

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

Metro Area	Sales			Median Prices		
	2008	2007	% change	2008	2007	% change
Statewide	36,445	64,227	-43.3%	335,990	400,195	-16.0%
Bakersfield	1,379	2,503	-44.9%	257,990	293,990	-12.2%
Chico	105	186	-43.5%	327,500	328,200	-0.2%
El Centro	408	692	-41.0%	249,990	293,990	-15.0%
Fresno	1,968	2,913	-32.4%	266,999	296,000	-9.8%
Hanford/Corcoran	199	320	-37.8%	265,990	299,000	-11.0%
L.A./Long Beach/Glendale	3,555	6,839	-48.0%	447,000	495,920	-9.9%
Madera	129	317	-59.3%	265,990	293,950	-9.5%
Merced	491	1,017	-51.7%	282,900	338,900	-16.5%
Modesto	675	1,205	-44.0%	325,000	406,990	-20.1%
Napa	140	119	17.6%	689,900	714,000	-3.4%
Oakland/Fremont/Hayward	3,313	5,391	-38.5%	549,900	620,000	-11.3%
Oxnard/1000 Oaks/Ventura	606	1,057	-42.7%	452,000	581,000	-22.2%
Redding	—	—	—	—	—	—
Riverside/San Bern./Ontario	7,890	15,571	-49.3%	349,900	419,990	-16.7%
Sacramento	4,545	6,385	-28.8%	329,990	399,990	-17.5%
Salinas	130	356	-63.5%	464,900	486,000	-4.3%
San Diego/Crisbad/San Marcos	2,642	6,235	-57.6%	499,990	459,990	8.7%
S.F./San Mateo/Redwood City	1,281	1,503	-14.8%	709,000	739,000	-4.1%
San Jose/Sunnyvale/Sta Clara	1,840	2,270	-18.9%	594,950	663,000	-10.3%
San Luis Obispo/Paso Robles	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	1,969	2,859	-31.1%	518,000	649,000	-20.2%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—
Santa Cruz/Watsonville	28	97	-71.1%	659,000	451,000	46.1%
Santa Rosa/Petaluma	265	650	-59.2%	459,990	509,900	-9.8%
Stockton	1,083	2,170	-50.1%	359,900	452,000	-20.4%
Vallejo/Fairfield	573	937	-38.8%	440,990	523,900	-15.8%
Visalia/Porterville	908	1,744	-47.9%	231,990	287,490	-19.3%
Yuba City/Marysville	302	840	-64.0%	274,990	319,990	-14.1%
Other (Colusa/Glenn)	21	51	-58.8%	274,990	330,990	-16.9%

**CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report
2008
Single-Family Homes**

Metro Area	Sales			Median Prices		
	2008	2007	% change	2008	2007	% change
Statewide	25,126	44,331	-43.3%	315,000	399,900	-21.2%
Bakersfield	1,367	2,466	-44.6%	258,115	295,500	-12.7%
Chico	97	150	-35.3%	335,950	339,000	-0.9%
El Centro	381	651	-41.5%	253,000	294,990	-14.2%
Fresno	1,910	2,791	-31.6%	270,900	298,990	-9.4%
Hanford/Corcoran	199	320	-37.8%	265,990	299,000	-11.0%
L.A./Long Beach/Glendale	1,388	2,592	-46.5%	395,000	447,590	-11.7%
Madera	129	317	-59.3%	265,990	293,950	-9.5%
Merced	492	1,016	-51.6%	282,900	338,900	-16.5%
Modesto	628	1,114	-43.6%	330,000	417,990	-21.1%
Napa	122	101	20.8%	694,900	730,900	-4.9%
Oakland/Fremont/Hayward	1,965	2,838	-30.8%	679,000	816,950	-16.9%
Oxnard/1000 Oaks/Ventura	272	610	-55.4%	689,000	749,950	-8.1%
Redding	—	—	—	—	—	—
Riverside/San Bern./Ontario	6,870	13,761	-50.1%	360,000	432,225	-16.7%
Sacramento	3,598	5,458	-34.1%	354,990	436,950	-18.8%
Salinas	125	255	-51.0%	469,000	544,500	-13.9%
San Diego/Crisbad/San Marcos	1,438	2,268	-36.6%	689,990	744,948	-7.4%
S.F./San Mateo/Redwood City	122	142	-14.1%	1,072,000	868,880	23.4%
San Jose/Sunnyvale/Sta Clara	346	576	-39.9%	849,900	815,000	4.3%
San Luis Obispo/Paso Robles	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	790	1,216	-35.0%	874,990	1,034,000	-15.4%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—
Santa Cruz/Watsonville	8	—	—	946,000	—	—
Santa Rosa/Petaluma	180	387	-53.5%	474,900	557,300	-14.8%
Stockton	1,000	1,907	-47.6%	367,052	470,000	-21.9%
Vallejo/Fairfield	472	764	-38.2%	465,990	583,450	-20.1%
Visalia/Porterville	908	1,744	-47.9%	231,990	287,490	-19.3%
Yuba City/Marysville	301	839	-64.1%	274,990	319,990	-14.1%
Other (Colusa/Glenn)	18	48	-62.5%	279,900	335,050	-16.5%

**CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report
2008
Condominiums**

Metro Area	Sales			Median Prices		
	2008	2007	% change	2008	2007	% change
Statewide	7,199	13,668	-47.3%	479,000	419,950	14.1%
Bakersfield	9	16	-43.8%	75,000	169,950	-55.9%
Chico	4	31	-87.1%	159,500	184,900	-13.7%
El Centro	—	—	—	—	—	—
Fresno	2	72	-97.2%	184,500	240,000	-23.1%
Hanford/Corcoran	—	—	—	—	—	—
L.A./Long Beach/Glendale	1,592	3,298	-51.7%	517,990	515,000	0.6%
Madera	—	—	—	—	—	—
Merced	(1)	1	-200.0%	—	259,500	-100.0%
Modesto	44	73	-39.7%	229,950	269,000	-14.5%
Napa	—	—	—	—	—	—
Oakland/Fremont/Hayward	938	1,830	-48.7%	440,000	440,000	0.0%
Oxnard/1000 Oaks/Ventura	77	187	-58.8%	395,990	513,990	-23.0%
Redding	—	—	—	—	—	—
Riverside/San Bern./Ontario	327	953	-65.7%	277,000	325,000	-14.8%
Sacramento	541	481	12.5%	225,000	264,990	-15.1%
Salinas	4	58	-93.1%	289,000	350,000	-17.4%
San Diego/Crisbad/San Marcos	779	2,917	-73.3%	354,000	329,990	7.3%
S.F./San Mateo/Redwood City	1,098	1,330	-17.4%	695,000	689,000	0.9%
San Jose/Sunnyvale/Sta Clara	916	1,086	-15.7%	530,000	539,000	-1.7%
San Luis Obispo/Paso Robles	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	660	754	-12.5%	409,000	439,000	-6.8%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—
Santa Cruz/Watsonville	20	97	-79.4%	639,000	451,000	41.7%
Santa Rosa/Petaluma	34	159	-78.6%	459,990	437,500	5.1%
Stockton	83	263	-68.4%	152,990	180,000	-15.0%
Vallejo/Fairfield	68	58	17.2%	169,990	346,800	-51.0%
Visalia/Porterville	—	—	—	—	—	—
Yuba City/Marysville	1	1	0.0%	139,900	139,900	0.0%
Other (Colusa/Glenn)	3	3	0.0%	201,950	212,950	-5.2%

**CBIA/Hanley Wood Market Intelligence New Home Sales and Pricing Report
2008
Townhomes & Plexes**

Metro Area	Sales			Median Prices		
	2008	2007	% change	2008	2007	% change
Statewide	4,120	6,228	-33.8%	359,990	420,770	-14.4%
Bakersfield	3	21	-85.7%	199,990	219,900	-9.1%
Chico	4	5	-20.0%	228,900	249,500	-8.3%
El Centro	27	41	-34.1%	170,627	200,282	-14.8%
Fresno	56	50	12.0%	206,990	218,990	-5.5%
Hanford/Corcoran	—	—	—	—	—	—
L.A./Long Beach/Glendale	575	949	-39.4%	409,000	515,000	-20.6%
Madera	—	—	—	—	—	—
Merced	—	—	—	—	—	—
Modesto	3	18	-83.3%	187,990	259,900	-27.7%
Napa	18	18	0.0%	399,000	530,000	-24.7%
Oakland/Fremont/Hayward	410	723	-43.3%	541,900	579,000	-6.4%
Oxnard/1000 Oaks/Ventura	257	260	-1.2%	357,930	433,990	-17.5%
Redding	—	—	—	—	—	—
Riverside/San Bern./Ontario	693	857	-19.1%	298,915	360,000	-17.0%
Sacramento	406	446	-9.0%	232,380	294,900	-21.2%
Salinas	1	43	-97.7%	368,990	345,990	6.6%
San Diego/Crisbad/San Marcos	425	1,050	-59.5%	373,900	427,990	-12.6%
S.F./San Mateo/Redwood City	61	31	96.8%	679,000	772,000	-12.0%
San Jose/Sunnyvale/Sta Clara	578	608	-4.9%	599,000	663,000	-9.7%
San Luis Obispo/Paso Robles	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	519	889	-41.6%	458,900	546,000	-16.0%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—
Santa Rosa/Petaluma	51	104	-51.0%	375,000	429,000	-12.6%
Stockton	—	—	—	—	—	—
Vallejo/Fairfield	33	115	-71.3%	349,900	239,900	45.9%
Visalia/Porterville	—	—	—	—	—	—
Yuba City/Marysville	—	—	—	—	—	—
Other (Colusa/Glenn)	—	—	—	—	—	—