

**MONTH ENDING DECEMBER 31, 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	3	\$573,300	\$449,900	\$1,719,900	0	\$	\$		0.00%		0
91902 BONITA	0	\$	\$		0	\$	\$		0.00%		0
91905 BOULEVARD	1	\$99,000	\$99,000	\$99,000	0	\$	\$		0.00%		0
91906 CAMPO	3	\$169,666	\$110,000	\$509,000	1	\$52,000	\$52,000	\$52,000	86.67%	0	0
91910 CHULA VISTA	1	\$950,000	\$950,000	\$950,000	0	\$	\$		0.00%		0
91911 CHULA VISTA	2	\$1,182,500	\$65,000	\$2,365,000	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	2	\$259,500	\$220,000	\$519,000	0	\$	\$		0.00%		0
91917 DULZURA	0	\$	\$		0	\$	\$		0.00%		0
91931 GUATAY	0	\$	\$		0	\$	\$		0.00%		0
91932 IMPERIAL BEACH	0	\$	\$		2	\$600,000	\$600,000	\$1,200,000	92.31%	24	0
91934 JACUMBA	3	\$69,933	\$69,900	\$209,800	1	\$1,995,840	\$1,995,840	\$1,995,840	30.80%	606	0
91935 JAMUL	2	\$577,000	\$479,000	\$1,154,000	1	\$350,000	\$350,000	\$350,000	93.33%	34	0
91941 LA MESA	2	\$419,950	\$389,900	\$839,900	0	\$	\$		0.00%		0
91942 LA MESA	0	\$	\$		0	\$	\$		0.00%		0
91945 LEMON GROVE	2	\$747,500	\$500,000	\$1,495,000	0	\$	\$		0.00%		0
91948 MOUNT LAGUNA	0	\$	\$		0	\$	\$		0.00%		0
91950 NATIONAL CITY	1	\$625,000	\$625,000	\$625,000	0	\$	\$		0.00%		0
91962 PINE VALLEY	1	\$155,000	\$155,000	\$155,000	0	\$	\$		0.00%		0
91963 POTRERO	0	\$	\$		0	\$	\$		0.00%		0
91977 SPRING VALLEY	3	\$113,000	\$115,000	\$339,000	0	\$	\$		0.00%		26
91978 SPRING VALLEY	0	\$	\$		0	\$	\$		0.00%		0
91980 TECATE	0	\$	\$		0	\$	\$		0.00%		0
92003 BONSAI	3	\$514,333	\$399,000	\$1,543,000	0	\$	\$		0.00%		25
92004 BORREGO SPRINGS	13	\$67,192	\$55,000	\$873,500	2	\$30,250	\$18,500	\$60,500	83.45%	35	94
92007 CARDIFF BY THE SEA	0	\$	\$		0	\$	\$		0.00%		0
92008 CARLSBAD	1	\$725,000	\$725,000	\$725,000	0	\$	\$		0.00%		0
92009 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92010 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92011 CARLSBAD	1	\$1,389,000	\$1,389,000	\$1,389,000	0	\$	\$		0.00%		0
92014 DEL MAR	0	\$	\$		1	\$705,000	\$705,000	\$705,000	141.00%	201	0
92019 EL CAJON	9	\$271,555	\$199,000	\$2,444,000	1	\$55,000	\$55,000	\$55,000	91.67%	724	0
92020 EL CAJON	2	\$497,938	\$270,876	\$995,876	0	\$	\$		0.00%		0
92021 EL CAJON	1	\$254,000	\$254,000	\$254,000	2	\$596,500	\$293,000	\$1,193,000	75.08%	26	0
92024 ENCINITAS	0	\$	\$		0	\$	\$		0.00%		9
92025 ESCONDIDO	5	\$991,799	\$649,999	\$4,958,999	1	\$183,000	\$183,000	\$183,000	91.10%	26	0
92026 ESCONDIDO	2	\$374,500	\$300,000	\$749,000	0	\$	\$		0.00%		28
92027 ESCONDIDO	3	\$564,666	\$499,000	\$1,694,000	0	\$	\$		0.00%		27
92028 FALLBROOK	9	\$399,755	\$350,000	\$3,597,800	0	\$	\$		0.00%		127
92029 ESCONDIDO	2	\$2,797,500	\$595,000	\$5,595,000	0	\$	\$		0.00%		0
92036 JULIAN	6	\$103,249	\$69,500	\$619,499	1	\$63,500	\$63,500	\$63,500	97.84%	317	0
92037 LA JOLLA	1	\$1,850,000	\$1,850,000	\$1,850,000	0	\$	\$		0.00%		0
92040 LAKESIDE	2	\$424,750	\$154,500	\$849,500	1	\$45,000	\$45,000	\$45,000	47.37%	173	11
92054 OCEANSIDE	2	\$592,000	\$575,000	\$1,184,000	0	\$	\$		0.00%		0
92056 OCEANSIDE	0	\$	\$		0	\$	\$		0.00%		0
92057 OCEANSIDE	1	\$2,500,000	\$2,500,000	\$2,500,000	0	\$	\$		0.00%		0
92059 PALA	0	\$	\$		0	\$	\$		0.00%		0
92060 PALOMAR MTN	0	\$	\$		0	\$	\$		0.00%		0
92061 PAUMA VALLEY	1	\$729,000	\$729,000	\$729,000	1	\$150,000	\$150,000	\$150,000	75.04%	176	0
92064 POWAY	2	\$812,500	\$675,000	\$1,625,000	0	\$	\$		0.00%		0
92065 RAMONA	10	\$703,670	\$272,900	\$7,036,700	1	\$235,000	\$235,000	\$235,000	90.38%	158	31
92066 RANCHITA	0	\$	\$		0	\$	\$		0.00%		0
92067 RANCHO SANTA FE	11	\$2,456,727	\$2,395,000	\$27,024,000	0	\$	\$		0.00%		57
92068 SAN LUIS REY	0	\$	\$		0	\$	\$		0.00%		0
92069 SAN MARCOS	5	\$1,416,500	\$779,000	\$7,082,500	2	\$4,659,589	\$710,000	\$9,319,179	170.12%	85	27
92070 SANTA YSABEL	0	\$	\$		0	\$	\$		0.00%		0
92071 SANTEE	1	\$225,000	\$225,000	\$225,000	1	\$650,000	\$650,000	\$650,000	96.30%	233	0
92075 SOLANA BEACH	0	\$	\$		0	\$	\$		0.00%		0
92078 SAN MARCOS	2	\$550,000	\$350,000	\$1,100,000	0	\$	\$		0.00%		0
92081 VISTA	0	\$	\$		0	\$	\$		0.00%		0
92082 VALLEY CENTER	6	\$617,500	\$357,000	\$3,705,000	0	\$	\$		0.00%		0
92083 VISTA	1	\$699,000	\$699,000	\$699,000	1	\$100,000	\$100,000	\$100,000	80.00%	247	6
92084 VISTA	4	\$380,225	\$289,000	\$1,520,900	0	\$	\$		0.00%		0
92086 WARNER SPRINGS	0	\$	\$		2	\$515,000	\$380,000	\$1,030,000	93.72%	66	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	2	\$397,500	\$220,000	\$795,000	0	\$	\$		0.00%		0
92103 MISSION HILLS	1	\$1,550,000	\$1,550,000	\$1,550,000	0	\$	\$		0.00%		12
92104 NORTH PARK	0	\$	\$		0	\$	\$		0.00%		0
92105 EAST SAN DIEGO	0	\$	\$		0	\$	\$		0.00%		0
92106 POINT LOMA	0	\$	\$		1	\$779,000	\$779,000	\$779,000	64.87%	49	0
92107 OCEAN BEACH	0	\$	\$		0	\$	\$		0.00%		0
92108 MISSION VALLEY	0	\$	\$		0	\$	\$		0.00%		0
92109 PACIFIC BEACH	1	\$950,000	\$950,000	\$950,000	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	\$560,000	\$560,000	\$560,000	0	\$	\$		0.00%		0
92114 ENCANTO	3	\$453,333	\$150,000	\$1,360,000	2	\$80,000	\$80,000	\$160,000	94.12%	189	0
92115 COLLEGE GROVE	2	\$650,000	\$550,000	\$1,300,000	0	\$	\$		0.00%		0
92116 NORMAL HEIGHTS	2	\$379,500	\$260,000	\$759,000	0	\$	\$		0.00%		0
92117 CLAIREMONT MESA	0	\$	\$		0	\$	\$		0.00%		2
92118 CORONADO	1	\$950,000	\$950,000	\$950,000	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	5	\$1,178,000	\$897,000	\$5,890,000	2	\$720,000	\$690,000	\$1,440,000	92.96%	109	50
92128 RANCHO BERNARDO	7	\$440,571	\$350,000	\$3,084,000	0	\$	\$		0.00%		3
92129 RANCHO PENASQUITOS	1	\$229,000	\$229,000	\$229,000	1	\$310,000	\$310,000	\$310,000	82.67%	402	2
92130 CARMEL VALLEY	0	\$	\$		1	\$2,400,000	\$2,400,000	\$2,400,000	100.00%	0	10
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	0	\$	\$		0	\$	\$		0.00%		9
TOTALS	158			\$110,975,874	29			\$22,476,019			