

MONTH ENDING JANUARY 31, 2005
LOTS AND LAND

Zip Code	New Listings	Average List Price	Median List Price	Total New Listing Value	Sold Listings	Average Sold Price	Median Sale Price	Total Sold Value	% Sale Price to List Price	Average Days on Market
91901 ALPINE	10	\$570,000	\$395,000	\$5,700,000	1	\$400,000	\$400,000	\$400,000	95.26%	149
91902 BONITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91905 BOULEVARD	5	\$1,573,980	\$135,000	\$7,869,900	1	\$69,900	\$69,900	\$69,900	100.14%	76
91906 CAMPO	2	\$274,999	\$199,999	\$549,999	1	\$175,000	\$175,000	\$175,000	106.06%	36
91910 CHULA VISTA	2	\$1,150,000	\$700,000	\$2,300,000	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	3	\$721,333	\$399,000	\$2,164,000	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	3	\$1,114,666	\$1,195,000	\$3,344,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	1	\$220,000	\$220,000	\$220,000	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	2	\$272,500	\$225,000	\$545,000	92.45%	225
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91934 JACUMBA	4	\$867,500	\$40,000	\$3,470,000	0	\$	\$	\$	0.00%	
91935 JAMUL	7	\$484,714	\$350,000	\$3,393,000	0	\$	\$	\$	0.00%	
91941 LA MESA	8	\$684,469	\$575,000	\$5,475,752	2	\$287,500	\$250,000	\$575,000	95.85%	56
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$500,000	\$500,000	\$500,000	1	\$520,000	\$520,000	\$520,000	86.67%	162
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$225,000	\$225,000	\$225,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	3	\$307,666	\$198,000	\$923,000	1	\$408,000	\$408,000	\$408,000	96.00%	56
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	1	\$535,000	\$535,000	\$535,000	0	\$	\$	\$	0.00%	
92003 BONSAI	2	\$449,000	\$229,000	\$898,000	1	\$1,250,000	\$1,250,000	\$1,250,000	96.53%	10
92004 BORREGO SPRINGS	3	\$91,333	\$120,000	\$274,000	1	\$150,000	\$150,000	\$150,000	85.71%	245
92007 CARDIFF BY THE SEA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92008 CARLSBAD	5	\$1,412,975	\$949,876	\$7,064,876	0	\$	\$	\$	0.00%	
92009 CARLSBAD	4	\$450,000	\$150,000	\$1,800,000	0	\$	\$	\$	0.00%	
92014 DEL MAR	2	\$739,000	\$	\$1,478,000	1	\$2,100,000	\$2,100,000	\$2,100,000	84.00%	36
92019 EL CAJON	3	\$396,666	\$350,000	\$1,190,000	1	\$125,000	\$125,000	\$125,000	92.59%	28
92020 EL CAJON	0	\$	\$	\$	1	\$250,000	\$250,000	\$250,000	71.74%	67
92021 EL CAJON	2	\$912,500	\$325,000	\$1,825,000	1	\$179,900	\$179,900	\$179,900	99.94%	46
92024 ENCINITAS	4	\$1,300,000	\$1,450,000	\$5,200,000	1	\$1,300,000	\$1,300,000	\$1,300,000	93.19%	141
92025 ESCONDIDO	5	\$313,375	\$329,000	\$1,566,876	2	\$212,400	\$174,800	\$424,800	90.96%	51
92026 ESCONDIDO	11	\$490,718	\$280,000	\$5,397,900	2	\$597,500	\$420,000	\$1,195,000	85.42%	35
92027 ESCONDIDO	5	\$627,975	\$300,000	\$3,139,876	1	\$2,000,000	\$2,000,000	\$2,000,000	93.02%	36
92028 FALLBROOK	16	\$854,431	\$365,000	\$13,670,900	2	\$394,500	\$339,000	\$789,000	98.75%	148
92029 ESCONDIDO	5	\$2,644,775	\$655,000	\$13,223,876	0	\$	\$	\$	0.00%	
92036 JULIAN	18	\$123,759	\$85,000	\$2,227,666	9	\$84,361	\$35,000	\$759,250	89.85%	41
92037 LA JOLLA	6	\$1,589,479	\$1,395,000	\$9,536,876	0	\$	\$	\$	0.00%	
92040 LAKESIDE	5	\$256,575	\$210,000	\$1,282,876	5	\$586,200	\$315,000	\$2,931,000	92.03%	63
92054 OCEANSIDE	10	\$768,340	\$574,000	\$7,683,400	3	\$1,057,666	\$1,500,000	\$3,173,000	83.72%	23
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	2	\$230,000	\$35,000	\$460,000	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	4	\$274,000	\$199,000	\$1,096,000	0	\$	\$	\$	0.00%	
92064 POWAY	8	\$593,306	\$275,000	\$4,746,452	2	\$112,500	\$50,000	\$225,000	95.74%	64
92065 RAMONA	15	\$766,258	\$420,000	\$11,493,876	3	\$338,750	\$365,000	\$1,016,250	99.15%	148
92066 RANCHITA	1	\$135,000	\$135,000	\$135,000	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	7	\$2,070,000	\$2,285,000	\$14,490,000	2	\$912,500	\$850,000	\$1,825,000	82.95%	71
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	2	\$622,000	\$349,000	\$1,244,000	2	\$1,575,000	\$400,000	\$3,150,000	85.14%	138
92070 SANTA YSABEL	2	\$386,438	\$160,876	\$772,876	0	\$	\$	\$	0.00%	
92071 SANTEE	2	\$909,400	\$318,800	\$1,818,800	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	1	\$1,350,000	\$1,350,000	\$1,350,000	1	\$585,000	\$585,000	\$585,000	106.36%	1

92078	SAN MARCOS	3	\$561,666	\$535,000	\$1,685,000	0	\$	\$	\$	0.00%	
92081	VISTA	4	\$1,230,000	\$375,000	\$4,920,000	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	9	\$1,776,944	\$325,000	\$15,992,500	1	\$270,000	\$270,000	\$270,000	100.37%	35
92083	VISTA	0	\$	\$	\$	1	\$600,000	\$600,000	\$600,000	89.55%	1,011
92084	VISTA	7	\$1,879,571	\$335,000	\$13,157,000	2	\$307,000	\$265,000	\$614,000	88.47%	38
92086	WARNER SPRINGS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92091	RANCHO SANTA FE	2	\$2,347,000	\$1,199,000	\$4,694,000	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	1	\$1,250,000	\$1,250,000	\$1,250,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	4	\$715,500	\$650,000	\$2,862,000	0	\$	\$	\$	0.00%	
92103	MISSION HILLS	3	\$523,333	\$295,000	\$1,570,000	0	\$	\$	\$	0.00%	
92104	NORTH PARK	3	\$483,333	\$250,000	\$1,450,000	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	2	\$324,500	\$250,000	\$649,000	0	\$	\$	\$	0.00%	
92106	POINT LOMA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92107	OCEAN BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	1	\$875,000	\$875,000	\$875,000	0	\$	\$	\$	0.00%	
92111	LINDA VISTA	2	\$1,250,000	\$850,000	\$2,500,000	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92114	ENCANTO	2	\$612,500	\$250,000	\$1,225,000	0	\$	\$	\$	0.00%	
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	2	\$2,700,000	\$1,800,000	\$5,400,000	0	\$	\$	\$	0.00%	
92118	CORONADO	1	\$5,495,000	\$5,495,000	\$5,495,000	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92120	DEL CERRO	1	\$1,150,000	\$1,150,000	\$1,150,000	0	\$	\$	\$	0.00%	
92121	SORRENTO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92122	UNIVERSITY CITY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92123	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92124	TIERRASANTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92126	MIRA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92127	RANCHO BERNARDO	4	\$860,000	\$1,095,000	\$3,440,000	1	\$720,000	\$720,000	\$720,000	92.43%	119
92128	RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	4	\$1,492,938	\$1,075,876	\$5,971,752	0	\$	\$	\$	0.00%	
92131	SCRIPPS MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	1	\$1,350,000	\$1,350,000	\$1,350,000	0	\$	\$	\$	0.00%	
92154	OTAY MESA	2	\$1,862,500	\$725,000	\$3,725,000	1	\$1,150,000	\$1,150,000	\$1,150,000	100.00%	106
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	4	\$6,137,250	\$1,750,000	\$24,549,000	0	\$	\$	\$	0.00%	
TOTALS		264			\$257,147,029	56			\$29,475,100		