



**Comparative Sales - Existing Homes - December 2011**  
**San Diego County**

|   | Attached        |                          |                           | Detached         |                          |                           |
|---|-----------------|--------------------------|---------------------------|------------------|--------------------------|---------------------------|
|   | Sales           | % Change from Prior Year | % Change from Prior Month | Sales            | % Change from Prior Year | % Change from Prior Month |
| 1 Total Sales Volume December 2011      | \$224,856,854   | -1.559                   | 17.839                    | \$854,426,041    | -0.552                   | 15.768                    |
| 2 Average Sales Price December 2011     | \$262,071       | -5.460                   | 2.594                     | \$468,950        | -6.338                   | -0.879                    |
| 3 Median* Sales Price December 2011     | \$205,000       | -6.070                   | 0.000                     | \$355,000        | -5.330                   | 1.420                     |
| 4 Sold Listings December 2011           | 858             | 4.126                    | 14.859                    | 1,822            | 6.177                    | 16.795                    |
| 5 Average Days on Market December 2011  | 106             | 15.217                   | 4.950                     | 96               | 12.941                   | 6.667                     |
| 6 Total Sales Volume December 2010      | \$228,417,366   |                          |                           | \$859,172,284    |                          |                           |
| 7 Average Sales Price December 2010     | \$277,206       |                          |                           | \$500,683        |                          |                           |
| 8 Median* Sales Price December 2010     | \$218,250       |                          |                           | \$375,000        |                          |                           |
| 9 Sold Listings December 2010           | 824             |                          |                           | 1,716            |                          |                           |
| 10 Average Days on Market December 2010 | 92              |                          |                           | 85               |                          |                           |
| 11 Total Sales Volume YTD 2011          | \$2,802,705,976 | -9.140                   |                           | \$10,248,711,728 | -1.782                   |                           |
| 12 Average Sales Price YTD 2011         | \$263,933       | -2.236                   |                           | \$483,909        | -2.802                   |                           |
| 13 Median* Sales Price YTD 2011         | \$206,000       | -6.360                   |                           | \$365,000        | -5.190                   |                           |
| 14 Sold Listings YTD 2011               | 10,619          | -7.063                   |                           | 21,179           | 1.050                    |                           |
| 15 Average Days on Market YTD 2011      | 97              | 12.791                   |                           | 86               | 14.667                   |                           |
| 16 Total Sales Volume YTD 2010          | \$3,084,661,315 |                          |                           | \$10,434,673,962 |                          |                           |
| 17 Average Sales Price YTD 2010         | \$269,969       |                          |                           | \$497,861        |                          |                           |
| 18 Median* Sales Price YTD 2010         | \$220,000       |                          |                           | \$385,000        |                          |                           |
| 19 Sold Listings YTD 2010               | 11,426          |                          |                           | 20,959           |                          |                           |
| 20 Average Days on Market YTD 2010      | 86              |                          |                           | 75               |                          |                           |