

**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>	