

## Comparative Sales - Existing Homes - October 2011 San Diego County

|    |                                     | Attached        |                             |                           | Detached        |                             |                              |
|----|-------------------------------------|-----------------|-----------------------------|---------------------------|-----------------|-----------------------------|------------------------------|
|    |                                     | Sales           | % Change<br>from Prior Year | % Change from Prior Month | Sales           | % Change from<br>Prior Year | % Change from<br>Prior Month |
| 1  | Total Sales Volume October 2011     | \$198,264,192   | -6.491                      | -8.017                    | \$725,004,452   | -5.954                      | -12.687                      |
| 2  | Average Sales Price October 2011    | \$265,770       | 0.027                       | -2.099                    | \$468,955       | -8.813                      | -2.747                       |
| 3  | Median* Sales Price October 2011    | \$207,500       | -2.810                      | -1.190                    | \$355,000       | -7.670                      | -1.380                       |
| 4  | Sold Listings October 2011          | 746             | -6.516                      | -6.045                    | 1,546           | 3.135                       | -10.221                      |
| 5  | Average Days on Market October 2011 | 105             | 17.978                      | 15.385                    | 91              | 18.182                      | 12.346                       |
| 6  | Total Sales Volume October 2010     | \$212,026,301   |                             |                           | \$770,905,772   |                             |                              |
| 7  | Average Sales Price October 2010    | \$265,697       |                             |                           | \$514,280       |                             |                              |
| 8  | Median* Sales Price October 2010    | \$213,500       |                             |                           | \$384,500       |                             |                              |
| 9  | Sold Listings October 2010          | 798             |                             |                           | 1,499           |                             |                              |
| 10 | Average Days on Market October 2010 | 89              |                             |                           | 77              |                             |                              |
| 11 | Total Sales Volume YTD 2011         | \$2,364,314,196 | -9.334                      |                           | \$8,566,081,759 | -2.368                      |                              |
| 12 | Average Sales Price YTD 2011        | \$265,594       | -1.114                      |                           | \$487,679       | -2.157                      |                              |
| 13 | •                                   | \$207,500       | -5.680                      |                           | \$368,000       | -4.410                      |                              |
| 14 | Sold Listings YTD 2011              | 8,902           | -8.312                      |                           | 17,565          | -0.216                      |                              |
| 15 | Average Days on Market YTD 2011     | 96              | 14.286                      |                           | 84              | 13.513                      |                              |
| 16 | Total Sales Volume YTD 2010         | \$2,607,707,178 |                             |                           | \$8,773,887,410 |                             |                              |
| 17 |                                     | \$268,587       |                             |                           | \$498,431       |                             |                              |
| 18 | •                                   | \$220,000       |                             |                           | \$385,000       |                             |                              |
| 19 |                                     | 9,709           |                             |                           | 17,603          |                             |                              |
|    | Average Days on Market YTD 2010     | 84              |                             |                           | 74              |                             |                              |

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\*The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.