

**MONTH ENDING JANUARY 31, 2007
LOTS AND LAND**

Zip Code	New Listings	Average List Price	Median List Price	Total New Listing Value	Sold Listings	Average Sold Price	Median Sale Price	Total Sold Value	% Sale Price to List Price	Average Days on Market	MO INV
91901 ALPINE	2	\$349,450	\$299,900	\$698,900	0	\$	\$	\$	0.00%		19
91902 BONITA	1	\$674,900	\$674,900	\$674,900	1	\$750,000	\$750,000	\$750,000	78.95%	171	0
91905 BOULEVARD	2	\$104,000	\$89,000	\$208,000	0	\$	\$	\$	0.00%		0
91906 CAMPO	5	\$453,999	\$350,000	\$2,269,995	0	\$	\$	\$	0.00%		0
91910 CHULA VISTA	3	\$991,666	\$925,000	\$2,975,000	0	\$	\$	\$	0.00%		11
91911 CHULA VISTA	2	\$500,000	\$500,000	\$1,000,000	1	\$150,000	\$150,000	\$150,000	100.00%	286	0
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91914 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91916 DESCANSO	3	\$244,608	\$310,000	\$733,825	0	\$	\$	\$	0.00%		4
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91932 IMPERIAL BEACH	2	\$1,400,000	\$1,300,000	\$2,800,000	0	\$	\$	\$	0.00%		6
91934 JACUMBA	0	\$	\$	\$	0	\$	\$	\$	0.00%		4
91935 JAMUL	7	\$406,268	\$415,876	\$2,843,876	1	\$385,000	\$385,000	\$385,000	88.33%	115	23
91941 LA MESA	6	\$523,950	\$365,000	\$3,143,700	2	\$257,500	\$235,000	\$515,000	87.29%	85	25
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91945 LEMON GROVE	2	\$455,000	\$390,000	\$910,000	0	\$	\$	\$	0.00%		0
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91950 NATIONAL CITY	2	\$339,000	\$178,000	\$678,000	0	\$	\$	\$	0.00%		8
91962 PINE VALLEY	2	\$374,999	\$359,999	\$749,998	1	\$70,000	\$70,000	\$70,000	70.71%	92	0
91963 POTRERO	2	\$474,450	\$199,900	\$948,900	0	\$	\$	\$	0.00%		11
91977 SPRING VALLEY	3	\$227,500	\$237,500	\$682,500	0	\$	\$	\$	0.00%		11
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91980 TECATE	1	\$189,995	\$189,995	\$189,995	0	\$	\$	\$	0.00%		0
92003 BONSAI	5	\$404,775	\$299,000	\$2,023,876	0	\$	\$	\$	0.00%		10
92004 BORREGO SPRINGS	47	\$114,631	\$59,500	\$5,387,700	3	\$39,166	\$35,000	\$117,500	85.45%	190	48
92007 CARDIFF BY THE SEA	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%		2
92008 CARLSBAD	4	\$1,312,250	\$1,100,000	\$5,249,000	0	\$	\$	\$	0.00%		0
92009 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92010 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92011 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%		4
92019 EL CAJON	6	\$1,666,933	\$299,900	\$10,001,598	0	\$	\$	\$	0.00%		12
92020 EL CAJON	2	\$446,500	\$295,000	\$893,000	1	\$330,325	\$330,325	\$330,325	94.38%	172	0
92021 EL CAJON	7	\$727,842	\$495,000	\$5,094,900	0	\$	\$	\$	0.00%		7
92024 ENCINITAS	12	\$1,643,333	\$1,400,000	\$19,720,000	2	\$1,450,000	\$1,150,000	\$2,900,000	145.36%	69	27
92025 ESCONDIDO	2	\$467,250	\$275,000	\$934,500	0	\$	\$	\$	0.00%		4
92026 ESCONDIDO	9	\$768,544	\$425,000	\$6,916,900	4	\$373,625	\$380,000	\$1,494,500	89.81%	226	28
92027 ESCONDIDO	4	\$842,500	\$400,000	\$3,370,000	0	\$	\$	\$	0.00%		17
92028 FALLBROOK	28	\$501,309	\$437,900	\$14,036,676	3	\$390,000	\$300,000	\$1,170,000	86.80%	271	42
92029 ESCONDIDO	6	\$672,646	\$375,000	\$4,035,876	1	\$466,250	\$466,250	\$466,250	93.44%	246	20
92036 JULIAN	28	\$128,342	\$99,900	\$3,593,600	8	\$278,875	\$116,500	\$2,231,000	83.00%	253	15
92037 LA JOLLA	3	\$4,033,333	\$3,650,000	\$12,100,000	2	\$3,090,000	\$2,500,000	\$6,180,000	92.93%	68	10
92040 LAKESIDE	2	\$237,500	\$175,000	\$475,000	1	\$365,000	\$365,000	\$365,000	91.48%	47	21
92054 OCEANSIDE	8	\$1,631,970	\$2,125,000	\$13,055,764	0	\$	\$	\$	0.00%		22
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92057 OCEANSIDE	1	\$650,000	\$650,000	\$650,000	0	\$	\$	\$	0.00%		2
92059 PALA	6	\$471,000	\$479,500	\$2,826,000	0	\$	\$	\$	0.00%		0
92060 PALOMAR MTN	1	\$274,500	\$274,500	\$274,500	0	\$	\$	\$	0.00%		0
92061 PAUMA VALLEY	3	\$1,766,333	\$1,200,000	\$5,299,000	0	\$	\$	\$	0.00%		7
92064 POWAY	13	\$855,261	\$775,876	\$11,118,404	0	\$	\$	\$	0.00%		7
92065 RAMONA	17	\$844,085	\$340,000	\$14,349,452	1	\$650,000	\$650,000	\$650,000	152.94%	154	23
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92067 RANCHO SANTA FE	14	\$2,824,633	\$2,475,000	\$39,544,875	1	\$5,100,000	\$5,100,000	\$5,100,000	85.71%	174	11
92068 SAN LUIS REY	1	\$7,500,000	\$7,500,000	\$7,500,000	0	\$	\$	\$	0.00%		0
92069 SAN MARCOS	8	\$469,375	\$265,000	\$3,755,000	1	\$875,000	\$875,000	\$875,000	88.38%	323	0
92070 SANTA YSABEL	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92071 SANTEE	2	\$725,000	\$650,000	\$1,450,000	0	\$	\$	\$	0.00%		4
92075 SOLANA BEACH	0	\$	\$	\$	1	\$1,025,000	\$1,025,000	\$1,025,000	78.91%	90	0
92078 SAN MARCOS	1	\$900,000	\$900,000	\$900,000	0	\$	\$	\$	0.00%		12
92081 VISTA	3	\$397,666	\$349,000	\$1,193,000	0	\$	\$	\$	0.00%		3
92082 VALLEY CENTER	21	\$467,476	\$419,000	\$9,817,000	2	\$517,500	\$275,000	\$1,035,000	95.92%	21	9
92083 VISTA	5	\$351,755	\$310,000	\$1,758,776	0	\$	\$	\$	0.00%		0
92084 VISTA	11	\$1,071,268	\$369,000	\$11,783,949	1	\$765,000	\$765,000	\$765,000	76.88%	124	31
92086 WARNER SPRINGS	6	\$410,983	\$249,000	\$2,465,900	0	\$	\$	\$	0.00%		0
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92093 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92101 SAN DIEGO DOWNTOWN	4	\$2,457,500	\$2,750,000	\$9,830,000	0	\$	\$	\$	0.00%		0
92102 SAN DIEGO	1	\$169,000	\$169,000	\$169,000	1	\$199,000	\$199,000	\$199,000	94.81%	35	0
92103 MISSION HILLS	5	\$2,415,000	\$2,500,000	\$12,075,000	0	\$	\$	\$	0.00%		6
92104 NORTH PARK	1	\$675,000	\$675,000	\$675,000	0	\$	\$	\$	0.00%		0
92105 EAST SAN DIEGO	0	\$	\$	\$	1	\$2,350,000	\$2,350,000	\$2,350,000	78.33%	14	7
92106 POINT LOMA	1	\$975,000	\$975,000	\$975,000	1	\$500,000	\$500,000	\$500,000	62.89%	40	0
92107 OCEAN BEACH	1	\$1,890,000	\$1,890,000	\$1,890,000	0	\$	\$	\$	0.00%		0
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92109 PACIFIC BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92113 LOGAN HEIGHTS	1	\$489,500	\$489,500	\$489,500	0	\$	\$	\$	0.00%		0
92114 ENCANTO	4	\$378,975	\$189,000	\$1,515,900	1	\$165,000	\$165,000	\$165,000	94.35%	142	0
92115 COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92117 CLAIREMONT MESA	2	\$1,687,500	\$975,000	\$3,375,000	0	\$	\$	\$	0.00%		0
92118 CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%		0

92119 SAN CARLOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92120 DEL CERRO	2	\$687,500	\$275,000	\$1,375,000	0	\$	\$	\$	0.00%	0
92121 SORRENTO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92122 UNIVERSITY CITY	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92123 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92124 TIERRASANTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92126 MIRA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92127 RANCHO BERNARDO	10	\$1,188,600	\$935,000	\$11,886,000	0	\$	\$	\$	0.00%	28
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92129 RANCHO PENASQUITOS	1	\$2,500,000	\$2,500,000	\$2,500,000	0	\$	\$	\$	0.00%	0
92130 CARMEL VALLEY	3	\$1,383,625	\$1,400,000	\$4,150,876	0	\$	\$	\$	0.00%	0
92131 SCRIPPS MIRAMAR	0	\$	\$	\$	1	\$530,000	\$530,000	\$530,000	98.15%	55
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92145 MIRAMAR	1	\$240,000	\$240,000	\$240,000	0	\$	\$	\$	0.00%	0
92154 OTAY MESA	6	\$948,000	\$285,000	\$5,688,000	2	\$384,500	\$269,000	\$769,000	43.50%	204
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92173 SAN YSIDRO	1	\$1,495,000	\$1,495,000	\$1,495,000	0	\$	\$	\$	0.00%	0
TOTALS	376			\$302,911,111	45			\$31,087,575		