

**MONTH ENDING MARCH 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	4	\$389,944	\$385,876	\$1,559,776	1	\$280,000	\$280,000	\$280,000	99.12%	112	34
91902 BONITA	2	\$2,562,500	\$625,000	\$5,125,000	0	\$	\$	\$	0.00%		0
91905 BOULEVARD	2	\$232,450	\$165,000	\$464,900	0	\$	\$	\$	0.00%		18
91906 CAMPO	5	\$298,800	\$295,000	\$1,494,000	1	\$500,000	\$500,000	\$500,000	100.00%	0	9
91910 CHULA VISTA	4	\$758,750	\$800,000	\$3,035,000	0	\$	\$	\$	0.00%		0
91911 CHULA VISTA	4	\$1,221,225	\$699,900	\$4,884,900	0	\$	\$	\$	0.00%		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	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91932 IMPERIAL BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91934 JACUMBA	1	\$25,000	\$25,000	\$25,000	0	\$	\$	\$	0.00%		0
91935 JAMUL	10	\$653,590	\$450,000	\$6,535,900	4	\$233,750	\$175,000	\$935,000	88.72%	175	17
91941 LA MESA	4	\$865,944	\$535,000	\$3,463,776	1	\$375,000	\$375,000	\$375,000	113.67%	19	25
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91945 LEMON GROVE	2	\$547,500	\$325,000	\$1,095,000	0	\$	\$	\$	0.00%		0
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91950 NATIONAL CITY	1	\$2,500,000	\$2,500,000	\$2,500,000	0	\$	\$	\$	0.00%		6
91962 PINE VALLEY	2	\$527,000	\$425,000	\$1,054,000	0	\$	\$	\$	0.00%		0
91963 POTRERO	2	\$1,212,499	\$425,000	\$2,424,999	1	\$95,000	\$95,000	\$95,000	95.00%	280	8
91977 SPRING VALLEY	6	\$743,833	\$149,000	\$4,463,000	2	\$262,500	\$125,000	\$525,000	89.61%	67	23
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92003 BONSALE	3	\$617,666	\$579,000	\$1,853,000	1	\$260,000	\$260,000	\$260,000	74.50%	177	9
92004 BORREGO SPRINGS	23	\$87,817	\$60,000	\$2,019,800	6	\$245,033	\$60,000	\$1,470,200	60.62%	123	22
92007 CARDIFF BY THE SEA	1	\$729,900	\$729,900	\$729,900	0	\$	\$	\$	0.00%		0
92008 CARLSBAD	3	\$1,731,666	\$1,395,000	\$5,195,000	0	\$	\$	\$	0.00%		0
92009 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92010 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92011 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		2
92014 DEL MAR	2	\$1,372,500	\$795,000	\$2,745,000	0	\$	\$	\$	0.00%		3
92019 EL CAJON	3	\$276,666	\$225,000	\$830,000	1	\$650,000	\$650,000	\$650,000	100.00%	77	17
92020 EL CAJON	1	\$900,000	\$900,000	\$900,000	0	\$	\$	\$	0.00%		0
92021 EL CAJON	7	\$934,850	\$455,000	\$6,543,950	2	\$229,500	\$199,000	\$459,000	84.22%	130	15
92024 ENCINITAS	6	\$3,217,333	\$2,150,000	\$19,304,000	0	\$	\$	\$	0.00%		4
92025 ESCONDIDO	4	\$363,500	\$295,000	\$1,454,000	1	\$150,500	\$150,500	\$150,500	100.33%	4	16
92026 ESCONDIDO	18	\$585,111	\$625,000	\$10,532,000	0	\$	\$	\$	0.00%		10
92027 ESCONDIDO	7	\$644,571	\$375,000	\$4,512,000	1	\$150,000	\$150,000	\$150,000	73.17%	39	0
92028 FALLBROOK	20	\$493,535	\$429,900	\$9,870,700	2	\$327,221	\$325,000	\$654,442	89.77%	89	14
92029 ESCONDIDO	1	\$785,000	\$785,000	\$785,000	0	\$	\$	\$	0.00%		17
92036 JULIAN	12	\$298,825	\$159,000	\$3,585,900	2	\$192,500	\$190,000	\$385,000	85.77%	326	37
92037 LA JOLLA	4	\$4,937,250	\$3,500,000	\$19,749,000	0	\$	\$	\$	0.00%		0
92040 LAKESIDE	4	\$419,725	\$299,900	\$1,678,900	1	\$80,000	\$80,000	\$80,000	80.81%	178	0
92054 OCEANSIDE	5	\$1,032,600	\$895,000	\$5,163,000	2	\$176,500	\$105,000	\$353,000	96.98%	135	0
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92057 OCEANSIDE	3	\$1,007,666	\$449,000	\$3,023,000	1	\$397,000	\$397,000	\$397,000	103.12%	21	0
92059 PALA	4	\$151,250	\$75,000	\$605,000	0	\$	\$	\$	0.00%		0
92060 PALOMAR MTN	2	\$277,000	\$129,000	\$554,000	0	\$	\$	\$	0.00%		0
92061 PAUMA VALLEY	3	\$2,511,333	\$435,000	\$7,534,000	1	\$1,200,000	\$1,200,000	\$1,200,000	90.57%	286	15
92064 POWAY	9	\$898,222	\$900,000	\$8,084,000	2	\$787,500	\$515,000	\$1,575,000	90.26%	515	18
92065 RAMONA	23	\$897,946	\$395,000	\$20,652,764	4	\$319,250	\$297,000	\$1,277,000	94.53%	51	19
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92067 RANCHO SANTA FE	5	\$2,682,175	\$1,895,000	\$13,410,876	2	\$2,000,000	\$1,750,000	\$4,000,000	94.12%	441	57
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92069 SAN MARCOS	4	\$634,750	\$379,000	\$2,539,000	0	\$	\$	\$	0.00%		3
92070 SANTA YSABEL	1	\$200,000	\$200,000	\$200,000	0	\$	\$	\$	0.00%		8
92071 SANTEE	2	\$782,500	\$650,000	\$1,565,000	0	\$	\$	\$	0.00%		0
92075 SOLANA BEACH	2	\$1,200,000	\$1,200,000	\$2,400,000	0	\$	\$	\$	0.00%		0
92078 SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92081 VISTA	2	\$1,300,000	\$1,300,000	\$2,600,000	2	\$921,000	\$475,000	\$1,842,000	85.48%	75	4
92082 VALLEY CENTER	24	\$558,053	\$450,000	\$13,393,276	1	\$90,000	\$90,000	\$90,000	60.04%	605	37
92083 VISTA	4	\$602,237	\$479,950	\$2,408,950	0	\$	\$	\$	0.00%		5
92084 VISTA	7	\$453,271	\$475,000	\$3,172,900	1	\$575,000	\$575,000	\$575,000	100.00%	109	26
92086 WARNER SPRINGS	1	\$269,000	\$269,000	\$269,000	2	\$112,500	\$112,500	\$225,000	80.94%	147	0
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92093 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92101 SAN DIEGO DOWNTOWN	1	\$3,900,000	\$3,900,000	\$3,900,000	0	\$	\$	\$	0.00%		0
92102 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%		1
92103 MISSION HILLS	5	\$319,000	\$199,000	\$1,595,000	0	\$	\$	\$	0.00%		0
92104 NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92105 EAST SAN DIEGO	3	\$236,300	\$219,000	\$708,900	1	\$190,000	\$190,000	\$190,000	95.00%	93	8
92106 POINT LOMA	2	\$719,500	\$689,000	\$1,439,000	0	\$	\$	\$	0.00%		0
92107 OCEAN BEACH	2	\$810,438	\$530,876	\$1,620,876	0	\$	\$	\$	0.00%		4
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92109 PACIFIC BEACH	1	\$2,875,000	\$2,875,000	\$2,875,000	0	\$	\$	\$	0.00%		0
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92113 LOGAN HEIGHTS	2	\$307,500	\$40,000	\$615,000	1	\$20,000	\$20,000	\$20,000	50.00%	24	1
92114 ENCANTO	3	\$165,000	\$150,000	\$495,000	0	\$	\$	\$	0.00%		6
92115 COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92116 NORMAL HEIGHTS	0	\$	\$	\$	1	\$1,950,000	\$1,950,000	\$1,950,000	72.76%	202	0
92117 CLAIREMONT MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92118 CORONADO	1	\$10,900,000	\$10,900,000	\$10,900,000	0	\$	\$	\$	0.00%		0

92119 SAN CARLOS	1	\$210,000	\$210,000	\$210,000	0	\$	\$	\$	0.00%	0
92120 DEL CERRO	1	\$2,500,000	\$2,500,000	\$2,500,000	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	13	\$1,110,192	\$895,000	\$14,432,503	1	\$1,300,000	\$1,300,000	\$1,300,000	72.42%	219 13
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92130 CARMEL VALLEY	4	\$2,289,999	\$1,295,000	\$9,159,999	0	\$	\$	\$	0.00%	6
92131 SCRIPPS MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92154 OTAY MESA	2	\$1,192,450	\$599,900	\$2,384,900	0	\$	\$	\$	0.00%	0
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92173 SAN YSIDRO	2	\$980,000	\$360,000	\$1,960,000	0	\$	\$	\$	0.00%	5
TOTALS	312			\$272,784,345	49			\$21,963,142		