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Carmel Valley Statistical Comparison

Sales by Development - Single Family Homes

<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Alta Mar - 2000	\$ 10,872,500	21	\$ 517,738		\$ 234.00	
Alta Mar - 2001	\$ 6,268,500	12	\$ 522,375	0.90%	\$ 247.22	5.65%
Alta Mar - 2002	\$ 10,345,000	16	\$ 646,563	23.77%	\$ 279.71	13.14%
Alta Mar - 2003	\$ 11,035,500	16	\$ 689,719	6.67%	\$ 294.02	5.12%
Alta Mar - 2004	\$ 7,445,500	10	\$ 802,000	16.28%	\$ 361.21	22.85%
Alta Mar - 2005	\$ 8,996,000	10	\$ 899,600	12.17%	\$ 421.02	16.56%
Alta Mar - 2006	\$ 9,972,000	11	\$ 906,545	0.77%	\$ 422.76	0.41%
Amador - 2000	\$ 1,694,500	2	\$ 847,250		\$ 218.76	
Amador - 2001	\$ 3,007,500	3	\$ 1,002,500	18.32%	\$ 251.38	14.91%
Amador - 2002	\$ 2,390,000	2	\$ 1,195,000	19.20%	\$ 288.37	14.71%
Amador - 2003	\$ 2,595,000	2	\$ 1,297,500	8.58%	\$ 290.92	0.88%
Amador - 2004	\$ 2,569,000	2	\$ 1,284,500	-1.00%	\$ 325.03	11.72%
Amador - 2005	\$ 9,460,000	6	\$ 1,576,666	22.75%	\$ 378.29	16.39%
Amador - 2006	(No Sales)					
Antares - 2000	\$ 5,023,500	14	\$ 358,821		N/A	
Antares - 2001	\$ 6,086,500	14	\$ 434,750	21.16%	\$ 267.12	
Antares - 2002	\$ 7,508,000	16	\$ 469,250	7.94%	\$ 303.40	13.58%
Antares - 2003	\$ 11,696,000	22	\$ 531,636	13.29%	\$ 328.62	8.31%
Antares - 2004	\$ 8,092,500	12	\$ 674,375	26.85%	\$ 421.73	28.33%
Antares - 2005	\$ 7,061,500	10	\$ 706,150	4.71%	\$ 429.27	1.79%
Antares - 2006	\$ 6,969,500	11	\$ 633,591	-10.28%	\$ 395.42	-7.88%
Bayshore - 2000	\$ 2,418,000	6	\$ 403,000		\$ 245.43	
Bayshore - 2001	\$ 5,370,000	13	\$ 413,077	2.50%	\$ 259.51	5.74%
Bayshore - 2002	\$ 4,653,500	10	\$ 465,350	12.65%	\$ 271.69	4.69%
Bayshore - 2003	\$ 7,271,000	13	\$ 559,308	20.19%	\$ 353.05	29.95%
Bayshore - 2004	\$ 7,104,000	10	\$ 710,400	27.01%	\$ 422.88	19.78%
Bayshore - 2005	\$ 3,597,000	5	\$ 719,400	1.27%	\$ 462.22	9.30%
Bayshore - 2006	\$ 5,144,000	7	\$ 734,857	2.15%	\$ 452.84	-2.03%
Belmont - 2000	\$ 44,019,000	68	\$ 647,338		N/A	
Belmont - 2001	\$ 42,422,500	63	\$ 673,373	4.02%	N/A	
Belmont - 2002	\$ 14,538,500	18	\$ 807,694	19.95%	\$ 250.03	
Belmont - 2003	\$ 21,018,500	24	\$ 875,771	8.43%	\$ 281.90	12.75%
Belmont - 2004	\$ 17,980,000	16	\$ 1,123,750	28.32%	\$ 362.22	28.49%
Belmont - 2005	\$ 2,549,000	2	\$ 1,274,500	13.41%	\$ 370.82	2.37%
Belmont - 2006	\$ 12,856,500	11	\$ 1,168,773	-8.30%	\$ 356.38	-3.90%
Bordeaux - 2003	\$ 26,290,000	40	\$ 657,250		N/A	
Bordeaux - 2004	\$ 77,582,000	97	\$ 799,814	21.69%	N/A	
Bordeaux - 2005	\$ 81,684,545	89	\$ 917,804	14.75%	N/A	
Bordeaux - 2006	\$ 13,323,000	14	\$ 951,643	3.69%	\$ 351.93	
Bouganvillea - 2002	\$ 43,376,500	35	\$ 1,239,329		N/A	
Bouganvillea - 2003	\$ 28,518,500	21	\$ 1,358,000	9.58%	N/A	
Bouganvillea - 2004	\$ 17,632,500	10	\$ 1,763,250	29.84%	\$ 371.76	
Bouganvillea - 2005	\$ 20,625,500	10	\$ 2,062,550	16.97%	N/A	
Bouganvillea - 2006	\$ 6,340,000	3	\$ 2,113,333	2.46%	\$ 460.21	



<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Breakers - 2000	\$ 26,797,500	38	\$ 705,197		N/A	
Breakers - 2001	\$ 22,910,500	30	\$ 763,683	8.29%	N/A	
Breakers - 2002	\$ 5,233,000	6	\$ 872,167	14.21%	\$ 244.73	
Breakers - 2003	\$ 8,038,000	9	\$ 893,111	2.40%	\$ 247.58	1.16%
Breakers - 2004	\$ 5,046,000	5	\$ 1,009,200	13.00%	\$ 280.29	13.21%
Breakers - 2005	\$ 3,905,000	3	\$ 1,301,667	28.98%	\$ 354.74	26.56%
Breakers - 2006	\$ 7,315,000	6	\$ 1,219,167	-6.34%	\$ 336.82	-5.05%
Cantamar - 2000	\$ 8,342,000	15	\$ 556,133		\$ 213.74	
Cantamar - 2001	\$ 14,737,000	25	\$ 589,480	6.00%	\$ 224.18	4.88%
Cantamar - 2002	\$ 10,148,000	16	\$ 634,250	7.59%	\$ 240.35	7.21%
Cantamar - 2003	\$ 14,275,000	20	\$ 713,750	12.53%	\$ 271.78	13.08%
Cantamar - 2004	\$ 10,499,000	12	\$ 874,917	22.58%	\$ 334.77	23.18%
Cantamar - 2005	\$ 11,631,500	12	\$ 969,292	10.79%	\$ 364.81	8.97%
Cantamar - 2006	\$ 9,563,000	10	\$ 956,300	-1.34%	\$ 353.46	-3.11%
Canyon Ridge - 2000	\$ 5,166,500	13	\$ 397,423		\$ 222.49	
Canyon Ridge - 2001	\$ 3,441,000	8	\$ 430,125	8.23%	\$ 234.35	5.33%
Canyon Ridge - 2002	\$ 7,874,500	17	\$ 463,206	7.69%	\$ 255.28	8.93%
Canyon Ridge - 2003	\$ 7,608,000	13	\$ 585,231	26.34%	\$ 305.64	19.73%
Canyon Ridge - 2004	\$ 5,503,000	8	\$ 687,875	17.54%	\$ 385.80	26.23%
Canyon Ridge - 2005	\$ 10,847,000	15	\$ 723,133	5.13%	\$ 399.58	3.57%
Canyon Ridge - 2006	\$ 3,480,000	5	\$ 696,000	-3.75%	\$ 381.77	-4.46%
Carriage Run - 2006	\$ 10,626,000	13	\$ 817,385		N/A	
Carmel Village - 2000	\$ 13,988,000	32	\$ 437,125		N/A	
Carmel Village - 2001	\$ 461,000	1	\$ 461,000	5.46%	\$ 202.46	
Carmel Village - 2002	\$ 2,692,500	5	\$ 538,500	16.81%	\$ 239.08	18.09%
Carmel Village - 2003	\$ 5,603,000	9	\$ 622,556	15.61%	\$ 273.70	14.48%
Carmel Village - 2004	\$ 1,555,000	2	\$ 777,500	24.89%	\$ 337.68	23.38%
Carmel Village - 2005	\$ 7,419,000	9	\$ 824,333	6.02%	\$ 360.44	6.74%
Carmel Village - 2006	\$ 880,000	1	\$ 880,000	6.75%	\$ 386.47	7.22%
Collins Ranch - 2001	\$ 16,102,500	18	\$ 894,583		N/A	
Collins Ranch - 2002	\$ 23,074,000	25	\$ 922,600	3.13%	N/A	
Collins Ranch - 2003	\$ 3,394,500	3	\$ 1,131,500	22.64%	\$ 225.80	
Collins Ranch - 2004	\$ 11,127,063	8	\$ 1,390,883	22.92%	\$ 297.15	31.60%
Collins Ranch - 2005	\$ 9,436,000	6	\$ 1,572,667	13.07%	\$ 349.20	17.52%
Collins Ranch - 2006	(No Sales)					
Costa Del Sol - 2002	\$ 26,666,000	55	\$ 484,836		N/A	
Costa Del Sol - 2003	\$ 18,180,500	31	\$ 586,468	20.96%	N/A	
Costa Del Sol - 2004	\$ 15,114,000	22	\$ 687,000	17.14%	N/A	
Costa Del Sol - 2005	\$ 14,699,500	20	\$ 734,975	6.98%	N/A	
Costa Del Sol - 2006	\$ 15,469,500	21	\$ 736,643	0.23%	\$ 384.68	
Coves - 2000	\$ 26,063,500	58	\$ 449,371		N/A	
Coves - 2001	\$ 4,365,000	8	\$ 545,620	21.42%	\$ 221.74	
Coves - 2002	\$ 6,603,500	11	\$ 600,318	10.02%	\$ 252.95	14.08%
Coves - 2003	\$ 13,985,000	20	\$ 699,250	16.48%	\$ 288.36	14.00%
Coves - 2004	\$ 5,560,000	6	\$ 926,667	32.52%	\$ 382.37	32.60%
Coves - 2005	\$ 7,534,000	8	\$ 941,750	1.63%	\$ 388.02	1.48%
Coves - 2006	\$ 7,732,000	9	\$ 859,111	-8.78%	\$ 361.70	-6.78%
Creek Park - 2000	\$ 3,302,000	7	\$ 471,714		\$ 209.88	
Creek Park - 2001	\$ 6,330,000	12	\$ 527,500	11.83%	\$ 224.52	6.98%
Creek Park - 2002	\$ 6,488,000	11	\$ 589,818	11.81%	\$ 238.05	6.03%
Creek Park - 2003	\$ 4,294,000	7	\$ 613,429	4.00%	\$ 263.29	10.60%
Creek Park - 2004	\$ 3,182,000	4	\$ 795,500	29.68%	\$ 342.48	30.08%
Creek Park - 2005	\$ 4,262,000	5	\$ 852,400	7.15%	\$ 343.52	0.30%
Creek Park - 2006	\$ 3,749,000	5	\$ 749,800	-12.04%	\$ 312.90	-8.91%
Del Mar Bluffs - 2000	\$ 4,718,000	9	\$ 524,222		\$ 257.74	
Del Mar Bluffs - 2001	\$ 10,475,500	19	\$ 551,342	5.17%	\$ 258.37	0.24%
Del Mar Bluffs - 2002	\$ 3,519,000	6	\$ 586,500	6.38%	\$ 271.11	4.93%
Del Mar Bluffs - 2003	\$ 3,230,000	5	\$ 646,000	10.14%	\$ 317.63	17.16%
Del Mar Bluffs - 2004	\$ 12,213,500	14	\$ 872,393	35.05%	\$ 390.92	23.07%
Del Mar Bluffs - 2005	\$ 2,574,500	3	\$ 858,000	-1.65%	\$ 438.87	12.27%
Del Mar Bluffs - 2006	\$ 2,541,000	3	\$ 847,000	-1.28%	\$ 399.17	-9.05%
Del Mar Place - 2000	\$ 8,142,500	13	\$ 626,346		\$ 217.27	
Del Mar Place - 2001	\$ 6,206,500	9	\$ 689,611	10.10%	\$ 221.97	2.16%
Del Mar Place - 2002	\$ 11,506,500	17	\$ 676,853	-1.85%	\$ 233.85	5.35%



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Del Mar Place - 2003	\$ 10,111,500	13	\$ 777,808	14.92%	\$ 253.19	8.27%
Del Mar Place - 2004	\$ 12,675,500	13	\$ 975,038	25.36%	\$ 353.22	39.51%
Del Mar Place - 2005	\$ 9,219,000	8	\$ 1,152,375	18.19%	\$ 368.61	4.36%
Del Mar Place - 2006	\$ 4,365,000	4	\$ 1,091,250	-5.30%	\$ 340.74	-7.56%
Derby Point - 2004	\$ 1,507,500	1	\$ 1,507,500		\$ 377.54	
Derby Point - 2005	(No Sales)					
Derby Point - 2006	\$ 1,450,000	1	\$ 1,450,000		\$ 486.58	
Derby Hill - 2005	\$ 6,755,500	7	\$ 965,071		N/A	
Derby Hill - 2006	\$ 97,417,000	86	\$ 1,132,756	17.38%	N/A	
Duck Pond Ranch - 2004	\$ 2,319,500	1	\$ 2,319,500		\$ 473.27	
Duck Pond Ranch - 2005	(No Sales)					
Duck Pond Ranch - 2006	\$ 5,500,000	1	\$ 5,500,000		\$ 541.07	
Estates - 2000	\$ 6,300,000	9	\$ 700,000		\$ 231.13	
Estates - 2001	\$ 8,018,000	11	\$ 728,909	4.13%	\$ 234.88	1.62%
Estates - 2002	\$ 7,574,000	10	\$ 757,400	3.91%	\$ 241.73	2.92%
Estates - 2003	\$ 7,384,000	9	\$ 820,444	8.32%	\$ 274.48	13.55%
Estates - 2004	\$ 9,947,000	10	\$ 994,700	21.24%	\$ 325.60	18.62%
Estates - 2005	\$ 5,800,000	5	\$ 1,160,000	16.62%	\$ 355.15	9.08%
Estates - 2006	\$ 2,265,000	2	\$ 1,132,500	-2.37%	\$ 345.96	-2.59%
Fairbanks Highlands - 2000	\$ 50,231,500	44	\$ 1,141,625		N/A	
Fairbanks Highlands - 2001	\$ 54,593,400	42	\$ 1,299,843	13.86%	N/A	
Fairbanks Highlands - 2002	\$ 18,529,000	14	\$ 1,323,500	1.82%	\$ 309.56	
Fairbanks Highlands - 2003	\$ 14,951,127	9	\$ 1,661,236	25.52%	\$ 353.00	14.03%
Fairbanks Highlands - 2004	\$ 14,875,000	8	\$ 1,859,375	11.93%	\$ 397.73	12.67%
Fairbanks Highlands - 2005	\$ 31,350,000	14	\$ 2,239,286	20.43%	\$ 438.00	10.12%
Fairbanks Highlands - 2006	\$ 24,561,000	11	\$ 2,232,818	-0.29%	\$ 471.96	7.75%
Gables - 2001	\$ 14,081,773	21	\$ 670,561		N/A	
Gables - 2002	\$ 14,068,500	20	\$ 703,425	4.90%	N/A	
Gables - 2003	\$ 870,000	1	\$ 870,000	23.68%	\$ 248.78	
Gables - 2004	\$ 4,410,000	4	\$ 1,102,500	26.72%	\$ 329.60	32.49%
Gables - 2005	\$ 3,550,000	3	\$ 1,183,333	7.33%	\$ 387.17	17.47%
Gables - 2006	\$ 5,765,000	5	\$ 1,153,000	-2.56%	\$ 330.05	-14.75%
Granada - 2000	\$ 475,000	1	\$ 475,000		\$ 215.13	
Granada - 2001	\$ 3,354,000	6	\$ 559,000	17.68%	\$ 226.84	5.44%
Granada - 2002	\$ 1,672,000	3	\$ 557,333	-0.30%	\$ 240.82	6.16%
Granada - 2003	\$ 4,823,500	7	\$ 689,071	23.64%	\$ 288.87	19.95%
Granada - 2004	\$ 3,239,500	4	\$ 809,875	17.53%	\$ 331.58	14.79%
Granada - 2005	\$ 2,827,000	3	\$ 942,333	16.36%	\$ 363.93	9.76%
Granada - 2006	\$ 2,724,500	3	\$ 908,167	-3.63%	\$ 399.30	9.72%
Greenbrier - 2001	\$ 2,143,500	4	\$ 535,875		N/A	
Greenbrier - 2002	\$ 33,711,000	64	\$ 526,734	-1.71%	N/A	
Greenbrier - 2003	\$ 18,891,000	31	\$ 609,387	15.69%	N/A	
Greenbrier - 2004	\$ 5,819,500	7	\$ 831,357	36.43%	\$ 399.17	
Greenbrier - 2005	\$ 8,827,500	10	\$ 882,750	6.18%	\$ 429.69	7.65%
Greenbrier - 2006	\$ 2,715,000	3	\$ 905,000	2.52%	\$ 430.00	0.07%
Heights - 2000	\$ 18,039,500	28	\$ 644,268		\$ 223.54	
Heights - 2001	\$ 19,224,000	28	\$ 686,571	6.57%	\$ 251.47	12.49%
Heights - 2002	\$ 20,515,300	30	\$ 683,833	-0.40%	\$ 242.10	-3.73%
Heights - 2003	\$ 24,179,500	31	\$ 779,983	14.06%	\$ 287.92	18.93%
Heights - 2004	\$ 25,354,500	26	\$ 975,173	25.02%	\$ 343.52	19.31%
Heights - 2005	\$ 22,295,500	21	\$ 1,061,690	8.87%	\$ 391.72	14.03%
Heights - 2006	\$ 27,148,500	24	\$ 1,131,188	6.55%	\$ 390.86	-0.22%
Hunt Club - 2000	\$ 975,000	1	\$ 975,000		\$ 221.80	
Hunt Club - 2001	\$ 21,842,000	27	\$ 808,963	-17.03%	N/A	
Hunt Club - 2002	\$ 779,000	1	\$ 779,000	-3.70%	\$ 177.21	
Hunt Club - 2003	\$ 3,438,909	3	\$ 1,146,303	47.15%	\$ 252.60	42.54%
Hunt Club - 2004	\$ 9,313,000	7	\$ 1,330,429	16.06%	\$ 301.83	19.49%
Hunt Club - 2005	\$ 1,280,000	1	\$ 1,280,000	-3.79%	\$ 281.75	-6.65%
Hunt Club - 2006	\$ 4,435,000	3	\$ 1,478,333	15.49%	\$ 332.34	17.96%
Huntington Heights - 2000	\$ 7,430,500	9	\$ 825,611		\$ 225.58	
Huntington Heights - 2001	\$ 2,786,000	3	\$ 928,667	12.48%	\$ 271.54	20.37%
Huntington Heights - 2002	\$ 5,844,000	7	\$ 834,857	-10.10%	\$ 239.74	-11.71%
Huntington Heights - 2003	\$ 12,113,500	12	\$ 1,009,458	20.91%	\$ 270.98	13.03%



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Huntington Heights - 2004	\$ 14,311,000	11	\$ 1,301,000	28.88%	\$ 352.47	30.07%
Huntington Heights - 2005	\$ 7,000,000	5	\$ 1,400,000	7.61%	\$ 386.10	9.54%
Huntington Heights - 2006	\$ 9,353,500	8	\$ 1,169,188	-16.49%	\$ 340.01	-11.94%
La Strada - 2002	\$ 30,958,500	40	\$ 773,963		N/A	
La Strada - 2003	\$ 16,914,500	18	\$ 939,694	21.41%	N/A	
La Strada - 2004	\$ 3,336,500	3	\$ 1,112,167	18.35%	\$ 380.10	
La Strada - 2005	\$ 8,800,000	7	\$ 1,257,143	13.04%	\$ 360.54	-5.15%
La Strada - 2006	\$ 1,435,000	1	\$ 1,435,000	14.15%	\$ 384.00	6.51%
Lexington - 2000	\$ 23,527,500	31	\$ 758,952		N/A	
Lexington - 2001	\$ 76,583,500	94	\$ 814,718	7.35%	N/A	
Lexington - 2002	\$ 79,983,000	98	\$ 816,153	0.18%	N/A	
Lexington - 2003	\$ 47,079,000	43	\$ 1,094,860	34.15%	N/A	
Lexington - 2004	\$ 25,529,000	18	\$ 1,418,278	29.54%	\$ 354.14	
Lexington - 2005	\$ 25,096,500	16	\$ 1,568,531	10.59%	\$ 393.86	11.22%
Lexington - 2006	\$ 26,704,000	18	\$ 1,483,556	-5.42%	\$ 375.63	-4.63%
Mayfield - 2000	\$ 9,659,000	14	\$ 689,929		\$ 231.85	
Mayfield - 2001	\$ 5,452,000	8	\$ 681,500	-1.22%	\$ 243.55	5.05%
Mayfield - 2002	\$ 12,103,000	16	\$ 756,437	11.00%	\$ 280.83	15.31%
Mayfield - 2003	\$ 7,685,000	10	\$ 768,500	1.59%	\$ 288.68	2.80%
Mayfield - 2004	\$ 10,594,500	9	\$ 1,177,167	53.18%	\$ 356.24	23.40%
Mayfield - 2005	\$ 18,568,000	23	\$ 807,304	-31.42%	N/A	
Mayfield - 2006	\$ 9,818,500	10	\$ 981,850	21.62%	\$ 377.44	
Meadows Del Mar - 2000	\$ 12,636,000	10	\$ 1,263,600		N/A	
Meadows Del Mar - 2001	\$ 38,752,000	26	\$ 1,490,462	17.95%	N/A	
Meadows Del Mar - 2002	\$ 42,675,000	35	\$ 1,219,286	-18.19%	N/A	
Meadows Del Mar - 2003	\$ 50,119,000	23	\$ 2,179,087	78.72%	N/A	
Meadows Del Mar - 2004	\$ 40,867,500	17	\$ 2,403,971	10.32%	N/A	
Meadows Del Mar - 2005	\$ 47,904,000	19	\$ 2,521,263	4.88%	N/A	
Meadows Del Mar - 2006	\$ 23,774,000	8	\$ 2,971,750	17.87%	\$ 515.88	
Montecito - 2000	\$ 32,776,000	60	\$ 546,267		N/A	
Montecito - 2001	\$ 6,490,000	10	\$ 649,000	18.81%	N/A	
Montecito - 2002	\$ 1,440,000	2	\$ 720,000	10.94%	\$ 251.40	
Montecito - 2003	\$ 3,951,000	5	\$ 790,200	9.75%	\$ 272.28	8.31%
Montecito - 2004	\$ 9,931,500	10	\$ 993,150	25.68%	\$ 323.31	18.74%
Montecito - 2005	\$ 5,040,000	5	\$ 1,008,000	1.50%	\$ 359.08	11.06%
Montecito - 2006	\$ 3,666,000	6	\$ 611,000	-39.38%	\$ 396.13	10.32%
Monte Claire - 2000	\$ 19,128,000	26	\$ 735,692		N/A	
Monte Claire - 2001	\$ 17,799,500	23	\$ 773,891	5.19%	N/A	
Monte Claire - 2002	\$ 3,030,500	4	\$ 757,625	-2.10%	N/A	
Monte Claire - 2003	\$ 8,281,000	9	\$ 920,111	21.45%	\$ 259.39	
Monte Claire - 2004	\$ 3,575,000	4	\$ 1,125,000	22.27%	\$ 322.47	24.32%
Monte Claire - 2005	\$ 3,858,000	3	\$ 1,286,000	14.31%	\$ 378.79	17.47%
Monte Claire - 2006	\$ 3,950,000	3	\$ 1,316,667	2.38%	\$ 364.32	-3.82%
Palacio - 2000	\$ 4,268,500	8	\$ 533,563		\$ 200.98	
Palacio - 2001	\$ 4,339,000	8	\$ 542,375	1.65%	\$ 230.60	14.74%
Palacio - 2002	\$ 3,705,000	6	\$ 617,500	13.85%	\$ 239.43	3.83%
Palacio - 2003	\$ 7,614,000	11	\$ 692,182	12.09%	\$ 266.34	11.24%
Palacio - 2004	\$ 8,240,000	9	\$ 915,556	32.27%	\$ 335.45	25.95%
Palacio - 2005	\$ 2,807,000	3	\$ 935,667	2.20%	\$ 331.68	-1.12%
Palacio - 2006	\$ 3,630,000	4	\$ 907,500	-3.01%	\$ 363.26	9.52%
Palisades - 2000	\$ 6,426,000	11	\$ 584,182		\$ 207.71	
Palisades - 2001	\$ 14,759,000	24	\$ 614,958	5.27%	\$ 227.38	9.47%
Palisades - 2002	\$ 12,518,000	18	\$ 695,444	13.09%	\$ 250.39	10.12%
Palisades - 2003	\$ 12,991,000	17	\$ 764,176	9.88%	\$ 276.51	10.43%
Palisades - 2004	\$ 4,947,500	5	\$ 989,500	29.49%	\$ 339.87	22.91%
Palisades - 2005	\$ 9,063,000	9	\$ 1,007,000	1.77%	\$ 354.09	4.18%
Palisades - 2006	\$ 6,380,000	6	\$ 1,063,333	5.59%	\$ 353.58	-0.14%
Palma Del Mar - 2000	\$ 1,865,000	3	\$ 621,667		\$ 223.19	
Palma Del Mar - 2001	\$ 6,381,000	9	\$ 709,000	14.05%	\$ 226.28	1.38%
Palma Del Mar - 2002	\$ 3,813,000	5	\$ 762,600	7.56%	\$ 244.50	8.05%
Palma Del Mar - 2003	\$ 4,902,500	6	\$ 817,083	7.14%	\$ 260.97	6.74%
Palma Del Mar - 2004	\$ 3,301,000	3	\$ 1,100,333	34.67%	\$ 361.48	38.51%
Palma Del Mar - 2005	\$ 1,162,500	1	\$ 1,162,500	5.65%	\$ 373.31	3.27%
Palma Del Mar - 2006	\$ 3,407,500	3	\$ 1,135,833	-2.29%	\$ 358.53	-3.96%



<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Palma Real - 2001	\$ 28,460,550	49	\$ 580,836		N/A	
Palma Real - 2002	\$ 40,141,000	64	\$ 627,203	7.98%	N/A	
Palma Real - 2003	\$ 12,451,000	17	\$ 732,412	16.77%	\$ 239.60	
Palma Real - 2004	\$ 12,148,000	13	\$ 934,462	27.59%	\$ 276.95	15.59%
Palma Real - 2005	\$ 14,267,000	15	\$ 951,133	1.78%	\$ 295.89	6.84%
Palma Real - 2006	\$ 8,877,000	10	\$ 887,700	-6.67%	\$ 309.60	4.63%
Paso Fino - 2005	\$ 7,229,500	4	\$ 1,807,375		N/A	
Paso Fino - 2006	(No Sales)					
Pines - 2000	\$ 4,569,000	13	\$ 351,462		\$ 217.30	
Pines - 2001	\$ 3,838,000	9	\$ 426,444	21.33%	\$ 242.11	11.42%
Pines - 2002	\$ 4,625,000	10	\$ 462,500	8.46%	\$ 268.30	10.82%
Pines - 2003	\$ 6,005,500	11	\$ 545,955	18.04%	\$ 320.79	19.56%
Pines - 2004	\$ 6,459,000	9	\$ 717,667	31.45%	\$ 397.01	23.76%
Pines - 2005	\$ 4,981,500	7	\$ 711,643	-0.84%	\$ 418.26	5.35%
Pines - 2006	\$ 9,629,900	13	\$ 740,762	4.09%	\$ 393.40	-5.94%
Pointe Carmel - 2005	\$ 83,291,318	107	\$ 778,423		N/A	
Pointe Carmel - 2006	\$ 11,659,500	12	\$ 971,625	24.82%	N/A	
Private Collection - 2000	\$ 4,479,000	4	\$ 1,119,750		\$ 260.16	
Private Collection - 2001	\$ 6,933,500	6	\$ 1,155,583	3.20%	\$ 275.28	5.81%
Private Collection - 2002	\$ 5,966,000	5	\$ 1,193,200	3.26%	\$ 297.13	7.94%
Private Collection - 2003	\$ 5,610,000	4	\$ 1,402,500	17.54%	\$ 328.67	10.61%
Private Collection - 2004	\$ 1,355,000	1	\$ 1,355,000	-3.39%	\$ 311.78	-5.14%
Private Collection - 2005	\$ 4,705,000	3	\$ 1,568,333	15.74%	\$ 381.76	22.45%
Private Collection - 2006	\$ 2,800,000	2	\$ 1,400,000	-10.73%	\$ 343.24	-10.09%
Promontory - 2000	\$ 27,483,000	31	\$ 886,548		\$ 239.11	
Promontory - 2001	\$ 13,053,000	13	\$ 1,004,077	13.26%	\$ 273.12	14.22%
Promontory - 2002	\$ 29,100,000	28	\$ 1,039,286	3.51%	\$ 285.38	4.49%
Promontory - 2003	\$ 38,308,500	36	\$ 1,064,125	2.39%	N/A	
Promontory - 2004	\$ 25,593,000	19	\$ 1,347,000	26.58%	\$ 346.07	
Promontory - 2005	\$ 24,172,000	15	\$ 1,611,467	19.63%	\$ 332.96	-3.79%
Promontory - 2006	\$ 22,875,000	16	\$ 1,429,688	-11.28%	\$ 372.12	11.76%
Provence - 2000	\$ 1,491,500	2	\$ 745,750		\$ 210.78	
Provence - 2001	\$ 855,000	1	\$ 855,000	14.65%	\$ 242.83	15.21%
Provence - 2002	\$ 824,500	1	\$ 824,500	-3.57%	\$ 234.17	-3.57%
Provence - 2003	\$ 5,945,000	7	\$ 849,286	3.01%	\$ 240.54	2.72%
Provence - 2004	\$ 3,735,000	3	\$ 1,245,000	46.59%	\$ 364.11	51.37%
Provence - 2005	\$ 5,437,500	4	\$ 1,359,375	9.19%	\$ 368.24	1.13%
Provence - 2006	\$ 1,040,000	1	\$ 1,040,000	-23.49%	\$ 295.37	-19.79%
Rancho Glens - 2002	\$ 3,050,000	2	\$ 1,525,000		\$ 327.25	
Rancho Glens - 2003	\$ 2,912,500	2	\$ 1,456,250	-4.51%	\$ 301.03	-8.01%
Rancho Glens - 2004	\$ 7,487,500	4	\$ 1,871,875	28.54%	\$ 405.94	34.85%
Rancho Glens - 2005	\$ 2,120,000	1	\$ 2,120,000	13.26%	\$ 414.14	2.02%
Rancho Glens - 2006	\$ 8,242,500	4	\$ 2,060,625	-2.80%	\$ 395.03	-4.62%
Rancho Pacifica - 2002	\$ 36,587,500	13	\$ 2,814,423		\$ 392.68	
Rancho Pacifica - 2003	\$ 38,569,500	13	\$ 3,214,125	14.20%	\$ 399.41	1.71%
Rancho Pacifica - 2004	\$ 37,547,000	10	\$ 3,754,700	16.82%	N/A	
Rancho Pacifica - 2005	\$ 90,788,000	19	\$ 4,778,316	27.26%	\$ 579.17	
Rancho Pacifica - 2006	\$ 68,490,000	14	\$ 4,892,143	2.38%	\$ 588.96	1.69%
Rancho Pacifica (Vacant Lots) - 2000	\$ 22,036,000	29	\$ 759,862		N/A	
Rancho Pacifica (Vacant Lots) - 2001	\$ 17,712,000	17	\$ 1,041,882	37.11%	N/A	
Rancho Pacifica (Vacant Lots) - 2002	\$ 30,111,000	28	\$ 1,158,115	11.16%	\$ 1,581,025 per acre	
Rancho Pacifica (Vacant Lots) - 2003	\$ 38,893,000	37	\$ 1,051,162	-9.24%	\$ 1,408,656 per acre	-10.90%
Rancho Pacifica (Vacant Lots) - 2004	\$ 32,768,000	29	\$ 1,129,931	7.49%	\$ 1,653,280 per acre	17.37%
Rancho Pacifica (Vacant Lots) - 2005	\$ 43,620,000	18	\$ 2,423,333	114.47%	\$ 2,825,130 per acre	70.88%
Rancho Pacifica (Vacant Lots) - 2006	\$ 8,550,000	4	\$ 2,137,500	-11.80%	\$ 3,167,833 per acre	12.13%
Saratoga - 2006	\$ 26,019,500	26	\$ 1,000,750		N/A	
Sands - 2000	\$ 3,743,500	8	\$ 467,938		\$ 207.76	
Sands - 2001	\$ 5,099,500	10	\$ 509,950	8.98%	\$ 232.13	11.73%
Sands - 2002	\$ 7,609,500	13	\$ 585,346	14.78%	\$ 263.10	13.34%
Sands - 2003	\$ 8,388,000	13	\$ 645,231	10.23%	\$ 295.69	12.39%
Sands - 2004	\$ 8,133,500	10	\$ 813,350	26.06%	\$ 376.31	27.27%
Sands - 2005	\$ 7,587,500	9	\$ 843,056	3.65%	\$ 389.08	3.39%
Sands - 2006	\$ 6,538,500	8	\$ 817,313	-3.05%	\$ 376.48	-3.24%



<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
San Raphael - 2000	\$ 44,324,000	105	\$ 422,133		N/A	
San Raphael - 2001	\$ 10,247,000	21	\$ 487,952	15.59%	N/A	
San Raphael - 2002	\$ 6,735,500	14	\$ 481,107	-1.40%	\$ 221.68	
San Raphael - 2003	\$ 10,569,500	17	\$ 621,735	29.23%	\$ 258.76	16.73%
San Raphael - 2004	\$ 8,861,500	11	\$ 805,591	29.57%	\$ 347.41	34.26%
San Raphael - 2005	\$ 5,999,500	7	\$ 857,071	6.39%	\$ 346.09	-0.38%
San Raphael - 2006	\$ 5,410,500	7	\$ 772,929	-9.82%	\$ 341.31	-1.38%
San Remo - 2000	\$ 12,592,500	29	\$ 434,224		\$ 235.49	
San Remo - 2001	\$ 6,819,000	14	\$ 487,071	12.17%	\$ 245.13	4.09%
San Remo - 2002	\$ 10,011,500	19	\$ 526,921	8.18%	\$ 281.39	14.79%
San Remo - 2003	\$ 16,866,500	29	\$ 581,603	10.38%	\$ 291.13	3.46%
San Remo - 2004	\$ 12,725,000	16	\$ 795,313	36.74%	\$ 390.97	34.29%
San Remo - 2005	\$ 5,104,000	6	\$ 850,667	6.96%	\$ 416.65	6.57%
San Remo - 2006	\$ 10,036,500	13	\$ 772,038	-9.24%	\$ 425.86	2.21%
Sansonnet - 2000	\$ 53,307,000	87	\$ 612,724		N/A	
Sansonnet - 2001	\$ 68,238,409	104	\$ 656,139	7.09%	N/A	
Sansonnet - 2002	\$ 6,753,000	9	\$ 750,333	14.36%	\$ 221.68	
Sansonnet - 2003	\$ 7,980,000	10	\$ 798,000	6.35%	\$ 272.52	22.93%
Sansonnet - 2004	\$ 5,687,000	5	\$ 1,137,400	42.53%	\$ 375.55	37.81%
Sansonnet - 2005	\$ 6,785,000	6	\$ 1,130,833	-0.58%	\$ 354.33	-5.65%
Sansonnet - 2006	\$ 10,226,000	10	\$ 1,022,600	-9.57%	\$ 337.92	-4.63%
Santa Barbara - 2002	\$ 31,672,000	39	\$ 812,115		N/A	
Santa Barbara - 2003	\$ 50,219,000	56	\$ 896,768	10.42%	N/A	
Santa Barbara - 2004	\$ 7,045,000	6	\$ 1,174,167	30.93%	\$ 316.39	
Santa Barbara - 2005	\$ 19,082,000	14	\$ 1,363,000	16.08%	N/A	
Santa Barbara - 2006	\$ 10,035,000	7	\$ 1,433,571	5.18%	\$ 378.47	
Santa Fe Summit - 2000	\$ 13,127,500	16	\$ 820,469		\$ 243.29	
Santa Fe Summit - 2001	\$ 14,288,500	15	\$ 952,567	16.10%	\$ 294.06	20.87%
Santa Fe Summit - 2002	\$ 5,165,500	6	\$ 860,917	-9.62%	\$ 257.93	-12.29%
Santa Fe Summit - 2003	\$ 12,829,500	10	\$ 1,282,950	49.02%	\$ 371.08	43.87%
Santa Fe Summit - 2004	\$ 11,125,000	9	\$ 1,236,111	-3.65%	\$ 370.15	-0.25%
Santa Fe Summit - 2005	\$ 14,449,000	9	\$ 1,605,444	29.88%	\$ 456.42	23.31%
Santa Fe Summit - 2006	\$ 6,815,000	5	\$ 1,363,000	-15.10%	\$ 397.87	-12.83%
Sausalito - 2000	\$ 27,595,500	74	\$ 372,912		N/A	
Sausalito - 2001	\$ 14,135,000	33	\$ 428,333	14.86%	N/A	
Sausalito - 2002	\$ 5,848,500	12	\$ 487,375	13.78%	\$ 273.10	
Sausalito - 2003	\$ 11,910,500	21	\$ 567,167	16.37%	\$ 309.03	13.16%
Sausalito - 2004	\$ 12,078,500	16	\$ 754,906	33.10%	\$ 386.39	25.03%
Sausalito - 2005	\$ 3,564,000	5	\$ 712,800	-5.58%	\$ 426.37	10.35%
Sausalito - 2006	\$ 5,943,000	8	\$ 742,875	4.22%	\$ 414.23	-2.85%
Seabridge - 2000	\$ 7,546,000	16	\$ 471,625		\$ 223.40	
Seabridge - 2001	\$ 5,510,000	10	\$ 551,000	16.83%	\$ 234.26	4.86%
Seabridge - 2002	\$ 5,841,500	10	\$ 584,150	6.02%	\$ 257.66	9.99%
Seabridge - 2003	\$ 5,685,000	9	\$ 631,667	8.13%	\$ 303.62	17.84%
Seabridge - 2004	\$ 5,306,000	6	\$ 884,333	40.00%	\$ 341.66	12.53%
Seabridge - 2005	\$ 9,531,000	11	\$ 866,455	-2.02%	\$ 393.62	15.21%
Seabridge - 2006	\$ 8,024,000	10	\$ 802,400	-7.39%	\$ 383.34	-2.61%
Sea Country - 2000	\$ 29,042,000	35	\$ 829,771		N/A	
Sea Country - 2001	\$ 7,405,000	8	\$ 925,625	11.55%	N/A	
Sea Country - 2002	\$ 5,651,500	6	\$ 941,917	1.76%	\$ 249.70	
Sea Country - 2003	\$ 4,709,500	5	\$ 941,900	0.00%	\$ 236.14	-5.43%
Sea Country - 2004	\$ 2,930,000	3	\$ 976,667	3.69%	\$ 295.90	25.31%
Sea Country - 2005	\$ 5,624,500	4	\$ 1,406,125	43.97%	\$ 361.63	22.21%
Sea Country - 2006	\$ 2,895,000	2	\$ 1,447,500	2.94%	\$ 391.70	8.32%
Searidge - 2002	\$ 4,228,000	7	\$ 604,000		\$ 246.21	
Searidge - 2003	\$ 2,232,500	3	\$ 744,167	23.21%	\$ 293.60	19.25%
Searidge - 2004	\$ 7,849,500	8	\$ 981,188	31.85%	\$ 328.87	12.01%
Searidge - 2005	\$ 4,268,500	4	\$ 1,067,125	8.76%	\$ 357.92	8.83%
Searidge - 2006	\$ 2,520,000	2	\$ 1,260,000	18.07%	\$ 356.60	-0.37%
Shores - 2000	\$ 23,805,500	49	\$ 485,827		N/A	
Shores - 2001	\$ 6,562,500	10	\$ 656,250	35.08%	\$ 237.23	
Shores - 2002	\$ 6,716,000	10	\$ 671,600	2.34%	\$ 254.93	7.46%
Shores - 2003	\$ 4,189,000	5	\$ 837,800	24.75%	\$ 300.76	17.98%
Shores - 2004	\$ 5,399,000	6	\$ 899,833	7.40%	\$ 341.90	13.68%
Shores - 2005	\$ 3,070,000	3	\$ 1,023,333	13.72%	\$ 370.59	8.39%
Shores - 2006	\$ 6,335,000	6	\$ 1,055,833	3.18%	\$ 378.69	2.18%



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Silver Oaks Estates - 2002	\$ 1,300,000	1	\$ 1,300,000		N/A	
Silver Oaks Estates - 2003	(No Sales)					
Silver Oaks Estates - 2004	(No Sales)					
Silver Oaks Estates - 2005	(No Sales)					
Silver Oaks Estates - 2006	(No Sales)					
Soleil - 2006	\$ 33,614,480	36	\$ 933,736		N/A	
Sonoma - 2000	\$ 8,643,500	11	\$ 785,773		\$ 210.35	
Sonoma - 2001	\$ 12,784,500	16	\$ 799,031	1.69%	\$ 220.60	4.87%
Sonoma - 2002	\$ 14,413,500	16	\$ 900,844	12.74%	\$ 246.57	11.77%
Sonoma - 2003	\$ 10,364,500	11	\$ 942,227	4.59%	\$ 249.07	1.01%
Sonoma - 2004	\$ 19,693,500	17	\$ 1,158,441	22.95%	\$ 308.59	23.90%
Sonoma - 2005	\$ 9,485,000	7	\$ 1,355,000	16.97%	\$ 380.08	23.17%
Sonoma - 2006	\$ 10,047,500	8	\$ 1,255,938	-7.31%	\$ 324.54	-14.61%
St Augustine - 2000	\$ 31,470,000	66	\$ 476,818		N/A	
St Augustine - 2001	\$ 23,340,500	44	\$ 530,466	11.25%	N/A	
St Augustine - 2002	\$ 5,039,000	8	\$ 629,875	18.74%	\$ 233.86	
St Augustine - 2003	\$ 6,206,000	9	\$ 689,556	9.48%	\$ 287.50	22.94%
St Augustine - 2004	\$ 6,363,500	7	\$ 909,071	31.83%	\$ 348.70	21.29%
St Augustine - 2005	\$ 8,815,000	9	\$ 979,444	7.74%	\$ 376.97	8.11%
St Augustine - 2006	\$ 2,274,500	3	\$ 758,167	-22.59%	\$ 332.81	-11.71%
Stallions Crossing - 2002	\$ 9,560,000	11	\$ 869,091		N/A	
Stallions Crossing - 2003	\$ 12,068,000	13	\$ 928,308	6.81%	N/A	
Stallions Crossing - 2004	\$ 3,674,500	4	\$ 918,625	-1.04%	\$ 268.35	
Stallions Crossing - 2005	\$ 2,645,000	2	\$ 1,322,500	43.97%	\$ 383.44	42.89%
Stallions Crossing - 2006	\$ 1,325,000	1	\$ 1,325,000	0.19%	\$ 359.08	-6.35%
Steeplechase - 2000	\$ 36,014,500	67	\$ 537,530		N/A	
Steeplechase - 2001	\$ 23,086,000	43	\$ 536,884	-0.12%	N/A	
Steeplechase - 2002	\$ 12,698,500	18	\$ 705,472	31.40%	\$ 265.25	
Steeplechase - 2003	\$ 19,530,000	26	\$ 751,154	6.48%	\$ 282.24	6.41%
Steeplechase - 2004	\$ 13,585,000	14	\$ 970,357	29.18%	\$ 356.14	26.18%
Steeplechase - 2005	\$ 10,356,500	10	\$ 1,035,650	6.73%	\$ 399.94	12.30%
Steeplechase - 2006	\$ 8,543,000	9	\$ 949,222	-8.35%	\$ 372.93	-6.75%
Stone Canyon - 2000	\$ 4,162,000	9	\$ 462,444		\$ 221.19	
Stone Canyon - 2001	\$ 3,937,000	8	\$ 492,125	6.42%	\$ 238.84	7.98%
Stone Canyon - 2002	\$ 5,077,500	10	\$ 507,750	3.18%	\$ 249.88	4.62%
Stone Canyon - 2003	\$ 10,382,500	18	\$ 576,806	13.60%	\$ 276.53	10.67%
Stone Canyon - 2004	\$ 8,640,000	12	\$ 720,000	24.83%	\$ 345.99	25.12%
Stone Canyon - 2005	\$ 6,070,000	8	\$ 758,750	5.38%	\$ 365.35	5.60%
Stone Canyon - 2006	\$ 4,384,000	6	\$ 730,667	-3.70%	\$ 360.81	-1.24%
Terrazzo - 2003	\$ 2,410,000	3	\$ 803,333		\$ 239.66	
Terrazzo - 2004	\$ 2,962,000	3	\$ 987,333	22.90%	\$ 257.34	7.38%
Terrazzo - 2005	\$ 7,820,000	7	\$ 1,117,143	13.15%	\$ 302.94	17.72%
Terrazzo - 2006	\$ 990,000	1	\$ 990,000	-11.38%	\$ 282.86	-6.63%
Torrey III - 2004	\$ 2,965,000	3	\$ 988,333		\$ 306.14	
Torrey III - 2005	(No Sales)					
Torrey III - 2006	(No Sales)					
Torrey Glen - 2000	\$ 3,629,500	9	\$ 403,278		\$ 227.57	
Torrey Glen - 2001	\$ 1,896,000	4	\$ 474,000	17.54%	\$ 242.08	6.38%
Torrey Glen - 2002	\$ 3,118,000	6	\$ 519,667	9.63%	\$ 272.72	12.66%
Torrey Glen - 2003	\$ 7,219,000	12	\$ 601,583	15.76%	\$ 311.20	14.11%
Torrey Glen - 2004	\$ 2,299,000	3	\$ 766,333	27.39%	\$ 401.29	28.95%
Torrey Glen - 2005	\$ 1,525,000	2	\$ 762,500	-0.50%	\$ 421.74	5.10%
Torrey Glen - 2006	\$ 5,277,000	7	\$ 753,857	-1.13%	\$ 382.85	-9.22%
Torrey Point - 2000	\$ 2,131,500	3	\$ 710,500		\$ 234.67	
Torrey Point - 2001	\$ 2,050,000	3	\$ 683,333	-3.82%	\$ 222.27	-5.28%
Torrey Point - 2002	\$ 2,838,000	4	\$ 709,500	3.83%	\$ 236.32	6.32%
Torrey Point - 2003	\$ 2,990,000	3	\$ 996,666	40.47%	\$ 259.13	9.65%
Torrey Point - 2004	\$ 4,569,000	4	\$ 1,142,250	14.61%	\$ 366.19	41.32%
Torrey Point - 2005	\$ 3,629,000	3	\$ 1,209,667	5.90%	\$ 387.09	5.71%
Torrey Point - 2006	\$ 2,155,000	2	\$ 1,077,500	-10.93%	\$ 349.90	-9.61%



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Torrey View - 2000	\$ 5,799,000	10	\$ 579,900		\$ 238.88	
Torrey View - 2001	\$ 6,224,500	10	\$ 622,450	7.34%	\$ 233.93	-2.07%
Torrey View - 2002	\$ 9,285,000	14	\$ 663,214	6.55%	\$ 251.61	7.56%
Torrey View - 2003	\$ 8,809,000	13	\$ 677,615	2.17%	\$ 270.75	7.61%
Torrey View - 2004	\$ 7,831,500	9	\$ 870,167	28.42%	\$ 362.07	33.73%
Torrey View - 2005	\$ 6,424,500	7	\$ 917,786	5.47%	\$ 386.30	6.69%
Torrey View - 2006	\$ 4,984,600	5	\$ 996,920	8.62%	\$ 387.48	0.31%
Torrey Woods Estates - 2003	\$ 6,275,000	6	\$ 1,045,917		N/A	
Torrey Woods Estates - 2004	\$ 15,040,000	11	\$ 1,367,273	30.72%	\$ 324.25	
Torrey Woods Estates - 2005	\$ 4,489,000	3	\$ 1,496,333	9.44%	\$ 375.74	15.88%
Torrey Woods Estates - 2006	\$ 10,584,000	7	\$ 1,512,000	1.05%	\$ 369.82	-1.58%
Trilogy - 2000	\$ 11,134,500	29	\$ 383,948		\$ 227.74	
Trilogy - 2001	\$ 8,138,000	19	\$ 428,316	11.56%	\$ 257.33	12.99%
Trilogy - 2002	\$ 12,212,803	27	\$ 452,326	5.61%	\$ 270.73	5.21%
Trilogy - 2003	\$ 12,644,500	24	\$ 526,854	16.48%	\$ 320.84	18.51%
Trilogy - 2004	\$ 18,202,000	27	\$ 674,148	27.96%	\$ 410.41	27.92%
Trilogy - 2005	\$ 9,947,500	14	\$ 710,536	5.40%	\$ 453.54	10.51%
Trilogy - 2006	\$ 14,544,500	23	\$ 632,370	-11.00%	\$ 420.52	-7.28%
Triple Crown - 2003	\$ 14,675,000	14	\$ 1,048,214		\$ 260.43	
Triple Crown - 2004	\$ 5,384,000	4	\$ 1,346,000	28.41%	\$ 314.47	20.75%
Triple Crown - 2005	\$ 7,047,000	5	\$ 1,409,400	4.71%	\$ 318.87	1.40%
Triple Crown - 2006	\$ 2,745,000	2	\$ 1,372,500	-2.62%	\$ 322.91	1.27%
Valencia Collection - 2003	\$ 1,132,000	1	\$ 1,132,000		\$ 201.71	
Valencia Collection - 2004	(No Sales)					
Valencia Collection - 2005	(No Sales)					
Valencia Collection - 2006	(No Sales)					
Vantage Point - 2003	\$ 3,161,000	4	\$ 790,250		\$ 276.99	
Vantage Point - 2004	\$ 766,000	1	\$ 766,000	-3.07%	\$ 247.66	-10.59%
Vantage Point - 2005	(No Sales)					
Vantage Point - 2006	(No Sales)					
Venezia - 2000	\$ 3,455,000	4	\$ 863,750		\$ 246.96	
Venezia - 2001	\$ 5,385,000	6	\$ 897,500	3.91%	\$ 262.94	6.47%
Venezia - 2002	\$ 5,180,000	6	\$ 863,333	-3.81%	\$ 251.63	-4.30%
Venezia - 2003	\$ 4,447,000	5	\$ 889,400	3.02%	\$ 276.31	9.81%
Venezia - 2004	\$ 7,653,000	6	\$ 1,275,500	43.41%	\$ 363.60	31.59%
Venezia - 2005	\$ 8,020,000	6	\$ 1,336,667	4.80%	\$ 371.30	2.12%
Venezia - 2006	\$ 1,630,000	1	\$ 1,630,000	21.95%	\$ 440.54	18.65%
Villamontes - 2003	\$ 3,564,000	6	\$ 594,000		\$ 243.73	
Villamontes - 2004	\$ 8,346,000	10	\$ 834,600	40.51%	\$ 308.61	26.62%
Villamontes - 2005	\$ 5,040,500	6	\$ 840,083	0.66%	\$ 348.44	12.91%
Villamontes - 2006	\$ 4,210,000	5	\$ 842,000	0.23%	\$ 319.86	-8.20%
Vintage - 2000	\$ 21,305,500	38	\$ 560,671		\$ 216.50	
Vintage - 2001	\$ 11,013,000	19	\$ 579,632	3.38%	\$ 228.54	5.56%
Vintage - 2002	\$ 21,118,500	33	\$ 639,955	10.41%	\$ 257.03	12.47%
Vintage - 2003	\$ 27,820,500	40	\$ 695,513	8.68%	\$ 275.79	7.30%
Vintage - 2004	\$ 16,072,000	19	\$ 845,895	21.62%	\$ 351.24	27.36%
Vintage - 2005	\$ 18,030,000	19	\$ 948,947	12.18%	\$ 376.39	7.16%
Vintage - 2006	\$ 9,477,000	10	\$ 947,700	-0.13%	\$ 373.88	-0.67%
Vista Santa Barbara - 2005	\$ 47,719,500	42	\$ 1,136,179		N/A	
Vista Santa Barbara - 2006	\$ 6,255,000	4	\$ 1,563,750	37.63%	\$ 388.23	
Water Colors - 2000	\$ 2,786,500	5	\$ 557,300		\$ 220.82	
Water Colors - 2001	\$ 5,083,000	9	\$ 564,778	1.34%	\$ 228.33	3.40%
Water Colors - 2002	\$ 5,716,500	9	\$ 635,167	12.46%	\$ 251.14	9.99%
Water Colors - 2003	\$ 2,920,000	4	\$ 730,000	14.93%	\$ 267.25	6.41%
Water Colors - 2004	\$ 7,750,500	9	\$ 861,167	17.97%	\$ 352.31	31.83%
Water Colors - 2005	\$ 2,937,000	3	\$ 979,000	13.68%	\$ 371.82	5.54%
Water Colors - 2006	\$ 840,000	1	\$ 840,000	-14.20%	\$ 306.68	-17.52%
Whitehorse - 2003	\$ 5,780,000	3	\$ 1,926,667		N/A	
Whitehorse - 2004	\$ 6,900,000	3	\$ 2,300,000	19.38%	N/A	
Whitehorse - 2005	\$ 6,883,000	4	\$ 1,720,750	-25.18%	\$ 405.65	
Whitehorse - 2006	\$ 3,384,500	1	\$ 3,384,500	96.69%	\$ 690.57	70.24%



<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Wild Horse - 2000	\$ 5,945,545	9	\$ 660,616		N/A	
Wild Horse - 2001	\$ 20,689,000	31	\$ 667,387	1.02%	N/A	
Wild Horse - 2002	\$ 4,516,000	6	\$ 752,667	12.78%	\$ 215.38	
Wild Horse - 2003	\$ 4,425,500	5	\$ 885,100	17.60%	\$ 254.41	18.12%
Wild Horse - 2004	\$ 6,537,000	6	\$ 1,089,500	23.09%	\$ 314.41	23.58%
Wild Horse - 2005	\$ 1,200,000	1	\$ 1,200,000	10.14%	\$ 321.63	2.30%
Wild Horse - 2006	\$ 1,250,000	1	\$ 1,250,000	4.17%	\$ 372.36	15.77%

Sales by Development - Condominiums

<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Andalucia - 2005	\$ 21,898,000	41	\$ 534,098		N/A	
Andalucia - 2006	\$ 19,689,800	42	\$ 468,805	-12.22%	\$ 406.70	
Arborlake - 2000	\$ 5,793,500	29	\$ 199,776		\$ 204.64	
Arborlake - 2001	\$ 4,819,500	20	\$ 240,975	20.62%	\$ 243.22	18.85%
Arborlake - 2002	\$ 6,844,000	25	\$ 273,760	13.61%	\$ 279.71	15.00%
Arborlake - 2003	\$ 7,459,000	23	\$ 324,304	18.46%	\$ 324.54	16.03%
Arborlake - 2004	\$ 8,202,000	20	\$ 410,100	26.46%	\$ 429.83	32.44%
Arborlake - 2005	\$ 5,767,000	13	\$ 443,615	8.17%	\$ 443.99	3.29%
Arborlake - 2006	\$ 2,273,000	6	\$ 378,833	-14.60%	\$ 390.80	-11.98%
Cambria - 2000	\$ 6,060,000	24	\$ 252,500		\$ 201.87	
Cambria - 2001	\$ 6,846,500	23	\$ 297,674	17.89%	\$ 225.93	11.92%
Cambria - 2002	\$ 9,746,000	29	\$ 336,069	12.90%	\$ 266.63	18.01%
Cambria - 2003	\$ 9,953,454	25	\$ 398,138	18.47%	\$ 300.93	12.86%
Cambria - 2004	\$ 12,924,000	25	\$ 516,960	29.84%	\$ 395.93	31.57%
Cambria - 2005	\$ 12,285,500	23	\$ 534,152	3.33%	\$ 408.94	3.29%
Cambria - 2006	\$ 7,690,000	16	\$ 480,625	-10.02%	\$ 367.03	-10.25%
Camino Villas - 2000	\$ 7,911,000	40	\$ 197,775		\$ 214.27	
Camino Villas - 2001	\$ 6,280,000	27	\$ 232,593	17.60%	\$ 248.24	15.85%
Camino Villas - 2002	\$ 10,910,500	42	\$ 259,774	11.69%	\$ 293.34	18.17%
Camino Villas - 2003	\$ 11,319,500	35	\$ 323,414	24.50%	\$ 351.21	19.73%
Camino Villas - 2004	\$ 17,180,000	43	\$ 399,535	23.54%	\$ 432.18	23.05%
Camino Villas - 2005	\$ 8,894,000	21	\$ 423,524	6.00%	\$ 446.62	3.34%
Camino Villas - 2006	\$ 4,109,500	11	\$ 373,591	-11.79%	\$ 394.68	-11.63%
Carmel Pointe - 2005	\$ 33,797,400	77	\$ 438,928		N/A	
Carmel Pointe - 2006	\$ 25,991,500	64	\$ 406,117	-7.48%	\$ 387.40	
Chateau Village - 2000	\$ 8,496,500	28	\$ 303,446		\$ 218.42	
Chateau Village - 2001	\$ 6,071,000	18	\$ 337,278	11.15%	\$ 246.45	12.83%
Chateau Village - 2002	\$ 8,648,000	23	\$ 376,000	11.48%	\$ 280.07	13.64%
Chateau Village - 2003	\$ 8,047,000	19	\$ 423,526	12.64%	\$ 315.92	12.80%
Chateau Village - 2004	\$ 7,868,000	14	\$ 562,000	32.70%	\$ 419.22	32.70%
Chateau Village - 2005	\$ 10,579,000	17	\$ 622,294	10.73%	\$ 435.96	3.99%
Chateau Village - 2006	\$ 4,904,000	9	\$ 544,889	-12.44%	\$ 397.10	-8.91%
Coral Cove - 2000	\$ 3,463,500	12	\$ 288,625		\$ 190.55	
Coral Cove - 2001	\$ 2,722,000	8	\$ 340,250	17.89%	\$ 213.98	12.30%
Coral Cove - 2002	\$ 3,561,500	9	\$ 395,722	16.30%	\$ 261.18	22.06%
Coral Cove - 2003	\$ 3,543,500	8	\$ 442,938	11.93%	\$ 283.84	8.68%
Coral Cove - 2004	\$ 6,216,000	11	\$ 565,091	27.58%	\$ 365.88	28.90%
Coral Cove - 2005	\$ 3,624,500	6	\$ 604,083	6.90%	\$ 387.11	5.80%
Coral Cove - 2006	\$ 2,943,500	6	\$ 490,583	-18.79%	\$ 323.93	-16.32%
Crest Del Mar - 2000	\$ 9,414,000	30	\$ 313,800		\$ 211.65	
Crest Del Mar - 2001	\$ 11,018,500	32	\$ 344,328	9.73%	\$ 231.94	9.59%
Crest Del Mar - 2002	\$ 11,916,500	31	\$ 384,403	11.64%	\$ 261.40	12.70%
Crest Del Mar - 2003	\$ 13,801,000	30	\$ 460,033	19.67%	\$ 308.53	18.03%
Crest Del Mar - 2004	\$ 16,478,000	28	\$ 588,500	27.93%	\$ 396.06	28.37%
Crest Del Mar - 2005	\$ 9,233,000	15	\$ 615,533	4.59%	\$ 416.48	5.16%
Crest Del Mar - 2006	\$ 3,748,000	7	\$ 535,429	-13.01%	\$ 379.33	-8.92%
Del Mar Villas - 2004	\$ 50,237,110	140	\$ 358,837		N/A	
Del Mar Villas - 2005	\$ 16,527,500	42	\$ 393,512	9.66%	N/A	
Del Mar Villas - 2006	\$ 3,571,500	10	\$ 357,150	-9.24%	\$ 440.44	



<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
East Bluff - 2000	\$ 6,646,000	25	\$ 276,917		\$ 212.32	
East Bluff - 2001	\$ 6,803,000	20	\$ 340,150	22.83%	\$ 252.66	19.00%
East Bluff - 2002	\$ 8,081,500	23	\$ 351,370	3.30%	\$ 266.77	5.58%
East Bluff - 2003	\$ 12,073,500	28	\$ 431,196	22.72%	\$ 324.19	21.52%
East Bluff - 2004	\$ 17,582,000	31	\$ 567,161	31.53%	\$ 407.70	25.76%
East Bluff - 2005	\$ 7,695,000	14	\$ 549,643	-3.09%	\$ 437.91	7.41%
East Bluff - 2006	\$ 7,168,500	13	\$ 551,423	0.32%	\$ 436.10	-0.41%
Elysian - 2000	\$ 7,689,500	33	\$ 233,015		\$ 209.85	
Elysian - 2001	\$ 4,614,000	17	\$ 271,412	16.48%	\$ 242.43	15.53%
Elysian - 2002	\$ 9,084,500	31	\$ 293,048	7.97%	\$ 274.15	13.08%
Elysian - 2003	\$ 10,237,000	28	\$ 365,607	24.76%	\$ 329.81	20.30%
Elysian - 2004	\$ 7,464,500	16	\$ 466,531	27.60%	\$ 421.58	27.83%
Elysian - 2005	\$ 8,585,000	18	\$ 476,949	2.23%	\$ 427.03	1.29%
Elysian - 2006	\$ 2,191,000	5	\$ 438,200	-8.12%	\$ 410.66	-3.83%
Groves - 2000	\$ 4,175,500	17	\$ 245,618		\$ 197.46	
Groves - 2001	\$ 3,929,500	14	\$ 280,679	14.27%	\$ 215.34	9.05%
Groves - 2002	\$ 4,786,500	15	\$ 319,100	13.69%	\$ 273.30	26.92%
Groves - 2003	\$ 7,511,500	19	\$ 395,342	23.89%	\$ 308.78	12.98%
Groves - 2004	\$ 3,873,000	8	\$ 484,125	22.46%	\$ 410.36	32.90%
Groves - 2005	\$ 7,090,500	14	\$ 506,464	4.61%	\$ 388.56	-5.31%
Groves - 2006	\$ 2,988,000	6	\$ 498,000	-1.67%	\$ 394.56	1.54%
Halcyon - 2000	\$ 8,745,500	32	\$ 291,517		\$ 211.43	
Halcyon - 2001	\$ 7,907,500	26	\$ 314,260	7.80%	\$ 241.29	14.12%
Halcyon - 2002	\$ 8,455,500	23	\$ 367,630	16.98%	\$ 261.04	8.19%
Halcyon - 2003	\$ 12,453,000	30	\$ 415,100	12.91%	\$ 308.20	18.07%
Halcyon - 2004	\$ 8,435,000	16	\$ 557,000	34.18%	\$ 406.37	31.85%
Halcyon - 2005	\$ 10,735,000	19	\$ 565,000	1.44%	\$ 410.86	1.10%
Halcyon - 2006	\$ 3,430,500	7	\$ 490,071	-13.26%	\$ 383.79	-6.59%
Lakes - 2000	\$ 4,601,000	24	\$ 191,708		\$ 182.96	
Lakes - 2001	\$ 2,646,000	12	\$ 220,500	15.02%	\$ 222.91	21.84%
Lakes - 2002	\$ 5,968,500	23	\$ 259,500	17.69%	\$ 252.53	13.29%
Lakes - 2003	\$ 5,168,000	17	\$ 304,000	17.15%	\$ 300.33	18.93%
Lakes - 2004	\$ 9,832,500	26	\$ 378,173	24.40%	\$ 398.88	32.81%
Lakes - 2005	\$ 5,449,000	13	\$ 419,154	10.84%	\$ 386.43	-3.12%
Lakes - 2006	\$ 1,901,000	5	\$ 380,200	-9.29%	\$ 387.82	0.36%
La Plage - 2000	\$ 9,344,000	23	\$ 406,261		\$ 192.75	
La Plage - 2001	\$ 6,982,500	16	\$ 436,406	7.42%	\$ 201.04	4.30%
La Plage - 2002	\$ 4,399,500	9	\$ 488,833	12.01%	\$ 235.44	17.11%
La Plage - 2003	\$ 8,163,500	15	\$ 544,200	11.33%	\$ 250.82	6.53%
La Plage - 2004	\$ 9,106,500	13	\$ 700,500	28.72%	\$ 325.76	29.88%
La Plage - 2005	\$ 5,972,000	8	\$ 746,500	6.57%	\$ 352.77	8.29%
La Plage - 2006	\$ 4,209,000	6	\$ 701,500	-6.03%	\$ 330.98	-6.18%
Martinique - 2000	\$ 2,484,000	14	\$ 177,429		\$ 222.50	
Martinique - 2001	\$ 3,321,500	17	\$ 195,382	10.12%	\$ 262.88	18.15%
Martinique - 2002	\$ 4,299,000	18	\$ 234,944	20.25%	\$ 311.30	18.42%
Martinique - 2003	\$ 3,249,000	12	\$ 270,750	15.24%	\$ 377.92	21.40%
Martinique - 2004	\$ 4,632,000	14	\$ 330,857	22.20%	\$ 439.39	16.27%
Martinique - 2005	\$ 1,193,500	3	\$ 397,833	20.24%	\$ 478.55	8.91%
Martinique - 2006	\$ 1,166,000	3	\$ 388,667	-2.30%	\$ 409.12	-14.51%
Monarch - 2005	\$ 15,288,455	24	\$ 637,019		N/A	
Monarch - 2006	\$ 5,708,893	13	\$ 439,146	-31.06%	\$ 370.64	
Montemar - 2000	\$ 6,888,500	21	\$ 328,024		\$ 214.70	
Montemar - 2001	\$ 2,450,000	6	\$ 408,333	24.48%	\$ 282.62	31.63%
Montemar - 2002	\$ 6,812,500	17	\$ 400,735	-1.86%	\$ 254.07	-10.10%
Montemar - 2003	\$ 6,198,500	13	\$ 476,808	18.98%	\$ 311.00	22.41%
Montemar - 2004	\$ 6,372,000	11	\$ 579,273	21.49%	\$ 385.90	24.08%
Montemar - 2005	\$ 7,383,000	12	\$ 615,250	6.21%	\$ 402.04	4.18%
Montemar - 2006	\$ 3,666,000	6	\$ 611,000	-0.69%	\$ 396.13	-1.47%
Pacifica - 2000	\$ 7,802,500	27	\$ 288,981		\$ 204.62	
Pacifica - 2001	\$ 8,872,500	27	\$ 328,611	13.71%	\$ 234.59	14.65%
Pacifica - 2002	\$ 8,659,000	23	\$ 376,478	14.57%	\$ 272.43	16.13%
Pacifica - 2003	\$ 12,018,500	28	\$ 429,232	14.01%	\$ 307.05	12.71%
Pacifica - 2004	\$ 8,796,500	17	\$ 517,441	20.55%	\$ 404.14	31.62%



Development	Total Sales Volume	Number Sold	Average Sale Price	% Change	Price/SQFT	% Change
Pacifica - 2005	\$ 8,209,500	15	\$ 547,300	5.77%	\$ 418.57	3.57%
Pacifica - 2006	\$ 5,741,090	11	\$ 521,917	-4.64%	\$ 377.30	-9.86%
Palermo - 2000	\$ 9,646,000	36	\$ 267,944		\$ 222.63	
Palermo - 2001	\$ 7,326,000	25	\$ 293,040	9.37%	\$ 254.84	14.47%
Palermo - 2002	\$ 8,495,000	26	\$ 326,731	11.50%	\$ 280.53	10.08%
Palermo - 2003	\$ 12,745,000	34	\$ 374,853	14.73%	\$ 326.84	16.51%
Palermo - 2004	\$ 8,953,545	18	\$ 497,419	32.70%	\$ 431.16	31.92%
Palermo - 2005	\$ 8,444,500	17	\$ 496,735	-0.14%	\$ 434.68	0.82%
Palermo - 2006	\$ 4,264,000	9	\$ 473,778	-4.62%	\$ 418.39	-3.75%
Palmilla - 2000	\$ 3,440,000	11	\$ 312,727		\$ 218.34	
Palmilla - 2001	\$ 1,811,500	5	\$ 362,300	15.85%	\$ 254.71	16.66%
Palmilla - 2002	\$ 3,561,000	9	\$ 395,667	9.21%	\$ 276.07	8.39%
Palmilla - 2003	\$ 5,899,500	13	\$ 453,808	14.69%	\$ 316.19	14.53%
Palmilla - 2004	\$ 7,088,500	12	\$ 590,708	30.17%	\$ 414.34	31.04%
Palmilla - 2005	\$ 4,538,500	7	\$ 648,357	9.76%	\$ 432.90	4.48%
Palmilla - 2006	\$ 2,916,000	5	\$ 583,200	-10.05%	\$ 413.61	-4.45%
Pelagos - 2000	\$ 21,188,500	76	\$ 278,796		N/A	
Pelagos - 2001	\$ 2,952,000	8	\$ 369,000	32.35%	\$ 248.90	
Pelagos - 2002	\$ 7,662,000	19	\$ 403,263	9.29%	\$ 274.18	10.16%
Pelagos - 2003	\$ 6,571,500	15	\$ 438,100	8.64%	\$ 300.99	9.78%
Pelagos - 2004	\$ 6,288,500	11	\$ 571,682	30.49%	\$ 435.94	44.84%
Pelagos - 2005	\$ 5,412,500	9	\$ 601,389	5.20%	\$ 421.78	-3.25%
Pelagos - 2006	\$ 1,081,000	2	\$ 1,081,000	79.75%	\$ 397.43	-5.77%
Pell Place - 2005	\$ 46,814,000	98	\$ 477,694		N/A	
Pell Place - 2006	\$ 51,685,950	130	\$ 397,584	-16.77%	N/A	
Sunstream - 2000	\$ 9,428,500	35	\$ 269,386		\$ 224.16	
Sunstream - 2001	\$ 11,035,000	36	\$ 306,528	13.79%	\$ 249.07	11.11%
Sunstream - 2002	\$ 10,576,000	30	\$ 352,533	15.01%	\$ 288.63	15.88%
Sunstream - 2003	\$ 16,971,000	42	\$ 404,071	14.62%	\$ 326.58	13.15%
Sunstream - 2004	\$ 10,938,000	21	\$ 520,857	28.90%	\$ 422.06	29.24%
Sunstream - 2005	\$ 11,287,000	20	\$ 564,350	8.35%	\$ 458.11	8.54%
Sunstream - 2006	\$ 6,112,000	12	\$ 509,333	-9.75%	\$ 409.60	-10.59%
Windwood - 2000	\$ 6,942,000	20	\$ 347,100		\$ 215.82	
Windwood - 2001	\$ 1,545,000	4	\$ 386,250	11.28%	\$ 255.54	18.40%
Windwood - 2002	\$ 8,373,000	20	\$ 418,650	8.39%	\$ 276.70	8.28%
Windwood - 2003	\$ 6,343,000	13	\$ 487,923	16.55%	\$ 300.50	8.60%
Windwood - 2004	\$ 9,512,000	16	\$ 594,500	21.84%	\$ 402.73	34.02%
Windwood - 2005	\$ 5,879,000	9	\$ 653,222	9.88%	\$ 420.41	4.39%
Windwood - 2006	\$ 1,760,000	3	\$ 586,667	-10.19%	\$ 408.38	-2.86%

Average Sale price for Single Family Home in 92130 for 2006: \$1,080,641

Average Sale price for Single Family Home in 92130 for 2005: \$1,083,653

Average Sale price for Condo in 92130 for 2006: \$444,495

Average Sale price for Condo in 92130 for 2005: \$509,157

