

**Report Name** : Sample Sales & Median Price  
**Report Comments** : Sample Comments

# Sales & Median Price Report

FOR

CA San Diego

Sorted By Total Sale \$, the Recent Period

\*\*\*\*SEARCH CRITERIA\*\*\*\*

First Period: This Month (Oct 1998)  
 Second Period: Last Month (Sep 1998)  
 Area Type: CA San Diego  
 Product Type: All  
 Loan Type: All  
 Loan Category: Originations  
 Rate Type: All  
 Transaction Type: All Sales  
 Loan Amount Range: All  
 Sales Price Range: All  
 LTV Range: All

This Month (Oct 1998)

Last Month (Sep 1998)

Change

Area	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$
92130 - San Diego	151	56,978,090	375,000	377,338	138	54,099,181	385,000	392,023	13	2,878,909	-10,000	-14,685
									9.42%	5.32%	-2.60%	-3.75%
92009 - Carlsbad	325	56,240,475	120,000	173,048	327	83,135,134	259,000	254,236	-2	-26,894,659	-139,000	-81,188
									-0.61%	-32.35%	-53.67%	-31.93%
92037 - La Jolla	80	44,424,000	480,000	562,329	115	57,107,863	431,500	500,946	-35	-12,683,863	48,500	61,383
									-30.43%	-22.21%	11.24%	12.25%
92024 - Encinitas	127	44,389,822	280,500	352,300	133	45,936,022	279,000	353,354	-6	-1,546,200	1,500	-1,054
									-4.51%	-3.37%	0.54%	-0.30%
92128 - San Diego	134	39,805,049	195,000	299,286	160	37,136,839	234,500	232,105	-26	2,668,210	-39,500	67,181
									-16.25%	7.18%	-16.84%	28.94%
92083 - Vista	116	33,892,299	159,500	292,175	104	18,514,398	162,500	178,023	12	15,377,901	-3,000	114,152
									11.54%	83.06%	-1.85%	64.12%
92122 - San Diego	52	32,366,500	212,500	622,433	51	11,813,545	220,000	231,638	1	20,552,955	-7,500	390,795
									1.96%	173.98%	-3.41%	168.71%
92067 - Rancho Santa Fe	30	31,538,868	1,010,000	1,213,033	44	45,631,634	1,200,000	1,382,777	-14	-14,092,766	-190,000	-169,743
									-31.82%	-30.88%	-15.83%	-12.28%
92131 - San Diego	99	29,023,272	300,000	293,164	122	32,632,080	256,250	267,476	-23	-3,608,808	43,750	25,688
									-18.85%	-11.06%	17.07%	9.60%
92064 - Poway	76	28,466,338	310,000	379,551	95	32,175,436	215,000	338,689	-19	-3,709,098	95,000	40,862
									-20.00%	-11.53%	44.19%	12.06%
91910 - Chula Vista	143	28,386,755	194,500	198,509	119	29,713,015	212,000	249,689	24	-1,326,260	-17,500	-51,180
									20.17%	-4.46%	-8.25%	-20.50%
92126 - San Diego	163	26,482,661	165,000	162,470	133	25,666,387	172,500	194,442	30	816,274	-7,500	-31,972
									22.56%	3.18%	-4.35%	-16.44%

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
									-3.60%	-3.78%	.59%	-.44%

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Area	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$
92056 - Oceanside	135	26,462,696	189,000	196,020	150	29,492,126	185,000	196,614	-15	-3,029,430	4,000	-594
									-10.00%	-10.27%	2.16%	-0.30%
92054 - Oceanside	140	25,481,365	175,500	182,010	113	18,756,490	167,500	165,987	27	6,724,875	8,000	16,023
									23.89%	35.85%	4.78%	9.65%
92129 - San Diego	96	23,144,764	246,250	241,091	100	23,816,114	234,000	238,161	-4	-671,350	12,250	2,930
									-4.00%	-2.82%	5.24%	1.23%
92028 - Fallbrook	91	22,958,867	172,000	252,295	115	26,637,327	179,500	231,629	-24	-3,678,460	-7,500	20,666
									-20.87%	-13.81%	-4.18%	8.92%
92019 - El Cajon	112	22,070,979	171,750	197,062	87	17,182,056	175,000	197,495	25	4,888,923	-3,250	-433
									28.74%	28.45%	-1.86%	-0.22%
92069 - San Marcos	110	22,013,852	170,000	201,962	116	23,808,920	171,500	205,249	-6	-1,795,068	-1,500	-3,287
									-5.17%	-7.54%	-0.87%	-1.60%
92008 - Carlsbad	95	20,335,485	139,000	214,058	138	36,112,500	163,000	261,685	-43	-15,777,015	-24,000	-47,627
									-31.16%	-43.69%	-14.72%	-18.20%
92106 - San Diego	49	19,940,000	305,500	415,417	36	13,516,440	366,000	375,457	13	6,423,560	-60,500	39,960
									36.11%	47.52%	-16.53%	10.64%
92103 - San Diego	62	19,421,498	254,500	313,250	64	14,007,135	172,000	222,335	-2	5,414,363	82,500	90,914
									-3.12%	38.65%	47.97%	40.89%
92118 - Coronado	41	18,092,772	430,000	441,287	46	22,343,000	454,250	485,717	-5	-4,250,228	-24,250	-44,430
									-10.87%	-19.02%	-5.34%	-9.15%
92109 - San Diego	65	17,750,545	241,000	277,352	72	19,281,300	236,250	267,796	-7	-1,530,755	4,750	9,556
									-9.72%	-7.94%	2.01%	3.57%
92104 - San Diego	90	17,594,864	152,500	195,498	63	13,806,744	152,000	222,689	27	3,788,120	500	-27,191
									42.86%	27.44%	0.33%	-12.21%

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
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92027 - Escondido	83	16,593,240	155,000	199,919	87	14,893,769	160,000	171,193	-4	1,699,471	-5,000	28,726
									-4.60%	11.41%	-3.12%	16.78%
92057 - Oceanside	116	16,545,076	124,750	142,630	120	17,926,033	141,735	149,384	-4	-1,380,957	-16,985	-6,754
									-3.33%	-7.70%	-11.98%	-4.52%
92065 - Ramona	125	16,029,512	132,500	128,236	163	17,662,314	110,000	108,358	-38	-1,632,802	22,500	19,878
									-23.31%	-9.24%	20.45%	18.35%
92020 - El Cajon	76	15,110,702	163,750	198,825	58	35,330,457	156,250	609,146	18	-20,219,755	7,500	-410,321
									31.03%	-57.23%	4.80%	-67.36%
92105 - San Diego	86	14,992,658	116,000	174,333	71	7,310,783	91,000	102,969	15	7,681,875	25,000	71,364
									21.13%	105.08%	27.47%	69.31%
92026 - Escondido	117	14,927,906	145,000	127,589	114	15,881,226	142,500	139,309	3	-953,320	2,500	-11,720
									2.63%	-6.00%	1.75%	-8.41%
91941 - La Mesa	73	14,764,186	173,000	202,249	95	18,649,918	165,000	196,315	-22	-3,885,732	8,000	5,934
									-23.16%	-20.84%	4.85%	3.02%
92075 - Solana Beach	50	14,331,000	229,500	286,620	53	15,111,843	240,000	296,311	-3	-780,843	-10,500	-9,691
									-5.66%	-5.17%	-4.37%	-3.27%
91977 - Spring Valley	94	14,023,784	140,500	149,189	106	18,857,056	141,000	179,591	-12	-4,833,272	-500	-30,402
									-11.32%	-25.63%	-0.35%	-16.93%
92117 - San Diego	67	13,557,690	186,000	202,354	89	17,622,258	186,000	198,003	-22	-4,064,568		4,351
									-24.72%	-23.06%		2.20%
92111 - San Diego	53	13,363,366	160,467	252,139	59	11,300,385	176,000	191,532	-6	2,062,981	-15,533	60,607
									-10.17%	18.26%	-8.83%	31.64%
92040 - Lakeside	63	12,897,500	199,000	204,722	46	8,557,426	165,750	186,031	17	4,340,074	33,250	18,691
									36.96%	50.72%	20.06%	10.05%

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
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92107 - San Diego	41	12,791,500	275,000	311,988	36	11,090,754	285,000	308,077	5	1,700,746	-10,000	3,911
									13.89%	15.33%	-3.51%	1.27%
92115 - San Diego	67	12,631,790	155,000	188,534	80	14,612,485	142,000	182,656	-13	-1,980,695	13,000	5,878
									-16.25%	-13.55%	9.15%	3.22%
92025 - Escondido	61	12,476,312	170,000	204,530	68	12,779,706	164,000	190,742	-7	-303,394	6,000	13,788
									-10.29%	-2.37%	3.66%	7.23%
92038 - La Jolla	1	12,385,000	12,385,000	12,385,000	1	310,000	310,000	310,000		12,075,000	12,075,000	12,075,000
										3,895.16%	895.16%	895.16%
92014 - Del Mar	32	12,369,000	253,500	386,531	54	26,921,500	476,500	498,546	-22	-14,552,500	-223,000	-112,015
									-40.74%	-54.06%	-46.80%	-22.47%
92007 - Cardiff By the Sea	37	12,358,054	362,000	334,001	19	5,390,500	226,000	283,711	18	6,967,554	136,000	50,291
									94.74%	129.26%	60.18%	17.73%
92127 - San Diego	49	11,490,000	235,000	234,490	63	23,961,454	230,000	386,475	-14	-12,471,454	5,000	-151,985
									-22.22%	-52.05%	2.17%	-39.33%
92071 - Santee	72	11,184,832	153,500	155,345	94	13,747,446	145,000	147,822	-22	-2,562,614	8,500	7,523
									-23.40%	-18.64%	5.86%	5.09%
92116 - San Diego	57	10,954,330	179,500	195,613	54	10,844,000	159,000	200,815	3	110,330	20,500	-5,202
									5.56%	1.02%	12.89%	-2.59%
92021 - El Cajon	59	10,369,399	160,000	175,753	75	12,837,344	148,000	171,165	-16	-2,467,945	12,000	4,588
									-21.33%	-19.22%	8.11%	2.68%
92029 - Escondido	33	9,934,150	240,000	301,035	41	10,643,636	252,500	266,091	-8	-709,486	-12,500	34,944
									-19.51%	-6.67%	-4.95%	13.13%
92082 - Valley Center	27	9,872,435	235,000	365,646	30	6,379,000	201,500	212,633	-3	3,493,435	33,500	153,012
									-10.00%	54.76%	16.63%	71.96%

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
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92084 - Vista	49	9,569,647	181,000	195,299	64	15,129,551	175,000	240,152	-15	-5,559,904	6,000	-44,853
									-23.44%	-36.75%	3.43%	-18.68%
91911 - Chula Vista	66	9,352,942	155,000	143,891	65	9,090,227	144,500	139,850	1	262,715	10,500	4,042
									1.54%	2.89%	7.27%	2.89%
92120 - San Diego	44	9,243,497	184,500	210,079	55	10,855,923	190,000	197,380	-11	-1,612,426	-5,500	12,699
									-20.00%	-14.85%	-2.89%	6.43%
92114 - San Diego	79	8,981,752	115,000	113,693	84	10,374,538	130,000	124,994	-5	-1,392,786	-15,000	-11,301
									-5.95%	-13.43%	-11.54%	-9.04%
92110 - San Diego	46	8,677,500	142,000	192,833	44	8,339,727	175,500	189,539	2	337,773	-33,500	3,294
									4.55%	4.05%	-19.09%	1.74%
92121 - San Diego	32	8,307,500	214,500	276,917	27	11,438,000	284,000	439,923	5	-3,130,500	-69,500	-163,006
									18.52%	-27.37%	-24.47%	-37.05%
91945 - Lemon Grove	52	7,890,132	139,500	151,733	27	6,287,636	128,500	232,875	25	1,602,496	11,000	-81,142
									92.59%	25.49%	8.56%	-34.84%
92139 - San Diego	65	7,683,723	130,000	118,211	47	5,762,254	128,000	122,601	18	1,921,469	2,000	-4,390
									38.30%	33.35%	1.56%	-3.58%
91902 - Bonita	33	7,619,270	240,000	230,887	25	5,736,452	240,000	229,458	8	1,882,818		1,429
									32.00%	32.82%		0.62%
91901 - Alpine	36	7,556,930	203,801	209,915	38	8,544,863	186,500	224,865	-2	-987,933	17,301	-14,950
									-5.26%	-11.56%	9.28%	-6.65%
92101 - San Diego	25	7,450,000	260,000	310,417	28	9,561,700	241,500	341,489	-3	-2,111,700	18,500	-31,073
									-10.71%	-22.08%	7.66%	-9.10%
92123 - San Diego	26	6,979,509	183,000	279,180	21	3,788,000	160,000	199,368	5	3,191,509	23,000	79,812
									23.81%	84.25%	14.38%	40.03%

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92119 - San Diego	35	6,505,980	188,000	185,885	41	7,190,000	172,000	175,366	-6	-684,020	16,000	10,519
									-14.63%	-9.51%	9.30%	6.00%
92154 - San Diego	43	6,108,738	135,000	142,064	50	6,791,028	143,000	138,592	-7	-682,290	-8,000	3,471
									-14.00%	-10.05%	-5.59%	2.50%
92124 - San Diego	28	5,886,746	201,350	210,241	42	8,588,000	197,000	204,476	-14	-2,701,254	4,350	5,765
									-33.33%	-31.45%	2.21%	2.82%
92173 - San Ysidro	38	5,864,290	166,000	158,494	19	3,651,842	118,046	202,880	19	2,212,448	47,954	-44,386
									100.00%	60.58%	40.62%	-21.88%
92003 - Bonsall	14	5,472,722	320,000	390,909	17	4,265,181	245,000	250,893	-3	1,207,541	75,000	140,016
									-17.65%	28.31%	30.61%	55.81%
91915 - Chula Vista	24	5,376,962	204,000	224,040	26	6,733,954	258,000	258,998	-2	-1,356,992	-54,000	-34,958
									-7.69%	-20.15%	-20.93%	-13.50%
91942 - La Mesa	30	4,958,500	166,250	165,283	36	4,948,119	149,250	137,448	-6	10,381	17,000	27,836
									-16.67%	0.21%	11.39%	20.25%
91932 - Imperial Beach	23	4,753,052	152,000	206,654	23	3,637,840	146,500	158,167		1,115,212	5,500	48,487
										30.66%	3.75%	30.66%
91914 - Chula Vista	23	4,621,000	208,500	200,913	20	3,772,000	194,000	188,600	3	849,000	14,500	12,313
									15.00%	22.51%	7.47%	6.53%
91950 - National City	27	4,488,489	115,000	166,240	26	2,734,834	107,500	105,186	1	1,753,655	7,500	61,054
									3.85%	64.12%	6.98%	58.04%
92102 - San Diego	40	4,332,376	101,250	108,309	30	6,716,245	123,426	223,875	10	-2,383,869	-22,175	-115,565
									33.33%	-35.49%	-17.97%	-51.62%
91935 - Jamul	14	3,936,500	265,000	281,179	27	7,485,000	255,000	277,222	-13	-3,548,500	10,000	3,956
									-48.15%	-47.41%	3.92%	1.43%

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92108 - San Diego	37	3,830,023	99,500	103,514	37	3,541,789	78,500	95,724		288,234	21,000	7,790
										8.14%	26.75%	8.14%
92113 - San Diego	22	2,775,000	97,000	126,136	36	3,702,169	85,750	102,838	-14	-927,169	11,250	23,298
									-38.89%	-25.04%	13.12%	22.66%
91913 - Chula Vista	18	2,475,121	113,180	137,507	29	4,771,000	182,000	164,517	-11	-2,295,879	-68,820	-27,011
									-37.93%	-48.12%	-37.81%	-16.42%
92036 - Julian	12	2,398,569	162,205	199,881	13	1,214,505	95,000	93,423	-1	1,184,064	67,205	106,457
									-7.69%	97.49%	70.74%	113.95%
91978 - Spring Valley	15	2,060,428	166,000	137,362	10	1,248,373	142,500	124,837	5	812,055	23,500	12,525
									50.00%	65.05%	16.49%	10.03%
91962 - Pine Valley	9	1,911,500	178,000	212,389	2	249,000	124,500	124,500	7	1,662,500	53,500	87,889
									350.00%	667.67%	42.97%	70.59%
92004 - Borrego Springs	21	1,440,139	29,636	68,578	27	2,645,900	100,000	97,996	-6	-1,205,761	-70,364	-29,418
									-22.22%	-45.57%	-70.36%	-30.02%
92066 - Ranchita	6	1,034,000	182,000	172,333	2	247,000	123,500	123,500	4	787,000	58,500	48,833
									200.00%	318.62%	47.37%	39.54%
92061 - Pauma Valley	5	921,018	180,000	184,204	7	1,675,000	162,000	239,286	-2	-753,982	18,000	-55,082
									-28.57%	-45.01%	11.11%	-23.02%
91916 - Descanso	4	704,000	151,500	176,000					4	704,000	151,500	176,000
91906 - Campo	6	698,500	111,250	116,417	4	525,000	126,000	131,250	2	173,500	-14,750	-14,833
									50.00%	33.05%	-11.71%	-11.30%
92091 - Rancho Santa Fe	2	586,500	293,250	293,250	6	3,532,000	450,000	588,667	-4	-2,945,500	-156,750	-295,417
									-66.67%	-83.39%	-34.83%	-50.18%

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
									-3.60%	-3.78%	.59%	-.44%

**Report Name** : Sample Sales & Median Price  
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# Sales & Median Price Report

FOR

CA San Diego

Sorted By Total Sale \$, the Recent Period

\*\*\*\*SEARCH CRITERIA\*\*\*\*

First Period: This Month (Oct 1998)  
 Second Period: Last Month (Sep 1998)  
 Area Type: CA San Diego  
 Product Type: All  
 Loan Type: All  
 Loan Category: Originations  
 Rate Type: All  
 Transaction Type: All Sales  
 Loan Amount Range: All  
 Sales Price Range: All  
 LTV Range: All

This Month (Oct 1998)

Last Month (Sep 1998)

Change

Area	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$
92086 - Warner Springs	8	584,500	26,250	73,063	14	561,000	11,000	40,071	-6	23,500	15,250	32,991
									-42.86%	4.19%	138.64%	82.33%
91905 - Boulevard	3	423,500	173,000	141,167	6	672,296	124,000	112,049	-3	-248,796	49,000	29,117
									-50.00%	-37.01%	39.52%	25.99%
91909 - Chula Vista	1	395,000	395,000	395,000					1	395,000	395,000	395,000
92060 - Palomar Mountain	3	268,500	82,500	89,500	6	572,000	82,500	95,333	-3	-303,500		-5,833
									-50.00%	-53.06%		-6.12%
92070 - Santa Ysabel	1	258,000	258,000	258,000					1	258,000	258,000	258,000
92159 - San Diego	1	236,500	236,500	236,500					1	236,500	236,500	236,500
92176 - San Diego	1	195,000	195,000	195,000					1	195,000	195,000	195,000
91948 - Mount Laguna	1	170,000	170,000	170,000					1	170,000	170,000	170,000
92018 - Carlsbad	2	148,355	74,178	74,178	2	760,000	380,000	380,000		-611,645	-305,822	-305,822
										-80.48%	-80.48%	-80.48%
91934 - Jacumba	3	143,236	51,618	47,745	2	87,000	43,500	43,500	1	56,236	8,118	4,245
									50.00%	64.64%	18.66%	9.76%
92112 - San Diego	1	139,500	139,500	139,500	1	140,000	140,000	140,000		-500	-500	-500
										-0.36%	-0.36%	-0.36%
91963 - Potrero	2	129,000	64,500	64,500	1	110,000	110,000	110,000	1	19,000	-45,500	-45,500
									100.00%	17.27%	-41.36%	-41.36%

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
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This Month (Oct 1998)

Last Month (Sep 1998)

Change

Area	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$
92088 - Fallbrook	1	123,000	123,000	123,000					1	123,000	123,000	123,000
92068 - San Luis Rey	1	107,000	107,000	107,000					1	107,000	107,000	107,000
92030 - Escondido	1	92,500	92,500	92,500					1	92,500	92,500	92,500
92049 - Oceanside	5	76,545	16,545	15,309					5	76,545	16,545	15,309
91931 - Guatay	1	62,500	62,500	62,500	1	87,000	87,000	87,000		-24,500	-24,500	-24,500
92033 - Escondido	1	40,000	40,000	40,000					1	40,000	40,000	40,000
92169 - San Diego	1	38,000	38,000	38,000					1	38,000	38,000	38,000
92198 - San Diego	1	13,500	13,500	13,500					1	13,500	13,500	13,500
92177 - San Diego					1	160,000	160,000	160,000	-1	-160,000	-160,000	-160,000
92178 - Coronado					1	922,500	922,500	922,500	-1	-922,500	-922,500	-922,500
92055 - Camp Pendleton					1	170,000	170,000	170,000	-1	-170,000	-170,000	-170,000
92059 - Pala					3	1,114,500	462,000	371,500	-3	-1,114,500	-462,000	-371,500

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
									-3.60%	-3.78%	.59%	-.44%

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This Month (Oct 1998)

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Change

Area	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$	Total #	Total \$	Median \$	Average \$
91912 - Chula Vista					1	700,000	700,000	700,000	-1	-700,000	-700,000	-700,000
									-100.00%	-100.00%	-100.00%	-100.00%
91917 - Dulzura					1	175,000	175,000	175,000	-1	-175,000	-175,000	-175,000
									-100.00%	-100.00%	-100.00%	-100.00%

Market Totals	5,724	1,295,426,198	170,000	227,188	5,938	1,346,327,312	169,000	228,191	214	50,901,114	1,000	1,003
									-3.60%	-3.78%	.59%	-.44%