

MONTH ENDING APRIL 30, 2008
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 | 14 | \$445,000 | \$365,000 | \$6,230,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91902 BONITA | 2 | \$500,000 | \$450,000 | \$1,000,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91905 BOULEVARD | 2 | \$87,500 | \$65,000 | \$175,000 | 1 | \$175,000 | \$175,000 | \$175,000 | 87.94% | 165 | 22 |
| 91906 CAMPO | 1 | \$250,000 | \$250,000 | \$250,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91910 CHULA VISTA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91911 CHULA VISTA | 2 | \$1,299,938 | \$599,876 | \$2,599,876 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91913 CHULA VISTA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91914 CHULA VISTA | 2 | \$3,582,000 | \$250,000 | \$7,164,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91915 CHULA VISTA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91916 DESCANSO | 1 | \$120,000 | \$120,000 | \$120,000 | 1 | \$305,000 | \$305,000 | \$305,000 | 82.43% | 113 | 10 |
| 91917 DULZURA | 3 | \$360,000 | \$400,000 | \$1,080,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91931 GUATAY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91932 IMPERIAL BEACH | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91934 JACUMBA | 0 | \$ | \$ | | 1 | \$55,000 | \$55,000 | \$55,000 | 93.22% | | 33 |
| 91935 JAMUL | 8 | \$295,875 | \$250,000 | \$2,367,000 | 2 | \$230,000 | \$210,000 | \$460,000 | 93.90% | | 21 |
| 91941 LA MESA | 4 | \$362,750 | \$315,000 | \$1,451,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91942 LA MESA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91945 LEMON GROVE | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91948 MOUNT LAGUNA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91950 NATIONAL CITY | 3 | \$429,666 | \$299,000 | \$1,289,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91962 PINE VALLEY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91963 POTRERO | 1 | \$1,650,000 | \$1,650,000 | \$1,650,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91977 SPRING VALLEY | 4 | \$451,000 | \$405,000 | \$1,804,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91978 SPRING VALLEY | 2 | \$474,500 | \$250,000 | \$949,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91980 TECATE | 1 | \$95,000 | \$95,000 | \$95,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92003 BONSAI | 6 | \$1,555,462 | \$499,000 | \$9,332,776 | 0 | \$ | \$ | | 0.00% | | 24 |
| 92004 BORRERO SPRINGS | 16 | \$109,856 | \$43,000 | \$1,757,700 | 3 | \$36,666 | \$5,000 | \$110,000 | 65.09% | | 226 |
| 92007 CARDIFF BY THE SEA | 1 | \$675,000 | \$675,000 | \$675,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92008 CARLSBAD | 1 | \$14,000,000 | \$14,000,000 | \$14,000,000 | 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 | \$ | \$ | | 1 | \$1,295,000 | \$1,295,000 | \$1,295,000 | 96.28% | | 123 |
| 92019 EL CAJON | 3 | \$1,483,333 | \$1,800,000 | \$4,450,000 | 1 | \$155,000 | \$155,000 | \$155,000 | 68.92% | | 252 |
| 92020 EL CAJON | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92021 EL CAJON | 3 | \$269,300 | \$204,000 | \$807,900 | 2 | \$362,500 | \$350,000 | \$725,000 | 92.37% | | 154 |
| 92024 ENCINITAS | 8 | \$2,591,000 | \$1,499,000 | \$20,728,000 | 2 | \$2,775,000 | \$1,150,000 | \$5,550,000 | 85.05% | | 72 |
| 92025 ESCONDIDO | 8 | \$255,909 | \$179,500 | \$2,047,277 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92026 ESCONDIDO | 3 | \$1,290,000 | \$1,750,000 | \$3,870,000 | 0 | \$ | \$ | | 0.00% | | 37 |
| 92027 ESCONDIDO | 2 | \$376,250 | \$229,000 | \$752,500 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92028 FALLBROOK | 19 | \$380,073 | \$379,000 | \$7,221,400 | 2 | \$250,000 | \$205,000 | \$500,000 | 95.24% | | 68 |
| 92029 ESCONDIDO | 5 | \$553,000 | \$675,000 | \$2,765,000 | 2 | \$350,000 | \$235,000 | \$700,000 | 95.37% | | 145 |
| 92036 JULIAN | 9 | \$166,755 | \$119,000 | \$1,500,800 | 0 | \$ | \$ | | 0.00% | | 112 |
| 92037 LA JOLLA | 5 | \$3,050,000 | \$3,250,000 | \$15,250,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92040 LAKESIDE | 2 | \$259,500 | \$80,000 | \$519,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92054 OCEANSIDE | 4 | \$462,000 | \$349,000 | \$1,848,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92056 OCEANSIDE | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92057 OCEANSIDE | 1 | \$744,990 | \$744,990 | \$744,990 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92058 OCEANSIDE | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92059 PALA | 1 | \$239,000 | \$239,000 | \$239,000 | 1 | \$118,000 | \$118,000 | \$118,000 | 67.43% | | 177 |
| 92060 PALOMAR MTN | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92061 PAUMA VALLEY | 2 | \$670,000 | \$390,000 | \$1,340,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92064 POWAY | 6 | \$867,500 | \$795,000 | \$5,205,000 | 0 | \$ | \$ | | 0.00% | | 44 |
| 92065 RAMONA | 11 | \$317,079 | \$294,900 | \$3,487,876 | 3 | \$357,333 | \$350,000 | \$1,072,000 | 91.23% | | 241 |
| 92066 RANCHITA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92067 RANCHO SANTA FE | 15 | \$1,412,066 | \$1,046,000 | \$21,181,000 | 7 | \$1,716,071 | \$900,000 | \$12,012,500 | 90.28% | | 132 |
| 92068 SAN LUIS REY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92069 SAN MARCOS | 2 | \$475,000 | \$400,000 | \$950,000 | 1 | \$425,000 | \$425,000 | \$425,000 | 94.65% | | 125 |
| 92070 SANTA YSABEL | 0 | \$ | \$ | | 2 | \$1,075,000 | \$650,000 | \$2,150,000 | 96.63% | | 499 |
| 92071 SANTEE | 1 | \$895,000 | \$895,000 | \$895,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92075 SOLANA BEACH | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92078 SAN MARCOS | 2 | \$262,000 | \$179,000 | \$524,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92081 VISTA | 1 | \$375,000 | \$375,000 | \$375,000 | 0 | \$ | \$ | | 0.00% | | 9 |
| 92082 VALLEY CENTER | 8 | \$1,086,862 | \$339,000 | \$8,694,900 | 1 | \$380,000 | \$380,000 | \$380,000 | 95.24% | | 358 |
| 92083 VISTA | 4 | \$279,475 | \$249,000 | \$1,117,900 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92084 VISTA | 6 | \$917,483 | \$660,000 | \$5,504,900 | 1 | \$695,000 | \$695,000 | \$695,000 | 92.79% | | 40 |
| 92086 WARNER SPRINGS | 1 | \$350,000 | \$350,000 | \$350,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92091 RANCHO SANTA FE | 1 | \$3,425,000 | \$3,425,000 | \$3,425,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92093 LA JOLLA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92101 SAN DIEGO DOWNTOWN | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92102 SAN DIEGO | 2 | \$749,500 | \$299,000 | \$1,499,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92103 MISSION HILLS | 1 | \$130,000 | \$130,000 | \$130,000 | 1 | \$479,000 | \$479,000 | \$479,000 | 95.80% | | 16 |
| 92104 NORTH PARK | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92105 EAST SAN DIEGO | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92106 POINT LOMA | 1 | \$900,000 | \$900,000 | \$900,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92107 OCEAN BEACH | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92108 MISSION VALLEY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92109 PACIFIC BEACH | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92110 OLD TOWN SD | 1 | \$170,500 | \$170,500 | \$170,500 | 0 | \$ | \$ | | 0.00% | | 1 |
| 92111 LINDA VISTA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92113 LOGAN HEIGHTS | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92114 ENCANTO | 1 | \$300,000 | \$300,000 | \$300,000 | 1 | \$24,900 | \$24,900 | \$24,900 | 100.00% | | 40 |
| 92115 COLLEGE GROVE | 1 | \$175,876 | \$175,876 | \$175,876 | 0 | \$ | \$ | | 0.00% | | 5 |
| 92116 NORMAL HEIGHTS | 0 | \$ | \$ | | 1 | \$75,000 | \$75,000 | \$75,000 | 50.34% | | 125 |
| 92117 CLAIREMONT MESA | 0 | \$ | \$ | | 1 | \$190,000 | \$190,000 | \$190,000 | 79.17% | | 150 |
| 92118 CORONADO | 1 | \$1,500,000 | \$1,500,000 | \$1,500,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92119 SAN CARLOS | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92120 DEL CERRO | 0 | \$ | \$ | | 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 | \$1,062,286 | \$899,000 | \$10,622,866 | 4 | \$933,750 | \$680,000 | \$3,735,000 | 93.56% | 25 19 |
| 92128 RANCHO BERNARDO | 5 | \$473,930 | \$425,000 | \$2,369,652 | 2 | \$467,500 | \$335,000 | \$935,000 | 91.22% | 18 5 |
| 92129 RANCHO PENASQUITOS | 1 | \$159,000 | \$159,000 | \$159,000 | 0 | \$ | \$ | | 0.00% | 0 |
| 92130 CARMEL VALLEY | 4 | \$2,851,250 | \$1,750,000 | \$11,405,000 | 0 | \$ | \$ | | 0.00% | 0 |
| 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 | 1 | \$255,000 | \$255,000 | \$255,000 | 0 | \$ | \$ | | 0.00% | 0 |
| 92155 SAN DIEGO | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | 0 |
| 92161 SAN DIEGO | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | 0 |
| 92173 SAN YSIDRO | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | 0 |
| TOTALS | 236 | | | \$199,270,689 | 44 | | | \$32,321,400 | | |

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