

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	May 07	May 08	% change	Apr 08	% change	May 07	May 08	% change	Apr 08	% change
Statewide	6,310	3,064	-51.4%	3,246	-5.6%	442,900	379,990	-14.2%	375,000	1.3%
Bakersfield	247	125	-49.4%	163	-23.3%	281,990	256,990	-8.9%	260,990	-1.5%
Chico	17	29	70.6%	10	190.0%	297,800	260,000	-12.7%	327,500	-20.6%
El Centro	79	16	-79.7%	40	-60.0%	280,990	241,990	-13.9%	265,990	-9.0%
Fresno	206	137	-33.5%	206	-33.5%	297,990	255,000	-14.4%	267,500	-4.7%
Hanford/Corcoran	33	22	-33.3%	37	-40.5%	299,000	232,990	-22.1%	265,990	-12.4%
L.A./Long Beach/Glendale	703	145	-79.4%	150	-3.3%	533,990	409,990	-23.2%	380,000	7.9%
Madera	46	10	-78.3%	28	-64.3%	307,990	237,950	-22.7%	329,990	-27.9%
Merced	84	29	-65.5%	47	-38.3%	360,900	243,990	-32.4%	282,900	-13.8%
Modesto	78	73	-6.4%	44	65.9%	413,990	314,990	-23.9%	325,990	-3.4%
Napa	5	11	120.0%	12	-8.3%	729,900	689,900	-5.5%	692,656	-0.4%
Oakland/Fremont/Hayward	576	242	-58.0%	288	-16.0%	611,900	549,975	-10.1%	520,000	5.8%
Oxnard/1000 Oaks/Ventura	71	61	-14.1%	40	52.5%	715,000	429,000	-40.0%	465,990	-7.9%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	1558	769	-50.6%	706	8.9%	425,080	350,762	-17.5%	358,900	-2.3%
Sacramento	656	469	-28.5%	513	-8.6%	380,240	329,900	-13.2%	334,990	-1.5%
Salinas	61	4	-93.4%	8	-50.0%	445,990	289,000	-35.2%	492,900	-41.4%
San Diego/Crisbad/San Marcos	706	242	-65.7%	181	33.7%	434,999	508,900	17.0%	482,990	5.4%
S.F./San Mateo/Redwood City	173	82	-52.6%	91	-9.9%	780,000	728,000	-6.7%	750,000	-2.9%
San Jose/Sunnyvale/Sta Clara	215	205	-4.7%	192	6.8%	663,000	581,000	-12.4%	599,880	-3.1%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	277	174	-37.2%	163	6.7%	634,900	623,000	-1.9%	594,000	4.9%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	4	2	-50.0%	1	100.0%	379,000	359,000	-5.3%	359,000	0.0%
Santa Rosa/Petaluma	48	37	-22.9%	13	184.6%	556,950	450,740	-19.1%	451,455	-0.2%
Stockton	155	47	-69.7%	136	-65.4%	411,900	405,000	-1.7%	360,000	12.5%
Vallejo/Fairfield	76	52	-31.6%	49	6.1%	508,999	455,990	-10.4%	440,990	3.4%
Visalia/Porterville	172	55	-68.0%	88	-37.5%	289,990	255,990	-11.7%	249,990	2.4%
Yuba City/Marysville	65	26	-60.0%	37	-29.7%	329,990	279,990	-15.2%	289,990	-3.4%
Other (Colusa/Glenn)	-1	—	-100.0%	3	-100.0%	337,900	319,900	-5.3%	249,900	28.0%

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	May 07	May 08	% change	Apr 08	% change	May 07	May 08	% change	Apr 08	% change
Statewide	4,027	2,252	-44.1%	2,405	-6.4%	436,000	363,000	-16.7%	359,990	0.8%
Bakersfield	244	125	-48.8%	163	-23.3%	283,572	256,990	-9.4%	260,990	-1.5%
Chico	14	28	100.0%	9	211.1%	329,000	260,000	-21.0%	327,500	-20.6%
El Centro	75	12	-84.0%	39	-69.2%	288,000	242,500	-15.8%	269,990	-10.2%
Fresno	191	135	-29.3%	208	-35.1%	300,400	258,900	-13.8%	267,500	-3.2%
Hanford/Corcoran	33	22	-33.3%	37	-40.5%	299,000	232,990	-22.1%	265,990	-12.4%
L.A./Long Beach/Glendale	215	125	-41.9%	72	73.6%	465,000	350,000	-24.7%	360,000	-2.8%
Madera	46	10	-78.3%	28	-64.3%	307,990	237,950	-22.7%	329,990	-27.9%
Merced	84	30	-64.3%	47	-36.2%	360,900	243,990	-32.4%	282,900	-13.8%
Modesto	73	69	-5.5%	44	56.8%	415,990	315,900	-24.1%	325,990	-3.1%
Napa	5	11	120.0%	12	-8.3%	729,900	689,900	-5.5%	692,656	-0.4%
Oakland/Fremont/Hayward	281	141	-49.8%	148	-4.7%	811,300	765,063	-5.7%	676,950	13.0%
Oxnard/1000 Oaks/Ventura	45	28	-37.8%	20	40.0%	804,990	579,000	-28.1%	730,875	-20.8%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	1369	686	-49.9%	604	13.6%	436,990	359,900	-17.6%	378,000	-4.8%
Sacramento	471	375	-20.4%	419	-10.5%	442,990	342,990	-22.6%	351,950	-2.5%
Salinas	15	4	-73.3%	8	-50.0%	593,360	289,000	-51.3%	492,900	-41.4%
San Diego/Crisbad/San Marcos	226	131	-42.0%	95	37.9%	767,888	745,150	-3.0%	652,145	14.3%
S.F./San Mateo/Redwood City	7	8	14.3%	9	-11.1%	1,399,950	865,880	-38.1%	1,186,000	-27.0%
San Jose/Sunnyvale/Sta Clara	48	44	-8.3%	36	22.2%	877,990	897,000	2.2%	719,000	24.8%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	130	85	-34.6%	89	-4.5%	918,475	859,880	-6.4%	988,500	-13.0%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—	—	—	—	—
Santa Rosa/Petaluma	30	10	-66.7%	10	0.0%	615,300	524,950	-14.7%	451,455	16.3%
Stockton	123	44	-64.2%	136	-67.6%	486,950	415,000	-14.8%	360,000	15.3%
Vallejo/Fairfield	68	48	-29.4%	45	6.7%	530,894	479,000	-9.8%	455,990	5.0%
Visalia/Porterville	171	55	-67.8%	88	-37.5%	289,990	255,990	-11.7%	249,990	2.4%
Yuba City/Marysville	64	26	-59.4%	37	-29.7%	329,990	279,990	-15.2%	289,990	-3.4%
Other (Colusa/Glenn)	-1	—	-100.0%	2	-100.0%	337,900	319,900	-5.3%	297,950	7.4%

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	May 07	May 08	% change	Apr 08	% change	May 07	May 08	% change	Apr 08	% change
Statewide	1,548	408	-73.6%	508	-19.7%	430,000	452,000	5.1%	430,000	5.1%
Bakersfield	—	—	—	—	—	—	—	—	—	—
Chico	1	—	-100.0%	—	—	184,900	—	-100.0%	—	—
El Centro	—	—	—	—	—	—	—	—	—	—
Fresno	8	—	-100.0%	—	—	225,000	—	-100.0%	—	—
Hanford/Corcoran	—	—	—	—	—	—	—	—	—	—
L.A./Long Beach/Glendale	347	-34	-109.8%	47	-172.3%	555,382	499,000	-10.2%	389,000	28.3%
Madera	—	—	—	—	—	—	—	—	—	—
Merced	—	-1	—	—	—	—	—	—	—	—
Modesto	5	3	-40.0%	—	—	279,000	204,205	-26.8%	—	—
Napa	—	—	—	—	—	—	—	—	—	—
Oakland/Fremont/Hayward	177	66	-62.7%	115	-42.6%	469,000	479,900	2.3%	430,000	11.6%
Oxnard/1000 Oaks/Ventura	10	1	-90.0%	6	-83.3%	483,950	464,500	-4.0%	434,500	6.9%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	107	21	-80.4%	36	-41.7%	329,990	234,900	-28.8%	313,990	-25.2%
Sacramento	138	70	-49.3%	56	25.0%	243,511	261,500	7.4%	237,724	10.0%
Salinas	4	—	-100.0%	—	—	350,000	—	-100.0%	—	—
San Diego/Crisbad/San Marcos	350	72	-79.4%	55	30.9%	349,900	345,990	-1.1%	389,000	-11.1%
S.F./San Mateo/Redwood City	166	72	-56.6%	82	-12.2%	780,000	715,880	-8.2%	705,000	1.5%
San Jose/Sunnyvale/Sta Clara	104	82	-21.2%	61	34.4%	540,000	519,990	-3.7%	519,990	0.0%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	82	46	-43.9%	48	-4.2%	430,000	456,900	6.3%	453,000	0.9%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	4	2	-50.0%	1	100.0%	379,000	359,000	-5.3%	359,000	0.0%
Santa Rosa/Petaluma	8	2	-75.0%	1	100.0%	379,990	459,990	21.1%	439,990	4.5%
Stockton	32	3	-90.6%	—	—	180,000	317,900	76.6%	—	—
Vallejo/Fairfield	3	3	0.0%	-1	-400.0%	346,800	420,990	21.4%	—	—
Visalia/Porterville	1	—	-100.0%	—	—	195,965	—	-100.0%	—	—
Yuba City/Marysville	1	—	-100.0%	—	—	139,900	—	-100.0%	—	—
Other (Colusa/Glenn)	—	—	—	1	-100.0%	—	—	—	179,050	-100.0%

