

**MONTH ENDING NOVEMBER 30, 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            | \$413,250          | \$360,000         | \$1,653,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91902 BONITA             | 1            | \$4,600,000        | \$4,600,000       | \$4,600,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91905 BOULEVARD          | 0            | \$                 | \$                |                         | 1             | \$1,000,000        | \$1,000,000       | \$1,000,000      | 83.33%                     | 887                    | 0      |
| 91906 CAMPO              | 2            | \$1,730,695        | \$640,000         | \$3,461,390             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 31     |
| 91910 CHULA VISTA        | 1            | \$375,000          | \$375,000         | \$375,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 9      |
| 91911 CHULA VISTA        | 2            | \$2,174,500        | \$349,000         | \$4,349,000             | 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           | 1            | \$199,000          | \$199,000         | \$199,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91917 DULZURA            | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91931 GUATAY             | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91932 IMPERIAL BEACH     | 2            | \$1,400,000        | \$1,200,000       | \$2,800,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91934 JACUMBA            | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 3      |
| 91935 JAMUL              | 1            | \$300,000          | \$300,000         | \$300,000               | 1             | \$139,000          | \$139,000         | \$139,000        | 93.29%                     | 45                     | 64     |
| 91941 LA MESA            | 1            | \$380,000          | \$380,000         | \$380,000               | 1             | \$270,000          | \$270,000         | \$270,000        | 90.30%                     | 5                      | 0      |
| 91942 LA MESA            | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91945 LEMON GROVE        | 3            | \$270,292          | \$270,876         | \$810,876               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 11     |
| 91948 MOUNT LAGUNA       | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91950 NATIONAL CITY      | 3            | \$1,028,333        | \$375,000         | \$3,085,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 10     |
| 91962 PINE VALLEY        | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91963 POTRERO            | 5            | \$576,800          | \$286,000         | \$2,884,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91977 SPRING VALLEY      | 4            | \$467,375          | \$158,500         | \$1,869,500             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 30     |
| 91978 SPRING VALLEY      | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 91980 TECATE             | 3            | \$208,666          | \$248,000         | \$626,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92003 BONSAI             | 3            | \$651,000          | \$775,000         | \$1,953,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92004 BORREGO SPRINGS    | 22           | \$100,549          | \$57,000          | \$2,212,099             | 2             | \$90,000           | \$85,000          | \$180,000        | 90.91%                     | 65                     | 40     |
| 92007 CARDIFF BY THE SEA | 0            | \$                 | \$                |                         | 1             | \$1,085,000        | \$1,085,000       | \$1,085,000      | 96.44%                     | 100                    | 3      |
| 92008 CARLSBAD           | 4            | \$2,500,000        | \$1,300,000       | \$10,000,000            | 0             | \$                 | \$                |                  | 0.00%                      |                        | 22     |
| 92009 CARLSBAD           | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92010 CARLSBAD           | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92011 CARLSBAD           | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 2      |
| 92014 DEL MAR            | 0            | \$                 | \$                |                         | 1             | \$975,000          | \$975,000         | \$975,000        | 82.98%                     | 600                    | 0      |
| 92019 EL CAJON           | 4            | \$191,500          | \$199,000         | \$766,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92020 EL CAJON           | 1            | \$350,000          | \$350,000         | \$350,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92021 EL CAJON           | 3            | \$731,333          | \$399,000         | \$2,194,000             | 1             | \$325,000          | \$325,000         | \$325,000        | 54.26%                     | 182                    | 11     |
| 92024 ENCINITAS          | 4            | \$1,217,472        | \$1,275,888       | \$4,869,888             | 1             | \$3,425,000        | \$3,425,000       | \$3,425,000      | 93.20%                     | 91                     | 30     |
| 92025 ESCONDIDO          | 3            | \$764,666          | \$800,000         | \$2,294,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92026 ESCONDIDO          | 4            | \$178,500          | \$125,000         | \$714,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92027 ESCONDIDO          | 3            | \$1,303,333        | \$1,750,000       | \$3,910,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92028 FALLBROOK          | 17           | \$658,882          | \$425,000         | \$11,201,000            | 2             | \$333,750          | \$262,500         | \$667,500        | 92.21%                     | 112                    | 153    |
| 92029 ESCONDIDO          | 3            | \$522,666          | \$339,000         | \$1,568,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 16     |
| 92036 JULIAN             | 5            | \$139,600          | \$89,000          | \$698,000               | 6             | \$334,000          | \$116,500         | \$2,004,000      | 91.18%                     | 174                    | 100    |
| 92037 LA JOLLA           | 2            | \$1,847,500        | \$1,495,000       | \$3,695,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92040 LAKESIDE           | 3            | \$550,000          | \$650,000         | \$1,650,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 27     |
| 92054 OCEANSIDE          | 4            | \$934,750          | \$390,000         | \$3,739,000             | 1             | \$1,335,000        | \$1,335,000       | \$1,335,000      | 95.70%                     | 154                    | 0      |
| 92056 OCEANSIDE          | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92057 OCEANSIDE          | 1            | \$299,000          | \$299,000         | \$299,000               | 1             | \$325,000          | \$325,000         | \$325,000        | 86.67%                     | 358                    | 4      |
| 92059 PALA               | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92060 PALOMAR MTN        | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92061 PAUMA VALLEY       | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92064 POWAY              | 6            | \$800,816          | \$400,000         | \$4,804,900             | 1             | \$250,000          | \$250,000         | \$250,000        | 64.79%                     | 385                    | 41     |
| 92065 RAMONA             | 8            | \$354,600          | \$349,000         | \$2,836,800             | 3             | \$174,333          | \$180,000         | \$523,000        | 89.55%                     | 63                     | 34     |
| 92066 RANCHITA           | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 4      |
| 92067 RANCHO SANTA FE    | 12           | \$2,205,791        | \$1,350,000       | \$26,469,500            | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92068 SAN LUIS REY       | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92069 SAN MARCOS         | 2            | \$933,920          | \$895,000         | \$1,867,840             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 5      |
| 92070 SANTA YSABEL       | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92071 SANTEE             | 3            | \$616,166          | \$599,000         | \$1,848,500             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 9      |
| 92075 SOLANA BEACH       | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92078 SAN MARCOS         | 2            | \$832,500          | \$415,000         | \$1,665,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92081 VISTA              | 2            | \$415,000          | \$325,000         | \$830,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92082 VALLEY CENTER      | 8            | \$650,237          | \$339,000         | \$5,201,900             | 1             | \$1,500,000        | \$1,500,000       | \$1,500,000      | 75.00%                     | 108                    | 47     |
| 92083 VISTA              | 3            | \$246,333          | \$215,000         | \$739,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92084 VISTA              | 5            | \$429,900          | \$355,000         | \$2,149,500             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92086 WARNER SPRINGS     | 4            | \$333,600          | \$299,500         | \$1,334,400             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 24     |
| 92091 RANCHO SANTA FE    | 0            | \$                 | \$                |                         | 1             | \$1,350,000        | \$1,350,000       | \$1,350,000      | 88.52%                     | 294                    | 0      |
| 92093 LA JOLLA           | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92101 SAN DIEGO DOWNTOWN | 1            | \$450,000          | \$450,000         | \$450,000               | 1             | \$1,000,000        | \$1,000,000       | \$1,000,000      | 83.33%                     | 178                    | 10     |
| 92102 SAN DIEGO          | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92103 MISSION HILLS      | 4            | \$549,500          | \$549,000         | \$2,198,000             | 0             | \$                 | \$                |                  | 0.00%                      |                        | 18     |
| 92104 NORTH PARK         | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92105 EAST SAN DIEGO     | 4            | \$212,500          | \$125,000         | \$850,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92106 POINT LOMA         | 1            | \$648,000          | \$648,000         | \$648,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92107 OCEAN BEACH        | 2            | \$199,000          | \$199,000         | \$398,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92108 MISSION VALLEY     | 1            | \$1,495,000        | \$1,495,000       | \$1,495,000             | 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      | 2            | \$234,500          | \$119,000         | \$469,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92114 ENCANTO            | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92115 COLLEGE GROVE      | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92116 NORMAL HEIGHTS     | 1            | \$279,000          | \$279,000         | \$279,000               | 0             | \$                 | \$                |                  | 0.00%                      |                        | 4      |
| 92117 CLAIREMONT MESA    | 0            | \$                 | \$                |                         | 0             | \$                 | \$                |                  | 0.00%                      |                        | 0      |
| 92118 CORONADO           | 2            | \$499,950          | \$349,900         | \$999,900               | 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    | 14         | \$1,254,064 | \$1,169,000 | \$17,556,900         | 0           | \$          | 0.00%               | 11  |
| 92128 RANCHO BERNARDO    | 1          | \$550,000   | \$550,000   | \$550,000            | 0           | \$          | 0.00%               | 0   |
| 92129 RANCHO PENASQUITOS | 0          | \$          | \$          | 0                    | \$          | \$          | 0.00%               | 0   |
| 92130 CARMEL VALLEY      | 0          | \$          | \$          | 1                    | \$1,350,000 | \$1,350,000 | 75.04%              | 136 |
| 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          | 0          | \$          | \$          | 0                    | \$          | \$          | 0.00%               | 0   |
| 92155 SAN DIEGO          | 0          | \$          | \$          | 0                    | \$          | \$          | 0.00%               | 0   |
| 92161 SAN DIEGO          | 0          | \$          | \$          | 0                    | \$          | \$          | 0.00%               | 0   |
| 92173 SAN YSIDRO         | 3          | \$733,625   | \$435,876   | \$2,200,876          | 0           | \$          | 0.00%               | 0   |
| <b>TOTALS</b>            | <b>210</b> |             |             | <b>\$157,347,769</b> | <b>27</b>   |             | <b>\$17,703,500</b> |     |