

the gregory group

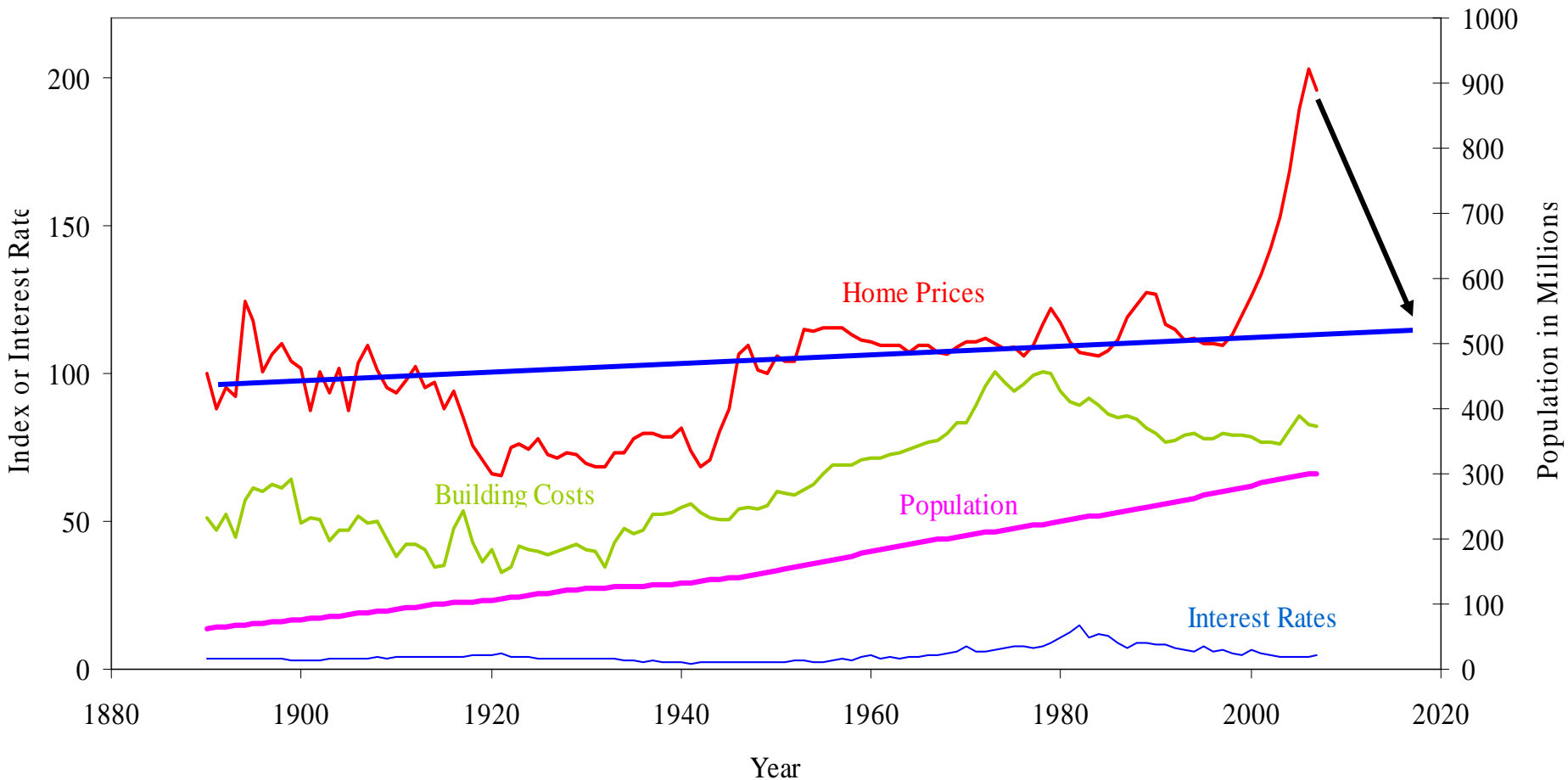
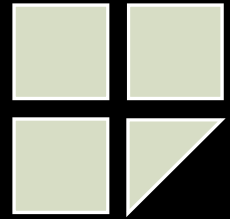
A Solano County Housing Overview

May 2009

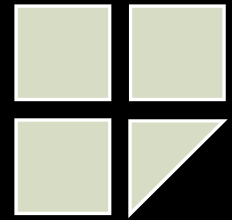
*Real Estate Information &
Consulting Services*

Greg Paquin 916.983.3524

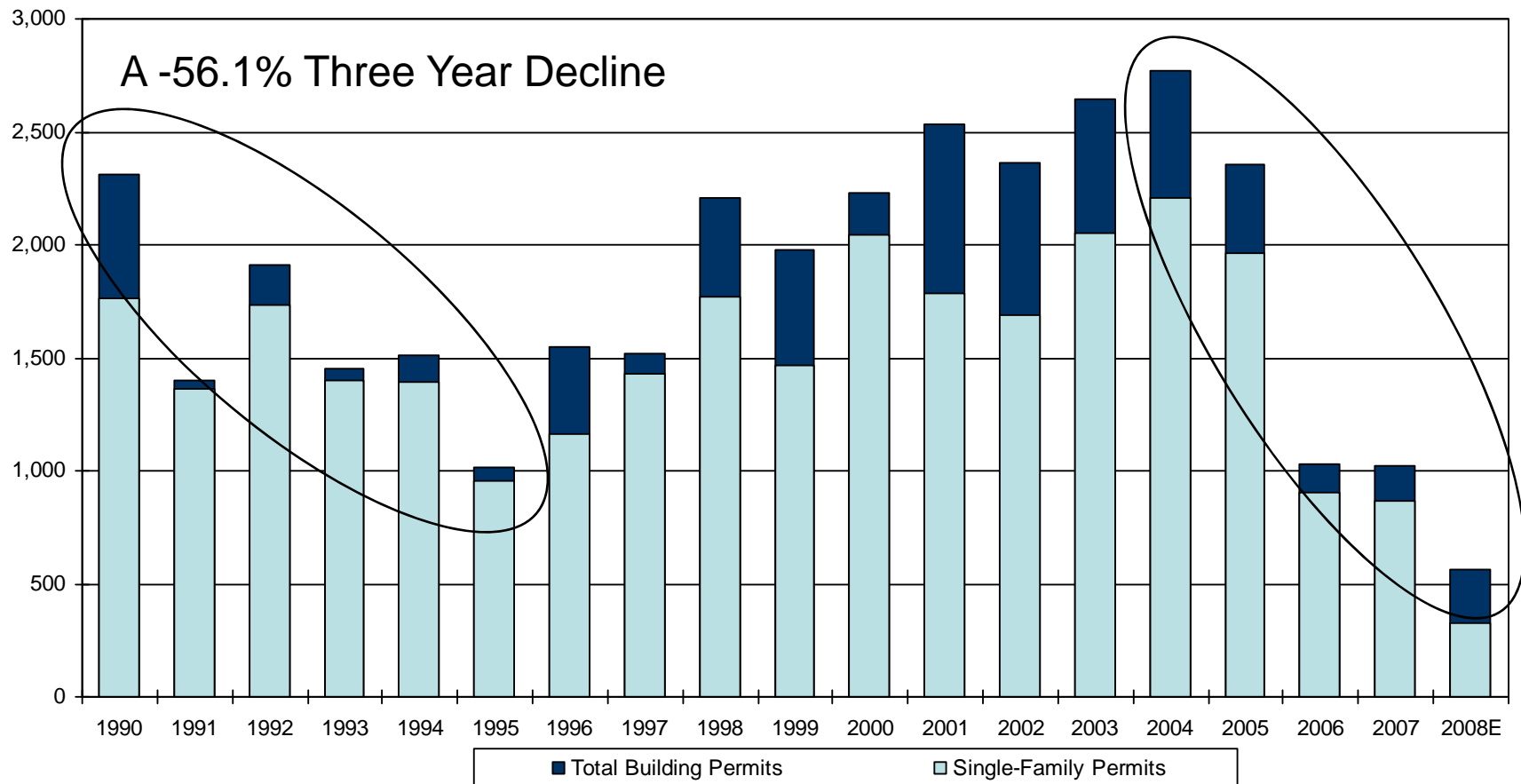
Historical Home Price, Building Costs, Population and Interest Rates



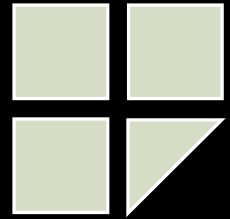
Solano County Total and Single-Family Building Permits



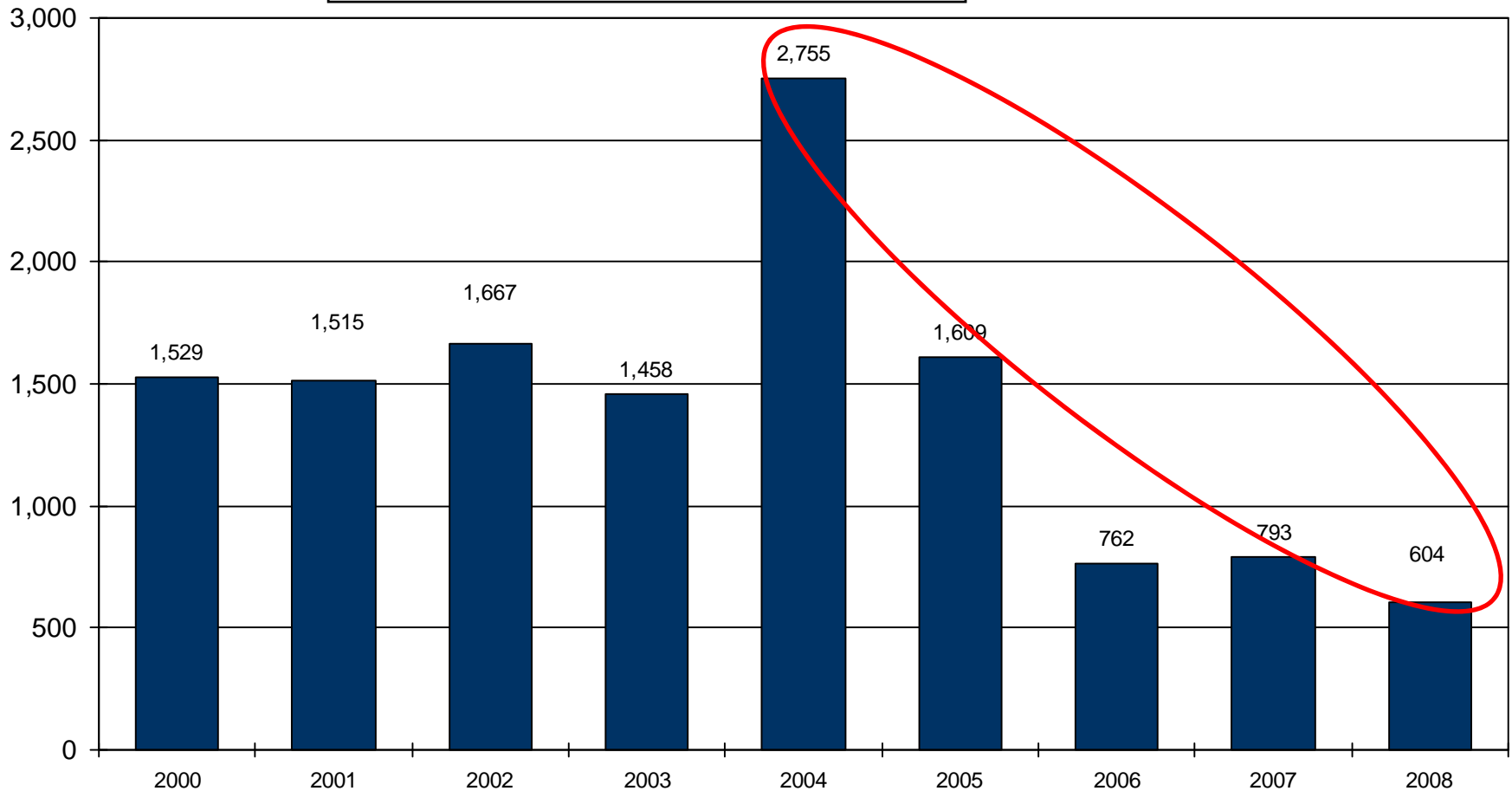
A -79.7% Four Year Decline



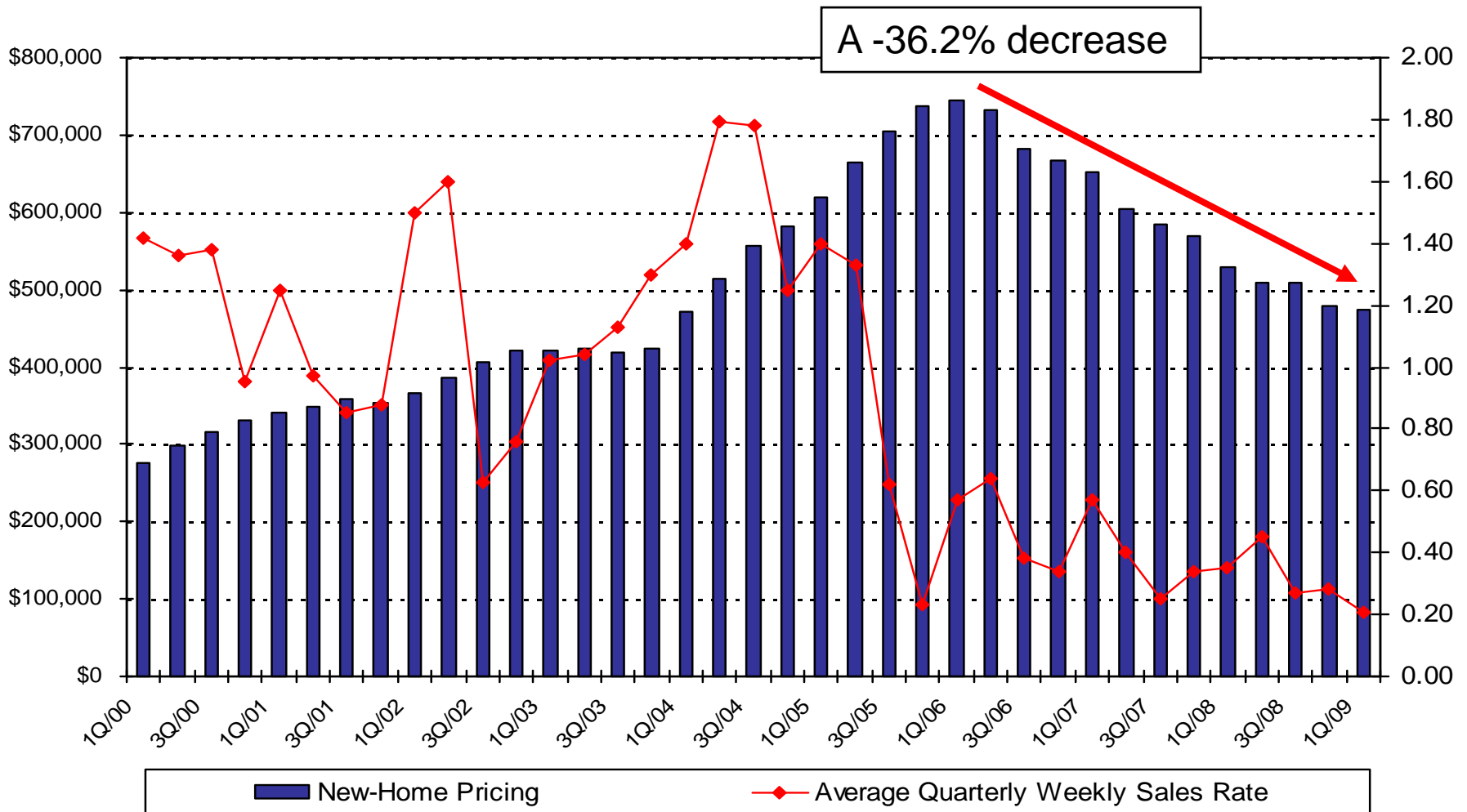
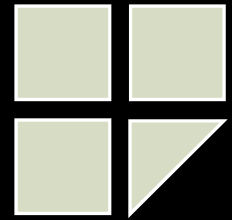
Solano County New Home Sales By Year



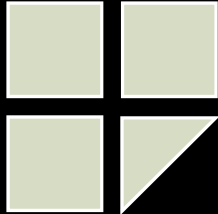
A -78.1% decline in four years



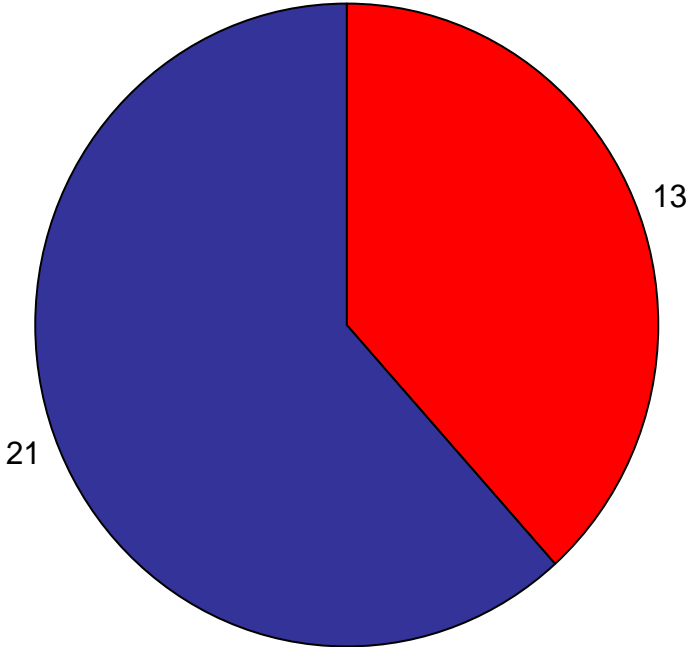
Solano County—Average Net Price and Average Quarterly Weekly Sales Rate



Solano County Best Selling Projects

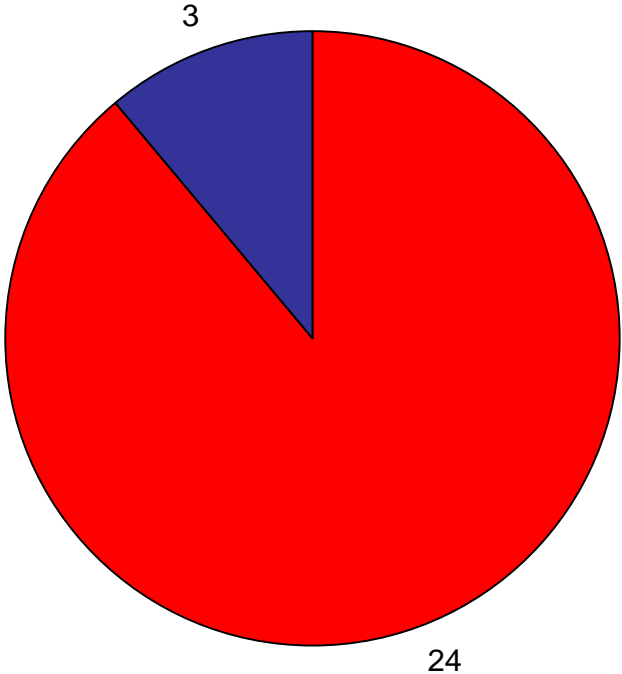


Second Quarter 2005



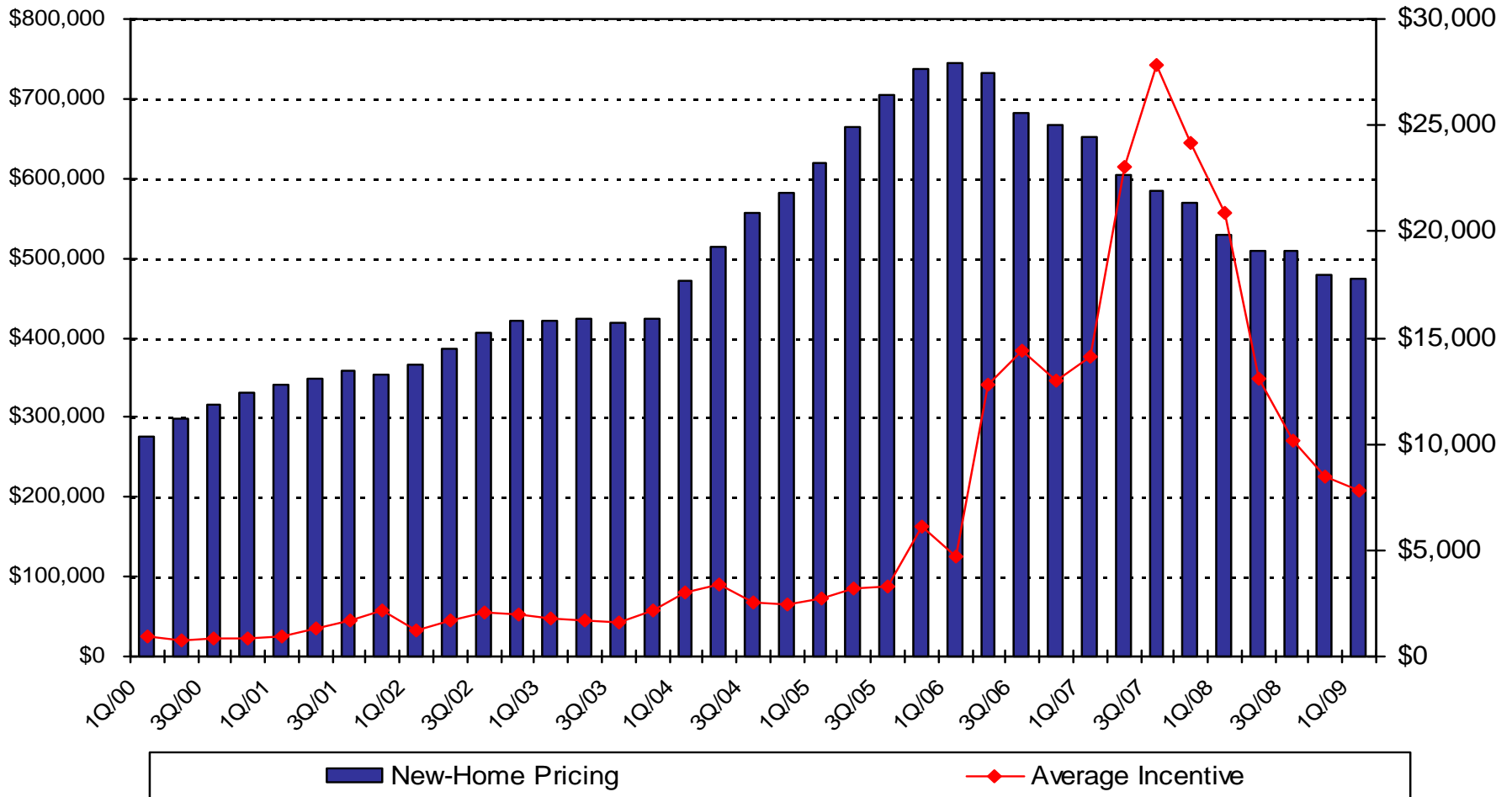
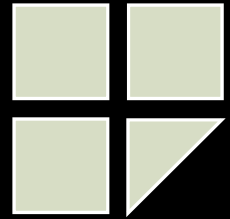
- Projects Selling Less than 1.00 sales per week
- Projects Selling Greater than 1.00 sales per week

First Quarter 2009

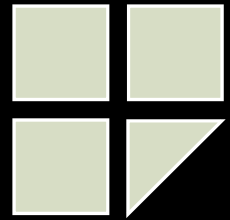


- Projects Selling Less than 1.00 sales per week
- Projects Selling Greater than 1.00 sales per week

Solano County Average Incentives

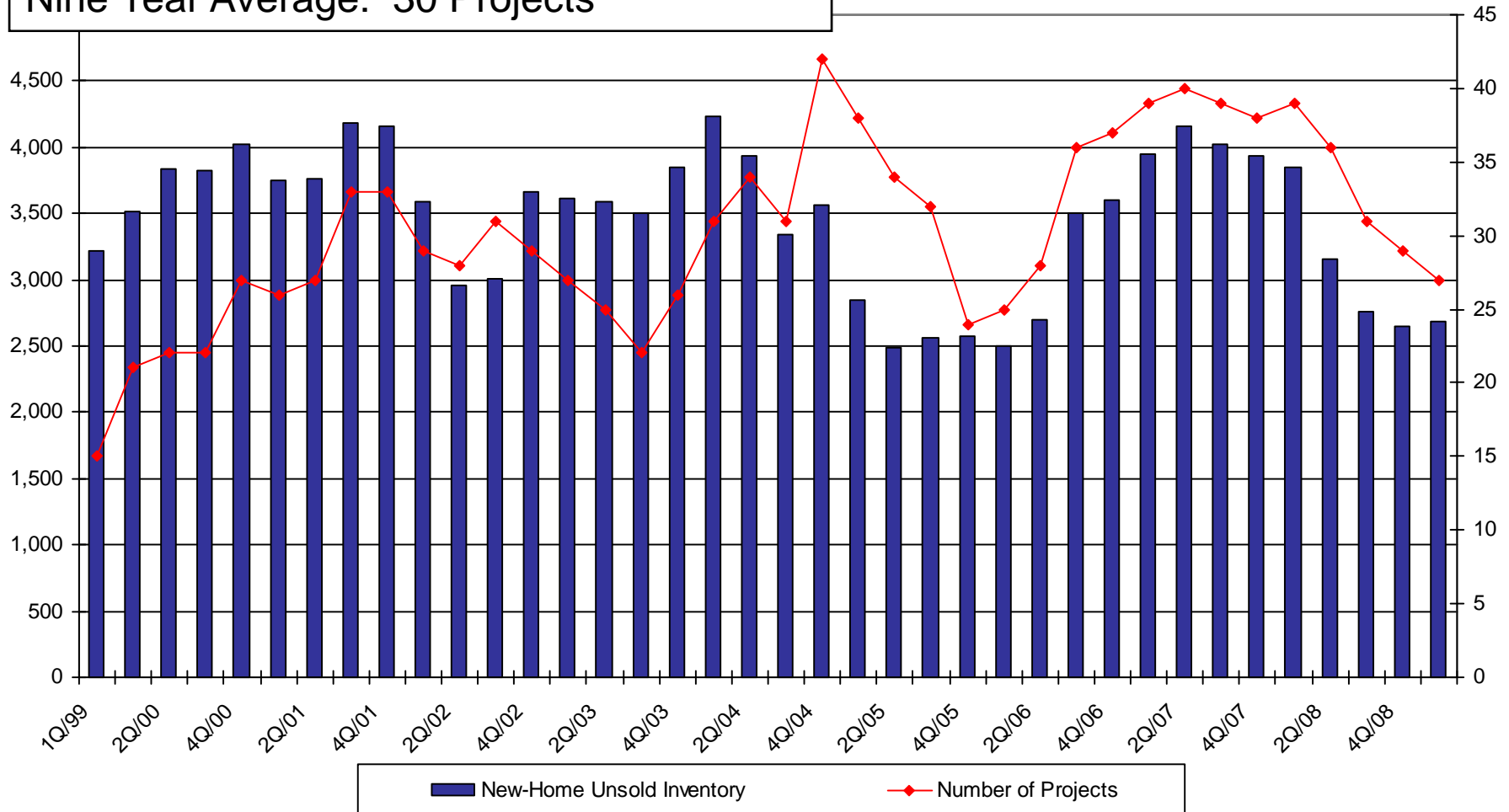


Solano County New Home Inventory

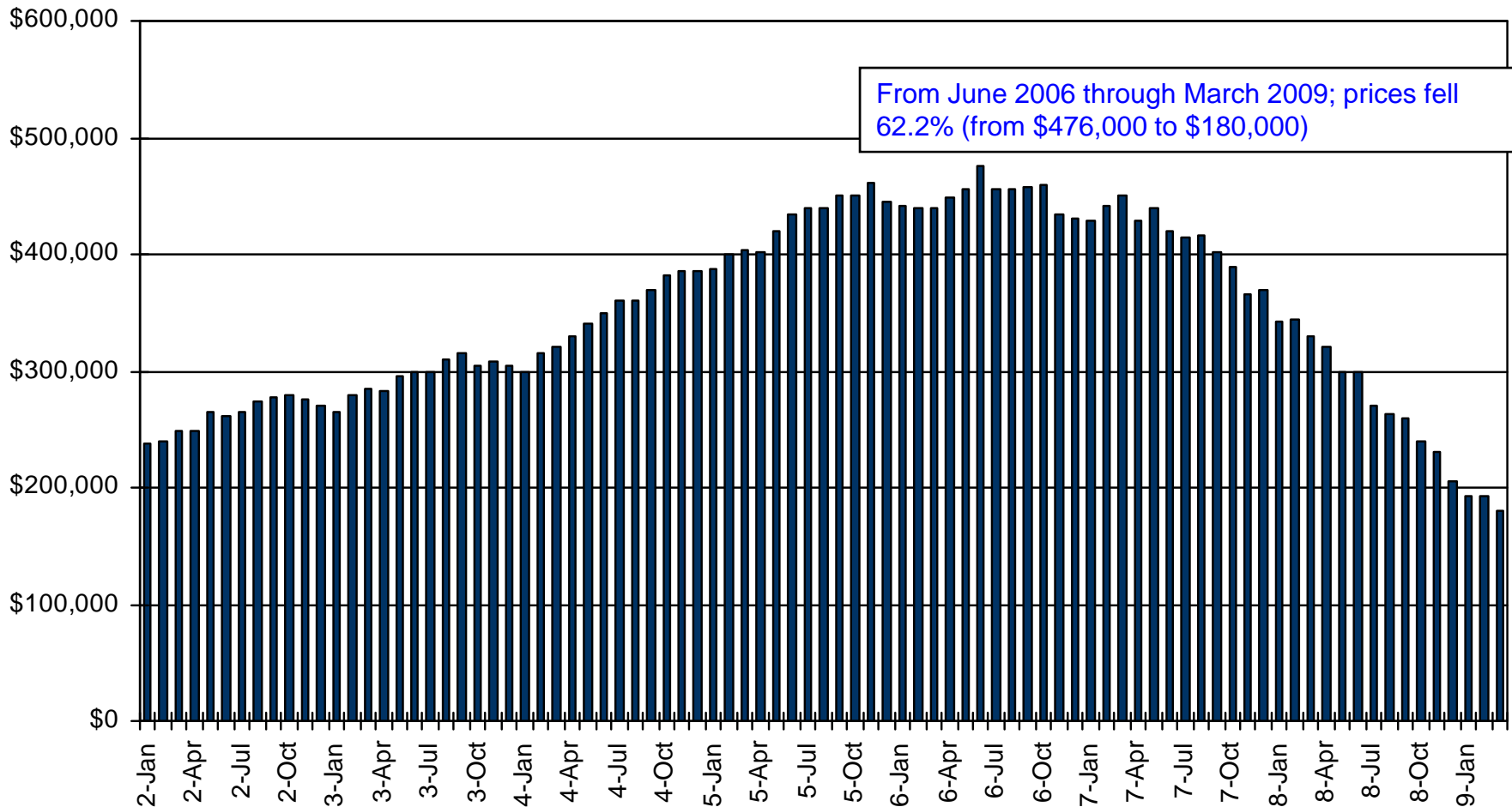
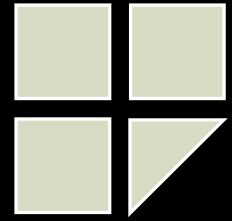


Nine Year Average: 3,448 Total Inventory

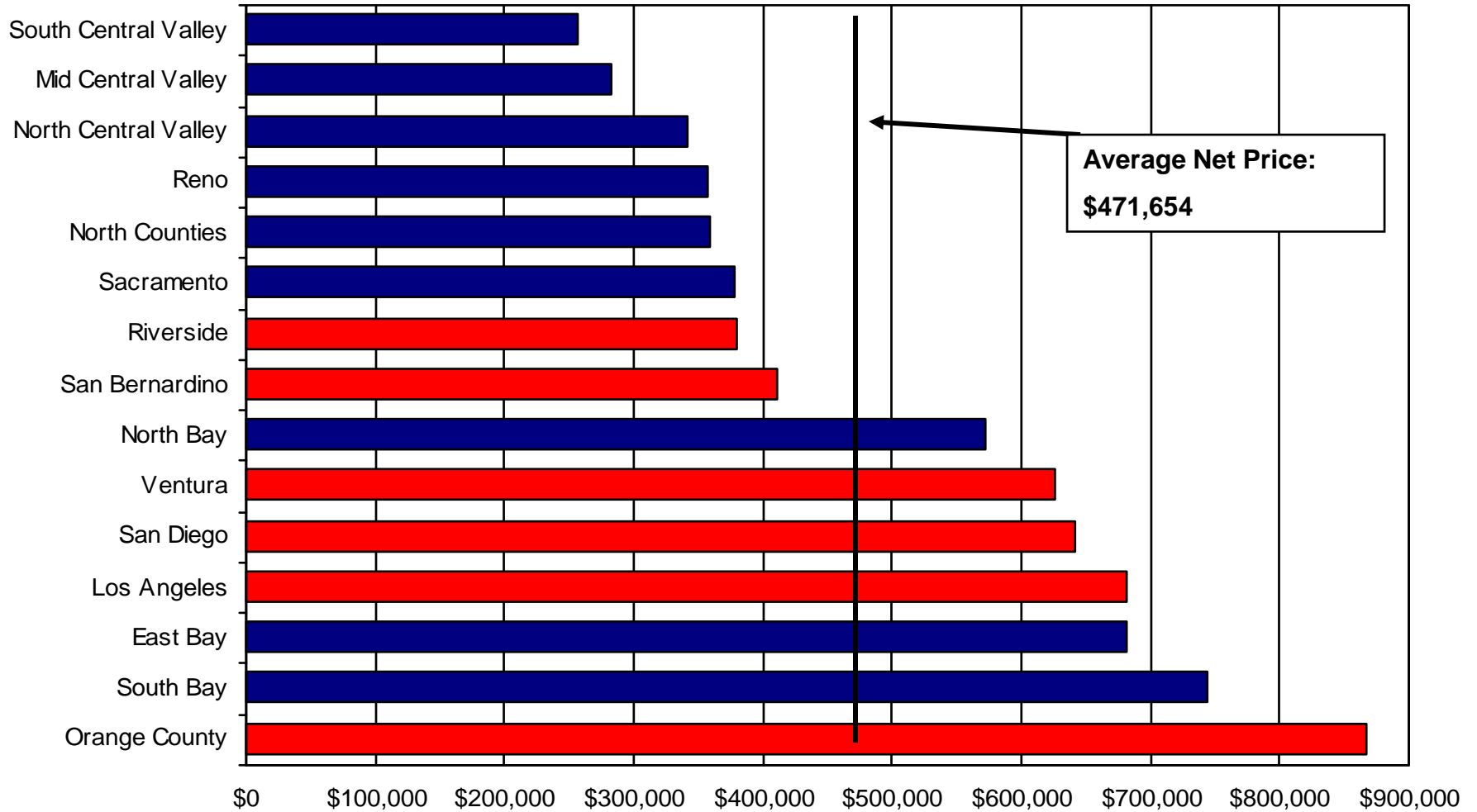
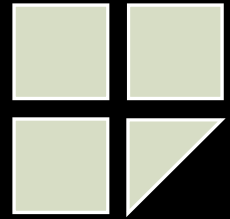
Nine Year Average: 30 Projects



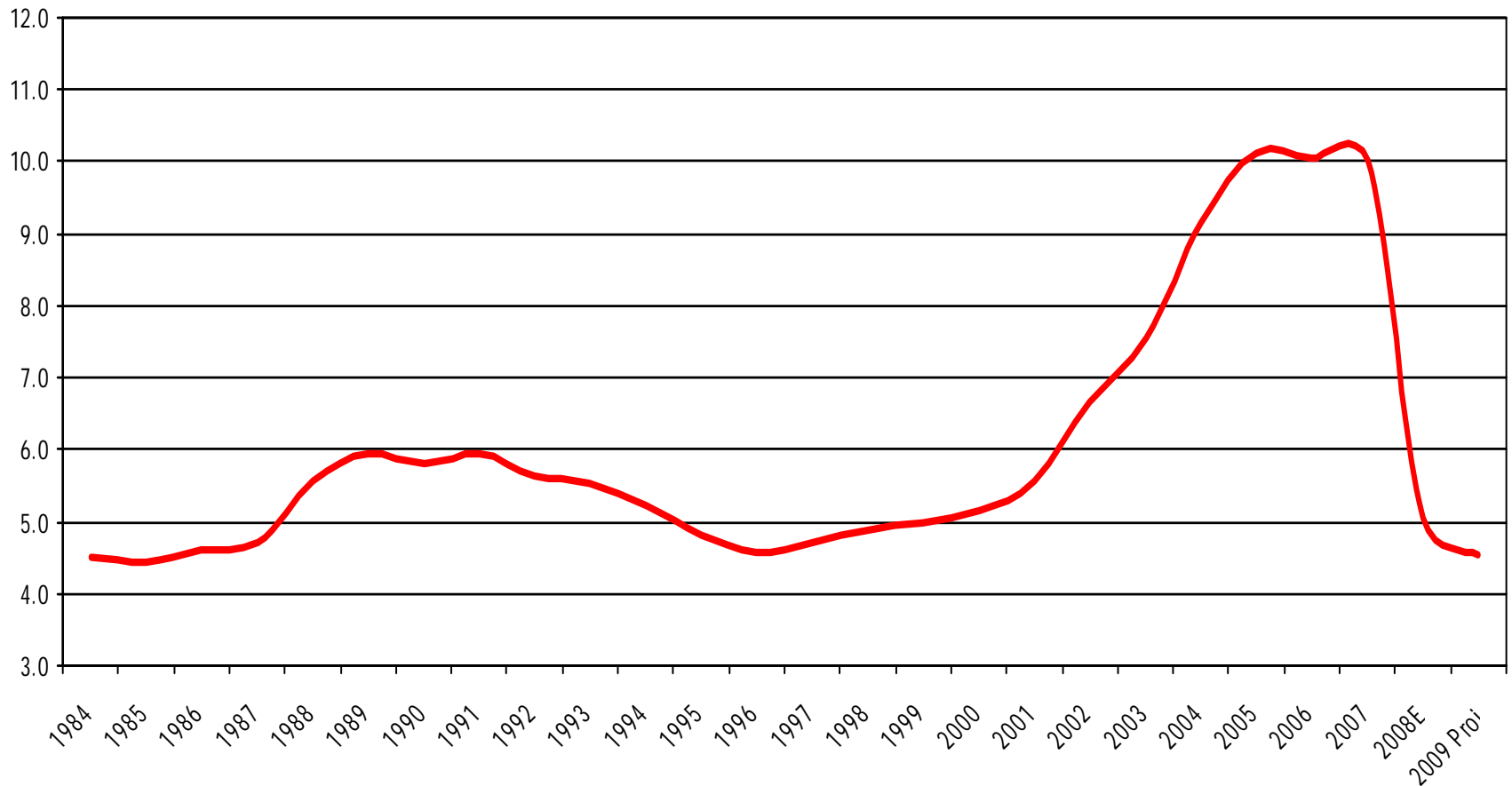
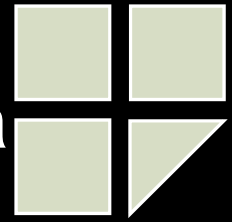
Solano County Median Existing Home Median Price



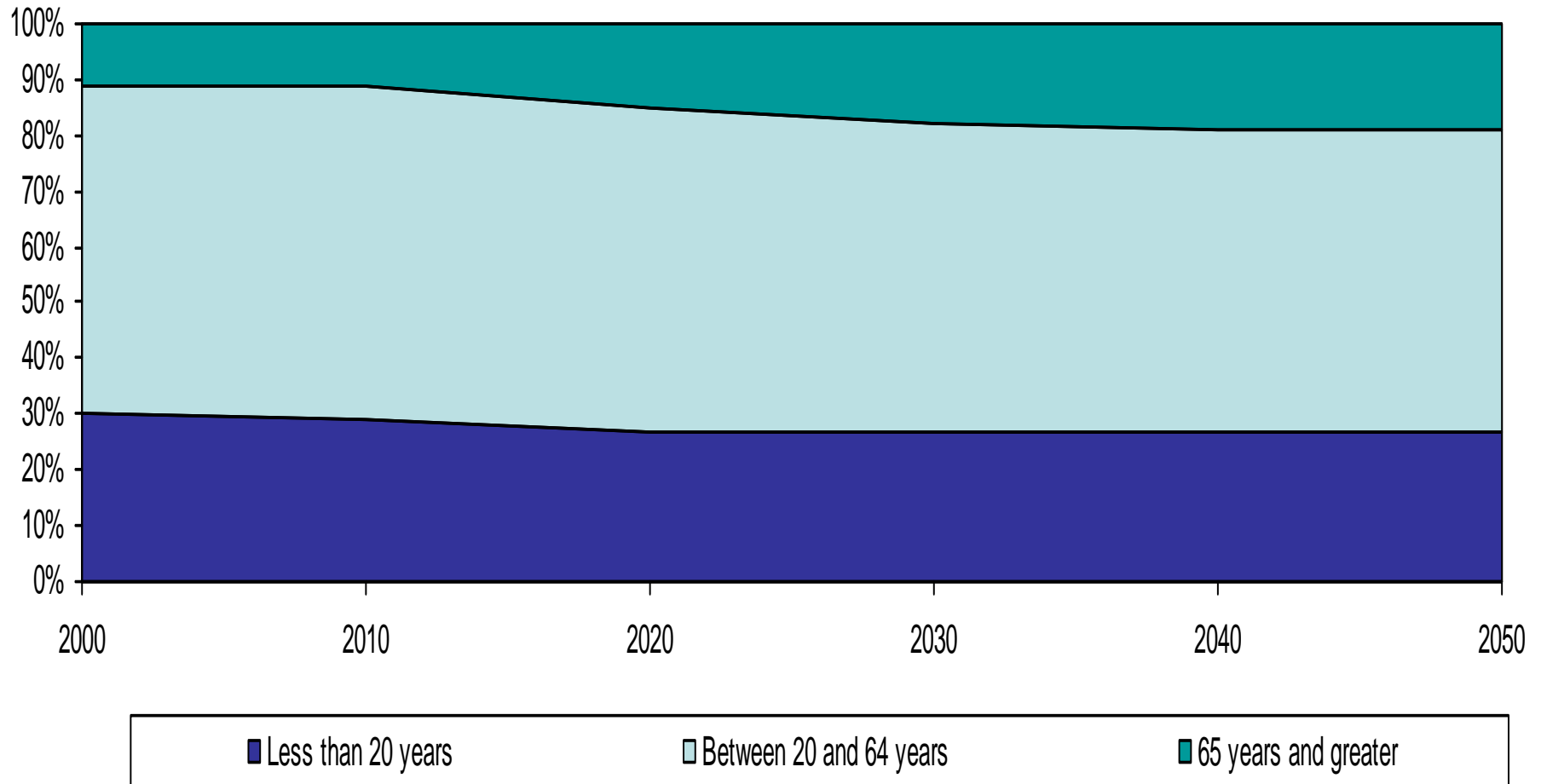
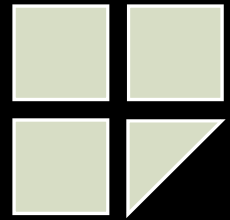
California New-Home Pricing



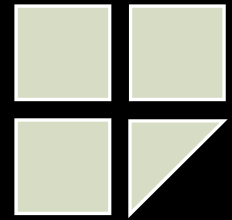
Home Pricing vs. Income Ratio--California



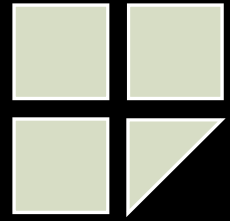
California Population Projections By Age Distribution



California Population Projections By Ethnic Background

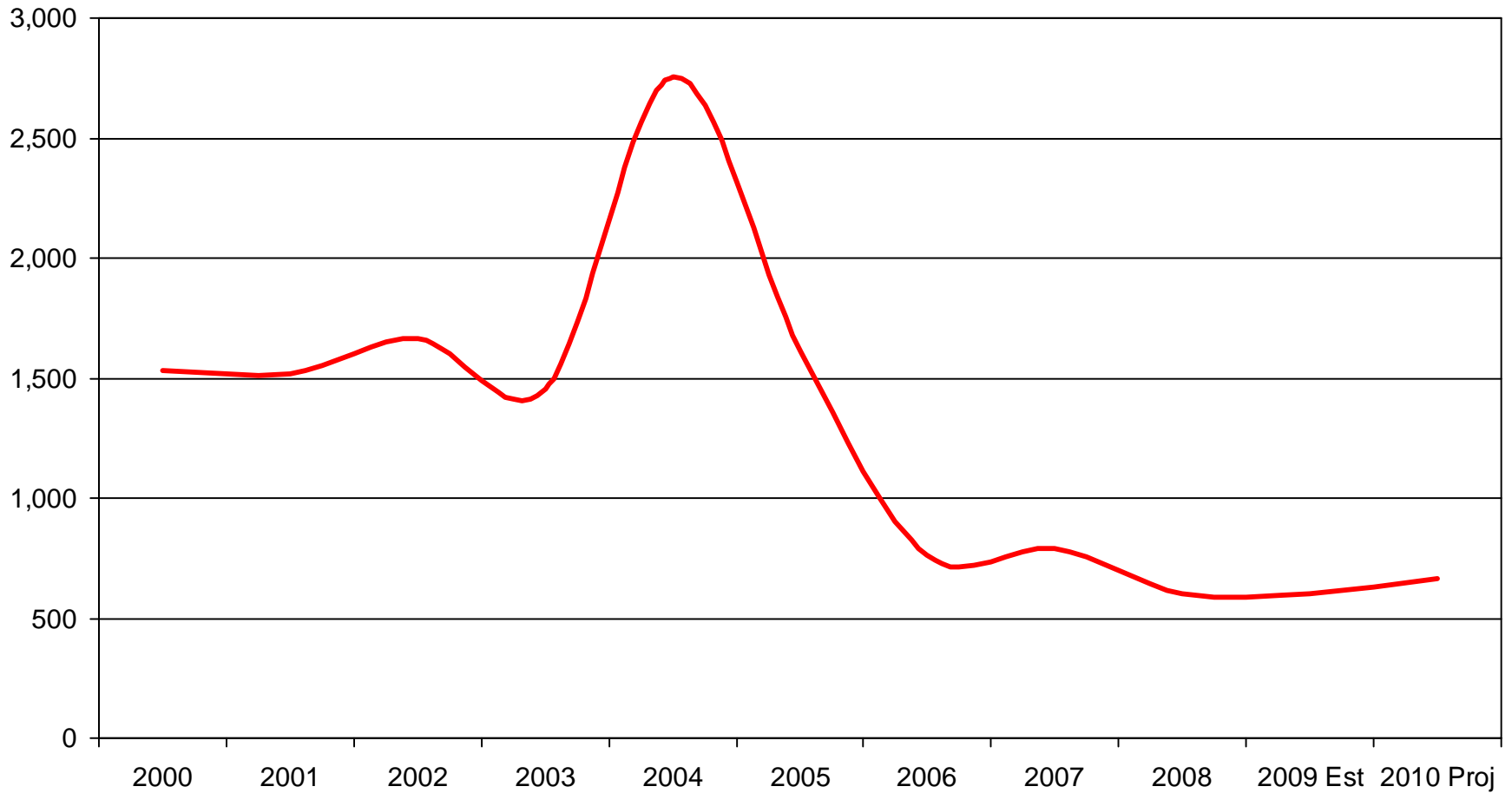
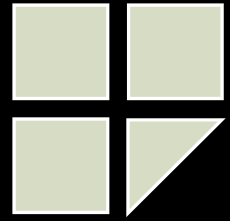


Solano County Summary

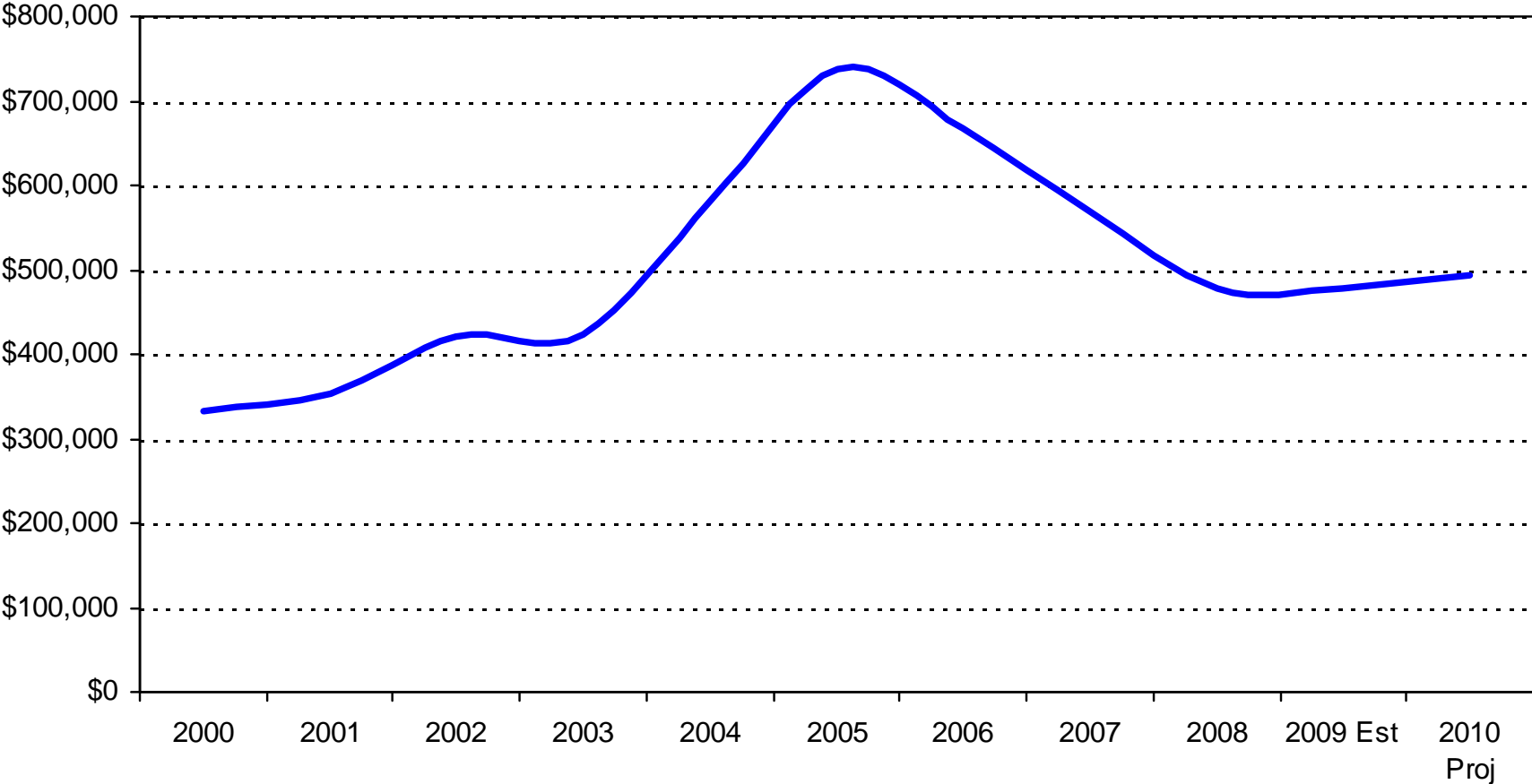
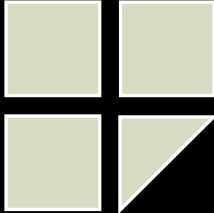


- 2009 = a bottom for housing
- There will be a significant demand for housing in the future and this demand will be a result of major demographic changes that are coming
 - a growing population
 - the aging of the population
 - the maturing of a younger generation into homebuyers
 - and a significant ethnic influx
- Demand will also result from a lack of housing in the greater Bay Area—forcing buyers to outlying areas
- Housing designs (including Green development) will become more acceptable and desirable

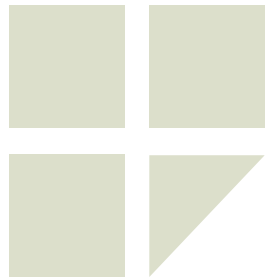
Solano County New Home Sales



Solano County Average Net New Home Pricing



Source: The Gregory Group New Home Database



the gregory group

Real Estate Information and Consulting Services

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www.thegregorygroup.com

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