

# THE RYNESS REPORT

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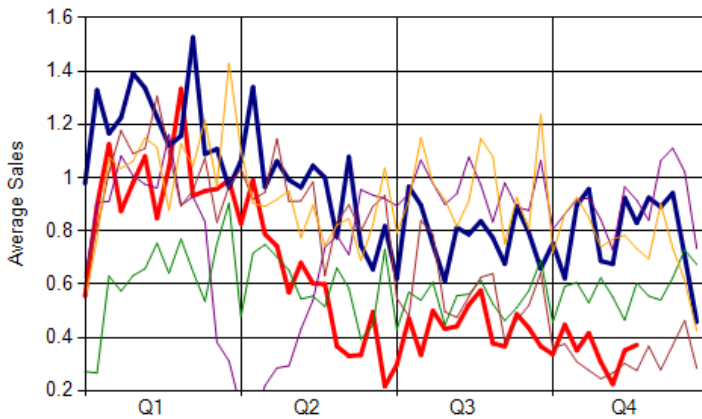
## Bay Area

Week 47

Ending: Sunday, November 27, 2022

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.	
Alameda			18	141	10	3	7	0.39	0.67	-42%	0.55	-29%	
Contra Costa			23	198	11	2	9	0.39	0.61	-36%	0.41	-5%	
Sonoma, Napa			12	61	5	1	4	0.33	0.45	-27%	0.32	4%	
San Francisco, Marin			3	12	0	0	0	0.00	0.34	-100%	0.15	-100%	
San Mateo			1	12	0	0	0	0.00	0.53	-100%	0.32	-100%	
Santa Clara			14	100	8	0	8	0.57	0.63	-9%	0.33	74%	
Monterey, Santa Cruz, San Benito			10	53	4	0	4	0.40	0.68	-41%	0.34	18%	
Solano			24	142	10	3	7	0.29	0.58	-50%	0.33	-13%	
Current Week Totals		Traffic : Sales 15 : 1	105	719	48	9	39	0.37	0.60	-38%	0.39	-4%	
Per Project Average			7 0.46 0.09 0.37										
Year Ago - 11/28/2021		Traffic : Sales 13 : 1	117	1362	105	8	97	0.83	0.95	-13%	0.78	6%	
% Change			-10%	-47%	-54%	13%	-60%	-55%	-37%				-50%

### 52 Weeks Comparison



### Year to Date Averages Through Week 47

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	142	32	1.03	0.10	0.93	0.90
■	2018	126	25	0.83	0.10	0.74	0.70
■	2019	160	17	0.68	0.10	0.58	0.58
■	2020	150	12	0.90	0.11	0.79	0.80
■	2021	116	14	1.02	0.07	0.95	0.93
■	2022	106	11	0.72	0.12	0.60	0.60
% Change:		-9%	-25%	-29%	77%	-37%	-36%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	<b>RATE</b>	<b>APR</b>	<p>The housing market remains broadly under pressure, with the pace of new home sales down 14.2% on a year-to-date basis in October. That noted, the annualized rate of new home sales shot up 7.5% to a 632K pace during the month. The surprising monthly gain shows that builders are having some success with discounts, rate buy-downs and other incentives. The improvement in sales also shows that there remains a fairly large pool of buyers standing at the ready for some relief in terms of affordability. A modest reprieve in mortgage rates, which slid to the lowest rate in two months last week, settling at 6.67%, looks to have brought some sidelined-buyers into the market. Purchase applications rose the past three weeks after moving sharply lower this year. While this data can be fairly volatile week-to-week, and we'll want to see it in the official sales data for November before jumping to conclusions. It suggests even a modest easing in affordability may help stabilize activity due to still-elevated demand for homes. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>CONV</b>	<b>6.88%</b>	<b>7.18%</b>	
<b>FHA</b>	<b>6.00%</b>	<b>6.25%</b>	
<b>10 Yr Yield</b>	<b>3.70%</b>		



Development Name	Developer	City Code	Notes	Type										
Alameda County					Projects Participating: 18									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Enclave - Sierra Collection	Century	FR		ATMJ	70	0	3	3	0	0	67	28	0.42	0.60
Atlas at Mssion Village	KB Home	HY		ATMJ	72	0	3	9	0	0	54	54	1.92	1.92
Aspect at Innovation	Lennar	FR		ATMJ	167	3	4	5	2	0	52	33	0.91	0.70
Bungalows at Bridgeway	Lennar	NK		DTMJ	100	0	3	9	0	0	97	37	0.86	0.79
Chroma at Innovation	Lennar	FR		ATMJ	146	0	3	13	0	0	51	51	1.81	1.81
Courts at Bridgeway	Lennar	NK		ATMJ	79	0	1	9	0	0	70	12	0.76	0.26
Lumiere at Innovation	Lennar	FR		ATMJ	156	4	2	13	4	0	48	42	0.90	0.89
Matrix at Innovation	Lennar	FR		ATMJ	53	0	5	5	0	0	33	15	0.55	0.32
Terraces at Bridgeway	Lennar	NK		ATMJ	96	0	4	9	0	0	67	37	1.00	0.79
Towns at Bridgeway	Lennar	NK		ATMJ	103	0	1	9	1	1	86	30	0.82	0.64
Villas at Bridgeway	Lennar	NK		DTMJ	137	0	7	9	0	2	107	33	0.95	0.70
Breeze at Bay37	Pulte	AL		DTMJ	30	0	4	N/A	0	0	26	7	0.27	0.15
Compass at Bay37	Pulte	AL		ATMJ	93	0	1	N/A	0	0	53	18	0.55	0.38
Landing at Bay37	Pulte	AL		ATMJ	96	0	3	N/A	0	0	78	47	0.80	1.00
Lookout at Bay37	Pulte	AL		ATMJ	138	0	6	N/A	0	0	38	11	0.39	0.23
Line at SoHay	Taylor Morrison	HY		ATST	198	0	4	2	0	0	184	53	0.98	1.13
Prime at SoHay	Taylor Morrison TSO	HY		ATST	126	0	TSO	0	0	0	91	0	0.48	0.00
Ellis at Central Station	TRI Pointe	OK		ATMJ	128	0	1	N/A	0	0	70	33	0.53	0.70
TOTALS: No. Reporting: 13		Avg. Sales: 0.31		Traffic to Sales: 14 : 1			55	95	7	3	1272	541	Net: 4	
City Codes: FR = Fremont, HY = Hayward, NK = Newark, AL = Alameda, OK = Oakland														

Amador Valley					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Broadway at Boulevard	Brookfield	DB	ATMJ	110	0	16	4	1	0	94	22	0.96	0.47	
Melrose at Boulevard	Brookfield	DB	DTMJ	75	0	7	25	1	0	32	32	1.02	1.02	
Lombard at Boulevard	Lennar	DB	DTMJ	100	0	10	13	0	0	16	16	0.57	0.57	
Skyline at Boulevard	Lennar	DB	ATMJ	114	0	1	2	0	0	113	25	0.71	0.53	
Venice at Boulevard	Lennar	DB	ATMJ	91	0	7	2	1	0	22	22	0.78	0.78	
TOTALS: No. Reporting: 5		Avg. Sales: 0.60		Traffic to Sales: 15 : 1			41	46	3	0	277	117	Net: 3	
City Codes: DB = Dublin														

Diablo Valley				Projects Participating: 3									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Oak Park	Davidon	PH	DTMJ	34	0	13	6	0	0	9	9	0.20	0.20
Woodbury Highlands	Davidon	LF	ATMJ	99	0	12	6	0	0	30	18	0.26	0.38
Diablo Meadows	DeNova	CL	DTMJ	18	0	6	7	0	1	4	4	0.49	0.49
TOTALS: No. Reporting: 3		Avg. Sales: -0.33		Traffic to Sales: NA			31	19	0	1	43	31	Net: -1
City Codes: PH = Pleasant Hill, LF = Lafayette, CL = Clayton													

Development Name	Developer	City Code	Notes	Type										
San Ramon Valley					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Hillcrest at the Preserve	Lennar	SR	ATMJ		104	0	5	0	0	0	98	14	0.78	0.30
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			5	0	0	0	98	14	Net: 0	
City Codes: SR = San Ramon														

Antioch/Pittsburg					Projects Participating: 12									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Cielo at Sand Creek- Horizon	Century	AN	DTMJ	175	2	2	18	1	0	173	55	1.46	1.17	
Vista II	Century	AN	DTMJ	9	0	9	3	0	0	0	0	0.00	0.00	
Crest at Park Ridge	Davidon	AN	DTMJ	300	0	13	6	0	0	245	29	0.90	0.62	
Hills at Park Ridge	Davidon	AN	DTMJ	225	0	15	9	0	0	93	28	0.85	0.60	
Luca at Aviano	DeNova	AN	DTMJ	194	0	2	9	0	0	103	61	1.52	1.30	
Luna at Aviano	Lennar	AN	DTMJ	102	0	4	6	1	0	46	35	0.88	0.74	
Oriana at Aviano	Lennar	AN	DTMJ	115	0	2	6	2	0	51	40	0.98	0.85	
Haven at Vista Del Mar	Taylor Morrison TSO	PT	DTST	60	0	TSO	8	0	0	57	22	0.57	0.47	
Retreat at Vista Del Mar	Taylor Morrison TSO	PT	DTMJ	142	0	TSO	4	0	0	85	32	0.79	0.68	
Serene at Vista Del Mar	Taylor Morrison	PT	DTMJ	120	0	5	10	1	1	43	31	0.60	0.66	
Rise at Cielo	TRI Pointe	AN	DTMJ	159	3	3	13	1	0	30	30	0.93	0.93	
Shine at Cielo	TRI Pointe	AN	DTMJ	137	0	1	13	0	0	24	24	0.74	0.74	
TOTALS: No. Reporting: 12		Avg. Sales: 0.42		Traffic to Sales: 18 : 1			56	105	6	1	950	387	Net: 5	
City Codes: AN = Antioch, PT = Pittsburg														

East Contra Costa				Projects Participating: 8									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Delta Coves	Blue Mountain	BI	DTMJ	104	0	6	9	0	0	87	18	0.51	0.38
Chandler	Brookfield	BT	DTMJ	160	0	14	14	0	0	64	33	0.97	0.70
Bennett Estates	DeNova	BT	DTMJ	14	0	4	3	0	0	10	10	0.35	0.35
Cypress Crossings	KB Home	OY	DTMJ	98	0	5	20	0	0	10	10	0.55	0.55
Woodbury at Emerson Ranch	Lennar	OY	DTMJ	104	3	2	2	3	0	55	55	1.37	1.37
Alicante	Meritage	OY	DTMJ	157	0	9	15	2	0	148	59	1.43	1.26
Beacon at Delta Coves	Pulte	BI	DTST	30	0	3	N/A	0	0	0	0	0.00	0.00
Orchard Trails	Shea	BT	DTMJ	78	0	3	11	0	0	36	26	0.64	0.55
TOTALS: No. Reporting: 7		Avg. Sales: 0.71		Traffic to Sales: 15 : 1			46	74	5	0	410	211	Net: 5
City Codes: BI = Bethel Island, BT = Brentwood, OY = Oakley													

Development Name	Developer	City Code	Notes	Type										
Sonoma, Napa Counties					Projects Participating: 13									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Makenna	DeNova	PET		DTMJ	36	0	7	5	0	0	5	5	0.61	0.61
Artisan at Watson Ranch	DR Horton	AC		DTMJ	98	0	2	16	0	0	1	1	0.78	0.78
Willow at University District	DR Horton	RP		DTMJ	128	3	4	8	1	0	41	41	1.07	1.07
Sterling Hills at Quarry Heights II	KB Home	PET		DTMJ	91	0	3	1	0	0	38	21	0.56	0.45
Aspect	Lafferty	PET		DTMJ	18	0	2	0	0	0	15	-1	0.08	-0.02
Sandalwood at University District	Richmond American	RP		DTMJ	26	0	1	3	0	0	13	13	0.54	0.54
Seasons at University District	Richmond American	RP		DTMJ	52	0	3	4	1	0	16	16	0.42	0.42
Meadow Creek	Ryder	SR		DTMJ	48	0	2	8	1	0	41	17	0.54	0.36
Riverfront	TRI Pointe	PET		DTMJ	134	0	3	NA	0	0	85	27	0.79	0.57
City 44	W Marketing	SR		ATMJ	44	0	1	3	1	0	23	16	0.36	0.34
Kerry Ranch	W Marketing	SR		DTMJ	30	3	8	6	1	0	8	8	0.47	0.47
Paseo Vista	W Marketing	SR		DTST	128	0	1	0	0	0	63	6	0.23	0.13
Portello	W Marketing	WD		DTMJ	68	0	9	7	0	1	9	9	0.56	0.56
TOTALS: No. Reporting: 12		Avg. Sales: 0.33		Traffic to Sales: 12 : 1				46	61	5	1	358	179	Net: 4
City Codes: PET = Petaluma, AC = American Canyon, RP = Rohnert Park, SR = Santa Rosa, WD = Windsor														

Marin County					Projects Participating: 2									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Verandah	Landsea	NV	ATMJ	80	0	3	8	0	0	34	26	0.51	0.55	
The Strand (Detached)	Trumark	SN	DTMJ	37	0	11	1	0	0	11	11	0.20	0.23	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			14	9	0	0	45	37	Net: 0	
City Codes: NV = Novato, SN = San Rafael														

San Francisco County					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Lofton at Portola		TRI Pointe		SF	ATMJ	54	9	15	3	0	0	15	2	0.17	0.04
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA				15	3	0	0	15	2	Net: 0	
City Codes: SF = San Francisco															

San Mateo County					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
One 90 - Borelle	Pulte	SM	DTMJ	29	0	3	N/A	0	0	25	4	0.26	0.09	
One 90 - Cobalt	Pulte	SM	ATMJ	54	0	1	N/A	0	0	26	26	0.56	0.55	
One 90 - Indigo	Pulte	SM	ATMJ	54	0	1	N/A	0	0	43	38	0.81	0.81	
One 90 - Slate	Pulte	SM	ATMJ	57	0	2	N/A	0	0	55	25	0.57	0.53	
Laguna Vista	SummerHill	FC	ATMJ	70	12	14	12	0	0	24	24	0.66	0.66	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			21	12	0	0	173	117	Net: 0	
City Codes: SM= San Mateo, FC= Foster City														

Development Name	Developer	City Code	Notes	Type										
Santa Clara County					Projects Participating: 16									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Andalusia	Dividend	MH		ATMJ	46	0	9	5	0	0	18	18	0.62	0.62
Alina at Glen Loma Ranch	KB Home	GL		DTMJ	69	0	4	6	0	0	50	33	0.87	0.70
Ascent at Glen Loma Ranch	KB Home	GL		ATMJ	124	4	4	14	2	0	68	47	1.25	1.00
Asher at Glen Loma Ranch	KB Home	GL		DTMJ	35	0	1	3	0	0	34	15	0.59	0.32
Latitude at Communications Hill	KB Home	SJ		ATMJ	160	0	7	3	0	0	153	7	1.28	0.15
Lavender	Landsea	SV	Rsv's	ATMJ	128	0	2	9	0	0	44	34	0.75	0.72
Gateway at Central	Pulte	SJ		ATMJ	72	0	5	N/A	0	0	10	10	0.36	0.36
Plaza at Central	Pulte	SJ		ATMJ	90	0	3	N/A	0	0	23	23	1.73	1.73
Bellaterra - Bungalows Cluster Att/Det	SummerHill	LG		ATMJ	76	10	11	7	1	0	47	29	0.69	0.62
Bellaterra - Flats	SummerHill	LG		ATMJ	80	0	6	7	2	0	42	17	0.52	0.36
Bellaterra - Towns	SummerHill	LG		ATMJ	97	2	11	8	0	0	37	18	0.46	0.38
Nuevo - Terraces	SummerHill	SC		ATST	176	0	7	5	1	0	169	18	0.84	0.38
Verano	SummerHill	MV		ATMJ	115	9	11	15	1	0	7	7	0.77	0.77
Ov8tion	Taylor Morrison	SV		ATMJ	107	4	3	4	1	0	83	45	1.06	0.96
Lotus at Urban Oak	TRI Pointe	SJ		DTMJ	123	1	8	9	0	0	3	3	0.16	0.16
Jasper	Truemark	MH		ATMJ	101	0	7	5	0	0	22	22	0.55	0.55
TOTALS: No. Reporting: 14		Avg. Sales: 0.57		Traffic to Sales: 13 : 1				99	100	8	0	810	346	Net: 8
City Codes: MH = Morgan Hill, GL = Gilroy, SJ = San Jose, SV = Sunnyvale, LG = Los Gatos, SC = Santa Clara, MV = Mountain View														

Monterey, Santa Cruz, San Benito Counties					Projects Participating: 10									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Promontory at Ridgemark	Century	HO	DTMJ	90	0	2	15	0	0	2	2	0.18	0.18	
Roberts Ranch	KB Home	HO	DTMJ	192	0	2	15	0	0	150	56	1.61	1.19	
Elderberry	Lennar	HO	DTMJ	66	0	0	1	0	0	0	0	0.00	0.00	
Laurel	Lennar	HO	DTMJ	67	0	0	2	0	0	0	0	0.00	0.00	
Polo Ranch	Lennar	SV	DTMJ	40	0	4	0	0	0	33	20	0.58	0.43	
Montclair	Meritage	HO	DTMJ	99	2	4	5	3	0	80	52	1.02	1.11	
Beach House II at the Dunes	Shea	MA	DTMJ	92	0	4	3	0	0	73	43	1.06	0.91	
Enclave, The	Shea	SS	DTMJ	61	0	5	4	0	0	38	23	0.49	0.49	
Sea House II at The Dunes	Shea	MA	ATMJ	79	0	4	6	1	0	49	24	0.71	0.51	
Surf House II at The Dunes	Shea	MA	DTMJ	48	0	5	2	0	0	30	21	0.43	0.45	
TOTALS: No. Reporting: 10		Avg. Sales: 0.40		Traffic to Sales: 13 : 1				30	53	4	0	455	241	Net: 4
City Codes: HO = Hollister, SV = Scotts Valley, MA = Marina, SS = Seaside														

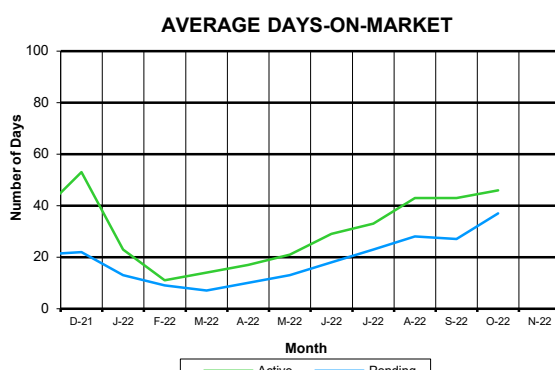
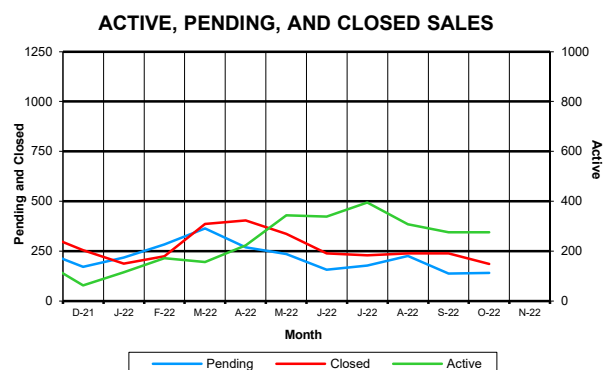
Development Name	Developer	City Code	Notes	Type										
Fairfield, Vacaville, Suisun, Dixon					Projects Participating: 24									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Avg. Sls /Week	Avg. Sls /YTD
Hbrizon at One Lake	Brookfield	FF		ATMJ	50	0	10	6	0	0	8	8	0.26	0.26
Lakeside at One Lake	Brookfield	FF		ATMJ	58	0	11	7	0	0	11	11	0.35	0.35
Monte Verde	Century	FF		DTMJ	124	4	4	8	2	0	30	30	1.19	1.19
Luminescence at Liberty	DeNova	RV		AASF	311	3	4	9	1	0	74	52	1.02	1.11
One56 at One Lake	DeNova	FF		DTMJ	56	2	14	16	0	0	17	17	0.84	0.84
Savannah II at Homestead	DR Horton	DX		DTST	74	0	22	3	0	0	52	52	1.17	1.17
Four Seasons at Homestead- Autumn	K Hovnanian	DX		AASF	152	0	6	16	0	1	7	7	0.36	0.36
Four Seasons at Homestead- Spring	K Hovnanian	DX		AASF	150	0	3	1	1	0	6	6	0.31	0.31
Wildhawk at Roberts Ranch	KB Home	VC		DTMJ	88	3	4	11	1	0	46	41	0.82	0.87
Oreston at One Lake	Lennar	FF		DTMJ	130	0	3	13	0	0	108	39	0.96	0.83
Homestead	Meritage	DX		DTMJ	99	0	3	13	0	0	89	40	0.99	0.85
Tramore Village at Vanden Meadows	Meritage	VC		DTMJ	111	0	4	5	0	0	12	12	0.36	0.36
Waterford Vanden Meadows 60s	Meritage	VC		DTMJ	83	0	2	3	0	0	17	17	0.48	0.48
Midway Grove at Homestead	Richmond American	DX		DTMJ	88	0	5	2	0	0	81	5	0.67	0.11
Orchards at Valley Glenn III	Richmond American	DX		DTMJ	80	0	5	2	0	0	22	15	0.35	0.32
Seasons at Homestead	Richmond American	DX		DTMJ	85	0	9	2	0	0	10	10	0.29	0.29
Sutton at Parklane	Richmond American	DX		DTMJ	121	0	8	4	4	2	56	19	0.64	0.40
Carmello at Roberts Ranch	Taylor Morrison	VC		DTMJ	74	0	5	7	0	0	47	47	1.26	1.26
Farmstead Square	Taylor Morrison	VC		DTMJ	130	0	3	2	1	0	90	33	0.86	0.70
Meadow Wood at Homestead	Taylor Morrison	DX		DTMJ	60	0	7	5	0	0	31	26	0.65	0.55
Sheffield at Brighton Landing	The New Home Co	VC		DTMJ	120	0	1	2	0	0	119	8	0.65	0.17
Marigold at The Villages	TRI Pointe	FF		DTMJ	119	0	3	1	0	0	99	31	0.92	0.66
Shimmer at One Lake	TRI Pointe	FF		DTMJ	96	0	4	1	0	0	70	18	0.65	0.38
Splash at One Lake	TRI Pointe	FF		DTMJ	72	0	4	3	0	0	59	23	0.64	0.49
TOTALS: No. Reporting: 24		Avg. Sales: 0.29		Traffic to Sales: 14 : 1				144	142	10	3	1161	567	Net: 7
City Codes: FF = Fairfield, RV = Rio Vista, DX = Dixon, VC = Vacaville														

Bay Area			Projects Participating: 118						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 105	Avg. Sales: 0.37	Traffic to Sales: 15 : 1	603	719	48	9	6067	2790	Net: 39
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 , MDR = Md-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

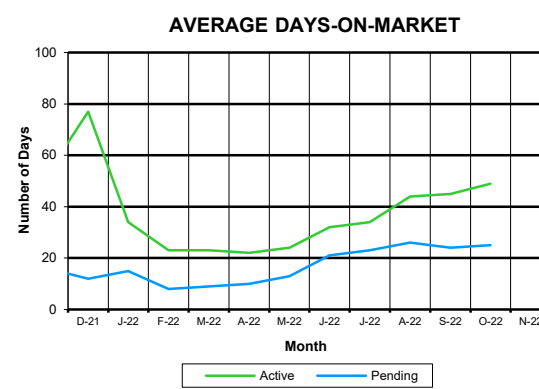
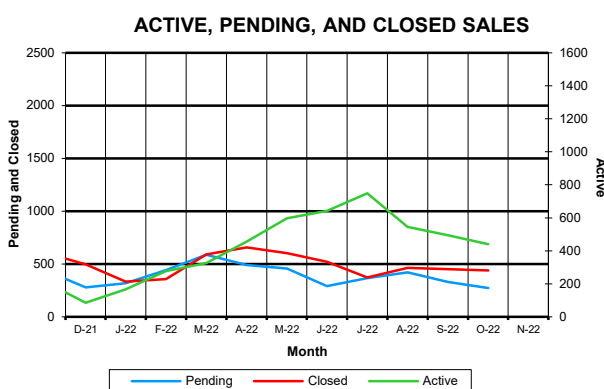
Month	Active DOM		Pend. DOM		Clsd.	Avg. Price
Mar-22	156	14	363	7	386	1,053,845
Apr-22	223	17	269	10	404	1,057,560
May-22	343	21	235	13	336	1,035,397
Jun-22	338	29	156	18	239	973,041
Jul-22	395	33	178	23	229	949,220
Aug-22	308	43	226	28	238	911,819
Sep-22	275	43	138	27	239	933,807
Oct-22	276	46	140	37	186	875,762



## San Jose Metro SFD Monthly MLS Survey

San Jose, Santa Clara & Sunnyvale

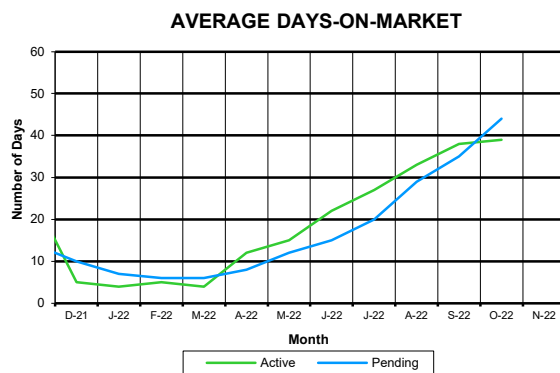
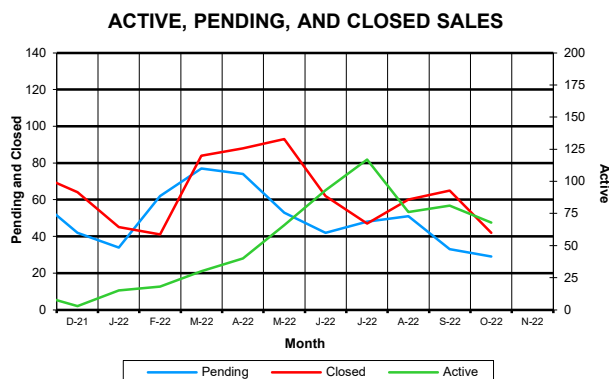
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	326	23	587	9	592	1,811,625
Apr-22	455	22	490	10	656	1,904,125
May-22	598	24	458	13	603	1,927,395
Jun-22	641	32	292	21	521	1,822,266
Jul-22	748	34	368	23	372	1,674,580
Aug-22	544	44	421	26	464	1,582,380
Sep-22	494	45	330	24	450	1,592,261
Oct-22	441	49	272	25	440	1,618,274



## Amador Valley Attd. Monthly MLS Survey

Dublin, Livermore & Pleasanton

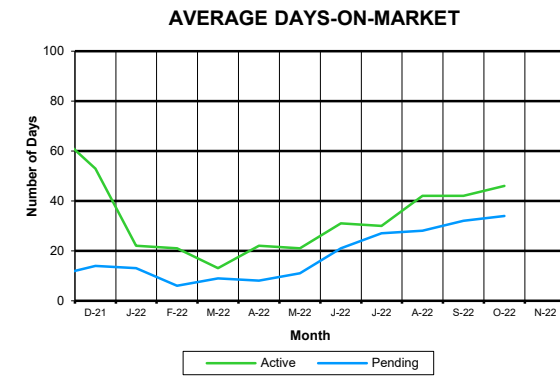
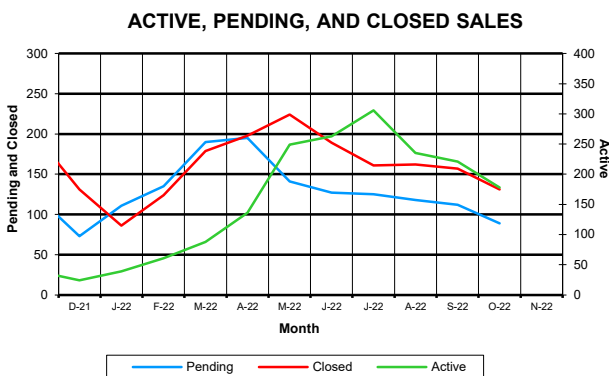
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	30	4	77	6	84	993,418
Apr-22	40	12	74	8	88	992,875
May-22	66	15	53	12	93	999,018
Jun-22	93	22	42	15	62	932,604
Jul-22	117	27	48	20	47	865,021
Aug-22	76	33	51	29	60	876,763
Sep-22	81	38	33	35	65	828,447
Oct-22	68	39	29	44	42	845,285



## Amador Valley SFD Monthly MLS Survey

Dublin, Livermore & Pleasanton

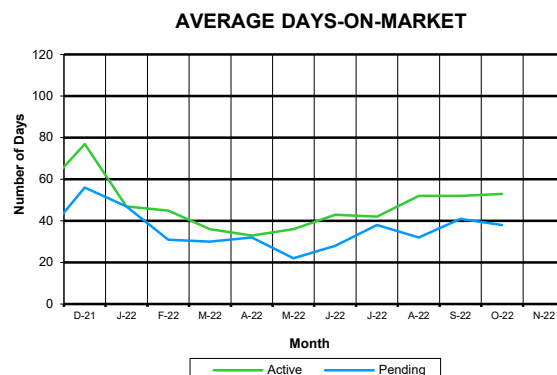
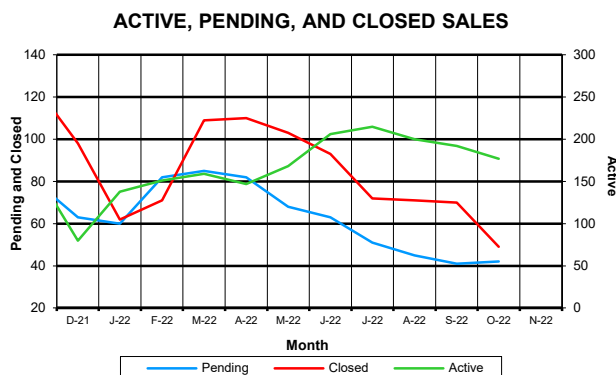
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	88	13	190	9	179	1,785,443
Apr-22	136	22	195	8	198	1,807,648
May-22	249	21	141	11	224	1,910,805
Jun-22	263	31	127	21	189	1,659,661
Jul-22	306	30	125	27	161	1,596,195
Aug-22	235	42	118	28	162	1,481,409
Sep-22	221	42	112	32	157	1,544,436
Oct-22	178	46	89	34	131	1,511,960





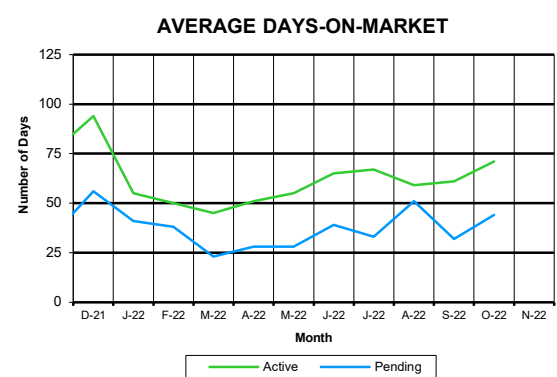
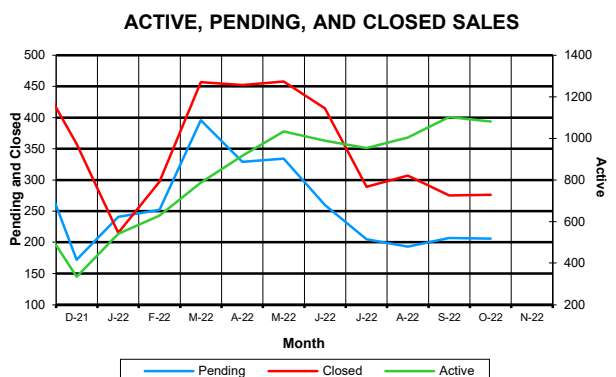
## Oakland-Emeryville Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	159	36	85	30	109	692,157
Apr-22	147	33	82	32	110	730,835
May-22	168	36	68	22	103	771,182
Jun-22	206	43	63	28	93	681,923
Jul-22	215	42	51	38	72	672,759
Aug-22	200	52	45	32	71	639,514
Sep-22	192	52	41	41	70	671,941
Oct-22	177	53	42	38	49	619,702



## San Francisco Attd. Monthly MLS Survey

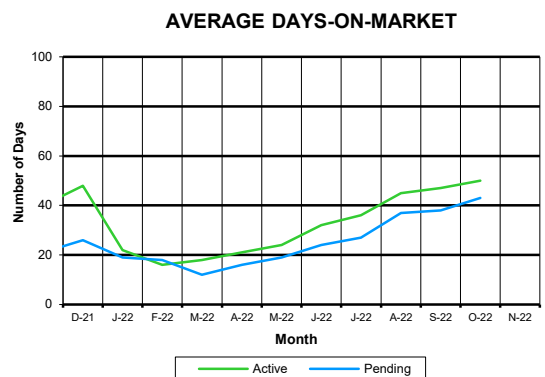
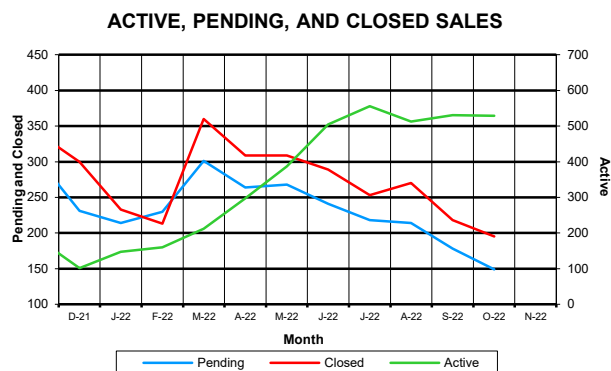
Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	787	45	396	23	457	1,562,537
Apr-22	917	51	329	28	452	1,492,500
May-22	1,033	55	334	28	458	1,571,470
Jun-22	989	65	260	39	415	1,584,763
Jul-22	954	67	205	33	289	1,535,921
Aug-22	1,004	59	193	51	307	1,304,994
Sep-22	1,103	61	207	32	275	1,482,194
Oct-22	1,081	71	206	44	276	1,513,257



## E. Contra Costa SFD Monthly MLS Survey

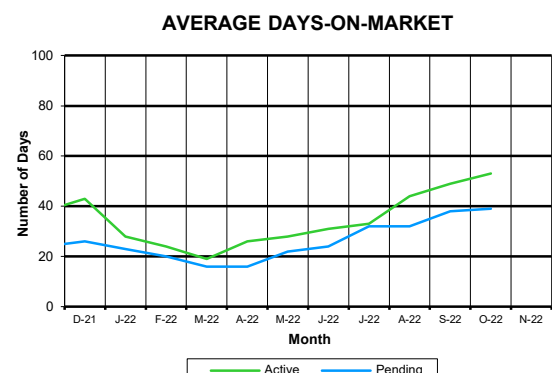
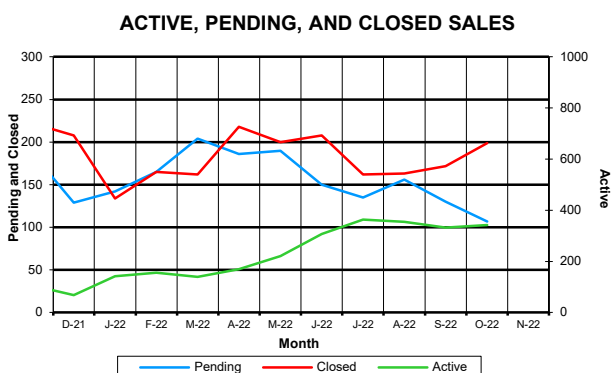
Antioch, Bay Point, Brentwood, Oakley, Pittsburg

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	212	18	301	12	360	786,734
Apr-22	297	21	264	16	309	770,430
May-22	387	24	268	19	309	795,529
Jun-22	505	32	241	24	289	750,411
Jul-22	556	36	218	27	253	756,096
Aug-22	513	45	214	37	270	714,947
Sep-22	531	47	178	38	218	688,313
Oct-22	529	50	149	43	195	727,329



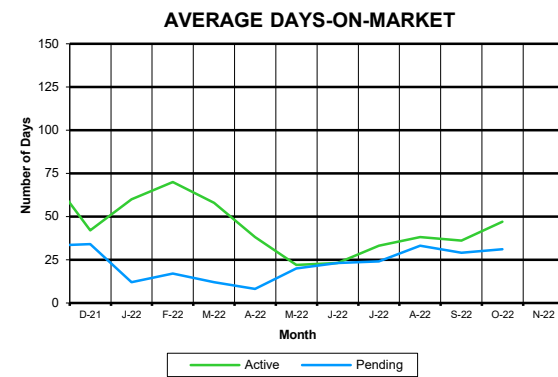
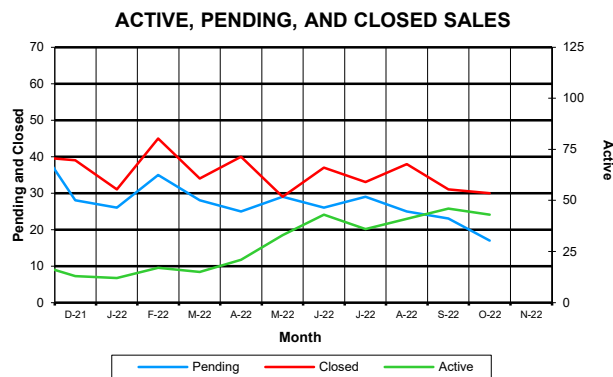
## Fairfield-Vacaville SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	140	19	204	16	162	715,130
Apr-22	170	26	186	16	218	724,477
May-22	221	28	190	22	200	689,814
Jun-22	307	31	150	24	208	714,915
Jul-22	363	33	135	32	162	648,099
Aug-22	355	44	156	32	163	646,374
Sep-22	332	49	130	38	172	660,301
Oct-22	342	53	107	39	199	627,972



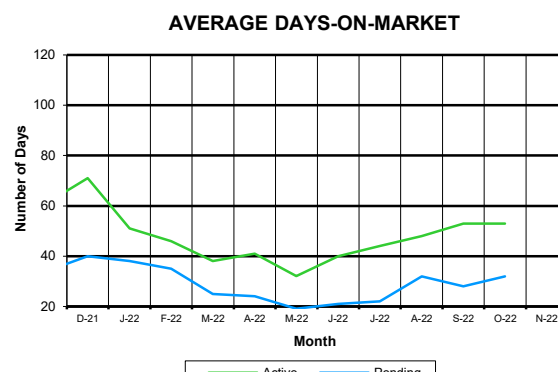
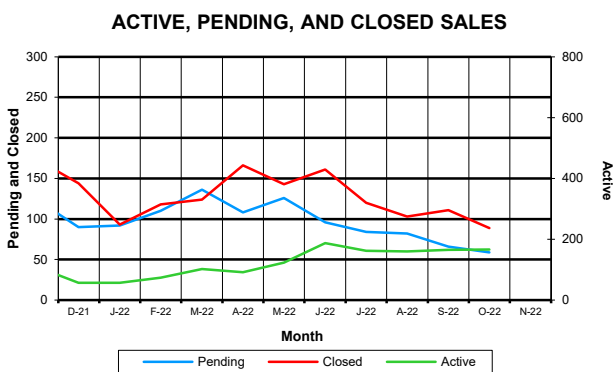
## Santa Rosa Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	15	58	28	12	34	602,058
Apr-22	21	38	25	8	40	589,647
May-22	33	22	29	20	29	547,477
Jun-22	43	23	26	23	37	622,768
Jul-22	36	33	29	24	33	512,235
Aug-22	41	38	25	33	38	511,383
Sep-22	46	36	23	29	31	608,145
Oct-22	43	47	17	31	30	538,650



## Santa Rosa SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	102	38	136	25	124	815,671
Apr-22	92	41	108	24	166	867,859
May-22	123	32	126	19	143	857,577
Jun-22	188	40	96	21	161	871,404
Jul-22	162	44	84	22	120	850,852
Aug-22	160	48	82	32	103	859,819
Sep-22	165	53	66	28	111	803,880
Oct-22	166	53	59	32	89	807,918



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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HOME LOANS

NATIONAL BUILDER DIVISION

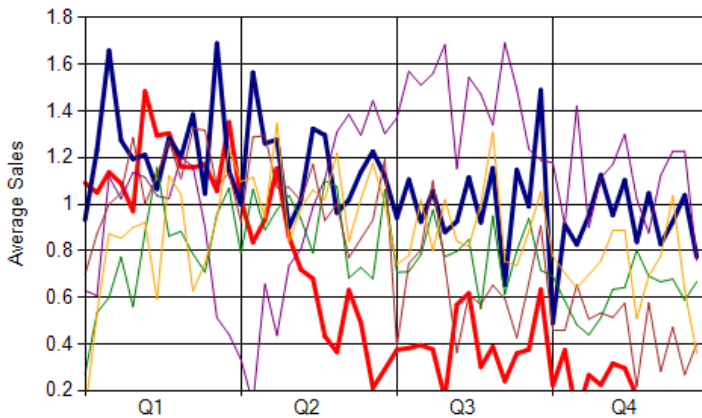
## Central Valley

Ending: Sunday, November 27, 2022

Week 47

Counties / Groups							Net	Avg.	Year to Date		Prev. 13 Wks.	
			Projects	Traffic	Sales	Cancel	Sales	Sales	Avg.	Diff.	Avg.	Diff.
Tracy/Mountain House			12	203	7	3	4	0.33	0.65	-49%	0.25	36%
San Joaquin County			43	391	15	11	4	0.09	0.68	-86%	0.20	-52%
Stanislaus County			9	38	5	2	3	0.33	0.77	-57%	0.42	-21%
Merced County			9	34	0	0	0	0.00	0.49	-100%	0.23	-100%
Madera County			5	69	3	0	3	0.60	0.79	-24%	0.56	6%
Fresno County			18	230	7	4	3	0.17	0.71	-77%	0.59	-72%
Current Week Totals		Traffic : Sales 26 : 1	96	965	37	20	17	0.18	0.67	-73%	0.32	-44%
Per Project Average				10	0.39	0.21	0.18					
Year Ago - 11/28/2021		Traffic : Sales 16 : 1	105	1465	93	5	88	0.84	1.11	-24%	0.98	-15%
% Change			-9%	-34%	-60%	300%	-81%	-79%	-40%		-68%	

52 Weeks Comparison



Year to Date Averages Through Week 47

Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	51	29	1.01	0.12	0.89	0.87
■	2018	70	21	1.01	0.17	0.85	0.80
■	2019	79	22	0.93	0.15	0.78	0.77
■	2020	86	21	1.31	0.19	1.13	1.11
■	2021	105	15	1.23	0.12	1.11	1.09
■	2022	101	13	0.90	0.23	0.67	0.67
% Change:		-3%	-14%	-27%	89%	-40%	-39%

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



NATIONAL BUILDER DIVISION

## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
<b>CONV</b>	<b>RATE</b>	<b>APR</b>	<p>The housing market remains broadly under pressure, with the pace of new home sales down 14.2% on a year-to-date basis in October. That noted, the annualized rate of new home sales shot up 7.5% to a 632K pace during the month. The surprising monthly gain shows that builders are having some success with discounts, rate buy-downs and other incentives. The improvement in sales also shows that there remains a fairly large pool of buyers standing at the ready for some relief in terms of affordability. A modest reprieve in mortgage rates, which slid to the lowest rate in two months last week, settling at 6.67%, looks to have brought some sidelined-buyers into the market. Purchase applications rose the past three weeks after moving sharply lower this year. While this data can be fairly volatile week-to-week, and we'll want to see it in the official sales data for November before jumping to conclusions. It suggests even a modest easing in affordability may help stabilize activity due to still-elevated demand for homes. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>FHA</b>	<b>6.88%</b>	<b>7.18%</b>	
	<b>6.00%</b>	<b>6.25%</b>	
<b>10 Yr Yield</b>	<b>3.70%</b>		



Development Name	Developer	City Code	Notes	Type										
Tracy/Mountain House					Projects Participating: 12									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Hartwell at Ellis	Landsea	TR		DTMJ	121	0	6	15	1	0	79	29	1.11	0.62
Kinbridge at Ellis	Landsea	TR		DTMJ	83	0	7	15	1	0	34	13	0.48	0.28
Townsend at Ellis	Landsea	TR		DTMJ	104	0	5	15	0	2	99	60	1.64	1.28
Amethyst at Tracy Hills	Lennar	TH		ATMJ	132	2	7	11	2	0	51	51	1.15	1.15
Hillview	Lennar	TH		DTMJ	214	0	7	47	1	0	18	18	0.72	0.72
Parkin at Tracy Hills	Lennar	TH		DTMJ	69	0	4	26	1	0	4	4	0.39	0.39
Pearl at Tracy Hills	Lennar	TH		DTMJ	200	0	7	25	1	0	163	31	0.86	0.66
Sunhaven at Tracy Hills	Lennar	TH		DTMJ	64	0	7	28	0	0	1	1	0.16	0.16
Topaz at Tracy Hills	Lennar	TH		DTMJ	139	0	8	3	0	1	130	28	0.79	0.60
Bergamo at Mountain House	Shea	MH		DTMJ	137	0	8	9	0	0	92	21	1.02	0.45
Langston at Mountain House	Shea	MH		ATMJ	171	0	3	9	0	0	164	22	1.11	0.47
Berkshire at Ellis	Woodside	TR		DTMJ	98	0	1	0	0	0	97	8	0.76	0.17
TOTALS: No. Reporting: 12		Avg. Sales: 0.33		Traffic to Sales: 29 : 1				70	203	7	3	932	286	Net: 4
City Codes: TR = Tracy, TH = Tracy Hills, MH = Mountain House														

Stockton/Lodi				Projects Participating: 10									
				Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Talavera	DR Horton	LD	DTMJ	27	3	4	8	1	0	16	16	0.72	0.72
Aspire at River Terrace II	K Hovnanian	SK	DTMJ	107	0	8	9	0	2	68	18	0.80	0.38
Monteverello II	KB Home	SK	DTST	103	0	6	4	0	1	97	18	0.90	0.38
Santorini	KB Home	SK	DTMJ	86	0	10	2	0	1	64	33	0.93	0.70
Verona at Destinations	KB Home	SK	ATMJ	106	0	7	4	0	0	75	38	0.89	0.81
Keys at Westlake	Lennar	SK	DTMJ	101	0	2	0	0	0	95	31	0.76	0.66
Keys II at Westlake	Lennar	SK	DTMJ	86	0	3	11	0	0	1	1	0.78	0.78
Westlake	Meritage	SK	DTMJ	84	0	1	10	0	0	42	42	1.13	1.13
Autumn Trails at Westlake	Richmond American	SK	DTMJ	112	0	3	3	0	0	24	24	0.61	0.61
Summers Bend at Westlake	Richmond American	SK	DTMJ	96	0	1	3	0	0	22	22	0.59	0.59
TOTALS: No. Reporting: 10		Avg. Sales: -0.30		Traffic to Sales: 54 : 1			45	54	1	4	504	243	Net: -3
City Codes: LD = Lodi, SK = Stockton													

Development Name	Developer	City Code	Notes	Type										
San Joaquin County					Projects Participating: 36									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Turnleaf at the Collective	Anthem United	MN		AASF	84	0	4	2	0	0	80	16	0.47	0.34
Griffin Park	Atherton	MN		DTMJ	156	1	3	16	1	1	133	67	1.84	1.43
Cascade at Stanford Crossing	DR Horton	LP		DTMJ	100	4	3	3	3	0	97	69	1.58	1.47
Pinnacle at North Main	DR Horton	MN		DTMJ	87	0	3	7	0	0	32	32	0.93	0.93
Summit at North Main	DR Horton	MN		DTST	67	0	3	7	0	0	43	43	1.15	1.15
Yosemite Greens	DR Horton	MN		DTMJ	99	0	3	19	0	0	16	16	1.13	1.13
Iron Pointe at Stanford Crossing	KB Home	LP		DTMJ	98	0	2	12	0	0	10	10	0.49	0.49
Riverchase at Stanford Crossing	KB Home	LP		DTMJ	96	0	9	2	0	0	87	15	0.90	0.32
Balboa at River Islands	Kiper	LP		DTMJ	77	0	2	19	0	1	62	25	0.83	0.53
Catalina II at River Islands	Kiper	LP		DTMJ	93	5	7	10	2	0	79	28	0.88	0.60
Freestone	Kiper	MN		DTMJ	60	0	4	15	0	0	26	26	0.66	0.66
Skye at River Islands	Kiper	LP		DTMJ	155	10	6	16	0	0	42	42	0.76	0.89
Bella Vista Oakwood Shores II	Lafferty	MN		DTMJ	157	0	10	27	1	0	111	6	0.32	0.13
Hbrizon at River Islands	Lennar	LP		DTMJ	143	0	1	3	0	0	106	54	1.15	1.15
Arbor Bend - Cypress	Meritage	MN		DTMJ	175	0	7	11	0	0	110	51	1.19	1.09
Arbor Bend - Hawthorn	Meritage	MN		DTMJ	212	0	10	12	0	0	47	32	0.77	0.68
Arbor Bend- Linden	Meritage	MN		DTMJ	268	4	4	12	1	0	102	46	1.11	0.98
Laguna at River Islands	Pulte	LP		DTMJ	110	0	16	N/A	0	0	27	16	0.50	0.34
Sanctuary at River Islands	Pulte	LP		DTMJ	91	0	7	N/A	0	0	43	31	0.79	0.66
Sunset at River Islands	Pulte	LP		DTMJ	122	0	16	N/A	0	0	106	21	1.09	0.45
Dolcinea at Griffin Park	Raymus	MN		DTMJ	57	0	3	8	0	0	49	49	0.86	1.04
Passport at Griffin Park	Raymus	MN		DTMJ	101	0	2	8	0	0	69	51	1.18	1.09
Birch at Arbor Bend	Richmond American	MN		ATST	60	0	6	4	0	0	7	7	0.22	0.22
Encore at Stanford Crossing	Richmond American	LP		DTMJ	104	0	10	5	2	1	66	25	0.92	0.53
Magnolia at Arbor Bend	Richmond American	MN		DTMJ	52	0	4	1	1	0	13	13	0.40	0.40
Seasons at Stanford Crossing IV	Richmond American	LP		DTST	113	0	11	12	0	1	18	18	0.41	0.41
Legacy at Stanford Crossing	Taylor Morrison	LP		DTMJ	107	0	1	11	1	0	48	40	0.94	0.85
Waypointe at River Islands	The New Home Co	LP		DTMJ	94	5	6	20	1	1	45	29	0.73	0.62
Journey at Stanford Crossing	TRI Pointe	LP		DTMJ	81	0	7	5	0	0	7	7	0.32	0.32
The Cove at River Islands	TRI Pointe	LP		DTMJ	77	0	5	12	0	0	25	25	0.65	0.65
Avalon at River Islands	Trumark	LP		DTMJ	57	0	8	14	0	1	28	28	0.62	0.62
Avalon Point at River Islands	Trumark	LP		DTMJ	69	0	5	15	1	0	35	35	0.89	0.89
Dawn at The Collective	Trumark	MN		AASF	76	0	5	0	0	0	5	5	0.14	0.14
Vida at The Collective	Trumark	MN		AASF	103	0	7	1	0	0	10	10	0.25	0.25
Hideaway II at River Islands	Van Daele	LP		ATST	108	0	3	13	0	0	6	6	0.25	0.25
Veranda at River Islands	Van Daele	LP		DTMJ	101	0	7	15	0	1	84	21	0.90	0.45
TOTALS: No. Reporting: 33	Avg. Sales: 0.21		Traffic to Sales: 24 : 1				210	337	14	7	1874	1015	Net: 7	
City Codes: MN= Manteca, LP= Lathrop														

Development Name	Developer	City Code	Notes	Type										
Modesto					Projects Participating: 1									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Avalon	Bright	CE		DTMJ	33	0	7	2	0	0	6	6	0.46	0.46
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: N/A			7	2	0	0	6	6	Net: 0	
City Codes: CE = Ceres														

Stanislaus County					Projects Participating: 6									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Bruin Heights	DR Horton	RB	DTST	51	3	3	6	1	0	41	41	1.02	1.02	
Edgewater	DR Horton TSO	WF	DTST	75	0	TSO	0	0	0	70	30	0.88	0.64	
Aspire at Apricot Grove II	K Hovnanian	FR	DTMJ	150	2	3	1	1	1	88	37	1.18	0.79	
Fieldstone II	KB Home	HG	DTST	50	0	2	9	1	0	26	26	0.83	0.83	
Turnleaf at Patterson Ranch	KB Home	FR	DTST	190	0	5	7	2	1	153	37	1.13	0.79	
T Street Customs	SCM	NW	New	DTMJ	10	5	5	1	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 6		Avg. Sales: 0.50		Traffic to Sales: 5 : 1			18	24	5	2	378	171	Net: 3	
City Codes: RB = Riverbank, WF = Waterford, FR = Patterson, 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. Sl's /Week
Marcona	Bright	KY	DTMJ	116	0	6	10	0	0	16	16	0.59	0.59
Les Chateaux	KB Home	TK	DTMJ	60	0	4	2	0	0	28	28	0.70	0.70
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			10	12	0	0	44	44	Net: 0
City Codes: KY = Keyes, TK = Turlock													

Merced County				Projects Participating: 9									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Silhouette at Sunrise Ranch	Century	LB	DTMJ	95	2	8	7	0	0	30	30	0.74	0.74
Monterra V	DR Horton TSO	MD	DTST	35	0	TSO	0	0	0	33	33	0.75	0.75
Pacheco Pointe	DR Horton	LB	DTST	118	0	6	0	0	0	112	47	1.18	1.00
Panorama	DR Horton	MD	DTST	192	0	5	0	0	0	187	20	1.03	0.43
The Pointe at Stonecreek	Legacy	LB	DTMJ	109	3	9	4	0	0	31	20	0.47	0.43
Sunrise Ranch	Meritage	LB	DTMJ	87	0	14	12	0	0	47	41	0.87	0.87
Bellevue Ranch Phase 4	Stonefield Home	MD	DTST	45	0	2	3	0	0	43	26	0.74	0.55
Cypress Terrace	Stonefield Home	MD	DTST	125	0	5	4	0	0	104	13	0.62	0.28
Villas II, The	Stonefield Home	LB	DTST	191	0	1	4	0	0	83	26	0.86	0.55
TOTALS: No. Reporting: 9		Avg. Sales: 0.00		Traffic to Sales: NA			50	34	0	0	670	256	Net: 0
City Codes: LB = Los Banos, MD = Merced													

Development Name	Developer	City Code	Notes	Type										
Madera County					Projects Participating: 5									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Greenhills Estates	Century	CW		DTMJ	70	0	8	7	0	0	14	14	0.40	0.40
Omni	Century	MDA		DTMJ	61	0	6	1	0	0	0	0	0.00	0.00
Pheasant Run	Century	CW		DTMJ	70	0	5	6	2	0	63	52	1.12	1.11
Bristol at Tesoro Viejo	KB Home	MDA		DTMJ	63	0	1	17	0	0	2	2	0.25	0.25
Riverstone - Clementine I	Lennar TSO	MDA		DTST	108	0	TSO	38	1	0	103	50	1.07	1.06
TOTALS: No. Reporting: 5		Avg. Sales: 0.60		Traffic to Sales: 23 : 1				20	69	3	0	182	118	Net: 3
City Codes: CW = Chow chilla, MDA = Madera														

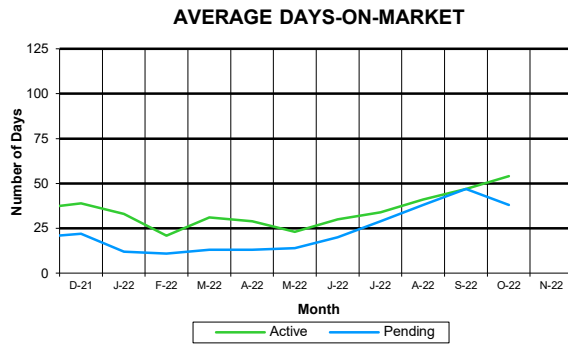
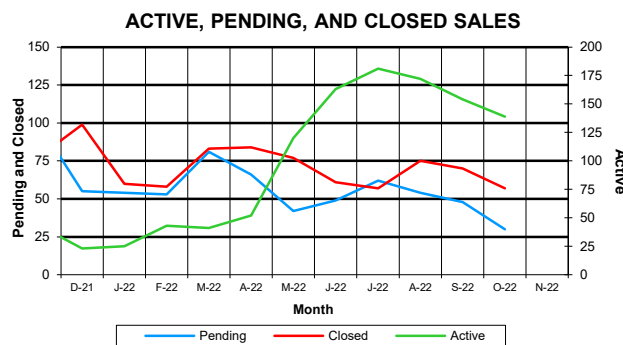
Fresno County				Projects Participating: 18									
				Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Bravado	Century	REE	DTMJ	182	0	8	2	0	1	42	34	0.72	0.72
Meadowood II	Century	FR	ATMJ	127	0	6	9	0	0	106	70	1.53	1.49
Monarch	Century	KB	DTMJ	64	0	8	8	1	1	40	38	0.58	0.81
Olivewood	Century	FR	DTMJ	169	0	5	4	2	0	139	97	1.83	2.06
The Crossings II	Century	KER	DTMJ	104	0	9	9	0	0	46	46	1.14	1.14
River Pointe	DR Horton	REE	DTMJ	84	0	1	0	0	0	79	38	0.92	0.81
Aspire at Sunnyside	K Hovnanian	FO	DTST	132	0	6	1	0	0	126	0	0.66	0.00
Aspire at Sunnyside II	K Hovnanian	FO	DTST	143	0	2	1	0	0	27	27	0.60	0.60
Centrella Villas	KB Home	FR	DTMJ	146	3	4	14	1	0	22	22	1.20	1.20
Marshall Estates	KB Home	FO	DTST	76	0	2	12	0	0	74	36	1.04	0.77
Anatole- Clementine	Lennar	FR	DTMJ	99	0	8	0	0	0	79	35	0.90	0.74
Arboralla - Clementine	Lennar	CV	DTST	137	4	4	0	2	0	107	56	1.26	1.19
Brambles- Starling	Lennar	FR	ATST	150	0	4	67	0	0	93	42	1.06	0.89
Brambles- Wilde	Lennar	FR	DTST	89	0	4	32	0	0	75	27	0.85	0.57
Daffodil Hill - Clementine	Lennar	FR	DTMJ	110	0	13	0	0	0	23	23	0.60	0.60
Ellingsworth - Coronet	Lennar	CV	DTMJ	5	0	1	0	0	0	4	4	0.26	0.26
Sterling Acres- Coronet	Lennar	FR	DTMJ	96	0	3	39	1	0	32	32	0.81	0.81
Veneto Park- Starling Townhomes	Lennar	CV	ATMJ	185	0	19	32	0	2	34	5	0.40	0.11
TOTALS: No. Reporting: 18		Avg. Sales: 0.17		Traffic to Sales: 33 : 1			107	230	7	4	1148	632	Net: 3
City Codes: REE = Reedley, FR = Fresno, KB = Kingsburg, KER = Kerman, FO = Fowler, CV = Clovis													

Central Valley			Projects Participating: 99						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 96	Avg. Sales: 0.18	Traffic to Sales: 26 : 1	537	965	37	20	5738	2771	Net: 17
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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									



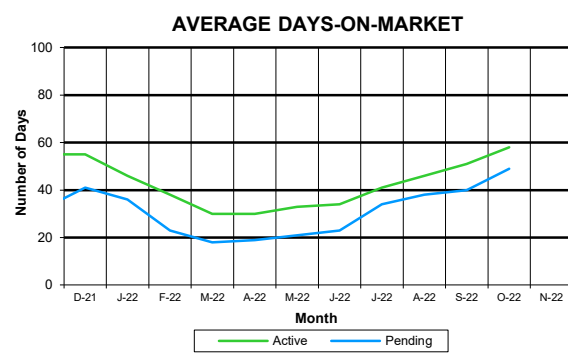
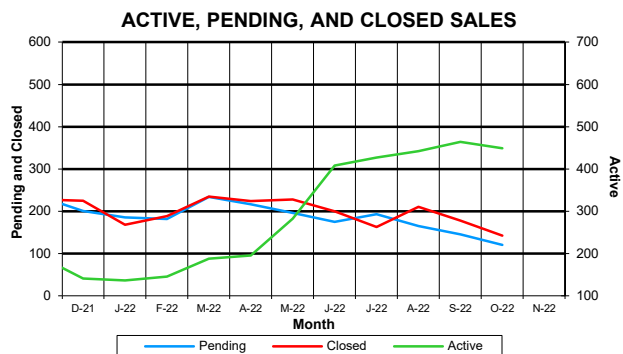
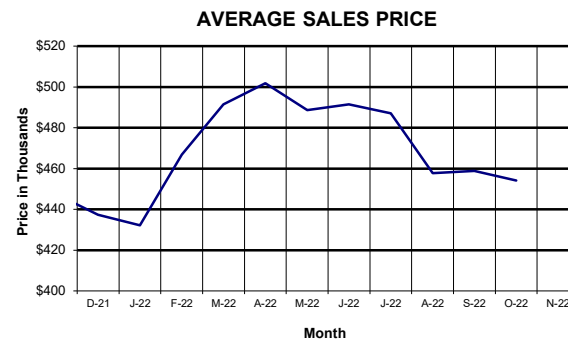
## Tracy SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	41	31	81	13	83	868,542
Apr-22	52	29	66	13	84	863,320
May-22	120	23	42	14	77	884,642
Jun-22	163	30	49	20	61	825,886
Jul-22	181	34	62	29	57	787,514
Aug-22	172	41	54	38	75	757,103
Sep-22	154	47	48	47	70	732,209
Oct-22	139	54	30	38	57	688,501



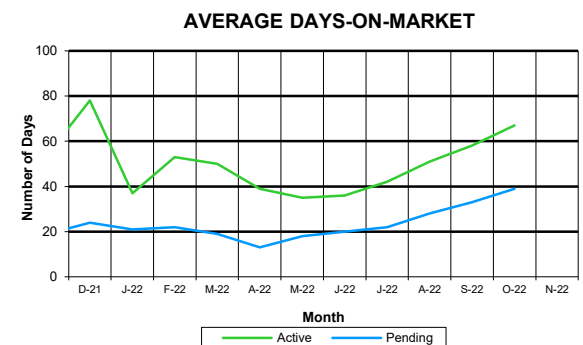
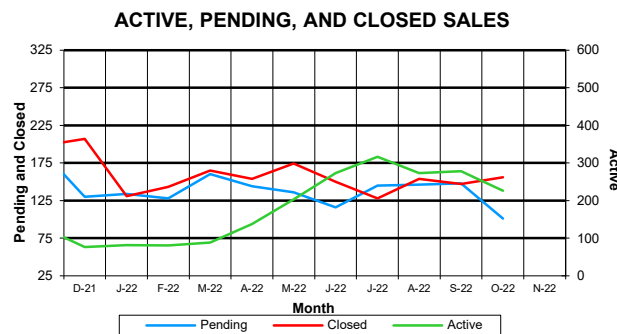
## Stockton SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	188	30	234	18	235	491,466
Apr-22	196	30	217	19	224	501,793
May-22	283	33	196	21	228	488,636
Jun-22	408	34	175	23	200	491,522
Jul-22	427	41	193	34	163	487,015
Aug-22	442	46	165	38	211	457,703
Sep-22	464	51	146	40	178	458,862
Oct-22	449	58	121	49	143	454,187



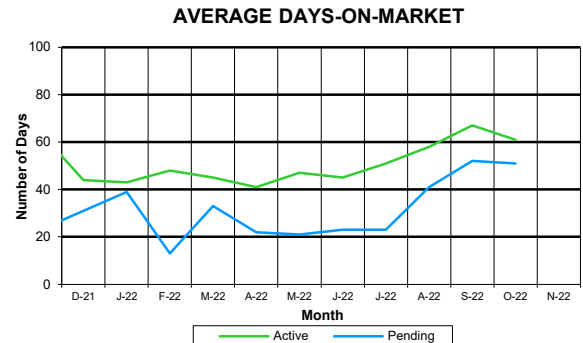
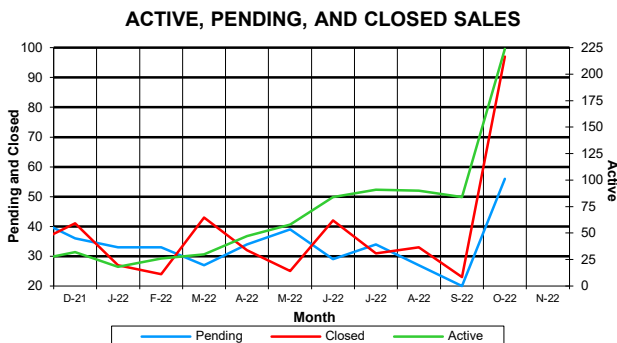
## Modesto SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	88	50	160	19	165	496,951
Apr-22	138	39	144	13	154	508,932
May-22	203	35	136	18	174	509,604
Jun-22	273	36	116	20	150	513,650
Jul-22	316	42	145	22	128	496,425
Aug-22	273	51	146	28	154	488,836
Sep-22	278	58	148	33	147	475,483
Oct-22	226	67	101	39	156	456,932



## Merced SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	30	45	27	33	43	423,583
Apr-22	47	41	34	22	32	373,108
May-22	58	47	39	21	25	421,362
Jun-22	84	45	29	23	42	429,170
Jul-22	91	51	34	23	31	414,633
Aug-22	90	58	27	41	33	391,560
Sep-22	84	67	20	52	23	389,173
Oct-22	224	61	56	51	97	401,749



# THE RYNESS REPORT

A New Home Sales, Marketing & Research Company

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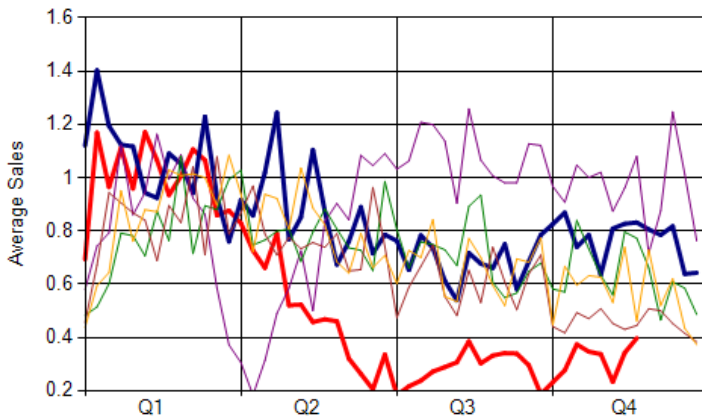
## Sacramento

Ending: Sunday, November 27, 2022

Week 47

Counties / Groups							Net Sales	Avg. Sales	Year to Date		Prev. 13 Wks.		
			Projects	Traffic	Sales	Cancels			Avg.	Diff.	Avg.	Diff.	
South Sacramento			30	297	18	4	14	0.47	0.62	-24%	0.53	-11%	
Central & North Sacramento			40	361	11	9	2	0.05	0.51	-90%	0.16	-69%	
Folsom			13	176	7	1	6	0.46	0.49	-6%	0.22	111%	
El Dorado			9	75	2	0	2	0.22	0.43	-48%	0.26	-14%	
Placer & Nevada			70	720	49	10	39	0.56	0.55	0%	0.35	59%	
Yolo			7	53	7	0	7	1.00	0.44	127%	0.12	720%	
Amador County			1	2	0	0	0	0.00	0.17	-100%	0.08	-100%	
Northern Counties			14	52	4	1	3	0.21	0.63	-66%	0.33	-36%	
Current Week Totals		Traffic : Sales 18 : 1	184	1736	98	25	73	0.40	0.54	-26%	0.30	31%	
Per Project Average			9		0.53	0.14	0.40						
Year Ago - 11/28/2021		Traffic : Sales 16 : 1	166	2405	148	10	138	0.83	0.86	-3%	0.74	12%	
% Change			11%	-28%	-34%	150%	-47%	-52%	-37%				-59%

### 52 Weeks Comparison



### Year to Date Averages Through Week 47

### Annual

Graph Legend	Year	Avg. Weekly Projects	Avg. Weekly Traffic	Avg. Weekly Sales	Avg. Weekly Cancels	Avg. Project Sales	Year End Avg. Proj. Sales
■	2017	137	26	0.90	0.15	0.75	0.73
■	2018	130	25	0.83	0.14	0.69	0.66
■	2019	141	22	0.88	0.13	0.75	0.73
■	2020	150	16	1.04	0.14	0.89	0.89
■	2021	162	17	0.96	0.10	0.86	0.85
■	2022	176	13	0.72	0.18	0.54	0.54
% Change:		8%	-25%	-25%	77%	-37%	-36%

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



## WEEKLY FINANCIAL NEWS

Financing			Market Commentary
	<b>RATE</b>	<b>APR</b>	<p>The housing market remains broadly under pressure, with the pace of new home sales down 14.2% on a year-to-date basis in October. That noted, the annualized rate of new home sales shot up 7.5% to a 632K pace during the month. The surprising monthly gain shows that builders are having some success with discounts, rate buy-downs and other incentives. The improvement in sales also shows that there remains a fairly large pool of buyers standing at the ready for some relief in terms of affordability. A modest reprieve in mortgage rates, which slid to the lowest rate in two months last week, settling at 6.67%, looks to have brought some sidelined-buyers into the market. Purchase applications rose the past three weeks after moving sharply lower this year. While this data can be fairly volatile week-to-week, and we'll want to see it in the official sales data for November before jumping to conclusions. It suggests even a modest easing in affordability may help stabilize activity due to still-elevated demand for homes. Source: Wells Fargo Bank Weekly Economic &amp; Financial Commentary</p>
<b>CONV</b>	<b>6.88%</b>	<b>7.18%</b>	
<b>FHA</b>	<b>6.00%</b>	<b>6.25%</b>	
<b>10 Yr Yield</b>	<b>3.70%</b>		



Development Name	Developer	City Code	Notes	Type										
South Sacramento					Projects Participating: 30									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Carnelian at Sheldon Farms	DR Horton	LN		DTMJ	55	0	1	16	0	0	23	23	1.87	1.87
Persimmon at Sheldon Farms	DR Horton	LN		DTMJ	148	6	6	12	1	0	20	20	1.63	1.63
Tamarind at Sheldon Farms	DR Horton	LN		DTMJ	121	3	5	8	0	0	21	21	1.86	1.86
The Retreats	K Hovnanian	RM		DTMJ	62	0	4	1	0	0	4	4	0.16	0.16
Allegro	KB Home	LN		ATMJ	72	0	7	3	0	1	32	32	0.74	0.74
Fleridae	KB Home	GT		DTST	69	0	2	3	0	0	67	17	0.76	0.36
Travisso	KB Home	LN		DTMJ	422	0	2	4	0	0	30	30	0.65	0.64
Vintage Park	KB Home	SO		DTST	81	0	5	9	0	0	76	16	0.97	0.34
Antinori at Vineyard Creek	Lennar	SO		DTMJ	95	0	2	4	0	0	93	29	0.84	0.62
Elements at Sterling Meadows	Lennar	LN		DTMJ	289	4	4	13	2	0	275	75	1.25	1.60
Essentia at Sterling Meadows	Lennar	LN		DTST	139	3	4	13	2	0	94	26	0.86	0.55
Redwood at Parkside	Lennar	VN		DTMJ	344	0	2	7	0	0	342	32	0.87	0.68
Cornerstone Commons	Meritage	LN		DTMJ	83	3	3	27	2	0	12	12	0.37	0.37
Cornerstone Crossings	Meritage	LN		DTMJ	78	3	5	10	1	1	20	20	0.62	0.62
Laguna Ranch II	Richmond American	LN		DTMJ	100	0	4	32	0	0	9	9	0.36	0.36
Seasons at Caterina	Richmond American	GT		DTMJ	61	0	0	22	0	0	0	0	0.00	0.00
Seasons at Stonebrook	Richmond American	LN		DTMJ	102	0	11	1	1	2	59	19	0.80	0.40
Seasons at the Farm	Richmond American	GT		DTMJ	87	0	3	10	0	0	18	18	0.47	0.47
Woodberry at Bradshaw Crossing II	Richmond American	SO		DTMJ	120	3	3	16	1	0	5	5	0.25	0.25
Barcelona at Madeira Meadows	Taylor Morrison	LN		DTMJ	109	0	1	4	1	0	108	12	0.67	0.26
Madeira Ranch - Grange	Taylor Morrison	LN		DTST	71	0	8	6	0	0	1	1	0.44	0.44
Madeira Ranch - Homestead	Taylor Morrison	LN		DTMJ	121	0	6	8	0	0	2	2	0.88	0.88
Madeira Ranch - Orchard	Taylor Morrison	LN		DTMJ	76	0	5	7	1	0	3	3	1.31	1.31
Madeira Ranch - Prairie	Taylor Morrison	LN		DTMJ	66	0	4	9	2	0	4	4	1.75	1.75
Sevilla at Madeira Meadows	Taylor Morrison	LN		DTMJ	102	0	2	3	0	0	100	18	0.63	0.38
Wildhawk North- Bluestone	Taylor Morrison	SO		DTMJ	166	0	4	12	2	0	16	16	3.03	3.03
Wildhawk North- Oakbridge	Taylor Morrison	SO		DTMJ	253	0	14	12	0	0	6	6	1.14	1.14
Wildhawk North- Trailhead	Taylor Morrison	SO		DTMJ	166	0	16	12	2	0	4	4	0.76	0.76
Cedar Creek	TimLewis	GT		DTMJ	112	0	2	2	0	0	39	24	0.58	0.51
Reflections at Poppy Lane	TimLewis	LN		DTMJ	73	0	6	11	0	0	49	21	0.63	0.45
TOTALS: No. Reporting: 30		Avg. Sales: 0.47		Traffic to Sales: 17 : 1				141	297	18	4	1532	519	Net: 14
City Codes: LN = Elk Grove Laguna, RM = Rancho Murieta, GT = Galt, SO = Sacramento, VN = Elk Grove Vineyard														

Development Name	Developer	City Code	Notes	Type										
Central Sacramento					Projects Participating: 25									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Abbeys Gate at Northridge	Black Pine	CH		DTMJ	46	0	7	0	0	1	39	7	0.35	0.15
Crocker Village- Alley Row	Black Pine	SO		DTMJ	67	0	2	0	0	0	65	6	0.52	0.13
Crocker Village- Main Street	Black Pine	SO		DTMJ	52	0	6	0	0	0	46	0	0.36	0.00
Mills Station at Cresleigh Ranch	Cresleigh	RO		DTMJ	116	0	4	0	0	0	112	20	0.67	0.43
Heritage at Gum Ranch	Elliott	FO		DTMJ	251	0	6	8	0	0	119	8	0.65	0.17
Placer at Rio Del Oro	Elliott	RO		DTMJ	117	0	4	9	0	0	8	8	0.52	0.52
Sutter at Rio Del Oro	Elliott	RO		DTMJ	136	0	2	10	0	0	6	6	0.31	0.31
Montrose at The Ranch	K Hovnanian	RO		DTMJ	113	0	4	1	0	0	27	27	0.61	0.61
Paseo at The Ranch	K Hovnanian	RO		DTMJ	130	0	2	1	0	0	1	1	0.12	0.12
Sagebrush at The Ranch	K Hovnanian	RO		DTMJ	116	0	10	2	0	0	30	30	0.68	0.68
Springs at The Ranch	K Hovnanian	RO		DTMJ	173	0	21	1	0	3	46	46	1.04	1.04
Canyon at Mitchell Village	KB Home	CH		DTST	109	0	3	2	0	1	106	42	1.14	0.89
Heritage at Mitchell Village	KB Home	CH		DTMJ	72	0	5	0	0	0	67	17	0.64	0.36
Ventana	Lennar	RO		DTMJ	160	0	2	13	0	0	149	47	0.85	1.00
Verdant	Lennar	RO		DTST	157	5	5	13	1	0	137	43	1.00	0.91
Viridian	Lennar	RO		DTST	185	3	4	13	1	0	161	35	0.90	0.74
Echelon at Premier Montelena	Premier Homes	RO		DTMJ	57	0	1	41	0	0	3	3	0.14	0.14
Elan (Village 8) at Premier Montelena	Premier Homes	RO		DTMJ	81	4	4	16	1	0	13	13	0.43	0.43
Elevate at Premier Montelena	Premier Homes	RO		DTMJ	152	2	5	9	0	0	2	2	0.07	0.07
Ascent at Montelena	Pulte	RO		DTMJ	127	0	3	NA	0	0	0	0	0.00	0.00
Solis at Montelena	Pulte	RO		DTMJ	55	0	4	NA	0	0	3	3	0.20	0.20
Vista at Montelena	Pulte	RO		DTMJ	38	0	4	NA	0	0	3	3	0.20	0.20
Seasons at Montelena	Richmond American	RO		DTMJ	125	0	6	22	2	0	19	19	0.50	0.50
Acacia at Cypress	Woodside	RO		DTMJ	99	0	4	1	0	0	59	32	0.61	0.68
Magnolia at Cypress	Woodside	RO		DTMJ	178	0	5	2	0	0	142	28	0.84	0.60
TOTALS: No. Reporting: 22		Avg. Sales: 0.00		Traffic to Sales: 33 : 1				123	164	5	5	1363	446	Net: 0
City Codes: CH = Citrus Heights, SO = Sacramento, RO = Rancho Cordova, FO = Fair Oaks														

Development Name	Developer	City Code	Notes	Type										
North Sacramento					Projects Participating: 18									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Artisan - The Cove	Beazer	SO		DTST	145	0	3	6	0	0	110	17	0.67	0.36
Edgeview - The Cove	Beazer	SO		ATST	156	0	7	3	0	0	109	19	0.86	0.40
Westward - The Cove	Beazer	SO		DTST	122	0	7	4	0	0	75	21	0.54	0.45
Windrow - The Cove	Beazer	SO		DTST	167	0	6	2	0	0	123	17	0.77	0.36
Provence	Blue Mountain	SO		ATST	185	0	7	3	0	1	115	14	0.73	0.30
Garnet at Barrett Ranch	Lennar	AO		DTST	149	0	7	10	0	0	88	27	0.78	0.57
Lapis at Barrett Ranch	Lennar	AO		DTMJ	149	3	5	10	1	0	87	21	0.77	0.45
Northlake - Atla	Lennar	SO		DTMJ	116	0	3	16	0	0	83	33	0.85	0.70
Northlake - Bleau	Lennar	SO		DTMJ	236	0	6	16	2	0	80	27	0.82	0.57
Northlake - Crestvue	Lennar	SO		DTMJ	97	2	3	16	0	0	78	32	0.80	0.68
Northlake - Drifton	Lennar	SO		DTMJ	134	2	4	16	0	0	70	30	0.79	0.64
Northlake - Lakelet	Lennar	SO		DTMJ	134	0	3	16	0	1	74	25	0.76	0.53
Northlake - Shor	Lennar	SO		DTMJ	140	0	3	16	0	0	83	30	0.85	0.64
Northlake - Watersyde	Lennar	SO		DTMJ	127	5	4	16	2	0	81	28	0.83	0.60
Northlake - Wavmor	Lennar	SO		DTMJ	153	0	4	16	0	0	78	28	0.80	0.60
Sunstone at Barrett Ranch	Lennar	AO		DTMJ	131	0	6	8	1	0	42	28	0.62	0.60
NUVO Artisan Square	The New Home Co	SO		ATST	145	0	5	2	0	1	140	16	1.01	0.34
Portisol at Artisan Square	Williams	SO		ATST	95	0	19	21	0	1	65	37	0.59	0.79
TOTALS: No. Reporting: 18		Avg. Sales: 0.11		Traffic to Sales: 33 : 1				102	197	6	4	1581	450	Net: 2
City Codes: SO = Sacramento, AO = Antelope														

Folsom Area					Projects Participating: 13									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Sycamore Creek	JMC	FM	DTMJ	86	0	4	0	0	0	41	7	0.40	0.15	
Soleil at Folsom Ranch	KB Home	FM	DTMJ	109	0	5	7	0	0	99	46	1.16	0.98	
Aster at White Rock Springs	Lennar	FM	DTMJ	90	0	3	10	1	0	62	36	0.83	0.77	
Brass Pointe at Russell Ranch	Lennar	FM	DTMJ	142	0	4	12	0	0	8	8	0.27	0.27	
Gold Cliff at Russell Ranch	Lennar	FM	DTMJ	63	0	7	12	0	0	15	15	0.50	0.50	
Platinum Peak at Russell Ranch	Lennar	FM	DTMJ	100	0	3	16	1	0	15	15	0.55	0.55	
Rockcross at Folsom Ranch	Lennar	FM	DTMJ	118	5	5	13	1	0	78	24	0.83	0.51	
Stone Bluff at White Rock Springs	Richmond American	FM	DTMJ	81	0	13	3	0	0	38	13	0.46	0.28	
Stone Haven at White Rock Springs	Richmond American	FM	DTMJ	42	0	6	5	2	0	23	18	0.44	0.38	
Silver Crest at Russell Ranch	The New Home Co	FM	DTMJ	108	0	4	11	0	1	100	19	0.69	0.40	
Creekstone at Folsom Ranch	TRI Pointe	FM	DTMJ	71	0	2	15	1	0	65	14	0.70	0.30	
Eastwood at Folsom Ranch	TRI Pointe	FM	DTMJ	72	0	4	36	1	0	12	12	0.52	0.52	
Lonestar at Folsom Ranch	TRI Pointe	FM	DTMJ	90	0	3	36	0	0	12	12	0.52	0.52	
TOTALS: No. Reporting: 13		Avg. Sales: 0.46		Traffic to Sales: 25 : 1			63	176	7	1	568	239	Net: 6	
City Codes: FM= Folsom														

# The Ryness Report

Week Ending  
Sunday, November 27, 2022

Sacramento Page 4 of 8

Development Name	Developer	City Code	Notes	Type										
El Dorado County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Revere	Blue Mountain	RE		DTMJ	51	0	7	12	0	0	32	3	0.39	0.06
Alder at Saratoga Estates	Elliott	EH		DTMJ	115	0	7	11	0	0	86	19	0.70	0.40
Manzanita at Saratoga	Elliott	EH		DTMJ	103	0	5	13	0	0	55	15	0.47	0.32
Ponderosa at Saratoga	Elliott	EH		DTMJ	56	0	5	0	0	0	6	6	0.18	0.18
Emerald Peak at Bass Lake	Lennar	EH		DTMJ	113	0	3	14	0	0	58	30	0.55	0.64
Hawk View at Bass Lake Hills	Lennar	EH		DTMJ	114	0	2	5	1	0	112	29	0.72	0.62
Heritage El Dorado Hills-Mosaic	Lennar	EH		DTMJ	373	0	3	7	0	0	212	46	0.97	0.98
Sapphire Cliff at Bass Lake Hills - CP	Lennar	OK		DTMJ	31	0	6	8	0	0	14	14	0.34	0.34
Edgelake at Serrano	TRI Pointe	EH		DTMJ	65	4	4	5	1	0	29	24	0.51	0.51
TOTALS: No. Reporting: 9		Avg. Sales: 0.22		Traffic to Sales: 38 : 1				42	75	2	0	604	186	Net: 2
City Codes: RE = Rescue, EH = El Dorado Hills, OK = Cameron Park														

Development Name	Developer	City Code	Notes	Type										
Placer County					Projects Participating: 69									
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Verrado at Solaire	Beazer	RV		DTMJ	76	0	12	2	0	0	44	14	0.58	0.30
Millstone at Sierra Fine	Black Pine	RK		DTST	61	0	5	9	0	0	56	25	0.54	0.53
Carnelian	Blue Mountain	GB		ATMJ	28	0	3	6	0	0	25	5	0.27	0.11
Cresleigh Havenwood	Cresleigh	LL	Rsv's	DTMJ	83	3	5	5	2	0	26	19	0.39	0.40
Balboa II	DR Horton	RV		DTST	172	11	13	6	1	0	6	6	0.37	0.37
Heartland at Independence	DR Horton	LL		DTMJ	98	15	19	3	1	0	70	45	1.07	0.96
Melrose at Mason Trails	DR Horton	RV		DTMJ	93	7	8	4	2	0	21	21	0.95	0.95
Traditions at Independence	DR Horton	LL		DTST	97	4	16	5	2	0	72	46	1.03	0.98
Winding Creek - The Wilds II	DR Horton	RV		DTST	62	8	10	6	1	0	5	5	0.35	0.35
Turkey Creek Estates	Elliott	LL		DTMJ	240	0	4	21	0	0	39	17	0.53	0.36
Edgefield Place	JMC	RK		DTMJ	83	0	6	16	1	0	14	14	0.38	0.38
Excelsior Village at Sierra Vista	JMC	RV		DTMJ	80	0	7	24	0	0	3	3	0.10	0.10
Fairbrook at Fiddymont Farms	JMC	RV		DTMJ	115	0	9	24	1	0	47	11	0.56	0.23
Meadowbrook at Fiddymont Farms	JMC	RV		DTMJ	80	0	5	21	1	1	52	14	0.62	0.30
Palisade Village	JMC	RV		DTST	232	6	4	36	3	0	217	35	1.32	0.74
Prominence at Whitney Ranch	JMC	RK		DTMJ	92	0	7	15	0	0	74	11	0.65	0.23
Sagebrook at Fiddymont Farms	JMC	RV		DTMJ	122	0	5	26	0	0	53	18	0.63	0.38
Sentinel	JMC	RV		DTST	132	0	2	18	0	0	128	2	0.90	0.04
Tribute Pointe	JMC	RK		DTMJ	99	0	6	13	0	0	7	7	0.19	0.19
Wrenwood at Whitney Ranch	JMC	RK		DTMJ	158	3	5	33	1	0	11	11	0.32	0.32
Aspire at Solaire	K Hovnanian	RV		DTMJ	147	0	4	3	0	0	123	21	0.90	0.45
Aspire at Solaire II	K Hovnanian	RV		DTST	33	0	4	1	1	0	21	15	0.37	0.32
Creekside Preserve	K Hovnanian	LL		DTMJ	71	0	5	7	0	0	63	17	0.43	0.36
Firefly at Winding Creek	K Hovnanian	RV		DTMJ	86	0	10	1	0	0	64	26	0.73	0.55
Bartlett at Mason Trails	KB Home	RV		DTMJ	53	0	5	13	1	2	34	34	0.80	0.80
Copper Ridge	KB Home	LL		DTMJ	79	0	1	9	0	0	40	33	0.78	0.70
Cortland at Mason Trails	KB Home	RV		DTMJ	110	0	3	12	1	0	55	55	1.30	1.30
Ventana - Twelve Bridges	KB Home	LL		DTMJ	240	0	5	7	0	0	221	57	1.21	1.21
Andorra at Sierra West	Lennar	RV		DTMJ	193	3	5	13	1	1	95	42	0.85	0.89
Belle Maison at Campus Oaks	Lennar	RV		DTMJ	132	0	5	8	0	0	92	30	0.85	0.64
Breckenridge at Sierra West	Lennar	RV		DTMJ	182	3	4	11	1	0	41	37	0.69	0.79
Chantilly at Campus Oaks	Lennar	RV		DTMJ	86	0	1	10	0	0	47	30	0.77	0.64
Covara II at Campus Oaks	Lennar	RV		DTMJ	112	0	3	7	1	0	73	26	0.72	0.55
Emilia at Heritage Placer Vineyards	Lennar	RV		DTMJ	257	0	4	12	0	0	48	43	0.71	0.91
Lazio at Heritage Placer Vineyards	Lennar	RV		AASF	311	0	4	7	1	1	45	43	0.64	0.91
Lumiere at Sierra West	Lennar	RV		DTMJ	205	5	4	10	2	0	94	38	0.83	0.81
Meribel at Sierra West	Lennar	RV		DTMJ	167	0	5	11	0	1	97	39	0.84	0.83
Molise at Heritage Placer Vineyards	Lennar	RV		DTST	178	0	4	9	0	0	47	40	0.71	0.85
Nbvara at Fiddymont	Lennar	RV		DTST	105	0	3	8	3	1	102	30	0.82	0.64
St. Moritz at Sierra	Lennar	RV		DTMJ	144	6	4	14	4	1	94	37	0.82	0.79
The Woods at Fullerton Ranch	Lennar	LL		DTMJ	81	0	3	6	0	0	1	1	0.30	0.30
Windham at Sierra West	Lennar	RV		DTMJ	105	0	2	13	0	0	43	38	0.86	0.81
Encore at Meadowlands	Meritage	LL		DTMJ	83	0	39	3	0	0	26	26	0.68	0.68
Meadowlands 60s	Meritage	LL		DTMJ	92	0	4	10	1	0	61	25	0.77	0.53
Roam at Winding Creek	Meritage	RV		DTMJ	95	3	4	20	1	0	43	36	0.78	0.77



Development Name	Developer	City Code	Notes	Type											
Placer County (Continued ...)					Projects Participating: 69										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Premier Soleil	Premier Homes	GB		DTMJ	52	0	2	19	0	0	5	5	0.27	0.27	
Revere at Independence	Richmond American	LL		DTMJ	122	0	5	1	0	0	87	21	0.89	0.45	
Seasons at Mason Trails	Richmond American	RV		DTMJ	77	4	5	6	1	0	7	7	0.33	0.33	
Seasons at Sierra Vista	Richmond American	RV		DTMJ	143	0	8	3	0	0	1	1	0.03	0.03	
Windsong at Winding Creek	Richmond American	RV		DTMJ	71	0	5	12	1	0	29	20	0.52	0.43	
Arlington at Twelve Bridges	Taylor Morrison	LL		DTST	129	0	8	5	0	0	120	28	0.92	0.60	
Belmont at Twelve Bridges	Taylor Morrison	LL		DTMJ	81	0	8	1	2	0	73	17	0.56	0.36	
Esplanade at Turkey Creek- Classics	Taylor Morrison	LL		AASF	243	0	8	10	0	0	77	34	0.94	0.72	
Esplanade at Turkey Creek- Cottages	Taylor Morrison	LL		AASF	180	0	35	10	0	0	6	6	0.13	0.13	
Esplanade at Turkey Creek- Estates	Taylor Morrison	LL		AASF	180	0	9	9	4	0	68	31	0.83	0.66	
Esplanade at Turkey Creek- Premiers	Taylor Morrison	LL		AASF	260	0	9	9	1	0	69	35	0.84	0.74	
Fiddymont Farm- Magnolia	Taylor Morrison	RV		DTMJ	99	0	10	21	3	0	31	31	1.14	1.14	
Saratoga at Twelve Bridges	Taylor Morrison	LL		DTMJ	96	0	13	4	0	0	73	30	0.56	0.64	
Solaire- Vail	Taylor Morrison	RV		DTMJ	74	0	1	14	1	0	39	39	0.94	0.94	
Eureka Grove	The New Home Co	GB		DTMJ	72	0	3	14	0	0	51	35	0.83	0.74	
Rocklin Meadows	The New Home Co	RK		DTMJ	27	0	4	9	0	1	9	9	0.33	0.33	
Summit at Whitney Ranch	TimLewis	RK		DTMJ	82	0	5	7	1	1	75	8	0.44	0.17	
Barrington at Independence	TRI Pointe	LL		DTMJ	94	0	4	6	0	0	2	2	0.08	0.08	
Illumination at Solaire	TRI Pointe	RV		DTMJ	107	3	4	7	1	0	75	28	0.85	0.60	
Lansdale at Independence	TRI Pointe	LL		DTMJ	90	0	4	6	0	0	3	3	0.12	0.12	
Radiance at Solaire	TRI Pointe	RV		DTMJ	106	4	5	7	0	0	66	25	0.75	0.53	
Bolero at Twelve Bridges	Woodside	LL		DTMJ	144	0	3	9	0	0	121	31	0.83	0.66	
Cabernet at Brady Vineyards	Woodside	RV		DTMJ	38	0	5	6	0	0	7	7	0.46	0.46	
Mbscato at Brady Vineyards	Woodside	RV		DTMJ	80	0	3	7	0	0	2	2	0.13	0.13	
TOTALS: No. Reporting: 69		Avg. Sales: 0.57		Traffic to Sales: 15 : 1				452	720	49	10	3736	1603	Net: 39	
City Codes: RV = Roseville, RK = Rocklin, GB = Granite Bay, LL = Lincoln															

Nevada County					Projects Participating: 1										
					Units	New Rel.	Ref'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD	
Timberwood Estates		Hilbers TSO		GV	DTST	45	0	TSO	0	0	0	26	6	0.13	0.13
TOTALS: No. Reporting: 1		Avg. Sales: 0.00			Traffic to Sales: NA			0	0	0	0	26	6	Net: 0	
City Codes: GV = Grass Valley															

Development Name	Developer	City Code	Notes	Type										
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. Sl's /Week	Av. Sl's /YTD
Parkside at The Rivers	Century	WS		DTMJ	82	0	3	9	0	0	0	0	0.00	0.00
Crestada	Lennar	WL		DTMJ	105	4	6	8	2	0	3	3	0.20	0.20
Iris	Lennar	WL		DTMJ	97	4	5	8	3	0	7	7	0.27	0.27
Lavender	Lennar	WL		DTMJ	78	4	6	8	1	0	14	14	0.66	0.66
The Hdeaway	Meritage	WN		DTMJ	148	5	5	3	1	0	14	14	0.58	0.58
Harvest at Spring Lake	Richmond American	WL		DTMJ	84	0	14	14	0	0	52	18	0.61	0.38
Revival	TimLewis	WL		DTST	72	0	3	3	0	0	10	10	0.33	0.33
TOTALS: No. Reporting: 7		Avg. Sales: 1.00		Traffic to Sales: 8 : 1				42	53	7	0	100	66	Net: 7
City Codes: WS = West Sacramento, WL = Woodland, WN = Winters														

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. Sl's /Week	Av. Sl's /YTD
Zinfandel Ridge II	TimLewis	PLY	DTMJ	40	0	5	2	0	0	17	8	0.26	0.17	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			5	2	0	0	17	8	Net: 0	
City Codes: PLY = Plymouth														

Butte County					Projects Participating: 2									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Amber Lynn Estates	DR Horton	CO	DTST	108	6	8	1	0	0	1	1	0.10	0.10	
Sparrow	DR Horton	CO	DTMJ	86	9	11	7	0	0	3	3	0.12	0.12	
TOTALS: No. Reporting: 2		Avg. Sales: 0.00		Traffic to Sales: NA			19	8	0	0	4	4	Net: 0	
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. Sl's /Week	Av. Sl's /YTD
Ambrosia	DR Horton	OR	DTST	95	8	8	5	0	0	0	0	0.00	0.00	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			8	5	0	0	0	Net: 0		
City Codes: OR= Orland														

Shasta County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sl's /Week	Av. Sl's /YTD
Rio	DR Horton	RD	DTST	50	8	14	0	0	0	12	12	0.48	0.48	
TOTALS: No. Reporting: 1		Avg. Sales: 0.00		Traffic to Sales: NA			14	0	0	0	12	12	Net: 0	
City Codes: RD = Redding														

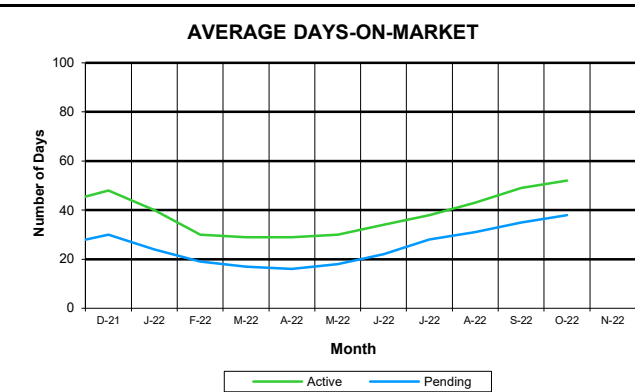
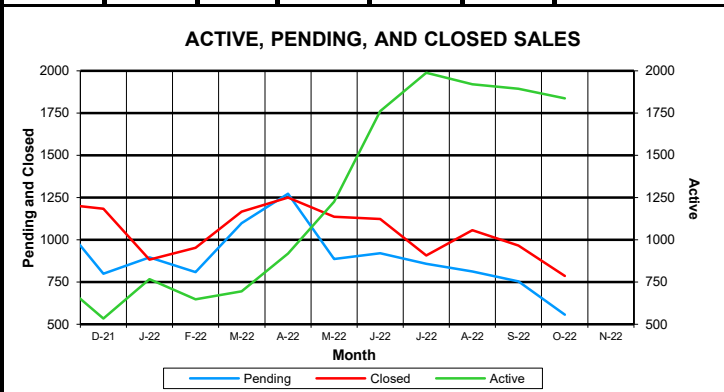
Development Name	Developer	City Code	Notes	Type										
Sutter County					Projects Participating: 1									
					Units	New Rel.	Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Aspire at Garden Glen	K Hovnanian	LO		DTMJ	170	0	3	3	0	1	141	31	1.01	0.66
TOTALS: No. Reporting: 1		Avg. Sales: -1.00		Traffic to Sales: N/A			3	3	0	1	141	31	Net: -1	
City Codes: LO = Live Oak														

Yuba County					Projects Participating: 9									
					Units	New Rel.	Ref'd Rm'g	Traffic	WK's Sales	WK's Cans	Sold to Date	Sold YTD	Av. Sls /Week	Av. Sls /YTD
Cresleigh Meadows at Pumas Ranch	Cresleigh	FLK	Rsv's	DTMJ	111	3	4	5	1	0	91	29	0.63	0.62
Cresleigh Riverside at Pumas Ranch	Cresleigh	FLK		DTMJ	52	0	1	0	0	0	46	1	0.32	0.02
Diamante at Pumas Lake	DR Horton	FLK		DTST	94	1	5	3	1	0	88	65	1.33	1.38
Aspire at Caliterra Ranch	K Hovnanian	WH		DTMJ	145	0	3	3	0	0	17	17	0.50	0.50
Butte Vista at Cobblestone	KB Home	FLK		DTMJ	147	0	4	7	0	0	42	42	1.16	1.16
Cascade Valley at Cobblestone	KB Home	FLK		DTMJ	69	0	3	6	0	0	1	1	0.30	0.30
Windsor Crossing at River Oaks	Lennar	FLK		DTST	168	4	6	9	2	0	100	56	0.88	1.19
Seasons at River Oaks	Richmond American	OL		DTST	83	0	4	1	0	0	71	18	0.72	0.38
Seasons at Thoroughbred Acres	Richmond American	OL		DTMJ	139	0	2	2	0	0	94	21	0.80	0.45
TOTALS: No. Reporting: 9		Avg. Sales: 0.44		Traffic to Sales: 9 : 1				32	36	4	0	550	250	Net: 4
City Codes: FLK = Pumas Lake, WH = Wheatland, OL = Olivehurst														

Sacramento			Projects Participating: 187						
			Rel'd Rm'g	Traffic	Wk's Sales	Wk's Cans	Sold to Date	Sold YTD	Net Sales
GRAND TOTALS: No. Reporting: 184	Avg. Sales: 0.40	Traffic to Sales: 18 : 1	1046	1736	98	25	10234	3820	Net: 73
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 , MDR = Md-Rise , RWHS = Row Houses , SFD = Single Family Detached									
Abbreviations:    SO = Sold Out, TSO = Temporarily Sold Out									

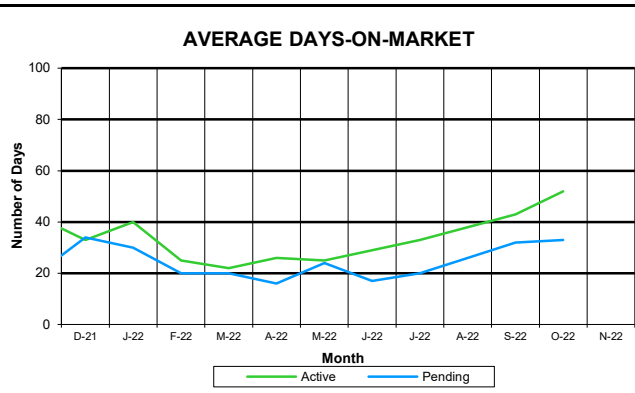
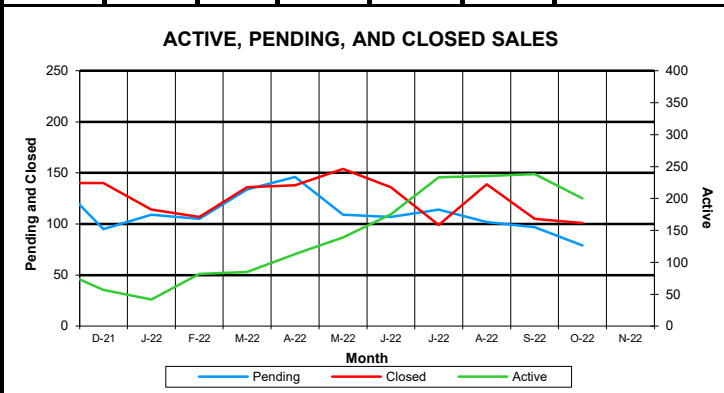
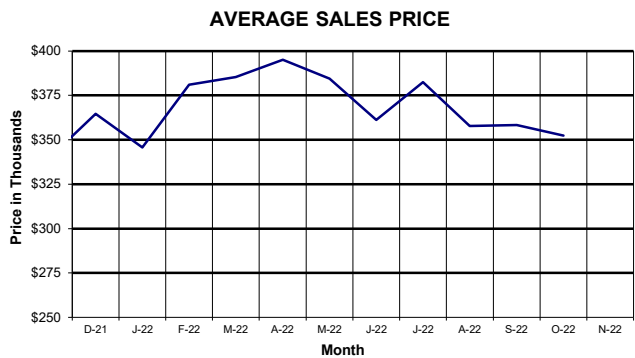
## Sacramento County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	695	29	1,098	17	1,167	617,037
Apr-22	918	29	1,272	16	1,250	625,390
May-22	1,226	30	886	18	1,137	638,117
Jun-22	1,762	34	920	22	1,124	613,511
Jul-22	1,988	38	858	28	908	600,773
Aug-22	1,920	43	812	31	1,057	599,333
Sep-22	1,894	49	755	35	967	576,484
Oct-22	1,837	52	558	38	786	557,084



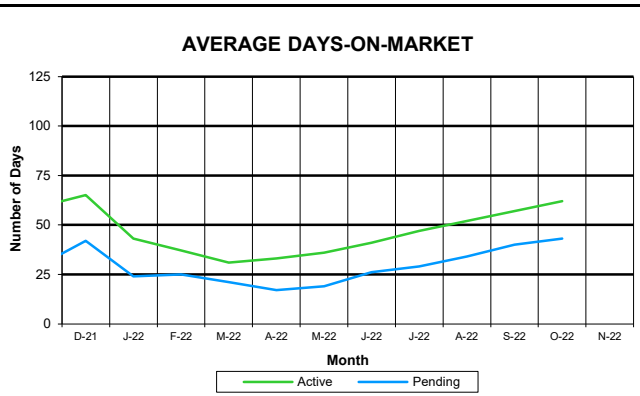
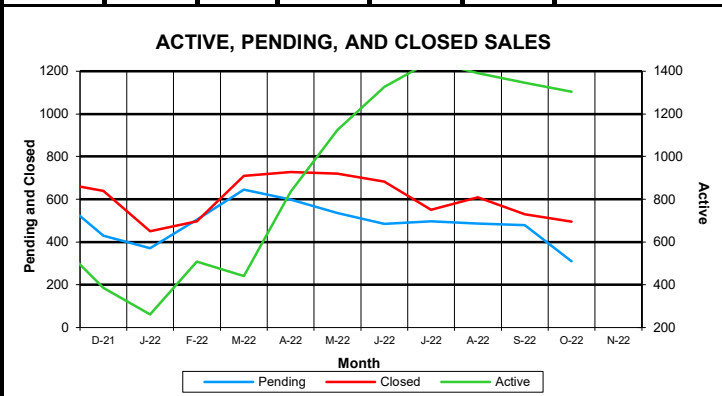
## Sacramento County Attd. Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	85	22	134	20	136	385,298
Apr-22	113	26	146	16	138	394,990
May-22	139	25	109	24	154	384,452
Jun-22	175	29	107	17	136	361,194
Jul-22	233	33	114	20	99	382,416
Aug-22	235	38	102	26	139	357,838
Sep-22	238	43	97	32	105	358,259
Oct-22	200	52	79	33	101	352,295



## Placer - El Dorado Counties SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	440	31	645	21	710	839,492
Apr-22	834	33	598	17	728	813,132
May-22	1,124	36	535	19	720	843,754
Jun-22	1,327	41	484	26	683	803,529
Jul-22	1,449	47	496	29	550	779,001
Aug-22	1,391	52	486	34	609	751,855
Sep-22	1,347	57	478	40	529	726,395
Oct-22	1,304	62	309	43	495	723,990



## Yolo County SFD Monthly MLS Survey

Month	Active	DOM	Pend.	DOM	Clsd.	Avg. Price
Mar-22	86	44	91	22	133	718,155
Apr-22	114	38	103	15	109	698,720
May-22	152	34	97	27	128	750,961
Jun-22	214	37	89	22	121	730,190
Jul-22	242	41	103	34	103	697,744
Aug-22	213	52	93	42	139	712,891
Sep-22	199	58	87	47	98	721,652
Oct-22	187	60	52	47	96	695,309

