

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	Mar 07	Mar 08	% change	Feb 08	% change	Mar 07	Mar 08	% change	Feb 08	% change
<b>Statewide</b>	6,954	3,565	-48.7%	3,191	11.7%	444,990	391,990	-11.9%	394,000	-0.5%
<b>Bakersfield</b>	291	171	-41.2%	123	39.0%	312,710	269,555	-13.8%	289,990	-7.0%
<b>Chico</b>	26	4	-84.6%	8	-50.0%	329,000	265,000	-19.5%	327,500	-19.1%
<b>El Centro</b>	56	62	10.7%	63	-1.6%	288,000	251,990	-12.5%	253,990	-0.8%
<b>Fresno</b>	311	223	-28.3%	213	4.7%	306,900	283,000	-7.8%	274,400	3.1%
<b>Hanford/Corcoran</b>	50	14	-72.0%	27	-48.1%	314,990	279,000	-11.4%	249,999	11.6%
<b>L.A./Long Beach/Glendale</b>	750	256	-65.9%	139	84.2%	499,950	374,900	-25.0%	412,000	-9.0%
<b>Madera</b>	53	40	-24.5%	14	185.7%	306,635	289,000	-5.8%	290,500	-0.5%
<b>Merced</b>	75	15	-80.0%	58	-74.1%	339,000	309,990	-8.6%	312,990	-1.0%
<b>Modesto</b>	134	61	-54.5%	94	-35.1%	421,990	335,990	-20.4%	352,900	-4.8%
<b>Napa</b>	13	21	61.5%	8	162.5%	749,000	489,900	-34.6%	719,000	-31.9%
<b>Oakland/Fremont/Hayward</b>	621	398	-35.9%	374	6.4%	620,000	589,000	-5.0%	594,990	-1.0%
<b>Oxnard/1000 Oaks/Ventura</b>	120	64	-46.7%	74	-13.5%	599,900	574,990	-4.2%	434,990	32.2%
<b>Redding</b>	—	—	—	—	—	—	—	—	—	—
<b>Riverside/San Bern./Ontario</b>	1595	800	-49.8%	675	18.5%	438,990	359,990	-18.0%	369,990	-2.7%
<b>Sacramento</b>	663	463	-30.2%	435	6.4%	401,990	375,990	-6.5%	359,990	4.4%
<b>Salinas</b>	20	3	-85.0%	11	-72.7%	415,000	431,950	4.1%	434,900	-0.7%
<b>San Diego/Crisbad/San Marcos</b>	689	233	-66.2%	226	3.1%	453,900	495,900	9.3%	525,000	-5.5%
<b>S.F./San Mateo/Redwood City</b>	209	116	-44.5%	47	146.8%	685,000	679,000	-0.9%	780,000	-12.9%
<b>San Jose/Sunnyvale/Sta Clara</b>	197	153	-22.3%	100	53.0%	610,975	601,000	-1.6%	659,900	-8.9%
<b>San Luis Obispo/Paso Robles</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Ana/Anaheim/Irvine</b>	306	168	-45.1%	151	11.3%	727,610	553,000	-24.0%	559,000	-1.1%
<b>Sta Barbara/Sta Maria/Goleta</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Cruz/Watsonville</b>	2	—	-100.0%	—	—	279,000	434,000	55.6%	—	—
<b>Santa Rosa/Petaluma</b>	73	38	-47.9%	32	18.8%	509,990	437,990	-14.1%	455,950	-3.9%
<b>Stockton</b>	263	87	-66.9%	122	-28.7%	437,000	388,990	-11.0%	399,950	-2.7%
<b>Vallejo/Fairfield</b>	142	52	-63.4%	62	-16.1%	508,999	453,000	-11.0%	455,990	-0.7%
<b>Visalia/Porterville</b>	154	72	-53.2%	104	-30.8%	293,400	264,990	-9.7%	230,990	14.7%
<b>Yuba City/Marysville</b>	128	50	-60.9%	28	78.6%	315,990	259,990	-17.7%	294,990	-11.9%
<b>Other (Colusa/Glenn)</b>	13	1	-92.3%	3	-66.7%	345,990	259,900	-24.9%	269,000	-3.4%

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	Mar 07	Mar 08	% change	Feb 08	% change	Mar 07	Mar 08	% change	Feb 08	% change
<b>Statewide</b>	4,765	2,672	-43.9%	2,501	6.8%	449,000	379,990	-15.4%	391,990	-3.1%
<b>Bakersfield</b>	285	164	-42.5%	123	33.3%	314,000	269,990	-14.0%	289,990	-6.9%
<b>Chico</b>	21	3	-85.7%	7	-57.1%	340,990	265,000	-22.3%	365,000	-27.4%
<b>El Centro</b>	51	58	13.7%	56	3.6%	293,990	253,000	-13.9%	261,990	-3.4%
<b>Fresno</b>	306	220	-28.1%	207	6.3%	307,900	283,900	-7.8%	279,500	1.6%
<b>Hanford/Corcoran</b>	50	14	-72.0%	27	-48.1%	314,990	279,000	-11.4%	249,999	11.6%
<b>L.A./Long Beach/Glendale</b>	260	167	-35.8%	98	70.4%	439,990	339,920	-22.7%	390,990	-13.1%
<b>Madera</b>	53	40	-24.5%	14	185.7%	306,635	289,000	-5.8%	290,500	-0.5%
<b>Merced</b>	75	15	-80.0%	58	-74.1%	339,000	309,990	-8.6%	312,990	-1.0%
<b>Modesto</b>	128	54	-57.8%	91	-40.7%	428,900	339,900	-20.8%	354,900	-4.2%
<b>Napa</b>	13	14	7.7%	8	75.0%	749,000	856,317	14.3%	719,000	19.1%
<b>Oakland/Fremont/Hayward</b>	336	273	-18.8%	262	4.2%	767,999	679,000	-11.6%	715,990	-5.2%
<b>Oxnard/1000 Oaks/Ventura</b>	64	20	-68.8%	42	-52.4%	824,900	799,990	-3.0%	579,000	38.2%
<b>Redding</b>	—	—	—	—	—	—	—	—	—	—
<b>Riverside/San Bern./Ontario</b>	1412	702	-50.3%	574	22.3%	452,200	371,985	-17.7%	392,990	-5.3%
<b>Sacramento</b>	522	404	-22.6%	379	6.6%	445,950	391,990	-12.1%	381,950	2.6%
<b>Salinas</b>	17	4	-76.5%	9	-55.6%	464,900	431,950	-7.1%	464,900	-7.1%
<b>San Diego/Crisbad/San Marcos</b>	258	123	-52.3%	121	1.7%	727,990	748,900	2.9%	799,990	-6.4%
<b>S.F./San Mateo/Redwood City</b>	6	10	66.7%	14	-28.6%	1,112,900	1,072,000	-3.7%	1,189,000	-9.8%
<b>San Jose/Sunnyvale/Sta Clara</b>	47	17	-63.8%	19	-10.5%	784,000	897,000	14.4%	925,000	-3.0%
<b>San Luis Obispo/Paso Robles</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Ana/Anaheim/Irvine</b>	168	89	-47.0%	64	39.1%	1,065,000	944,000	-11.4%	953,500	-1.0%
<b>Sta Barbara/Sta Maria/Goleta</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Cruz/Watsonville</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Rosa/Petaluma</b>	46	35	-23.9%	21	66.7%	643,500	437,990	-31.9%	517,990	-15.4%
<b>Stockton</b>	243	84	-65.4%	113	-25.7%	462,502	398,990	-13.7%	417,464	-4.4%
<b>Vallejo/Fairfield</b>	110	39	-64.5%	60	-35.0%	601,450	455,990	-24.2%	459,990	-0.9%
<b>Visalia/Porterville</b>	154	72	-53.2%	104	-30.8%	293,400	264,990	-9.7%	230,990	14.7%
<b>Yuba City/Marysville</b>	128	50	-60.9%	28	78.6%	315,990	259,990	-17.7%	294,990	-11.9%
<b>Other (Colusa/Glenn)</b>	12	1	-91.7%	2	-50.0%	345,990	259,900	-24.9%	338,900	-23.3%

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

Metro Area	Sales			Sales		Median Prices			Median Prices	
	Mar 07	Mar 08	% change	Feb 08	% change	Mar 07	Mar 08	% change	Feb 08	% change
<b>Statewide</b>	1,597	538	-66.3%	359	49.9%	424,900	440,900	3.8%	420,000	5.0%
<b>Bakersfield</b>	4	7	75.0%	—	—	169,950	90,000	-47.0%	—	—
<b>Chico</b>	5	1	-80.0%	—	—	169,900	145,900	-14.1%	—	—
<b>El Centro</b>	—	—	—	—	—	—	—	—	—	—
<b>Fresno</b>	-1	—	-100.0%	2	-100.0%	190,000	—	-100.0%	184,500	-100.0%
<b>Hanford/Corcoran</b>	—	—	—	—	—	—	—	—	—	—
<b>L.A./Long Beach/Glendale</b>	396	50	-87.4%	36	38.9%	538,990	399,900	-25.8%	599,000	-33.2%
<b>Madera</b>	—	—	—	—	—	—	—	—	—	—
<b>Merced</b>	—	—	—	—	—	—	—	—	—	—
<b>Modesto</b>	6	6	0.0%	3	100.0%	258,950	204,205	-21.1%	195,000	4.7%
<b>Napa</b>	—	—	—	—	—	—	—	—	—	—
<b>Oakland/Fremont/Hayward</b>	222	95	-57.2%	71	33.8%	410,000	440,900	7.5%	455,000	-3.1%
<b>Oxnard/1000 Oaks/Ventura</b>	14	22	57.1%	5	340.0%	507,990	647,000	27.4%	419,950	54.1%
<b>Redding</b>	—	—	—	—	—	—	—	—	—	—
<b>Riverside/San Bern./Ontario</b>	92	41	-55.4%	24	70.8%	276,000	285,000	3.3%	300,000	-5.0%
<b>Sacramento</b>	101	31	-69.3%	30	3.3%	285,000	226,500	-20.5%	227,990	-0.7%
<b>Salinas</b>	3	-1	-133.3%	1	-200.0%	350,000	—	-100.0%	385,000	-100.0%
<b>San Diego/Crisbad/San Marcos</b>	333	42	-87.4%	65	-35.4%	323,990	398,000	22.8%	339,900	17.1%
<b>S.F./San Mateo/Redwood City</b>	203	101	-50.2%	33	206.1%	680,000	619,000	-9.0%	659,000	-6.1%
<b>San Jose/Sunnyvale/Sta Clara</b>	105	79	-24.8%	38	107.9%	508,975	550,000	8.1%	524,950	4.8%
<b>San Luis Obispo/Paso Robles</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Ana/Anaheim/Irvine</b>	66	51	-22.7%	40	27.5%	424,900	402,880	-5.2%	423,779	-4.9%
<b>Sta Barbara/Sta Maria/Goleta</b>	—	—	—	—	—	—	—	—	—	—
<b>Santa Cruz/Watsonville</b>	2	—	-100.0%	—	—	279,000	434,000	55.6%	—	—
<b>Santa Rosa/Petaluma</b>	13	1	-92.3%	—	—	430,000	439,990	2.3%	—	—
<b>Stockton</b>	20	3	-85.0%	9	-66.7%	259,990	317,900	22.3%	199,900	59.0%
<b>Vallejo/Fairfield</b>	12	9	-25.0%	1	800.0%	314,990	—	-100.0%	445,990	-100.0%
<b>Visalia/Porterville</b>	—	—	—	—	—	—	—	—	—	—
<b>Yuba City/Marysville</b>	—	—	—	—	—	—	—	—	—	—
<b>Other (Colusa/Glenn)</b>	1	—	-100.0%	1	-100.0%	229,950	—	-100.0%	229,950	-100.0%

