CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report
September 2009
All New Home Types

	Sales			Sales		Median Prices			Median Prices	
Metro Area	Sept 08	Sept 09	% change	Aug 09	% change	Sept 08	Sept 09	% change	Aug 09	% change
Statewide	2,580	2,310	-10.5%	2,617	-11.7%	379,700	357,000	-6.0%	369,721	-3.4%
Bakersfield	119	89	-25.2%	110	-19.1%	246,273	210,190	-14.7%	210,190	0.0%
Chico	3	7	133.3%	6	16.7%	286,100	357,000	24.8%	357,000	0.0%
El Centro	30	39	30.0%	19	105.3%	208,276	65,000	-68.8%	192,740	-66.3%
Fresno	125	129	3.2%	140	-7.9%	252,950	253,190	0.1%	249,240	1.6%
Hanford/Corcoran	8	8	0.0%	8	0.0%	224,990	219,999	-2.2%	189,872	15.9%
L.A./Long Beach/Glendale	273	300	9.9%	411	-27.0%	451,946	421,000	-6.8%	459,750	-8.4%
Madera	2	8	300.0%	-1	-900.0%	201,500	387,000	92.1%	—	—
Merced	16	7	-56.3%	7	0.0%	246,240	222,828	-9.5%	192,990	15.5%
Modesto	54	16	-70.4%	56	-71.4%	297,950	269,901	-9.4%	168,490	60.2%
Napa	7	10	42.9%	22	-54.5%	519,900	486,076	-6.5%	463,821	4.8%
Oakland/Fremont/Hayward	244	223	-8.6%	207	7.7%	573,594	471,000	-17.9%	460,967	2.2%
Oxnard/1000 Oaks/Ventura	33	7	-78.8%	40	-82.5%	580,742	318,657	-45.1%	397,250	-19.8%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	632	423	-33.1%	504	-16.1%	341,667	284,740	-16.7%	280,490	1.5%
Sacramento	303	200	-34.0%	222	-9.9%	330,223	340,950	3.2%	330,323	3.2%
Salinas	5	10	100.0%	10	0.0%	523,900	269,500	-48.6%	242,333	11.2%
San Diego/Crlsbad/San Marcos	195	175	-10.3%	223	-21.5%	512,990	478,283	-6.8%	491,495	-2.7%
S.F./San Mateo/Redwood City	90	103	14.4%	118	-12.7%	671,345	626,343	-6.7%	595,724	5.1%
San Jose/Sunnyvale/Sta Clara	121	187	54.5%	159	17.6%	568,941	494,262	-13.1%	519,146	-4.8%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	125	109	-12.8%	151	-27.8%	506,000	601,880	18.9%	466,900	28.9%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	3	1	-66.7%	1	0.0%	674,000	709,000	5.2%	709,000	0.0%
Santa Rosa/Petaluma	16	27	68.8%	4	575.0%	429,993	344,950	-19.8%	336,122	2.6%
Stockton	63	67	6.3%	56	19.6%	347,990	247,999	-28.7%	282,500	-12.2%
Vallejo/Fairfield	33	78	136.4%	74	5.4%	418,657	325,000	-22.4%	325,000	0.0%
Visalia/Porterville	66	69	4.5%	68	1.5%	224,990	207,750	-7.7%	216,657	-4.1%
Yuba City/Marysville	14	18	28.6%	2	800.0%	174,990	228,950	30.8%	168,500	35.9%
Other (Colusa/Glenn)	—	—	—	—	—	—	—	—	—	—

CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report
September 2009
Single-Family Homes

	Sales			Sales		Median Prices			Median Prices	
Metro Area	Sept 08	Sept 09	% change	Aug 09	% change	Sept 08	Sept 09	% change	Aug 09	% change
Statewide	1,759	1,456	-17.2%	1,584	-8.1%	362,900	318,240	-12.3%	318,240	0.0%
Bakersfield	114	88	-22.8%	110	-20.0%	246,370	210,190	-14.7%	210,190	0.0%
Chico	3	7	133.3%	6	16.7%	286,100	357,000	24.8%	357,000	0.0%
El Centro	29	39	34.5%	19	105.3%	208,276	65,000	-68.8%	192,740	-66.3%
Fresno	118	126	6.8%	135	-6.7%	260,757	253,190	-2.9%	253,000	0.1%
Hanford/Corcoran	8	8	0.0%	8	0.0%	224,990	219,999	-2.2%	189,872	15.9%
L.A./Long Beach/Glendale	83	28	-66.3%	50	-44.0%	451,946	614,250	35.9%	423,425	45.1%
Madera	2	8	300.0%	-1	-900.0%	201,500	387,000	92.1%	—	—
Merced	16	7	-56.3%	7	0.0%	246,240	222,828	-9.5%	192,990	15.5%
Modesto	52	14	-73.1%	52	-73.1%	309,950	282,380	-8.9%	168,490	67.6%
Napa	7	10	42.9%	10	0.0%	519,900	486,076	-6.5%	463,821	4.8%
Oakland/Fremont/Hayward	168	148	-11.9%	147	0.7%	725,425	480,000	-33.8%	596,799	-19.6%
Oxnard/1000 Oaks/Ventura	21	—	-100.0%	12	-100.0%	646,557	679,283	5.1%	397,250	71.0%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	547	367	-32.9%	437	-16.0%	356,500	298,490	-16.3%	289,190	3.2%
Sacramento	237	175	-26.2%	181	-3.3%	345,240	350,445	1.5%	338,933	3.4%
Salinas	5	10	100.0%	10	0.0%	523,900	269,500	-48.6%	242,333	11.2%
San Diego/Crlsbad/San Marcos	117	102	-12.8%	120	-15.0%	618,000	608,567	-1.5%	625,150	-2.7%
S.F./San Mateo/Redwood City	7	7	0.0%	13	-46.2%	1,186,250	1,259,380	6.2%	990,000	27.2%
San Jose/Sunnyvale/Sta Clara	9	31	244.4%	23	34.8%	710,233	876,500	23.4%	739,000	18.6%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	44	47	6.8%	57	-17.5%	838,547	783,200	-6.6%	807,990	-3.1%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—	—	—	—	—
Santa Rosa/Petaluma	7	16	128.6%	2	700.0%	499,890	344,950	-31.0%	336,122	2.6%
Stockton	61	66	8.2%	56	17.9%	369,900	257,948	-30.3%	282,500	-8.7%
Vallejo/Fairfield	24	65	170.8%	60	8.3%	506,349	351,500	-30.6%	359,666	-2.3%
Visalia/Porterville	66	69	4.5%	68	1.5%	224,990	207,750	-7.7%	216,657	-4.1%
Yuba City/Marysville	14	18	28.6%	2	800.0%	174,990	228,950	30.8%	168,500	35.9%
Other (Colusa/Glenn)	—	—	—	—	—	—	—	—	—	—

CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report
September 2009
Condominiums

	Sales			Sales		Median Prices			Median Prices	
Metro Area	Sept 08	Sept 09	% change	Aug 09	% change	Sept 08	Sept 09	% change	Aug 09	% change
Statewide	534	597	11.8%	746	-20.0%	451,333	427,720	-5.2%	459,750	-7.0%
Bakersfield	4	1	-75.0%	—	—	82,500	148,990	80.6%	—	—
Chico	—	—	—	—	—	—	—	—	—	—
El Centro	—	—	—	—	—	—	—	—	—	—
Fresno	—	—	—	—	—	—	—	—	—	—
Hanford/Corcoran	—	—	—	—	—	—	—	—	—	—
L.A./Long Beach/Glendale	130	209	60.8%	293	-28.7%	492,000	429,000	-12.8%	504,000	-14.9%
Madera	—	—	—	—	—	—	—	—	—	—
Merced	—	—	—	—	—	—	—	—	—	—
Modesto	1	2	100.0%	3	-33.3%	213,840	164,990	-22.8%	164,990	0.0%
Napa	—	—	—	6	-100.0%	—	—	—	1,084,657	-100.0%
Oakland/Fremont/Hayward	45	50	11.1%	48	4.2%	361,512	406,700	12.5%	355,667	14.3%
Oxnard/1000 Oaks/Ventura	2	—	-100.0%	12	-100.0%	425,748	254,990	-40.1%	371,990	-31.5%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	43	22	-48.8%	23	-4.3%	280,823	280,490	-0.1%	224,785	24.8%
Sacramento	46	18	-60.9%	26	-30.8%	219,740	219,740	0.0%	219,740	0.0%
Salinas	—	—	—	—	—	—	—	—	—	—
San Diego/Crlsbad/San Marcos	51	63	23.5%	73	-13.7%	346,300	342,333	-1.1%	408,750	-16.2%
S.F./San Mateo/Redwood City	78	96	23.1%	102	-5.9%	638,880	626,343	-2.0%	575,000	8.9%
San Jose/Sunnyvale/Sta Clara	74	98	32.4%	89	10.1%	553,900	427,720	-22.8%	482,250	-11.3%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	45	20	-55.6%	60	-66.7%	442,657	420,567	-5.0%	398,990	5.4%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	3	1	-66.7%	1	0.0%	674,000	709,000	5.2%	709,000	0.0%
Santa Rosa/Petaluma	2	9	350.0%	1	800.0%	387,242	299,000	-22.8%	299,000	0.0%
Stockton	2	1	-50.0%	—	—	121,900	247,999	103.4%	—	—
Vallejo/Fairfield	8	7	-12.5%	9	-22.2%	157,990	126,157	-20.1%	126,157	0.0%
Visalia/Porterville	—	—	—	—	—	—	—	—	—	—
Yuba City/Marysville	—	—	—	—	—	—	—	—	—	—
Other (Colusa/Glenn)	—	—	—	—	—	—	—	—	—	—

CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report
September 2009
Townhomes & Plexes

	Sales			Sales		Median Prices			Median Prices	
Metro Area	Sept 08	Sept 09	% change	Aug 09	% change	Sept 08	Sept 09	% change	Aug 09	% change
Statewide	287	257	-10.5%	287	-10.5%	410,990	410,500	-0.1%	404,500	1.5%
Bakersfield	1	—	-100.0%	—	—	199,990	—	-100.0%	—	—
Chico	—	—	—	—	—	—	—	—	—	—
El Centro	1	—	-100.0%	—	—	149,950	—	-100.0%	—	—
Fresno	7	3	-57.1%	5	-40.0%	205,990	156,009	-24.3%	156,009	0.0%
Hanford/Corcoran	—	—	—	—	—	—	—	—	—	—
L.A./Long Beach/Glendale	60	63	5.0%	68	-7.4%	367,286	330,188	-10.1%	404,500	-18.4%
Madera	—	—	—	—	—	—	—	—	—	—
Merced	—	—	—	—	—	—	—	—	—	—
Modesto	1	—	-100.0%	1	-100.0%	183,990	—	-100.0%	139,990	-100.0%
Napa	—	—	—	6	-100.0%	—	—	—	276,333	-100.0%
Oakland/Fremont/Hayward	31	25	-19.4%	12	108.3%	580,400	513,900	-11.5%	500,900	2.6%
Oxnard/1000 Oaks/Ventura	10	7	-30.0%	16	-56.3%	384,990	318,657	-17.2%	333,233	-4.4%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	42	34	-19.0%	44	-22.7%	282,596	223,718	-20.8%	249,090	-10.2%
Sacramento	20	7	-65.0%	15	-53.3%	213,633	282,333	32.2%	215,833	30.8%
Salinas	—	—	—	—	—	—	—	—	—	—
San Diego/Crlsbad/San Marcos	27	10	-63.0%	30	-66.7%	367,400	317,233	-13.7%	315,567	0.5%
S.F./San Mateo/Redwood City	5	—	-100.0%	3	-100.0%	610,857	—	-100.0%	405,000	-100.0%
San Jose/Sunnyvale/Sta Clara	38	58	52.6%	47	23.4%	568,941	612,223	7.6%	541,667	13.0%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	36	42	16.7%	34	23.5%	458,487	440,150	-4.0%	465,750	-5.5%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—	—	—	—	—
Santa Rosa/Petaluma	7	2	-71.4%	1	100.0%	425,000	464,994	9.4%	464,994	0.0%
Stockton	—	—	—	—	—	—	—	—	—	—
Vallejo/Fairfield	1	6	500.0%	5	20.0%	475,900	254,734	-46.5%	253,019	0.7%
Visalia/Porterville	—	—	—	—	—	—	—	—	—	—
Yuba City/Marysville	—	—	—	—	—	—	—	—	—	—
Other (Colusa/Glenn)	—	—	—	—	—	—	—	—	—	—