# Report Dates: November 01, 2005 - November 30, 2005 MLS Stats - Monthly and YTD Property Type: Single Family Detached

|       | y Type. Single I anniy |          | Novemb   |             |             |             |              | Novem    | Novem |             |             |             | <b></b>      |
|-------|------------------------|----------|----------|-------------|-------------|-------------|--------------|----------|-------|-------------|-------------|-------------|--------------|
|       |                        | ber      | er 2005  | November    | November    |             |              | ber      | ber   | November    | November    |             |              |
|       |                        | 2005     | YTD      | 2005        | 2005 YTD    | November    | November     | 2004     | 2004  | 2004        | 2004 YTD    | November    | November     |
| Zip   |                        | Sold     | Sold     | Average     | Average     | 2005 Median | 2005 YTD     | Sold     | YTD   | Average     | Average     | 2004 Median | 2004 YTD     |
| Code  | Market Area            | Listings | Listings | Price       | Price       | Price       | Median Price | Listings | Sold  | Price       | Price       | Price       | Median Price |
|       | LA JOLLA               | 17       | 327      | \$2,193,618 | \$2,238,097 | \$2,045,000 |              |          | 372   | \$2,069,923 | \$1,931,690 |             |              |
|       | LA JOLLA               | 0        | 0        | \$0         | \$0         |             |              |          | 0     | \$0         | \$0         |             |              |
| 92106 | POINT LOMA             | 17       | 159      | \$941,000   | \$1,090,717 |             |              |          | 166   | \$799,650   | \$940,807   |             |              |
|       | OCEAN BEACH            | 8        | 123      | \$743,250   | \$902,536   |             |              |          | 154   | \$921,533   | \$821,430   |             |              |
|       | PACIFIC BEACH          | 12       | 199      | \$1,048,583 | \$1,002,893 |             |              |          | 219   | \$786,778   | \$846,247   |             |              |
|       | SAN DIEGO              | 0        | 0        | \$0         | \$0         | \$0         | \$0          | 0        | 0     | \$0         | \$0         | \$0         | \$0          |
| :     | SAN DIEGO              |          |          |             |             |             |              |          |       |             |             |             |              |
|       | DOWNTOWN               | 1        | 13       | \$625,000   | \$851,269   |             |              | 1        | 14    | \$725,000   | \$888,857   | \$725,000   |              |
|       | SAN DIEGO              | 12       | 150      | \$435,250   | \$487,995   |             |              |          | 171   | \$424,808   | \$450,840   |             |              |
|       | LOGAN HEIGHTS          | 12       | 131      | \$386,500   | \$383,201   | \$370,000   |              |          | 167   | \$356,465   | \$334,830   |             |              |
| 92114 | ENCANTO                | 30       | 510      | \$445,162   | \$444,193   | \$430,000   | \$440,000    | 41       | 529   | \$420,556   | \$386,181   | \$412,000   | \$385,000    |
| 92103 | MISSION HILLS          | 12       | 155      | \$1,244,875 | \$1,018,634 | \$870,000   | \$865,000    | 16       | 205   | \$925,188   | \$893,191   | \$690,000   | \$770,000    |
| 92104 | NORTH PARK             | 16       | 250      | \$562,544   | \$593,985   | \$575,000   | \$578,000    | 20       | 311   | \$580,675   | \$526,266   | \$550,000   | \$517,500    |
| 92105 | EAST SAN DIEGO         | 18       | 288      | \$415,444   | \$408,896   | \$420,000   | \$410,000    | 35       | 296   | \$389,983   | \$365,549   | \$390,000   | \$365,000    |
| 92115 | COLLEGE GROVE          | 19       | 447      | \$515,668   | \$523,623   | \$492,000   | \$495,000    | 31       | 456   | \$484,505   | \$487,394   | \$445,000   | \$461,000    |
| 92116 | NORMAL HEIGHTS         | 24       | 235      | \$620,680   | \$633,037   | \$509,000   | \$569,000    | 26       | 291   | \$622,885   | \$581,703   | \$575,000   | \$540,000    |
| 92119 | SAN CARLOS             | 14       | 192      | \$595,950   | \$571,012   | \$550,000   | \$550,000    | 18       | 213   | \$543,944   | \$539,658   | \$550,000   | \$520,000    |
| 92120 | DEL CERRO              | 13       | 210      | \$673,454   | \$634,579   | \$600,000   | \$600,000    | 19       | 271   | \$704,205   | \$611,079   | \$540,000   | \$569,000    |
| 92108 | MISSION VALLEY         | 0        | 14       | \$0         | \$657,143   | \$0         | \$640,000    | 1        | 7     | \$610,000   | \$643,000   | \$610,000   | \$620,000    |
| 92110 | OLD TOWN SD            | 6        | 96       | \$677,750   | \$746,837   | \$607,500   | \$700,000    | 7        | 117   | \$590,143   | \$716,282   | \$560,000   | \$690,000    |
| 92111 | LINDA VISTA            | 12       | 197      | \$527,442   | \$540,545   | \$534,000   | \$535,000    | 18       | 199   | \$518,022   | \$512,619   | \$515,000   | \$510,000    |
| 92117 | CLAIREMONT MESA        | 28       | 378      | \$608,339   | \$583,070   | \$575,000   | \$556,600    | 37       | 366   | \$574,828   | \$554,353   | \$575,000   | \$537,500    |
| 92122 | UNIVERSITY CITY        | 14       | 143      | \$729,429   | \$746,914   | \$715,000   | \$728,000    | 10       | 137   | \$692,050   | \$710,306   | \$680,000   | \$700,000    |
| 92123 | MISSION VALLEY         | 14       | 159      | \$590,021   | \$566,579   | \$515,000   | \$530,000    | 24       | 199   | \$520,250   | \$520,655   | \$480,000   | \$500,000    |
| 92124 | TIERRASANTA            | 9        | 145      | \$707,544   | \$665,531   | \$679,900   | \$665,000    | 14       | 150   | \$635,200   | \$619,480   | \$700,000   | \$623,000    |
| 92064 | POWAY                  | 41       | 496      | \$809,724   | \$854,078   | \$650,000   | \$620,000    | 52       | 579   | \$766,635   | \$817,051   | \$575,000   | \$640,000    |
| 92065 | RAMONA                 | 32       | 526      | \$626,603   | \$598,828   | \$575,000   | \$550,000    | 35       | 581   | \$513,490   | \$528,566   | \$490,500   | \$500,000    |
| 92126 | MIRA MESA              | 49       | 572      | \$536,378   | \$536,300   | \$525,000   | \$528,500    | 59       | 625   | \$515,792   | \$502,797   | \$510,000   | \$495,000    |
| 92127 | RANCHO BERNARDO        | 19       | 358      | \$1,029,868 | \$996,033   | \$930,000   | \$870,000    | 22       | 282   | \$660,955   | \$825,978   | \$589,000   | \$705,000    |
| 92128 | RANCHO BERNARDO        | 42       | 588      | \$671,729   | \$657,782   | \$650,000   | \$633,152    | 59       | 638   | \$640,387   | \$606,490   | \$600,000   | \$585,000    |
| 1     | RANCHO                 |          |          |             | · · · ·     |             |              |          |       |             |             |             |              |
|       | PENASQUITOS            | 38       | 476      | \$729,479   | \$699,002   | \$700,000   | \$665,000    | 44       | 451   | \$676,814   | \$653,352   | \$655,000   | \$635,000    |
| 92131 | SCRIPPS MIRAMAR        | 15       | 380      | \$715,993   | \$791,350   | \$685,000   | \$750,000    | 26       | 329   | \$727,327   | \$753,647   | \$740,000   | \$725,000    |
| 91941 | LA MESA                | 24       | 398      | \$590,080   | \$587,996   | \$540,000   | \$535,000    | 30       | 419   | \$527,575   | \$561,507   | \$460,000   | \$506,000    |
| 91942 | LA MESA                | 7        | 142      | \$560,714   | \$505,783   | \$535,000   | \$494,000    | 12       | 142   | \$501,846   | \$483,200   | \$500,000   | \$473,000    |
|       | EL CAJON               | 26       | 363      | \$660,123   | \$638,017   | \$550,000   |              |          | 379   | \$627,533   | \$564,850   | \$549,000   |              |

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|       | y Type. Single Failing |          | Novemb   |             |             |             |              | Novem    | Novem |             |             |             |              |
|-------|------------------------|----------|----------|-------------|-------------|-------------|--------------|----------|-------|-------------|-------------|-------------|--------------|
|       |                        | ber      | er 2005  | November    | November    |             |              | ber      | ber   | November    | November    |             |              |
|       |                        | 2005     | YTD      | 2005        | 2005 YTD    | November    | November     | 2004     | 2004  | 2004        | 2004 YTD    | November    | November     |
| Zip   |                        | Sold     | Sold     | Average     | Average     | 2005 Median | 2005 YTD     | Sold     | YTD   | Average     | Average     | 2004 Median | 2004 YTD     |
| Code  | Market Area            | Listings | Listings | Price       | Price       | Price       | Median Price | Listings | Sold  | Price       | Price       | Price       | Median Price |
| 92020 | EL CAJON               | 21       | 263      | \$585,881   | \$546,594   | \$490,000   | \$490,000    | 20       | 309   | \$581,845   | \$513,647   | \$559,000   | \$480,000    |
| 92021 | EL CAJON               | 28       | 389      | \$613,371   | \$528,163   | \$500,000   | \$478,000    | 26       | 385   | \$500,496   | \$470,608   | \$469,000   | \$439,900    |
| 92040 | LAKESIDE               | 22       | 303      | \$560,295   | \$529,475   | \$540,000   | \$503,000    | 21       | 340   | \$498,288   | \$479,559   | \$480,000   | \$467,500    |
| 92071 | SANTEE                 | 32       | 401      | \$495,809   | \$493,784   | \$475,500   | \$475,000    | 18       | 398   | \$438,706   | \$450,648   | \$436,000   | \$444,000    |
|       | ALPINE                 | 15       | 203      | \$714,067   | \$741,574   | \$679,000   |              |          | 203   | \$631,495   | \$636,825   | · · ·       | \$619,000    |
| 91905 | BOULEVARD              | 3        | 23       | \$340,667   | \$322,141   | \$315,000   | \$343,000    | 1        | 29    | \$165,000   | \$322,628   |             | \$349,000    |
| 91906 | CAMPO                  | 2        | 42       | \$401,500   | \$351,680   | \$392,000   | \$340,000    | 4        | 57    | \$271,875   | \$326,905   | \$237,500   | \$320,000    |
| 91916 | DESCANSO               | 2        | 21       | \$442,500   | \$461,643   | \$405,000   | \$475,000    | 1        | 26    | \$434,000   | \$435,800   | \$434,000   | \$434,000    |
| 91917 | DULZURA                | 0        | 4        | \$0         | \$474,375   | \$0         | \$425,000    | 0        | 12    | \$0         | \$451,083   | \$0         | \$430,000    |
| 91931 | GUATAY                 | 0        | 1        | \$0         | \$320,000   | \$0         | \$320,000    | 0        | 1     | \$0         | \$430,000   | \$0         | \$430,000    |
| 91934 | JACUMBA                | 0        | 7        | \$0         | \$212,000   | \$0         | \$210,000    | 0        | 12    | \$0         | \$191,583   | \$0         | \$188,000    |
| 91935 | JAMUL                  | 8        | 86       | \$871,500   | \$847,631   | \$795,000   | \$790,000    | 11       | 125   | \$686,091   | \$716,754   | \$600,000   | \$650,000    |
| 91945 | LEMON GROVE            | 11       | 210      | \$441,864   | \$457,442   | \$434,000   | \$449,000    | 19       | 207   | \$424,921   | \$407,457   | \$422,500   | \$407,000    |
| 91948 | MOUNT LAGUNA           | 0        | 10       | \$0         | \$131,725   | \$0         | \$97,000     | 0        | 6     | \$0         | \$115,333   | \$0         | \$108,000    |
| 91962 | PINE VALLEY            | 2        | 28       | \$997,500   | \$504,446   | \$495,000   | \$460,000    | 1        | 49    | \$345,000   | \$457,351   | \$345,000   | \$443,000    |
| 91963 | POTRERO                | 1        | 5        | \$605,000   | \$469,200   | \$605,000   | \$450,000    | 0        | 7     | \$0         | \$337,000   | \$0         | \$333,000    |
| 91977 | SPRING VALLEY          | 30       | 527      | \$494,007   | \$485,535   | \$490,000   | \$465,000    | 57       | 634   | \$462,158   | \$448,557   | \$448,000   | \$425,500    |
| 91978 | SPRING VALLEY          | 2        | 64       | \$556,500   | \$583,913   | \$395,000   | \$546,000    | 5        | 70    | \$479,400   | \$514,020   | \$454,000   | \$477,500    |
| 91980 | TECATE                 | 0        | 1        | \$0         | \$455,000   | \$0         | \$455,000    | 0        | 0     | \$0         | \$0         | \$0         | \$0          |
| 91902 | BONITA                 | 13       | 137      | \$789,231   | \$852,698   | \$690,000   | \$760,000    | 10       | 162   | \$712,957   | \$698,059   | \$730,000   | \$659,000    |
| 91910 | CHULA VISTA            | 38       | 424      | \$630,026   | \$606,558   | \$597,000   | \$568,000    | 49       | 500   | \$604,213   | \$555,236   | \$530,000   | \$520,000    |
| 91911 | CHULA VISTA            | 22       | 421      | \$555,741   | \$530,700   | \$540,000   | \$515,000    | 37       | 427   | \$506,303   | \$469,389   | \$485,000   | \$460,000    |
| 91913 | CHULA VISTA            | 33       | 513      | \$705,488   | \$662,502   | \$675,000   | \$635,000    | 37       | 546   | \$642,424   | \$589,384   | \$610,000   | \$575,000    |
| 91914 | CHULA VISTA            | 15       | 165      | \$821,500   | \$804,019   | \$719,000   | \$742,500    | 18       | 150   | \$802,415   | \$698,568   | \$679,000   | \$650,000    |
| 91915 | CHULA VISTA            | 21       | 329      | \$753,166   | \$678,750   | \$619,000   | \$620,000    | 28       | 382   | \$647,250   | \$603,585   | \$562,000   | \$565,000    |
| 91932 | IMPERIAL BEACH         | 9        | 104      | \$524,556   | \$543,484   | \$530,000   | \$515,000    | 12       | 102   | \$526,083   | \$497,745   | \$495,000   | \$489,000    |
| 91950 | NATIONAL CITY          | 9        | 180      | \$452,000   | \$439,594   | \$450,000   | \$430,000    | 9        | 172   | \$427,000   | \$376,072   | \$402,000   | \$379,900    |
| 92118 | CORONADO               | 7        | 128      | \$1,607,429 | \$1,840,667 | \$1,260,000 | \$1,600,000  | 5        | 162   | \$1,359,000 | \$1,598,887 | \$1,320,000 | \$1,425,000  |
| 92139 | PARADISE HILLS         | 9        | 180      | \$511,556   | \$473,053   | \$497,000   | \$470,000    | 17       | 197   | \$467,347   | \$412,976   | \$470,000   | \$410,000    |
| 92154 | OTAY MESA              | 27       | 429      | \$587,481   | \$553,397   | \$589,000   | \$520,000    | 47       | 483   | \$525,585   | \$481,154   | \$490,000   | \$450,000    |
| 92155 | SAN DIEGO              | 0        | 1        | \$0         | \$650,000   | \$0         | \$650,000    | 0        | 0     | \$0         | \$0         | \$0         | \$0          |
| 92173 | SAN YSIDRO             | 4        | 91       | \$423,625   | \$516,903   | \$424,000   | \$525,000    | 3        | 71    | \$529,333   | \$425,032   | \$535,000   | \$420,000    |
| 92003 | BONSAL                 | 4        | 45       | \$783,750   | \$992,707   | \$515,000   | \$1,000,000  | 9        | 72    | \$763,811   | \$745,011   | \$649,000   | \$650,000    |
| 92004 | BORREGO SPRINGS        | 3        | 52       | \$269,167   | \$329,599   | \$257,500   | \$312,500    | 0        | 5     | \$0         | \$281,300   | \$0         | \$230,000    |
| 92025 | ESCONDIDO              | 28       | 331      | \$525,639   | \$572,328   | \$490,000   | \$528,000    | 32       | 393   | \$589,936   | \$537,598   | \$485,000   | \$480,000    |
| 92026 | ESCONDIDO              | 37       | 549      | \$625,325   | \$565,831   | \$549,000   | \$527,700    | 61       | 600   | \$550,860   | \$508,533   | \$475,000   | \$465,000    |

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| Fiopen | y Type. Single Failing |          | Novemb  |             |             |             |              | Novem | Novem |             |             |             |              |
|--------|------------------------|----------|---------|-------------|-------------|-------------|--------------|-------|-------|-------------|-------------|-------------|--------------|
|        |                        | ber      | er 2005 | November    | November    |             |              | ber   | ber   | November    | November    |             |              |
|        |                        | 2005     | YTD     | 2005        | 2005 YTD    | November    | November     | 2004  | 2004  | 2004        | 2004 YTD    | November    | November     |
| Zip    |                        | Sold     | Sold    | Average     | Average     | 2005 Median |              | Sold  | YTD   | Average     | Average     | 2004 Median |              |
| Code   | Market Area            | Listings |         | Price       | Price       |             | Median Price |       | Sold  | Price       | Price       | Price       | Median Price |
| 92027  | ESCONDIDO              | 31       | 528     | \$523,106   | \$507,437   | \$508,000   | \$475,000    |       | 595   | \$464,310   | \$464,014   | \$435,000   |              |
| 92028  | FALLBROOK              | 44       | 626     | \$705,976   | \$667,825   | \$644,797   | \$595,000    | 48    | 694   | \$605,125   | \$602,403   |             |              |
| 92029  | ESCONDIDO              | 12       | 219     | \$761,083   | \$719,033   |             | \$640,000    | 16    | 278   | \$656,138   | \$666,965   | \$640,000   | \$619,000    |
| 92036  | JULIAN                 | 4        | 74      | \$568,975   | \$478,850   | \$407,000   | \$385,000    | 3     | 95    | \$328,333   | \$366,581   | \$295,000   | \$339,000    |
| 92059  | PALA                   | 0        | 0       | \$0         | \$0         | \$0         | \$0          | 0     | 3     | \$0         | \$588,300   | \$0         | \$525,000    |
| 92060  | PALOMAR MTN            | 2        | 19      | \$199,500   | \$408,663   | \$140,000   | \$290,000    | 1     | 21    | \$265,000   | \$234,819   | \$265,000   | \$225,000    |
| 92061  | PAUMA VALLEY           | 1        | 33      | \$750,000   | \$683,667   | \$750,000   | \$650,000    | 4     | 42    | \$632,500   | \$639,662   | \$475,000   | \$500,000    |
| 92066  | RANCHITA               | 0        | 8       | \$0         | \$391,800   | \$0         | \$370,000    | 0     | 2     | \$0         | \$286,500   | \$0         | \$263,000    |
| 92069  | SAN MARCOS             | 25       | 516     | \$588,232   | \$577,684   | \$595,000   | \$550,000    | 55    | 711   | \$544,962   | \$536,534   | \$500,000   | \$510,000    |
| 92070  | SANTA YSABEL           | 0        | 6       | \$0         | \$510,667   | \$0         | \$505,000    | 0     | 2     | \$0         | \$1,155,000 | \$0         | \$410,000    |
| 92078  | SAN MARCOS             | 33       | 439     | \$680,576   | \$649,152   | \$645,000   | \$635,000    | 21    | 242   | \$621,578   | \$610,177   | \$596,000   | \$599,525    |
| 92081  | VISTA                  | 21       | 353     | \$556,500   | \$548,589   | \$555,000   | \$527,000    | 35    | 343   | \$514,851   | \$502,644   | \$524,000   | \$499,000    |
| 92082  | VALLEY CENTER          | 13       | 197     | \$697,100   | \$689,052   | \$675,000   | \$665,000    | 21    | 283   | \$663,324   | \$656,595   | \$700,000   | \$595,000    |
| 92083  | VISTA                  | 20       | 267     | \$514,910   | \$487,354   | \$490,000   | \$472,000    | 30    | 314   | \$457,763   | \$435,518   | \$450,000   | \$430,000    |
| 92084  | VISTA                  | 28       | 404     | \$645,907   | \$598,305   | \$632,000   | \$550,000    | 38    | 458   | \$553,461   | \$558,499   | \$502,500   | \$505,000    |
| 92086  | WARNER SPRINGS         | 1        | 15      | \$611,000   | \$396,658   | \$611,000   | \$350,000    | 1     | 16    | \$575,000   | \$327,675   | \$575,000   | \$305,000    |
| 92007  | CARDIFF BY THE SEA     | 10       | 86      | \$1,037,600 | \$1,121,645 | \$686,000   | \$975,000    | 5     | 69    | \$1,019,000 | \$1,011,291 | \$1,100,000 | \$875,000    |
| 92008  | CARLSBAD               | 18       | 304     | \$676,328   | \$770,027   | \$642,000   | \$695,000    | 30    | 332   | \$711,150   | \$730,939   | \$675,000   | \$678,000    |
| 92009  | CARLSBAD               | 42       | 713     | \$884,987   | \$888,064   | \$850,000   | \$825,250    | 46    | 750   | \$809,974   | \$835,835   | \$780,000   | \$784,000    |
| 92010  | CARLSBAD               | 2        | 8       | \$746,000   | \$708,502   | \$700,000   | \$700,000    | 0     | 0     | \$0         | \$0         | \$0         | \$0          |
| 92011  | CARLSBAD               | 5        | 11      | \$1,100,180 | \$1,037,991 | \$1,038,000 | \$1,022,900  | 0     | 0     | \$0         | \$0         | \$0         | \$0          |
| 92014  | DEL MAR                | 12       | 120     | \$1,984,583 | \$1,917,451 | \$1,700,000 | \$1,695,000  | 16    | 186   | \$1,491,469 | \$1,598,718 | \$1,450,000 | \$1,450,000  |
| 92024  | ENCINITAS              | 32       | 437     | \$1,114,063 | \$1,128,689 | \$840,000   | \$886,000    | 36    | 485   | \$906,932   | \$987,272   | \$760,000   | \$791,500    |
| 92054  | OCEANSIDE              | 25       | 434     | \$592,790   | \$613,882   | \$556,000   | \$535,000    | 34    | 452   | \$513,426   | \$521,879   | \$478,000   | \$470,000    |
| 92056  | OCEANSIDE              | 30       | 574     | \$563,840   | \$552,447   | \$539,900   | \$528,000    | 39    | 618   | \$504,222   | \$494,934   | \$485,000   | \$480,000    |
| 92057  | OCEANSIDE              | 48       | 745     | \$566,483   | \$540,260   | \$565,000   | \$533,000    | 57    | 753   | \$507,411   | \$484,573   | \$499,000   | \$475,000    |
| 92067  | RANCHO SANTA FE        | 16       | 210     | \$2,772,375 | \$3,133,562 | \$2,573,000 | \$2,800,000  | 19    | 269   | \$3,435,158 | \$2,804,651 | \$2,295,000 | \$2,375,000  |
| 92068  | SAN LUIS REY           | 0        | 0       | \$0         | \$0         | \$0         | \$0          | 0     | 0     | \$0         | \$0         | \$0         | \$0          |
| 92075  | SOLANA BEACH           | 8        | 81      | \$1,289,006 | \$1,341,078 | \$995,000   | \$1,170,000  | 7     | 96    | \$1,475,714 | \$1,309,701 | \$1,050,000 | \$1,149,000  |
| 92091  | RANCHO SANTA FE        | 1        | 22      | \$4,850,000 | \$2,807,959 | \$4,850,000 | \$2,300,000  | 2     | 28    | \$1,137,000 | \$2,218,286 | \$755,000   | \$1,725,000  |
|        | SORRENTO               | 3        | 33      | \$761,667   | \$815,302   | \$775,000   |              |       | 40    | \$803,333   | \$767,073   |             |              |
| 92130  | CARMEL VALLEY          | 29       | 443     | \$1,183,522 | \$1,296,567 | \$957,000   | \$1,057,000  | 42    | 527   | \$1,052,447 | \$1,083,263 | \$904,000   | \$960,000    |

#### Report Dates: November 01, 2 MLS Stats - Monthly and YTD Bronorty Type: Single Equily

| Propert     | y Type: Single Family |                         |                         |                         |                                 |                         |                         |                                     | -                                   |                                     |
|-------------|-----------------------|-------------------------|-------------------------|-------------------------|---------------------------------|-------------------------|-------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| 7:-         |                       | Percent<br>Change Prior | Percent<br>Change Prior | Percent<br>Change Prior | Percent<br>Change Prior<br>Year | Percent<br>Change Prior | Percent<br>Change Prior | Percent<br>Change Prior<br>Year YTD | Percent<br>Change Prior<br>Year YTD | Percent<br>Change Prior<br>Year YTD |
| Zip<br>Code | Market Area           | Month<br>Sold Listings  | Month<br>Average Price  | Month<br>Median Price   | Sold Listings                   | Year<br>Average Price   | Year<br>Median Price    | Sold Listings                       | Average Price                       | Median Price                        |
|             | LA JOLLA              | -29.17%                 | 12.98%                  | 33.66%                  | -34.62%                         | 5.98%                   | 41.03%                  | -12.10%                             | 15.86%                              | 21.95%                              |
|             | LA JOLLA              | 0%                      | 0%                      | 0%                      | 0%                              | 0%                      | 0%                      | 0%                                  | 0%                                  | 0%                                  |
|             | POINT LOMA            | 0.00%                   | -9.04%                  | -0.17%                  | 70.00%                          | 17.68%                  | 15.13%                  | -4.22%                              | 15.93%                              | 13.80%                              |
|             | OCEAN BEACH           | -27.27%                 | -12.77%                 | -11.07%                 | -33.33%                         | -19.35%                 | -12.40%                 | -20.13%                             | 9.87%                               | 7.97%                               |
|             | PACIFIC BEACH         | -7.69%                  | 24.31%                  | 16.57%                  | -33.33%                         | 33.28%                  | 26.28%                  | -9.13%                              | 18.51%                              | 13.69%                              |
|             | SAN DIEGO             | 0%                      | 0%                      | 0%                      | 0%                              | 0%                      | 0%                      | 0%                                  | 0%                                  | 0%                                  |
|             | SAN DIEGO             |                         |                         |                         |                                 |                         |                         |                                     |                                     |                                     |
| 92101       | DOWNTOWN              | 100%                    | 100%                    | 100%                    | 0.00%                           | -13.79%                 | -13.79%                 | -7.14%                              | -4.23%                              | 13.10%                              |
| 92102       | SAN DIEGO             | -7.69%                  | -20.74%                 | -8.60%                  | 0.00%                           | 2.46%                   | 0.00%                   | -12.28%                             | 8.24%                               | 12.35%                              |
| 92113       | LOGAN HEIGHTS         | 0.00%                   | -1.19%                  | -8.64%                  | -40.00%                         | 8.43%                   | 6.94%                   | -21.56%                             | 14.45%                              | 14.41%                              |
|             | ENCANTO               | -23.08%                 | 3.36%                   | -1.04%                  | -26.83%                         | 5.85%                   | 4.37%                   | -3.59%                              | 15.02%                              | 14.29%                              |
| 92103       | MISSION HILLS         | -7.69%                  | 53.40%                  | 12.99%                  | -25.00%                         | 34.55%                  | 26.09%                  | -24.39%                             | 14.04%                              | 12.34%                              |
| 92104       | NORTH PARK            | -23.81%                 | -1.11%                  | 3.23%                   | -20.00%                         | -3.12%                  | 4.55%                   | -19.61%                             | 12.87%                              | 11.69%                              |
| 92105       | EAST SAN DIEGO        | -18.18%                 | -6.32%                  | -2.33%                  | -48.57%                         | 6.53%                   | 7.69%                   | -2.70%                              | 11.86%                              | 12.33%                              |
| 92115       | COLLEGE GROVE         | -47.22%                 | 1.45%                   | 2.07%                   | -38.71%                         | 6.43%                   | 10.56%                  | -1.97%                              | 7.43%                               | 7.38%                               |
| 92116       | NORMAL HEIGHTS        | 118.18%                 | -5.62%                  | -15.31%                 | -7.69%                          | -0.35%                  | -11.48%                 | -19.24%                             | 8.82%                               | 5.37%                               |
| 92119       | SAN CARLOS            | -12.50%                 | -1.67%                  | -8.33%                  | -22.22%                         | 9.56%                   | 0.00%                   | -9.86%                              | 5.81%                               | 5.77%                               |
| 92120       | DEL CERRO             | -7.14%                  | 11.86%                  | 5.45%                   | -31.58%                         | -4.37%                  | 11.11%                  | -22.51%                             | 3.85%                               | 5.45%                               |
| 92108       | MISSION VALLEY        | 0%                      | 0%                      | 0%                      | 100%                            | 0%                      | 0%                      | 100.00%                             | 2.20%                               | 3.23%                               |
| 92110       | OLD TOWN SD           | -33.33%                 | -16.73%                 | -13.21%                 | -14.29%                         | 14.85%                  | 8.48%                   | -17.95%                             | 4.27%                               | 1.45%                               |
| 92111       | LINDA VISTA           | 0.00%                   | -2.61%                  | -1.11%                  | -33.33%                         | 1.82%                   | 3.69%                   | -1.01%                              | 5.45%                               | 4.90%                               |
| 92117       | CLAIREMONT MESA       | -9.68%                  | 7.79%                   | 5.50%                   | -24.32%                         | 5.83%                   | 0.00%                   | 3.28%                               | 5.18%                               | 3.55%                               |
|             | UNIVERSITY CITY       | 133.33%                 | -3.89%                  | -7.02%                  | 40.00%                          | 5.40%                   | 5.15%                   | 4.38%                               | 5.15%                               | 4.00%                               |
| 92123       | MISSION VALLEY        | 16.67%                  | 10.84%                  | -3.74%                  | -41.67%                         | 13.41%                  | 7.29%                   | -20.10%                             | 8.82%                               | 6.00%                               |
| 92124       | TIERRASANTA           | -25.00%                 | 12.08%                  | 23.62%                  | -35.71%                         | 11.39%                  | -2.87%                  | -3.33%                              | 7.43%                               | 6.74%                               |
|             | POWAY                 | 20.59%                  | -5.35%                  | 8.33%                   | -21.15%                         | 5.62%                   | 13.04%                  | -14.34%                             | 4.53%                               | -3.12%                              |
|             | RAMONA                | -8.57%                  | 11.13%                  | 3.98%                   | -8.57%                          | 22.03%                  | 17.23%                  | -9.47%                              | 13.29%                              | 10.00%                              |
|             | MIRA MESA             | 36.11%                  | 5.27%                   | 2.94%                   | -16.95%                         | 3.99%                   | 2.94%                   | -8.48%                              | 6.66%                               | 6.77%                               |
|             | RANCHO BERNARDO       | -13.64%                 | -9.46%                  | -2.11%                  | -13.64%                         | 55.82%                  | 57.89%                  | 26.95%                              | 20.59%                              | 23.40%                              |
|             | RANCHO BERNARDO       | 20.00%                  | 9.58%                   | 4.00%                   | -28.81%                         | 4.89%                   | 8.33%                   | -7.84%                              | 8.46%                               | 8.23%                               |
| 92129       | RANCHO<br>PENASQUITOS | -19.15%                 | 0.38%                   | 3.70%                   | -13.64%                         | 7.78%                   | 6.87%                   | 5.54%                               | 6.99%                               | 4.72%                               |
| 92131       | SCRIPPS MIRAMAR       | -34.78%                 | -13.23%                 | -1.44%                  | -42.31%                         | -1.56%                  | -7.43%                  | 15.50%                              | 5.00%                               | 3.45%                               |
|             | LA MESA               | -11.11%                 | 4.11%                   | -1.46%                  | -20.00%                         | 11.85%                  | 17.39%                  | -5.01%                              | 4.72%                               | 5.73%                               |
|             | LA MESA               | -22.22%                 | 8.30%                   | 3.48%                   | -41.67%                         | 11.73%                  | 7.00%                   | 0.00%                               | 4.67%                               | 4.44%                               |
| 92019       | EL CAJON              | -18.75%                 | -9.25%                  | -12.00%                 | 8.33%                           | 5.19%                   | 0.18%                   | -4.22%                              | 12.95%                              | 7.48%                               |

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

| Property Ty | ype: Single Family |   | 1   |  |  | 1  |   | 1  |  |   |
|-------------|--------------------|---|---|--|--|--|---|--|--|---|
| Zip<br>Code | Market Area        | Percent<br>Change Prior<br>Month<br>Sold Listings | Percent<br>Change Prior<br>Month<br>Average Price | Percent<br>Change Prior<br>Month<br>Median Price | Percent<br>Change Prior<br>Year<br>Sold Listings | Percent<br>Change Prior<br>Year<br>Average Price | Percent<br>Change Prior<br>Year<br>Median Price | Percent<br>Change Prior<br>Year YTD<br>Sold Listings | Percent<br>Change Prior<br>Year YTD<br>Average Price | Percent<br>Change Prior<br>Year YTD<br>Median Price |
| 92020 EL 0  |                    | 23.53%  | 7.69%   | 0.00%  | 5.00%  | 0.69%  | -12.34%   | -14.89%  | 6.41%  | 2.08%   |
| 92021 EL 0  |                    | 0.00%   | -0.73%  | -7.41%   | 7.69%  | 22.55%   | 6.61%   | 1.04%  | 12.23%   | 8.66%   |
| 92040 LAK   |                    | 15.79%  | 3.85%   | 2.86%  | 4.76%  | 12.44%   | 12.50%  | -10.88%  | 10.41%   | 7.59%   |
| 92071 SAN   |                    | 3.23%   | -19.88%   | -3.55%   | 77.78%   | 13.02%   | 9.06%   | 0.75%  | 9.57%  | 6.98%   |
| 91901 ALP   | PINE               | -11.76%   | -1.29%  | 7.78%  | -25.00%  | 13.08%   | 8.64%   | 0.00%  | 16.45%   | 7.43%   |
| 91905 BOL   | ULEVARD            | 0.00%   | 42.94%  | 36.96%   | 200.00%  | 106.46%  | 90.91%  | -20.69%  | -0.15%   | -1.72%  |
| 91906 CAN   | MPO                | 0.00%   | 60.92%  | 118.99%  | -50.00%  | 47.68%   | 65.05%  | -26.32%  | 7.58%  | 6.25%   |
| 91916 DES   | SCANSO             | 100%  | 100%  | 100%   | 100.00%  | 1.96%  | -6.68%  | -19.23%  | 5.93%  | 9.45%   |
| 91917 DUL   | LZURA              | 0%  | 0%  | 0%   | 0%   | 0%   | 0%  | -66.67%  | 5.16%  | -1.16%  |
| 91931 GUA   | ATAY               | 0%  | 0%  | 0%   | 0%   | 0%   | 0%  | 0.00%  | -25.58%  | -25.58%   |
| 91934 JAC   | CUMBA              | 0%  | 0%  | 0%   | 0%   | 0%   | 0%  | -41.67%  | 10.66%   | 11.70%  |
| 91935 JAM   | /UL                | 166.67%   | -19.31%   | -10.17%  | -27.27%  | 27.02%   | 32.50%  | -31.20%  | 18.26%   | 21.54%  |
| 91945 LEN   | /ION GROVE         | -21.43%   | -5.07%  | 2.12%  | -42.11%  | 3.99%  | 2.72%   | 1.45%  | 12.27%   | 10.32%  |
| 91948 MOI   | UNT LAGUNA         | 0%  | 0%  | 0%   | 0%   | 0%   | 0%  | 66.67%   | 14.21%   | -10.19%   |
| 91962 PIN   | E VALLEY           | -33.33%   | 166.00%   | 17.86%   | 100.00%  | 189.13%  | 43.48%  | -42.86%  | 10.30%   | 3.84%   |
| 91963 POT   | TRERO              | 0.00%   | 2.54%   | 2.54%  | 100%   | 100%   | 100%  | -28.57%  | 39.23%   | 35.14%  |
| 91977 SPF   | RING VALLEY        | -30.23%   | -4.50%  | 2.08%  | -47.37%  | 6.89%  | 9.38%   | -16.88%  | 8.24%  | 9.28%   |
| 91978 SPF   | RING VALLEY        | -66.67%   | -9.67%  | -21.23%  | -60.00%  | 16.08%   | -13.00%   | -8.57%   | 13.60%   | 14.35%  |
| 91980 TEC   | CATE               | 0%  | 0%  | 0%   | 0%   | 0%   | 0%  | 100%   | 100%   | 100%  |
| 91902 BON   | NITA               | 62.50%  | -21.08%   | -22.21%  | 30.00%   | 10.70%   | -5.48%  | -15.43%  | 22.15%   | 15.33%  |
| 91910 CHL   | ULA VISTA          | 2.70%   | 1.39%   | 6.61%  | -22.45%  | 4.27%  | 12.64%  | -15.20%  | 9.24%  | 9.23%   |
| 91911 CHL   |                    | -12.00%   | 0.04%   | 2.37%  | -40.54%  | 9.76%  | 11.34%  | -1.41%   | 13.06%   | 11.96%  |
| 91913 CHL   | ULA VISTA          | 13.79%  | 2.81%   | 0.00%  | -10.81%  | 9.82%  | 10.66%  | -6.04%   | 12.41%   | 10.43%  |
| 91914 CHL   | ULA VISTA          | 7.14%   | 9.38%   | 7.31%  | -16.67%  | 2.38%  | 5.89%   | 10.00%   | 15.10%   | 14.23%  |
| 91915 CHL   |                    | -25.00%   | 0.76%   | -10.29%  | -25.00%  | 16.36%   | 10.14%  | -13.87%  | 12.45%   | 9.73%   |
|             | PERIAL BEACH       | -18.18%   | -17.60%   | 11.58%   | -25.00%  | -0.29%   | 7.07%   | 1.96%  | 9.19%  | 5.32%   |
|             | FIONAL CITY        | -25.00%   | -1.93%  | 3.45%  | 0.00%  | 5.85%  | 11.94%  | 4.65%  | 16.89%   | 13.19%  |
| 92118 COF   |                    | -41.67%   | -27.11%   | -35.71%  | 40.00%   | 18.28%   | -4.55%  | -20.99%  | 15.12%   | 12.28%  |
|             | RADISE HILLS       | -40.00%   | 6.71%   | 1.43%  | -47.06%  | 9.46%  | 5.74%   | -8.63%   | 14.55%   | 14.63%  |
| 92154 OTA   |                    | -34.15%   | 6.03%   | 13.27%   | -42.55%  | 11.78%   | 20.20%  | -11.18%  | 15.01%   | 15.56%  |
| 92155 SAN   |                    | 0%  | 0%  | 0%   | 0%   | 0%   | 0%  | 100%   | 100%   | 100%  |
| 92173 SAN   |                    | -20.00%   | -15.26%   | -14.34%  | 33.33%   | -19.97%  | -20.75%   | 28.17%   | 21.62%   | 25.00%  |
| 92003 BON   | NSAL               | 300.00%   | 59.95%  | 5.10%  | -55.56%  | 2.61%  | -20.65%   | -37.50%  | 33.25%   | 53.85%  |
|             | RREGO SPRINGS      | -25.00%   | -12.57%   | -13.88%  | 100%   | 100%   | 100%  | 940.00%  | 17.17%   | 35.87%  |
| 92025 ESC   |                    | -9.68%  | -8.72%  | -10.09%  | -12.50%  | -10.90%  | 1.03%   | -15.78%  | 6.46%  | 10.00%  |
| 92026 ESC   | CONDIDO            | -24.49%   | 4.36%   | 0.73%  | -39.34%  | 13.52%   | 15.58%  | -8.50%   | 11.27%   | 13.48%  |

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

| Property 1 | Type: Single Family |               |               |              |               |               |              |               | 1             |              |
|------------|---------------------|---------------|---------------|--------------|---------------|---------------|--------------|---------------|---------------|--------------|
|            |                     | 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 | Median Price | Sold Listings | Average Price | Median Price | Sold Listings | Average Price | Median Price |
| 92027 ES   | SCONDIDO            | -41.51%       | -0.54%        | 5.83%        | -47.46%       | 12.66%        | 16.78%       | -11.26%       | 9.36%         | 11.24%       |
| 92028 FA   | ALLBROOK            | -4.35%        | 3.16%         | 1.54%        | -8.33%        | 16.67%        | 22.24%       | -9.80%        | 10.86%        | 12.26%       |
| 92029 ES   | SCONDIDO            | -29.41%       | -2.68%        | -9.76%       | -25.00%       | 15.99%        | 5.47%        | -21.22%       | 7.81%         | 3.39%        |
| 92036 JU   | JLIAN               | -60.00%       | 69.04%        | 5.71%        | 33.33%        | 73.29%        | 37.97%       | -22.11%       | 30.63%        | 13.57%       |
| 92059 PA   | ALA                 | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           | 100%          | 0%            | 0%           |
| 92060 PA   | ALOMAR MTN          | -33.33%       | -29.67%       | -43.78%      | 100.00%       | -24.72%       | -47.17%      | -9.52%        | 74.03%        | 28.89%       |
| 92061 PA   | AUMA VALLEY         | -66.67%       | -9.78%        | -10.71%      | -75.00%       | 18.58%        | 57.89%       | -21.43%       | 6.88%         | 30.00%       |
| 92066 RA   | ANCHITA             | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           | 300.00%       | 36.75%        | 40.68%       |
| 92069 SA   | AN MARCOS           | -43.18%       | 7.13%         | 12.48%       | -54.55%       | 7.94%         | 19.00%       | -27.43%       | 7.67%         | 7.84%        |
| 92070 SA   | ANTA YSABEL         | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           | 200.00%       | -55.79%       | 23.17%       |
| 92078 SA   | AN MARCOS           | -21.43%       | 9.32%         | 2.38%        | 57.14%        | 9.49%         | 8.22%        | 81.40%        | 6.39%         | 5.92%        |
| 92081 VI   | ISTA                | -40.00%       | 9.68%         | 8.82%        | -40.00%       | 8.09%         | 5.92%        | 2.92%         | 9.14%         | 5.61%        |
| 92082 VA   | ALLEY CENTER        | -18.75%       | -3.87%        | 6.30%        | -38.10%       | 5.09%         | -3.57%       | -30.39%       | 4.94%         | 11.76%       |
| 92083 VI   | ISTA                | -33.33%       | 1.95%         | 0.00%        | -33.33%       | 12.48%        | 8.89%        | -14.97%       | 11.90%        | 9.77%        |
| 92084 VI   | ISTA                | -24.32%       | 7.36%         | 14.91%       | -26.32%       | 16.70%        | 25.77%       | -11.79%       | 7.13%         | 8.91%        |
| 92086 W    | ARNER SPRINGS       | -50.00%       | 72.11%        | 97.10%       | 0.00%         | 6.26%         | 6.26%        | -6.25%        | 21.05%        | 14.75%       |
| 92007 CA   | ARDIFF BY THE SEA   | 42.86%        | -4.94%        | -22.22%      | 100.00%       | 1.83%         | -37.64%      | 24.64%        | 10.91%        | 11.43%       |
| 92008 CA   | ARLSBAD             | -30.77%       | -18.88%       | -8.29%       | -40.00%       | -4.90%        | -4.89%       | -8.43%        | 5.35%         | 2.51%        |
| 92009 CA   | ARLSBAD             | -28.81%       | -6.60%        | -4.05%       | -8.70%        | 9.26%         | 8.97%        | -4.93%        | 6.25%         | 5.26%        |
| 92010 CA   | ARLSBAD             | 100.00%       | 24.33%        | 16.67%       | 100%          | 100%          | 100%         | 100%          | 100%          | 100%         |
| 92011 CA   | ARLSBAD             | 0.00%         | 8.56%         | 5.38%        | 100%          | 100%          | 100%         | 100%          | 100%          | 100%         |
| 92014 DE   | EL MAR              | 33.33%        | 2.65%         | -15.00%      | -25.00%       | 33.06%        | 17.24%       | -35.48%       | 19.94%        | 16.90%       |
| 92024 EN   | NCINITAS            | -5.88%        | 1.28%         | 1.82%        | -11.11%       | 22.84%        | 10.53%       | -9.90%        | 14.32%        | 11.94%       |
| 92054 OC   | CEANSIDE            | -19.35%       | 0.38%         | -1.59%       | -26.47%       | 15.46%        | 16.32%       | -3.98%        | 17.63%        | 13.83%       |
| 92056 OC   | CEANSIDE            | -45.45%       | 3.89%         | 1.10%        | -23.08%       | 11.82%        | 11.32%       | -7.12%        | 11.62%        | 10.00%       |
| 92057 OC   | CEANSIDE            | -17.24%       | 2.34%         | 3.67%        | -15.79%       | 11.64%        | 13.23%       | -1.06%        | 11.49%        | 12.21%       |
| 92067 RA   | ANCHO SANTA FE      | -5.88%        | -15.35%       | -14.23%      | -15.79%       | -19.29%       | 12.11%       | -21.93%       | 11.73%        | 17.89%       |
| 92068 SA   | AN LUIS REY         | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           | 0%            | 0%            | 0%           |
|            | OLANA BEACH         | 100.00%       | -42.55%       | -44.57%      | 14.29%        | -12.65%       | -5.24%       | -15.62%       | 2.40%         | 1.83%        |
|            | ANCHO SANTA FE      | 0.00%         | 304.17%       | 304.17%      | -50.00%       | 326.56%       | 542.38%      | -21.43%       | 26.58%        | 33.33%       |
|            | ORRENTO             | 200.00%       | -6.54%        | -4.91%       | 0.00%         | -5.19%        | -2.52%       | -17.50%       | 6.29%         | 7.24%        |
| 92130 CA   | ARMEL VALLEY        | 7.41%         | -33.97%       | -29.11%      | -30.95%       | 12.45%        | 5.86%        | -15.94%       | 19.69%        | 10.10%       |