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

	Sales			Sales		Median Prices			Median Prices	
Metro Area	May 08	May 09	% change	Apr. 09	% change	May 08	May 09	% change	Apr. 09	% change
Statewide	4,094	3,019	-26.3%	2,771	8.9%	381,240	362,390	-4.9%	347,000	4.4%
Bakersfield	155	136	-12.3%	145	-6.2%	265,990	208,610	-21.6%	215,640	-3.3%
Chico	33	3	-90.9%	6	-50.0%	239,250	381,988	59.7%	359,000	6.4%
El Centro	25	27	8.0%	27	0.0%	242,845	186,990	-23.0%	240,000	-22.1%
Fresno	147	176	19.7%	134	31.3%	275,000	257,233	-6.5%	239,950	7.2%
Hanford/Corcoran	19	14	-26.3%	10	40.0%	257,390	228,133	-11.4%	299,000	-23.7%
L.A./Long Beach/Glendale	448	408	-8.9%	264	54.5%	416,567	499,000	19.8%	385,000	29.6%
Madera	13	9	-30.8%	6	50.0%	236,200	281,000	19.0%	249,000	12.9%
Merced	73	10	-86.3%	18	-44.4%	267,490	202,490	-24.3%	199,990	1.3%
Modesto	88	47	-46.6%	19	147.4%	317,000	262,490	-17.2%	285,990	-8.2%
Napa	11	19	72.7%	8	137.5%	693,900	578,617	-16.6%	565,840	2.3%
Oakland/Fremont/Hayward	347	253	-27.1%	269	-5.9%	528,308	500,900	-5.2%	479,000	4.6%
Oxnard/1000 Oaks/Ventura	82	35	-57.3%	37	-5.4%	429,950	387,333	-9.9%	390,000	-0.7%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	905	551	-39.1%	574	-4.0%	350,240	285,625	-18.4%	300,290	-4.9%
Sacramento	505	346	-31.5%	290	19.3%	314,590	329,390	4.7%	292,900	12.5%
Salinas	9	11	22.2%	10	10.0%	276,500	399,000	44.3%	260,000	53.5%
San Diego/Crlsbad/San Marcos	333	217	-34.8%	211	2.8%	450,000	500,500	11.2%	497,900	0.5%
S.F./San Mateo/Redwood City	164	151	-7.9%	142	6.3%	682,660	702,500	2.9%	635,000	10.6%
San Jose/Sunnyvale/Sta Clara	228	163	-28.5%	169	-3.6%	578,950	539,900	-6.7%	489,990	10.2%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	216	187	-13.4%	153	22.2%	550,000	596,900	8.5%	599,000	-0.4%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	3	3	0.0%	4	-25.0%	374,000	674,000	80.2%	639,000	5.5%
Santa Rosa/Petaluma	36	12	-66.7%	17	-29.4%	383,910	384,790	0.2%	384,990	-0.1%
Stockton	83	77	-7.2%	105	-26.7%	348,984	282,500	-19.1%	249,990	13.0%
Vallejo/Fairfield	57	66	15.8%	34	94.1%	471,250	374,740	-20.5%	319,000	17.5%
Visalia/Porterville	80	75	-6.3%	85	-11.8%	243,740	201,275	-17.4%	199,990	0.6%
Yuba City/Marysville	34	23	-32.4%	33	-30.3%	286,790	233,190	-18.7%	237,000	-1.6%
Other (Colusa/Glenn)	—	—	—	1	-100.0%	282,933	—	-100.0%	204,750	-100.0%

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

	Sales			Sales		Median Prices			Median Prices	
Metro Area	May 08	May 09	% change	Apr. 09	% change	May 08	May 09	% change	Apr. 09	% change
Statewide	2,741	1,917	-30.1%	1,881	1.9%	367,190	326,082	-11.2%	319,990	1.9%
Bakersfield	152	132	-13.2%	142	-7.0%	268,240	208,610	-22.2%	215,640	-3.3%
Chico	32	3	-90.6%	6	-50.0%	239,250	381,988	59.7%	359,000	6.4%
El Centro	21	27	28.6%	27	0.0%	246,000	186,990	-24.0%	240,000	-22.1%
Fresno	145	171	17.9%	131	30.5%	275,000	257,233	-6.5%	239,950	7.2%
Hanford/Corcoran	19	14	-26.3%	10	40.0%	257,390	228,133	-11.4%	299,000	-23.7%
L.A./Long Beach/Glendale	163	63	-61.3%	88	-28.4%	402,490	324,990	-19.3%	389,000	-16.5%
Madera	13	9	-30.8%	6	50.0%	236,200	281,000	19.0%	249,000	12.9%
Merced	74	10	-86.5%	18	-44.4%	267,490	202,490	-24.3%	199,990	1.3%
Modesto	84	43	-48.8%	19	126.3%	322,362	285,950	-11.3%	285,990	0.0%
Napa	11	19	72.7%	8	137.5%	693,900	578,617	-16.6%	565,840	2.3%
Oakland/Fremont/Hayward	223	165	-26.0%	171	-3.5%	579,000	643,880	11.2%	578,000	11.4%
Oxnard/1000 Oaks/Ventura	41	13	-68.3%	11	18.2%	579,838	504,000	-13.1%	559,000	-9.8%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	792	476	-39.9%	495	-3.8%	361,323	289,790	-19.8%	317,990	-8.9%
Sacramento	378	287	-24.1%	239	20.1%	339,590	346,390	2.0%	307,990	12.5%
Salinas	9	11	22.2%	10	10.0%	276,500	399,000	44.3%	260,000	53.5%
San Diego/Crlsbad/San Marcos	167	108	-35.3%	108	0.0%	688,718	650,000	-5.6%	640,000	1.6%
S.F./San Mateo/Redwood City	12	7	-41.7%	12	-41.7%	1,074,427	1,574,500	46.5%	849,990	85.2%
San Jose/Sunnyvale/Sta Clara	51	30	-41.2%	30	0.0%	948,450	700,266	-26.2%	739,000	-5.2%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	97	92	-5.2%	70	31.4%	828,213	840,000	1.4%	850,000	-1.2%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—	—	—	—	—
Santa Rosa/Petaluma	13	12	-7.7%	30	-60.0%	539,900	384,790	-28.7%	384,990	-0.1%
Stockton	79	74	-6.3%	102	-27.5%	351,240	282,500	-19.6%	250,000	13.0%
Vallejo/Fairfield	51	53	3.9%	30	76.7%	471,250	396,092	-15.9%	325,990	21.5%
Visalia/Porterville	80	75	-6.3%	85	-11.8%	243,740	201,275	-17.4%	199,990	0.6%
Yuba City/Marysville	34	23	-32.4%	33	-30.3%	286,790	233,190	-18.7%	237,000	-1.6%
Other (Colusa/Glenn)	—	—	—	—	—	282,933	—	-100.0%	—	—

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

	Sales			Sales		Median Prices			Median Prices	
Metro Area	May 08	May 09	% change	Apr. 09	% change	May 08	May 09	% change	Apr. 09	% change
Statewide	861	726	-15.7%	545	33.2%	454,556	511,000	12.4%	449,000	13.8%
Bakersfield	3	4	33.3%	3	33.3%	82,500	164,490	99.4%	187,990	-12.5%
Chico	—	—	—	—	—	—	—	—	—	—
El Centro	—	—	—	—	—	—	—	—	—	—
Fresno	—	—	—	—	—	—	—	—	—	—
Hanford/Corcoran	—	—	—	—	—	—	—	—	—	—
L.A./Long Beach/Glendale	197	280	42.1%	127	120.5%	501,833	551,000	9.8%	474,000	16.2%
Madera	—	—	—	—	—	—	—	—	—	—
Merced	-1	—	-100.0%	—	—	—	—	—	—	—
Modesto	3	4	33.3%	—	—	217,833	170,061	-21.9%	—	—
Napa	—	—	—	—	—	—	—	—	—	—
Oakland/Fremont/Hayward	81	52	-35.8%	57	-8.8%	449,000	352,500	-21.5%	395,000	-10.8%
Oxnard/1000 Oaks/Ventura	2	5	150.0%	—	—	385,567	251,990	-34.6%	—	—
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	33	16	-51.5%	19	-15.8%	210,918	250,390	18.7%	299,900	-16.5%
Sacramento	98	29	-70.4%	23	26.1%	212,980	219,740	3.2%	179,000	22.8%
Salinas	—	—	—	—	—	—	—	—	—	—
San Diego/Crlsbad/San Marcos	110	65	-40.9%	80	-18.8%	340,736	342,333	0.5%	362,000	-5.4%
S.F./San Mateo/Redwood City	145	144	-0.7%	130	10.8%	671,345	677,500	0.9%	625,880	8.2%
San Jose/Sunnyvale/Sta Clara	114	73	-36.0%	84	-13.1%	519,444	487,531	-6.1%	441,817	10.3%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	65	43	-33.8%	26	65.4%	434,995	440,650	1.3%	370,000	19.1%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	3	3	0.0%	4	-25.0%	374,000	674,000	80.2%	639,000	5.5%
Santa Rosa/Petaluma	2	—	-100.0%	-15	-100.0%	387,242	—	-100.0%	—	—
Stockton	4	3	-25.0%	3	0.0%	318,233	250,567	-21.3%	245,900	1.9%
Vallejo/Fairfield	2	5	150.0%	3	66.7%	420,990	374,740	-11.0%	114,990	225.9%
Visalia/Porterville	—	—	—	—	—	—	—	—	—	—
Yuba City/Marysville	—	—	—	—	—	—	—	—	—	—
Other (Colusa/Glenn)	—	—	—	1	-100.0%	—	—	—	204,750	-100.0%

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

	Sales			Sales		Median Prices			Median Prices	
Metro Area	May 08	May 09	% change	Apr. 09	% change	May 08	May 09	% change	Apr. 09	% change
Statewide	492	376	-23.6%	345	9.0%	398,333	389,490	-2.2%	375,990	3.6%
Bakersfield	—	—	—	—	—	—	—	—	—	—
Chico	1	—	-100.0%	—	—	228,900	—	-100.0%	—	—
El Centro	4	—	-100.0%	—	—	173,631	—	-100.0%	—	—
Fresno	2	5	150.0%	3	66.7%	214,240	169,990	-20.7%	132,490	28.3%
Hanford/Corcoran	—	—	—	—	—	—	—	—	—	—
L.A./Long Beach/Glendale	88	65	-26.1%	49	32.7%	398,333	379,000	-4.9%	275,990	37.3%
Madera	—	—	—	—	—	—	—	—	—	—
Merced	—	—	—	—	—	—	—	—	—	—
Modesto	1	—	-100.0%	—	—	244,990	—	-100.0%	—	—
Napa	—	—	—	—	—	—	—	—	—	—
Oakland/Fremont/Hayward	43	36	-16.3%	41	-12.2%	518,000	495,722	-4.3%	472,608	4.9%
Oxnard/1000 Oaks/Ventura	39	17	-56.4%	26	-34.6%	375,667	386,250	2.8%	370,000	4.4%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	80	59	-26.3%	60	-1.7%	300,630	242,554	-19.3%	255,000	-4.9%
Sacramento	29	30	3.4%	28	7.1%	226,323	221,817	-2.0%	240,000	-7.6%
Salinas	—	—	—	—	—	—	—	—	—	—
San Diego/Crlsbad/San Marcos	56	44	-21.4%	23	91.3%	366,900	351,150	-4.3%	384,990	-8.8%
S.F./San Mateo/Redwood City	7	—	-100.0%	—	—	589,000	—	-100.0%	—	—
San Jose/Sunnyvale/Sta Clara	63	60	-4.8%	55	9.1%	578,950	548,283	-5.3%	540,000	1.5%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	54	52	-3.7%	57	-8.8%	451,567	465,750	3.1%	443,000	5.1%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—	—	—	—	—
Santa Rosa/Petaluma	21	—	-100.0%	2	-100.0%	201,667	—	-100.0%	440,000	-100.0%
Stockton	—	—	—	—	—	—	—	—	—	—
Vallejo/Fairfield	4	8	100.0%	1	700.0%	487,567	234,450	-51.9%	239,900	-2.3%
Visalia/Porterville	—	—	—	—	—	—	—	—	—	—
Yuba City/Marysville	—	—	—	—	—	—	—	—	—	—
Other (Colusa/Glenn)	—	—	—	—	—	—	—	—	—	—