

**CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report**  
**July 2008**  
**All New Home Types**

Metro Area	Sales			Sales		Median Prices			Median Prices	
	July 07	July 08	% change	June 08	% change	July 07	July 08	% change	June 08	% change
<b>Statewide</b>	5,437	2,348	-56.8%	2,712	-13.4%	419,990	369,991	-11.9%	365,000	1.4%
<b>Bakersfield</b>	225	76	-66.2%	123	-38.2%	287,392	249,900	-13.0%	265,555	-5.9%
<b>Chico</b>	16	8	-50.0%	6	33.3%	340,990	300,990	-11.7%	335,950	-10.4%
<b>El Centro</b>	66	31	-53.0%	20	55.0%	293,990	241,990	-17.7%	237,990	1.7%
<b>Fresno</b>	294	158	-46.3%	191	-17.3%	289,490	265,990	-8.1%	247,340	7.5%
<b>Hanford/Corcoran</b>	26	15	-42.3%	18	-16.7%	296,490	219,990	-25.8%	286,000	-23.1%
<b>L.A./Long Beach/Glendale</b>	583	207	-64.5%	182	13.7%	479,000	409,990	-14.4%	387,990	5.7%
<b>Madera</b>	38	8	-78.9%	4	100.0%	249,000	269,950	8.4%	254,990	5.9%
<b>Merced</b>	72	12	-83.3%	47	-74.5%	300,529	276,990	-7.8%	279,990	-1.1%
<b>Modesto</b>	123	84	-31.7%	50	68.0%	399,000	314,990	-21.1%	299,990	5.0%
<b>Napa</b>	13	12	-7.7%	14	-14.3%	762,900	632,400	-17.1%	700,000	-9.7%
<b>Oakland/Fremont/Hayward</b>	455	190	-58.2%	211	-10.0%	637,950	539,000	-15.5%	549,000	-1.8%
<b>Oxnard/1000 Oaks/Ventura</b>	107	43	-59.8%	83	-48.2%	609,990	397,975	-34.8%	439,950	-9.5%
<b>Redding</b>	—	—	—	—	—	—	—	—	—	—
<b>Riverside/San Bern./Ontario</b>	1244	466	-62.5%	615	-24.2%	414,990	331,990	-20.0%	336,950	-1.5%
<b>Sacramento</b>	563	226	-59.9%	391	-42.2%	394,990	334,990	-15.2%	329,990	1.5%
<b>Salinas</b>	43	16	-62.8%	18	-11.1%	441,000	529,000	20.0%	385,950	37.1%
<b>San Diego/Crlsbad/San Marcos</b>	557	211	-62.1%	151	39.7%	429,900	495,000	15.1%	447,990	10.5%
<b>S.F./San Mateo/Redwood City</b>	125	58	-53.6%	79	-26.6%	815,880	650,880	-20.2%	680,000	-4.3%
<b>San Jose/Sunnyvale/Sta Clara</b>	144	180	25.0%	140	28.6%	694,000	539,900	-22.2%	599,722	-10.0%
<b>San Luis Obispo/Paso Robles</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Ana/Anaheim/Irvine</b>	181	143	-21.0%	179	-20.1%	666,880	600,000	-10.0%	579,000	3.6%
<b>Sta Barbara/Sta Maria/Goleta</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Cruz/Watsonville</b>	11	—	-100.0%	2	-100.0%	389,000	—	-100.0%	359,000	-100.0%
<b>Santa Rosa/Petaluma</b>	53	8	-84.9%	25	-68.0%	519,950	450,740	-13.3%	449,900	0.2%
<b>Stockton</b>	164	94	-42.7%	42	123.8%	425,990	339,000	-20.4%	328,865	3.1%
<b>Vallejo/Fairfield</b>	80	26	-67.5%	30	-13.3%	491,990	442,992	-10.0%	495,000	-10.5%
<b>Visalia/Porterville</b>	167	50	-70.1%	68	-26.5%	280,990	218,999	-22.1%	255,990	-14.5%
<b>Yuba City/Marysville</b>	82	20	-75.6%	23	-13.0%	314,990	265,990	-15.6%	279,990	-5.0%
<b>Other (Colusa/Glenn)</b>	5	6	20.0%	—	—	340,900	279,900	-17.9%	—	—

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**Single-Family Homes**

Metro Area	Sales			Sales		Median Prices			Median Prices	
	July 07	July 08	% change	June 08	% change	July 07	July 08	% change	June 08	% change
Statewide	3,699	1,686	-54.4%	1,965	-14.2%	419,990	346,990	-17.4%	349,000	-0.6%
Bakersfield	220	76	-65.5%	123	-38.2%	289,000	249,900	-13.5%	265,555	-5.9%
Chico	16	8	-50.0%	6	33.3%	340,990	300,990	-11.7%	335,950	-10.4%
El Centro	58	30	-48.3%	19	57.9%	306,990	241,990	-21.2%	237,990	1.7%
Fresno	233	160	-31.3%	166	-3.6%	299,000	265,990	-11.0%	258,900	2.7%
Hanford/Corcoran	26	15	-42.3%	18	-16.7%	296,490	219,990	-25.8%	286,000	-23.1%
L.A./Long Beach/Glendale	207	101	-51.2%	92	9.8%	379,990	399,000	5.0%	340,000	17.4%
Madera	38	8	-78.9%	4	100.0%	249,000	269,950	8.4%	254,990	5.9%
Merced	72	12	-83.3%	47	-74.5%	300,529	276,990	-7.8%	279,990	-1.1%
Modesto	113	80	-29.2%	48	66.7%	418,990	319,900	-23.6%	299,990	6.6%
Napa	12	12	0.0%	14	-14.3%	762,900	632,400	-17.1%	700,000	-9.7%
Oakland/Fremont/Hayward	261	118	-54.8%	153	-22.9%	789,900	761,380	-3.6%	629,777	20.9%
Oxnard/1000 Oaks/Ventura	73	11	-84.9%	35	-68.6%	655,990	769,950	17.4%	689,000	11.7%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	1072	439	-59.0%	532	-17.5%	425,990	334,800	-21.4%	349,990	-4.3%
Sacramento	433	194	-55.2%	340	-42.9%	429,950	354,990	-17.4%	334,990	6.0%
Salinas	30	16	-46.7%	18	-11.1%	491,400	529,000	7.7%	385,950	37.1%
San Diego/Crlsbad/San Marcos	178	115	-35.4%	68	69.1%	728,990	645,900	-11.4%	695,900	-7.2%
S.F./San Mateo/Redwood City	36	10	-72.2%	8	25.0%	850,880	998,000	17.3%	1,299,000	-23.2%
San Jose/Sunnyvale/Sta Clara	41	20	-51.2%	17	17.6%	898,800	793,000	-11.8%	898,000	-11.7%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	83	71	-14.5%	81	-12.3%	945,000	803,000	-15.0%	879,900	-8.7%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—	—	—	—	—
Santa Rosa/Petaluma	39	7	-82.1%	19	-63.2%	553,950	459,990	-17.0%	459,900	0.0%
Stockton	144	84	-41.7%	40	110.0%	455,990	349,950	-23.3%	339,000	3.2%
Vallejo/Fairfield	62	24	-61.3%	26	-7.7%	552,000	450,990	-18.3%	501,860	-10.1%
Visalia/Porterville	164	50	-69.5%	68	-26.5%	280,990	218,999	-22.1%	255,990	-14.5%
Yuba City/Marysville	83	20	-75.9%	23	-13.0%	314,990	265,990	-15.6%	279,990	-5.0%
Other (Colusa/Glenn)	5	5	0.0%	—	—	340,900	294,900	-13.5%	—	—

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**July 2008**  
**Condominiums**

Metro Area	Sales			Sales		Median Prices			Median Prices	
	July 07	July 08	% change	June 08	% change	July 07	July 08	% change	June 08	% change
Statewide	1,248	417	-66.6%	393	6.1%	402,500	469,000	16.5%	435,900	7.6%
Bakersfield	3	—	-100.0%	—	—	169,950	—	-100.0%	—	—
Chico	-1	—	-100.0%	—	—	—	—	—	—	—
El Centro	—	—	—	—	—	—	—	—	—	—
Fresno	48	—	-100.0%	—	—	240,000	—	-100.0%	—	—
Hanford/Corcoran	—	—	—	—	—	—	—	—	—	—
L.A./Long Beach/Glendale	297	78	-73.7%	56	39.3%	499,000	499,900	0.2%	407,000	22.8%
Madera	—	—	—	—	—	—	—	—	—	—
Merced	—	—	—	—	—	—	—	—	—	—
Modesto	4	1	-75.0%	2	-50.0%	269,000	225,315	-16.2%	204,205	10.3%
Napa	—	—	—	—	—	—	—	—	—	—
Oakland/Fremont/Hayward	147	45	-69.4%	42	7.1%	469,900	445,880	-5.1%	479,990	-7.1%
Oxnard/1000 Oaks/Ventura	18	5	-72.2%	15	-66.7%	519,060	385,000	-25.8%	395,990	-2.8%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	97	-5	-105.2%	23	-121.7%	309,900	234,990	-24.2%	319,900	-26.5%
Sacramento	90	27	-70.0%	42	-35.7%	269,990	221,990	-17.8%	279,990	-20.7%
Salinas	2	—	-100.0%	—	—	365,000	—	-100.0%	—	—
San Diego/Crlsbad/San Marcos	297	63	-78.8%	39	61.5%	335,990	359,990	7.1%	406,674	-11.5%
S.F./San Mateo/Redwood City	89	48	-46.1%	46	4.3%	689,000	569,900	-17.3%	760,000	-25.0%
San Jose/Sunnyvale/Sta Clara	73	109	49.3%	69	58.0%	540,000	529,000	-2.0%	529,000	0.0%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	32	35	9.4%	51	-31.4%	439,000	399,000	-9.1%	410,990	-2.9%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	11	—	-100.0%	2	-100.0%	389,000	—	-100.0%	359,000	-100.0%
Santa Rosa/Petaluma	9	—	-100.0%	4	-100.0%	402,500	—	-100.0%	425,000	-100.0%
Stockton	20	10	-50.0%	2	400.0%	225,990	140,000	-38.1%	179,900	-22.2%
Vallejo/Fairfield	10	—	-100.0%	—	—	346,800	—	-100.0%	—	—
Visalia/Porterville	3	—	-100.0%	—	—	195,965	—	-100.0%	—	—
Yuba City/Marysville	-1	—	-100.0%	—	—	—	—	—	—	—
Other (Colusa/Glenn)	—	1	—	—	—	—	201,950	—	—	—

