

---

**NEWS**

**Contact:**  
**Robert Martinez**  
**619-233-3781 x17**

**FOR IMMEDIATE RELEASE**

**San Bernardino Posts Second Highest New Home Sales Volume of the Last Four Quarters**

San Bernardino County, California, July, 2008 - Second quarter, although down from last quarter, is the second highest quarterly new home sales volume total of the last four quarters. After increases in total net sales volume in each of the previous two quarters, this quarter reversed field with a 16 percent drop in overall volume. "However, looking at recent trends, the percentage drop this quarter isn't as drastic as we saw in the second quarters of 2006 and 2007," said Robert Martinez, Director of Research at **MarketPointe Realty Advisors**. Although the overall weighted average price in the region has fallen nearly 16 percent since the second quarter of last year, this quarter's miniscule 0.34 percent drop represents the smallest quarterly price decline in the last five quarters.

There were 25 actively selling projects in the attached sector, three fewer than last quarter, according to **MarketPointe Realty Advisors Residential Trends** second quarter audit. These 25 active projects accounted for 150 net sales, with an attached rate of absorption falling slightly this quarter to 0.50 sales per week per development. The detached sector saw the number of active projects drop by four from last quarter with 202 actively selling projects this quarter. The rate of absorption in the detached sector ticked down slightly this quarter to an average of 0.30 sales per week per development.

Four of the five top selling projects this quarter are KB Home (NYSE:KBH) developments including the top selling projects in both the attached and detached sectors. Two attached projects Alicante – Rancho Cucamonga and Oak Hill Court, along with three detached projects, Silver Springs, Capistrano at Mission Creek and Silver Springs II, achieved rates of absorption better than 1.5 sales per week.

**MarketPointe Realty Advisors** provides new housing market statistics throughout California via its **Residential Trends** new-home database and its **Land Tracker** proposed development database, as well as site specific, tailored housing market research and consulting services. Comprehensive "**Housing Market Overviews**" providing new home sales, pricing, housing inventory trends, future housing supply, and new and leading developments are available for regions across California at [www.marketpointe.com/landing/](http://www.marketpointe.com/landing/). Phone San Diego at 619-233-3781, Orange County at 714-528-2554, Sacramento at 916-710-1396; [url:www.marketpointe.com](http://url:www.marketpointe.com).