

**MONTH ENDING DECEMBER 31, 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	1	\$349,000	\$349,000	\$349,000	0	\$	\$	\$	0.00%		0
91902 BONITA	1	\$199,900	\$199,900	\$199,900	0	\$	\$	\$	0.00%		0
91905 BOULEVARD	3	\$176,333	\$150,000	\$529,000	0	\$	\$	\$	0.00%		0
91906 CAMPO	1	\$265,000	\$265,000	\$265,000	0	\$	\$	\$	0.00%		0
91910 CHULA VISTA	2	\$372,000	\$369,000	\$744,000	0	\$	\$	\$	0.00%		0
91911 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91914 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91915 CHULA VISTA	1	\$1,180,000	\$1,180,000	\$1,180,000	0	\$	\$	\$	0.00%		0
91916 DESCANSO	1	\$99,000	\$99,000	\$99,000	0	\$	\$	\$	0.00%		0
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91932 IMPERIAL BEACH	2	\$715,000	\$435,000	\$1,430,000	0	\$	\$	\$	0.00%		0
91934 JACUMBA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91935 JAMUL	5	\$760,600	\$499,000	\$3,803,000	0	\$	\$	\$	0.00%		23
91941 LA MESA	2	\$322,500	\$245,000	\$645,000	1	\$292,000	\$292,000	\$292,000	89.85%	159	10
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	1	\$350,000	\$350,000	\$350,000	0	\$	\$	\$	0.00%		0
91962 PINE VALLEY	2	\$227,490	\$224,990	\$454,980	0	\$	\$	\$	0.00%		0
91963 POTRERO	0	\$	\$	\$	1	\$280,000	\$280,000	\$280,000	88.89%	68	0
91977 SPRING VALLEY	2	\$155,000	\$155,000	\$310,000	0	\$	\$	\$	0.00%		23
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92003 BONSAI	0	\$	\$	\$	1	\$670,000	\$670,000	\$670,000	96.40%	279	0
92004 BORREGO SPRINGS	37	\$211,440	\$50,000	\$7,823,290	5	\$86,800	\$52,000	\$434,000	89.30%	92	25
92007 CARDIFF BY THE SEA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92008 CARLSBAD	1	\$425,000	\$425,000	\$425,000	1	\$505,000	\$505,000	\$505,000	84.18%	30	14
92009 CARLSBAD	1	\$2,350,000	\$2,350,000	\$2,350,000	4	\$1,032,725	\$980,000	\$4,130,901	94.91%	13	0
92010 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92011 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%		2
92019 EL CAJON	4	\$327,250	\$347,000	\$1,309,000	0	\$	\$	\$	0.00%		0
92020 EL CAJON	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92021 EL CAJON	1	\$189,900	\$189,900	\$189,900	1	\$100,000	\$100,000	\$100,000	8.70%	51	0
92024 ENCINITAS	1	\$780,000	\$780,000	\$780,000	1	\$512,000	\$512,000	\$512,000	100.39%	48	0
92025 ESCONDIDO	2	\$364,500	\$179,000	\$729,000	0	\$	\$	\$	0.00%		0
92026 ESCONDIDO	10	\$471,500	\$350,000	\$4,715,000	1	\$380,000	\$380,000	\$380,000	89.41%	156	0
92027 ESCONDIDO	3	\$618,300	\$450,000	\$1,854,900	0	\$	\$	\$	0.00%		0
92028 FALLBROOK	13	\$693,369	\$649,000	\$9,013,800	3	\$221,666	\$260,000	\$665,000	91.85%	77	36
92029 ESCONDIDO	2	\$360,000	\$295,000	\$720,000	1	\$337,000	\$337,000	\$337,000	96.29%	42	16
92036 JULIAN	6	\$152,479	\$69,000	\$914,876	2	\$285,500	\$151,000	\$571,000	78.33%	175	24
92037 LA JOLLA	2	\$2,050,438	\$1,500,876	\$4,100,876	0	\$	\$	\$	0.00%		7
92040 LAKESIDE	3	\$3,496,000	\$250,000	\$10,488,000	0	\$	\$	\$	0.00%		22
92054 OCEANSIDE	3	\$440,500	\$357,500	\$1,321,500	2	\$392,500	\$370,000	\$785,000	95.15%	21	10
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92057 OCEANSIDE	2	\$442,500	\$385,000	\$885,000	0	\$	\$	\$	0.00%		0
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%		4
92060 PALOMAR MTN	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92061 PAUMA VALLEY	2	\$286,500	\$274,000	\$573,000	0	\$	\$	\$	0.00%		0
92064 POWAY	6	\$619,000	\$299,000	\$3,714,000	0	\$	\$	\$	0.00%		26
92065 RAMONA	13	\$538,136	\$400,000	\$6,995,776	4	\$325,000	\$350,000	\$1,300,000	92.15%	48	38
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92067 RANCHO SANTA FE	2	\$3,334,500	\$769,000	\$6,669,000	1	\$2,275,000	\$2,275,000	\$2,275,000	95.35%	14	0
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92069 SAN MARCOS	3	\$791,000	\$525,000	\$2,373,000	0	\$	\$	\$	0.00%		0
92070 SANTA YSABEL	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92071 SANTEE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%		5
92078 SAN MARCOS	2	\$4,300,000	\$500,000	\$8,600,000	0	\$	\$	\$	0.00%		0
92081 VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		3
92082 VALLEY CENTER	6	\$737,416	\$395,000	\$4,424,500	2	\$322,500	\$270,000	\$645,000	95.63%	134	55
92083 VISTA	1	\$194,900	\$194,900	\$194,900	1	\$190,000	\$190,000	\$190,000	95.00%	278	11
92084 VISTA	9	\$595,555	\$450,000	\$5,360,000	1	\$230,000	\$230,000	\$230,000	86.79%	58	58
92086 WARNER SPRINGS	1	\$195,000	\$195,000	\$195,000	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	0	\$	\$	\$	1	\$170,000	\$170,000	\$170,000	97.14%	125	6
92103 MISSION HILLS	3	\$1,875,292	\$2,200,876	\$5,625,876	0	\$	\$	\$	0.00%		0
92104 NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%		1
92105 EAST SAN DIEGO	0	\$	\$	\$	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	0	\$	\$	\$	1	\$360,000	\$360,000	\$360,000	78.43%	93	0
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92113 LOGAN HEIGHTS	0	\$	\$	\$	2	\$937,500	\$475,000	\$1,875,000	98.74%	83	0
92114 ENCANTO	0	\$	\$	\$	0	\$	\$	\$	0.00%		6
92115 COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%		0
92116 NORMAL HEIGHTS	1	\$595,000	\$595,000	\$595,000	0	\$	\$	\$	0.00%		0
92117 CLAIREMONT MESA	1	\$495,000	\$495,000	\$495,000	0	\$	\$	\$	0.00%		0
92118 CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%		0

92119 SAN CARLOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92120 DEL CERRO	1	\$295,000	\$295,000	\$295,000	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	4	\$1,143,750	\$975,000	\$4,575,000	6	\$917,342	\$835,000	\$5,504,055	95.59%	126
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92130 CARMEL VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	11
92131 SCRIPPS MIRAMAR	1	\$419,000	\$419,000	\$419,000	0	\$	\$	\$	0.00%	1
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	0
92154 OTAY MESA	2	\$1,387,500	\$285,000	\$2,775,000	1	\$950,000	\$950,000	\$950,000	100.00%	148
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>173</b>			<b>\$111,858,074</b>	<b>44</b>			<b>\$23,160,956</b>		