

**MONTH ENDING JUNE 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             | 10           | \$500,287          | \$425,000         | \$5,002,876             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91902 BONITA             | 1            | \$869,900          | \$869,900         | \$869,900               | 2             | \$222,500          | \$145,000         | \$445,000        | 91.77%                     | 112                    | 4      |
| 91905 BOULEVARD          | 5            | \$219,700          | \$150,000         | \$1,098,500             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91906 CAMPO              | 4            | \$339,000          | \$317,000         | \$1,356,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91910 CHULA VISTA        | 2            | \$357,438          | \$215,876         | \$714,876               | 1             | \$220,000          | \$220,000         | \$220,000        | 78.85%                     | 27                     | 10     |
| 91911 CHULA VISTA        | 2            | \$1,849,950        | \$699,900         | \$3,699,900             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91913 CHULA VISTA        | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91914 CHULA VISTA        | 1            | \$1,495,876        | \$1,495,876       | \$1,495,876             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91915 CHULA VISTA        | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91916 DESCANSO           | 1            | \$350,000          | \$350,000         | \$350,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 6      |
| 91917 DULZURA            | 1            | \$269,000          | \$269,000         | \$269,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91931 GUATAY             | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91932 IMPERIAL BEACH     | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91934 JACUMBA            | 1            | \$57,000           | \$57,000          | \$57,000                | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91935 JAMUL              | 5            | \$880,155          | \$425,000         | \$4,400,776             | 4             | \$237,500          | \$240,000         | \$950,000        | 80.04%                     | 112                    | 0      |
| 91941 LA MESA            | 9            | \$343,310          | \$299,999         | \$3,089,798             | 2             | \$517,500          | \$500,000         | \$1,035,000      | 89.23%                     | 61                     | 0      |
| 91942 LA MESA            | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91945 LEMON GROVE        | 1            | \$318,000          | \$318,000         | \$318,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91948 MOUNT LAGUNA       | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91950 NATIONAL CITY      | 3            | \$173,000          | \$180,000         | \$519,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91962 PINE VALLEY        | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 91963 POTRERO            | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 8      |
| 91977 SPRING VALLEY      | 8            | \$360,112          | \$266,000         | \$2,880,900             | 1             | \$265,000          | \$265,000         | \$265,000        | 91.38%                     | 112                    | 0      |
| 91978 SPRING VALLEY      | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 1      |
| 91980 TECATE             | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92003 BONSALE            | 4            | \$963,500          | \$795,000         | \$3,854,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 19     |
| 92004 BORREGO SPRINGS    | 18           | \$123,438          | \$75,000          | \$2,221,900             | 2             | \$34,400           | \$28,800          | \$68,800         | 81.42%                     | 178                    | 19     |
| 92007 CARDIFF BY THE SEA | 2            | \$1,095,000        | \$1,095,000       | \$2,190,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92008 CARLSBAD           | 5            | \$2,497,800        | \$2,895,000       | \$12,489,000            | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92009 CARLSBAD           | 0            | \$                 | \$                | \$                      | 1             | \$365,000          | \$365,000         | \$365,000        | 85.08%                     | 13                     | 0      |
| 92010 CARLSBAD           | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92011 CARLSBAD           | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92014 DEL MAR            | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 4      |
| 92019 EL CAJON           | 3            | \$379,966          | \$279,900         | \$1,139,900             | 4             | \$131,250          | \$30,000          | \$525,000        | 80.28%                     | 131                    | 26     |
| 92020 EL CAJON           | 1            | \$925,000          | \$925,000         | \$925,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92021 EL CAJON           | 4            | \$606,194          | \$295,000         | \$2,424,778             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 32     |
| 92024 ENCINITAS          | 4            | \$1,277,500        | \$1,395,000       | \$5,110,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 16     |
| 92025 ESCONDIDO          | 3            | \$933,625          | \$1,000,000       | \$2,800,876             | 1             | \$450,000          | \$450,000         | \$450,000        | 90.18%                     | 169                    | 0      |
| 92026 ESCONDIDO          | 4            | \$246,750          | \$175,000         | \$987,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 38     |
| 92027 ESCONDIDO          | 2            | \$967,500          | \$335,000         | \$1,935,000             | 1             | \$150,000          | \$150,000         | \$150,000        | 75.38%                     | 325                    | 15     |
| 92028 FALLBROOK          | 17           | \$713,529          | \$489,000         | \$12,130,000            | 3             | \$378,666          | \$360,000         | \$1,136,000      | 87.36%                     | 151                    | 23     |
| 92029 ESCONDIDO          | 6            | \$595,666          | \$375,000         | \$3,574,000             | 1             | \$570,000          | \$570,000         | \$570,000        | 89.06%                     | 182                    | 0      |
| 92036 JULIAN             | 13           | \$275,528          | \$275,000         | \$3,581,876             | 5             | \$118,744          | \$90,000          | \$593,720        | 87.71%                     | 323                    | 12     |
| 92037 LA JOLLA           | 2            | \$4,875,000        | \$3,250,000       | \$9,750,000             | 1             | \$4,700,000        | \$4,700,000       | \$4,700,000      | 94.09%                     | 70                     | 0      |
| 92040 LAKESIDE           | 7            | \$461,714          | \$350,000         | \$3,232,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 14     |
| 92054 OCEANSIDE          | 11           | \$1,258,687        | \$650,000         | \$13,845,564            | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 27     |
| 92056 OCEANSIDE          | 1            | \$760,000          | \$760,000         | \$760,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92057 OCEANSIDE          | 1            | \$340,000          | \$340,000         | \$340,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92059 PALA               | 2            | \$467,500          | \$400,000         | \$935,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 4      |
| 92060 PALOMAR MTN        | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 4      |
| 92061 PAUMA VALLEY       | 1            | \$379,000          | \$379,000         | \$379,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92064 POWAY              | 3            | \$921,666          | \$595,000         | \$2,765,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 17     |
| 92065 RAMONA             | 14           | \$465,472          | \$365,000         | \$6,516,608             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 57     |
| 92066 RANCHITA           | 3            | \$133,000          | \$95,000          | \$399,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 5      |
| 92067 RANCHO SANTA FE    | 14           | \$1,792,134        | \$1,295,000       | \$25,089,876            | 4             | \$1,776,875        | \$840,000         | \$7,107,500      | 94.42%                     | 155                    | 19     |
| 92068 SAN LUIS REY       | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92069 SAN MARCOS         | 4            | \$783,522          | \$510,000         | \$3,134,090             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92070 SANTA YSABEL       | 1            | \$199,000          | \$199,000         | \$199,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 7      |
| 92071 SANTEE             | 1            | \$800,000          | \$800,000         | \$800,000               | 1             | \$470,000          | \$470,000         | \$470,000        | 72.31%                     | 77                     | 0      |
| 92075 SOLANA BEACH       | 0            | \$                 | \$                | \$                      | 1             | \$890,000          | \$890,000         | \$890,000        | 96.22%                     | 152                    | 3      |
| 92078 SAN MARCOS         | 2            | \$850              | \$750             | \$1,700                 | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 4      |
| 92081 VISTA              | 2            | \$1,575,000        | \$650,000         | \$3,150,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 8      |
| 92082 VALLEY CENTER      | 16           | \$793,850          | \$550,000         | \$12,701,607            | 1             | \$249,900          | \$249,900         | \$249,900        | 100.00%                    | 82                     | 13     |
| 92083 VISTA              | 4            | \$371,725          | \$199,000         | \$1,486,900             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 9      |
| 92084 VISTA              | 11           | \$1,168,636        | \$775,000         | \$12,855,000            | 3             | \$1,686,666        | \$1,600,000       | \$5,060,000      | 88.46%                     | 45                     | 20     |
| 92086 WARNER SPRINGS     | 5            | \$455,216          | \$375,000         | \$2,276,080             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92091 RANCHO SANTA FE    | 1            | \$2,595,000        | \$2,595,000       | \$2,595,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92093 LA JOLLA           | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92101 SAN DIEGO DOWNTOWN | 2            | \$1,850,000        | \$1,500,000       | \$3,700,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 11     |
| 92102 SAN DIEGO          | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92103 MISSION HILLS      | 1            | \$4,500,000        | \$4,500,000       | \$4,500,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 7      |
| 92104 NORTH PARK         | 2            | \$1,014,000        | \$340,000         | \$2,028,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92105 EAST SAN DIEGO     | 1            | \$1,425,000        | \$1,425,000       | \$1,425,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92106 POINT LOMA         | 1            | \$1,200,876        | \$1,200,876       | \$1,200,876             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92107 OCEAN BEACH        | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92108 MISSION VALLEY     | 0            | \$                 | \$                | \$                      | 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            | \$497,499          | \$419,999         | \$994,999               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 8      |
| 92114 ENCANTO            | 2            | \$165,000          | \$155,000         | \$330,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92115 COLLEGE GROVE      | 1            | \$199,900          | \$199,900         | \$199,900               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92116 NORMAL HEIGHTS     | 1            | \$425,000          | \$425,000         | \$425,000               | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92117 CLAIREMONT MESA    | 1            | \$1,100,000        | \$1,100,000       | \$1,100,000             | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |
| 92118 CORONADO           | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%                      |                        | 0      |

|                          |            |             |             |                      |           |           |           |                     |        |    |    |
|--------------------------|------------|-------------|-------------|----------------------|-----------|-----------|-----------|---------------------|--------|----|----|
| 92119 SAN CARLOS         | 1          | \$199,000   | \$199,000   | \$199,000            | 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    | 8          | \$1,057,237 | \$920,000   | \$8,457,900          | 3         | \$824,666 | \$805,000 | \$2,474,000         | 94.46% | 27 | 26 |
| 92128 RANCHO BERNARDO    | 0          | \$          | \$          |                      | 0         | \$        | \$        | 0.00%               | 0      |    |    |
| 92129 RANCHO PENASQUITOS | 0          | \$          | \$          |                      | 0         | \$        | \$        | 0.00%               | 0      |    |    |
| 92130 CARMEL VALLEY      | 3          | \$1,645,000 | \$1,750,000 | \$4,935,000          | 0         | \$        | \$        | 0.00%               | 0      |    |    |
| 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          | \$850,000   | \$850,000   | \$850,000            | 0         | \$        | \$        | 0.00%               | 0      |    |    |
| 92155 SAN DIEGO          | 0          | \$          | \$          |                      | 0         | \$        | \$        | 0.00%               | 0      |    |    |
| 92161 SAN DIEGO          | 0          | \$          | \$          |                      | 0         | \$        | \$        | 0.00%               | 0      |    |    |
| 92173 SAN YSIDRO         | 1          | \$1,600,000 | \$1,600,000 | \$1,600,000          | 0         | \$        | \$        | 0.00%               | 0      |    |    |
| <b>TOTALS</b>            | <b>274</b> |             |             | <b>\$216,642,832</b> | <b>42</b> |           |           | <b>\$27,724,920</b> |        |    |    |