

**MONTH ENDING APRIL 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	12	\$433,916	\$399,000	\$5,207,000	0	\$	\$		0.00%		0
91902 BONITA	1	\$319,900	\$319,900	\$319,900	2	\$675,000	\$450,000	\$1,350,000	96.43%	9	0
91905 BOULEVARD	9	\$318,152	\$230,000	\$2,863,376	0	\$	\$		0.00%		0
91906 CAMPO	2	\$212,000	\$125,000	\$424,000	0	\$	\$		0.00%		16
91910 CHULA VISTA	4	\$1,067,250	\$375,000	\$4,269,000	1	\$1,329,000	\$1,329,000	\$1,329,000	88.60%	83	15
91911 CHULA VISTA	2	\$750,000	\$300,000	\$1,500,000	1	\$1,100,000	\$1,100,000	\$1,100,000	88.00%	17	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	\$375,000	\$375,000	\$375,000	1	\$95,000	\$95,000	\$95,000	95.96%	33	0
91917 DULZURA	3	\$266,666	\$260,000	\$800,000	0	\$	\$		0.00%		0
91931 GUATAY	0	\$	\$		0	\$	\$		0.00%		0
91932 IMPERIAL BEACH	1	\$999,999	\$999,999	\$999,999	0	\$	\$		0.00%		0
91934 JACUMBA	2	\$100,000	\$40,000	\$200,000	1	\$30,000	\$30,000	\$30,000	85.71%	90	7
91935 JAMUL	18	\$364,932	\$280,000	\$6,568,776	2	\$322,500	\$195,000	\$645,000	94.99%	20	11
91941 LA MESA	2	\$879,500	\$275,000	\$1,759,000	1	\$315,000	\$315,000	\$315,000	88.73%	56	23
91942 LA MESA	1	\$400,000	\$400,000	\$400,000	0	\$	\$		0.00%		0
91945 LEMON GROVE	1	\$325,000	\$325,000	\$325,000	0	\$	\$		0.00%		0
91948 MOUNT LAGUNA	0	\$	\$		0	\$	\$		0.00%		0
91950 NATIONAL CITY	4	\$157,500	\$140,000	\$630,000	0	\$	\$		0.00%		4
91962 PINE VALLEY	3	\$274,666	\$249,000	\$824,000	0	\$	\$		0.00%		0
91963 POTRERO	2	\$250,000	\$150,000	\$500,000	2	\$397,500	\$195,000	\$795,000	89.44%	70	7
91977 SPRING VALLEY	5	\$806,000	\$650,000	\$4,030,000	0	\$	\$		0.00%		0
91978 SPRING VALLEY	0	\$	\$		0	\$	\$		0.00%		0
91980 TECATE	0	\$	\$		0	\$	\$		0.00%		0
92003 BONSAL	4	\$643,250	\$395,000	\$2,573,000	0	\$	\$		0.00%		20
92004 BORREGO SPRINGS	16	\$482,775	\$99,500	\$7,724,400	4	\$102,875	\$62,000	\$411,500	83.05%	122	227
92007 CARDIFF BY THE SEA	0	\$	\$		1	\$1,200,000	\$1,200,000	\$1,200,000	80.00%	17	0
92008 CARLSBAD	1	\$1,800,000	\$1,800,000	\$1,800,000	0	\$	\$		0.00%		0
92009 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92010 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92011 CARLSBAD	0	\$	\$		1	\$500,000	\$500,000	\$500,000	95.24%	116	0
92014 DEL MAR	1	\$150,000	\$150,000	\$150,000	0	\$	\$		0.00%		0
92019 EL CAJON	5	\$385,740	\$379,000	\$1,928,700	1	\$105,000	\$105,000	\$105,000	91.30%	308	0
92020 EL CAJON	2	\$1,789,950	\$479,900	\$3,579,900	0	\$	\$		0.00%		0
92021 EL CAJON	2	\$685,000	\$675,000	\$1,370,000	0	\$	\$		0.00%		0
92024 ENCINITAS	9	\$2,631,222	\$1,450,000	\$23,681,000	1	\$1,100,000	\$1,100,000	\$1,100,000	258.82%	186	14
92025 ESCONDIDO	1	\$320,000	\$320,000	\$320,000	1	\$230,000	\$230,000	\$230,000	83.64%	63	15
92026 ESCONDIDO	13	\$421,584	\$335,900	\$5,480,600	2	\$309,000	\$3,000	\$618,000	94.64%	145	73
92027 ESCONDIDO	2	\$249,450	\$249,000	\$498,900	0	\$	\$		0.00%		17
92028 FALLBROOK	15	\$594,920	\$475,000	\$8,923,800	3	\$532,333	\$625,000	\$1,597,000	95.57%	216	32
92029 ESCONDIDO	4	\$956,250	\$675,000	\$3,825,000	1	\$615,000	\$615,000	\$615,000	88.11%	196	19
92036 JULIAN	12	\$158,166	\$110,000	\$1,898,000	7	\$79,500	\$80,000	\$556,500	74.30%	203	15
92037 LA JOLLA	1	\$2,995,000	\$2,995,000	\$2,995,000	0	\$	\$		0.00%		11
92040 LAKESIDE	4	\$298,725	\$225,000	\$1,194,900	0	\$	\$		0.00%		13
92054 OCEANSIDE	9	\$1,172,111	\$759,000	\$10,549,000	1	\$498,000	\$498,000	\$498,000	94.14%	118	12
92056 OCEANSIDE	0	\$	\$		0	\$	\$		0.00%		0
92057 OCEANSIDE	0	\$	\$		0	\$	\$		0.00%		0
92059 PALA	1	\$325,000	\$325,000	\$325,000	0	\$	\$		0.00%		0
92060 PALOMAR MTN	3	\$36,333	\$40,000	\$109,000	1	\$450,000	\$450,000	\$450,000	105.88%	0	8
92061 PAUMA VALLEY	3	\$407,966	\$349,000	\$1,223,900	0	\$	\$		0.00%		17
92064 POWAY	6	\$1,398,333	\$995,000	\$8,390,000	2	\$487,500	\$225,000	\$975,000	94.20%	67	0
92065 RAMONA	16	\$406,334	\$350,000	\$6,501,351	1	\$1,400,000	\$1,400,000	\$1,400,000	77.78%	3	116
92066 RANCHITA	0	\$	\$		0	\$	\$		0.00%		0
92067 RANCHO SANTA FE	7	\$2,003,696	\$2,000,876	\$14,025,876	4	\$2,105,000	\$1,925,000	\$8,420,000	95.19%	200	59
92068 SAN LUIS REY	0	\$	\$		0	\$	\$		0.00%		0
92069 SAN MARCOS	3	\$703,333	\$620,000	\$2,110,000	0	\$	\$		0.00%		11
92070 SANTA YSABEL	4	\$311,000	\$251,000	\$1,244,000	0	\$	\$		0.00%		0
92071 SANTEE	1	\$490,000	\$490,000	\$490,000	0	\$	\$		0.00%		4
92075 SOLANA BEACH	0	\$	\$		0	\$	\$		0.00%		0
92078 SAN MARCOS	0	\$	\$		0	\$	\$		0.00%		0
92081 VISTA	2	\$350,000	\$350,000	\$700,000	2	\$666,000	\$250,000	\$1,332,000	76.11%	105	0
92082 VALLEY CENTER	18	\$771,715	\$399,000	\$13,890,876	4	\$563,750	\$375,000	\$2,255,000	85.26%	29	0
92083 VISTA	2	\$295,000	\$225,000	\$590,000	0	\$	\$		0.00%		0
92084 VISTA	10	\$739,889	\$690,000	\$7,398,899	1	\$319,000	\$319,000	\$319,000	91.40%	67	15
92086 WARNER SPRINGS	3	\$314,666	\$225,000	\$944,000	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	2	\$462,000	\$175,000	\$924,000	0	\$	\$		0.00%		0
92102 SAN DIEGO	2	\$139,000	\$139,000	\$278,000	0	\$	\$		0.00%		0
92103 MISSION HILLS	2	\$709,450	\$419,900	\$1,418,900	0	\$	\$		0.00%		18
92104 NORTH PARK	1	\$950,000	\$950,000	\$950,000	1	\$1,475,000	\$1,475,000	\$1,475,000	39.33%	153	3
92105 EAST SAN DIEGO	0	\$	\$		2	\$129,500	\$94,000	\$259,000	86.36%	259	0
92106 POINT LOMA	1	\$745,000	\$745,000	\$745,000	1	\$935,000	\$935,000	\$935,000	95.90%	68	4
92107 OCEAN BEACH	2	\$827,000	\$599,000	\$1,654,000	0	\$	\$		0.00%		0
92108 MISSION VALLEY	0	\$	\$		0	\$	\$		0.00%		0
92109 PACIFIC BEACH	1	\$9,850,000	\$9,850,000	\$9,850,000	0	\$	\$		0.00%		0
92110 OLD TOWN SD	0	\$	\$		0	\$	\$		0.00%		0
92111 LINDA VISTA	0	\$	\$		0	\$	\$		0.00%		0
92113 LOGAN HEIGHTS	1	\$725,000	\$725,000	\$725,000	1	\$360,000	\$360,000	\$360,000	100.00%	107	0
92114 ENCANTO	2	\$414,450	\$249,900	\$828,900	0	\$	\$		0.00%		0

92115 COLLEGE GROVE	2	\$1,733,000	\$1,166,000	\$3,466,000	0	\$	\$	0.00%	0	
92116 NORMAL HEIGHTS	0	\$	\$		0	\$	\$	0.00%	0	
92117 CLAIREMONT MESA	1	\$300,000	\$300,000	\$300,000	0	\$	\$	0.00%	5	
92118 CORONADO	1	\$10,900,000	\$10,900,000	\$10,900,000	0	\$	\$	0.00%	3	
92119 SAN CARLOS	1	\$235,000	\$235,000	\$235,000	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	9	\$1,073,433	\$950,000	\$9,660,900	4	\$1,076,000	\$955,000	\$4,304,000	93.79%	90
92128 RANCHO BERNARDO	0	\$	\$		0	\$	\$	0.00%	0	
92129 RANCHO PENASQUITOS	3	\$1,042,666	\$329,000	\$3,128,000	0	\$	\$	0.00%	0	
92130 CARMEL VALLEY	0	\$	\$		1	\$1,150,000	\$1,150,000	\$1,150,000	100.00%	53
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	\$280,000	\$280,000	\$280,000	0	\$	\$	0.00%	13	
92155 SAN DIEGO	0	\$	\$		0	\$	\$	0.00%	0	
92161 SAN DIEGO	0	\$	\$		0	\$	\$	0.00%	0	
92173 SAN YSIDRO	1	\$1,700,000	\$1,700,000	\$1,700,000	0	\$	\$	0.00%	0	
<b>TOTALS</b>	<b>286</b>			<b>\$215,473,853</b>	<b>59</b>			<b>\$36,724,000</b>		