-25	151	28	92	13	105	1,643,447





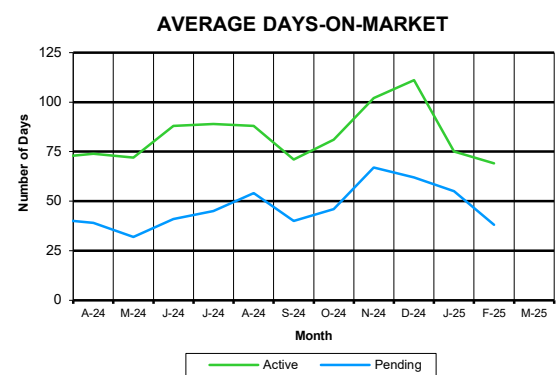
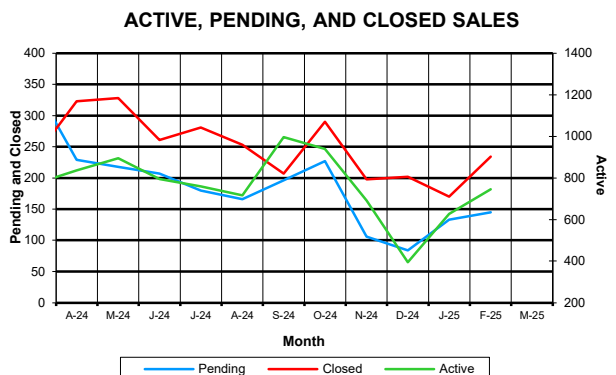
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	200	66	23	49	31	604,625
Feb-25	250	58	34	56	36	535,105



## San Francisco Attd. Monthly MLS Survey

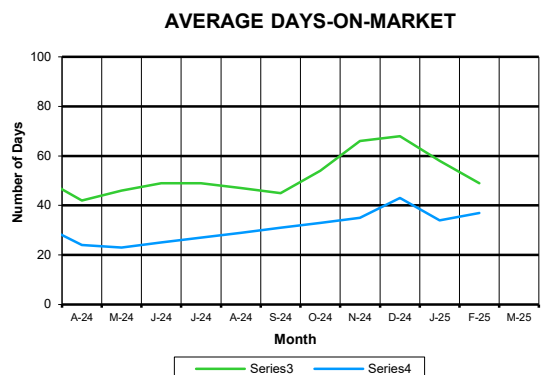
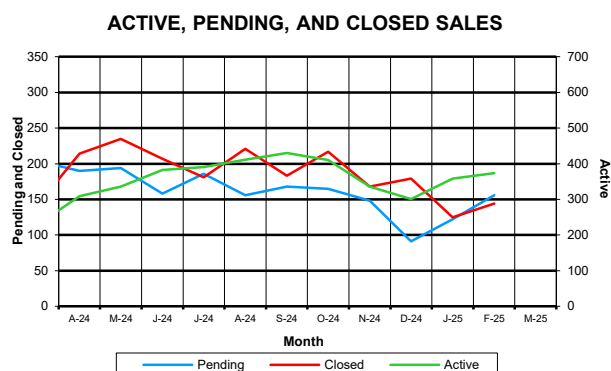
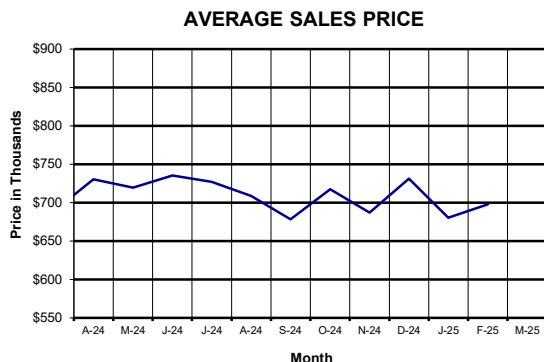
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Jul-24	759	89	180	45	281	1,399,796
Aug-24	717	88	166	54	253	1,417,644
Sep-24	996	71	196	40	207	1,489,918
Oct-24	940	81	227	46	290	1,661,988
Nov-24	692	102	106	67	198	1,402,877
Dec-24	395	111	84	62	202	1,335,513
Jan-25	627	75	133	55	170	1,363,457
Feb-25	745	69	145	38	234	1,421,926



## E. Contra Costa SFD Monthly MLS Survey

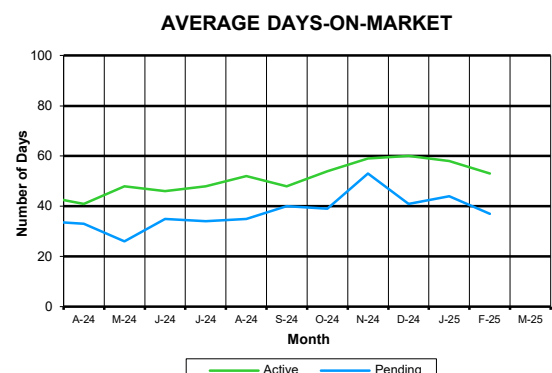
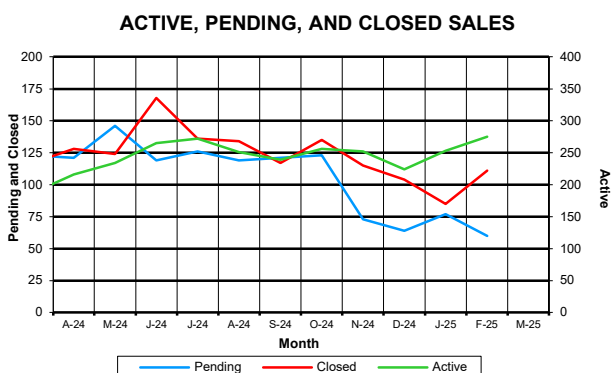
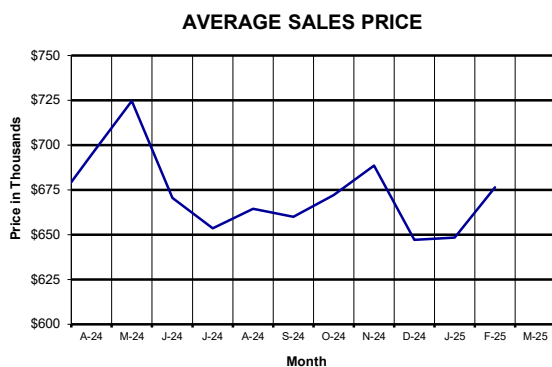
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	358	58	122	34	125	680,512
Feb-25	374	49	156	37	144	698,115



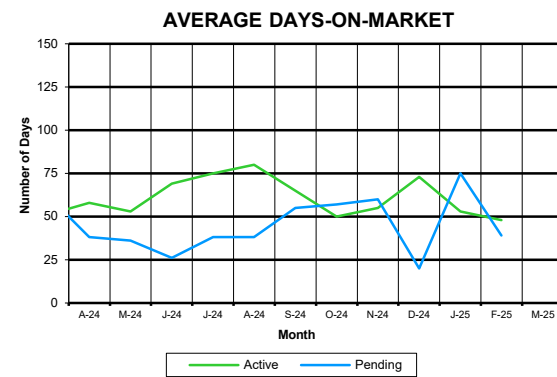
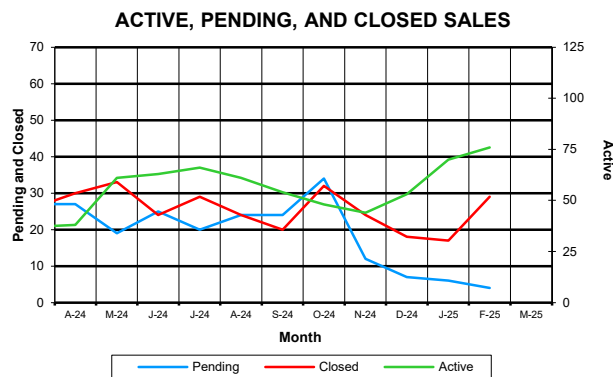
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	253	58	77	44	85	648,353
Feb-25	275	53	60	37	111	676,495



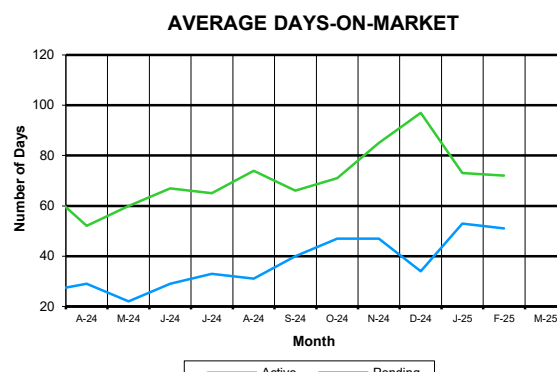
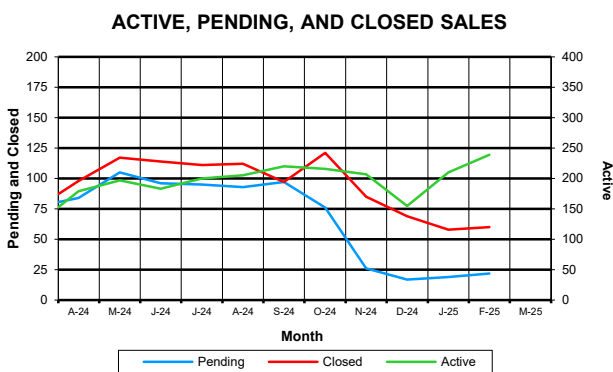
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	70	53	6	75	17	555,279
Feb-25	76	48	4	39	29	545,110



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	210	73	19	53	58	858,721
Feb-25	239	72	22	51	60	869,971



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:



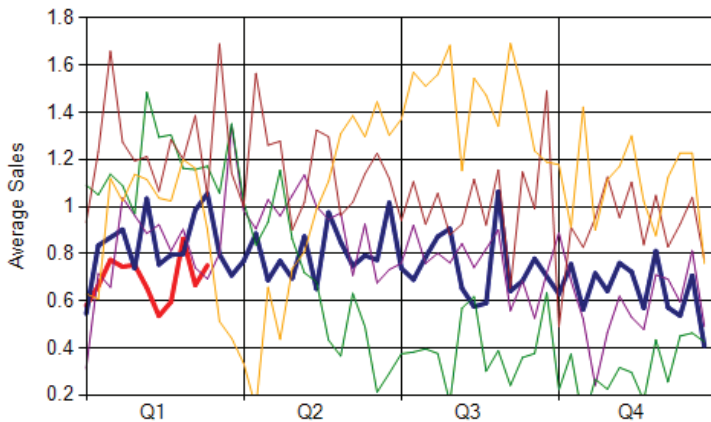
## Central Valley

Week 11

Ending: Sunday, March 16, 2025







Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.				
		Projects	Traffic	Sales	Cancel				Avg.	Diff.	Avg.	Diff.			
Tracy/Mountain House		19	152	13	10	3	0.16	0.53	-70%	0.57	-73%				
San Joaquin County		56	666	51	3	48	0.86	0.64	33%	0.60	42%				
Stanislaus County		13	131	9	3	6	0.46	0.85	-46%	0.78	-41%				
Merced County		5	61	5	0	5	1.00	0.71	42%	0.71	41%				
Madera County		10	348	19	3	16	1.60	0.99	62%	0.73	120%				
Fresno County		25	440	22	4	18	0.72	0.71	1%	0.71	1%				
Current Week Totals		Traffic : Sales		15 : 1		128	1798	119	23	96	0.75	0.69	9%	0.65	15%
Per Project Average						14	0.93	0.18	0.75						
Year Ago - 03/17/2024		Traffic : Sales		11 : 1		127	1594	146	12	134	1.06	0.85	25%	0.78	35%
% Change		1%	13%	-18%	92%	-28%	-29%	-19%			-16%				

52 Weeks Comparison



Year to Date Averages Through Week 11


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	84	30	1.16	0.17	1.00	1.11
	2021	101	20	1.35	0.13	1.22	1.09
	2022	102	17	1.34	0.17	1.17	0.64
	2023	104	14	0.93	0.14	0.79	0.77
	2024	121	13	0.95	0.10	0.85	0.76
	2025	127	14	0.80	0.12	0.69	0.69
% Change:		5%	7%	-15%	11%	-19%	-9%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>From lumber to drywall to appliances to finishings, much of what goes into a U.S. home comes from outside American borders. The cost of those products is about to go up as tariffs are being imposed on China, Mexico and Canada. The new tariffs could increase builder costs anywhere from \$7,500 to \$10,000 per home, said Rob Dietz, chief economist of the National Association of home Builders, citing estimates from U.S. homebuilders. Last year the NAHB estimated that every \$1,000 increase in the median price of a new home prices out roughly 106,000 potential buyers. The greatest impact to homebuilders will be from lumber cost increases, which are expected to total about \$4,900 per home on average, according to Leading Builders of America, the trade group representing most of the nation's publicly traded homebuilders. Roughly a third of the lumber used in U.S. homebuilding comes from Canada, and domestic lumber producers are expected to raise their prices to match the imported supply. Source: Diana Olick CNBC</p>
CONV	6.99%	6.65%	
FHA	5.99%	6.76%	
10 Yr Yield	4.28%		
			

Development Name	Developer	City Code	Notes	Type										
Tracy   Tracy/Mountain House					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
Ashley Park	Bright	TR		DTMU	14	0	4	2	1	0	10	-1	0.19	-0.09
Banbury Park at Creekside	Lennar	MH		DTMU	110	0	6	12	0	0	74	12	1.25	1.09
Boulder at Tracy Hills	Lennar	TH		DTMU	139	0	5	7	0	0	9	4	0.32	0.36
Cairnway at Tracy Hills	Lennar	TH		DTMU	115	0	6	9	1	3	10	2	0.29	0.18
Crestwick at Tracy Hills	Lennar	TH		DTMU	131	0	6	12	0	0	6	0	0.19	0.00
Fairgrove at Tracy Hills	Lennar	TH		DTMU	149	0	6	5	1	1	96	7	0.85	0.64
Greenwood at Tracy Hills	Lennar	TH		DTMU	150	0	4	6	0	0	100	6	0.89	0.55
Hillview	Lennar	TH		DTMU	214	2	5	7	2	0	167	17	1.15	1.55
Lugano at Lakeshore	Lennar	MH		DTMU	134	2	4	3	1	0	6	3	0.54	0.27
Maggiore at Lakeshore	Lennar	MH		DTMU	113	4	5	2	3	0	9	9	0.81	0.82
Mezzano at Lakeshore	Lennar	MH		DTMU	126	4	6	1	1	0	2	2	0.18	0.18
Parson Place at Creekside	Lennar	MH		ATMU	144	0	7	10	0	0	71	15	1.20	1.36
Rangewood at Tracy Hills	Lennar	TH		DTMU	97	0	6	5	0	2	7	1	0.26	0.09
Ridgerton at Tracy Hills	Lennar	TH		DTMU	89	0	8	8	0	0	8	0	0.27	0.00
Rockingham at Tracy Hills	Lennar	TH		DTMU	69	0	8	9	0	2	12	5	0.48	0.45
Slateshire at Tracy Hills	Lennar	TH		DTMU	86	0	11	13	0	2	9	2	0.33	0.18
Turano at Lakeshore	Lennar	MH		DTMU	130	0	3	6	2	0	13	12	1.17	1.09
Cypress at Avina	Pulte	MH		DTMU	31	0	7	21	0	0	3	3	0.95	0.95
Langston at Mountain House	Shea	MH		ATMU	302	0	6	14	1	0	281	8	1.05	0.73
TOTALS: No. Reporting: 19	Avg. Sales: 0.16		Traffic to Sales: 12 : 1					113	152	13	10	893	107	Net: 3
City Codes: TR = Tracy, MH = Mountain House, TH = Tracy Hills														

San Joaquin   Stockton/Lodi				Projects Participating: 12										
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD	
Sontera	K Hovnanian	LD	DTMU	83	0	4	6	1	0	20	7	0.53	0.64	
The Preserve at Creekside	KB Home	SK	DTMU	128	0	5	20	0	0	88	8	0.84	0.73	
Vintage Oak at Gateway	KB Home	LD	DTMU	88	0	4	31	1	0	26	6	0.61	0.55	
Breakers Cove at Westlake	Lennar	SK	DTST	110	0	4	18	1	0	21	4	0.74	0.36	
Breezes at Westlake	Lennar	SK	DTMU	69	0	5	5	0	0	27	6	0.90	0.55	
Lakeside at Westlake	Lennar	SK	DTMU	125	0	5	18	1	0	11	8	0.57	0.73	
Shoreside at Westlake	Lennar	SK	DTMU	117	4	5	34	2	0	110	6	0.98	0.55	
Waterfront at Westlake	Lennar	SK	DTMU	62	0	5	4	0	0	7	4	0.35	0.36	
Waterside at Westlake	Lennar	SK	DTMU	92	0	3	6	0	0	89	5	0.83	0.45	
Waterways at Westlake	Lennar	SK	DTMU	125	0	4	18	1	0	56	10	1.18	0.91	
Autumn Trails at Westlake	Richmond American	SK	DTMU	112	0	2	3	1	0	105	5	0.66	0.45	
The Preserve at Gateway	Richmond American	LD	DTMU	85	4	5	11	3	0	25	14	0.86	1.27	
TOTALS: No. Reporting: 12		Avg. Sales: 0.92		Traffic to Sales: 16 : 1				51	174	11	0	585	83	Net: 11
City Codes: LD = Lodi, SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 44										
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	4	7	29	0	0	247	1	1.28	0.09	
Villa Bellissima	Century	MN		DTMU	110	0	3	15	1	0	63	23	1.61	2.09	
Alpine at Villa Ticino	DR Horton	MN		DTMU	134	4	6	14	1	0	50	16	1.51	1.45	
Eagles Landing	DR Horton	LP		DTST	95	4	5	9	2	0	35	16	1.48	1.45	
Sparrow at Stanford Crossing	DR Horton	LP		DTMU	89	0	3	11	1	0	72	11	1.33	1.00	
Mariposa	K Hovnanian	LP		DTMU	66	0	4	18	1	1	2	2	0.48	0.48	
Pacifica at Stanford Crossing	K Hovnanian	LP		DTMU	101	4	6	12	2	0	42	5	0.84	0.45	
Arcadia at Stanford Crossing	KB Home	LP		DTMU	81	4	5	17	2	0	38	6	0.80	0.55	
Cielo at Villa Ticino	KB Home	MN		DTST	117	4	5	15	2	0	33	8	1.22	0.73	
Iron Pointe at Stanford Crossing	KB Home	LP		DTMU	98	0	4	1	1	0	94	3	0.67	0.27	
Terra at Villa Ticino	KB Home	MN		DTMU	118	0	3	14	1	0	49	7	0.90	0.64	
Capri at River Islands	Kiper	LP	Rsv's	DTMU	84	0	4	23	2	0	38	7	0.73	0.64	
Skye II at River Islands	Kiper	LP		DTMU	62	0	4	16	0	0	28	10	0.80	0.91	
Chelsey at The Trails	Lennar	MN		DTMU	100	0	4	14	2	0	79	14	1.01	1.27	
Driftway at River Islands	Lennar	LP		DTMU	95	0	4	10	0	0	48	12	1.17	1.09	
Gilmore at Denali	Lennar	MN		DTMU	111	0	4	3	0	0	2	2	0.25	0.25	
Howden at The Trails	Lennar	MN		DTMU	103	0	3	6	0	0	81	9	1.03	0.82	
Aspen at Villa Ticino	Meritage	MN		DTMU	172	4	9	0	2	0	13	11	1.06	1.00	
Denali 50*s - Alder Grove	Meritage	MN		DTMU	208	4	7	0	2	0	51	6	0.96	0.55	
Denali 60*s - Arroyo Grove	Meritage	MN		DTMU	43	0	5	0	0	0	38	1	0.72	0.09	
Eastwood at Machado Ranch	Meritage	MN		DTMU	136	0	2	0	1	0	4	3	0.36	0.27	
Hawthorn at Arbor Bend	Meritage	MN		DTMU	212	4	6	0	1	0	189	6	1.04	0.55	
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	5	8	0	0	59	9	1.01	0.82	
Lilac at Oakwood Trails	Pulte	MN		DTMU	125	0	7	2	0	0	48	6	0.82	0.55	
The Shores at River Islands	Pulte	LP		DTMU	53	0	4	18	0	0	29	5	0.51	0.45	
Willow at Oakwood Trails	Pulte	MN		DTMU	92	0	6	9	1	0	50	12	0.86	1.09	
Del Webb at River Island	Pulte/Del Webb	LP		AAAT	578	0	6	19	0	0	10	6	0.41	0.55	
Artisan at Griffin Park	Raymus	MN		DTMU	80	2	4	9	1	0	50	4	0.77	0.36	
Encore II at Stanford Crossing	Richmond American	LP		DTMU	104	4	5	11	3	0	51	9	0.55	0.82	
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	3	8	1	0	107	8	0.65	0.73	
Seasons at Villa Ticino	Richmond American	MN		DTMU	119	0	6	11	0	1	50	2	0.54	0.18	
Villa Ticino	Richmond American	MN		DTMU	100	4	6	38	1	0	44	5	0.49	0.45	
Juniper at Oakwood Trails	Taylor Morrison	MN		DTMU	110	4	6	11	2	0	78	12	1.09	1.09	
Paddlewheel at River Islands	Taylor Morrison	LP		DTMU	105	0	3	24	1	0	11	11	1.08	1.00	
Poppy at Oakwood Trails	Taylor Morrison	MN		DTMU	133	0	5	12	0	0	75	11	1.05	1.00	
Sage at Oakwood Trails	Taylor Morrison	MN		DTMU	113	0	4	17	1	0	73	9	1.02	0.82	
Chantara at River Islands	TRI Pointe	LP		DTMU	68	2	4	5	1	0	14	4	0.45	0.36	
Journey at Stanford Crossing	TRI Pointe	LP		DTMU	81	0	4	15	0	0	67	4	0.47	0.36	
Dawn at The Collective	Trumark	MN		AASF	76	0	5	6	1	1	45	4	0.29	0.36	
Origin at the Collective 2.0	Trumark	MN		AASF	41	0	3	5	0	0	11	2	0.14	0.18	
Vida at The Collective	Trumark	MN		AASF	103	0	5	6	1	0	65	0	0.41	0.00	
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	2	24	1	0	79	6	0.55	0.55	
Vintage II	Windward Pacific	MN		DTMU	68	0	2	7	1	0	66	5	0.33	0.45	
TOTALS: No. Reporting: 44	Avg. Sales: 0.84		Traffic to Sales: 12 : 1				204	492	40	3	2378	313	Net: 37		
City Codes: MN = Manteca, LP = Lathrop															

Development Name	Developer	City Code	Notes	Type										
Stanislaus   Stanislaus County					Projects Participating: 13									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Meadows at Baldwin Ranch	DR Horton	PR		DTMU	156	0	6	16	0	1	88	19	1.56	1.73
Carmel Ranch	K Hovnanian	OD		DTMU	50	0	2	5	0	0	42	3	0.38	0.27
Acacia at Patterson Ranch	KB Home	PR		DTMU	80	0	6	10	0	0	50	6	0.54	0.55
Enclave at Crossroads West	KB Home	RB		DTST	114	4	5	17	2	0	38	10	1.30	0.91
Heritage at Parkwood	KB Home	HG		DTMU	50	0	3	14	0	0	38	8	0.53	0.73
Orchards at Parkwood	KB Home	HG		DTMU	299	0	5	15	0	0	59	11	0.83	1.00
Sycamore at Patterson Ranch	KB Home	PR		DTMU	75	4	6	5	2	1	50	13	0.63	1.18
Blossom at Baldwin Ranch	Landsea	PR		DTMU	50	0	3	14	0	1	47	6	0.94	0.55
Bradford at Baldwin Ranch	Lennar	PR	New	DTST	63	6	4	5	2	0	2	2	14.00	14.00
Holly Oak at Baldwin Ranch	Lennar	PR		DTMU	63	2	5	7	2	0	47	17	0.94	1.55
Magnolia at Baldwin Ranch	Lennar	PR		DTMU	71	0	4	12	0	0	53	15	1.06	1.36
T Street Customs	SCM	NW		DTMU	10	0	1	N/A	0	0	9	0	0.07	0.00
The Meadowlands	Windward Pacific	OD		DTMU	62	0	4	5	1	0	26	3	0.16	0.27
TOTALS: No. Reporting: 12	Avg. Sales: 0.50		Traffic to Sales: 14 : 1				54	125	9	3	549	113	Net: 6	
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	0	4	6	0	0	82	6	0.56	0.55	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			4	6	0	0	82	6	Net: 0	
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. Sls /Week	Av. Sls /YTD
Crest View	Century	MD	DTMU	104	0	18	12	2	0	50	8	0.85	0.73	
Solera III	Century	MD	DTST	64	0	7	6	0	0	11	7	0.55	0.64	
Sundial at Bellevue Ranch	Century	MD	DTST	95	0	16	11	0	0	30	6	0.93	0.55	
Harvest Hills	DR Horton	LB	DTST	72	4	6	14	2	0	15	15	1.48	1.36	
The Pointe at Stonecreek	Legacy	LB	DTMU	109	0	4	18	1	0	84	15	0.45	1.36	
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	110	0	1	N/A	0	0	109	1	0.61	0.09	
Cypress Terrace	Stonefield Home	MD	DTST	170	0	1	N/A	0	0	169	0	0.58	0.00	
Southpointe	Stonefield Home	LB	DTST	36	0	1	N/A	0	0	35	1	0.54	0.09	
Villas II, The	Stonefield Home	LB	DTST	191	0	6	N/A	0	0	136	0	0.63	0.00	
TOTALS: No. Reporting: 5		Avg. Sales: 1.00		Traffic to Sales: 12 : 1			60	61	5	0	639	53	Net: 5	
City Codes: MD = Merced, LB = Los Banos														



Development Name	Developer	City Code	Notes	Type										
Madera County   Madera County					Projects Participating: 10									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Orchard View	Century	CW		DTST	203	0	5	17	3	0	6	6	2.63	2.63
Riverstone - Choral Series	Lennar	MDA		DTMU	107	4	6	61	1	0	75	11	1.22	1.00
Riverstone - Orchard Series	Lennar	MDA		DTMU	101	2	4	74	3	0	87	27	1.42	2.45
Riverstone - Skye	Lennar	MDA		DTMU	81	0	5	60	1	0	68	11	0.81	1.00
Ivy Tesoror Viejo	McCaffrey	MDA		DTMU	89	0	26	26	2	0	63	5	0.40	0.45
Poppy at The Plaza at Tesoro Viejo	McCaffrey	MDA		DTMU	332	0	3	39	3	0	132	16	0.96	1.45
Savanna at Tesoro Viejo	McCaffrey	MDA		DTMU	32	0	2	26	1	0	30	3	0.48	0.27
The Boulevard at Tesoro Viejo	McCaffrey	MDA		DTST	116	0	3	33	5	3	92	13	1.46	1.18
Encore at Riverstone	Woodside	MDA		DTMU	95	0	5	6	0	0	40	1	0.18	0.09
Ovation at Riverstone	Woodside	MDA		DTMU	145	0	5	6	0	0	77	6	0.35	0.55
TOTALS: No. Reporting: 10	Avg. Sales: 1.60		Traffic to Sales: 18 : 1				64	348	19	3	670	99	Net: 16	
City Codes: CW = Chowchilla, MDA = Madera														

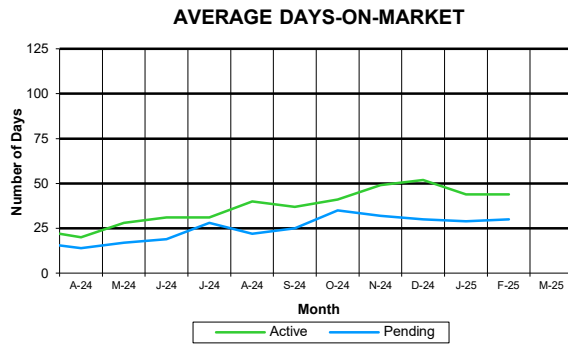
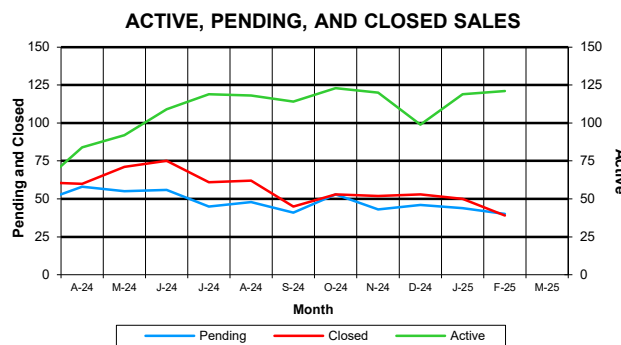
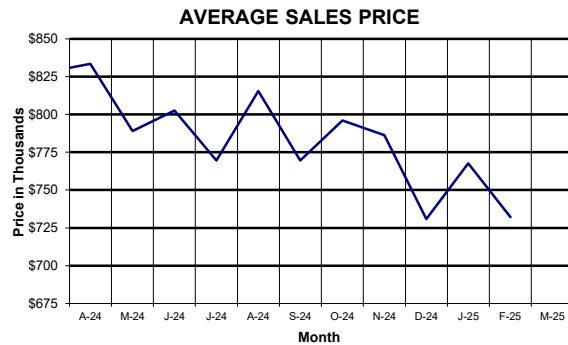
Fresno County   Fresno County					Projects Participating: 25									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Bravado	Century	REE	DTMU	182	0	15	5	0	2	149	4	0.84	0.36	
Trellises	Century	FR	DTMU	149	4	6	18	0	0	70	13	1.18	1.18	
Aspire at Sunnyside II	K Hovnanian	FO	DTST	143	4	7	9	2	1	103	12	0.62	1.09	
Centrella Villas	KB Home	FR	DTMU	146	0	4	23	3	1	121	15	0.88	1.36	
Cielo Ranch 5000s	KB Home	CV	DTST	92	0	4	15	1	0	81	8	0.80	0.73	
Cielo Ranch 6000s	KB Home	CV	DTMU	89	0	6	8	0	0	80	7	0.83	0.64	
Edgewood at Peach Street	KB Home	FR	DTMU	94	0	3	21	1	0	3	3	1.40	1.40	
Parkside at Peach Street	KB Home	FR	DTST	107	0	2	59	1	0	4	4	1.87	1.87	
Corinthalyn- Orchard	Lennar S/O	CV	DTMU	90	0	S/O	22	1	0	90	12	1.32	1.09	
Ellingsworth- Choral Series	Lennar	CV	DTMU	86	0	3	0	0	0	83	0	0.93	0.00	
Heritage Grove - Choral Series II	Lennar	CV	DTMU	32	0	4	37	0	0	22	10	0.52	0.91	
Heritage Grove - Choral Series III	Lennar S/O	CV	DTMU	55	0	S/O	0	1	0	55	9	0.64	0.82	
Heritage Grove - Orchard II	Lennar	CV	DTST	63	0	2	18	3	0	61	29	1.44	2.64	
Heritage Grove - Orchard Series IV	Lennar	CV	NewDTMU	24	0	4	0	1	0	2	2	0.93	0.93	
Heritage Grove - Skye Series II	Lennar	CV	DTMU	20	0	2	111	0	0	18	2	0.43	0.18	
Juniper Hills- Solana	Lennar	FR	DTST	77	0	4	0	0	0	67	0	0.59	0.00	
Kintsu Square - Orchard Series	Lennar	FR	DTMU	83	0	1	0	0	0	82	3	1.24	0.27	
Kintsu Square - Treasures	Lennar	FR	DTST	24	0	3	0	0	0	21	1	0.55	0.09	
Sterling Acres - Choral Series	Lennar	FR	DTMU	66	4	4	0	3	0	53	18	1.25	1.64	
Abbey Park	Woodside	FO	DTMU	93	4	4	60	4	0	28	17	1.18	1.55	
Canyon Ridge at The Preserve	Woodside	FT	DTMU	59	0	3	6	0	0	6	1	0.07	0.09	
Cottonwood Creek at The Preserve	Woodside	FT	DTMU	121	0	4	4	0	0	11	0	0.11	0.00	
Ivy Gate at Farmstead	Woodside	CV	DTMU	113	0	4	21	0	0	85	2	0.35	0.18	
Somerset Crossing	Woodside	FO	ATST	99	4	6	3	1	0	88	3	0.42	0.27	
Woodlands at Brooklyn Trail	Woodside	FR	DTMU	100	0	6	0	0	0	89	3	0.37	0.27	
TOTALS: No. Reporting: 25	Avg. Sales: 0.72		Traffic to Sales: 20 : 1				101	440	22	4	1472	178	Net: 18	
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: 0.75		Traffic to Sales: 15 : 1		651	1798	119	23	7268	952	Net: 96
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										

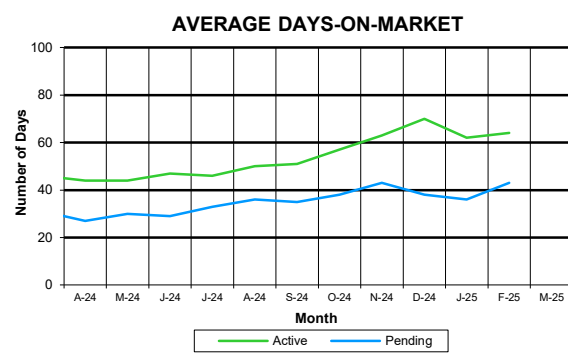
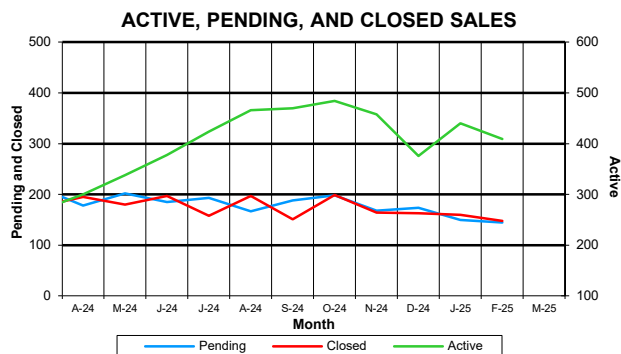
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	119	44	44	29	50	767,753
Feb-25	121	44	40	30	39	732,025



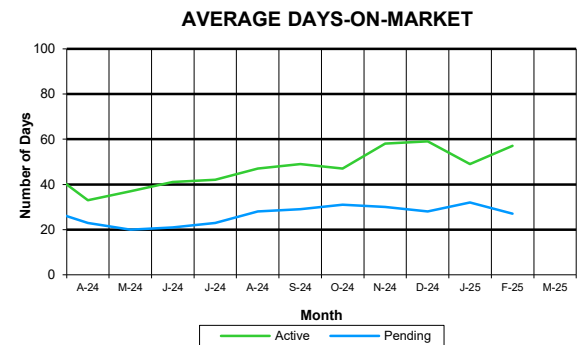
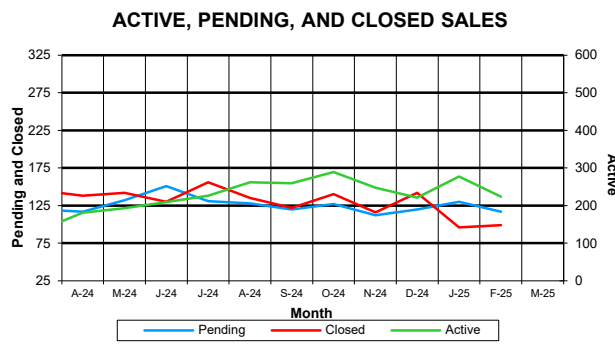
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	440	62	150	36	160	449,179
Feb-25	409	64	145	43	148	470,381



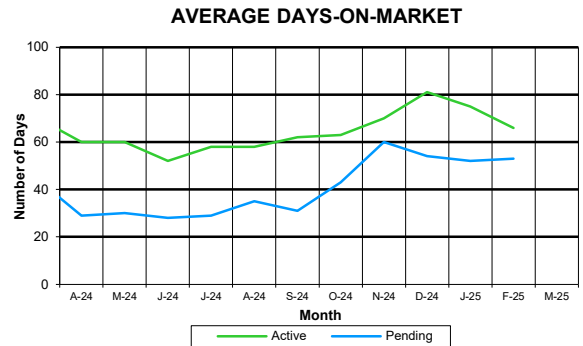
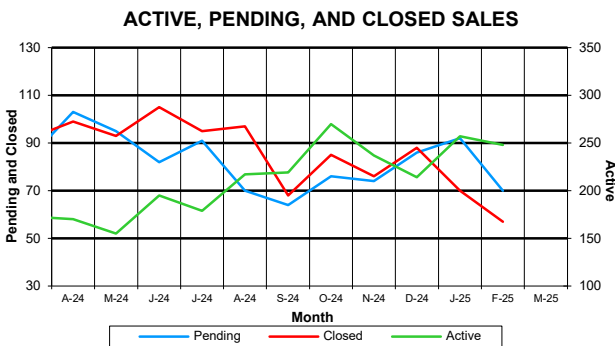
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	277	49	130	32	96	463,308
Feb-25	224	57	117	27	99	497,847



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	257	75	92	52	70	443,873
Feb-25	248	66	70	53	57	421,735



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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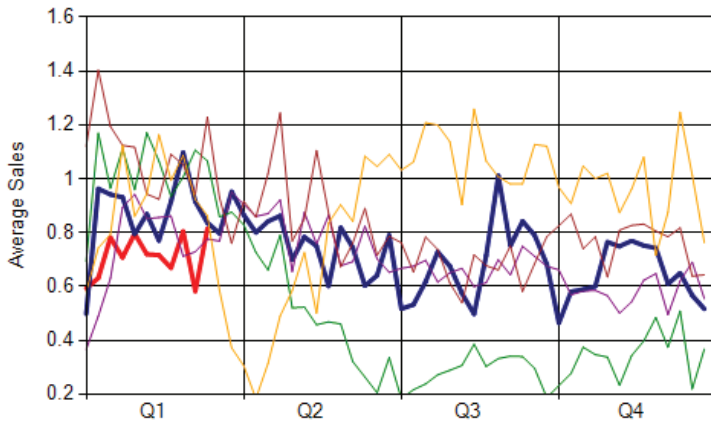
## Sacramento

Week 11

Ending: Sunday, March 16, 2025







Counties / Groups			Projects				Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.
South Sacramento			46	545	42	4	38	0.83	0.70	18%	0.66	26%
Central & North Sacramento			44	661	35	3	32	0.73	0.73	0%	0.73	-1%
Folsom			6	95	9	1	8	1.33	0.71	89%	0.70	89%
El Dorado			11	133	6	0	6	0.55	0.49	11%	0.47	17%
Placer & Nevada			56	1035	51	6	45	0.80	0.73	10%	0.68	19%
Yolo			5	74	8	0	8	1.60	0.64	151%	0.54	198%
Amador County			1	5	1	1	0	0.00	0.20	-100%	0.25	-100%
Northern Counties			20	194	20	3	17	0.85	0.79	7%	0.73	16%
Current Week Totals		Traffic : Sales 16 : 1	189	2742	172	18	154	0.81	0.71	15%	0.67	21%
Per Project Average			15 0.91 0.10 0.81									
Year Ago - 03/17/2024		Traffic : Sales 15 : 1	189	2693	180	22	158	0.84	0.87	-3%	0.81	3%
% Change			0%	2%	-4%	-18%	-3%	-3%	-18%	-17%		

52 Weeks Comparison



Year to Date Averages Through Week 11


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	139	24	1.03	0.11	0.92	0.89
	2021	154	21	1.20	0.10	1.10	0.85
	2022	168	19	1.16	0.13	1.02	0.52
	2023	187	15	0.88	0.15	0.74	0.70
	2024	188	13	0.96	0.09	0.87	0.74
	2025	192	14	0.81	0.10	0.71	0.71
% Change:		2%	7%	-16%	7%	-18%	-4%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	RATE	APR	<p>From lumber to drywall to appliances to finishings, much of what goes into a U.S. home comes from outside American borders. The cost of those products is about to go up as tariffs are being imposed on China, Mexico and Canada. The new tariffs could increase builder costs anywhere from \$7,500 to \$10,000 per home, said Rob Dietz, chief economist of the National Association of home Builders, citing estimates from U.S. homebuilders. Last year the NAHB estimated that every \$1,000 increase in the median price of a new home prices out roughly 106,000 potential buyers. The greatest impact to homebuilders will be from lumber cost increases, which are expected to total about \$4,900 per home on average, according to Leading Builders of America, the trade group representing most of the nation's publicly traded homebuilders. Roughly a third of the lumber used in U.S. homebuilding comes from Canada, and domestic lumber producers are expected to raise their prices to match the imported supply. Source: Diana Olick CNBC</p>
CONV	6.99%	6.65%	
FHA	5.99%	6.76%	
10 Yr Yield	4.28%		
			

Development Name	Developer	City Code	Notes	Type	Projects Participating: 51									
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
Lilly	Beazer	LN		DTST	75	0	4	N/A	0	0	2	2	0.39	0.39
Poppy Meadows Marigold	Beazer	LN		DTMU	35	0	3	N/A	0	0	15	3	0.26	0.27
Poppy Meadows Primrose	Beazer	LN		DTMU	157	0	7	N/A	0	0	30	2	0.51	0.18
Riverhaven	Beazer	SO		DTST	66	0	5	N/A	0	0	36	3	0.61	0.27
Stonehaven	Beazer	SO		DTMU	90	0	4	N/A	0	0	59	2	0.68	0.18
Parlin Oaks	Blue Mountain	GT		DTST	71	0	3	18	1	0	13	7	0.38	0.64
Park Place	Century	SO		DTST	48	0	4	10	2	0	23	12	0.60	1.09
Cascade at Elliott Springs	Elliott	VN		DTMU	173	5	4	40	5	0	43	10	0.82	0.91
Laurel at Elliott Springs	Elliott	VN		DTMU	233	4	5	40	4	1	96	11	0.95	1.00
The Retreats	K Hovnanian	RM		DTMU	62	0	2	0	0	0	60	4	0.41	0.36
Edgewater at Delta Shores	KB Home	SO		DTMU	80	0	4	5	1	0	21	5	0.46	0.45
Fairfax at The Grove	KB Home	LN		DTMU	125	4	5	9	2	0	86	21	1.48	1.91
Hamilton Park	KB Home	LN		DTST	85	0	4	23	0	0	6	3	0.37	0.27
Hayworth at The Grove	KB Home	LN		DTMU	90	0	1	6	3	0	66	9	1.13	0.82
Highland at The Grove	KB Home	LN		DTST	116	0	4	10	1	0	46	20	1.02	1.82
Lexington at The Grove	KB Home	LN		DTMU	58	0	2	3	0	0	56	4	0.90	0.36
Riva at Delta Shores	KB Home	SO		DTMU	109	4	6	10	2	0	24	7	0.58	0.64
Rosewood at The Grove	KB Home	LN		DTMU	51	0	5	0	0	0	44	0	0.64	0.00
Westborne at The Grove	KB Home	LN		DTMU	123	0	3	17	3	0	103	21	1.41	1.91
Bordeaux II at Vineyard Parke	Lennar	LN		DTMU	148	0	5	3	0	0	101	0	1.17	0.00
Calabria at Vineyard Parke	Lennar	SO		DTST	113	0	3	38	2	1	75	10	1.62	0.91
Cascade II at Vineyard Park	Lennar	SO		DTMU	175	0	4	5	0	0	6	4	0.40	0.36
Cortese at Vineyard Parke	Lennar	SO		DTMU	303	4	6	36	2	0	132	9	1.45	0.82
Harmony at Arbor Ranch	Lennar	LN		DTST	74	0	3	5	0	0	1	1	0.88	0.88
Melody at Arbor Ranch	Lennar	LN		DTST	38	2	4	17	1	0	4	4	3.50	3.50
Redwood IV at Vineyard Parke	Lennar	SO		DTMU	91	0	6	2	0	0	10	7	0.76	0.64
The Towns at Greenwood	Lennar	GT		ATMU	148	2	5	38	2	0	13	8	0.68	0.73
Vienna at Vineyard Parke	Lennar	SO		DTMU	103	0	5	3	0	0	3	3	0.30	0.27
Monument at Liberty Ranch	Meritage	GT		DTMU	51	0	4	0	0	0	4	4	3.50	3.50
Rushmore at Liberty Ranch	Meritage	GT		DTMU	70	0	3	0	0	0	1	1	0.88	0.88
Vernon at Liberty Ranch	Meritage	GT		DTMU	52	0	4	0	0	0	0	0	0.00	0.00
Laguna Ranch II	Richmond American	LN		DTMU	100	0	4	2	0	0	96	16	0.66	1.45
Esplanade at Madeira Ranch- Classics	Taylor Morrison	LN		AASF	116	4	4	2	0	0	40	4	0.57	0.36
Esplanade at Madeira Ranch- Estates	Taylor Morrison	LN		AASF	85	0	4	3	0	0	16	2	0.23	0.18
Esplanade at Madeira Ranch- Premiers	Taylor Morrison	LN		AASF	90	0	5	3	0	0	21	3	0.30	0.27
Madeira Greens	Taylor Morrison	LN		DTMU	85	4	4	10	2	0	46	15	0.97	1.36
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMU	121	0	5	7	0	0	96	6	0.79	0.55
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMU	165	0	2	7	0	0	98	13	0.80	1.18
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMU	166	0	5	6	0	0	85	7	0.68	0.64
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMU	253	0	5	6	0	1	123	14	0.98	1.27
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMU	166	0	4	1	0	0	91	11	0.73	1.00
Wildhawk South- Anchor	Taylor Morrison	SO		DTMU	263	4	5	5	3	0	74	7	0.81	0.64
Wildhawk South- Latitude	Taylor Morrison	SO		DTMU	152	0	8	6	0	0	60	2	0.66	0.18
Bungalows at Arbor Ranch	The New Home Co	LN		DTMU	74	2	4	27	1	0	10	5	0.30	0.45
Cottages at Arbor Ranch	The New Home Co	LN		DTST	120	2	5	27	1	1	27	11	0.81	1.00

Development Name	Developer	City Code	Notes	Type										
South Sacramento   South Sacramento (Continued ...)					Projects Participating: 51									
					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
Long Meadow	The New Home Co	VN		DTMU	122	0	4	31	1	0	70	7	0.86	0.64
Residences at Arbor Ranch	The New Home Co	LN		DTMU	68	0	4	26	0	0	28	13	0.84	1.18
Villas at Arbor Ranch	The New Home Co	LN		DTST	85	4	4	17	3	0	6	6	2.80	2.80
Cedar Creek	Tim Lewis	GT		DTMU	112	0	1	0	0	0	111	3	0.59	0.27
The Oasis	Tim Lewis	LN		DTMU	52	0	4	13	0	0	48	3	0.66	0.27
The Meadows	Woodside	LN		DTMU	141	0	5	8	0	0	14	1	0.26	0.09
TOTALS: No. Reporting: 46	Avg. Sales: 0.83		Traffic to Sales: 13 : 1					213	545	42	4	2339	346	Net: 38
City Codes: LN = Elk Grove Laguna, SO = Sacramento, GT = Galt, VN = Vineyard, RM = Rancho Murieta														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 33									
C/N Sacramento   Central Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Arista	Beazer	RO		DTMU	142	0	4	N/A	0	0	2	2	0.39	0.39
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMU	81	0	5	21	0	0	66	8	0.65	0.73
Heritage at Gum Ranch	Elliott	FO		DTMU	251	4	5	8	3	0	213	5	0.70	0.45
Placer at Rio Del Oro	Elliott	RO		DTMU	117	0	3	11	1	0	54	11	0.40	1.00
Sutter at Rio Del Oro	Elliott	RO		DTMU	136	0	4	13	0	0	38	3	0.27	0.27
Veranda at Stone Creek Village	Elliott	RO		DTST	128	0	4	26	2	1	30	21	1.57	1.91
Canyon at The Ranch	K Hovnanian	RO		DTMU	114	0	5	5	0	0	65	6	0.66	0.55
Four Seasons at The Ranch - Autumn	K Hovnanian	RO		AASF	39	0	4	5	1	0	2	2	0.12	0.18
Four Seasons at The Ranch - Spring	K Hovnanian	RO		AASF	90	0	3	5	1	0	3	3	0.19	0.27
Four Seasons at The Ranch - Summer	K Hovnanian	RO		AASF	63	0	4	5	1	0	4	1	0.25	0.09
Four Seasons at The Ranch - Winter	K Hovnanian	RO		AASF	55	0	4	3	0	0	4	4	0.44	0.44
Montrose at The Ranch	K Hovnanian	RO		DTMU	113	4	6	8	2	0	91	17	0.55	1.55
Paseo at The Ranch	K Hovnanian	RO		DTMU	130	0	4	5	1	0	91	6	0.71	0.55
Reserve at The Ranch	K Hovnanian	RO		DTMU	90	0	3	5	0	0	1	1	0.06	0.09
Sagebrush at The Ranch	K Hovnanian	RO		DTMU	116	0	2	4	0	0	114	0	0.69	0.00
Silverbrook at The Ranch	K Hovnanian	RO		DTST	69	4	5	8	2	0	7	6	0.43	0.55
Westcott Station	KB Home	SO		DTST	57	0	3	27	0	0	3	3	0.24	0.27
Azure at The Preserve	Lennar	RO		DTMU	126	0	3	34	2	0	3	3	1.40	1.40
Celedon at Pradera Ranch	Lennar	RO		DTMU	110	0	2	4	0	0	108	9	1.63	0.82
Cobalt at The Preserve	Lennar	RO		DTMU	135	4	5	36	2	0	7	6	0.42	0.55
Midori at Pradera Ranch	Lennar	RO		DTMU	90	0	1	5	0	0	89	19	1.43	1.73
Verdant II at Pradera Ranch	Lennar	RO		DTMU	192	2	6	4	0	0	113	15	1.43	1.36
Viridian II at Pradera Ranch	Lennar	RO		DTMU	92	0	2	4	0	0	90	17	1.18	1.55
Ascent at Montelena	Pulte	RO		DTMU	127	0	4	15	1	0	80	9	0.62	0.82
Solis at Montelena	Pulte	RO		DTMU	55	0	6	1	0	0	47	5	0.35	0.45
Seasons at Montelena	Richmond American	RO		DTMU	125	0	2	18	2	0	115	6	0.73	0.55
Riverblossom at Montelena	TRI Pointe	RO		DTMU	98	0	6	46	0	0	30	10	0.73	0.91
Starblossom at Montelena	TRI Pointe	RO		DTMU	65	0	5	46	0	0	13	3	0.32	0.27
Wildblossom at Montelena	TRI Pointe	RO		DTMU	23	0	5	46	0	0	14	7	0.34	0.64
Acacia II at Cypress	Woodside	RO		DTMU	90	0	3	6	0	0	29	2	0.34	0.18
Palo Verde at Cypress	Woodside	RO		DTMU	92	0	4	17	0	0	62	3	0.71	0.27
Sycamore at Cypress	Woodside	RO		DTMU	96	0	4	0	0	0	24	2	0.28	0.18
Valley Oak at Cypress	Woodside	RO		DTMU	88	0	6	9	0	0	31	9	0.36	0.82
TOTALS: No. Reporting: 32		Avg. Sales: 0.63		Traffic to Sales: 21 : 1				132	450	21	1	1643	224	Net: 20
City Codes: RO = Rancho Cordova, FO = Fair Oaks, SO = Sacramento														

Development Name	Developer	City Code	Notes	Type										
C/N Sacramento   North Sacramento					Projects Participating: 12									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Archer Estates	KB Home	SO		DTMU	143	0	3	20	1	0	7	7	1.14	1.14
Cottages at The Preserve	KB Home	AO		DTST	70	0	4	17	1	0	60	11	1.24	1.00
Villas at The Preserve	KB Home	AO		DTMU	203	4	4	29	3	1	88	19	1.20	1.73
Northlake - Bleu	Lennar	SO		DTMU	348	0	7	36	2	0	227	10	1.05	0.91
Northlake - Crestvue II	Lennar	SO		DTMU	138	0	6	8	0	0	28	6	0.38	0.55
Northlake - Drifton	Lennar	SO		DTMU	236	0	15	5	0	0	133	1	0.64	0.09
Northlake - Lakelet	Lennar	SO		DTMU	307	0	4	17	1	0	168	9	0.77	0.82
Northlake - Shor	Lennar	SO		DTMU	337	4	6	34	2	0	177	14	0.82	1.27
Northlake - Watersyde	Lennar	SO		DTMU	276	0	5	19	1	0	153	5	0.70	0.45
Northlake - Wavmor	Lennar	SO		DTMU	320	0	15	2	0	0	156	5	0.72	0.45
Waters Edge	Lennar	SO		DTST	139	0	4	5	0	0	27	11	0.67	1.00
Terrace Park	TRI Pointe	SO		DTST	79	0	2	19	3	1	8	4	0.40	0.36
TOTALS: No. Reporting: 12	Avg. Sales: 1.00		Traffic to Sales: 15 : 1				75	211	14	2	1232	102	Net: 12	
City Codes: SO = Sacramento, AO = Antelope														

Folsom   Folsom Area					Projects Participating: 6									
					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
Esquire at Folsom Ranch	KB Home	FM	DTMU	153	2	4	20	2	0	68	23	1.36	2.09	
Brass Pointe at Russell Ranch	Lennar	FM	DTMU	143	0	4	14	0	1	139	5	0.93	0.45	
Rockcross II at Folsom Ranch	Lennar	FM	DTMU	115	4	6	19	1	0	91	13	1.39	1.18	
Folsom Ranch - Encore	Taylor Morrison	FM	DTMU	106	6	4	9	2	0	89	11	0.75	1.00	
Folsom Ranch - Legends	Taylor Morrison	FM	DTMU	110	4	6	10	4	0	94	13	0.79	1.18	
The Trails	Woodside	FM	DTMU	40	0	2	23	0	0	19	6	0.82	0.55	
TOTALS: No. Reporting: 6	Avg. Sales: 1.33		Traffic to Sales: 11 : 1				26	95	9	1	500	71	Net: 8	
City Codes: FM = Folsom														

El Dorado   El Dorado County				Projects Participating: 11									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oakhaven	Blue Mountain	RE	DTMU	29	0	4	16	0	0	9	1	0.16	0.09
Revere	Blue Mountain	RE	DTMU	51	0	1	4	0	0	50	2	0.25	0.18
Alder at Saratoga Estates	Elliott	EH	DTMU	129	0	2	1	0	0	127	0	0.52	0.00
Manzanita at Saratoga	Elliott	EH	DTMU	131	0	3	7	0	0	100	4	0.42	0.36
Ponderosa at Saratoga	Elliott	EH	DTMU	56	2	4	9	1	0	34	6	0.22	0.55
Heritage El Dorado Hills-Mosaic	Lennar	EH	AASF	373	0	7	18	1	0	366	8	1.08	0.73
Legends II at Heritage Carson Creek	Lennar	EH	AASF	123	2	5	35	2	0	31	9	0.67	0.82
Mosaic II at Heritage Carson Creek	Lennar	EH	AASF	144	0	3	18	2	0	3	3	0.75	0.75
Roxbury at Heritage Carson Creek	Lennar	EH	AASF	142	0	7	4	0	0	32	16	0.88	1.45
Ridgeview	The New Home Co	EH	DTMU	44	0	5	12	0	0	39	3	0.44	0.27
Sutter's Ridge	Williams	PV	DTMU	39	0	4	9	0	0	14	9	0.25	0.82
TOTALS: No. Reporting: 11	Avg. Sales: 0.55		Traffic to Sales: 22 : 1				45	133	6	0	805	61	Net: 6
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. Sls /Week	Av. Sls /YTD
Finale at Whitney Ranch	Anthem United	RK	New	DTMU	60	8	6	143	2	0	2	2	14.00	14.00
Kindred at Sierra Vista	Anthem United	RV		DTMU	159	0	8	31	3	2	71	15	0.97	1.36
Whitehawk	Anthem United	GB		DTMU	55	0	10	22	0	0	42	2	0.39	0.18
Pinnacle at Solaire	Beazer	RV		DTMU	120	0	4	N/A	0	0	36	7	0.61	0.64
Verrado II at Solaire	Beazer	RV		DTMU	63	0	5	N/A	0	0	34	6	0.40	0.55
The Glen in Granite Bay	Blue Mountain	GB		DTMU	33	0	4	8	0	0	17	4	0.18	0.36
Millau at Twelve Bridges	Century	LL		DTST	105	4	7	18	2	0	28	9	0.57	0.82
Rialto at Twelve Bridges	Century	LL		DTMU	79	5	4	18	5	0	27	10	0.55	0.91
Cresleigh Havenwood	Cresleigh	LL		DTMU	83	0	3	5	0	0	65	6	0.35	0.55
Aviara at Amoruso Ranch	DR Horton	RV		DTMU	150	0	5	9	1	0	47	12	1.06	1.09
Dragonfly at Winding Creek	DR Horton	RV		DTST	77	0	2	10	2	0	74	9	1.04	0.82
Milazzo at Amoruso Ranch	DR Horton	RV		DTST	192	0	5	15	2	1	58	12	1.31	1.09
Turkey Creek Estates	Elliott	LL		DTMU	228	0	6	18	0	0	94	-1	0.48	-0.09
Edgefield Place	JMC	RK		DTMU	136	0	4	19	2	0	103	13	0.65	1.18
Excelsior Village at Sierra Vista	JMC	RV		DTMU	80	0	4	19	0	0	65	3	0.43	0.27
Inspiration Village at Sierra Vista	JMC	RV		DTMU	103	2	5	40	1	0	74	16	1.07	1.45
Meadowbrook at Fiddymont Farm	JMC	RV		DTMU	80	0	1	13	0	0	79	0	0.39	0.00
Northbrook at Fiddymont Farm	JMC	RV		DTST	120	0	5	23	0	0	103	14	1.05	1.27
Sagebrook at Fiddymont Farm	JMC	RV		DTMU	214	4	7	27	2	0	139	9	0.68	0.82
Sentinel Village at Sierra Vista	JMC	RV		DTST	256	0	5	23	2	0	214	13	0.82	1.18
Tribute Pointe	JMC	RK		DTMU	99	0	4	15	0	0	51	8	0.32	0.73
Westwind at Whitney Ranch	JMC	RK		DTST	43	0	4	18	1	0	38	13	1.32	1.18
Wrenwood at Whitney Ranch	JMC	RK		DTMU	158	0	5	35	0	0	138	17	0.89	1.55
Aurora Heights at Twelve Bridges	KB Home	LL		DTMU	224	0	3	23	1	1	59	11	0.82	1.00
Copper Ridge	KB Home	LL		DTMU	281	0	7	3	0	0	141	2	0.82	0.18
Westhaven at Whitney Ranch	KB Home	RK		DTST	88	0	6	21	0	0	2	2	0.48	0.48
Breckenridge at Sierra West	Lennar	RV		DTMU	264	0	3	38	2	0	218	23	1.21	2.09
Emilia at Heritage Placer Vineyards	Lennar	RV		AASF	404	0	5	4	0	0	183	11	0.98	1.00
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	457	0	3	18	1	0	195	21	1.02	1.91
Molise at Heritage Placer Vineyards	Lennar	RV		AASF	256	4	5	51	3	0	169	10	0.91	0.91
Windham at Sierra West	Lennar	RV		DTMU	190	0	3	5	0	1	187	0	1.10	0.00
Traverse at Winding Creek	Meritage	RV		DTMU	82	0	3	0	0	0	79	4	1.02	0.36
Premier Soleil	Premier Homes	GB		DTMU	52	0	4	16	0	0	40	0	0.29	0.00
Camellia at Solaire	Pulte	RV		DTMU	67	0	4	2	0	0	55	4	0.90	0.36
Jasmine at Solaire	Pulte	RV		DTMU	107	0	5	3	0	0	51	3	0.88	0.27
Seasons at Amoruso Ranch	Richmond American	RV		DTMU	75	0	3	12	0	0	5	5	0.55	0.55
Seasons at Mason Trails	Richmond American	RV		DTMU	92	0	4	0	0	0	80	3	0.57	0.27
Seasons at Sierra Vista	Richmond American	RV		DTMU	143	5	3	15	5	0	97	24	0.61	2.18
Tapestry at Amoruso Ranch	Richmond American	RV		DTMU	63	0	3	30	3	0	11	11	1.20	1.20
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	3	4	1	0	144	10	0.71	0.91
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	5	4	1	0	84	3	0.51	0.27
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	5	5	1	0	124	6	0.61	0.55
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	5	1	0	142	10	0.70	0.91
Parks at Valley Oak	The New Home Co	RV		DTMU	59	2	5	21	1	0	45	11	0.54	1.00
Trails at Valley Oak	The New Home Co	RV		DTMU	62	1	4	21	1	0	58	5	0.69	0.45

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	25	0	0	51	3	0.45	0.27
Morgan Place	Tim Lewis	RV		DTMU	79	0	3	14	1	0	23	5	0.38	0.45
The Lake at Crowne Point II	Tim Lewis	RK		DTMU	17	0	1	2	0	0	16	2	0.19	0.18
The Woods at Crowne Point	Tim Lewis	RK		DTMU	55	0	3	17	0	0	16	4	0.26	0.36
Jubilee at Independence	TRI Pointe	LL		DTMU	90	0	5	16	0	1	31	8	0.66	0.73
Monument at Independence	TRI Pointe	LL		DTMU	159	0	4	16	1	0	23	3	0.49	0.27
Mountaingate at Bickford Ranch	TRI Pointe	LL		DTMU	65	0	4	23	0	0	4	2	0.15	0.18
Vibrance at Solaire	TRI Pointe	RV		DTMU	88	0	3	9	0	0	58	15	0.98	1.36
Magnolia Village	Williams	LL		ATMU	32	0	2	11	0	0	8	3	0.23	0.27
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	3	3	0	0	77	4	0.57	0.36
Summerfield at Sierra Vista	Woodside	RV		DTMU	135	0	5	24	1	0	11	4	0.36	0.36
The Park at Granite Bay	Woodside	GB		DTMU	55	0	4	26	0	0	11	2	0.23	0.18
Wildflower at Winding Creek	Woodside	RV		DTMU	97	4	5	19	2	0	56	11	1.03	1.00
TOTALS: No. Reporting: 56	Avg. Sales: 0.80		Traffic to Sales: 20 : 1				248	1035	51	6	4153	444	Net: 45	
City Codes: RK = Rocklin, RV = Roseville, GB = Granite Bay, LL = Lincoln														

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: 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
Trailside at the Rivers	Century	WS	DTMU	120	4	4	7	4	0	85	15	0.75	1.36	
Bungalows at Bretton Woods	DeNova	DV	AASF	39	0	4	N/A	0	0	6	1	0.21	0.09	
Greenway at Bretton Woods	DeNova	DV	DTST	150	0	5	N/A	0	0	5	1	0.21	0.09	
Cannon Pointe at Pioneer Village	Lennar	WL	DTMU	107	0	1	4	0	0	106	2	0.95	0.18	
Casera Meadows at Pioneer Village	Lennar	WL	DTMU	124	3	6	51	3	0	118	18	1.05	1.64	
The Hideaway	Meritage	WN	DTMU	148	0	2	0	0	0	146	6	1.01	0.55	
Revival	Tim Lewis	WL	DTST	72	0	4	12	1	0	62	4	0.41	0.36	
TOTALS: No. Reporting: 5	Avg. Sales: 1.60		Traffic to Sales: 9 : 1				26	74	8	0	528	47	Net: 8	
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	3	5	1	1	34	2	0.18	0.18
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: 5 : 1			3	5	1	1	34	2	Net: 0	
City Codes: PLY = Plymouth														

Development Name	Developer	City Code	Notes	Type										
Northern Counties   Butte 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
Amber Lynn Estates	DR Horton	CO	DTST		108	4	7	7	1	0	63	9	0.48	0.82
TOTALS: No. Reporting: 1		Avg. Sales: 1.00		Traffic to Sales: 7 : 1			7	7	1	0	63	9	Net: 1	
City Codes: CO = Chico														

Northern Counties   Yuba County				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	
Cresleigh Bluffs at Plumas Ranch	Cresleigh	PLK	DTMU	78	0	2	7	1	0	42	8	0.57	0.73	
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK	DTMU	72	0	3	8	0	0	51	5	0.50	0.45	
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK	DTMU	147	0	4	0	0	0	111	1	0.42	0.09	
Cadence	DR Horton	OL	DTST	12	0	3	0	0	0	1	1	0.14	0.14	
Aspire at Caliterra Ranch	K Hovnanian	WH	DTMU	145	4	6	8	2	0	129	21	0.84	1.91	
Butte Vista at Cobblestone	KB Home	PLK	DTMU	156	1	2	6	1	0	154	11	0.99	1.00	
Cascade Valley at Cobblestone	KB Home	PLK	DTMU	145	0	1	1	2	1	144	4	1.17	0.36	
Pembroke at Rio Del Oro	Lennar	PLK	DTMU	49	4	7	35	2	0	31	10	0.81	0.91	
Rock Creek at Rio Del Oro	Lennar	PLK	DTST	111	0	6	4	0	0	45	12	1.18	1.09	
Starling at Northpoint	Lennar	PLK	DTMU	70	4	5	54	3	0	7	7	1.69	1.69	
Sungate at Northpoint	Lennar	PLK	DTMU	65	0	3	3	0	0	2	2	0.39	0.39	
Wildbrook at Rio Del Oro	Lennar	PLK	DTMU	48	0	5	3	0	1	37	8	0.78	0.73	
Seasons at Riverton North	Richmond American	PLK	DTMU	83	0	4	9	0	0	18	11	0.75	1.00	
Seasons at Riverton South	Richmond American	PLK	DTMU	79	2	4	8	1	0	10	4	0.41	0.36	
TOTALS: No. Reporting: 14		Avg. Sales: 0.71		Traffic to Sales: 12 : 1				55	146	12	2	782	105	Net: 10
City Codes: PLK = Plumas Lake, OL = Olivehurst, WH = Wheatland														

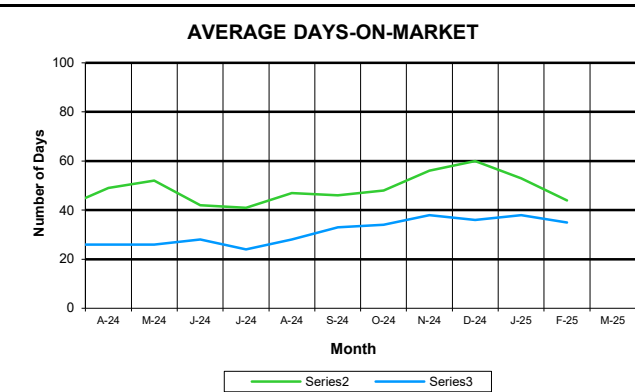
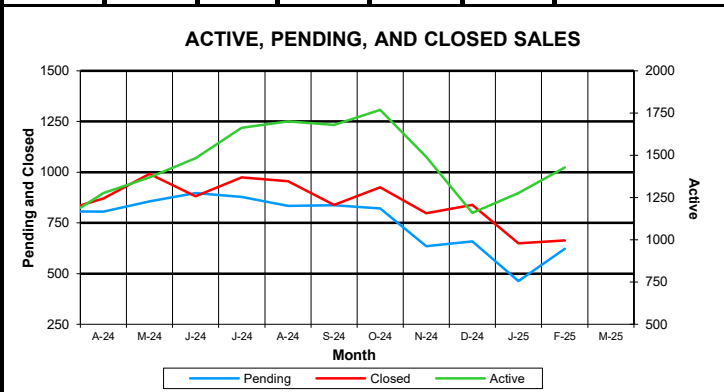
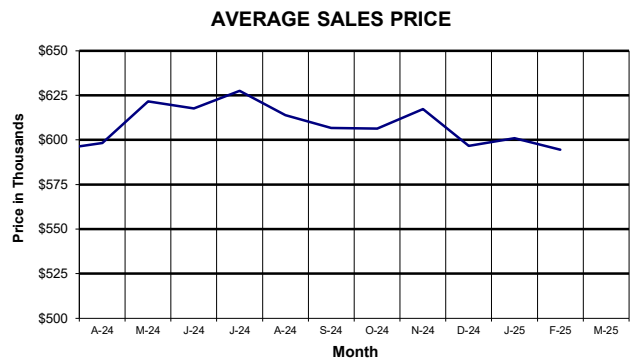
Northern Counties   Sutter County				Projects Participating: 2									
				Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sis /Week	Av. Sis /YTD
Harter Estates	DR Horton	YC	ATST	150	2	5	5	1	0	59	11	1.07	1.00
Aspire at Sycamore Ranch	K Hovnanian	YC	DTMU	82	4	5	17	1	0	3	3	1.31	1.31
TOTALS: No. Reporting: 2		Avg. Sales: 1.00		Traffic to Sales: 11 : 1			10	22	2	0	62	14	Net: 2
City Codes: YC = Yuba City													

Northern Counties   Shasta County				Projects Participating: 3									
				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
Harlen	DR Horton	RD	DTMU	37	0	6	12	0	0	2	2	0.39	0.39
Lilac at Shastina Ranch	DR Horton	RD	DTST	140	0	3	3	2	0	78	14	0.67	1.27
Magnolia at Shastina Ranch	DR Horton	RD	DTMU	122	4	5	4	3	1	75	12	0.64	1.09
TOTALS: No. Reporting: 3	Avg. Sales: 1.33		Traffic to Sales: 4 : 1			14	19	5	1	155	28	Net: 4	
City Codes: RD = Redding													

Development Name	Developer	City Code	Notes	Type								
Sacramento					Projects Participating: 200							
					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales	
GRAND TOTALS: No. Reporting: 189		Avg. Sales: 0.81		Traffic to Sales: 16 : 1		856	2742	172	18	12296	1453	Net: 154
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										

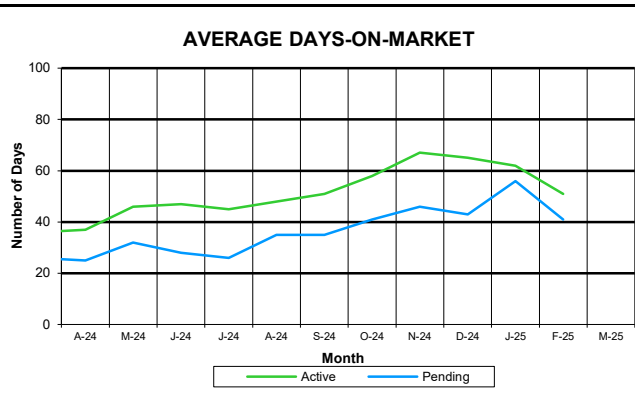
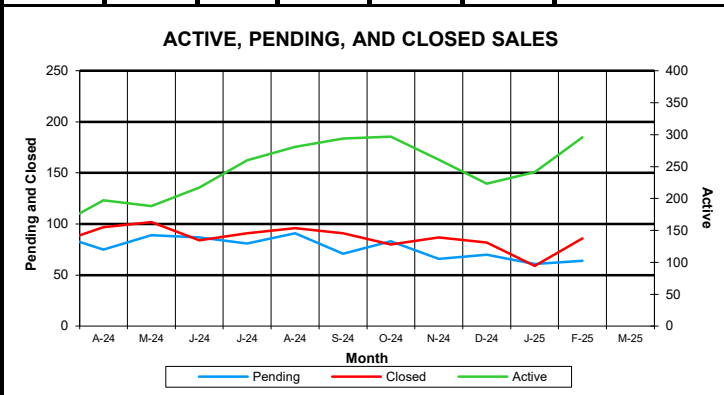
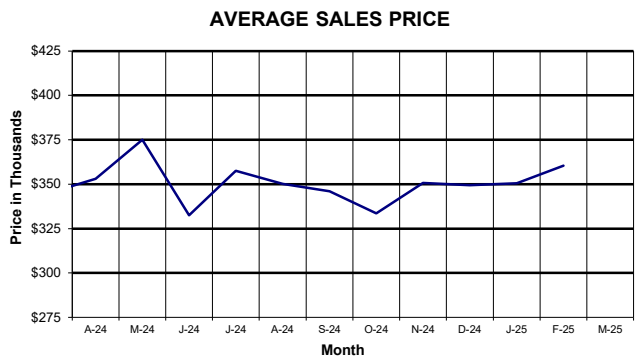
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	1,276	53	464	38	650	600,994
Feb-25	1,429	44	623	35	663	594,502



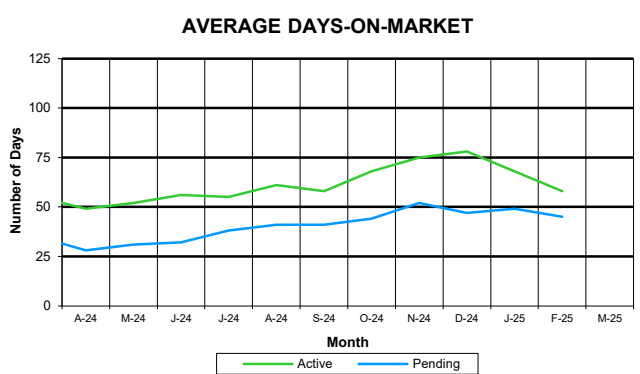
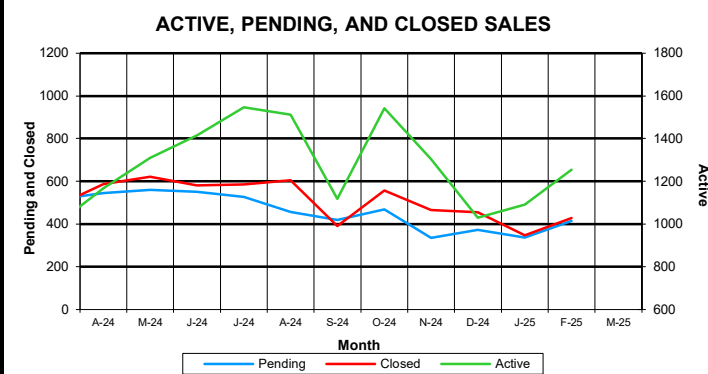
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	241	62	61	56	59	350,574
Feb-25	296	51	64	41	86	360,380



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	1,090	68	336	49	347	733,642
Feb-25	1,254	58	414	45	428	729,444



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
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
Jan-25	157	74	42	52	53	634,599
Feb-25	184	60	70	41	80	699,286

