

**MONTH ENDING AUGUST 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 | 3 | \$481,666 | \$475,000 | \$1,445,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91902 BONITA | 1 | \$13,500,000 | \$13,500,000 | \$13,500,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91905 BOULEVARD | 6 | \$639,649 | \$243,900 | \$3,837,899 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91906 CAMPO | 5 | \$388,779 | \$249,900 | \$1,943,895 | 1 | \$600,000 | \$600,000 | \$600,000 | 60.30% | 1,122 | 22 |
| 91910 CHULA VISTA | 1 | \$675,000 | \$675,000 | \$675,000 | 0 | \$ | \$ | | 0.00% | | 8 |
| 91911 CHULA VISTA | 1 | \$500,000 | \$500,000 | \$500,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91913 CHULA VISTA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91914 CHULA VISTA | 1 | \$1,000,000 | \$1,000,000 | \$1,000,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91915 CHULA VISTA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91916 DESCANSO | 1 | \$370,000 | \$370,000 | \$370,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91917 DULZURA | 1 | \$539,900 | \$539,900 | \$539,900 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91931 GUATAY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91932 IMPERIAL BEACH | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91934 JACUMBA | 3 | \$180,000 | \$130,000 | \$540,000 | 0 | \$ | \$ | | 0.00% | | 8 |
| 91935 JAMUL | 9 | \$733,666 | \$420,000 | \$6,602,999 | 2 | \$425,000 | \$265,000 | \$850,000 | 85.95% | 178 | 69 |
| 91941 LA MESA | 4 | \$589,500 | \$375,000 | \$2,358,000 | 1 | \$265,000 | \$265,000 | \$265,000 | 85.51% | 196 | 27 |
| 91942 LA MESA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91945 LEMON GROVE | 1 | \$399,900 | \$399,900 | \$399,900 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91948 MOUNT LAGUNA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91950 NATIONAL CITY | 2 | \$640,000 | \$580,000 | \$1,280,000 | 0 | \$ | \$ | | 0.00% | | 14 |
| 91962 PINE VALLEY | 6 | \$186,661 | \$180,000 | \$1,119,970 | 0 | \$ | \$ | | 0.00% | | 13 |
| 91963 POTRERO | 1 | \$99,000 | \$99,000 | \$99,000 | 0 | \$ | \$ | | 0.00% | | 10 |
| 91977 SPRING VALLEY | 7 | \$1,021,685 | \$750,000 | \$7,151,800 | 0 | \$ | \$ | | 0.00% | | 0 |
| 91978 SPRING VALLEY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 91980 TECATE | 1 | \$125,000 | \$125,000 | \$125,000 | 1 | \$125,000 | \$125,000 | \$125,000 | 100.00% | 0 | 4 |
| 92003 BONSAI | 7 | \$464,557 | \$479,000 | \$3,251,900 | 0 | \$ | \$ | | 0.00% | | 21 |
| 92004 BORREGO SPRINGS | 21 | \$128,085 | \$112,000 | \$2,689,800 | 4 | \$30,425 | \$33,500 | \$121,700 | 85.10% | 213 | 57 |
| 92007 CARDIFF BY THE SEA | 2 | \$1,135,000 | \$975,000 | \$2,270,000 | 0 | \$ | \$ | | 0.00% | | 5 |
| 92008 CARLSBAD | 5 | \$870,000 | \$450,000 | \$4,350,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92009 CARLSBAD | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92010 CARLSBAD | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92011 CARLSBAD | 1 | \$995,000 | \$995,000 | \$995,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92014 DEL MAR | 1 | \$76,000,000 | \$76,000,000 | \$76,000,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92019 EL CAJON | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 19 |
| 92020 EL CAJON | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 4 |
| 92021 EL CAJON | 8 | \$422,450 | \$399,900 | \$3,379,600 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92024 ENCINITAS | 4 | \$955,500 | \$783,000 | \$3,822,000 | 0 | \$ | \$ | | 0.00% | | 36 |
| 92025 ESCONDIDO | 6 | \$626,483 | \$459,900 | \$3,758,900 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92026 ESCONDIDO | 8 | \$525,056 | \$389,000 | \$4,200,450 | 2 | \$857,500 | \$280,000 | \$1,715,000 | 96.40% | 60 | 35 |
| 92027 ESCONDIDO | 8 | \$561,250 | \$525,000 | \$4,490,000 | 0 | \$ | \$ | | 0.00% | | 23 |
| 92028 FALLBROOK | 31 | \$480,641 | \$425,000 | \$14,899,900 | 4 | \$381,500 | \$266,000 | \$1,526,000 | 83.03% | 283 | 36 |
| 92029 ESCONDIDO | 2 | \$477,000 | \$279,000 | \$954,000 | 1 | \$655,500 | \$655,500 | \$655,500 | 54.63% | 308 | 0 |
| 92036 JULIAN | 20 | \$140,315 | \$119,000 | \$2,806,300 | 3 | \$183,333 | \$229,000 | \$550,000 | 97.69% | 193 | 54 |
| 92037 LA JOLLA | 4 | \$2,022,719 | \$1,800,000 | \$8,090,876 | 1 | \$1,900,000 | \$1,900,000 | \$1,900,000 | 115.15% | 216 | 0 |
| 92040 LAKESIDE | 2 | \$332,450 | \$179,900 | \$664,900 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92054 OCEANSIDE | 4 | \$793,250 | \$349,000 | \$3,173,000 | 0 | \$ | \$ | | 0.00% | | 15 |
| 92056 OCEANSIDE | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92057 OCEANSIDE | 2 | \$375,000 | \$270,000 | \$750,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92059 PALA | 1 | \$299,000 | \$299,000 | \$299,000 | 0 | \$ | \$ | | 0.00% | | 16 |
| 92060 PALOMAR MTN | 0 | \$ | \$ | | 3 | \$256,166 | \$330,000 | \$768,500 | 93.49% | 55 | 0 |
| 92061 PAUMA VALLEY | 0 | \$ | \$ | | 1 | \$350,000 | \$350,000 | \$350,000 | 95.89% | 518 | 0 |
| 92064 POWAY | 12 | \$856,241 | \$649,000 | \$10,274,900 | 1 | \$300,000 | \$300,000 | \$300,000 | 83.33% | 365 | 41 |
| 92065 RAMONA | 10 | \$421,480 | \$299,000 | \$4,214,800 | 0 | \$ | \$ | | 0.00% | | 41 |
| 92066 RANCHITA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92067 RANCHO SANTA FE | 12 | \$3,351,250 | \$1,875,000 | \$40,215,000 | 1 | \$1,515,000 | \$1,515,000 | \$1,515,000 | 89.38% | 175 | 30 |
| 92068 SAN LUIS REY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92069 SAN MARCOS | 1 | \$620,000 | \$620,000 | \$620,000 | 0 | \$ | \$ | | 0.00% | | 24 |
| 92070 SANTA YSABEL | 2 | \$522,449 | \$319,898 | \$1,044,898 | 2 | \$182,500 | \$175,000 | \$365,000 | 92.17% | 337 | 0 |
| 92071 SANTEE | 2 | \$357,000 | \$289,000 | \$714,000 | 1 | \$157,500 | \$157,500 | \$157,500 | 85.14% | 279 | 0 |
| 92075 SOLANA BEACH | 0 | \$ | \$ | | 1 | \$1,430,000 | \$1,430,000 | \$1,430,000 | 71.93% | 46 | 6 |
| 92078 SAN MARCOS | 1 | \$949,000 | \$949,000 | \$949,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92081 VISTA | 2 | \$1,249,500 | \$299,000 | \$2,499,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92082 VALLEY CENTER | 14 | \$764,542 | \$375,000 | \$10,703,596 | 1 | \$387,500 | \$387,500 | \$387,500 | 96.88% | 23 | 0 |
| 92083 VISTA | 3 | \$533,333 | \$625,000 | \$1,600,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92084 VISTA | 8 | \$704,750 | \$400,000 | \$5,638,000 | 1 | \$38,681 | \$38,681 | \$38,681 | 22.10% | 147 | 0 |
| 92086 WARNER SPRINGS | 3 | \$424,666 | \$400,000 | \$1,274,000 | 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 | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92102 SAN DIEGO | 1 | \$350,000 | \$350,000 | \$350,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92103 MISSION HILLS | 5 | \$1,312,800 | \$875,000 | \$6,564,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92104 NORTH PARK | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92105 EAST SAN DIEGO | 1 | \$550,000 | \$550,000 | \$550,000 | 0 | \$ | \$ | | 0.00% | | 5 |
| 92106 POINT LOMA | 2 | \$2,200,000 | \$1,900,000 | \$4,400,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92107 OCEAN BEACH | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92108 MISSION VALLEY | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92109 PACIFIC BEACH | 3 | \$1,958,333 | \$1,375,000 | \$5,875,000 | 0 | \$ | \$ | | 0.00% | | 3 |
| 92110 OLD TOWN SD | 2 | \$320,000 | \$320,000 | \$640,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92111 LINDA VISTA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92113 LOGAN HEIGHTS | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92114 ENCANTO | 1 | \$80,000 | \$80,000 | \$80,000 | 1 | \$150,000 | \$150,000 | \$150,000 | 75.04% | 219 | 11 |
| 92115 COLLEGE GROVE | 2 | \$315,000 | \$315,000 | \$630,000 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92116 NORMAL HEIGHTS | 2 | \$999,950 | \$299,900 | \$1,999,900 | 0 | \$ | \$ | | 0.00% | | 0 |
| 92117 CLAIREMONT MESA | 0 | \$ | \$ | | 0 | \$ | \$ | | 0.00% | | 0 |
| 92118 CORONADO | 0 | \$ | \$ | | 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 | \$1,779,687 | \$1,399,000 | \$17,796,876 | 5 | \$1,089,499 | \$999,999 | \$5,447,499 | 92.96% | 54 | 29 |
| 92128 RANCHO BERNARDO | 0 | \$ | \$ | | 0 | \$ | \$ | 0.00% | 0 | | |
| 92129 RANCHO PENASQUITOS | 0 | \$ | \$ | | 0 | \$ | \$ | 0.00% | 0 | | |
| 92130 CARMEL VALLEY | 4 | \$1,587,500 | \$1,475,000 | \$6,350,000 | 0 | \$ | \$ | 0.00% | 0 | | |
| 92131 SCRIPPS MIRAMAR | 1 | \$475,000 | \$475,000 | \$475,000 | 0 | \$ | \$ | 0.00% | 0 | | |
| 92139 PARADISE HILLS | 1 | \$85,000 | \$85,000 | \$85,000 | 0 | \$ | \$ | 0.00% | 0 | | |
| 92145 MIRAMAR | 0 | \$ | \$ | | 0 | \$ | \$ | 0.00% | 0 | | |
| 92154 OTAY MESA | 3 | \$236,633 | \$275,000 | \$709,900 | 0 | \$ | \$ | 0.00% | 0 | | |
| 92155 SAN DIEGO | 0 | \$ | \$ | | 0 | \$ | \$ | 0.00% | 0 | | |
| 92161 SAN DIEGO | 0 | \$ | \$ | | 0 | \$ | \$ | 0.00% | 0 | | |
| 92173 SAN YSIDRO | 3 | \$1,950,000 | \$2,100,000 | \$5,850,000 | 0 | \$ | \$ | 0.00% | 0 | | |
| TOTALS | 302 | | | \$316,436,859 | 38 | | | \$19,217,880 | | | |