Report Dates: March 01, 2002 - March 31, 2002 MLS Stats - Monthly and YTD

Property Type: Single Family Attached

| Propert | y Type: Single Family | Allache  |               | 1          | •          | •            | 1          |          |               |            | 1          | •          |            |
|---------|-----------------------|----------|---------------|------------|------------|--------------|------------|----------|---------------|------------|------------|------------|------------|
|         |                       | March    | March<br>2002 |            |            |              |            | March    | March<br>2001 |            | March 2001 |            | 1          |
|         |                       | 2002     | YTD           | March 2002 | March 2002 |              | March 2002 | 2001     | YTD           | March 2001 | YTD        | March 2001 | March 2001 |
| Zip     |                       | Sold     | Sold          |            |            | March 2002   |            | Sold     | Sold          | Average    | Average    | Median     | YTD Median |
| Code    | Market Area           | Listings | Listings      | Price      | Price      | Median Price | Price      | Listings | Listings      | Price      | Price      | Price      | Price      |
|         | LA JOLLA              | 56       | 114           | \$567,563  |            |              |            | 23       | 59            | \$463,865  | \$438,608  |            |            |
|         | LA JOLLA              | 0        | 0             | \$0        |            |              |            |          | 0             | \$0        |            |            |            |
|         | POINT LOMA            | 2        | 7             | \$379,000  |            |              |            | 3        | 7             | \$430,000  | \$364,143  |            |            |
| 92107   | OCEAN BEACH           | 14       | 37            | \$233,536  |            |              |            | 6        | 20            | \$260,583  | \$231,370  |            |            |
| 92109   | PACIFIC BEACH         | 31       | 76            | \$316,892  |            | \$275,000    |            | 24       | 59            | \$386,050  | \$336,164  |            |            |
| 92161   | SAN DIEGO             | 0        | 0             | \$0        | \$0        | \$0          | \$0        | 0        | 0             | \$0        | \$0        | \$0        | \$0        |
|         | SAN DIEGO             |          |               |            |            |              |            |          |               |            |            |            |            |
| 92101   | DOWNTOWN              | 21       | 53            | \$562,833  | \$548,439  | \$519,000    | \$420,000  | 25       | 47            | \$425,585  | \$439,741  | \$332,000  | \$330,000  |
| 92102   | SAN DIEGO             | 7        | 14            | \$123,857  | \$135,638  | \$139,000    | \$139,000  | 1        | 5             | \$60,000   | \$83,830   | \$60,000   | \$62,000   |
| 92113   | LOGAN HEIGHTS         | 0        | 2             | \$0        | \$87,100   | \$0          | \$73,000   | 0        | 4             | \$0        | \$75,944   | \$0        | \$59,000   |
| 92114   | ENCANTO               | 0        | 0             | \$0        |            | \$0          | \$0        |          | 0             | \$0        | \$0        | \$0        | \$0        |
| 92103   | MISSION HILLS         | 23       | 48            | \$296,200  | \$298,652  | \$295,000    | \$285,500  | 25       | 44            | \$275,114  | \$284,343  | \$252,000  | \$260,000  |
| 92104   | NORTH PARK            | 16       | 39            | \$188,963  | \$171,878  | \$170,000    | \$152,000  | 15       | 35            | \$130,413  | \$129,186  | \$128,000  | \$134,900  |
| 92105   | EAST SAN DIEGO        | 10       | 36            | \$141,750  | \$113,817  | \$132,000    | \$103,000  | 14       | 29            | \$120,803  | \$109,936  | \$114,000  | \$110,442  |
| 92115   | COLLEGE GROVE         | 10       | 36            | \$176,240  | \$157,539  | \$167,000    | \$165,000  | 16       | 50            | \$132,819  | \$135,136  | \$129,000  | \$139,500  |
| 92116   | NORMAL HEIGHTS        | 16       | 46            | \$179,488  | \$184,227  | \$183,500    | \$185,000  | 6        | 30            | \$147,900  | \$163,658  | \$130,000  | \$149,900  |
| 92119   | SAN CARLOS            | 16       | 37            | \$186,981  | \$176,568  | \$169,500    | \$166,300  | 5        | 23            | \$140,340  | \$159,974  | \$138,000  | \$145,900  |
| 92120   | DEL CERRO             | 10       | 28            | \$236,280  | \$214,936  |              |            | 6        | 17            | \$185,000  | \$166,859  | \$155,000  | \$136,000  |
| 92108   | MISSION VALLEY        | 36       | 85            | \$204,085  | \$188,751  | \$181,500    | \$175,000  | 46       | 98            | \$171,768  | \$170,240  | \$156,300  | \$158,000  |
|         | OLD TOWN SD           | 18       | 54            | \$205,869  |            |              |            | 17       | 54            | \$193,746  | \$191,329  |            |            |
| 92111   | LINDA VISTA           | 25       | 65            | \$265,276  | \$239,078  | \$269,500    | \$245,500  | 21       | 46            | \$230,467  | \$225,046  | \$235,500  | \$226,500  |
| 92117   | CLAIREMONT MESA       | 9        | 27            | \$210,600  |            |              |            | 9        | 23            | \$197,954  | \$188,077  | \$198,000  | \$198,000  |
| 92122   | UNIVERSITY CITY       | 28       | 81            | \$337,236  | \$298,321  | \$272,000    | \$266,100  | 31       | 72            | \$284,779  | \$283,260  | \$265,000  | \$262,000  |
| 92123   | MISSION VALLEY        | 8        | 21            | \$233,563  | \$196,695  | \$202,500    | \$174,000  | 6        | 19            | \$135,875  | \$172,639  | \$132,750  | \$139,000  |
|         | TIERRASANTA           | 19       | 39            | \$292,105  |            | \$297,500    |            | 15       | 35            | \$254,847  | \$253,397  | \$238,000  |            |
| 92064   | POWAY                 | 4        | 19            | \$240,000  | \$231,284  | \$245,000    | \$235,000  | 12       | 16            | \$221,075  | \$218,488  | \$213,000  | \$217,000  |
| 92065   | RAMONA                | 4        | 12            | \$192,375  | \$186,200  | \$184,500    |            | 4        | 7             | \$147,300  | \$143,014  | \$153,000  | \$164,000  |
| 92126   | MIRA MESA             | 52       | 124           | \$199,060  | \$198,022  | \$188,000    | \$188,000  | 42       | 108           | \$163,958  | \$175,342  | \$165,500  | \$165,000  |
|         | RANCHO BERNARDO       | 20       | 35            | \$239,627  | \$228,004  | \$225,000    |            | 8        | 20            | \$173,788  | \$187,815  |            |            |
|         | RANCHO BERNARDO       | 62       | 135           | \$223,740  |            |              |            | 49       | 126           | \$221,735  | \$209,521  | \$227,500  |            |
| 92129   | PENASQUITOS           | 21       | 63            | \$190,490  |            |              |            | 17       | 53            | \$192,765  |            | \$183,000  |            |
|         | SCRIPPS MIRAMAR       | 36       | 94            | \$263,258  |            |              |            | 27       | 63            | \$233,300  | \$229,070  |            |            |
| 91941   | LA MESA               | 8        | 24            | \$174,788  | \$165,867  | \$164,500    | \$164,500  | 7        | 17            | \$139,357  | \$144,182  | \$140,000  | \$145,000  |
| 91942   | LA MESA               | 14       | 31            | \$200,879  | \$198,835  | \$191,000    | \$193,800  | 14       | 31            | \$151,254  | \$156,269  | \$157,000  | \$159,900  |

Report Dates: March 01, 2002 - March 31, 2002

MLS Stats - Monthly and YTD

Property Type: Single Family Attached

| Propert | y Type: Single Family | Attache       |             |            |            |              |            |               |             |            |                   |                      |                          |
|---------|-----------------------|---------------|-------------|------------|------------|--------------|------------|---------------|-------------|------------|-------------------|----------------------|--------------------------|
|         |                       |               | March       |            |            |              |            | N.4           | March       |            | NA b 0004         |                      |                          |
|         |                       | March<br>2002 | 2002<br>YTD | March 2002 | March 2002 |              | March 2002 | March<br>2001 | 2001<br>YTD | March 2001 | March 2001<br>YTD | March 2001           | March 2001               |
| Zip     |                       | Sold          | Sold        |            |            | March 2002   |            | Sold          | Sold        | Average    | Average           | March 2001<br>Median | March 2001<br>YTD Median |
| Code    | Market Area           | Listings      | Listings    | Price      | Price      | Median Price | Price      | Listings      | Listings    | Price      | Price             | Price                | Price                    |
|         | EL CAJON              | 21            | 43          | \$200,419  |            | \$210,000    |            |               | 36          | \$158,382  | \$156,990         |                      |                          |
|         | EL CAJON              | 6             | 21          | \$150,083  |            |              |            |               | 19          | \$153,650  | \$129,396         |                      |                          |
|         | EL CAJON              | 5             | 20          | \$132,140  |            |              |            |               | 26          | \$145,458  | \$147,480         |                      |                          |
|         | LAKESIDE              | 6             | 23          | \$127,467  | \$127,161  | \$122,000    |            | 10            | 20          | \$93,455   | \$96,433          |                      |                          |
|         | SANTEE                | 24            | 68          | \$183,788  |            |              |            |               | 72          | \$141,631  | \$144,288         |                      |                          |
|         | ALPINE                | 4             | 4           | \$143,750  |            |              |            |               | 1           | \$0        |                   |                      |                          |
|         | BOULEVARD             | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
|         | DESCANSO              | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
|         | GUATAY                | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
|         | JACUMBA               | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
|         | MOUNT LAGUNA          | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
|         | PINE VALLEY           | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        | \$0               |                      |                          |
|         | CAMPO                 | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
|         | DULZURA               | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
| 91935   | JAMUL                 | 0             | 0           | \$0        |            |              |            |               | 0           | \$0        |                   |                      |                          |
| 91945   | LEMON GROVE           | 1             | 8           | \$149,900  | \$141,213  | \$149,900    | \$139,000  | 0             | 1           | \$0        | \$129,900         | \$0                  | \$129,900                |
| 91963   | POTRERO               | 0             | 0           | \$0        | \$0        | \$0          | \$0        | 0             | 0           | \$0        | \$0               | \$0                  | \$0                      |
| 91977   | SPRING VALLEY         | 12            | 28          | \$175,146  | \$181,171  | \$164,500    | \$186,600  | 14            | 35          | \$141,046  | \$141,013         | \$143,000            | \$140,500                |
| 91978   | SPRING VALLEY         | 3             | 10          | \$168,800  | \$167,590  | \$171,400    | \$165,000  | 1             | 7           | \$149,500  | \$147,357         | \$149,500            | \$149,500                |
| 91980   | TECATE                | 0             | 0           | \$0        | \$0        | \$0          | \$0        | 0             | 0           | \$0        | \$0               | \$0                  | \$0                      |
| 91902   | BONITA                | 5             | 11          | \$183,200  | \$160,909  | \$160,000    | \$142,500  | 1             | 6           | \$124,000  | \$152,150         | \$124,000            | \$124,900                |
| 91910   | CHULA VISTA           | 34            | 74          | \$202,324  | \$202,917  | \$207,000    | \$209,950  | 24            | 53          | \$169,052  | \$167,946         | \$178,500            | \$178,000                |
| 91911   | CHULA VISTA           | 12            | 43          | \$163,317  | \$160,915  | \$160,000    | \$160,000  | 13            | 42          | \$133,762  | \$127,910         | \$138,000            | \$135,500                |
| 91913   | CHULA VISTA           | 18            | 46          | \$197,594  | \$194,026  | \$185,000    | \$183,000  | 12            | 32          | \$156,475  | \$157,784         | \$145,500            | \$148,900                |
| 91914   | CHULA VISTA           | 6             | 12          | \$242,333  | \$225,792  | \$244,500    | \$235,000  | 6             | 11          | \$199,317  | \$195,173         | \$195,000            | \$194,000                |
| 91915   | CHULA VISTA           | 5             | 9           | \$229,800  | \$236,100  | \$235,000    | \$242,000  | 4             | 11          | \$237,450  | \$227,473         | \$222,000            | \$220,000                |
| 91932   | IMPERIAL BEACH        | 6             | 16          | \$277,583  | \$296,344  | \$215,000    | \$212,500  | 9             | 17          | \$226,667  | \$237,882         | \$214,000            | \$219,000                |
| 91950   | NATIONAL CITY         | 1             | 4           | \$143,000  | \$141,688  | \$143,000    | \$142,000  | 2             | 6           | \$123,950  | \$121,567         | \$121,000            | \$121,000                |
| 92118   | CORONADO              | 21            | 36          | \$780,500  | \$710,097  | \$610,000    |            | 11            | 32          | \$609,773  | \$652,289         | \$525,000            | \$590,000                |
|         | PARADISE HILLS        | 20            | 56          | \$185,295  |            |              |            |               | 55          | \$156,547  | \$150,192         |                      |                          |
|         | OTAY MESA             | 10            | 32          | \$158,190  |            |              |            |               | 25          | \$128,957  | \$126,890         |                      |                          |
| 92155   | SAN DIEGO             | 0             | 0           | \$0        | ·          | ·            |            |               | 0           | \$0        | \$0               |                      |                          |
|         | SAN YSIDRO            | 9             | 19          | \$135,833  |            |              |            |               | 9           | \$93,500   | \$92,467          | \$65,000             |                          |
| 92003   | BONSAL                | 1             | 4           | \$216,000  | \$171,975  | \$216,000    | \$165,000  | 4             | 6           | \$209,250  | \$181,667         | \$138,000            | \$134,000                |

Report Dates: March 01, 2002 - March 31, 2002 MLS Stats - Monthly and YTD Property Type: Single Family Attached

| · · opoit | y Type. Siligle Laililly | Attaono  | March    | 1          |            |              |            |          | March    |            |            |            |            |
|-----------|--------------------------|----------|----------|------------|------------|--------------|------------|----------|----------|------------|------------|------------|------------|
|           |                          | March    | 2002     |            |            |              |            | March    | 2001     |            | March 2001 |            |            |
|           |                          | 2002     | YTD      | March 2002 | March 2002 |              | March 2002 | 2001     | YTD      | March 2001 | YTD        | March 2001 | March 2001 |
| Zip       |                          | Sold     | Sold     |            |            | March 2002   |            | Sold     | Sold     | Average    | Average    | Median     | YTD Median |
| Code      | Market Area              | Listings | Listings | Price      | Price      | Median Price |            | Listings | Listings | Price      | Price      | Price      | Price      |
| 92004     | BORREGO SPRINGS          | 1        | 1        | \$88,000   | \$88,000   | \$88,000     | \$88,000   | 0        | 0        | \$0        | \$0        | \$0        | \$0        |
| 92025     | ESCONDIDO                | 11       | 26       | \$127,364  | \$134,319  | \$123,000    | \$131,900  | 9        | 26       | \$128,311  | \$144,419  | \$125,000  | \$125,900  |
| 92026     | ESCONDIDO                | 12       | 27       | \$179,250  | \$172,565  | \$174,900    | \$165,000  | 13       | 25       | \$152,631  | \$159,016  | \$145,900  | \$159,000  |
| 92027     | ESCONDIDO                | 12       | 30       | \$136,266  | \$142,273  | \$132,000    | \$135,000  | 9        | 27       | \$127,739  | \$122,091  | \$119,900  | \$114,000  |
| 92028     | FALLBROOK                | 7        | 12       | \$189,643  | \$181,708  | \$179,000    | \$179,000  | 5        | 8        | \$144,500  | \$152,188  | \$145,000  | \$145,000  |
| 92029     | ESCONDIDO                | 2        | 5        | \$177,000  | \$196,360  | \$176,000    | \$178,000  | 1        | 2        | \$154,900  | \$167,400  | \$154,900  | \$154,900  |
| 92036     | JULIAN                   | 0        | 0        | \$0        |            | \$0          |            | 0        | 0        | \$0        | \$0        | \$0        |            |
| 92059     |                          | 0        | 0        | \$0        |            |              |            | 0        | 0        | \$0        |            |            |            |
|           | PALOMAR MTN              | 0        | 0        | \$0        |            |              |            | 0        | 0        | \$0        |            |            |            |
| 92061     | PAUMA VALLEY             | 0        | 0        | \$0        | \$0        | \$0          |            | 2        | 4        | \$208,500  | \$210,575  | \$205,000  | \$205,000  |
| 92066     | RANCHITA                 | 0        | 0        | \$0        | \$0        | \$0          |            | 0        | 0        | \$0        |            |            |            |
| 92069     | SAN MARCOS               | 14       | 32       | \$206,493  | \$187,814  | \$196,000    | \$189,000  | 27       | 54       | \$166,319  | \$169,770  | \$169,000  | \$169,000  |
| 92070     | SANTA YSABEL             | 0        | 0        | \$0        |            | \$0          |            | 0        | 0        | \$0        |            | \$0        |            |
|           | SAN MARCOS               | 0        | 0        | \$0        |            |              |            | 0        | 1        | \$0        | . ,        | \$0        | . ,        |
|           | VALLEY CENTER            | 0        | 0        | \$0        |            |              |            |          | 0        | \$0        |            |            | 7 -        |
|           | VISTA                    | 22       | 52       | \$173,852  | \$176,263  | \$169,900    | \$170,000  | 21       | 53       | \$162,760  | \$156,178  | \$164,500  | \$149,900  |
|           | VISTA                    | 2        | 12       | \$152,000  | \$159,992  | \$136,000    | \$168,000  | 6        | 20       | \$142,442  | \$144,315  | \$135,000  | \$138,300  |
| 92086     | WARNER SPRINGS           | 0        | 0        | \$0        |            |              | ·          | 0        | 0        | \$0        | \$0        | \$0        | \$0        |
|           | CARDIFF BY THE SEA       | 9        | 20       | \$287,556  |            | \$265,000    |            | 12       | 21       | \$323,521  | \$310,174  | \$248,000  | \$246,000  |
| 92008     | CARLSBAD                 | 24       | 49       | \$257,396  | \$259,028  | \$258,000    | \$266,000  | 15       | 31       | \$273,080  | \$253,842  | \$249,000  | \$240,000  |
| 92009     | CARLSBAD                 | 72       | 161      | \$272,222  | \$271,553  | \$260,000    | \$260,000  | 44       | 102      | \$253,385  | \$253,436  | \$242,500  | \$242,500  |
| 92014     | DEL MAR                  | 12       | 28       | \$440,958  | \$446,661  | \$420,000    | \$420,000  | 9        | 20       | \$562,000  | \$576,275  | \$550,000  | \$400,000  |
|           | ENCINITAS                | 20       | 52       | \$310,650  | \$298,494  | \$291,000    |            | 28       | 54       | \$267,499  | \$275,748  | \$243,750  | \$250,000  |
|           | OCEANSIDE                | 20       | 56       | \$205,315  | \$205,598  | \$175,000    |            | 27       | 49       | \$209,344  | \$217,938  | \$154,230  | \$154,230  |
|           | OCEANSIDE                | 17       | 71       | \$173,123  |            | \$171,650    |            | 26       | 55       | \$146,357  | \$151,616  | \$130,000  | \$132,500  |
|           | OCEANSIDE                | 41       | 75       | \$180,505  |            | \$171,000    |            | 28       | 73       | \$144,691  | \$147,228  | \$140,000  |            |
|           | RANCHO SANTA FE          | 2        | 4        | \$483,750  |            |              |            | 2        | 3        | \$750,000  | \$733,000  | \$750,000  | \$750,000  |
|           | SAN LUIS REY             | 0        | 0        | \$0        |            |              |            | 0        | 0        | \$0        |            |            |            |
|           | SOLANA BEACH             | 20       | 36       | \$381,963  |            |              |            | 13       | 28       | \$383,923  | \$433,568  |            | \$385,000  |
|           | SORRENTO                 | 6        | 15       | \$301,650  |            | \$305,000    |            | 6        | 11       | \$287,983  | \$279,982  | \$285,000  | \$296,000  |
| 92130     | CARMEL VALLEY            | 36       | 97       | \$340,135  | \$324,263  | \$335,000    | \$320,000  | 28       | 75       | \$313,300  | \$300,581  | \$300,000  | \$299,000  |

Report Dates: March 01, 2002 MLS Stats - Monthly and YTD Property Type: Single Family

| Propert     | y Type: Single Family  | 1  |   | ı                                       |   | ı                                       |   |  | T   |   |
|-------------|------------------------|--|---|---|---|---|---|--|---|---|
| Zip<br>Code | Market Area            | Percent Change Prior Month Sold Listings | Percent<br>Change Prior<br>Month<br>Average Price | Percent Change Prior Month Median Price | Percent Change Prior Year Sold Listings | Percent Change Prior Year Average Price | Percent<br>Change Prior<br>Year<br>Median Price | Percent<br>Change Prior<br>Year YTD<br>Sold Listings | Percent Change Prior Year YTD Average Price | Percent<br>Change Prior<br>Year YTD<br>Median Price |
|             | LA JOLLA               | 75.00%                                   | 15.10%  | 16.07%                                  | 143.48%                                 | 22.36%                                  | 30.00%  | 93.22%   | 46.11%                                      | 34.22%  |
|             | LA JOLLA               | 0%                                       | 0%  | 0%                                      | 0%                                      | 0%                                      | 0%  | 0%   | 0%  | 0%  |
|             | POINT LOMA             | 0.00%                                    | -3.81%  | -5.64%                                  | -33.33%                                 | -11.86%                                 | -32.36%   | 0.00%  | 0.45%                                       | -11.14%   |
|             | OCEAN BEACH            | 27.27%                                   | -14.78%   | -19.64%                                 | 133.33%                                 | -10.38%                                 | 14.80%  | 85.00%   | 15.25%                                      | 23.76%  |
|             | PACIFIC BEACH          |  | 9.52%   |   | 29.17%                                  |   | -17.17%   |  |   | -5.18%  |
|             |                        | 24.00%<br>0%                             | 9.52%   | -3.51%<br>0%                            | 0%                                      | -17.91%                                 |   | 28.81%<br>0%   | -2.64%<br>0%                                |   |
|             | SAN DIEGO<br>SAN DIEGO | 0%                                       | 0%  | 0%                                      | 0%                                      | 0%                                      | 0%  | 0%   | 0%  | 0%  |
|             | DOWNTOWN               | 0.00%                                    | -3.46%  | 27.91%                                  | -16.00%                                 | 32.25%                                  | 56.33%  | 12.77%   | 24.72%                                      | 27.27%  |
| 92102       | SAN DIEGO              | 600.00%                                  | -32.32%   | -24.04%                                 | 600.00%                                 | 106.43%                                 | 131.67%   | 180.00%  | 61.80%                                      | 124.19%   |
| 92113       | LOGAN HEIGHTS          | 0%                                       | 0%  | 0%                                      | 0%                                      | 0%                                      | 0%  | -50.00%  | 14.69%                                      | 23.73%  |
| 92114       | ENCANTO                | 0%                                       | 0%  | 0%                                      | 0%                                      | 0%                                      | 0%  | 0%   | 0%  | 0%  |
| 92103       | MISSION HILLS          | 27.78%                                   | -8.59%  | 0.07%                                   | -8.00%                                  | 7.66%                                   | 17.06%  | 9.09%  | 5.03%                                       | 9.81%   |
| 92104       | NORTH PARK             | 23.08%                                   | 4.62%   | 3.03%                                   | 6.67%                                   | 44.90%                                  | 32.81%  | 11.43%   | 33.05%                                      | 12.68%  |
| 92105       | EAST SAN DIEGO         | -37.50%                                  | 31.97%  | 28.16%                                  | -28.57%                                 | 17.34%                                  | 15.79%  | 24.14%   | 3.53%                                       | -6.74%  |
| 92115       | COLLEGE GROVE          | -23.08%                                  | 49.26%  | 38.02%                                  | -37.50%                                 | 32.69%                                  | 29.46%  | -28.00%  | 16.58%                                      | 18.28%  |
| 92116       | NORMAL HEIGHTS         | -20.00%                                  | -10.49%   | -10.49%                                 | 166.67%                                 | 21.36%                                  | 41.15%  | 53.33%   | 12.57%                                      | 23.42%  |
| 92119       | SAN CARLOS             | 33.33%                                   | 10.51%  | 6.00%                                   | 220.00%                                 | 33.23%                                  | 22.83%  | 60.87%   | 10.37%                                      | 13.98%  |
| 92120       | DEL CERRO              | 42.86%                                   | 2.04%   | -5.62%                                  | 66.67%                                  | 27.72%                                  | 41.87%  | 64.71%   | 28.81%                                      | 61.69%  |
| 92108       | MISSION VALLEY         | 44.00%                                   | 12.66%  | 3.71%                                   | -21.74%                                 | 18.81%                                  | 16.12%  | -13.27%  | 10.87%                                      | 10.76%  |
| 92110       | OLD TOWN SD            | -5.26%                                   | 13.43%  | 17.06%                                  | 5.88%                                   | 6.26%                                   | 2.05%   | 0.00%  | 7.90%                                       | 5.24%   |
| 92111       | LINDA VISTA            | -7.41%                                   | 17.01%  | 9.78%                                   | 19.05%                                  | 15.10%                                  | 14.44%  | 41.30%   | 6.24%                                       | 8.39%   |
| 92117       | CLAIREMONT MESA        | 28.57%                                   | -3.56%  | 4.39%                                   | 0.00%                                   | 6.39%                                   | 8.08%   | 17.39%   | 12.57%                                      | 3.54%   |
| 92122       | UNIVERSITY CITY        | -3.45%                                   | 26.32%  | 13.33%                                  | -9.68%                                  | 18.42%                                  | 2.64%   | 12.50%   | 5.32%                                       | 1.56%   |
| 92123       | MISSION VALLEY         | 14.29%                                   | 22.55%  | 19.12%                                  | 33.33%                                  | 71.90%                                  | 52.54%  | 10.53%   | 13.93%                                      | 25.18%  |
| 92124       | TIERRASANTA            | 111.11%                                  | 8.13%   | 14.78%                                  | 26.67%                                  | 14.62%                                  | 25.00%  | 11.43%   | 8.46%                                       | 14.33%  |
| 92064       | POWAY                  | -42.86%                                  | 5.47%   | 16.67%                                  | -66.67%                                 | 8.56%                                   | 15.02%  | 18.75%   | 5.86%                                       | 8.29%   |
| 92065       | RAMONA                 | 0.00%                                    | 7.02%   | 6.03%                                   | 0.00%                                   | 30.60%                                  | 20.59%  | 71.43%   | 30.20%                                      | 12.80%  |
| 92126       | MIRA MESA              | 33.33%                                   | -4.03%  | -8.29%                                  | 23.81%                                  | 21.41%                                  | 13.60%  | 14.81%   | 12.93%                                      | 13.94%  |
| 92127       | RANCHO BERNARDO        | 150.00%                                  | -1.14%  | 11.11%                                  | 150.00%                                 | 37.88%                                  | 32.35%  | 75.00%   | 21.40%                                      | 20.35%  |
| 92128       | RANCHO BERNARDO        | 67.57%                                   | -7.63%  | -12.96%                                 | 26.53%                                  | 0.90%                                   | -5.49%  | 7.14%  | 10.87%                                      | 9.95%   |
| 92129       | PENASQUITOS            | 0.00%                                    | -5.99%  | 0.54%                                   | 23.53%                                  | -1.18%                                  | 1.64%   | 18.87%   | 4.83%                                       | 9.80%   |
| 92131       | SCRIPPS MIRAMAR        | 71.43%                                   | -7.05%  | -11.18%                                 | 33.33%                                  | 12.84%                                  | 6.21%   | 49.21%   | 18.21%                                      | 13.78%  |
| 91941       | LA MESA                | 0.00%                                    | 17.72%  | 10.40%                                  | 14.29%                                  | 25.42%                                  | 17.50%  | 41.18%   | 15.04%                                      | 13.45%  |
| 91942       | LA MESA                | 55.56%                                   | 8.28%   | -1.04%                                  | 0.00%                                   | 32.81%                                  | 21.66%  | 0.00%  | 27.24%                                      | 21.20%  |

Report Dates: March 01, 2002 MLS Stats - Monthly and YTD Property Type: Single Family

| Propert | y Type: Single Family | T                                | T                                | ı                                | T                               | ı                               |                                 | 1                                   | T                                   |                                     |
|---------|-----------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------|---------------------------------|---------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Zip     |                       | Percent<br>Change Prior<br>Month | Percent<br>Change Prior<br>Month | Percent<br>Change Prior<br>Month | Percent<br>Change Prior<br>Year | Percent<br>Change Prior<br>Year | Percent<br>Change Prior<br>Year | Percent<br>Change Prior<br>Year YTD | Percent<br>Change Prior<br>Year YTD | Percent<br>Change Prior<br>Year YTD |
| Code    | Market Area           | Sold Listings                    | Average Price                    |                                  | Sold Listings                   | Average Price                   | Median Price                    | Sold Listings                       | Average Price                       | Median Price                        |
|         | EL CAJON              | 133.33%                          | -0.94%                           | 3.19%                            | 90.91%                          | 26.54%                          | 31.33%                          | 19.44%                              | 24.33%                              | 22.22%                              |
|         | EL CAJON              | -45.45%                          | 6.56%                            | 5.11%                            | 0.00%                           | -2.32%                          | -1.37%                          | 10.53%                              | 10.32%                              | 10.48%                              |
|         | EL CAJON              | -58.33%                          | -19.16%                          | -18.92%                          | -58.33%                         | -9.16%                          | 0.00%                           | -23.08%                             | 3.34%                               | 12.67%                              |
|         | LAKESIDE              | -14.29%                          | -0.43%                           | -7.22%                           | -40.00%                         | 36.39%                          | 22.61%                          | 15.00%                              | 31.86%                              | 27.54%                              |
| 92071   | SANTEE                | 14.29%                           | -1.33%                           | -3.12%                           | -31.43%                         | 29.77%                          | 32.29%                          | -5.56%                              | 26.07%                              | 31.91%                              |
| 91901   | ALPINE                | 100%                             | 100%                             | 100%                             | 100%                            | 100%                            | 100%                            | 300.00%                             | 15.00%                              | 16.00%                              |
| 91905   | BOULEVARD             | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91916   | DESCANSO              | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91931   | GUATAY                | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91934   | JACUMBA               | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91948   | MOUNT LAGUNA          | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91962   | PINE VALLEY           | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91906   | CAMPO                 | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91917   | DULZURA               | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91935   | JAMUL                 | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91945   | LEMON GROVE           | -66.67%                          | 7.58%                            | 3.38%                            | 100%                            | 100%                            | 100%                            | 700.00%                             | 8.71%                               | 7.01%                               |
| 91963   | POTRERO               | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91977   | SPRING VALLEY         | 20.00%                           | -2.94%                           | -11.03%                          | -14.29%                         | 24.18%                          | 15.03%                          | -20.00%                             | 28.48%                              | 32.81%                              |
| 91978   | SPRING VALLEY         | -40.00%                          | -0.06%                           | 2.94%                            | 200.00%                         | 12.91%                          | 14.65%                          | 42.86%                              | 13.73%                              | 10.37%                              |
| 91980   | TECATE                | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91902   | BONITA                | 66.67%                           | 43.69%                           | 28.00%                           | 400.00%                         | 47.74%                          | 29.03%                          | 83.33%                              | 5.76%                               | 14.09%                              |
| 91910   | CHULA VISTA           | 54.55%                           | 2.66%                            | 0.49%                            | 41.67%                          | 19.68%                          | 15.97%                          | 39.62%                              | 20.82%                              | 17.95%                              |
| 91911   | CHULA VISTA           | 9.09%                            | 2.99%                            | 1.27%                            | -7.69%                          | 22.10%                          | 15.94%                          | 2.38%                               | 25.80%                              | 18.08%                              |
| 91913   | CHULA VISTA           | 20.00%                           | -0.86%                           | 2.21%                            | 50.00%                          | 26.28%                          | 27.15%                          | 43.75%                              | 22.97%                              | 22.90%                              |
| 91914   | CHULA VISTA           | 50.00%                           | 14.38%                           | 25.06%                           | 0.00%                           | 21.58%                          | 25.38%                          | 9.09%                               | 15.69%                              | 21.13%                              |
| 91915   | CHULA VISTA           | 400.00%                          | -5.04%                           | -2.89%                           | 25.00%                          | -3.22%                          | 5.86%                           | -18.18%                             | 3.79%                               | 10.00%                              |
| 91932   | IMPERIAL BEACH        | 20.00%                           | -21.79%                          | 1.18%                            | -33.33%                         | 22.46%                          | 0.47%                           | -5.88%                              | 24.58%                              | -2.97%                              |
| 91950   | NATIONAL CITY         | -50.00%                          | 0.09%                            | 0.70%                            | -50.00%                         | 15.37%                          | 18.18%                          | -33.33%                             | 16.55%                              | 17.36%                              |
| 92118   | CORONADO              | 200.00%                          | 34.67%                           | 20.08%                           | 90.91%                          | 28.00%                          | 16.19%                          | 12.50%                              | 8.86%                               | -6.78%                              |
| 92139   | PARADISE HILLS        | -4.76%                           | -0.97%                           | -4.74%                           | 11.11%                          | 18.36%                          | 22.30%                          | 1.82%                               | 21.65%                              | 24.14%                              |
| 92154   | OTAY MESA             | -23.08%                          | 2.59%                            | 0.61%                            | -28.57%                         | 22.67%                          | 18.28%                          | 28.00%                              | 18.73%                              | 14.70%                              |
| 92155   | SAN DIEGO             | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 92173   | SAN YSIDRO            | 350.00%                          | 44.89%                           | 93.79%                           | 350.00%                         | 45.28%                          | 96.77%                          | 111.11%                             | 34.22%                              | 41.27%                              |
|         | BONSAL                | -50.00%                          | 43.05%                           | 57.66%                           | -75.00%                         | 3.23%                           | 56.52%                          | -33.33%                             | -5.34%                              | 23.13%                              |
|         | ·                     |                                  |                                  |                                  |                                 |                                 |                                 |                                     |                                     |                                     |

Report Dates: March 01, 2002 MLS Stats - Monthly and YTD Property Type: Single Family

| r roperty Type: Omgie r anni | <del>)</del>                                      |  | II.  |  |   |   | 1   |  | 1   |
|------------------------------|---|--|--|--|---|---|---|--|---|
| Zip<br>Code Market Area      | Percent<br>Change Prior<br>Month<br>Sold Listings | Percent Change Prior Month Average Price | Percent<br>Change Prior<br>Month<br>Median Price | Percent<br>Change Prior<br>Year<br>Sold Listings | Percent Change Prior Year Average Price | Percent<br>Change Prior<br>Year<br>Median Price | Percent Change Prior Year YTD Sold Listings | Percent<br>Change Prior<br>Year YTD<br>Average Price | Percent<br>Change Prior<br>Year YTD<br>Median Price |
| 92004 BORREGO SPRINGS        | 100%  | 100%                                     | 100%   | 100%   | 100%                                    | 100%  | 100%  | 100%   | 100%  |
| 92025 ESCONDIDO              | 22.22%  | -3.63%                                   | -6.75%   | 22.22%   | -0.74%                                  | -1.60%  | 0.00%                                       | -6.99%   | 4.77%   |
| 92026 ESCONDIDO              | 50.00%  | -7.06%                                   | -1.74%   | -7.69%   | 17.44%                                  | 19.88%  | 8.00%                                       | 8.52%  | 3.77%   |
| 92027 ESCONDIDO              | 33.33%  | -19.60%                                  | -23.26%  | 33.33%   | 6.68%                                   | 10.09%  | 11.11%                                      | 16.53%   | 18.42%  |
| 92028 FALLBROOK              | 133.33%   | 30.19%                                   | 29.71%   | 40.00%   | 31.24%                                  | 23.45%  | 50.00%                                      | 19.40%   | 23.45%  |
| 92029 ESCONDIDO              | 0.00%   | -22.50%                                  | -22.43%  | 100.00%  | 14.27%                                  | 13.62%  | 150.00%                                     | 17.30%   | 14.91%  |
| 92036 JULIAN                 | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92059 PALA                   | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92060 PALOMAR MTN            | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92061 PAUMA VALLEY           | 0%  | 0%                                       | 0%   | 100%   | 0%                                      | 0%  | 100%  | 0%   | 0%  |
| 92066 RANCHITA               | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92069 SAN MARCOS             | 16.67%  | 23.69%                                   | 22.50%   | -48.15%  | 24.15%                                  | 15.98%  | -40.74%                                     | 10.63%   | 11.83%  |
| 92070 SANTA YSABEL           | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92078 SAN MARCOS             | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 100%  | 0%   | 0%  |
| 92082 VALLEY CENTER          | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92083 VISTA                  | 57.14%  | -4.21%                                   | -2.36%   | 4.76%  | 6.81%                                   | 3.28%   | -1.89%                                      | 12.86%   | 13.41%  |
| 92084 VISTA                  | -33.33%   | -9.79%                                   | -19.29%  | -66.67%  | 6.71%                                   | 0.74%   | -40.00%                                     | 10.86%   | 21.48%  |
| 92086 WARNER SPRINGS         | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92007 CARDIFF BY THE SEA     | 125.00%   | -31.98%                                  | -32.40%  | -25.00%  | -11.12%                                 | 6.85%   | -4.76%                                      | 3.63%  | 22.76%  |
| 92008 CARLSBAD               | 50.00%  | -2.36%                                   | 1.18%  | 60.00%   | -5.74%                                  | 3.61%   | 58.06%                                      | 2.04%  | 10.83%  |
| 92009 CARLSBAD               | 41.18%  | -0.23%                                   | -1.14%   | 63.64%   | 7.43%                                   | 7.22%   | 57.84%                                      | 7.15%  | 7.22%   |
| 92014 DEL MAR                | 20.00%  | -3.57%                                   | -17.65%  | 33.33%   | -21.54%                                 | -23.64%   | 40.00%                                      | -22.49%  | 5.00%   |
| 92024 ENCINITAS              | 53.85%  | 2.68%                                    | 14.12%   | -28.57%  | 16.13%                                  | 19.38%  | -3.70%                                      | 8.25%  | 8.80%   |
| 92054 OCEANSIDE              | 53.85%  | -19.67%                                  | -1.13%   | -25.93%  | -1.92%                                  | 13.47%  | 14.29%                                      | -5.66%   | 13.47%  |
| 92056 OCEANSIDE              | -48.48%   | -3.13%                                   | 4.73%  | -34.62%  | 18.29%                                  | 32.04%  | 29.09%                                      | 20.14%   | 28.30%  |
| 92057 OCEANSIDE              | 141.18%   | 10.50%                                   | 6.94%  | 46.43%   | 24.75%                                  | 22.14%  | 2.74%                                       | 16.89%   | 14.58%  |
| 92067 RANCHO SANTA FE        | 0.00%   | 13.82%                                   | 5.63%  | 0.00%  | -35.50%                                 | -43.67%   | 33.33%                                      | -38.01%  | -43.67%   |
| 92068 SAN LUIS REY           | 0%  | 0%                                       | 0%   | 0%   | 0%                                      | 0%  | 0%  | 0%   | 0%  |
| 92075 SOLANA BEACH           | 185.71%   | -2.52%                                   | 5.11%  | 53.85%   | -0.51%                                  | -9.09%  | 28.57%                                      | -11.09%  | -10.39%   |
| 92121 SORRENTO               | -33.33%   | -3.04%                                   | -6.44%   | 0.00%  | 4.75%                                   | 7.02%   | 36.36%                                      | 9.76%  | 4.36%   |
| 92130 CARMEL VALLEY          | -14.29%   | 7.02%                                    | 8.33%  | 28.57%   | 8.57%                                   | 11.67%  | 29.33%                                      | 7.88%  | 7.02%   |