

**MONTH ENDING NOVEMBER 30, 2006  
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	8	\$482,749	\$477,000	\$3,861,997	1	\$390,000	\$390,000	\$390,000	98.11%	147	58
91902 BONITA	3	\$1,110,584	\$265,876	\$3,331,752	0	\$	\$	\$	0.00%		13
91905 BOULEVARD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91906 CAMPO	1	\$149,995	\$149,995	\$149,995	1	\$195,000	\$195,000	\$195,000	97.99%	246	0
91910 CHULA VISTA	2	\$571,000	\$307,000	\$1,142,000	1	\$750,000	\$750,000	\$750,000	95.06%	123	0
91911 CHULA VISTA	2	\$1,407,500	\$315,000	\$2,815,000	0	\$	\$	\$	0.00%		5
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91914 CHULA VISTA	2	\$1,425,000	\$1,350,000	\$2,850,000	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	\$	\$	\$	1	\$262,500	\$262,500	\$262,500	87.50%	46	0
91934 JACUMBA	1	\$652,000	\$652,000	\$652,000	0	\$	\$	\$	0.00%		0
91935 JAMUL	8	\$354,984	\$340,000	\$2,839,876	0	\$	\$	\$	0.00%		48
91941 LA MESA	5	\$350,800	\$400,000	\$1,754,000	0	\$	\$	\$	0.00%		14
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	2	\$157,500	\$150,000	\$315,000	0	\$	\$	\$	0.00%		0
91962 PINE VALLEY	4	\$213,745	\$190,000	\$854,980	0	\$	\$	\$	0.00%		13
91963 POTRERO	0	\$	\$	\$	0	\$	\$	\$	0.00%		13
91977 SPRING VALLEY	8	\$335,734	\$230,000	\$2,685,876	0	\$	\$	\$	0.00%		12
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91980 TECATE	2	\$222,500	\$195,000	\$445,000	0	\$	\$	\$	0.00%		0
92003 BONSAL	2	\$812,000	\$629,000	\$1,624,000	0	\$	\$	\$	0.00%		23
92004 BORRERO SPRINGS	50	\$95,234	\$60,000	\$4,761,700	2	\$268,500	\$150,000	\$537,000	43.12%	116	69
92007 CARDIFF BY THE SEA	1	\$1,795,000	\$1,795,000	\$1,795,000	0	\$	\$	\$	0.00%		0
92008 CARLSBAD	1	\$599,876	\$599,876	\$599,876	0	\$	\$	\$	0.00%		19
92009 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92010 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92011 CARLSBAD	2	\$645,438	\$640,876	\$1,290,876	0	\$	\$	\$	0.00%		0
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92019 EL CAJON	3	\$293,300	\$350,000	\$879,900	2	\$161,103	\$129,673	\$322,207	67.83%	167	14
92020 EL CAJON	1	\$385,000	\$385,000	\$385,000	0	\$	\$	\$	0.00%		3
92021 EL CAJON	3	\$561,666	\$290,000	\$1,685,000	1	\$300,000	\$300,000	\$300,000	88.24%	292	22
92024 ENCINITAS	5	\$1,921,000	\$1,295,000	\$9,605,000	1	\$699,000	\$699,000	\$699,000	100.00%	39	9
92025 ESCONDIDO	0	\$	\$	\$	0	\$	\$	\$	0.00%		17
92026 ESCONDIDO	9	\$417,322	\$359,500	\$3,755,899	1	\$230,000	\$230,000	\$230,000	92.00%	45	27
92027 ESCONDIDO	2	\$919,500	\$449,000	\$1,839,000	0	\$	\$	\$	0.00%		13
92028 FALLBROOK	11	\$672,490	\$497,000	\$7,397,400	2	\$362,500	\$300,000	\$725,000	94.34%	215	14
92029 ESCONDIDO	3	\$1,560,000	\$950,000	\$4,680,000	0	\$	\$	\$	0.00%		0
92036 JULIAN	23	\$160,891	\$141,000	\$3,700,499	3	\$86,333	\$79,000	\$259,000	65.74%	326	30
92037 LA JOLLA	2	\$1,675,438	\$1,050,000	\$3,350,876	2	\$3,862,500	\$2,800,000	\$7,725,000	89.83%	87	5
92040 LAKESIDE	8	\$480,125	\$265,000	\$3,841,000	0	\$	\$	\$	0.00%		12
92054 OCEANSIDE	3	\$976,333	\$849,000	\$2,929,000	0	\$	\$	\$	0.00%		24
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92057 OCEANSIDE	2	\$297,000	\$199,000	\$594,000	0	\$	\$	\$	0.00%		0
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92060 PALOMAR MTN	0	\$	\$	\$	1	\$225,000	\$225,000	\$225,000	94.14%	81	0
92061 PAUMA VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92064 POWAY	2	\$1,447,500	\$695,000	\$2,895,000	1	\$330,000	\$330,000	\$330,000	71.75%	147	0
92065 RAMONA	13	\$384,300	\$344,000	\$4,995,900	2	\$254,500	\$210,000	\$509,000	97.14%	18	31
92066 RANCHITA	3	\$143,300	\$100,000	\$429,900	0	\$	\$	\$	0.00%		0
92067 RANCHO SANTA FE	6	\$2,215,962	\$1,250,000	\$13,295,776	1	\$730,000	\$730,000	\$730,000	91.82%	74	31
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92069 SAN MARCOS	3	\$1,374,696	\$972,840	\$4,124,090	0	\$	\$	\$	0.00%		12
92070 SANTA YSABEL	3	\$289,666	\$275,000	\$869,000	1	\$202,500	\$202,500	\$202,500	81.00%	299	11
92071 SANTEE	1	\$200,000	\$200,000	\$200,000	0	\$	\$	\$	0.00%		0
92075 SOLANA BEACH	1	\$1,350,000	\$1,350,000	\$1,350,000	0	\$	\$	\$	0.00%		4
92078 SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92081 VISTA	1	\$1,200,000	\$1,200,000	\$1,200,000	0	\$	\$	\$	0.00%		6
92082 VALLEY CENTER	5	\$529,955	\$499,000	\$2,649,776	0	\$	\$	\$	0.00%		15
92083 VISTA	2	\$722,000	\$695,000	\$1,444,000	0	\$	\$	\$	0.00%		12
92084 VISTA	8	\$820,362	\$760,000	\$6,562,900	0	\$	\$	\$	0.00%		26
92086 WARNER SPRINGS	0	\$	\$	\$	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	0	\$	\$	\$	0	\$	\$	\$	0.00%		10
92103 MISSION HILLS	2	\$3,697,500	\$2,500,000	\$7,395,000	0	\$	\$	\$	0.00%		0
92104 NORTH PARK	1	\$99,900	\$99,900	\$99,900	0	\$	\$	\$	0.00%		0
92105 EAST SAN DIEGO	3	\$258,333	\$231,000	\$775,000	0	\$	\$	\$	0.00%		10
92106 POINT LOMA	0	\$	\$	\$	2	\$1,050,000	\$700,000	\$2,100,000	88.42%	26	6
92107 OCEAN BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92109 PACIFIC BEACH	1	\$1,475,000	\$1,475,000	\$1,475,000	0	\$	\$	\$	0.00%		0
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92111 LINDA VISTA	1	\$350,000	\$350,000	\$350,000	0	\$	\$	\$	0.00%		0
92113 LOGAN HEIGHTS	1	\$499,000	\$499,000	\$499,000	1	\$202,000	\$202,000	\$202,000	72.14%	8	3
92114 ENCANTO	2	\$304,999	\$185,000	\$609,999	0	\$	\$	\$	0.00%		0
92115 COLLEGE GROVE	2	\$1,055,000	\$990,000	\$2,110,000	0	\$	\$	\$	0.00%		0
92116 NORMAL HEIGHTS	0	\$	\$	\$	1	\$350,000	\$350,000	\$350,000	87.52%	9	0
92117 CLAIREMONT MESA	1	\$1,100,000	\$1,100,000	\$1,100,000	0	\$	\$	\$	0.00%		0
92118 CORONADO	1	\$5,400,000	\$5,400,000	\$5,400,000	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	7	\$1,114,571	\$1,135,000	\$7,802,000	1	\$1,900,000	\$1,900,000	\$1,900,000	86.56%	192
92128 RANCHO BERNARDO	0	\$	\$	\$	1	\$600,000	\$600,000	\$600,000	92.31%	57
92129 RANCHO PENASQUITOS	1	\$375,000	\$375,000	\$375,000	0	\$	\$	\$	0.00%	0
92130 CARMEL VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92131 SCRIPPS MIRAMAR	1	\$540,000	\$540,000	\$540,000	0	\$	\$	\$	0.00%	0
92139 PARADISE HILLS	1	\$315,000	\$315,000	\$315,000	1	\$330,000	\$330,000	\$330,000	110.00%	34
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92154 OTAY MESA	1	\$275,000	\$275,000	\$275,000	0	\$	\$	\$	0.00%	4
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92173 SAN YSIDRO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
<b>TOTALS</b>	<b>253</b>			<b>\$147,548,743</b>	<b>31</b>			<b>\$19,873,207</b>		