



CalaveraHills.info!

Newsletter & Community Support Information
Presented by Steve & Sue Landis, Keller Williams Realty, Tel: 760.715.6017



Dear Calavera Hills Friends,

Just when we thought Fall was upon us, it turns a balmy 81°! Nothing seems predictable anymore, not the least of which is the real estate market!

In terms of Calavera Hills, there's been quite a bit of work done on the design of the new high school that is scheduled to be built at the corner of Cannon Road and College Blvd. Our lead article talks about the design and some of the obstacles surrounding its construction.

We also have a follow-up to our article on El Salto Falls. The Oceanside City Council has unanimously voted to have research done to make it a park and open space around the falls.

The Fall Calavera Hills Community Garage Sale is scheduled for **Saturday, October 18th, from 7am-12noon**. Once again we'll be donating to the local schools with some of the proceeds. Sign up today at www.CalaveraHills.info, 'Garage Sales' page!

Plus *Announcements* and our regular feature on the real estate market in Calavera Hills:

- The Landis Team's Real Estate Offerings
- Real Estate Market Update
- Real Estate Sales in Calavera Hills

We hope you enjoy it!

Warm Regards,

Sue & Steve Landis

P.S. Your referrals are the heart of our business! If you know anyone that is thinking about buying or selling a home or investing in real estate and would like expert advice and first-class service, let us know. We appreciate your referrals very much and we'd like to thank you in advance for thinking of us!

In this issue...



Plans for the New Carlsbad High School



Oceanside Council Unanimous About El Salto Falls



Fall Community Garage Sale - Just Around The Corner

The New Carlsbad High School - Environmental Issues Will Result In A Construction Delay of At Least One Year

A number of environmental and other challenges impacting the construction of Carlsbad Unified School District's (CUSD's) new high school on a nearly 60-acre site at College Boulevard and Cannon Road was presented to and discussed by the CUSD Board of Trustees at its regularly scheduled meeting on August 13, 2008.

After reviewing the 60 pages of comments produced by multiple agencies regarding the project's June 2008 Environmental Impact Report (EIR), it was decided that there will be at least a one-year delay in the start of construction. Grading had previously been scheduled to commence in November 2008. Unfortunately, construction costs will be driven up by 3-4% because of the delay.



This aerial photo shows the positioning of the new high school at the corner of Cannon Road and College Blvd.

Acknowledging that the obstacles are wide-ranging and significant, John Roach, District Superintendent believes "The issues can be resolved. We need to work through them with U.S. Fish and Wildlife Service, the City of Carlsbad, Preserve Calavera and other agencies as well as with several neighboring property owners. We need to weigh our options in terms of the new high school's design for amenities such as parking and the proposed stadium."



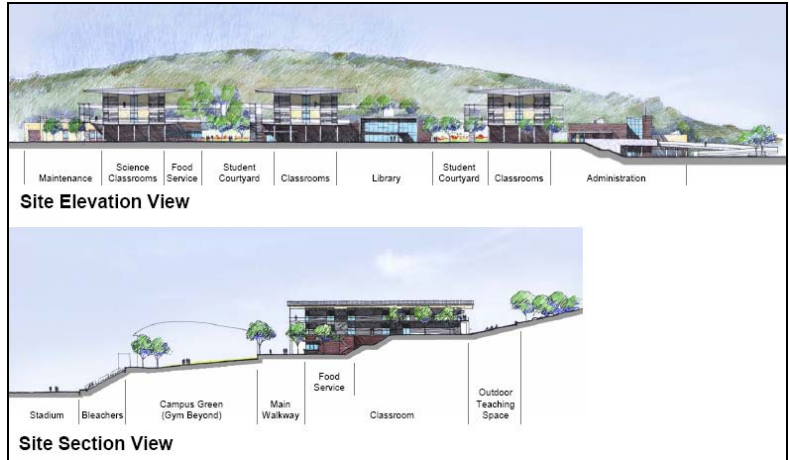
The current plan with the extension to Cannon Road re-routed.

Dr. Roach reports that the District has diligently strived to be environmentally conscientious from the new high school project's inception. He states, "We began our evaluation of the property after the passage of Prop P, once we secured the funding to proceed." In addition, he notes, "The architectural firm of RNT is renowned for its sensitivity to environmental issues. As a local company well-versed in building educational institutions, it is well aware of our area's habitat priorities; it considers itself, as does the District, a stakeholder in our

community's sustainability." Dr. Roach explains, "The new high school is being conceived with a strong life sciences focus that will enable us to develop graduates who are stewards of the land. We are resolved to working through the issues raised during the EIR process and pondering many alternatives so that we can be successful in achieving this goal, while remaining mindful that implementing mitigations and accommodations will add considerably to the cost and possibly detract from desirable campus features. As we go through the process, we intend to remain totally transparent with the agencies, our staff, students and families and with the general public."

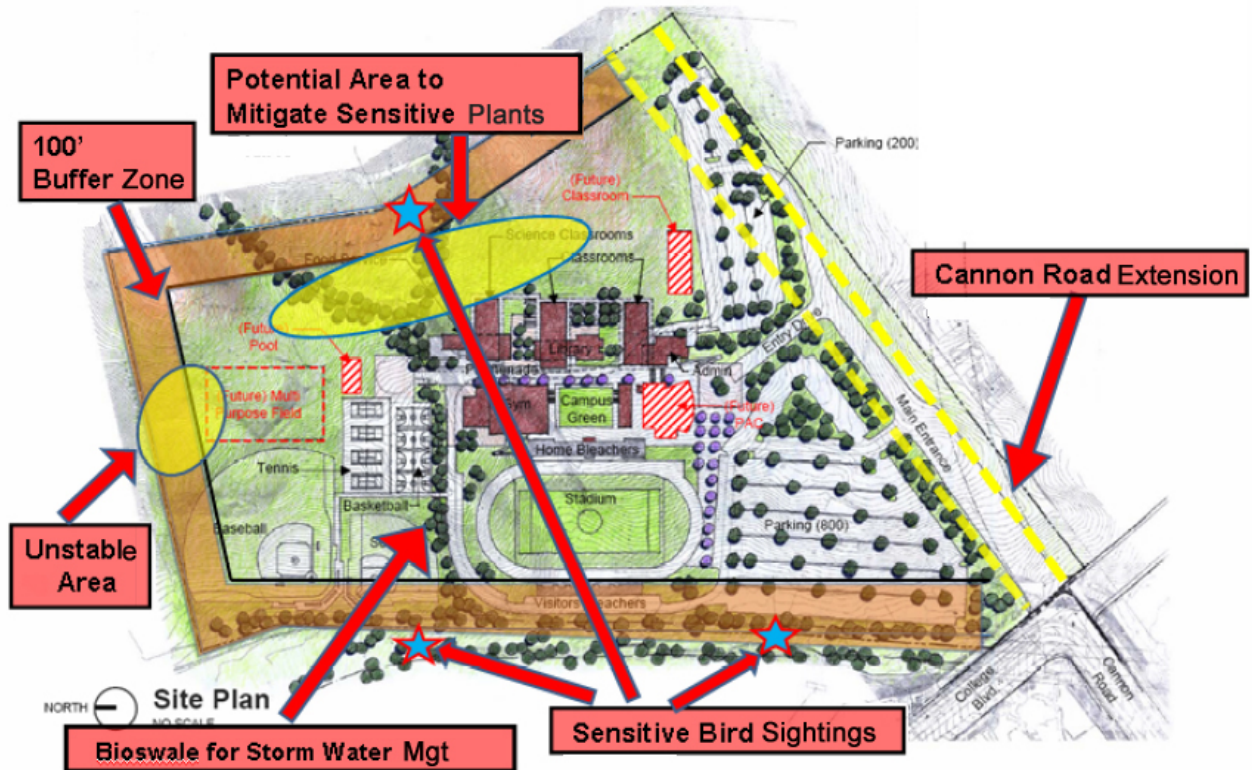
City of Carlsbad-generated issues include storm water management control and the City's General Plan provision for a District-financed Cannon Road extension through the school's originally planned parking lot. The District has requested that the City amend the General Plan to remove the road extension, which many agree is not a necessary circulation element for Carlsbad.

Environmental issues raised by agencies revolve primarily around protected species discovered at or near the site. Animal species include the Coastal California Gnatcatcher and Least Bell's Vireo; the former is on the Federal Threatened Species list and the latter is on the State and Federal Endangered Species list. EIR comments include the necessity for a 100-foot wildlife buffer zone along the perimeter of conservation areas, limitations on noise and light levels that impact the protected species, and mitigation measures due to disturbance of sensitive plant species such as Coastal Sage Scrub, as well as questions about unstable ground at the site's northern edge.



This is an elevation view of the plans. The campus will be built on a hill and will maintain much of the hillside grade in construction.

**New CUSD High School at College Blvd and Cannon Road
Environmental and Site Issues**



At its August 13 meeting, the Board directed Dr. Roach to study the comments in detail and to evaluate viable options, stressing that options resulting in extreme delays and/or skyrocketing costs would be unacceptable. Many major issues, and corresponding options, involve the proposed stadium, which initially was designed to feature lights for night games, 3,000 east-side home bleachers and 1,000 west-side visitor bleachers. A 100-foot-wide buffer zone would eliminate the visitor bleachers and could affect adjacent ball fields and reduce parking, originally

slated for a total of 1,000 spaces. Noise and light studies can be conducted to determine decibel level impact. Measures such as the construction of an eight-foot-high wall behind the visitor bleachers and/or limitations on stadium lighting and nighttime activities could be undertaken. The District could also apply for an "Incidental Take" permit to mitigate for protected animal species and pay the mitigation costs.

If a full stadium is not constructed, the District would have to consider holding the new high school's football games and other outdoor activities at the Carlsbad High School stadium, which is being renovated, and/or offering families high school enrollment based on choice rather than boundaries.

Dr. Roach confirms that he is meticulously perusing the EIR comments and investing in a long-term view of the options. He believes, "The issues are significant and will impact our students, their families and the Carlsbad community. I am reminded of the traditional Native American admonition to think seven generations into the future. We are at a key threshold in the life of our District and of Carlsbad. We need to ponder the alternatives wisely. The sustainability of protected species is at stake. So is the sustainability of our District's quality of education and the quality of life in our community." (Source: CUSD web site)

Committee Recommends the Preservation of El Salto Falls

Spurred by more than 15 public speakers, the Oceanside City Council voted unanimously Wednesday to pursue preserving El Salto Falls, even though a separate effort to reclaim and preserve the falls and Buena Vista Creek is already under way.

Members of Oceanside's Parks and Recreation Committee urged the council to ask city staffers to explore making 4 acres, including the falls, a city park or designating it as open space.

Several council members said they were disappointed that the shopping center ended up so close to what is perhaps the most rare and striking natural landmark in Oceanside. Councilwoman Esther Sanchez said there was supposed to be a 50-foot buffer between the falls and the shopping center's retaining wall. "It didn't happen," Sanchez said. Ann Gunter of the Lightfoot Planning Group, which represents Hansen Aggregates, the former operator of a sand mine on much of the property, said the company intends to do what's right for the falls and added that calls for other efforts from city staff are simply unnecessary. "The preservation of the falls, and the restoration of the creek, has always been a part of the restoration plan," Gunter said. But some people were not satisfied that property owners and bureaucrats would make sure that the falls are preserved and perhaps made into a city park. They noted that more than 100 acres just west of the falls, which are in Carlsbad, are slated for a housing development.



This is a recent photo of El Salto Falls facing north. Lots of debris has been pulled out of the falls area in recent years.

Mayor Jim Wood said he, too, was disappointed with the result of previous development efforts in what was formerly a sand mine south of Highway 78 and west of College Boulevard. "If we had been on top of it the last time, we wouldn't have a building sitting on top of the falls," Wood said. Several council members were worried about requests from some residents to rezone the 4-acre property to create a park. That, said City Attorney John Mullen, could constitute a "taking" from the Corky McMillin Company, which owns the El Salto falls and surrounding real estate.

"They may require compensation," Mullen said. Councilman Jerry Kern cautioned the council to avoid rezoning if it could open the city to legal action. "We can't just declare a park at any time," he said. (Source: NCTimes.com)

It's That Time Again – The Fall Calavera Hills Community Garage Sale!

The Fall Calavera Hills Community Garage Sale is just around the corner. Once again The Landis Real Estate Team is sponsoring the event to benefit the local elementary and middle schools. Don't miss it!

Saturday, October 18th, 7am - 12noon

It's so easy, we do all the newspaper advertising, put out the signs, and put you on the Garage Sale Map, so buyers can find you. Just sign up today at www.CalaveraHills.info, 'Garage Sale' page or call us at (760) 716-4402. This year we're asking for a \$10 donation to go to the Calavera Hills school of your choice. What a great way to support education in our community!

Announcements:

The Landis Real Estate Team would like to announce all of the services that are part of our residential real estate package. You can feel confident that when you work with us on your real estate needs that we can cover with expertise and enthusiasm any residential real estate sales or management project.



The Landis Real Estate Team specializes in selling 'condos to castles' in North County San Diego, both primary residences and investment properties. As the number one team in Calavera Hills and the 92010 zip code, we have earned a reputation for sales and marketing effectiveness, client communication, customer service and attention to detail. Our mantra is 'responsive, results-driven and looking forward to your call!'



CERTIFIED DISTRESSED
PROPERTY EXPERT®

While we hope that our friends and neighbors have come through this housing downturn without major losses, some people need our help to sell their home and get out from under crushing debt and a distressed financial situation. *We care and we want to help.* Although it can be a lot of work for all of those involved, we have become experts in helping home owners through these situations and are certified by the Distressed Property Institute. If you know anyone that would like to talk with us, please give them our telephone number at (760) 716-4402.



Landis Property Management, Inc. is a great resource to have your property managed by local experts. We have a limited number of properties that we manage and so you can count on a high level of communication and attention to detail. With management plans to fit your needs, we can handle finding a tenant or a full-service function of finding a qualified tenant, collecting rents and managing repairs.



Landis Luxury Homes is the division of our business that handles \$1M priced homes and above. We are certified by the **Luxury Home Marketing Institute** and are members of **The Million Dollar Guild** due to our performance in this market segment. We work with both sellers and buyers, and while our primary focus is Carlsbad, we work all over San Diego County. If you are thinking of trading-up to a larger home, this is an ideal market to be doing it. Give us a call and we'd be happy to talk to you more about how we can help you achieve your dreams!

Real Estate Update:

A small 'win' has surfaced in this tough real estate market – our zip code, 92010, has the smallest decrease in the county so far this year at -6.9% (from 2007). And Calavera Hills Master Plan Community has fared very close to that. Here are the numbers for both detached and attached homes in Calavera Hills for 2007 and 2008 year to date (except for quantity sold, all the numbers are averages):

Detached – all subdivisions in Calavera Hills (Source: Sandicor Multiple Listing Service) *Sold price per square foot

| Year | #Sold | Beds | Baths | ESF | SP/SF* | Sold Price | DOM |
|-----------------------|-------------|----------|----------|--------------|--------------|------------------|-------------|
| 2007 (1/1/07-9/15/07) | 44 | 4 | 3 | 2,512 | \$278 | \$689,304 | 59 |
| 2008 (1/1/08-9/15/08) | 29 | 4 | 3 | 2,459 | \$264 | \$643,279 | 37 |
| Difference | -15 | - | - | -53 | -\$14 | -\$46,025 | -22 |
| % Difference | -34% | - | - | -2.1% | -5.0% | -6.7% | -37% |

Attached – all subdivisions in Calavera Hills (Source: Sandicor Multiple Listing Service) *Sold price per square foot

| Year | #Sold | Beds | Baths | ESF | SP/SF* | Sold Price | DOM |
|-----------------------|-------------|----------|----------|-------------|---------------|------------------|-------------|
| 2007 (1/1/07-9/15/07) | 34 | 3 | 3 | 1,445 | \$304 | \$431,938 | 40 |
| 2008 (1/1/08-9/15/08) | 26 | 3 | 3 | 1,556 | \$271 | \$413,640 | 82 |
| Difference | -8 | - | - | 111 | -\$33 | -\$18,298 | 42 |
| % Difference | -24% | - | - | 7.7% | -10.8% | -4.2% | 105% |

While values have held reasonably well year-to-date over the last year, the market is showing some signs of strain lately, with fewer homes in escrow than normal. One type of sale that is putting some downward pressure on the market are 'short sales.' 13 of the 24 detached homes for sale in Calavera Hills are short sales, where the market value is less than what is owed to the lender. A short sale *buyer* expects a discount for going through the process (sometimes many months) of negotiating with the bank prior to the bank approving the sale - so offers on these types of sales are typically below current market values.

Sold by The Landis Team!

The Landis Team Listings!

CALAVERA HILLS REAL ESTATE SALES – Detached Homes Built Since 2000

Active Listings Market Report for Barrington, Nantucket, Sheffield, Capistrano, Montara, The Cliffs, Ravinia and Summerhouse

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market

| Address | Neighborhood | Beds | Baths | ESF | LP/SF | List Price | DOM |
|-----------------------|--------------|------|-------|------|-------|---------------------|-----|
| 2975 Cliff Cir | The Cliffs | 4 | 3 | 1327 | \$345 | \$440,000-\$459,000 | 125 |
| 3708 Azimuth Pl | The Cliffs | 3 | 3 | 1964 | \$267 | \$525,000 | 41 |
| 3724 Whitesands Ct | Barrington | 4 | 3 | 2160 | \$254 | \$549,000 | 50 |
| 3492 Gentle Knoll St | Ravinia | 3 | 3 | 2170 | \$265 | \$535,000-\$575,000 | 16 |
| 3455 Moon Field Dr | Summerhouse | 5 | 4 | 2804 | \$213 | \$599,000 | 26 |
| 3902 Rill Ct | Nantucket | 5 | 3 | 2642 | \$232 | \$615,000 | 1 |
| 3522 Harwich Dr | Barrington | 4 | 3 | 2160 | \$280 | \$575,000-\$605,000 | 121 |
| 3483 Pleasant Vale Dr | Ravinia | 5 | 3 | -- | -- | \$810,000 | 119 |
| 3469 Ravine Dr | Ravinia | 4 | 3 | 2170 | \$276 | \$599,000 | 119 |
| 3510 Rock Ridge Rd | Montara | 4 | 2.5 | 2850 | \$255 | \$699,000-\$729,000 | 104 |
| 4678 Meadow Dr | Summerhouse | 5 | 4 | 2804 | \$267 | \$725,000-\$749,500 | 152 |
| 3575 Rock Ridge Rd | Montara | 4 | 3 | 2164 | \$288 | \$600,000-\$625,000 | 42 |
| 3887 Stoneridge Rd | Nantucket | 5 | 3 | -- | -- | \$719,000-\$725,000 | 163 |
| 3485 Pleasant Vale Dr | Ravinia | 3 | 3 | 2170 | \$230 | \$500,000 | 105 |
| 3966 Foothill Ave | Nantucket | 4 | 3 | 2944 | \$244 | \$699,000-\$719,000 | 35 |
| 3542 Harwich Dr | Barrington | 4 | 3 | 2287 | \$283 | \$629,000-\$649,000 | 91 |
| 3556 Bluff Ct | Barrington | 3 | 3 | 1957 | \$344 | \$674,995 | 20 |
| 3467 Moon Field Dr | Summerhouse | 4 | 3 | 2476 | \$254 | \$629,000 | 105 |
| 3631 Barranca Ct | Barrington | 4 | 3 | 2287 | \$271 | \$599,000-\$620,000 | 33 |
| 3485 Gentle Knoll St | Ravinia | 4 | 3 | 2705 | \$236 | \$639,000 | 47 |
| 4661 Meadow Dr | Summerhouse | 4 | 4 | 2804 | \$256 | \$699,000-\$719,000 | 7 |

| | | | | | | | |
|--------------------|-----------|----------|----------|--------------|--------------|---------------------|-----------|
| 3557 Rock Ridge Rd | Montara | 4 | 5 | 2603 | \$287 | \$719,000-\$749,000 | 182 |
| 3639 Terrace Pl | Sheffield | 5 | 3 | 3315 | \$247 | \$819,900 | 87 |
| 3585 Gorge Pl | Montara | 5 | 3 | 3327 | \$251 | \$837,500 | 79 |
| Averages | | 4 | 3 | 2,459 | \$266 | \$655,037 | 80 |

Pending OMD = Off Market Date (e.g. offer accepted)

| Address | Neighborhood | Bed | Bath | ESF | LP/SF | List Price | OMD | DOM |
|-----------------|--------------|----------|----------|-------------|--------------|------------------|------------|------------|
| 3593 Granite Ct | Montara | 3 | 3 | 2861 | \$214 | \$611,000 | 08/24/2008 | 146 |
| Averages | | 3 | 3 | 2861 | \$214 | \$611,000 | | 146 |

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

| Address | Neighborhood | Beds | Baths | ESF | Sold Price | SP/SF | COE | DOM |
|-----------------------|--------------|----------|----------|--------------|------------------|--------------|------------|-----------|
| 3449 Moon Field Dr | Summerhouse | 4 | 3 | 2165 | \$550,000 | \$254 | 03/28/2008 | 49 |
| 3990 Foothill Dr | Nantucket | 3 | 3 | 2050 | \$590,000 | \$288 | 04/02/2008 | 76 |
| 3864 Stoneridge Rd | Nantucket | 4 | 2.5 | 2662 | \$618,000 | \$244 | 04/04/2008 | 34 |
| 3733 Saddle Dr | Capistrano | 4 | 3.5 | 3190 | \$740,000 | \$232 | 04/15/2008 | 99 |
| 3965 Foothill Ave | Nantucket | 5 | 3 | 2944 | \$690,000 | \$234 | 04/17/2008 | 69 |
| 3431 Pleasant Vale Dr | Ravinia | 5 | 3 | 2705 | \$650,000 | \$240 | 05/05/2008 | 7 |
| 3444 Moon Field Dr | Summerhouse | 4 | 4 | -- | \$730,000 | \$234 | 04/30/2008 | 54 |
| 3906 Rill Ct | Nantucket | 4 | 3 | 2944 | \$740,000 | \$251 | 05/02/2008 | 28 |
| 4658 Meadow Dr | Summerhouse | 4 | 3 | 2805 | \$683,000 | \$243 | 05/09/2008 | 25 |
| 3516 Rock Ridge Rd | Montara | 4 | 3 | 2691 | \$599,000 | \$222 | 05/09/2008 | 10 |
| 4672 Meadow Dr | Summerhouse | 4 | 3 | 2476 | \$648,500 | \$261 | 06/09/2008 | 6 |
| 3566 Sand Ct | Montara | 4 | 3 | 2691 | \$625,000 | \$232 | 06/16/2008 | 50 |
| 3635 Promontory Pl | Barrington | 4 | 3 | 2160 | \$575,000 | \$266 | 06/23/2008 | 19 |
| 3872 Stoneridge Rd | Nantucket | 4 | 4 | 2765 | \$671,856 | \$242 | 07/01/2008 | 8 |
| 3998 Foothill Ave | Nantucket | 4 | 3 | 2944 | \$800,000 | \$271 | 07/01/2008 | 35 |
| 3567 Cay Dr | Barrington | 4 | 2.5 | 2160 | \$610,000 | \$282 | 07/18/2008 | 9 |
| 3514 Rock Ridge Rd | Montara | 4 | 3 | 2164 | \$595,000 | \$274 | 08/11/2008 | 51 |
| 3953 Foothill Ave | Nantucket | 4 | 3 | 2944 | \$705,500 | \$239 | 08/21/2008 | 14 |
| Averages | | 4 | 3 | 2,615 | \$656,714 | \$251 | | 36 |

This information was compiled by the Landis Real Estate Team on September 17, 2008 from the Multiple Listing Service. If your home is currently listed with another company, please do not consider this a solicitation

CALAVERA HILLS REAL ESTATE SALES – Detached Homes Built Before 2000

Active Listings

Market Report for The Colony/Edinburgh Estates and The Knolls

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market

| Address | Neighborhood | Beds | Baths | ESF | LP/SF | List Price | DOM |
|-----------------|--------------|----------|----------|-------------|--------------|------------------|-----------|
| 3519 Milford Pl | The Trails | 3 | 3 | 1522 | \$275 | \$420,000 | 43 |
| Averages | | 3 | 3 | 1522 | \$275 | \$420,000 | 43 |

Pending OMD = Off Market Date (e.g. offer accepted)

| Address | Neighborhood | Bed | Bath | ESF | LP/SF | List Price | OMD | DOM |
|-----------------|--------------|----------|----------|----------|------------|------------|-----|----------|
| NONE | | 0 | 0 | 0 | \$0 | \$0 | | 0 |
| Averages | | 0 | 0 | 0 | \$0 | \$0 | | 0 |

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

| | | | | | | | | |
|------------------|------------|----------|----------|--------------|------------------|--------------|------------|-----------|
| 3174 Seabury St | The Knolls | 3 | 3 | 1791 | \$492,500 | \$274 | 08/29/2008 | 22 |
| 2761 Glasgow Dr | The Colony | 4 | 3 | 2089 | \$649,000 | \$310 | 03/28/2008 | 14 |
| 2730 Inverness | The Colony | 3 | 2 | 1850 | \$540,000 | \$291 | 05/05/2008 | 35 |
| 3528 Simsbury Ct | The Knolls | 3 | 2.5 | 1791 | \$525,000 | \$293 | 06/17/2008 | 20 |
| Averages | | 3 | 3 | 1,880 | \$551,625 | \$293 | | 23 |

CALAVERA HILLS REAL ESTATE SALES – Attached Homes Built Since 2000

Active Listings

Market Report for Mystic Point

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market

| Address | Neighborhood | Beds | Baths | ESF | LP/SF | List Price | DOM |
|-------------------|--------------|----------|------------|--------------|--------------|---------------------|-----------|
| 4086 Karst Rd | Mystic Point | 3 | 2 | 1341 | \$290 | \$389,000 | 1 |
| 3752 Jetty Pt | Mystic Point | 3 | 2.5 | 1535 | \$260 | \$399,760 | 160 |
| 4088 Karst Rd | Mystic Point | 3 | 2.5 | -- | -- | \$399,000-\$430,000 | 124 |
| 4084 Karst Rd | Mystic Point | 3 | 2.5 | 1535 | \$292 | \$449,000 | 41 |
| 4030 Backshore Ct | Mystic Point | 3 | 2.5 | 1509 | \$297 | \$425,000-\$449,000 | 23 |
| Averages | | 3 | 2.5 | 1,526 | \$283 | \$431,940 | 87 |

Pending OMD = Off Market Date (e.g. offer accepted)

| Address | Neighborhood | Bed | Bath | ESF | LP/SF | List Price | OMD | DOM |
|-------------------|--------------|----------|------------|--------------|--------------|---------------------|------------|-----------|
| 4015 Peninsula Dr | Mystic Point | 3 | 2.5 | 1509 | \$284 | \$429,000 | 09/16/2008 | 57 |
| 4109 Karst Rd | Mystic Point | 3 | 2.5 | 1535 | \$289 | \$399,000-\$444,000 | 08/06/2008 | 213 |
| 3725 Jetty Pt | Mystic Point | 3 | 2.5 | 1390 | \$252 | \$350,000 | 09/11/2008 | 1 |
| Averages | | 3 | 2.5 | 1,478 | \$275 | \$407,667 | | 90 |

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

| Address | Neighborhood | Beds | Baths | ESF | Sold Price | SP/SF | COE | DOM |
|-------------------|--------------|----------|------------|--------------|------------------|--------------|------------|------------|
| 4087 Peninsula Dr | Mystic Point | 2 | 2 | 1363 | \$370,000 | \$271 | 07/31/2008 | 272 |
| 4090 Peninsula Dr | Mystic Point | 2 | 2 | 1341 | \$390,000 | \$290 | 06/26/2008 | 205 |
| 4047 Peninsula Dr | Mystic Point | 3 | 2.5 | 1390 | \$415,000 | \$299 | 04/02/2008 | 8 |
| 3705 Jetty Pt | Mystic Point | 3 | 2.5 | 1411 | \$425,000 | \$301 | 05/23/2008 | 89 |
| 4113 Peninsula Dr | Mystic Point | 3 | 2.5 | 1535 | \$457,000 | \$298 | 06/30/2008 | 28 |
| 4060 Peninsula Dr | Mystic Point | 3 | 2.5 | 1535 | \$469,900 | \$306 | 06/24/2008 | 13 |
| Averages | | 3 | 2.3 | 1,429 | \$421,150 | \$294 | | 103 |

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CALAVERA HILLS REAL ESTATE SALES – Attached Homes Built Before 2000

Active Listings

Market Report for The Villas, The Crest, The Trails, The Cape

ESF = Estimated Square Feet

LP/SF = List price per square foot

DOM = Days On Market

| Address | Neighborhood | Beds | Baths | ESF | LP/SF | List Price | DOM |
|----------------------|--------------|----------|----------|-------------|--------------|------------------|-----------|
| 2878 Andover Ave | The Villas | 3 | 2 | 1362 | \$264 | \$360,000 | 26 |
| 4664 Woodstock St | The Cape | 2 | 2 | 1119 | \$326 | \$364,900 | 66 |
| 3541 Cedar Bridge Wy | The Villas | 3 | 2 | 1362 | \$268 | \$364,900 | 58 |
| 3550 Ridgewood Way | The Villas | 3 | 2 | 1512 | \$248 | \$375,000 | 123 |
| 3728 Lenox Ct | The Crest | 3 | 2 | 1276 | \$302 | \$385,000 | 29 |
| 2967 Lexington Cir | The Cape | 4 | 3 | 1724 | \$270 | \$465,000 | 47 |
| 2977 Lexington Cir | The Cape | 4 | 3 | 1724 | \$287 | \$495,000 | 70 |
| 3776 Portland Ct | The Crest | 3 | 3 | 1693 | \$236 | \$399,900 | 6 |
| 3782 Portland Ct | The Crest | 3 | 3 | 1693 | \$239 | \$405,000 | 44 |
| 2972 Lexington Ct | The Cape | 4 | 3 | 1724 | \$283 | \$489,000 | 24 |
| Averages | | 3 | 3 | 1519 | \$272 | \$410,370 | 49 |

Pending OMD = Off Market Date (e.g. offer accepted)

| Address | Neighborhood | Bed | Bath | ESF | LP/SF | List Price | OMD | DOM |
|------------------|--------------|----------|----------|-------------|--------------|---------------------|-----------|------------|
| 2845 Andover Ave | The Villas | 2 | 2 | 1000 | \$275 | \$250,000-\$275,000 | 9/11/2008 | 183 |
| 2866 Andover Ave | The Villas | 2 | 2 | 1362 | \$219 | \$298,900 | 9/10/2008 | 85 |
| Averages | | 2 | 2 | 1181 | \$247 | \$286,950 | | 134 |

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

| Address | Neighborhood | Beds | Baths | ESF | Sold Price | SP/SF | COE | DOM |
|--------------------|--------------|----------|----------|-------------|------------------|--------------|-----------|-----------|
| 2810 Fairfield Ave | The Villas | 2 | 2 | 994 | \$290,000 | \$291 | 7/15/2008 | 321 |
| 2890 Sanford Ln | The Villas | 2 | 2 | 1000 | \$300,000 | \$300 | 6/27/2008 | 85 |
| 3786 Portland Ct | The Crest | 2 | 2 | 1000 | \$320,000 | \$320 | 5/30/2008 | 108 |
| 3778 Portland Ct | The Crest | 3 | 2 | 1276 | \$325,000 | \$255 | 6/20/2008 | 114 |
| 3018 Greenwich St | The Trails | 4 | 2.5 | 1701 | \$411,000 | \$242 | 3/24/2008 | 98 |
| 3015 Glenbrook St | The Trails | 3 | 2 | 1362 | \$420,000 | \$308 | 6/20/2008 | 5 |
| 2974 Lexington Cr | The Cape | 4 | 2.5 | 1724 | \$445,000 | \$258 | 3/28/2008 | 25 |
| 3611 Harwich Dr | The Trails | 4 | 3 | 1997 | \$470,000 | \$235 | 5/14/2008 | 112 |
| 3533 Hastings Dr | The Trails | 4 | 3 | 1997 | \$473,000 | \$237 | 6/11/2008 | 6 |
| 3518 Hastings Dr | The Trails | 4 | 2.5 | 1997 | \$475,000 | \$238 | 4/25/2008 | 17 |
| 3048 Glenbrook St | The Trails | 5 | 3 | 2277 | \$508,000 | \$223 | 4/18/2008 | 26 |
| 3763 Portland Ct | The Crest | 3 | 3 | 1693 | \$394,750 | \$233 | 9/05/2008 | 187 |
| 4537 Hartford Pl | The Cape | 4 | 3 | 1724 | \$425,000 | \$247 | 8/11/2008 | 19 |
| Averages | | 3 | 3 | 1596 | \$404,365 | \$261 | | 86 |

This information was compiled by the Landis Real Estate Team on Sept 17, 2008 from the Multiple Listing Service. If your home is currently listed with another company, please do not consider this a solicitation