Report Dates: November 01, 2003 - November 30, 2003

MLS Stats - Monthly and YTD

Property Type: Single Family Detached

| 110,0010 | y Type. Single Failing |          | Novemb   |             |             |             |              | Novem    | Novem |             |             |             | T T          |
|----------|------------------------|----------|----------|-------------|-------------|-------------|--------------|----------|-------|-------------|-------------|-------------|--------------|
|          |                        | ber      | er 2003  | November    | November    |             |              | ber      | ber   | November    | November    |             |              |
|          |                        | 2003     | YTD      | 2003        | 2003 YTD    | November    | November     | 2002     | 2002  | 2002        | 2002 YTD    | November    | November     |
| Zip      |                        | Sold     | Sold     | Average     | Average     | 2003 Median | 2003 YTD     | Sold     | YTD   | Average     | Average     | 2002 Median | 2002 YTD     |
| Code     | Market Area            | Listings | Listings | Price       | Price       | Price       | Median Price | Listings | Sold  | Price       | Price       | Price       | Median Price |
| 92037    | LA JOLLA               | 35       | 373      | \$1,577,229 | \$1,473,894 | \$1,269,000 | \$1,159,000  | 30       | 355   | \$1,315,017 | \$1,325,560 | \$965,000   | \$1,010,000  |
| 92093    | LA JOLLA               | 0        | 0        | \$0         | \$0         |             |              |          | 1     | \$0         | \$620,000   |             |              |
|          | POINT LOMA             | 13       | 193      | \$1,006,577 | \$828,210   |             |              | 10       | 170   | \$811,475   | \$727,186   |             |              |
| 92107    | OCEAN BEACH            | 15       | 158      | \$593,000   | \$690,007   | \$585,000   | \$605,000    | 9        | 177   | \$562,256   | \$600,533   |             |              |
| -        | PACIFIC BEACH          | 18       | 203      | \$690,576   | \$687,795   |             |              | 14       | 228   | \$683,350   | \$602,503   |             |              |
|          | SAN DIEGO              | 0        | 0        | \$0         | \$0         | \$0         | \$0          | 0        | 0     | \$0         | \$0         | \$0         | \$0          |
|          | SAN DIEGO              |          |          |             |             |             |              |          |       |             |             |             |              |
|          | DOWNTOWN               | 0        | 11       | \$0         | \$527,036   |             |              |          | 13    | \$565,000   | \$528,115   |             |              |
|          | SAN DIEGO              | 15       | 149      | \$389,400   | \$328,160   |             |              | 15       | 154   | \$318,748   | \$294,120   |             |              |
|          | LOGAN HEIGHTS          | 15       | 120      | \$299,867   | \$259,232   | \$290,000   |              | 9        | 130   | \$230,500   |             |             |              |
| -        | ENCANTO                | 46       | 498      | \$321,348   | \$295,394   |             |              | 25       | 437   | \$266,616   | \$237,240   |             |              |
| -        | MISSION HILLS          | 11       | 222      | \$812,818   | \$744,238   |             |              | 12       | 210   | \$691,400   |             |             |              |
|          | NORTH PARK             | 27       | 266      | \$434,756   | \$411,103   |             |              | 22       | 282   | \$398,518   | \$352,263   |             |              |
|          | EAST SAN DIEGO         | 20       | 262      | \$322,122   | \$286,534   |             |              | 19       | 248   | \$244,005   | \$220,431   |             |              |
|          | COLLEGE GROVE          | 45       | 452      | \$397,703   | \$387,903   | \$389,000   |              | 34       | 431   | \$338,866   | \$320,763   |             |              |
| -        | NORMAL HEIGHTS         | 18       | 306      | \$515,461   | \$460,939   |             |              | 27       | 305   | \$398,879   | \$403,617   |             |              |
|          | SAN CARLOS             | 13       | 213      | \$462,550   | \$425,658   |             |              | 16       | 207   | \$369,286   | \$349,492   |             |              |
| -        | DEL CERRO              | 28       | 258      | \$534,823   | \$482,013   | \$472,500   |              | 29       | 259   | \$392,724   | \$408,698   | \$365,000   | \$372,000    |
| 92108    | MISSION VALLEY         | 0        | 0        | \$0         | \$0         |             |              | 0        | 0     | \$0         |             |             |              |
|          | OLD TOWN SD            | 15       | 118      | \$596,633   | \$549,871   | \$575,000   |              | 9        | 110   | \$525,506   | \$492,728   |             |              |
|          | LINDA VISTA            | 13       | 182      | \$438,461   | \$395,947   | \$425,000   |              | 13       | 203   | \$351,077   | \$335,373   |             |              |
| 92117    | CLAIREMONT MESA        | 29       | 390      | \$484,769   | \$443,565   | \$427,000   | \$420,000    | 32       | 363   | \$365,981   | \$377,314   | \$355,000   |              |
|          | UNIVERSITY CITY        | 17       | 163      | \$614,241   | \$569,831   | \$609,000   | \$560,000    | 10       | 142   | \$543,087   | \$530,227   |             |              |
|          | MISSION VALLEY         | 14       | 180      | \$408,679   | \$414,151   | \$400,000   |              | 11       | 137   | \$436,355   | \$363,222   |             |              |
|          | TIERRASANTA            | 14       | 192      | \$558,000   | \$508,833   | \$510,000   |              | 16       | 165   | \$439,938   | \$442,802   |             |              |
|          | POWAY                  | 36       | 605      | \$685,443   | \$623,357   | \$460,000   | \$497,000    | 38       | 583   | \$657,097   | \$568,562   |             | \$440,000    |
|          | RAMONA                 | 44       | 605      | \$443,484   | \$430,678   |             |              | 34       | 523   | \$385,332   | \$365,483   |             |              |
| 92126    | MIRA MESA              | 49       | 686      | \$424,571   | \$387,871   | \$412,000   | \$380,000    | 46       | 612   | \$355,246   | \$331,448   | \$345,000   | \$329,000    |
|          | RANCHO BERNARDO        | 23       | 279      | \$551,713   | \$596,847   | \$486,000   |              | 9        | 208   | \$582,108   | \$484,657   |             |              |
|          | RANCHO BERNARDO        | 63       | 832      | \$497,230   | \$490,688   | \$487,500   | \$470,000    | 62       | 785   | \$453,916   | \$422,319   | \$439,000   | \$407,500    |
|          | RANCHO                 |          |          |             |             |             |              |          |       |             |             |             |              |
|          | PENASQUITOS            | 32       | 492      | \$509,094   | \$486,939   | \$500,000   | \$470,000    |          | 591   | \$449,409   | \$415,159   | \$439,000   |              |
| 92131    | SCRIPPS MIRAMAR        | 27       | 462      | \$638,493   | \$595,322   | \$569,000   |              | 36       | 436   | \$548,712   | \$521,021   | \$560,000   |              |
| 91941    | LA MESA                | 45       | 467      | \$456,704   | \$440,159   | \$415,000   | \$397,000    | 41       | 447   | \$410,655   | \$385,869   | \$390,000   | \$334,500    |

Report Dates: November 01, 2003 - November 30, 2003 MLS Stats - Monthly and YTD

Property Type: Single Family Detached

| Порск | y Type. Single Failing |          | Novemb   |             |             |             |              | Novem    | Novem | I           |             |             |              |
|-------|------------------------|----------|----------|-------------|-------------|-------------|--------------|----------|-------|-------------|-------------|-------------|--------------|
|       |                        | ber      | er 2003  | November    | November    |             |              | ber      | ber   | November    | November    |             |              |
|       |                        | 2003     | YTD      | 2003        | 2003 YTD    | November    | November     | 2002     | 2002  | 2002        | 2002 YTD    | November    | November     |
| Zip   |                        | Sold     | Sold     | Average     | Average     | 2003 Median | 2003 YTD     | Sold     | YTD   | Average     | Average     | 2002 Median | 2002 YTD     |
| Code  | Market Area            | Listings | Listings | Price       | Price       | Price       | Median Price | Listings | Sold  | Price       | Price       | Price       | Median Price |
| 91942 | LA MESA                | 9        | 132      | \$392,544   | \$370,828   | \$376,000   | \$365,000    | 10       | 125   | \$342,400   | \$316,267   | \$329,000   | \$317,500    |
| 92019 | EL CAJON               | 39       | 404      | \$458,564   | \$451,267   | \$386,000   | \$407,000    | 31       | 379   | \$396,868   | \$396,301   | \$386,000   | \$374,000    |
| 92020 | EL CAJON               | 32       | 314      | \$396,353   | \$405,758   | \$359,900   | \$350,000    | 38       | 361   | \$359,666   | \$340,150   | \$340,000   | \$315,000    |
| 92021 | EL CAJON               | 34       | 454      | \$348,793   | \$380,209   | \$355,000   | \$345,000    | 33       | 397   | \$314,042   | \$308,933   | \$305,000   | \$285,000    |
| 92040 | LAKESIDE               | 26       | 334      | \$388,454   | \$375,898   | \$378,000   | \$370,000    | 27       | 275   | \$342,900   | \$314,297   | \$320,000   | \$305,000    |
| 92071 | SANTEE                 | 32       | 449      | \$366,852   | \$356,390   | \$359,999   | \$345,900    | 34       | 345   | \$323,663   | \$292,722   | \$319,900   | \$290,000    |
| 91901 | ALPINE                 | 16       | 175      | \$532,188   | \$510,202   | \$425,000   | \$465,295    | 12       | 208   | \$486,458   | \$453,906   | \$430,000   | \$405,000    |
| 91905 | BOULEVARD              | 2        | 14       | \$162,500   | \$209,571   | \$60,000    | \$225,000    | 2        | 22    | \$196,025   | \$206,248   | \$142,550   | \$202,400    |
| 91916 | DESCANSO               | 2        | 21       | \$260,000   | \$347,286   | \$255,000   | \$295,000    | 2        | 17    | \$230,750   | \$311,671   | \$225,000   | \$290,000    |
| 91931 | GUATAY                 | 0        | 1        | \$0         | \$462,000   | \$0         | \$462,000    | 0        | 3     | \$0         | \$215,833   | \$0         | \$166,500    |
| 91934 | JACUMBA                | 0        | 7        | \$0         | \$150,714   | \$0         | \$156,000    | 1        | 8     | \$135,000   | \$125,238   | \$135,000   | \$122,400    |
|       | MOUNT LAGUNA           | 0        | 2        | \$0         | \$84,500    | \$0         | \$80,000     | 0        | 0     | \$0         | \$0         |             | \$0          |
| 91962 | PINE VALLEY            | 4        | 27       | \$454,500   | \$402,993   | \$435,000   | \$429,800    | 3        | 40    | \$333,000   | \$287,182   | \$360,000   | \$275,000    |
| 91906 | CAMPO                  | 4        | 40       | \$227,625   | \$251,326   | \$216,000   | \$250,000    | 5        | 41    | \$194,720   | \$205,335   | \$200,000   | \$200,000    |
| 91917 | DULZURA                | 1        | 5        | \$375,000   | \$385,000   | \$375,000   | \$390,000    | 0        | 6     | \$0         | \$248,333   | \$0         | \$230,000    |
|       | JAMUL                  | 12       | 78       | \$557,850   | \$564,902   | \$512,204   | \$529,000    |          | 91    | \$612,900   | \$495,809   | \$650,000   | \$455,000    |
| 91945 | LEMON GROVE            | 12       | 194      | \$351,071   | \$316,562   | \$350,000   | \$317,500    | 11       | 176   | \$266,364   | \$255,245   | \$280,000   | \$252,000    |
| 91963 | POTRERO                | 0        | 8        | \$0         | \$332,313   | \$0         | \$267,500    | 1        | 7     | \$150,000   | \$182,429   | \$150,000   | \$158,000    |
| 91977 | SPRING VALLEY          | 52       | 540      | \$369,733   | \$336,337   | \$350,000   | \$324,900    | 41       | 462   | \$287,476   | \$269,948   | \$275,000   | \$260,000    |
| 91978 | SPRING VALLEY          | 5        | 68       | \$423,400   | \$398,823   | \$400,000   | \$386,000    | 4        | 40    | \$376,250   | \$321,818   | \$350,000   | \$305,000    |
| 91980 | TECATE                 | 0        | 0        | \$0         | \$0         |             |              |          | 0     | \$0         | \$0         | \$0         | \$0          |
| 91902 | BONITA                 | 14       | 163      | \$560,357   | \$569,655   | \$538,000   | \$520,000    | 19       | 179   | \$516,384   | \$470,346   | \$482,500   | \$430,000    |
| 91910 | CHULA VISTA            | 53       | 556      | \$485,409   | \$418,104   | \$430,000   | \$391,000    | 50       | 547   | \$373,192   | \$349,339   | \$365,000   | \$329,000    |
| 91911 | CHULA VISTA            | 42       | 474      | \$378,148   | \$363,578   | \$365,000   | \$350,000    | 42       | 385   | \$302,045   | \$287,405   | \$295,000   | \$276,900    |
| 91913 | CHULA VISTA            | 42       | 452      | \$513,136   | \$446,323   | \$500,000   | \$425,000    | 20       | 340   | \$400,895   | \$362,468   | \$379,000   | \$350,000    |
| 91914 | CHULA VISTA            | 11       | 165      | \$701,627   | \$502,563   | \$547,000   | \$470,000    | 9        | 88    | \$406,656   | \$385,706   | \$395,000   | \$381,000    |
| 91915 | CHULA VISTA            | 26       | 321      | \$483,792   | \$426,075   | \$444,900   | \$405,000    | 22       | 283   | \$366,182   | \$352,103   | \$350,000   | \$334,000    |
| 91932 | IMPERIAL BEACH         | 6        | 98       | \$434,983   | \$376,986   | \$365,000   | \$360,000    | 13       | 90    | \$339,462   | \$308,494   | \$330,000   | \$295,000    |
| 91950 | NATIONAL CITY          | 12       | 160      | \$284,333   | \$293,426   | \$300,000   | \$299,000    | 10       | 185   | \$240,590   | \$225,549   | \$237,000   | \$229,000    |
| 92118 | CORONADO               | 16       | 143      | \$1,286,500 | \$1,263,793 | \$1,075,000 | \$1,100,000  | 7        | 149   | \$1,725,571 | \$1,149,415 | \$1,550,000 | \$916,000    |
| 92139 | PARADISE HILLS         | 16       | 186      | \$355,406   | \$323,796   | \$360,000   | \$325,000    | 14       | 174   | \$290,536   | \$254,464   | \$290,000   | \$255,000    |
| 92154 | OTAY MESA              | 34       | 371      | \$378,624   | \$352,086   | \$355,000   | \$335,000    | 14       | 307   | \$323,821   | \$278,944   | \$300,000   | \$269,000    |
| 92155 | SAN DIEGO              | 0        | 0        | \$0         | \$0         | \$0         | \$0          | 0        | 0     | \$0         | \$0         | \$0         | \$0          |
| 92173 | SAN YSIDRO             | 11       | 104      | \$375,855   | \$341,457   | \$375,000   | \$349,000    | 8        | 81    | \$290,000   | \$272,469   | \$282,000   | \$269,700    |

Report Dates: November 01, 2003 - November 30, 2003

MLS Stats - Monthly and YTD

Property Type: Single Family Detached

|       | y Type. Single Failing |          | Novemb   |             |             |             |              | Novem    | Novem |             |             |             |              |
|-------|------------------------|----------|----------|-------------|-------------|-------------|--------------|----------|-------|-------------|-------------|-------------|--------------|
|       |                        | ber      | er 2003  | November    | November    |             |              | ber      | ber   | November    | November    |             |              |
|       |                        | 2003     | YTD      | 2003        | 2003 YTD    | November    | November     | 2002     | 2002  | 2002        | 2002 YTD    | November    | November     |
| Zip   |                        | Sold     | Sold     | Average     | Average     | 2003 Median | 2003 YTD     | Sold     | YTD   | Average     | Average     | 2002 Median | 2002 YTD     |
| Code  | Market Area            | Listings | Listings | Price       | Price       | Price       | Median Price | Listings | Sold  | Price       | Price       | Price       | Median Price |
| 92003 | BONSAL                 | 5        | 53       | \$684,880   | \$653,752   | \$662,000   | \$573,000    | 4        | 47    | \$424,475   | \$536,898   | \$349,000   | \$384,000    |
| 92004 | BORREGO SPRINGS        | 1        | 6        | \$141,000   | \$159,433   | \$141,000   | \$141,000    | 0        | 2     | \$0         | \$117,500   | \$0         | \$110,000    |
| 92025 | ESCONDIDO              | 33       | 369      | \$431,548   | \$417,885   | \$415,000   | \$360,000    | 34       | 350   | \$374,509   | \$377,666   | \$337,500   | \$338,000    |
| 92026 | ESCONDIDO              | 49       | 603      | \$441,110   | \$391,046   | \$395,000   | \$360,000    | 54       | 528   | \$338,953   | \$332,541   | \$315,000   | \$310,000    |
| 92027 | ESCONDIDO              | 42       | 581      | \$385,398   | \$352,252   | \$350,000   | \$328,325    | 46       | 562   | \$338,800   | \$299,640   | \$302,000   | \$270,000    |
| 92028 | FALLBROOK              | 52       | 655      | \$527,148   | \$459,400   | \$485,000   | \$415,000    | 56       | 635   | \$453,725   | \$394,521   | \$382,000   | \$349,900    |
| 92029 | ESCONDIDO              | 23       | 275      | \$551,805   | \$510,431   | \$550,000   | \$479,850    | 15       | 245   | \$395,902   | \$466,533   | \$413,630   | \$463,163    |
| 92036 | JULIAN                 | 7        | 80       | \$317,714   | \$351,696   | \$315,000   | \$295,000    | 2        | 88    | \$308,750   | \$289,197   | \$187,500   | \$235,000    |
| 92059 | PALA                   | 2        | 3        | \$593,000   | \$643,667   | \$398,000   | \$745,000    | 1        | 2     | \$676,000   | \$493,500   | \$676,000   | \$311,000    |
| 92060 | PALOMAR MTN            | 1        | 9        | \$205,000   | \$163,222   | \$205,000   | \$160,000    | 2        | 8     | \$164,500   | \$168,875   | \$119,000   | \$145,000    |
| 92061 | PAUMA VALLEY           | 2        | 35       | \$757,500   | \$532,169   | \$680,000   | \$400,000    | 2        | 32    | \$561,250   | \$349,867   | \$185,000   | \$310,000    |
| 92066 | RANCHITA               | 0        | 5        | \$0         | \$216,780   | \$0         | \$193,000    | 0        | 4     | \$0         | \$147,500   | \$0         | \$125,000    |
| 92069 | SAN MARCOS             | 58       | 728      | \$431,887   | \$407,707   | \$420,000   | \$380,000    | 38       | 686   | \$342,626   | \$339,670   | \$331,000   | \$324,000    |
| 92070 | SANTA YSABEL           | 0        | 2        | \$0         | \$332,500   | \$0         | \$300,000    | 1        | 8     | \$217,000   | \$572,125   | \$217,000   | \$300,000    |
| 92078 | SAN MARCOS             | 22       | 206      | \$512,859   | \$465,342   | \$470,000   | \$439,000    | 8        | 99    | \$462,343   | \$396,185   | \$358,000   | \$369,900    |
| 92082 | VALLEY CENTER          | 22       | 230      | \$541,673   | \$488,764   | \$553,000   | \$460,000    | 16       | 216   | \$588,138   | \$459,597   | \$420,000   | \$400,000    |
| 92083 | VISTA                  | 38       | 647      | \$376,516   | \$355,801   | \$361,000   | \$352,000    | 44       | 591   | \$331,361   | \$309,027   | \$330,000   | \$297,000    |
| 92084 | VISTA                  | 43       | 454      | \$464,182   | \$430,789   | \$419,000   | \$385,000    | 24       | 427   | \$342,554   | \$364,272   | \$315,000   | \$330,000    |
| 92086 | WARNER SPRINGS         | 0        | 15       | \$0         | \$301,133   | \$0         | \$280,000    | 0        | 6     | \$0         | \$192,167   | \$0         | \$175,000    |
| 92007 | CARDIFF BY THE SEA     | 8        | 83       | \$890,113   | \$833,172   | \$930,000   | \$785,000    | 9        | 107   | \$637,333   | \$681,202   | \$560,000   | \$604,000    |
| 92008 | CARLSBAD               | 31       | 351      | \$658,456   | \$542,496   | \$595,990   | \$523,000    | 36       | 378   | \$435,489   | \$479,580   | \$429,000   | \$439,000    |
| 92009 | CARLSBAD               | 77       | 872      | \$657,996   | \$643,304   | \$620,000   | \$600,000    | 71       | 914   | \$559,711   | \$560,756   | \$539,900   | \$515,000    |
| 92014 | DEL MAR                | 14       | 199      | \$1,329,893 | \$1,252,102 | \$1,195,000 | \$982,000    | 16       | 177   | \$1,183,700 | \$1,125,966 | \$1,150,000 | \$959,000    |
| 92024 | ENCINITAS              | 49       | 610      | \$784,336   | \$775,284   | \$675,000   | \$645,000    | 29       | 523   | \$590,217   | \$644,570   | \$534,000   | \$534,500    |
| 92054 | OCEANSIDE              | 27       | 457      | \$447,248   | \$424,110   | \$421,000   | \$369,000    | 30       | 431   | \$386,991   | \$336,265   | \$319,000   | \$311,000    |
| 92056 | OCEANSIDE              | 53       | 717      | \$405,640   | \$387,372   | \$392,000   | \$378,335    | 63       | 648   | \$345,025   | \$324,788   | \$325,000   | \$310,000    |
| 92057 | OCEANSIDE              | 60       | 721      | \$381,112   | \$361,050   | \$385,000   | \$350,000    | 53       | 646   | \$319,854   | \$310,702   | \$319,000   | \$305,000    |
| 92067 | RANCHO SANTA FE        | 32       | 284      | \$2,388,181 | \$2,175,416 | \$1,875,000 | \$1,800,000  | 24       | 246   | \$2,636,771 | \$2,253,773 | \$1,503,500 | \$1,850,000  |
| 92068 | SAN LUIS REY           | 0        | 0        | \$0         | \$0         |             |              | 0        | 0     | \$0         | \$0         |             |              |
| 92075 | SOLANA BEACH           | 12       | 124      | \$858,075   | \$905,942   | \$689,900   | \$780,000    | 7        | 113   | \$755,857   | \$798,048   | \$802,000   | \$710,000    |
| 92121 | SORRENTO               | 2        | 40       | \$692,500   | \$649,028   | \$665,000   | \$642,000    | 4        | 53    | \$533,250   | \$532,411   | \$523,000   |              |
| 92130 | CARMEL VALLEY          | 49       | 704      | \$1,068,000 | \$873,678   | \$799,000   | \$749,900    | 39       | 581   | \$776,085   | \$766,722   | \$715,000   | \$680,000    |

Report Dates: November 01, 2 MLS Stats - Monthly and YTD Property Type: Single Family

| Topert | y Type. Onigie i anniy |               | 1             |              |               |               | ı            | ı             |               | ı            |
|--------|------------------------|---------------|---------------|--------------|---------------|---------------|--------------|---------------|---------------|--------------|
|        |                        | Percent       | Percent       | Percent      | Percent       | Percent       | Percent      | Percent       | Percent       | Percent      |
|        |                        | Change Prior  | Change Prior  | Change Prior | Change Prior  | Change Prior  | Change Prior | Change Prior  | Change Prior  | Change Prior |
| Zip    |                        | Month         | Month         | Month        | Year          | Year          | Year         | Year YTD      | Year YTD      | Year YTD     |
| Code   | Market Area            | Sold Listings | Average Price |              | Sold Listings | Average Price | Median Price | Sold Listings | Average Price | Median Price |
|        | LA JOLLA               | 40.00%        | -15.69%       | -17.60%      | 16.67%        | 19.94%        | 31.50%       | 5.07%         | 11.19%        | 14.75%       |
|        | LA JOLLA               | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           | 100%          | 0%            | 0%           |
| 92106  | POINT LOMA             | -27.78%       | 38.86%        | 45.47%       | 30.00%        | 24.04%        | 53.68%       | 13.53%        | 13.89%        | 14.05%       |
| 92107  | OCEAN BEACH            | 66.67%        | -19.47%       | -6.40%       | 66.67%        | 5.47%         | 48.10%       | -10.73%       | 14.90%        | 13.51%       |
| 92109  | PACIFIC BEACH          | 38.46%        | -8.72%        | -4.11%       | 28.57%        | 1.06%         | 16.47%       | -10.96%       | 14.16%        | 12.39%       |
|        | SAN DIEGO              | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           |
|        | SAN DIEGO              |               |               |              |               |               |              |               |               |              |
|        | DOWNTOWN               | 0%            | 0%            | 0%           | 100%          | 0%            | 0%           | -15.38%       | -0.20%        | -1.45%       |
|        | SAN DIEGO              | 15.38%        | 19.68%        | 28.81%       | 0.00%         | 22.17%        | 26.67%       | -3.25%        | 11.57%        | 18.80%       |
|        | LOGAN HEIGHTS          | 50.00%        | 5.11%         | 10.27%       | 66.67%        | 30.09%        | 28.89%       | -7.69%        | 37.54%        | 34.92%       |
| 92114  | ENCANTO                | 31.43%        | 2.52%         | 3.17%        | 84.00%        | 20.53%        | 21.27%       | 13.96%        | 24.51%        | 23.43%       |
| 92103  | MISSION HILLS          | -57.69%       | 1.53%         | 8.03%        | -8.33%        | 17.56%        | 25.21%       | 5.71%         | 21.55%        | 19.30%       |
| 92104  | NORTH PARK             | -6.90%        | -2.01%        | -10.22%      | 22.73%        | 9.09%         | 11.20%       | -5.67%        | 16.70%        | 12.68%       |
| 92105  | EAST SAN DIEGO         | -20.00%       | 10.93%        | 9.59%        | 5.26%         | 32.01%        | 36.17%       | 5.65%         | 29.99%        | 29.10%       |
| 92115  | COLLEGE GROVE          | 66.67%        | -8.43%        | 7.46%        | 32.35%        | 17.36%        | 20.81%       | 4.87%         | 20.93%        | 18.49%       |
| 92116  | NORMAL HEIGHTS         | -37.93%       | 7.26%         | 3.37%        | -33.33%       | 29.23%        | 27.07%       | 0.33%         | 14.20%        | 14.79%       |
| 92119  | SAN CARLOS             | -35.00%       | 2.47%         | 6.17%        | -18.75%       | 25.26%        | 18.91%       | 2.90%         | 21.79%        | 19.12%       |
| 92120  | DEL CERRO              | 64.71%        | 11.28%        | 11.18%       | -3.45%        | 36.18%        | 29.45%       | -0.39%        | 17.94%        | 18.28%       |
| 92108  | MISSION VALLEY         | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           |
| 92110  | OLD TOWN SD            | 50.00%        | 12.38%        | 7.48%        | 66.67%        | 13.53%        | 18.56%       | 7.27%         | 11.60%        | 17.98%       |
| 92111  | LINDA VISTA            | -23.53%       | 4.42%         | 3.66%        | 0.00%         | 24.89%        | 23.19%       | -10.34%       | 18.06%        | 14.71%       |
| 92117  | CLAIREMONT MESA        | -12.12%       | 7.71%         | -2.29%       | -9.37%        | 32.46%        | 20.28%       | 7.44%         | 17.56%        | 16.67%       |
| 92122  | UNIVERSITY CITY        | 0.00%         | 9.00%         | 8.75%        | 70.00%        | 13.10%        | 19.41%       | 14.79%        | 7.47%         | 8.74%        |
| 92123  | MISSION VALLEY         | 27.27%        | -2.24%        | 0.00%        | 27.27%        | -6.34%        | 14.61%       | 31.39%        | 14.02%        | 16.52%       |
| 92124  | TIERRASANTA            | -22.22%       | -4.80%        | -16.67%      | -12.50%       | 26.84%        | 27.50%       | 16.36%        | 14.91%        | 14.68%       |
| 92064  | POWAY                  | -16.28%       | 3.97%         | -19.16%      | -5.26%        | 4.31%         | -14.02%      | 3.77%         | 9.64%         | 12.95%       |
| 92065  | RAMONA                 | 4.76%         | -8.73%        | -8.67%       | 29.41%        | 15.09%        | 5.52%        | 15.68%        | 17.84%        | 15.11%       |
| 92126  | MIRA MESA              | -20.97%       | 3.91%         | 1.48%        | 6.52%         | 19.51%        | 19.42%       | 12.09%        | 17.02%        | 15.50%       |
| 92127  | RANCHO BERNARDO        | -23.33%       | -13.44%       | -12.75%      | 155.56%       | -5.22%        | -15.48%      | 34.13%        | 23.15%        | 17.87%       |
| 92128  | RANCHO BERNARDO        | -20.25%       | -3.59%        | 5.98%        | 1.61%         | 9.54%         | 11.05%       | 5.99%         | 16.19%        | 15.34%       |
|        | RANCHO                 |               |               |              |               |               |              |               |               |              |
| 92129  | PENASQUITOS            | -25.58%       | -1.19%        | 2.25%        | -20.00%       | 13.28%        | 13.90%       | -16.75%       | 17.29%        | 16.05%       |
| 92131  | SCRIPPS MIRAMAR        | 0.00%         | 5.26%         | -0.52%       | -25.00%       | 16.36%        | 1.61%        | 5.96%         | 14.26%        | 14.96%       |
| 01041  | LA MESA                | 9.76%         | -5.09%        | -2.47%       | 9.76%         | 11.21%        | 6.41%        | 4.47%         | 14.07%        | 18.68%       |

Report Dates: November 01, 2 MLS Stats - Monthly and YTD Property Type: Single Family

| Propert | y Type: Single Family | 1                                |                                  |                                  |                                 | ı                               |                                 |                                     |                                     |                                     |
|---------|-----------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------|---------------------------------|---------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| 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                        |
| 91942   | LA MESA               | -25.00%                          | 1.93%                            | -0.66%                           | -10.00%                         | 14.64%                          | 14.29%                          | 5.60%                               | 17.25%                              | 14.96%                              |
| 92019   | EL CAJON              | 50.00%                           | -1.25%                           | -9.18%                           | 25.81%                          | 15.55%                          | 0.00%                           | 6.60%                               | 13.87%                              | 8.82%                               |
| 92020   | EL CAJON              | 52.38%                           | -2.42%                           | 2.54%                            | -15.79%                         | 10.20%                          | 5.85%                           | -13.02%                             | 19.29%                              | 11.11%                              |
| 92021   | EL CAJON              | -29.17%                          | -11.06%                          | 4.41%                            | 3.03%                           | 11.07%                          | 16.39%                          | 14.36%                              | 23.07%                              | 21.05%                              |
| 92040   | LAKESIDE              | -3.70%                           | -6.83%                           | -8.92%                           | -3.70%                          | 13.28%                          | 18.13%                          | 21.45%                              | 19.60%                              | 21.31%                              |
| 92071   | SANTEE                | -13.51%                          | -1.86%                           | 0.00%                            | -5.88%                          | 13.34%                          | 12.53%                          | 30.14%                              | 21.75%                              | 19.28%                              |
| 91901   | ALPINE                | 6.67%                            | -2.51%                           | -24.11%                          | 33.33%                          | 9.40%                           | -1.16%                          | -15.87%                             | 12.40%                              | 14.89%                              |
| 91905   | BOULEVARD             | -33.33%                          | 17.47%                           | -45.45%                          | 0.00%                           | -17.10%                         | -57.91%                         | -36.36%                             | 1.61%                               | 11.17%                              |
| 91916   | DESCANSO              | 100.00%                          | -48.00%                          | -49.00%                          | 0.00%                           | 12.68%                          | 13.33%                          | 23.53%                              | 11.43%                              | 1.72%                               |
| 91931   | GUATAY                | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | -66.67%                             | 114.05%                             | 177.48%                             |
| 91934   | JACUMBA               | 0%                               | 0%                               | 0%                               | 100%                            | 0%                              | 0%                              | -12.50%                             | 20.34%                              | 27.45%                              |
| 91948   | MOUNT LAGUNA          | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 100%                                | 100%                                | 100%                                |
| 91962   | PINE VALLEY           | 33.33%                           | 6.11%                            | 1.16%                            | 33.33%                          | 36.49%                          | 20.83%                          | -32.50%                             | 40.33%                              | 56.29%                              |
| 91906   | CAMPO                 | -33.33%                          | -19.30%                          | -25.26%                          | -20.00%                         | 16.90%                          | 8.00%                           | -2.44%                              | 22.40%                              | 25.00%                              |
| 91917   | DULZURA               | 100%                             | 100%                             | 100%                             | 100%                            | 100%                            | 100%                            | -16.67%                             | 55.03%                              | 69.57%                              |
| 91935   | JAMUL                 | 200.00%                          | -18.56%                          | -27.86%                          | 140.00%                         | -8.98%                          | -21.20%                         | -14.29%                             | 13.94%                              | 16.26%                              |
|         | LEMON GROVE           | -42.86%                          | 1.86%                            | 0.00%                            | 9.09%                           | 31.80%                          | 25.00%                          | 10.23%                              | 24.02%                              | 25.99%                              |
| 91963   | POTRERO               | 0%                               | 0%                               | 0%                               | 100%                            | 0%                              | 0%                              | 14.29%                              | 82.16%                              | 69.30%                              |
|         | SPRING VALLEY         | -1.89%                           | 7.17%                            | 7.69%                            | 26.83%                          | 28.61%                          | 27.27%                          | 16.88%                              | 24.59%                              | 24.96%                              |
| 91978   | SPRING VALLEY         | -37.50%                          | -1.56%                           | -2.44%                           | 25.00%                          | 12.53%                          | 14.29%                          | 70.00%                              | 23.93%                              | 26.56%                              |
|         | TECATE                | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 91902   | BONITA                | -30.00%                          | -11.15%                          | -4.78%                           | -26.32%                         | 8.52%                           | 11.50%                          | -8.94%                              | 21.11%                              | 20.93%                              |
| 91910   | CHULA VISTA           | 1.92%                            | 17.87%                           | 7.50%                            | 6.00%                           | 30.07%                          | 17.81%                          | 1.65%                               | 19.68%                              | 18.84%                              |
|         | CHULA VISTA           | -12.50%                          | -4.30%                           | -1.62%                           | 0.00%                           | 25.20%                          | 23.73%                          | 23.12%                              | 26.50%                              | 26.40%                              |
|         | CHULA VISTA           | -14.29%                          | 5.10%                            | 6.38%                            | 110.00%                         | 28.00%                          | 31.93%                          | 32.94%                              | 23.13%                              | 21.43%                              |
|         | CHULA VISTA           | 57.14%                           | 37.73%                           | 4.19%                            | 22.22%                          | 72.54%                          | 38.48%                          | 87.50%                              | 30.30%                              | 23.36%                              |
| 91915   | CHULA VISTA           | -21.21%                          | 9.95%                            | 7.20%                            | 18.18%                          | 32.12%                          | 27.11%                          | 13.43%                              | 21.01%                              | 21.26%                              |
|         | IMPERIAL BEACH        | -25.00%                          | 10.98%                           | -8.75%                           | -53.85%                         | 28.14%                          | 10.61%                          | 8.89%                               | 22.20%                              | 22.03%                              |
|         | NATIONAL CITY         | -25.00%                          | -2.63%                           | 1.35%                            | 20.00%                          | 18.18%                          | 26.58%                          | -13.51%                             | 30.09%                              | 30.57%                              |
|         | CORONADO              | 60.00%                           | 5.14%                            | -10.42%                          | 128.57%                         | -25.44%                         | -30.65%                         | -4.03%                              | 9.95%                               | 20.09%                              |
|         | PARADISE HILLS        | -5.88%                           | 3.48%                            | 2.89%                            | 14.29%                          | 22.33%                          | 24.14%                          | 6.90%                               | 27.25%                              | 27.45%                              |
|         | OTAY MESA             | -2.86%                           | -1.33%                           | 1.43%                            | 142.86%                         | 16.92%                          | 18.33%                          | 20.85%                              | 26.22%                              | 24.54%                              |
|         | SAN DIEGO             | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 92173   | SAN YSIDRO            | 22.22%                           | 9.93%                            | 4.17%                            | 37.50%                          | 29.61%                          | 32.98%                          | 28.40%                              | 25.32%                              | 29.40%                              |

Report Dates: November 01, 2 MLS Stats - Monthly and YTD Property Type: Single Family

| Tropert | y Type: Onigie I anniy |                                  | 1                                | l I                              |                                 | 1                               |                                 |                                     | T                                   |                                     |
|---------|------------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------|---------------------------------|---------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Zip     | Madadaaa               | 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                        |
|         | BONSAL                 | 66.67%                           | -16.75%                          | -21.66%                          | 25.00%                          | 61.35%                          | 89.68%                          | 12.77%                              | 21.76%                              | 49.22%                              |
|         | BORREGO SPRINGS        | 100%                             | 100%                             | 100%                             | 100%                            | 100%                            | 100%                            | 200.00%                             | 35.69%                              | 28.18%                              |
|         | ESCONDIDO              | 50.00%                           | -11.25%                          | 18.57%                           | -2.94%                          | 15.23%                          | 22.96%                          | 5.43%                               | 10.65%                              | 6.51%                               |
|         | ESCONDIDO              | 22.50%                           | 5.36%                            | 1.28%                            | -9.26%                          | 30.14%                          | 25.40%                          | 14.20%                              | 17.59%                              | 16.13%                              |
|         | ESCONDIDO              | -10.64%                          | 7.95%                            | 2.97%                            | -8.70%                          | 13.75%                          | 15.89%                          | 3.38%                               | 17.56%                              | 21.60%                              |
|         | FALLBROOK              | 0.00%                            | 16.58%                           | 29.33%                           | -7.14%                          | 16.18%                          | 26.96%                          | 3.15%                               | 16.45%                              | 18.61%                              |
| 92029   | ESCONDIDO              | 27.78%                           | 7.05%                            | 10.22%                           | 53.33%                          | 39.38%                          | 32.97%                          | 12.24%                              | 9.41%                               | 3.60%                               |
| 92036   | JULIAN                 | 0.00%                            | 11.73%                           | 28.57%                           | 250.00%                         | 2.90%                           | 68.00%                          | -9.09%                              | 21.61%                              | 25.53%                              |
| 92059   | PALA                   | 100.00%                          | -20.40%                          | -46.58%                          | 100.00%                         | -12.28%                         | -41.12%                         | 50.00%                              | 30.43%                              | 139.55%                             |
| 92060   | PALOMAR MTN            | -50.00%                          | 24.24%                           | 32.26%                           | -50.00%                         | 24.62%                          | 72.27%                          | 12.50%                              | -3.35%                              | 10.34%                              |
| 92061   | PAUMA VALLEY           | 100%                             | 100%                             | 100%                             | 0.00%                           | 34.97%                          | 267.57%                         | 9.38%                               | 52.11%                              | 29.03%                              |
| 92066   | RANCHITA               | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 25.00%                              | 46.97%                              | 54.40%                              |
| 92069   | SAN MARCOS             | 18.37%                           | 3.09%                            | 1.20%                            | 52.63%                          | 26.05%                          | 26.89%                          | 6.12%                               | 20.03%                              | 17.28%                              |
| 92070   | SANTA YSABEL           | 0%                               | 0%                               | 0%                               | 100%                            | 0%                              | 0%                              | -75.00%                             | -41.88%                             | 0.00%                               |
| 92078   | SAN MARCOS             | 69.23%                           | -1.13%                           | -9.27%                           | 175.00%                         | 10.93%                          | 31.28%                          | 108.08%                             | 17.46%                              | 18.68%                              |
| 92082   | VALLEY CENTER          | 120.00%                          | 21.55%                           | 25.68%                           | 37.50%                          | -7.90%                          | 31.67%                          | 6.48%                               | 6.35%                               | 15.00%                              |
| 92083   | VISTA                  | -13.64%                          | 1.02%                            | -2.43%                           | -13.64%                         | 13.63%                          | 9.39%                           | 9.48%                               | 15.14%                              | 18.52%                              |
| 92084   | VISTA                  | 26.47%                           | -3.88%                           | -4.77%                           | 79.17%                          | 35.51%                          | 33.02%                          | 6.32%                               | 18.26%                              | 16.67%                              |
| 92086   | WARNER SPRINGS         | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 150.00%                             | 56.70%                              | 60.00%                              |
| 92007   | CARDIFF BY THE SEA     | 14.29%                           | 5.62%                            | 8.77%                            | -11.11%                         | 39.66%                          | 66.07%                          | -22.43%                             | 22.31%                              | 29.97%                              |
| 92008   | CARLSBAD               | 29.17%                           | 14.09%                           | 2.23%                            | -13.89%                         | 51.20%                          | 38.93%                          | -7.14%                              | 13.12%                              | 19.13%                              |
| 92009   | CARLSBAD               | 0.00%                            | -9.59%                           | -5.49%                           | 8.45%                           | 17.56%                          | 14.84%                          | -4.60%                              | 14.72%                              | 16.50%                              |
| 92014   | DEL MAR                | -6.67%                           | -9.63%                           | 16.59%                           | -12.50%                         | 12.35%                          | 3.91%                           | 12.43%                              | 11.20%                              | 2.40%                               |
| 92024   | ENCINITAS              | -12.50%                          | -10.48%                          | -15.62%                          | 68.97%                          | 32.89%                          | 26.40%                          | 16.63%                              | 20.28%                              | 20.67%                              |
| 92054   | OCEANSIDE              | -25.00%                          | -2.56%                           | 12.87%                           | -10.00%                         | 15.57%                          | 31.97%                          | 6.03%                               | 26.12%                              | 18.65%                              |
| 92056   | OCEANSIDE              | -10.17%                          | -2.89%                           | -1.98%                           | -15.87%                         | 17.57%                          | 20.62%                          | 10.65%                              | 19.27%                              | 22.04%                              |
| 92057   | OCEANSIDE              | 13.21%                           | -2.01%                           | -1.03%                           | 13.21%                          | 19.15%                          | 20.69%                          | 11.61%                              | 16.20%                              | 14.75%                              |
| 92067   | RANCHO SANTA FE        | 68.42%                           | 10.29%                           | -7.41%                           | 33.33%                          | -9.43%                          | 24.71%                          | 15.45%                              | -3.48%                              | -2.70%                              |
| 92068   | SAN LUIS REY           | 0%                               | 0%                               | 0%                               | 0%                              | 0%                              | 0%                              | 0%                                  | 0%                                  | 0%                                  |
| 92075   | SOLANA BEACH           | 33.33%                           | 0.87%                            | -6.45%                           | 71.43%                          | 13.52%                          | -13.98%                         | 9.73%                               | 13.52%                              | 9.86%                               |
| 92121   | SORRENTO               | -33.33%                          | -2.56%                           | -6.99%                           | -50.00%                         | 29.86%                          | 27.15%                          | -24.53%                             | 21.90%                              | 22.75%                              |
| 92130   | CARMEL VALLEY          | 11.36%                           | 32.75%                           | 8.71%                            | 25.64%                          | 37.61%                          | 11.75%                          | 21.17%                              | 13.95%                              | 10.28%                              |