

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	Apr. 08	Apr. 09	% change	Mar. 09	% change	Apr. 08	Apr. 09	% change	Mar. 09	% change
Statewide	3,989	2,771	-30.5%	2,596	6.7%	385,990	347,000	-10.1%	337,170	2.9%
Bakersfield	157	145	-7.6%	87	66.7%	259,555	215,640	-16.9%	219,990	-2.0%
Chico	12	6	-50.0%	3	100.0%	359,000	359,000	—	290,000	23.8%
El Centro	55	27	-50.9%	31	-12.9%	261,990	240,000	-8.4%	199,990	20.0%
Fresno	211	134	-36.5%	219	-38.8%	265,999	239,950	-9.8%	235,500	1.9%
Hanford/Corcoran	32	10	-68.8%	9	11.1%	274,990	299,000	8.7%	283,000	5.7%
L.A./Long Beach/Glendale	376	264	-29.8%	260	1.5%	455,000	385,000	-15.4%	349,000	10.3%
Madera	26	6	-76.9%	1	500.0%	329,990	249,000	-24.5%	259,000	-3.9%
Merced	63	18	-71.4%	11	63.6%	276,990	199,990	-27.8%	237,990	-16.0%
Modesto	54	19	-64.8%	41	-53.7%	318,990	285,990	-10.3%	269,990	5.9%
Napa	8	8	—	16	-50.0%	689,900	565,840	-18.0%	559,647	1.1%
Oakland/Fremont/Hayward	359	269	-25.1%	214	25.7%	520,000	479,000	-7.9%	514,500	-6.9%
Oxnard/1000 Oaks/Ventura	55	37	-32.7%	28	32.1%	460,990	390,000	-15.4%	649,000	-39.9%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	788	574	-27.2%	605	-5.1%	356,000	300,290	-15.6%	289,000	3.9%
Sacramento	560	290	-48.2%	297	-2.4%	324,990	292,900	-9.9%	305,950	-4.3%
Salinas	15	10	-33.3%	4	150.0%	529,000	260,000	-50.9%	260,000	—
San Diego/Crlsbad/San Marcos	245	211	-13.9%	150	40.7%	489,900	497,900	1.6%	497,900	—
S.F./San Mateo/Redwood City	147	142	-3.4%	61	132.8%	789,000	635,000	-19.5%	579,000	9.7%
San Jose/Sunnyvale/Sta Clara	213	169	-20.7%	172	-1.7%	584,950	489,990	-16.2%	509,880	-3.9%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	219	153	-30.1%	178	-14.0%	594,000	599,000	0.8%	445,900	34.3%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	1	4	300.0%	4	—	359,000	639,000	78.0%	434,000	47.2%
Santa Rosa/Petaluma	26	17	-34.6%	12	41.7%	451,455	384,990	-14.7%	459,900	-16.3%
Stockton	134	105	-21.6%	75	40.0%	349,000	249,990	-28.4%	289,000	-13.5%
Vallejo/Fairfield	73	34	-53.4%	38	-10.5%	435,990	319,000	-26.8%	320,990	-0.6%
Visalia/Porterville	112	85	-24.1%	61	39.3%	230,990	199,990	-13.4%	234,990	-14.9%
Yuba City/Marysville	44	33	-25.0%	19	73.7%	279,990	237,000	-15.4%	191,900	23.5%
Other (Colusa/Glenn)	4	1	-75.0%	—	—	249,900	204,750	-18.1%	—	—

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	Apr. 08	Apr. 09	% change	Mar. 09	% change	Apr. 08	Apr. 09	% change	Mar. 09	% change
Statewide	2,769	1,881	-32.1%	1,847	1.8%	360,490	319,990	-11.2%	314,990	1.6%
Bakersfield	154	142	-7.8%	87	63.2%	260,990	215,640	-17.4%	219,990	-2.0%
Chico	11	6	-45.5%	3	100.0%	359,000	359,000	—	290,000	23.8%
El Centro	54	27	-50.0%	31	-12.9%	261,990	240,000	-8.4%	199,990	20.0%
Fresno	213	131	-38.5%	219	-40.2%	265,999	239,950	-9.8%	235,500	1.9%
Hanford/Corcoran	32	10	-68.8%	9	11.1%	274,990	299,000	8.7%	283,000	5.7%
L.A./Long Beach/Glendale	134	88	-34.3%	92	-4.3%	401,900	389,000	-3.2%	264,000	47.3%
Madera	26	6	-76.9%	1	500.0%	329,990	249,000	-24.5%	259,000	-3.9%
Merced	63	18	-71.4%	11	63.6%	276,990	199,990	-27.8%	237,990	-16.0%
Modesto	50	19	-62.0%	38	-50.0%	325,990	285,990	-12.3%	274,000	4.4%
Napa	8	8	—	16	-50.0%	689,900	565,840	-18.0%	559,647	1.1%
Oakland/Fremont/Hayward	175	171	-2.3%	146	17.1%	590,000	578,000	-2.0%	599,900	-3.7%
Oxnard/1000 Oaks/Ventura	25	11	-56.0%	13	-15.4%	707,990	559,000	-21.0%	799,000	-30.0%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	674	495	-26.6%	519	-4.6%	372,540	317,990	-14.6%	298,390	6.6%
Sacramento	463	239	-48.4%	273	-12.5%	347,900	307,990	-11.5%	324,990	-5.2%
Salinas	15	10	-33.3%	4	150.0%	529,000	260,000	-50.9%	260,000	—
San Diego/CrIsbad/San Marcos	126	108	-14.3%	98	10.2%	707,500	640,000	-9.5%	585,990	9.2%
S.F./San Mateo/Redwood City	12	12	—	12	—	1,186,000	849,990	-28.3%	945,000	-10.1%
San Jose/Sunnyvale/Sta Clara	40	30	-25.0%	21	42.9%	719,000	739,000	2.8%	799,000	-7.5%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	114	70	-38.6%	63	11.1%	920,545	850,000	-7.7%	750,995	13.2%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	—	—	—	—	—	—	—	—	—	—
Santa Rosa/Petaluma	22	30	36.4%	10	200.0%	451,455	384,990	-14.7%	459,900	-16.3%
Stockton	131	102	-22.1%	69	47.8%	349,990	250,000	-28.6%	289,950	-13.8%
Vallejo/Fairfield	68	30	-55.9%	32	-6.3%	435,990	325,990	-25.2%	349,900	-6.8%
Visalia/Porterville	112	85	-24.1%	61	39.3%	230,990	199,990	-13.4%	234,990	-14.9%
Yuba City/Marysville	44	33	-25.0%	19	73.7%	279,990	237,000	-15.4%	191,900	23.5%
Other (Colusa/Glenn)	3	—	-100.0%	—	—	297,950	—	-100.0%	—	—

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	Apr. 08	Apr. 09	% change	Mar. 09	% change	Apr. 08	Apr. 09	% change	Mar. 09	% change
Statewide	803	545	-32.1%	441	23.6%	460,000	449,000	-2.4%	429,000	4.7%
Bakersfield	3	3	—	—	—	90,000	187,990	108.9%	—	—
Chico	—	—	—	—	—	—	—	—	—	—
El Centro	—	—	—	—	—	—	—	—	—	—
Fresno	—	—	—	—	—	—	—	—	—	—
Hanford/Corcoran	—	—	—	—	—	—	—	—	—	—
L.A./Long Beach/Glendale	172	127	-26.2%	102	24.5%	517,990	474,000	-8.5%	460,000	3.0%
Madera	—	—	—	—	—	—	—	—	—	—
Merced	—	—	—	—	—	—	—	—	—	—
Modesto	4	—	-100.0%	2	-100.0%	204,205	—	-100.0%	192,255	-100.0%
Napa	—	—	—	—	—	—	—	—	—	—
Oakland/Fremont/Hayward	149	57	-61.7%	47	21.3%	440,900	395,000	-10.4%	484,000	-18.4%
Oxnard/1000 Oaks/Ventura	5	—	-100.0%	2	-100.0%	392,500	—	-100.0%	519,990	-100.0%
Redding	—	—	—	—	—	—	—	—	—	—
Riverside/San Bern./Ontario	41	19	-53.7%	24	-20.8%	258,950	299,900	15.8%	339,000	-11.5%
Sacramento	55	23	-58.2%	17	35.3%	234,990	179,000	-23.8%	199,000	-10.1%
Salinas	—	—	—	—	—	—	—	—	—	—
San Diego/Crlsbad/San Marcos	85	80	-5.9%	24	233.3%	379,900	362,000	-4.7%	439,000	-17.5%
S.F./San Mateo/Redwood City	134	130	-3.0%	47	176.6%	750,000	625,880	-16.5%	560,000	11.8%
San Jose/Sunnyvale/Sta Clara	92	84	-8.7%	94	-10.6%	518,888	441,817	-14.9%	470,000	-6.0%
San Luis Obispo/Paso Robles	—	—	—	—	—	—	—	—	—	—
Santa Ana/Anaheim/Irvine	57	26	-54.4%	66	-60.6%	453,000	370,000	-18.3%	289,000	28.0%
Sta Barbara/Sta Maria/Goleta	—	—	—	—	—	—	—	—	—	—
Santa Cruz/Watsonville	1	4	300.0%	4	—	359,000	639,000	78.0%	434,000	47.2%
Santa Rosa/Petaluma	2	-15	-850.0%	2	-850.0%	420,000	—	-100.0%	439,994	-100.0%
Stockton	3	3	—	6	-50.0%	317,900	245,900	-22.6%	245,900	—
Vallejo/Fairfield	-1	3	-400.0%	4	-25.0%	—	114,990	—	127,990	-10.2%
Visalia/Porterville	—	—	—	—	—	—	—	—	—	—
Yuba City/Marysville	—	—	—	—	—	—	—	—	—	—
Other (Colusa/Glenn)	1	1	—	—	—	179,050	204,750	14.4%	—	—

