

# MARKET CONDITION REPORT

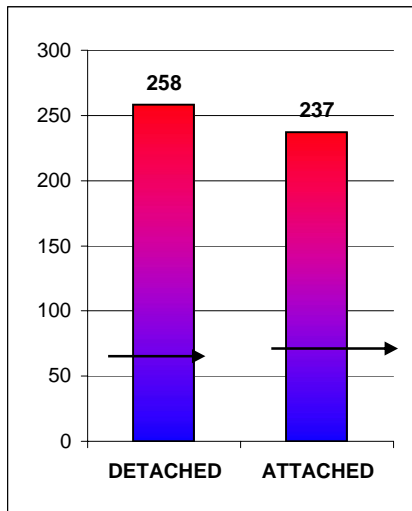
## SAN DIEGO COUNTY-NORTH COASTAL

SINGLE FAMILY (DETACHED) 60 DAY SNAPSHOT

December 21, 2006

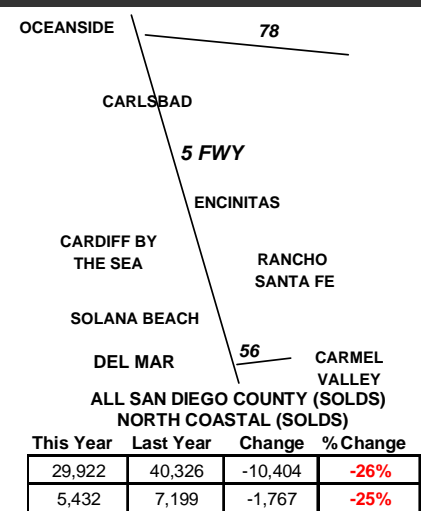
AREA	TOTAL ACTIVE LIST	SOLDS PER MONTH	FAILED MONTH	PERCENT SELLING	DAYS SUPPLY	DAYS ON MARKET (SOLD)	60 DAY ABSORB	MEDIAN LIST PRICE	MEDIAN ASK AT OFFER	MEDIAN CLOSE
Oceanside	717	94	196	32%	234	69	26%	\$550	\$527	\$510
Carlsbad	449	63	134	32%	219	66	28%	\$897	\$799	\$776
Encinitas	191	33	46	42%	176	84	35%	\$1,299	\$925	\$895
Cardiff by the Sea	37	3	4	38%	444	76	14%	\$1,300	\$1,099	\$1,029
Rancho Santa Fe	215	13	33	28%	516	114	12%	\$3,795	\$2,585	\$2,275
Solana Beach	42	5	12	30%	252	71	24%	\$1,485	\$1,325	\$1,175
Carmel Valley	176	27	49	36%	196	78	31%	\$1,250	\$988	\$925
Del Mar	81	10	20	32%	256	111	24%	\$2,395	\$1,295	\$1,250

DAYS SUPPLY



	DETACHED	ATTACHED
TOTAL ACTIVE LISTED:	1,908	935
SOLD MONTH:	247	120
FAILED MONTH:	494	285
PERCENT SELLING:	33%	30%
DAYS SUPPLY:	258	237
DAYS ON MARKET:	75	82
LIST PRICE:	\$1,250	\$464
ASK AT OFFER:	\$859	\$442
CLOSING PRICE:	\$814	\$430
60 DAY ABSORB RATE:	26%	26%
LIST TO CLOSE:	113 days	122 days
PENDING:	457	288

MAP OF NORTH COASTAL



CONDO TOWNHOME (ATTACHED) 60 DAY SNAPSHOT

December 21, 2006

AREA	TOTAL ACTIVE LIST	SOLDS PER MONTH	FAILED MONTH	PERCENT SELLING	DAYS SUPPLY	DAYS ON MARKET (SOLD)	60 DAY ABSORB	MEDIAN LIST PRICE	MEDIAN ASK AT OFFER	MEDIAN CLOSE
Oceanside	397	45	118	28%	268	85	23%	\$341	\$319	\$320
Carlsbad	245	32	74	30%	233	90	26%	\$469	\$450	\$437
Encinitas	73	10	24	28%	231	76	26%	\$475	\$450	\$450
Cardiff by the Sea	20	5	4	59%	120	68	51%	\$799	\$445	\$435
Rancho Santa Fe	22	No Sale	3	No Sale	No Sale	No Sale	No Sale	\$877	No Sale	No Sale
Solana Beach	45	6	15	28%	245	59	25%	\$775	\$849	\$775
Carmel Valley	91	19	37	34%	144	70	42%	\$475	\$487	\$465
Del Mar	42	4	11	25%	360	99	17%	\$857	\$1,040	\$975