

**MONTH ENDING SEPTEMBER 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	2	\$425,000	\$425,000	\$850,000	0	\$	\$		0.00%		0
91902 BONITA	3	\$3,166,958	\$2,900,876	\$9,500,876	0	\$	\$		0.00%		0
91905 BOULEVARD	4	\$783,125	\$595,000	\$3,132,500	0	\$	\$		0.00%		28
91906 CAMPO	8	\$611,625	\$220,000	\$4,893,000	0	\$	\$		0.00%		27
91910 CHULA VISTA	5	\$539,775	\$450,000	\$2,698,876	0	\$	\$		0.00%		0
91911 CHULA VISTA	3	\$366,333	\$349,000	\$1,099,000	0	\$	\$		0.00%		0
91913 CHULA VISTA	0	\$	\$		0	\$	\$		0.00%		0
91914 CHULA VISTA	2	\$1,224,500	\$999,000	\$2,449,000	0	\$	\$		0.00%		0
91915 CHULA VISTA	0	\$	\$		0	\$	\$		0.00%		0
91916 DESCANSO	1	\$109,900	\$109,900	\$109,900	0	\$	\$		0.00%		0
91917 DULZURA	0	\$	\$		0	\$	\$		0.00%		0
91931 GUATAY	0	\$	\$		0	\$	\$		0.00%		0
91932 IMPERIAL BEACH	3	\$933,000	\$650,000	\$2,799,000	0	\$	\$		0.00%		0
91934 JACUMBA	0	\$	\$		0	\$	\$		0.00%		0
91935 JAMUL	15	\$426,600	\$475,000	\$6,399,000	0	\$	\$		0.00%		22
91941 LA MESA	3	\$279,633	\$299,000	\$838,900	0	\$	\$		0.00%		27
91942 LA MESA	0	\$	\$		0	\$	\$		0.00%		0
91945 LEMON GROVE	1	\$145,000	\$145,000	\$145,000	0	\$	\$		0.00%		7
91948 MOUNT LAGUNA	0	\$	\$		0	\$	\$		0.00%		0
91950 NATIONAL CITY	0	\$	\$		1	\$140,000	\$140,000	\$140,000	87.50%	10	0
91962 PINE VALLEY	1	\$199,000	\$199,000	\$199,000	0	\$	\$		0.00%		0
91963 POTRERO	2	\$602,500	\$105,000	\$1,205,000	0	\$	\$		0.00%		0
91977 SPRING VALLEY	3	\$355,000	\$475,000	\$1,065,000	1	\$330,000	\$330,000	\$330,000	95.65%	312	15
91978 SPRING VALLEY	0	\$	\$		0	\$	\$		0.00%		0
91980 TECATE	0	\$	\$		0	\$	\$		0.00%		0
92003 BONSAI	3	\$483,000	\$425,000	\$1,449,000	0	\$	\$		0.00%		0
92004 BORREGO SPRINGS	31	\$457,196	\$40,000	\$14,173,100	3	\$73,300	\$54,900	\$219,900	86.27%	251	59
92007 CARDIFF BY THE SEA	2	\$1,435,000	\$1,095,000	\$2,870,000	1	\$1,250,000	\$1,250,000	\$1,250,000	96.53%	5	5
92008 CARLSBAD	1	\$1,750,000	\$1,750,000	\$1,750,000	0	\$	\$		0.00%		23
92009 CARLSBAD	1	\$990,000	\$990,000	\$990,000	0	\$	\$		0.00%		0
92010 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92011 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92014 DEL MAR	5	\$1,989,000	\$1,950,000	\$9,945,000	0	\$	\$		0.00%		0
92019 EL CAJON	3	\$1,051,666	\$250,000	\$3,155,000	0	\$	\$		0.00%		3
92020 EL CAJON	3	\$361,958	\$340,000	\$1,085,876	1	\$230,000	\$230,000	\$230,000	70.77%	363	5
92021 EL CAJON	2	\$724,500	\$150,000	\$1,449,000	0	\$	\$		0.00%		14
92024 ENCINITAS	4	\$1,400,000	\$1,200,000	\$5,600,000	1	\$5,000,000	\$5,000,000	\$5,000,000	83.33%	27	15
92025 ESCONDIDO	3	\$369,333	\$399,000	\$1,108,000	1	\$225,000	\$225,000	\$225,000	75.03%	8	0
92026 ESCONDIDO	3	\$371,466	\$359,500	\$1,114,400	0	\$	\$		0.00%		0
92027 ESCONDIDO	10	\$725,590	\$495,000	\$7,255,900	0	\$	\$		0.00%		29
92028 FALLBROOK	26	\$500,169	\$500,000	\$13,004,400	2	\$363,000	\$197,000	\$726,000	94.41%	39	153
92029 ESCONDIDO	1	\$530,000	\$530,000	\$530,000	0	\$	\$		0.00%		7
92036 JULIAN	14	\$144,628	\$99,000	\$2,024,800	2	\$43,750	\$39,500	\$87,500	75.11%	124	38
92037 LA JOLLA	1	\$2,295,000	\$2,295,000	\$2,295,000	0	\$	\$		0.00%		13
92040 LAKESIDE	5	\$381,200	\$285,000	\$1,906,000	0	\$	\$		0.00%		0
92054 OCEANSIDE	12	\$853,323	\$610,000	\$10,239,876	1	\$520,000	\$520,000	\$520,000	94.56%	41	6
92056 OCEANSIDE	0	\$	\$		0	\$	\$		0.00%		0
92057 OCEANSIDE	0	\$	\$		1	\$256,500	\$256,500	\$256,500	95.00%	38	0
92059 PALA	1	\$199,000	\$199,000	\$199,000	1	\$275,000	\$275,000	\$275,000	69.44%	66	0
92060 PALOMAR MTN	0	\$	\$		1	\$99,000	\$99,000	\$99,000	99.00%	35	0
92061 PAUMA VALLEY	0	\$	\$		0	\$	\$		0.00%		0
92064 POWAY	6	\$833,479	\$430,000	\$5,000,876	0	\$	\$		0.00%		45
92065 RAMONA	10	\$390,107	\$375,800	\$3,901,076	2	\$320,000	\$305,000	\$640,000	91.59%	97	22
92066 RANCHITA	0	\$	\$		0	\$	\$		0.00%		0
92067 RANCHO SANTA FE	6	\$2,273,333	\$2,395,000	\$13,639,999	2	\$857,500	\$840,000	\$1,715,000	85.75%	223	55
92068 SAN LUIS REY	0	\$	\$		0	\$	\$		0.00%		0
92069 SAN MARCOS	15	\$374,666	\$312,000	\$5,620,000	1	\$140,000	\$140,000	\$140,000	92.56%	89	32
92070 SANTA YSABEL	1	\$325,000	\$325,000	\$325,000	1	\$306,000	\$306,000	\$306,000	94.15%	0	7
92071 SANTEE	3	\$1,731,333	\$599,000	\$5,194,000	1	\$530,691	\$530,691	\$530,691	101.08%	0	0
92075 SOLANA BEACH	0	\$	\$		0	\$	\$		0.00%		5
92078 SAN MARCOS	2	\$2,000,000	\$600,000	\$4,000,000	0	\$	\$		0.00%		0
92081 VISTA	6	\$970,231	\$425,000	\$5,821,388	0	\$	\$		0.00%		0
92082 VALLEY CENTER	8	\$479,237	\$350,000	\$3,833,900	1	\$325,000	\$325,000	\$325,000	90.53%	39	42
92083 VISTA	1	\$550,000	\$550,000	\$550,000	0	\$	\$		0.00%		0
92084 VISTA	5	\$668,000	\$275,000	\$3,340,000	0	\$	\$		0.00%		0
92086 WARNER SPRINGS	1	\$299,000	\$299,000	\$299,000	0	\$	\$		0.00%		21
92091 RANCHO SANTA FE	4	\$2,637,500	\$2,450,000	\$10,550,000	0	\$	\$		0.00%		0
92093 LA JOLLA	0	\$	\$		0	\$	\$		0.00%		0
92101 SAN DIEGO DOWNTOWN	1	\$749,000	\$749,000	\$749,000	0	\$	\$		0.00%		0
92102 SAN DIEGO	2	\$172,000	\$145,000	\$344,000	2	\$132,500	\$130,000	\$265,000	95.32%	78	0
92103 MISSION HILLS	2	\$672,500	\$250,000	\$1,345,000	1	\$950,000	\$950,000	\$950,000	86.76%		12
92104 NORTH PARK	0	\$	\$		0	\$	\$		0.00%		0
92105 EAST SAN DIEGO	2	\$299,950	\$185,000	\$599,900	0	\$	\$		0.00%		0
92106 POINT LOMA	0	\$	\$		0	\$	\$		0.00%		0
92107 OCEAN BEACH	0	\$	\$		0	\$	\$		0.00%		0
92108 MISSION VALLEY	0	\$	\$		0	\$	\$		0.00%		0
92109 PACIFIC BEACH	1	\$2,400,000	\$2,400,000	\$2,400,000	1	\$645,000	\$645,000	\$645,000	100.00%	22	0
92110 OLD TOWN SD	1	\$975,000	\$975,000	\$975,000	0	\$	\$		0.00%		5
92111 LINDA VISTA	0	\$	\$		0	\$	\$		0.00%		0
92113 LOGAN HEIGHTS	0	\$	\$		1	\$95,000	\$95,000	\$95,000	73.08%	41	7
92114 ENCANTO	0	\$	\$		1	\$73,000	\$73,000	\$73,000	100.00%	12	4
92115 COLLEGE GROVE	0	\$	\$		0	\$	\$		0.00%		0
92116 NORMAL HEIGHTS	0	\$	\$		0	\$	\$		0.00%		0
92117 CLAIREMONT MESA	0	\$	\$		0	\$	\$		0.00%		3
92118 CORONADO	0	\$	\$		0	\$	\$		0.00%		0

92119 SAN CARLOS	0	\$	\$		0	\$	\$		0.00%		0
92120 DEL CERRO	0	\$	\$		0	\$	\$		0.00%		3
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	\$1,395,444	\$1,149,000	\$12,559,000	2	\$942,500	\$785,000	\$1,885,000	74.39%	204	59
92128 RANCHO BERNARDO	0	\$	\$		0	\$	\$		0.00%		0
92129 RANCHO PENASQUITOS	0	\$	\$		0	\$	\$		0.00%		0
92130 CARMEL VALLEY	3	\$1,823,333	\$1,775,000	\$5,470,000	1	\$1,685,000	\$1,685,000	\$1,685,000	93.61%	37	7
92131 SCRIPPS MIRAMAR	33	\$825,242	\$834,000	\$27,233,000	1	\$388,000	\$388,000	\$388,000	81.68%	18	33
92139 PARADISE HILLS	0	\$	\$		0	\$	\$		0.00%		3
92145 MIRAMAR	0	\$	\$		0	\$	\$		0.00%		0
92154 OTAY MESA	2	\$282,500	\$255,000	\$565,000	0	\$	\$		0.00%		7
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>311</b>			<b>\$233,843,543</b>	<b>35</b>			<b>\$19,001,591</b>			