

# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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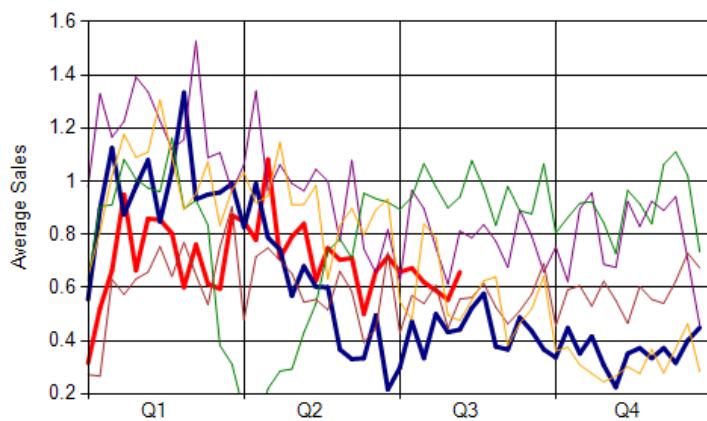


## Bay Area Week 32

Ending: Sunday, August 13, 2023

Counties / Groups	Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.
Alameda	23	303	21	2	19	0.83	0.83	-1%	0.85	-3%
Contra Costa	24	308	19	0	19	0.79	0.83	-4%	0.78	2%
Sonoma, Napa	13	87	12	1	11	0.85	0.57	48%	0.60	42%
San Francisco, Marin	3	28	2	0	2	0.67	0.20	228%	0.27	144%
San Mateo	2	16	2	0	2	1.00	0.56	80%	0.38	160%
Santa Clara	14	181	7	1	6	0.43	0.67	-36%	0.61	-30%
Monterey, Santa Cruz, San Benito	8	95	5	1	4	0.50	0.60	-17%	0.52	-5%
Solano	21	145	10	2	8	0.38	0.70	-45%	0.56	-31%
<b>Current Week Totals</b>	<b>Traffic : Sales</b>	<b>15:1</b>	<b>108</b>	<b>1163</b>	<b>78</b>	<b>0.66</b>	<b>0.70</b>	<b>-7%</b>	<b>0.66</b>	<b>-1%</b>
Per Project Average			11	0.72	0.06	0.66				
<b>Year Ago - 08/14/2022</b>	<b>Traffic : Sales</b>	<b>18:1</b>	<b>111</b>	<b>1368</b>	<b>74</b>	<b>0.44</b>	<b>0.70</b>	<b>-37%</b>	<b>0.44</b>	<b>1%</b>
% Change			-3%	-15%	5%	-72%	45%	49%	0%	52%

### 52 Weeks Comparison



### Year to Date Averages Through Week 32

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	125	30	0.98	0.09	0.89	0.70
■	2019	156	17	0.69	0.10	0.59	0.58
■	2020	152	12	0.86	0.12	0.74	0.80
■	2021	117	15	1.10	0.07	1.03	0.93
■	2022	103	11	0.82	0.12	0.70	0.58
■	2023	113	12	0.78	0.08	0.70	0.70
% Change:		9%	6%	-5%	-35%	0%	22%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>6.85%</b>	APR <b>6.95%</b>	Inflation was in the spotlight this week. During July, both the headline and core measures of the Consumer Price Index (CPI) rose 0.2%. These monthly gains were largely in line with consensus expectations and provided additional evidence that price pressures are still receding. Inflation's descent, however, continues to be gradual. On a year-over-year basis, the core CPI was up 4.7% in July. Recent signs have been more encouraging. The recent string of lower core CPI prints has pushed down the three-month annualized pace to 3.1%, the lowest since September 2021. The downshift in inflation without a material deterioration in economic growth has raised the likelihood of a soft landing, a topic we cover in more detail in our macroeconomic forecast update for August. By most measures, inflation is still above the Fed's 2% target and the path from here is anything but certain. There is a bit more clarity on the trajectory of shelter costs, which have been a substantial driver of overall inflation over the past year. The pace of shelter inflation has eased in recent months, yet it still is running at a hot rate. Primary shelter inflation, which largely reflect apartment rents, rose 0.4% during July. The CPI's measure of shelter prices tends to significantly lag private measures, which have shown a considerable downshift in rent growth. In addition, apartment demand has been more modest recently, and the pipeline of new apartment construction continues to run at a near-record pace. Together, these factors point to a further moderation in shelter costs in the near term. Source: Wells Fargo Weekly Economic & Financial Commentary
FHA	<b>6.75%</b>	<b>6.95%</b>	
10 Yr Yield	<b>4.16%</b>		

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 16									
Alameda County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Island View at Alameda Marina	Landsea	AL	Rsv's	ATMU	98	0	6	16	0	0	1	1	0.08	0.08
Waterside at Alameda Marina	Landsea	AL		ATMU	84	0	4	16	0	0	3	3	0.23	0.23
Aspect at Innovation	Lennar	FR		ATMU	167	6	7	22	4	0	91	34	0.97	1.06
Beacon at Bridgeway	Lennar	NK		DTMU	120	0	4	11	0	0	25	25	0.85	0.85
Chroma at Innovation	Lennar	FR		ATMU	146	5	2	14	5	2	92	35	1.41	1.09
Lumiere at Innovation	Lennar	FR		ATMU	156	0	4	14	1	0	97	43	1.08	1.34
Matrix at Innovation	Lennar	FR		ATMU	104	0	5	22	0	0	60	25	0.62	0.78
Terraces at Bridgeway	Lennar	NK		ATMU	96	0	3	11	1	0	93	18	0.89	0.56
Villas at Bridgeway	Lennar	NK		DTMU	137	0	3	11	0	0	134	21	0.89	0.66
Vista at Bridgeway	Lennar	NK		DTMU	72	0	4	11	1	0	17	17	0.79	0.79
Center Pointe Cottages	Nuvera Homes TSO	FR		ATMU	37	0	TSO	7	0	0	10	10	0.65	0.65
Compass at Bay37	Pulte	AL		ATMU	93	0	3	4	0	0	73	17	0.54	0.53
Landing at Bay37	Pulte S/O	AL		ATMU	96	0	S/O	4	1	0	96	17	0.72	0.53
Lookout at Bay37	Pulte	AL		ATMU	138	4	5	4	1	0	64	26	0.48	0.81
Prime at SoBay	Taylor Morrison	HY		ATST	126	0	6	7	0	0	114	23	0.51	0.72
Ellis at Central Station	TRI Pointe	OK		ATMU	128	4	5	7	2	0	91	20	0.54	0.63
<b>TOTALS: No. Reporting: 16</b>			<b>Avg. Sales: 0.88</b>		<b>Traffic to Sales: 11 : 1</b>				<b>61</b>	<b>181</b>	<b>16</b>	<b>2</b>	<b>1061</b>	<b>335</b>
City Codes: AL = Alameda, FR = Fremont, NK = Newark, HY = Hayward, OK = Oakland														

Amador Valley					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbey at Boulevard	Brookfield	DB		ATMU	60	0	5	15	0	0	45	45	2.11	2.11
Ivy at Boulevard	Brookfield	DB		DTMU	62	4	10	35	2	0	6	6	1.17	1.17
Melrose at Boulevard	Brookfield TSO	DB		DTMU	75	0	TSO	0	0	0	69	33	1.01	1.03
Avalon at Boulevard	Lennar	DB		ATMU	90	1	3	5	0	0	3	3	2.33	2.33
Lombard at Boulevard	Lennar	DB		DTMU	100	1	6	36	0	0	52	32	0.80	1.00
Venice at Boulevard	Lennar	DB		ATMU	91	1	6	29	3	0	71	40	1.09	1.25
Vineyard Collection II	Ponderosa	LV		DTMU	9	0	1	2	0	0	5	5	0.17	0.17
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.71</b>		<b>Traffic to Sales: 24 : 1</b>				<b>31</b>	<b>122</b>	<b>5</b>	<b>0</b>	<b>251</b>	<b>164</b>
City Codes: DB = Dublin, LV = Livermore														

Diablo Valley					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oak Park	Davidon	PH		DTMU	34	0	4	7	1	0	28	20	0.34	0.63
Woodbury Highlands	Davidon	LF		ATMU	99	0	13	9	1	0	45	16	0.30	0.50
Traditions at the Meadow	DeNova TSO	MZ		DTMU	65	0	TSO	30	0	0	60	51	1.66	1.59
Penny Lane	Trumark	CN		ATMU	70	2	2	9	1	0	15	15	0.62	0.62
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.75</b>		<b>Traffic to Sales: 18 : 1</b>				<b>19</b>	<b>55</b>	<b>3</b>	<b>0</b>	<b>148</b>	<b>102</b>
City Codes: PH = Pleasant Hill, LF = Lafayette, MZ = Martinez, CN = Concord														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1									
San Ramon Valley					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Magee Preserve	Davidon	DN		DTMJ	69	0	6	28	0	0	16	16	0.55	0.55
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>6</b>	<b>28</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>16</b>	<b>Net: 0</b>
City Codes: DN = Danville														

West Contra Costa					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Bay View at Richmond	Meritage	RM		DTMJ	94	0	3	4	1	0	5	5	0.20	0.20
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 1.00</b>					<b>3</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>5</b>	<b>5</b>	<b>Net: 1</b>
City Codes: RM = Richmond														

Antioch/Pittsburg					Projects Participating: 11									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Crest at Park Ridge	Davidon	AN		DTMJ	300	0	6	15	0	0	270	25	0.88	0.78
Hills at Park Ridge	Davidon	AN		DTMJ	225	0	6	11	1	0	117	24	0.80	0.75
Luca at Aviano	DeNova	AN		DTMJ	194	4	7	31	2	0	148	43	1.41	1.34
Bayberry at Laurel Ranch	KB Home	AN		DTMJ	112	0	2	2	1	0	10	10	0.97	0.97
Wildwood at Laurel Ranch	KB Home	AN		DTMJ	82	0	3	6	0	0	8	8	0.78	0.78
Luna at Aviano	Lennar	AN		DTMJ	102	4	3	9	3	0	90	42	1.01	1.31
Oriana at Aviano	Lennar	AN		DTMJ	115	4	7	9	1	0	97	37	1.09	1.16
Retreat at Vista Del Mar	Taylor Morrison	PT		DTMJ	142	1	3	7	1	0	116	30	0.80	0.94
Serene at Vista Del Mar	Taylor Morrison	PT		DTMJ	120	1	3	8	1	0	75	31	0.69	0.97
Rise at Cielo	TRI Pointe	AN		DTMJ	159	0	5	10	0	0	77	48	1.11	1.50
Shine at Cielo	TRI Pointe	AN		DTMJ	137	0	2	10	0	0	73	44	1.05	1.38
<b>TOTALS: No. Reporting: 11</b>		<b>Avg. Sales: 0.91</b>						<b>47</b>	<b>118</b>	<b>10</b>	<b>0</b>	<b>1081</b>	<b>342</b>	<b>Net: 10</b>
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Delta Coves	Blue Mountain	BI		DTMJ	104	0	2	21	0	0	96	9	0.47	0.28
Chandler	Brookfield	BT		DTMJ	160	0	4	11	3	0	111	43	1.07	1.34
Cypress Crossings	KB Home	OY		DTMJ	98	0	1	40	1	0	43	32	0.78	1.00
Woodbury at Emerson Ranch	Lennar	OY		DTMJ	104	0	2	1	0	0	86	29	1.11	0.91
Beacon at Delta Coves	Pulte	BI		DTST	30	0	5	11	0	0	1	1	0.05	0.05
Parkside	Richmond American	BT		DTMJ	34	0	5	8	1	0	12	12	0.90	0.90
Orchard Trails	Shea	BT		DTMJ	78	0	2	11	0	0	51	15	0.55	0.47
<b>TOTALS: No. Reporting: 7</b>		<b>Avg. Sales: 0.71</b>						<b>21</b>	<b>103</b>	<b>5</b>	<b>0</b>	<b>400</b>	<b>141</b>	<b>Net: 5</b>
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 14									
Sonoma, Napa Counties					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Makenna	DeNova	PET		DTMJ	36	0	2	9	1	0	30	23	0.66	0.72
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	6	5	7	3	0	46	42	1.20	1.31
Harvest at Watson Ranch	DR Horton	AC		DTMJ	219	0	3	6	0	0	25	25	1.23	1.23
Willow at University District	DR Horton	RP		DTMJ	128	0	4	12	2	1	83	42	1.10	1.31
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	7	3	0	0	57	18	0.54	0.56
Aspect	Lafferty	PET		DTMJ	18	0	2	N/A	0	0	15	0	0.07	0.00
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	4	2	0	0	22	13	0.36	0.41
Seasons at University District	Richmond American	RP		DTMJ	52	0	7	5	1	0	34	14	0.45	0.44
Meadow Creek II	Ryder	SR		DTMJ	30	5	5	14	4	0	10	10	0.61	0.61
Riverfront	TRI Pointe	PET		DTMJ	134	0	2	3	0	0	99	14	0.69	0.44
City 44	W Marketing	SR		ATMJ	44	0	17	2	0	0	27	4	0.27	0.13
Kerry Ranch	W Marketing	SR		DTMJ	30	0	2	5	0	0	22	12	0.41	0.38
Paseo Vista	W Marketing TSO	SR		DTST	128	0	TSO	0	0	0	69	6	0.23	0.19
Portello	W Marketing	WD		DTMJ	68	0	1	19	1	0	26	17	0.49	0.53
<b>TOTALS: No. Reporting: 13</b>		<b>Avg. Sales: 0.85</b>			<b>Traffic to Sales: 7 : 1</b>			<b>61</b>	<b>87</b>	<b>12</b>	<b>1</b>	<b>565</b>	<b>240</b>	<b>Net: 11</b>
Qty Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Verandah	Landsea	NV		ATMJ	80	0	14	9	1	0	47	15	0.46	0.47
The Strand	Trumark	SN		DTMJ	32	0	8	13	1	0	14	3	0.15	0.09
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 11 : 1</b>			<b>22</b>	<b>22</b>	<b>2</b>	<b>0</b>	<b>61</b>	<b>18</b>	<b>Net: 2</b>
Qty Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Lofton at Portola	TRI Pointe	SF		ATMJ	54	0	10	6	0	0	23	8	0.18	0.25
<b>TOTALS: No. Reporting: 1</b>		<b>Avg. Sales: 0.00</b>			<b>Traffic to Sales: N/A</b>			<b>10</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>8</b>	<b>Net: 0</b>
Qty Codes: SF = San Francisco														

San Mateo County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
One 90 - Cobalt	Pulte	SM		ATMJ	54	1	1	3	2	0	53	23	0.64	0.72
Laguna Vista	SummerHill	FC		ATMJ	70	0	7	13	0	0	38	13	0.52	0.41
<b>TOTALS: No. Reporting: 2</b>		<b>Avg. Sales: 1.00</b>			<b>Traffic to Sales: 8 : 1</b>			<b>8</b>	<b>16</b>	<b>2</b>	<b>0</b>	<b>91</b>	<b>36</b>	<b>Net: 2</b>
Qty Codes: SM= San Mateo, FC = Foster City														

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15										
Santa Clara County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Andalusia	Dividend	MH		ATMU	46	0	7	7	0	0	38	19	0.57	0.59	
Ascent at Glen Loma Ranch	KB Home	GL		ATMU	124	0	1	19	1	1	122	51	1.34	1.59	
Latitude at Communications Hill	KB Home	SJ		ATMU	160	0	3	8	0	0	157	7	1.01	0.22	
Lavender	Landsea	SV	Rsv's	ATMU	128	0	4	18	0	0	77	30	0.81	0.94	
Anza at Agrihood	Pulte	SC		ATMU	36	0	3	16	0	0	25	25	0.85	0.85	
Gateway at Central	Pulte	SJ		ATMU	72	0	9	0	0	0	23	6	0.35	0.19	
Plaza at Central	Pulte	SJ		ATMU	90	5	5	15	2	0	52	23	1.03	0.72	
Bellaterra - Bungalow Cluster Att/Det	SummerHill	LG		ATMU	76	0	8	6	0	0	52	5	0.49	0.16	
Bellaterra - Flats	SummerHill	LG		ATMU	80	2	8	8	0	0	62	18	0.53	0.56	
Bellaterra - Towns	SummerHill	LG		ATMU	97	0	8	8	0	0	50	13	0.43	0.41	
Verano	SummerHill	MV		ATMU	115	2	8	28	1	0	54	42	1.17	1.31	
Arroyo Village	Taylor Morrison	CP		ATMU	88	5	9	9	1	0	5	5	0.54	0.54	
Brix at Glen Loma Ranch	TRI Pointe	GL		DTMU	67	0	2	24	1	0	5	5	0.60	0.60	
Lotus at Urban Oak	TRI Pointe	SJ		DTMU	123	0	3	N/A	0	0	19	16	0.34	0.50	
Jasper	Trumark	MH		ATMU	101	2	1	15	1	0	40	19	0.52	0.59	
<b>TOTALS: No. Reporting: 14</b>		<b>Avg. Sales: 0.43</b>			<b>Traffic to Sales: 26 : 1</b>				<b>79</b>	<b>181</b>	<b>7</b>	<b>1</b>	<b>781</b>	<b>284</b>	<b>Net: 6</b>

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

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 8										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Promontory at Ridgemark	Century	HO		DTMU	90	0	6	23	0	1	29	25	0.60	0.78	
Hghgrove at Fairview (SFD)	KB Home	HO		DTMU	138	0	9	37	1	0	6	6	0.53	0.53	
Serenity V	Legacy	HO		DTMU	31	0	4	11	1	0	13	13	0.36	0.41	
Elderberry	Lennar	HO		DTMU	66	3	4	8	1	0	22	20	0.56	0.63	
Laurel	Lennar	HO		DTMU	67	3	6	8	1	0	20	18	0.51	0.56	
Beach House II at the Dunes	Shea	MA		DTMU	92	0	3	3	1	0	86	13	0.81	0.41	
Enclave, The	Shea	SS		DTMU	61	0	2	3	0	0	48	8	0.42	0.25	
Sea House II at The Dunes	Shea	MA		ATMU	79	0	1	2	0	0	73	24	0.69	0.75	
<b>TOTALS: No. Reporting: 8</b>		<b>Avg. Sales: 0.50</b>			<b>Traffic to Sales: 19 : 1</b>				<b>35</b>	<b>95</b>	<b>5</b>	<b>1</b>	<b>297</b>	<b>127</b>	<b>Net: 4</b>

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

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 21									
Fairfield, Vacaville, Suisun, Dixon					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Horizon at One Lake	Brookfield	FF		ATMU	50	0	4	6	0	0	22	14	0.32	0.44
Lakeside at One Lake	Brookfield	FF		ATMU	58	0	9	11	0	0	21	5	0.31	0.16
Monte Verde	Century	FF		DTMJ	124	0	5	12	0	2	67	35	1.08	1.09
Luminescence at Liberty	DeNova	RV		AASF	311	4	6	11	4	0	104	29	0.95	0.91
One56 at One Lake	DeNova	FF		DTMJ	56	0	4	7	0	0	52	33	0.91	1.03
Iris at The Villages	DR Horton	FF		DTMJ	119	0	2	19	2	0	36	34	0.99	1.06
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	3	2	0	0	30	24	0.53	0.75
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	5	10	0	0	23	18	0.41	0.56
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	0	3	8	1	0	72	23	0.78	0.72
Creston at One Lake	Lennar	FF		DTMJ	130	0	2	1	1	0	128	20	0.86	0.63
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	6	6	0	0	49	36	0.70	1.13
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	6	8	0	0	36	19	0.50	0.59
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	1	1	0	0	87	5	0.55	0.16
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	4	3	1	0	47	23	0.47	0.72
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	3	7	0	0	31	20	0.43	0.63
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	4	9	0	0	80	24	0.64	0.75
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	4	6	0	0	69	21	0.93	0.66
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	13	5	0	0	113	22	0.80	0.69
Glisten at One Lake	TRI Pointe	FF		DTMJ	75	0	3	7	0	0	2	2	0.27	0.27
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	4	2	0	0	92	10	0.64	0.31
Splash at One Lake	TRI Pointe	FF		DTMJ	104	0	1	4	1	0	77	18	0.60	0.56
<b>TOTALS: No. Reporting: 21</b>	<b>Avg. Sales: 0.38</b>				<b>Traffic to Sales: 15 : 1</b>			<b>92</b>	<b>145</b>	<b>10</b>	<b>2</b>	<b>1238</b>	<b>435</b>	<b>Net: 8</b>
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 110						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 108</b>	<b>Avg. Sales: 0.66</b>	<b>Traffic to Sales: 15 : 1</b>	<b>495</b>	<b>1163</b>	<b>78</b>	<b>7</b>	<b>6018</b>	<b>2253</b>	<b>Net: 71</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MDR = Mid-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

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

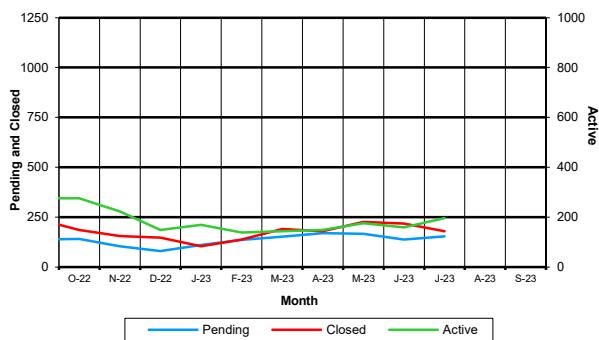
## San Jose Metro Attd. Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

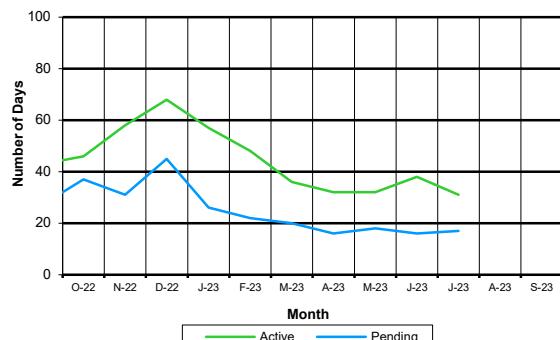
Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-22	148	68	79	45	147	878,564
Jan-23	169	57	110	26	103	893,713
Feb-23	138	48	136	22	137	872,019
Mar-23	144	36	152	20	190	945,540
Apr-23	149	32	170	16	180	946,572
May-23	175	32	166	18	225	951,831
Jun-23	159	38	138	16	217	974,093
Jul-23	196	31	154	17	179	967,776



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET



## San Jose Metro SFD Monthly MLS Survey

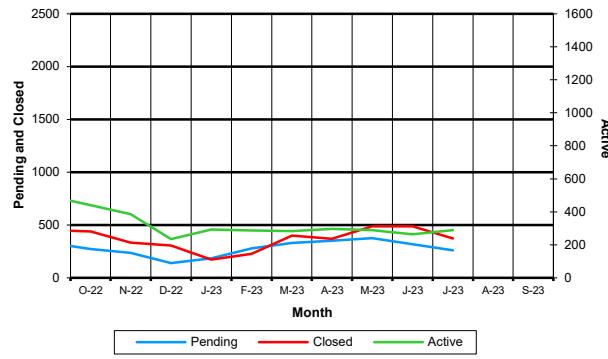
San Jose, Santa Clara & Sunnyvale

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-22	234	80	138	34	305	1,480,356
Jan-23	292	60	184	33	172	1,549,741
Feb-23	286	53	280	22	226	1,497,535
Mar-23	283	52	331	16	400	1,667,106
Apr-23	296	43	352	18	370	1,735,317
May-23	288	42	376	14	488	1,704,839
Jun-23	264	48	319	14	489	1,797,340
Jul-23	288	45	261	16	373	1,774,713

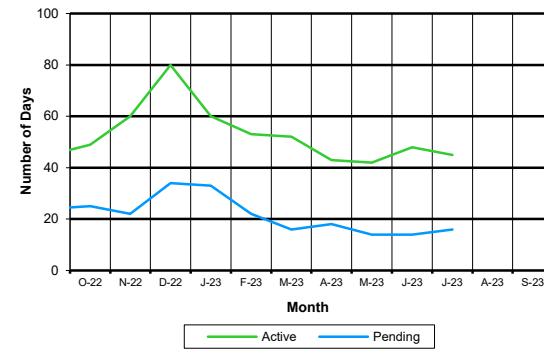
### AVERAGE SALES PRICE



### ACTIVE, PENDING, AND CLOSED SALES



### AVERAGE DAYS-ON-MARKET





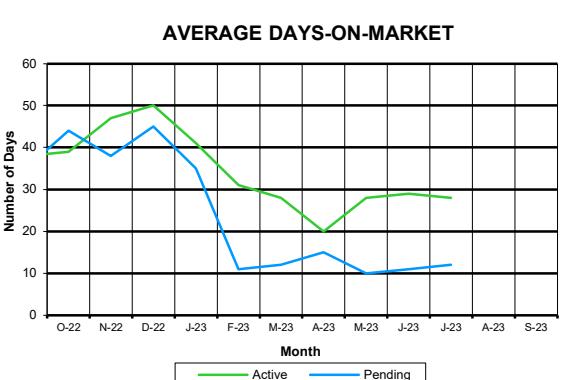
# The Ryness Company

Marketing Research Department

## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

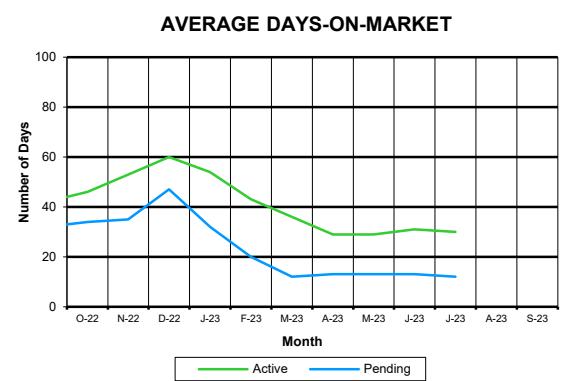
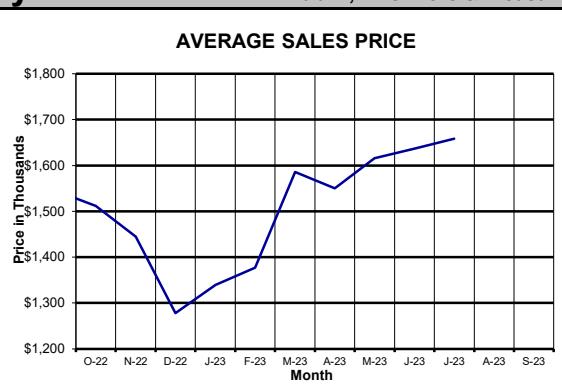
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	30	50	22	45	25	831,240
Jan-23	25	41	37	35	28	791,926
Feb-23	21	31	42	11	38	877,127
Mar-23	27	28	37	12	51	889,036
Apr-23	26	20	41	15	45	827,740
May-23	24	28	32	10	60	883,537
Jun-23	32	29	38	11	40	876,177
Jul-23	43	28	29	12	46	820,930



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	76	60	48	47	101	1,277,668
Jan-23	70	54	70	32	66	1,339,476
Feb-23	75	43	80	20	78	1,376,730
Mar-23	74	36	98	12	109	1,585,480
Apr-23	80	29	105	13	119	1,549,993
May-23	76	29	103	13	148	1,615,859
Jun-23	79	31	107	13	145	1,636,558
Jul-23	94	30	77	12	118	1,658,327



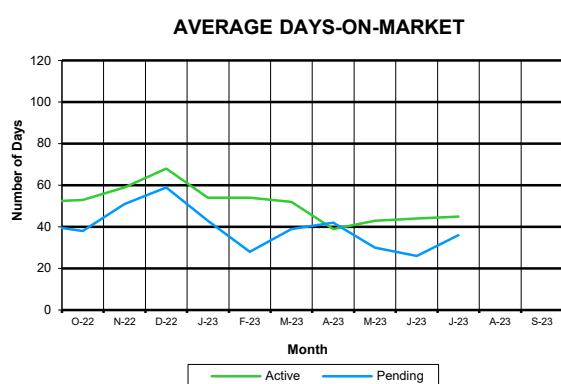
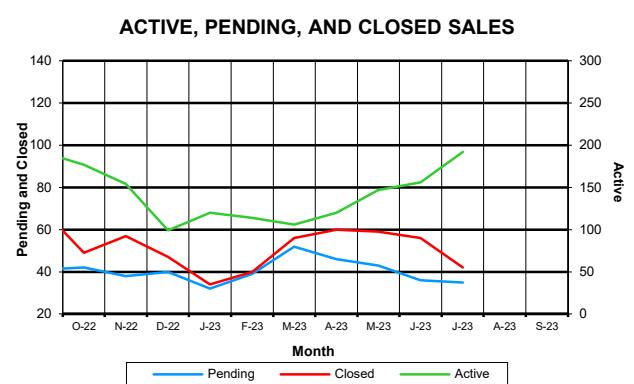


# The Ryness Company

Marketing Research Department

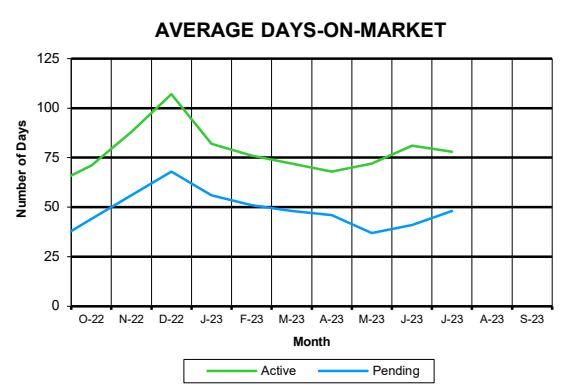
## Oakland-Emeryville Attd. Monthly MLS Survey

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



## San Francisco Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-22	452	107	97	68	189	1,258,316
Jan-23	616	82	130	56	127	1,343,962
Feb-23	672	76	189	51	162	1,359,676
Mar-23	717	72	209	48	280	1,370,613
Apr-23	768	68	204	46	266	1,454,100
May-23	831	72	199	37	284	1,300,928
Jun-23	760	81	185	41	256	1,405,829
Jul-23	736	78	138	48	216	1,341,622



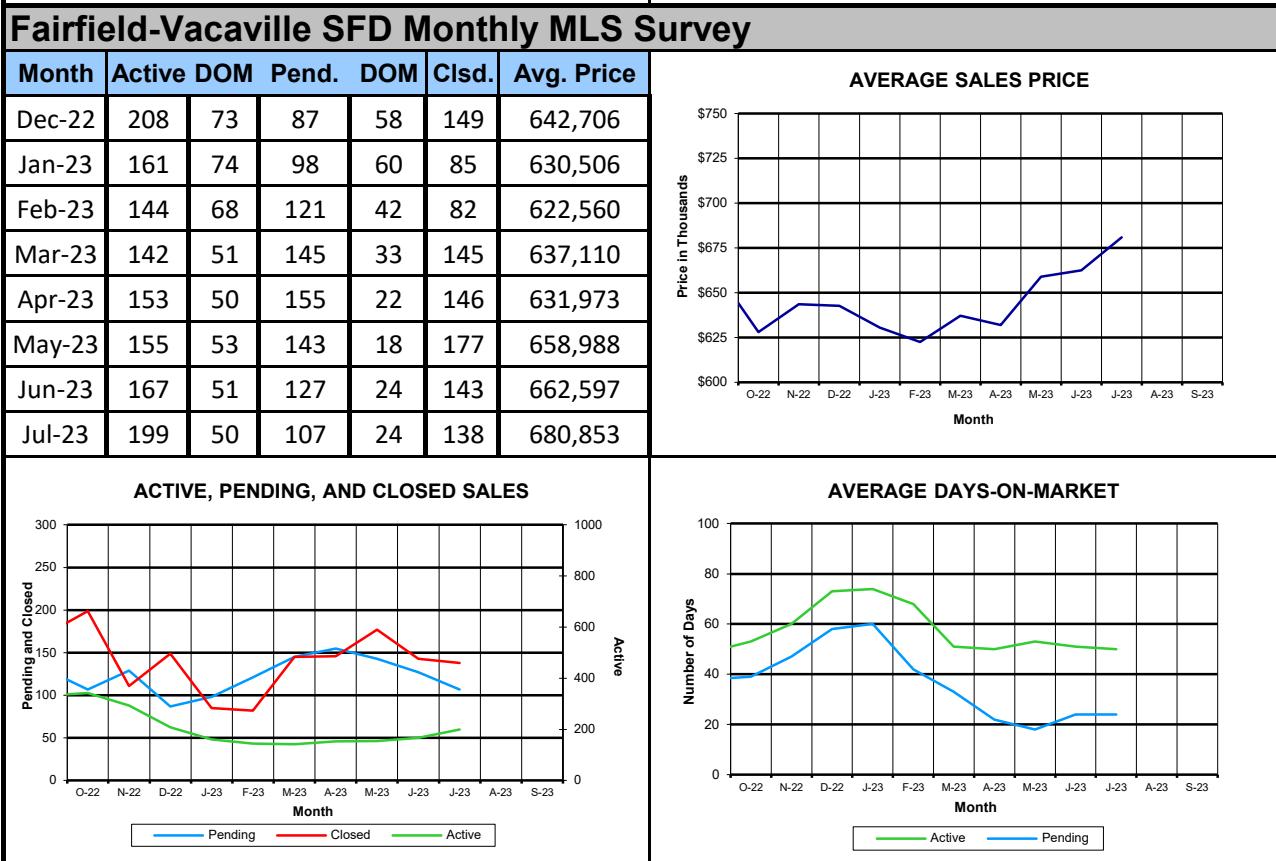
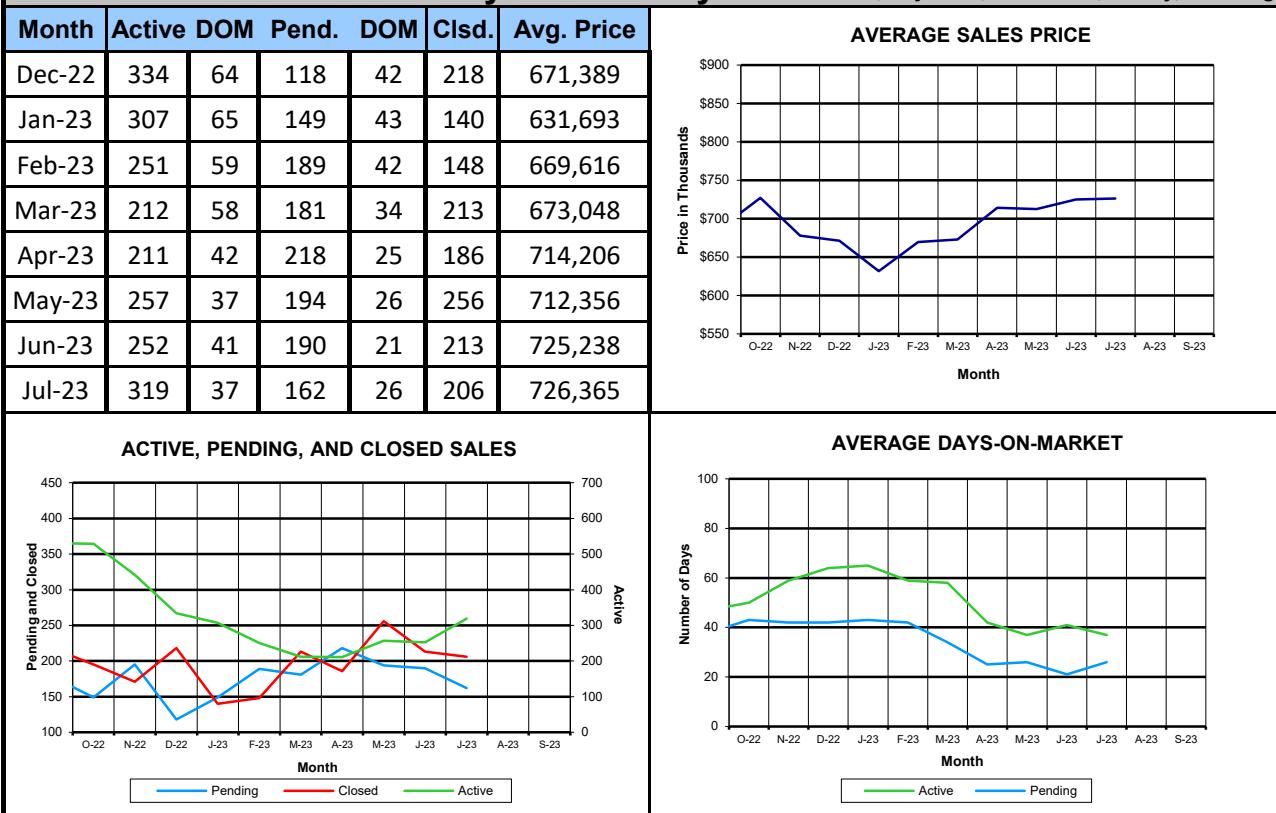


# The Ryness Company

Marketing Research Department

## E. Contra Costa SFD Monthly MLS Survey

Antioch, Bay Point, Brentwood, Oakley, Pittsburg



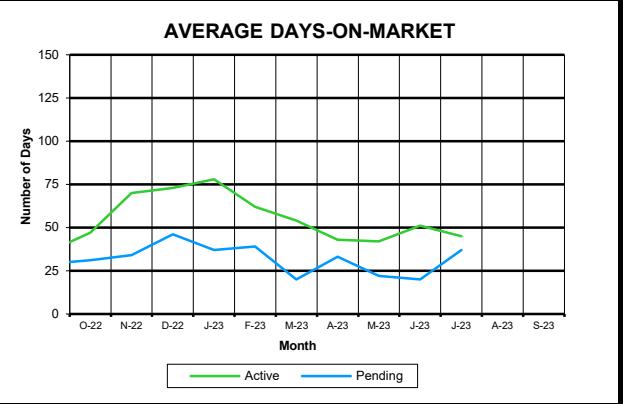
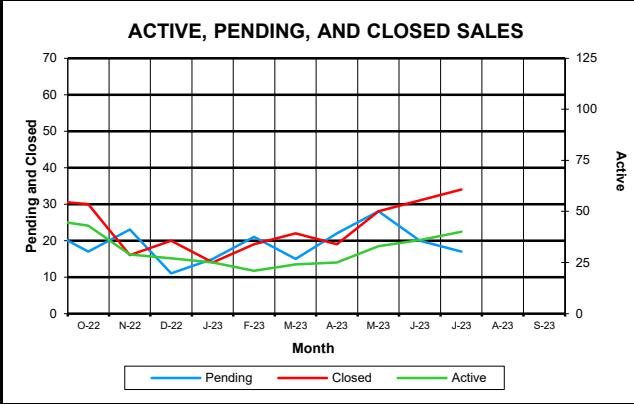


# The Ryness Company

Marketing Research Department

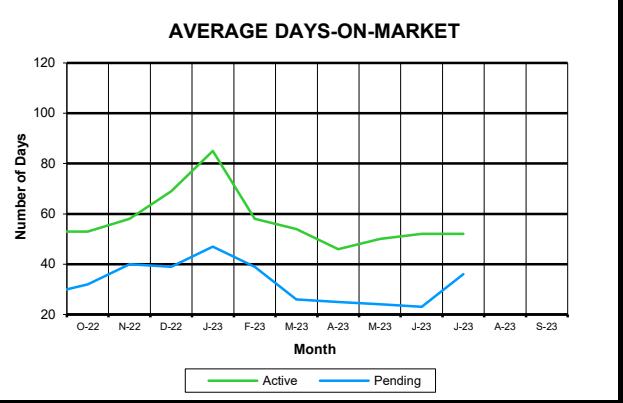
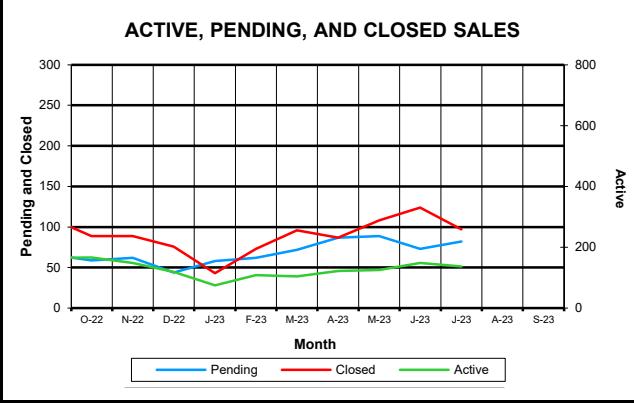
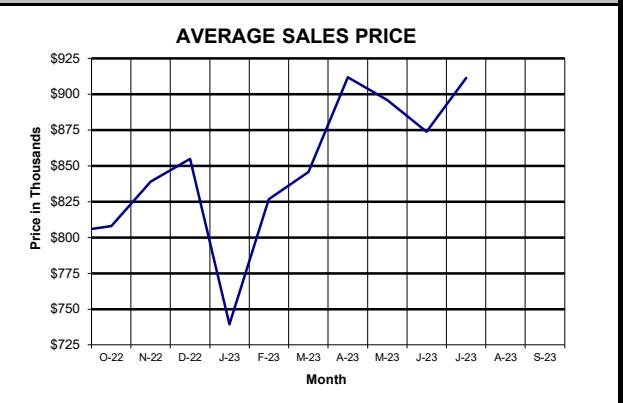
## Santa Rosa Attd. Monthly MLS Survey

Month	Active DOM	Pend. DOM	Clsd.	Avg. Price		
Dec-22	27	73	11	46	20	538,347
Jan-23	25	78	15	37	14	466,445
Feb-23	21	62	21	39	19	528,164
Mar-23	24	54	15	20	22	567,931
Apr-23	25	43	22	33	19	524,184
May-23	33	42	28	22	28	603,261
Jun-23	36	51	20	20	31	572,659
Jul-23	40	45	17	37	34	585,594



## Santa Rosa SFD Monthly MLS Survey

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



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

Sponsored by:

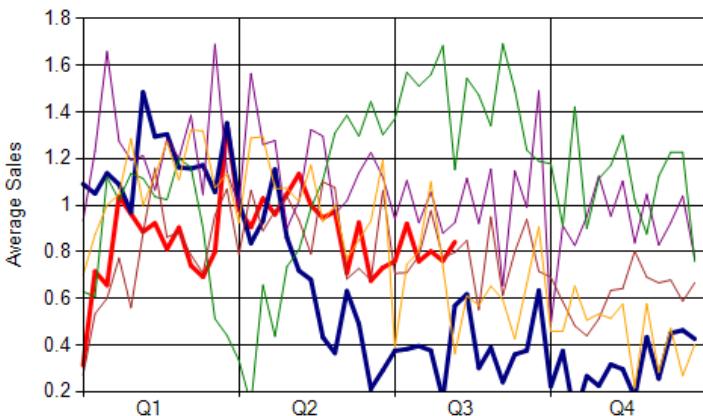


## Central Valley

**Week 32** Ending: Sunday, August 13, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Year to Date Diff.	Prev. 13 Wks. Avg.	Prev. 13 Wks. Diff.	
Tracy/Mountain House		11	141	11	2	9	0.82	1.02	-20%	1.00	-18%	
San Joaquin County		44	613	47	9	38	0.86	0.84	2%	0.86	0%	
Stanislaus County		9	41	4	2	2	0.22	0.62	-64%	0.65	-66%	
Merced County		10	98	18	2	16	1.60	0.80	99%	0.83	93%	
Madera County		9	85	3	0	3	0.33	0.73	-54%	0.76	-56%	
Fresno County		31	631	35	7	28	0.90	0.99	-8%	0.88	3%	
<b>Current Week Totals</b>	Traffic : Sales	<b>14 : 1</b>	<b>114</b>	<b>1609</b>	<b>118</b>	<b>22</b>	<b>96</b>	<b>0.84</b>	<b>0.87</b>	<b>-3%</b>	<b>0.85</b>	<b>-1%</b>
Per Project Average				14	1.04	0.19	0.84					
<b>Year Ago - 08/14/2022</b>	Traffic : Sales	<b>13 : 1</b>	<b>102</b>	<b>1185</b>	<b>90</b>	<b>32</b>	<b>58</b>	<b>0.57</b>	<b>0.82</b>	<b>-31%</b>	<b>0.42</b>	<b>34%</b>
<b>% Change</b>			12%	36%	31%	-31%	66%	48%	5%		101%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 32

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	68	24	1.15	0.16	0.99	0.80
■	2019	78	22	0.97	0.14	0.83	0.77
■	2020	84	22	1.26	0.20	1.06	1.11
■	2021	105	16	1.28	0.12	1.16	1.09
■	2022	102	13	1.02	0.20	0.82	0.64
■	2023	107	14	1.01	0.14	0.87	0.87
% Change:		6%	4%	-2%	-29%	5%	34%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b> <b>6.85%</b>	<b>APR</b> <b>6.95%</b>	Inflation was in the spotlight this week. During July, both the headline and core measures of the Consumer Price Index (CPI) rose 0.2%. These monthly gains were largely in line with consensus expectations and provided additional evidence that price pressures are still receding. Inflation's descent, however, continues to be gradual. On a year-over-year basis, the core CPI was up 4.7% in July. Recent signs have been more encouraging. The recent string of lower core CPI prints has pushed down the three-month annualized pace to 3.1%, the lowest since September 2021. The downshift in inflation without a material deterioration in economic growth has raised the likelihood of a soft landing, a topic we cover in more detail in our macroeconomic forecast update for August. By most measures, inflation is still above the Fed's 2% target and the path from here is anything but certain. There is a bit more clarity on the trajectory of shelter costs, which have been a substantial driver of overall inflation over the past year. The pace of shelter inflation has eased in recent months, yet it still is running at a hot rate. Primary shelter inflation, which largely reflect apartment rents, rose 0.4% during July. The CPI's measure of shelter prices tends to significantly lag private measures, which have shown a considerable downshift in rent growth. In addition, apartment demand has been more modest recently, and the pipeline of new apartment construction continues to run at a near-record pace. Together, these factors point to a further moderation in shelter costs in the near term. Source: Wells Fargo Weekly Economic & Financial Commentary
<b>FHA</b>	<b>6.75%</b>	<b>6.95%</b>	
<b>10 Yr Yield</b>	<b>4.16%</b>		
			

# The Ryness Report

Week Ending  
Sunday, August 13, 2023

Central Valley

Page  
1 of 5

Development Name	Developer	City Code	Notes	Type	Projects Participating: 11									
Tracy/Mountain House					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hartwell at Ellis	Landsea	TR	Rsv's	DTMJ	121	0	5	33	0	1	112	36	1.04	1.13
Kinbridge at Ellis	Landsea	TR	Rsv's	DTMJ	83	0	1	33	0	0	76	42	0.70	1.31
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	0	4	5	0	0	90	38	1.11	1.19
Fairgrove at Tracy Hills	Lennar	TH		DTMJ	149	1	3	1	2	0	28	28	0.96	0.96
Greenwood at Tracy Hills	Lennar	TH		DTMJ	150	0	2	3	2	0	25	25	0.85	0.85
Hillview	Lennar	TH		DTMJ	214	0	1	19	4	1	59	35	0.95	1.09
Parklin at Tracy Hills	Lennar	TH		DTMJ	69	0	4	3	1	0	34	27	0.72	0.84
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	1	1	1	0	199	32	0.88	1.00
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	3	4	1	0	41	31	0.95	0.97
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	2	17	0	0	133	40	1.05	1.25
Langston at Mountain House	Shea	MH		ATMJ	302	0	8	22	0	0	220	49	1.19	1.53
<b>TOTALS: No. Reporting: 11</b>			<b>Avg. Sales: 0.82</b>		<b>Traffic to Sales: 13 : 1</b>				<b>34</b>	<b>141</b>	<b>11</b>	<b>2</b>	<b>1017</b>	<b>383</b>
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi					Projects Participating: 9									
					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Aspire at River Terrace II	K Hovnanian	SK		DTMJ	107	1	3	5	2	1	104	35	0.85	1.09
The Preserve at Creekside	KB Home	SK		DTMJ	128	4	5	16	1	0	19	19	0.85	0.85
Verona at Destinations	KB Home	SK		ATMJ	106	0	1	5	0	0	103	25	0.85	0.78
Keys II at Westlake	Lennar	SK		DTMJ	86	0	5	5	0	0	17	15	0.44	0.47
Shoreside at Westlake	Lennar	SK		DTMJ	99	0	2	5	0	0	18	18	0.61	0.61
Waterside at Westlake	Lennar	SK		DTMJ	92	0	3	10	2	0	13	13	0.54	0.54
Westlake	Meritage	SK		DTMJ	84	0	2	1	2	1	75	32	1.01	1.00
Autumn Trails at Westlake	Richmond American	SK		DTMJ	112	0	4	6	0	0	42	19	0.55	0.59
Summers Bend at Westlake	Richmond American	SK		DTMJ	96	0	7	11	1	1	45	24	0.61	0.75
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.56</b>		<b>Traffic to Sales: 8 : 1</b>				<b>32</b>	<b>64</b>	<b>8</b>	<b>3</b>	<b>436</b>	<b>200</b>
City Codes: SK = Stockton														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 36									
San Joaquin County				Units	New Rel.	Rel'd Rn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Griffin Park	Atherton	MN		DTMJ	267	0	4	47	1	0	170	30	1.56	0.94
Indigo at Stanford Crossing	DR Horton	LP		DTMJ	87	5	5	19	2	0	47	47	1.55	1.55
Pinnacle at North Main	DR Horton <span style="color:red">S/O</span>	MN		DTMJ	87	0	S/O	4	2	2	87	52	1.22	1.63
Summit at North Main	DR Horton	MN		DTST	67	0	2	4	1	0	65	15	0.88	0.47
Yosemite Greens	DR Horton	MN		DTMJ	99	0	3	18	2	1	78	55	1.53	1.72
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	2	12	1	0	38	26	0.66	0.81
Balboa at River Islands	Kiper	LP	Rsv's	DTMJ	172	0	1	28	0	0	104	39	0.93	1.22
Freestone	Kiper	MN		DTMJ	60	1	1	15	2	0	57	30	0.75	0.94
Skye at River Islands	Kiper	LP		DTMJ	155	0	5	27	1	0	74	27	0.80	0.84
Bella Vista Oakwood Shores II	Lafferty <span style="color:red">TSO</span>	MN		DTMJ	157	0	TSO	NA	0	0	126	15	0.33	0.47
Horizon at River Islands	Lennar <span style="color:red">S/O</span>	LP		DTMJ	143	0	S/O	4	2	0	143	36	1.11	1.13
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	4	8	0	0	149	36	1.15	1.13
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	6	8	12	4	0	116	67	1.18	2.09
Arbor Bend- Linden	Meritage	MN		DTMJ	268	4	5	3	2	0	153	43	1.18	1.34
Laguna at River Islands	Pulte	LP		DTMJ	110	0	5	22	1	0	60	32	0.66	1.00
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	1	9	0	0	79	37	0.87	1.16
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	2	12	0	1	55	5	0.58	0.16
Passport at Griffin Park	Raymus	MN	Rsv's	DTMJ	101	4	4	12	2	0	95	24	1.00	0.75
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	5	7	0	0	36	24	0.52	0.75
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	5	4	0	0	93	21	0.85	0.66
Encore II at Stanford Crossing	Richmond American	LP		DTMJ	104	0	1	4	0	0	3	3	0.32	0.32
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	6	16	1	1	35	22	0.51	0.69
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	4	25	0	0	49	30	0.60	0.94
Seasons at Villa Ticino	Richmond American	MN		DTMJ	119	4	4	29	4	0	9	9	0.97	0.97
Villa Ticino	Richmond American	MN		DTMJ	100	0	11	2	2	0	3	3	0.49	0.49
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	1	3	19	0	0	94	40	1.06	1.25
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	0	4	45	0	1	67	24	0.68	0.75
Journey at Stanford Crossing	TRI Pointe	LP	Rsv's	DTMJ	81	0	3	8	1	0	32	25	0.54	0.78
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	6	6	0	0	48	22	0.64	0.69
Avalon at River Islands	Trumark	LP		DTMJ	57	0	1	23	1	0	39	17	0.47	0.53
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	1	20	2	0	48	15	0.63	0.47
Dawn at The Collective	Trumark	MN		AASF	76	0	9	6	1	0	16	11	0.22	0.34
Vida at The Collective	Trumark	MN		AASF	103	0	1	6	1	0	28	18	0.36	0.56
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	3	28	1	0	34	28	0.55	0.88
Veranda II at River Island	Van Daele	LP		DTMJ	40	0	2	33	0	0	23	23	1.20	1.20
Avendale	Warmington	MN		DTMJ	49	0	4	12	2	0	27	27	1.21	1.21
<b>TOTALS: No. Reporting: 35</b>	<b>Avg. Sales: 0.94</b>		<b>Traffic to Sales: 14 : 1</b>				<b>125</b>	<b>549</b>	<b>39</b>	<b>6</b>	<b>2380</b>	<b>978</b>	<b>Net: 33</b>	

City Codes: MN = Manteca, LP = Lathrop

# The Ryness Report

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Central Valley

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 1										
Modesto					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	
Avalon	Bright	CE		DTMJ	33	0	6	4	0	0	24	16	0.48	0.50	
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>					<b>Traffic to Sales: N/A</b>	<b>6</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>24</b>	<b>16</b>	<b>Net: 0</b>
City Codes: CE = Ceres															

Stanislaus County					Projects Participating: 6										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Aspire at Apricot Grove II	K Hovnanian	PR		DTMJ	150	0	3	5	1	1	116	27	1.04	0.84	
Carmel Ranch	K Hovnanian	OD		DTMJ	50	0	5	6	0	0	5	5	0.18	0.18	
Acacia at Patterson Ranch	KB Home	PR		DTMJ	80	0	2	9	0	0	10	10	0.97	0.97	
Fieldstone II	KB Home	HG		DTST	50	0	5	0	1	1	43	16	0.63	0.50	
Turnleaf at Patterson Ranch	KB Home	PR		DTST	190	0	4	7	1	0	181	26	1.05	0.81	
T Street Customs	SAM	NW		DTMJ	10	0	4	2	0	0	1	1	0.02	0.03	
<b>TOTALS: No. Reporting: 6</b>			<b>Avg. Sales: 0.17</b>					<b>Traffic to Sales: 10 : 1</b>	<b>23</b>	<b>29</b>	<b>3</b>	<b>2</b>	<b>356</b>	<b>85</b>	<b>Net: 1</b>
City Codes: PR = Patterson, OD = Oakdale, HG = Hughson, NW = Newman															

Turlock					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	
Marcona	Bright	KY		DTMJ	116	0	7	6	0	0	40	24	0.62	0.75	
Les Chateaux	KB Home	S/O	TK	DTMJ	60	0	S/O	2	1	0	60	33	0.78	1.03	
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 0.50</b>					<b>Traffic to Sales: 8 : 1</b>	<b>7</b>	<b>8</b>	<b>1</b>	<b>0</b>	<b>100</b>	<b>57</b>	<b>Net: 1</b>
City Codes: KY = Keyes, TK = Turlock															

Merced County					Projects Participating: 10										
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD	
Silhouette at Sunrise Ranch	Century	LB		DTMJ	95	0	5	9	2	0	65	27	0.84	0.84	
Lantana	DR Horton	MD		DTMJ	99	0	14	9	1	1	41	38	1.13	1.19	
Monterra VI	DR Horton	MD		DTMJ	61	3	3	17	3	0	28	28	1.62	1.62	
New castle	DR Horton	MD		DTMJ	33	3	5	5	2	0	26	26	1.28	1.28	
Stoneridge South III	DR Horton	MD		DTMJ	64	5	8	10	3	1	32	32	0.99	1.00	
The Pointe at Stonecreek	Legacy	LB		DTMJ	109	0	10	10	1	0	46	14	0.45	0.44	
Sunrise Ranch	Meritage	LB		DTMJ	87	0	1	8	1	0	86	36	0.94	1.13	
Bellevue Ranch Phase 4	Stonefield Home	MD		DTST	92	5	5	13	4	0	60	18	0.63	0.56	
Cypress Terrace	Stonefield Home	MD		DTST	163	0	4	10	0	0	130	22	0.63	0.69	
Villas II, The	Stonefield Home	LB		DTST	191	3	5	7	1	0	98	12	0.74	0.38	
<b>TOTALS: No. Reporting: 10</b>			<b>Avg. Sales: 1.60</b>					<b>Traffic to Sales: 5 : 1</b>	<b>60</b>	<b>98</b>	<b>18</b>	<b>2</b>	<b>612</b>	<b>253</b>	<b>Net: 16</b>
City Codes: LB = Los Banos, MD = Merced															

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
Madera County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Greenhills Estates	Century	CW		DTMJ	70	0	7	4	0	0	48	27	0.67	0.84				
Omni	Century	MDA		DTMJ	61	0	8	5	0	0	24	22	0.50	0.69				
Pecan Square	DR Horton	MDA		DTMJ	112	0	8	9	1	0	55	55	1.76	1.72				
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	6	20	0	0	18	15	0.40	0.47				
Riverstone - Clementine I	Lennar	MDA		DTST	108	0	2	23	0	0	106	3	0.80	0.09				
Riverstone - Clementine II	Lennar	MDA		DTST	59	0	4	23	1	0	40	40	1.28	1.25				
Riverstone - Skye	Lennar	MDA	New	DTMJ	85	4	2	1	1	0	2	2	1.56	1.56				
Encore at Riverstone	Woodside	MDA		DTMJ	95	0	6	0	0	0	23	3	0.17	0.09				
Ovation at Riverstone	Woodside	MDA		DTMJ	145	0	6	0	0	0	48	8	0.36	0.25				
<b>TOTALS: No. Reporting: 9</b>		<b>Avg. Sales: 0.33</b>			<b>Traffic to Sales: 28 : 1</b>				<b>49</b>	<b>85</b>	<b>3</b>	<b>0</b>	<b>364</b>	<b>175</b>				
Qty Codes: CW = Chowchilla, MDA = Madera																		

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 31										
Fresno County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD	
Bravado	Century	REE		DTMJ	182	0	8	4	0	0	73	23	0.77	0.72	
Olivewood	Century	FR		DTMJ	169	0	3	4	0	0	166	25	1.47	0.78	
The Crossings II	Century	KER		DTMJ	104	0	8	5	0	0	86	31	1.11	0.97	
Serenade	DR Horton	SAN		DTMJ	129	5	6	27	4	1	24	24	1.57	1.57	
Aspire at Sunnyside	K Hovnanian	FO		DTST	132	0	6	10	0	0	126	0	0.55	0.00	
Aspire at Sunnyside II	K Hovnanian	FO		DTST	143	0	4	10	2	1	32	6	0.39	0.19	
Centrella Estates	KB Home	FR		DTMJ	74	0	4	7	1	0	42	42	2.07	2.07	
Centrella Villas	KB Home	FR		DTMJ	107	0	8	4	0	2	61	37	1.10	1.16	
Cielo Ranch 5000s	KB Home	CV		DTST	92	0	4	4	0	0	21	21	1.16	1.16	
Cielo Ranch 6000s	KB Home	CV		DTMJ	89	0	4	12	1	0	11	11	0.83	0.83	
Legacy at Highland	KB Home	CV		DTMJ	42	0	4	7	0	0	28	28	0.82	0.88	
Brambles- Starling	Lennar	FR		ATST	150	0	2	27	0	1	148	40	1.19	1.25	
Catalina Park - Surf	Lennar	FR		DTMJ	82	0	5	0	0	0	36	31	1.05	0.97	
Daffodil Hill - Clementine	Lennar	FR		DTMJ	110	0	3	4	4	1	69	48	0.92	1.50	
Ellingsworth- Choral Series	Lennar	CV		DTMJ	86	0	4	0	0	0	4	4	0.65	0.65	
Heirlom- Orchard Series	Lennar	FR		DTST	66	0	2	0	0	0	4	4	0.93	0.93	
Heritage Grove - Choral Series III	Lennar	CV		DTMJ	55	0	1	1	0	0	4	4	1.75	1.75	
Heritage Grove - Orchard III	Lennar	CV	New	DTMJ	15	2	1	1	1	0	1	1	3.50	3.50	
Heritage Grove - Skye Series III	Lennar	CV		DTST	31	0	1	1	0	0	2	2	0.47	0.47	
Juniper Hills- Orchard & Clementine	Lennar	FR		DTMJ	124	8	9	170	9	0	38	38	1.97	1.97	
Juniper Hills- Solana	Lennar	FR		DTST	77	0	5	104	1	0	48	48	1.58	1.58	
Juniper Hills- Surf	Lennar	FR		DTMJ	148	6	6	83	5	0	39	38	1.21	1.19	
Sterling Acres- Coronet	Lennar	FR		DTMJ	96	4	7	29	3	1	83	48	1.09	1.50	
Veneto Park - Starling Townhomes	Lennar	CV		ATMU	185	0	4	53	2	0	129	91	1.06	2.84	
Canyon Ridge at The Preserve	Woodside	FT		DTMJ	59	0	8	4	0	0	0	0	0.00	0.00	
Cottonwood Creek at The Preserve	Woodside	FT		DTMJ	121	0	3	9	0	0	4	4	0.26	0.26	
Ivy Gate at Farmstead	Woodside	CV		DTMJ	113	0	3	1	1	0	58	10	0.36	0.31	
Red Porch at Farmstead	Woodside	CV		DTMJ	55	0	13	27	0	0	40	5	0.25	0.16	
Somerset Crossing	Woodside	FO		ATST	99	0	2	9	0	0	54	15	0.43	0.47	
Springs at Brooklyn Trail	Woodside	FR		DTMJ	115	0	6	1	1	0	84	0	0.52	0.00	
Woodlands at Brooklyn Trail	Woodside	FR		DTMJ	100	0	2	13	0	0	55	7	0.34	0.22	
<b>TOTALS: No. Reporting: 31</b>		<b>Avg. Sales: 0.90</b>			<b>Traffic to Sales: 18 : 1</b>				<b>146</b>	<b>631</b>	<b>35</b>	<b>7</b>	<b>1570</b>	<b>686</b>	<b>Net: 28</b>

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

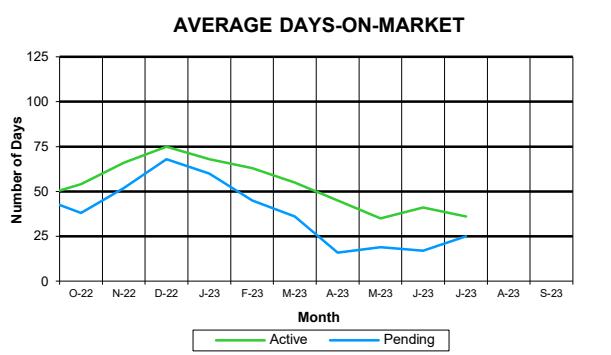
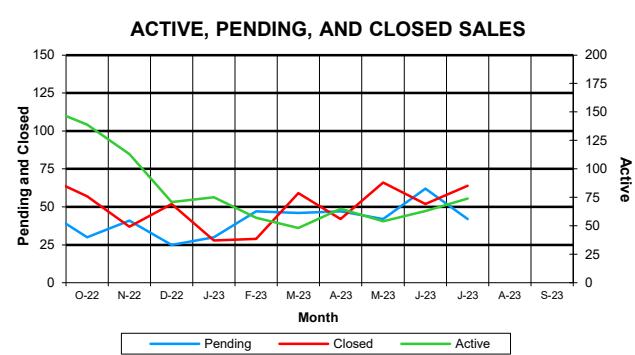
Central Valley			Projects Participating: 115						
			Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 114</b>	<b>Avg. Sales: 0.84</b>	<b>Traffic to Sales: 14 : 1</b>	<b>482</b>	<b>1609</b>	<b>118</b>	<b>22</b>	<b>6859</b>	<b>2833</b>	<b>Net: 96</b>
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMJ = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out									

# The Ryness Company

Marketing Research Department

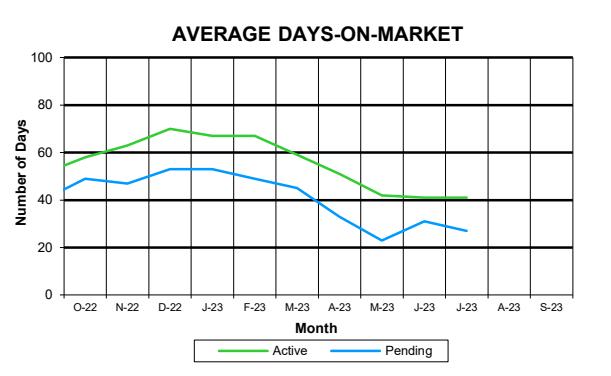
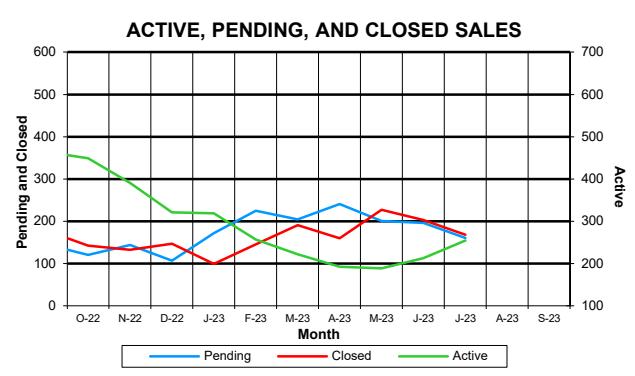
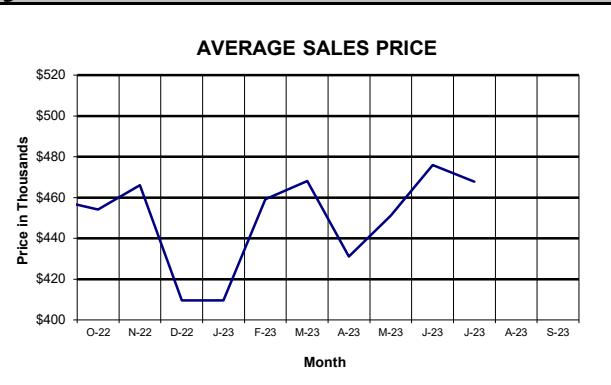
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	71	75	25	68	52	699,475
Jan-23	75	68	30	60	28	696,666
Feb-23	57	63	47	45	29	691,660
Mar-23	48	55	46	36	59	719,020
Apr-23	65	45	47	16	42	711,650
May-23	54	35	42	19	66	703,734
Jun-23	63	41	62	17	52	731,020
Jul-23	74	36	42	25	64	763,501



## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	321	70	107	53	147	409,534
Jan-23	319	67	172	53	99	409,545
Feb-23	257	67	225	49	146	459,122
Mar-23	222	59	205	45	191	468,160
Apr-23	193	51	241	33	160	431,093
May-23	189	42	201	23	227	451,195
Jun-23	213	41	196	31	203	475,920
Jul-23	255	41	161	27	168	467,731



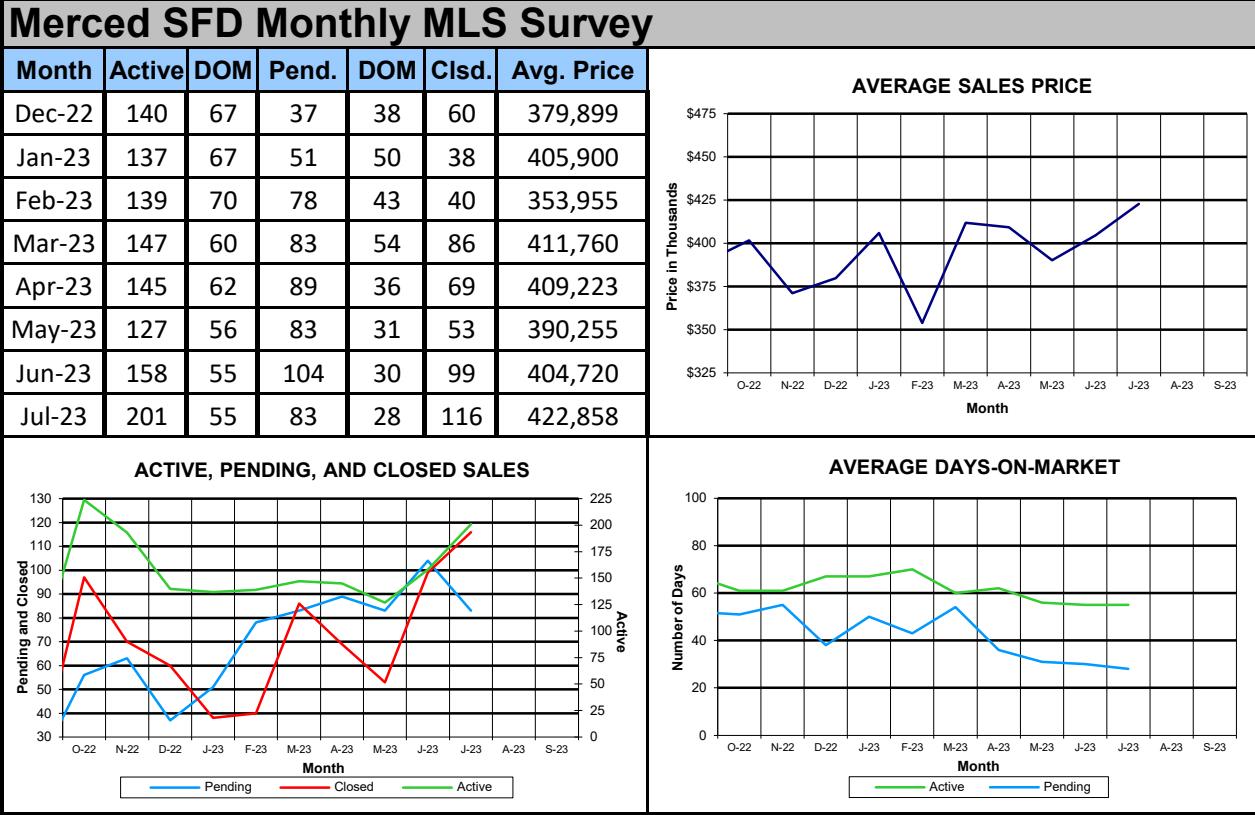
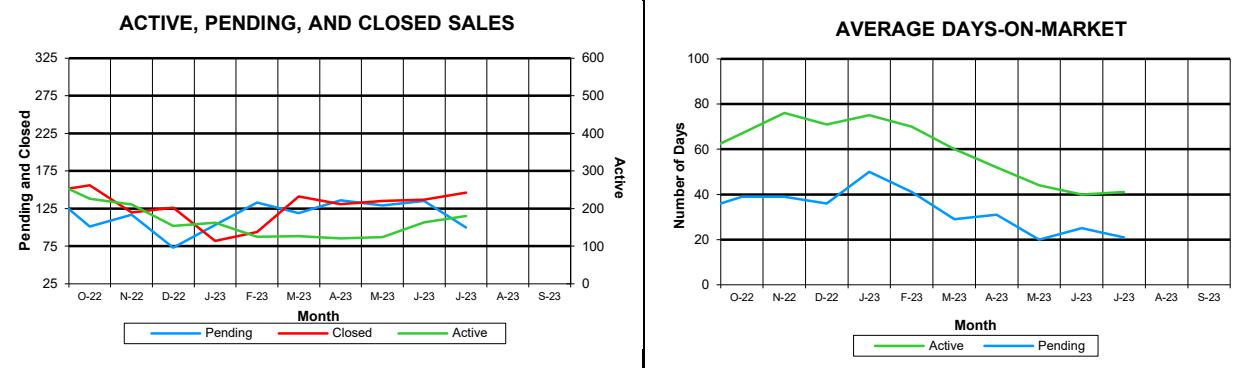


# The Ryness Company

Marketing Research Department

## Modesto SFD Monthly MLS Survey

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



# THE RYNESSE REPORT

A New Home Sales, Marketing & Research Company

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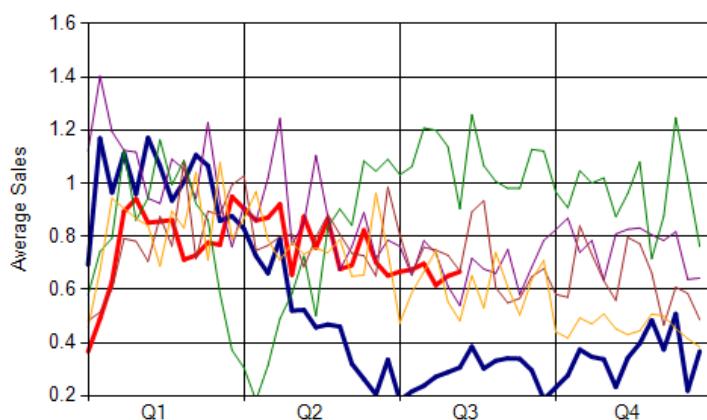


## Sacramento Week 32

Ending: Sunday, August 13, 2023

Counties / Groups		Projects	Traffic	Sales	Cancels	Net Sales	Avg. Sales	Year to Date Avg.	Prev. 13 Wks. Avg.	Diff.		
South Sacramento		30	474	27	5	22	0.73	0.82	-10%	0.84	-12%	
Central & North Sacramento		38	333	18	3	15	0.39	0.64	-38%	0.56	-30%	
Folsom		17	243	16	4	12	0.71	0.80	-11%	0.73	-3%	
El Dorado		9	92	4	0	4	0.44	0.64	-31%	0.73	-39%	
Placer & Nevada		63	959	61	8	53	0.84	0.81	3%	0.73	15%	
Yolo		10	80	8	2	6	0.60	0.76	-21%	0.78	-23%	
Amador County		1	6	0	0	0	0.00	0.03	-100%	0.00	0.00	
Northern Counties		15	107	10	0	10	0.67	0.70	-4%	0.80	-17%	
<b>Current Week Totals</b>	Traffic : Sales	<b>16:1</b>	<b>183</b>	<b>2294</b>	<b>144</b>	<b>22</b>	<b>122</b>	<b>0.67</b>	<b>0.75</b>	<b>-11%</b>	<b>0.72</b>	<b>-7%</b>
Per Project Average			13	0.79	0.12	0.67						
<b>Year Ago - 08/14/2022</b>	Traffic : Sales	<b>22:1</b>	<b>183</b>	<b>2397</b>	<b>107</b>	<b>51</b>	<b>56</b>	<b>0.31</b>	<b>0.65</b>	<b>-53%</b>	<b>0.32</b>	<b>-6%</b>
<b>% Change</b>			0%	-4%	35%	-57%	118%	118%	15%		121%	

### 52 Weeks Comparison



### Year to Date Averages Through Week 32

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2018	129	26	0.90	0.14	0.76	0.66
■	2019	141	23	0.90	0.12	0.78	0.73
■	2020	149	16	0.99	0.16	0.83	0.89
■	2021	160	18	1.01	0.09	0.91	0.85
■	2022	172	14	0.80	0.15	0.65	0.52
■	2023	180	14	0.87	0.12	0.75	0.75
% Change:		5%	5%	9%	-19%	15%	43%

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



### WEEKLY FINANCIAL NEWS

Financing			Market Commentary
CONV	RATE <b>6.85%</b>	APR <b>6.95%</b>	Inflation was in the spotlight this week. During July, both the headline and core measures of the Consumer Price Index (CPI) rose 0.2%. These monthly gains were largely in line with consensus expectations and provided additional evidence that price pressures are still receding. Inflation's descent, however, continues to be gradual. On a year-over-year basis, the core CPI was up 4.7% in July. Recent signs have been more encouraging. The recent string of lower core CPI prints has pushed down the three-month annualized pace to 3.1%, the lowest since September 2021. The downshift in inflation without a material deterioration in economic growth has raised the likelihood of a soft landing, a topic we cover in more detail in our macroeconomic forecast update for August. By most measures, inflation is still above the Fed's 2% target and the path from here is anything but certain. There is a bit more clarity on the trajectory of shelter costs, which have been a substantial driver of overall inflation over the past year. The pace of shelter inflation has eased in recent months, yet it still is running at a hot rate. Primary shelter inflation, which largely reflect apartment rents, rose 0.4% during July. The CPI's measure of shelter prices tends to significantly lag private measures, which have shown a considerable downshift in rent growth. In addition, apartment demand has been more modest recently, and the pipeline of new apartment construction continues to run at a near-record pace. Together, these factors point to a further moderation in shelter costs in the near term. Source: Wells Fargo Weekly Economic & Financial Commentary
FHA	<b>6.75%</b>	<b>6.95%</b>	
10 Yr Yield	<b>4.16%</b>		

# The Ryness Report

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Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 30									
South Sacramento					Units	New Rel.	Rel'd Rnrg	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Stonehaven	Beazer	SO		DTMJ	90	0	22	55	0	0	10	10	2.33	2.33
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	5	0	0	0	50	22	1.01	0.69
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	0	2	0	0	0	69	45	1.40	1.41
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	0	4	11	0	0	57	31	1.18	0.97
Laurel at Elliott Springs	Elliott	VN		DTMJ	233	10	6	101	8	0	16	16	0.88	0.88
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	1	1	0	18	13	0.29	0.41
Allegro	KB Home	LN		ATMJ	72	0	7	7	0	1	65	30	0.81	0.94
Travisso	KB Home	LN		DTMJ	422	0	5	4	0	0	36	4	0.43	0.13
Antinori II at Vineyard Parke	Lennar	SO		DTMJ	117	0	3	10	2	0	15	15	1.22	1.22
Bordeaux II at Vineyard Parke	Lennar	LN		DTMJ	148	4	6	5	1	0	2	2	0.64	0.64
Cortese at Vineyard Parke	Lennar	SO		DTMJ	303	6	6	10	2	0	11	11	1.33	1.33
Essentia at Sterling Meadows	Lennar	LN		DTST	139	0	1	0	0	0	138	38	0.94	1.19
Cornerstone Commons	Meritage	LN		DTMJ	83	0	4	18	0	0	36	22	0.52	0.69
Cornerstone Crossings	Meritage	LN		DTMJ	78	0	5	18	0	0	53	33	0.76	1.03
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	3	16	1	0	31	25	0.50	0.78
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	2	11	0	0	21	20	0.55	0.63
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	7	31	0	0	78	18	0.70	0.56
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	4	4	0	0	34	17	0.45	0.53
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	5	5	8	1	0	52	46	0.91	1.44
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	6	14	1	0	34	32	0.87	1.00
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	3	13	0	0	37	32	0.94	1.00
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	4	9	1	0	20	15	0.51	0.47
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	4	15	2	0	29	24	0.74	0.75
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	4	19	1	1	46	26	1.09	0.81
Wildhawk North- Oakbridge	Taylor Morrison TSO	SO		DTMJ	253	0	TSO	27	1	0	44	36	1.04	1.13
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	3	22	0	1	34	27	0.80	0.84
Wildhawk South- Anchor	Taylor Morrison	SO		DTMJ	263	0	3	6	0	0	3	3	0.37	0.37
Wildhawk South- Latitude	Taylor Morrison	SO		DTMJ	152	1	1	11	4	0	22	22	2.70	2.70
Cedar Creek	Tim Lewis	GT		DTMJ	112	0	5	11	1	2	71	28	0.68	0.88
Reflections at Poppy Lane	Tim Lewis	LN		DTMJ	73	0	3	17	0	0	70	21	0.61	0.66
<b>TOTALS: No. Reporting: 30</b>		<b>Avg. Sales: 0.73</b>		<b>Traffic to Sales: 18 : 1</b>				<b>137</b>	<b>474</b>	<b>27</b>	<b>5</b>	<b>1202</b>	<b>684</b>	<b>Net: 22</b>
City Codes: SO = Sacramento, LN = Elk Grove Laguna, VN = Elk Grove Vineyard, RM = Rancho Murieta, GT = Galt														

Development Name	Developer	City Code	Notes	Type	Projects Participating: 23									
Central Sacramento					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	5	3	0	0	41	2	0.28	0.06
Magnolia Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	81	0	2	20	0	0	19	19	0.99	0.99
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	6	8	1	1	137	18	0.62	0.56
Racer at Rio Del Oro	Elliott	RO		DTMJ	117	0	4	10	0	0	21	13	0.40	0.41
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	3	10	1	0	14	8	0.25	0.25
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	2	4	0	0	42	14	0.52	0.44
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	5	2	0	0	26	25	0.57	0.78
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	4	5	0	0	46	18	0.57	0.56
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	7	5	0	0	63	21	0.78	0.66
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	2	6	0	0	70	5	0.50	0.16
Viridian	Lennar	RO		DTST	185	0	2	5	0	0	183	12	0.85	0.38
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	3	38	0	0	11	8	0.19	0.25
Ban (Village 8) at Premier Montelena	Premier Homes TSO	RO		DTMJ	81	0	TSO	0	0	0	21	7	0.31	0.22
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	0	3	12	1	0	16	14	0.24	0.44
Ascent at Montelena	Pulte	RO		DTMJ	127	0	2	11	0	0	24	19	0.53	0.59
Solis at Montelena	Pulte	RO		DTMJ	55	0	5	5	0	0	5	2	0.10	0.06
Vista at Montelena	Pulte	RO		DTMJ	38	0	3	5	0	0	19	15	0.36	0.47
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	5	25	0	0	51	31	0.68	0.97
Acacia II at Cypress	Woodside	RO		DTMJ	90	0	4	12	0	0	4	4	1.22	1.22
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	5	12	0	0	160	17	0.78	0.53
Palo Verde at Cypress	Woodside	RO		DTMJ	92	0	7	3	0	0	13	13	3.03	3.03
Sycamore at Cypress	Woodside	RO		DTMJ	96	0	6	7	1	0	4	4	1.75	1.75
Valley Oak at Cypress	Woodside	RO		DTMJ	88	0	4	12	0	0	4	4	1.22	1.22
<b>TOTALS: No. Reporting: 23</b>		<b>Avg. Sales: 0.13</b>		<b>Traffic to Sales: 55 : 1</b>			<b>89</b>	<b>220</b>	<b>4</b>	<b>1</b>	<b>994</b>	<b>293</b>	<b>Net: 3</b>	
City Codes: CH = Citrus Heights, RO = Rancho Cordova, FO = Fair Oaks														

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 15									
North Sacramento					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	3	6	0	0	138	17	0.69	0.53
Edgeview - The Cove	Beazer	SO		ATST	156	0	1	5	0	0	149	27	0.91	0.84
Westward - The Cove	Beazer	SO		DTST	122	2	3	11	2	0	109	30	0.62	0.94
Windrow - The Cove	Beazer	SO		DTST	167	1	1	1	0	0	162	29	0.83	0.91
Garnet at Barrett Ranch	Lennar	AO		DTST	149	3	5	10	2	1	140	50	0.93	1.56
Lapis at Barrett Ranch	Lennar	AO		DTMJ	151	0	2	5	0	0	147	55	0.98	1.72
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	5	0	0	111	27	0.83	0.84
Northlake - Bleau	Lennar	SO		DTMJ	236	3	4	15	3	0	123	38	0.92	1.19
Northlake - Crestvue	Lennar <span style="color:red">SO</span>	SO		DTMJ	97	0	S/O	5	1	0	97	18	0.72	0.56
Northlake - Drifton	Lennar	SO		DTMJ	134	0	2	5	0	0	108	34	0.86	1.06
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	3	5	0	0	111	33	0.83	1.03
Northlake - Shor	Lennar	SO		DTMJ	140	0	6	5	0	0	120	35	0.89	1.09
Northlake - Watersyde	Lennar	SO		DTMJ	127	3	4	10	2	1	110	26	0.82	0.81
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	2	5	0	0	106	20	0.79	0.63
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	6	5	20	4	0	94	47	0.90	1.47
<b>TOTALS: No. Reporting: 15</b>		<b>Avg. Sales: 0.80</b>			<b>Traffic to Sales: 8 : 1</b>			<b>44</b>	<b>113</b>	<b>14</b>	<b>2</b>	<b>1825</b>	<b>486</b>	<b>Net: 12</b>

City Codes: SO = Sacramento, AO = Antelope

Folsom Area					Projects Participating: 17									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Oakwood at Folsom Ranch	Beazer	FM		DTMJ	53	0	14	6	0	1	2	2	0.88	0.88
Sycamore Creek	JMC	FM		DTMJ	44	0	3	0	0	0	41	0	0.29	0.00
Brass Pointe at Russell Ranch	Lennar	FM		DTMJ	142	0	3	5	1	1	59	49	0.88	1.53
Gold Cliff at Russell Ranch	Lennar	FM		DTMJ	63	4	5	5	1	0	38	24	0.57	0.75
Platinum Peak at Russell Ranch	Lennar	FM		DTMJ	100	0	3	5	0	1	44	24	0.68	0.75
Rockcress at Folsom Ranch	Lennar	FM		DTMJ	118	0	2	2	0	0	116	36	0.88	1.13
Silver Knoll at Russell Ranch	Lennar	FM		DTMJ	112	0	5	5	0	0	2	2	0.15	0.15
Sterling Hills at Russell Ranch	Lennar	FM		DTMJ	112	0	5	10	2	0	7	7	0.46	0.46
Stone Bluff at White Rock Springs	Richmond American	FM		DTMJ	81	0	3	11	3	0	68	30	0.57	0.94
Stone Haven at White Rock Springs	Richmond American	FM		DTMJ	42	0	2	1	0	0	40	17	0.45	0.53
Folsom Ranch - Debut	Taylor Morrison	FM		DTMJ	42	0	2	22	0	0	36	34	0.99	1.06
Folsom Ranch - Encore	Taylor Morrison	FM		DTMJ	106	0	4	18	0	0	26	26	0.72	0.81
Folsom Ranch - Legends	Taylor Morrison	FM		DTMJ	110	0	2	13	1	0	23	23	0.63	0.72
Canterly at Folsom Ranch	TRI Pointe	FM		DTMJ	100	0	3	28	3	1	42	42	1.67	1.67
Eastwood at Folsom Ranch	TRI Pointe	FM		DTMJ	72	0	3	42	0	0	32	19	0.53	0.59
Lariat at Folsom Ranch	TRI Pointe	FM		DTMJ	41	3	2	28	4	0	36	36	1.43	1.43
Lonestar at Folsom Ranch	TRI Pointe	FM		DTMJ	90	0	2	42	1	0	38	25	0.63	0.78
<b>TOTALS: No. Reporting: 17</b>		<b>Avg. Sales: 0.71</b>			<b>Traffic to Sales: 15 : 1</b>			<b>63</b>	<b>243</b>	<b>16</b>	<b>4</b>	<b>650</b>	<b>396</b>	<b>Net: 12</b>

City Codes: FM = Folsom

Development Name	Developer	City Code	Notes	Type	Projects Participating: 9													
El Dorado County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD				
Revere	Blue Mountain	RE		DTMJ	51	0	2	10	0	0	42	9	0.35	0.28				
Alder at Saratoga Estates	Elliott	BH		DTMJ	115	4	5	11	1	0	103	17	0.64	0.53				
Manzanita at Saratoga	Elliott	BH		DTMJ	103	5	6	12	1	0	66	11	0.43	0.34				
Ponderosa at Saratoga	Elliott	BH		DTMJ	56	0	3	9	0	0	11	5	0.16	0.16				
Emerald Peak at Bass Lake	Lennar	BH		DTMJ	113	0	4	5	0	0	95	36	0.67	1.13				
Heritage El Dorado Hills-Mosaic	Lennar	BH		DTMJ	373	0	5	5	1	0	271	57	1.06	1.78				
Trento at The Promontory	Lennar	BH		DTMJ	32	0	2	5	0	0	5	5	0.28	0.28				
Ridgeview	The New Home Co	BH		DTMJ	44	0	3	27	1	0	4	4	0.65	0.65				
Edgelake at Serrano	TRI Pointe	BH		DTMJ	65	0	1	8	0	0	44	15	0.47	0.47				
<b>TOTALS: No. Reporting: 9</b>			<b>Avg. Sales: 0.44</b>		<b>Traffic to Sales: 23 : 1</b>				<b>31</b>	<b>92</b>	<b>4</b>	<b>0</b>	<b>641</b>	<b>159</b>				
City Codes: RE = Rescue, BH = El Dorado Hills																		

Development Name	Developer	City Code	Notes	Type	Projects Participating: 63									
Placer County					Units	New Rel.	Rel'd Rrn'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Whitehawk	Anthem United	GB		DTMJ	55	0	3	39	2	0	14	14	0.56	0.56
Verrado II at Solaire	Beazer	RV		DTMJ	63	0	16	9	0	0	4	4	1.75	1.75
Harvest	Black Pine	LM		DTMJ	22	0	4	14	1	0	15	15	1.13	1.13
The Glen in Granite Bay	Blue Mountain	GB		DTMJ	33	0	7	17	0	0	0	0	0.00	0.00
Cresleigh Havenwood	Cresleigh	LL		DTMJ	83	0	2	5	0	0	35	12	0.34	0.38
Balboa II	DR Horton	RV		DTST	172	5	6	15	5	1	81	70	1.52	2.19
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	0	6	5	1	2	67	46	1.13	1.44
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	5	31	1	0	62	14	0.56	0.44
Edgefield Place	JMC	RK		DTMJ	83	3	5	27	2	0	35	22	0.47	0.69
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	4	22	1	0	22	19	0.32	0.59
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	5	54	2	0	80	30	0.66	0.94
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	3	55	0	0	65	16	0.54	0.50
Northbrook at Fiddymont Farm	JMC	RV		DTST	87	4	6	43	3	1	16	16	1.05	1.05
Palisade Village	JMC	RV		DTST	307	0	5	44	2	0	286	62	1.42	1.94
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	2	20	0	0	87	12	0.58	0.38
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	4	6	55	0	0	75	23	0.62	0.72
Sentinel	JMC	RV		DTST	256	0	6	26	0	0	154	23	0.86	0.72
Tribute Pointe	JMC	RK		DTMJ	99	0	3	23	0	0	20	12	0.27	0.38
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	4	5	44	3	0	49	36	0.69	1.13
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	1	0	0	0	146	24	0.84	0.75
Creekside Preserve	K Hovnanian <span style="color:red">S/O</span>	LL		DTMJ	71	0	S/O	3	1	0	71	6	0.38	0.19
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	6	2	0	0	77	7	0.62	0.22
Copper Ridge	KB Home	LL		DTMJ	79	2	2	14	3	0	77	35	0.87	1.09
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	2	11	0	0	105	50	1.32	1.56
Morgan Knolls	KB Home	RV		DTMJ	58	0	3	14	1	0	11	11	0.73	0.73
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	2	4	0	0	238	21	1.08	0.66
Andorra at Sierra West	Lennar	RV		DTMJ	193	0	4	5	0	0	144	43	0.97	1.34
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	0	3	5	0	0	81	36	0.84	1.13
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	3	5	1	0	109	32	0.79	1.00
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	4	5	0	0	86	34	0.82	1.06
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	5	6	5	1	0	98	48	0.91	1.50
Lumiere at Sierra West	Lennar	RV		DTMJ	205	4	6	10	2	0	132	34	0.88	1.06
Meribel at Sierra West	Lennar	RV		DTMJ	167	4	6	10	2	0	135	34	0.88	1.06
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	178	6	7	15	3	1	88	40	0.85	1.25
St. Moritz at Sierra	Lennar	RV		DTMJ	144	5	5	25	5	0	133	36	0.88	1.13
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	4	6	15	3	0	21	19	0.52	0.59
Windham at Sierra West	Lennar	RV		DTMJ	105	0	4	5	0	0	95	47	1.09	1.47
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	5	14	0	0	60	31	0.80	0.97
Meadowlands 60s	Meritage	LL		DTMJ	92	0	2	2	0	0	82	17	0.71	0.53
Roam at Winding Creek	Meritage	RV		DTMJ	95	0	4	15	0	0	81	35	0.88	1.09
Premier Soleil	Premier Homes	GB		DTMJ	52	0	2	19	1	0	32	8	0.58	0.25
Revere at Independence	Richmond American	LL		DTMJ	122	2	3	3	3	0	119	30	0.88	0.94
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	0	5	7	0	1	31	22	0.53	0.69
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	7	14	1	1	20	19	0.26	0.59
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	3	11	2	1	62	30	0.66	0.94

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 63									
Placer County (Continued ...)					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	5	6	4	2	0	94	16	0.79	0.50
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	9	4	1	0	32	26	0.39	0.81
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	8	4	0	0	83	13	0.70	0.41
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	4	4	1	0	91	21	0.76	0.66
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMU	99	0	5	21	1	0	68	33	1.06	1.03
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMU	96	0	3	0	0	0	89	17	0.53	0.53
Solaire- Vail	Taylor Morrison	RV		DTMU	74	0	5	10	1	0	69	24	0.88	0.75
Eureka Grove	The New Home Co	GB		DTMU	72	0	5	0	0	0	67	15	0.68	0.47
Rocklin Meadows	The New Home Co	RK		DTMU	27	0	3	19	1	0	19	9	0.30	0.28
Valley Oak- Parks	The New Home Co	RV	New	DTMU	59	3	2	27	1	0	1	1	3.50	3.50
Valley Oak- Trails	The New Home Co	RV		DTMU	62	0	3	26	1	0	2	2	1.56	1.56
Magnolia at Granite Bay	Tim Lewis	GB		DTMU	89	0	4	18	0	0	14	14	0.46	0.46
Summit at Whitney Ranch	Tim Lewis	RK		DTMU	82	0	5	9	0	0	77	3	0.37	0.09
The Lake at Crown Point II	Tim Lewis	RK		DTMU	17	0	1	3	0	0	0	0	0.00	0.00
Illumination at Solaire	TRI Pointe	RV		DTMU	107	0	3	3	0	0	104	29	0.83	0.91
Radiance at Solaire	TRI Pointe	RV		DTMU	106	0	3	3	0	0	95	28	0.76	0.88
Cabernet at Brady Vineyards	Woodside	RV		DTMU	38	0	4	9	0	0	20	13	0.38	0.41
Moscato at Brady Vineyards	Woodside	RV		DTMU	80	0	4	9	0	0	18	16	0.35	0.50
<b>TOTALS: No. Reporting: 63</b>	<b>Avg. Sales: 0.84</b>		<b>Traffic to Sales: 16 : 1</b>			<b>277</b>	<b>959</b>	<b>61</b>	<b>8</b>	<b>4444</b>	<b>1475</b>	<b>Net: 53</b>		

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

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

City Codes: B I Y = Plymouth

# The Ryness Report

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 2									
Butte County					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Amber Lynn Estates	DR Horton	CO		DTST	108	4	5	4	3	0	17	16	0.36	0.50
Sparrow	DR Horton	CO		DTMJ	86	0	5	3	0	0	15	11	0.24	0.34
<b>TOTALS: No. Reporting: 2</b>			<b>Avg. Sales: 1.50</b>		<b>Traffic to Sales: 2 : 1</b>				<b>10</b>	<b>7</b>	<b>3</b>	<b>0</b>	<b>32</b>	<b>27</b>
City Codes: CO = Chico														

Glenn County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Ambrosia	DR Horton	OR		DTST	95	0	6	1	0	0	25	24	0.53	0.75
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>6</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>25</b>	<b>24</b>
City Codes: OR = Orland														

Shasta County					Projects Participating: 4									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Lilac at Shastina Ranch	DR Horton	RD		DTST	69	0	4	5	0	0	12	11	0.35	0.34
Magnolia at Shastina Ranch	DR Horton	RD		DTMJ	66	0	5	6	0	0	17	17	0.50	0.53
Monroe	DR Horton	RD	New	DTST	20	4	3	3	1	0	1	1	0.19	0.19
Rio	DR Horton	RD		DTST	50	0	4	1	0	0	40	24	0.64	0.75
<b>TOTALS: No. Reporting: 4</b>			<b>Avg. Sales: 0.25</b>		<b>Traffic to Sales: 15 : 1</b>				<b>16</b>	<b>15</b>	<b>1</b>	<b>0</b>	<b>70</b>	<b>53</b>
City Codes: RD = Redding														

Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	2	2	0	0	168	26	0.95	0.81
<b>TOTALS: No. Reporting: 1</b>			<b>Avg. Sales: 0.00</b>		<b>Traffic to Sales: NA</b>				<b>2</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>168</b>	<b>26</b>
City Codes: LO = Live Oak														

Yuba County					Projects Participating: 7									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Grove at Plumas Ranch	Cresleigh	PLK		DTMJ	72	0	5	21	0	0	17	17	0.89	0.89
Cresleigh Meadows at Plumas Ranch	Cresleigh	PLK		DTMJ	111	3	4	4	1	0	98	7	0.54	0.22
Aspire at Calterra Ranch	K Hovnanian	WH		DTMJ	145	3	5	7	1	0	43	26	0.60	0.81
Butte Vista at Cobblestone	KB Home	PLK		DTMJ	147	3	5	19	1	0	74	31	1.01	0.97
Cascade Valley at Cobblestone	KB Home	PLK		DTMJ	69	3	6	26	2	0	53	49	1.32	1.53
Windsor Crossing at River Oaks	Lennar	PLK		DTST	168	0	3	5	0	0	142	36	0.95	1.13
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	3	0	1	0	124	30	0.80	0.94
<b>TOTALS: No. Reporting: 7</b>			<b>Avg. Sales: 0.86</b>		<b>Traffic to Sales: 14 : 1</b>				<b>31</b>	<b>82</b>	<b>6</b>	<b>0</b>	<b>551</b>	<b>196</b>
City Codes: PLK = Plumas Lake, WH = Wheatland, OL = Olivehurst														

# The Ryness Report

*Week Ending*  
Sunday, August 13, 2023

Sacramento

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Development Name	Developer	City Code	Notes	Type	Projects Participating: 183						
<b>Sacramento</b>					Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
<b>GRAND TOTALS: No. Reporting: 183</b>					754	2294	144	22	10978	4056	Net: 122
Project Types: AAAT = Active Adult ATT , AASF = Active Adult SFD , ATMU = Attached Move-up , ATST = Attached Starter , ATT = Single Family Attached , COHT = Condo/Hotel , CONV = Conversion , DTMU = Detached Move-up , DTST = Detached Starter , HIGH = High Rise , LOFT = Loft , MIDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached											
Abbreviations: SO = Sold Out, TSO = Temporarily Sold Out											

# The Ryness Company

Marketing Research Department

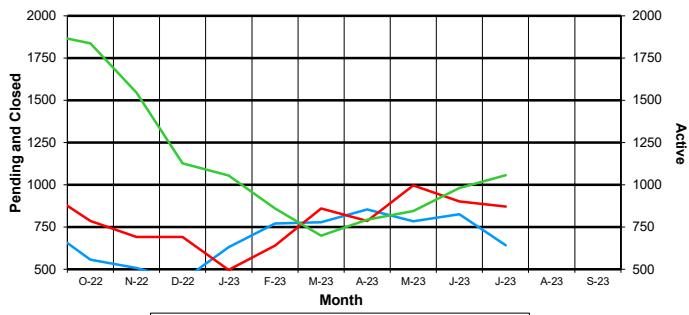
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	1,127	68	434	49	692	527,696
Jan-23	1,056	65	632	52	496	541,206
Feb-23	861	57	772	45	641	522,077
Mar-23	700	53	778	37	861	555,376
Apr-23	794	43	854	26	787	575,748
May-23	845	40	784	20	997	584,189
Jun-23	981	43	826	19	901	606,202
Jul-23	1,058	43	642	24	871	590,048

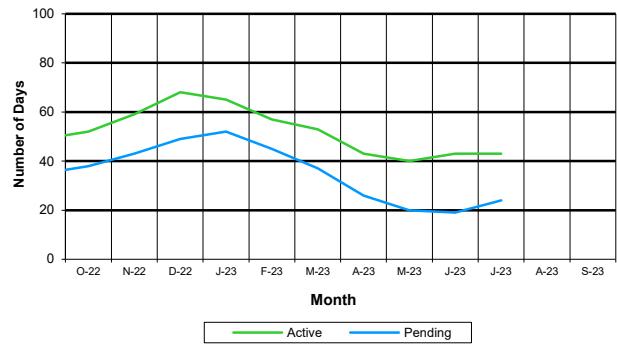
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



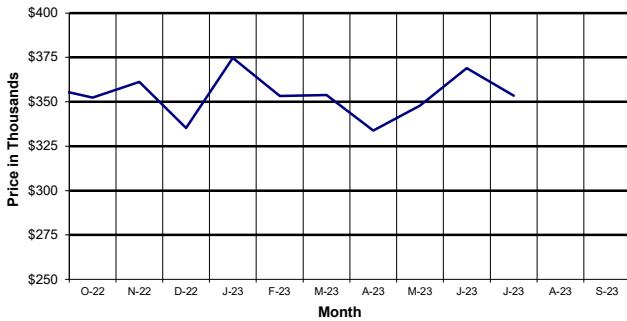
AVERAGE DAYS-ON-MARKET



## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	133	62	48	55	81	335,177
Jan-23	122	56	77	45	57	374,742
Feb-23	106	48	100	37	71	353,175
Mar-23	116	42	100	26	111	353,878
Apr-23	101	46	108	25	98	333,856
May-23	110	48	82	17	121	347,776
Jun-23	113	45	88	19	95	369,013
Jul-23	140	45	77	20	76	353,398

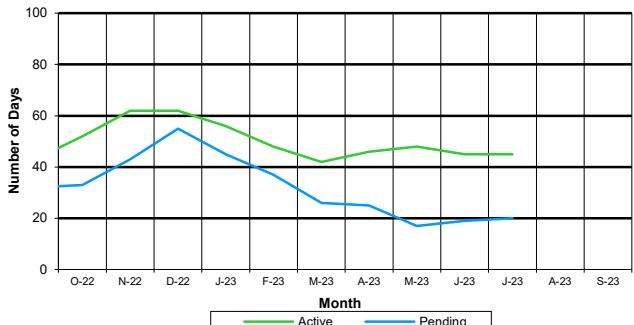
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET



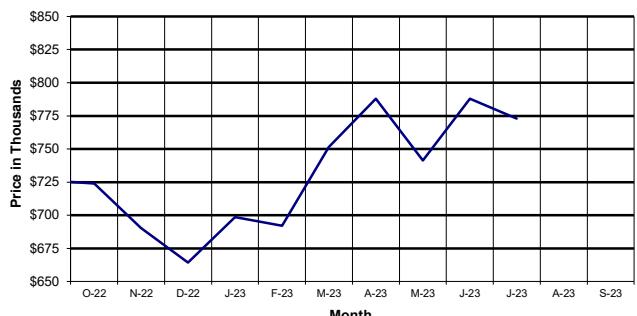
# The Ryness Company

Marketing Research Department

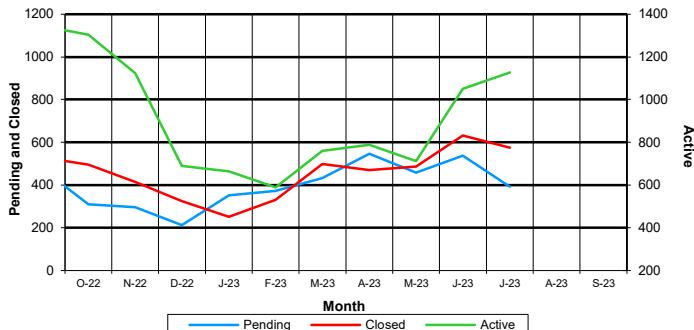
## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	689	76	212	70	324	664,289
Jan-23	663	76	352	55	251	698,682
Feb-23	589	69	372	53	330	692,074
Mar-23	759	70	433	45	498	751,418
Apr-23	788	59	546	38	470	787,905
May-23	711	48	458	26	486	741,380
Jun-23	1,050	55	537	29	632	787,862
Jul-23	1,127	55	392	31	575	773,004

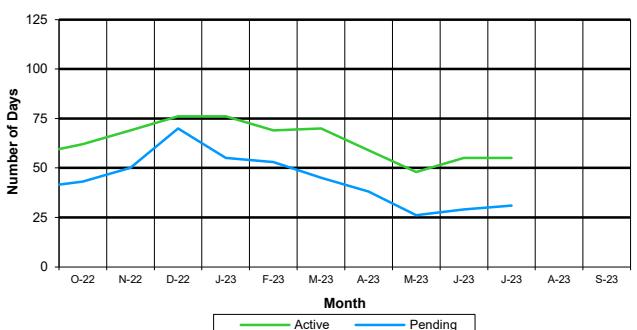
AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



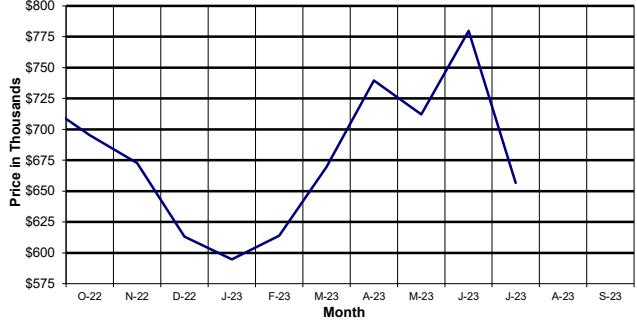
AVERAGE DAYS-ON-MARKET



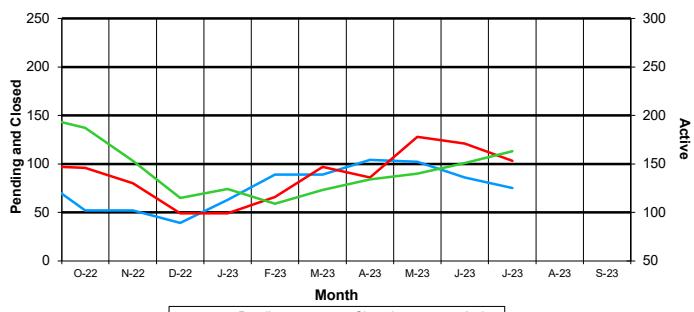
## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Dec-22	115	77	39	58	49	613,280
Jan-23	124	82	63	55	49	594,808
Feb-23	109	67	89	43	66	613,993
Mar-23	123	78	89	34	97	669,686
Apr-23	134	64	104	29	86	739,519
May-23	140	56	102	20	128	712,173
Jun-23	151	70	86	25	121	779,794
Jul-23	163	64	75	28	103	656,746

AVERAGE SALES PRICE



ACTIVE, PENDING, AND CLOSED SALES



AVERAGE DAYS-ON-MARKET

