

MONTH ENDING JANUARY 31, 2004
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	7	\$408,271	\$325,000	\$2,857,900	4	\$231,750	\$227,000	\$927,000	75.12%	34
91902 BONITA	0	\$	\$	\$	1	\$270,000	\$270,000	\$270,000	90.30%	57
91905 BOULEVARD	8	\$600,437	\$195,000	\$4,803,500	0	\$	\$	\$	0.00%	
91906 CAMPO	3	\$198,333	\$100,000	\$595,000	2	\$252,500	\$85,000	\$505,000	78.92%	274
91910 CHULA VISTA	3	\$466,666	\$500,000	\$1,400,000	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	0	\$	\$	\$	1	\$559,000	\$559,000	\$559,000	100.00%	33
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	1	\$125,876	\$125,876	\$125,876	1	\$190,000	\$190,000	\$190,000	95.05%	217
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	2	\$650,000	\$650,000	\$1,300,000	1	\$1,450,000	\$1,450,000	\$1,450,000	87.88%	194
91934 JACUMBA	1	\$60,000	\$60,000	\$60,000	1	\$99,000	\$99,000	\$99,000	99.00%	31
91935 JAMUL	4	\$409,500	\$345,000	\$1,638,000	6	\$165,783	\$142,400	\$994,700	88.84%	124
91941 LA MESA	2	\$287,000	\$259,000	\$574,000	0	\$	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	\$	1	\$110,000	\$110,000	\$110,000	95.65%	13
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$499,000	\$499,000	\$499,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	5	\$379,175	\$375,000	\$1,895,876	5	\$95,000	\$50,954	\$475,000	86.36%	46
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	1	\$59,995	\$59,995	\$59,995	0	\$	\$	\$	0.00%	
92003 BONSAI	1	\$1,400,000	\$1,400,000	\$1,400,000	2	\$358,750	\$295,000	\$717,500	97.09%	163
92004 BORREGO SPRINGS	4	\$67,597	\$24,900	\$270,390	0	\$	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	\$	1	\$124,000	\$124,000	\$124,000	99.28%	206
92008 CARLSBAD	2	\$575,000	\$550,000	\$1,150,000	0	\$	\$	\$	0.00%	
92009 CARLSBAD	0	\$	\$	\$	1	\$339,500	\$339,500	\$339,500	97.00%	8
92014 DEL MAR	2	\$1,287,938	\$1,075,876	\$2,575,876	0	\$	\$	\$	0.00%	
92019 EL CAJON	4	\$141,000	\$149,000	\$564,000	2	\$167,125	\$110,000	\$334,250	72.04%	23
92020 EL CAJON	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92021 EL CAJON	4	\$1,994,444	\$1,288,888	\$7,977,776	0	\$	\$	\$	0.00%	
92024 ENCINITAS	8	\$844,625	\$575,000	\$6,757,000	5	\$596,300	\$539,000	\$2,981,500	68.78%	53
92025 ESCONDIDO	3	\$367,666	\$229,000	\$1,103,000	2	\$167,500	\$150,000	\$335,000	85.90%	290
92026 ESCONDIDO	6	\$353,150	\$250,000	\$2,118,900	2	\$212,500	\$195,000	\$425,000	89.47%	447
92027 ESCONDIDO	4	\$898,475	\$299,900	\$3,593,900	2	\$102,500	\$80,000	\$205,000	100.00%	156
92028 FALLBROOK	16	\$358,868	\$279,500	\$5,741,900	7	\$208,357	\$230,000	\$1,458,500	95.55%	144
92029 ESCONDIDO	1	\$235,000	\$235,000	\$235,000	1	\$800,000	\$800,000	\$800,000	100.00%	86
92036 JULIAN	17	\$325,305	\$79,500	\$5,530,200	11	\$76,300	\$50,000	\$839,300	96.75%	102
92037 LA JOLLA	1	\$825,000	\$825,000	\$825,000	0	\$	\$	\$	0.00%	
92040 LAKESIDE	9	\$340,655	\$270,000	\$3,065,900	1	\$375,000	\$375,000	\$375,000	83.33%	131
92054 OCEANSIDE	2	\$1,262,500	\$545,000	\$2,525,000	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	1	\$1,700,000	\$1,700,000	\$1,700,000	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	2	\$925,000	\$	\$1,850,000	0	\$	\$	\$	0.00%	
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$219,000	\$219,000	\$219,000	1	\$350,000	\$350,000	\$350,000	92.35%	347
92061 PAUMA VALLEY	3	\$197,666	\$169,000	\$593,000	3	\$1,590,000	\$2,300,000	\$4,770,000	189.29%	156
92064 POWAY	14	\$774,689	\$590,000	\$10,845,652	2	\$420,000	\$340,000	\$840,000	89.36%	352
92065 RAMONA	20	\$292,075	\$269,900	\$5,841,500	2	\$240,500	\$206,000	\$481,000	102.36%	47
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	10	\$2,789,500	\$1,495,000	\$27,895,000	4	\$961,250	\$625,000	\$3,845,000	89.03%	75
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	5	\$486,000	\$230,000	\$2,430,000	0	\$	\$	\$	0.00%	
92070 SANTA YSABEL	2	\$175,438	\$60,000	\$350,876	0	\$	\$	\$	0.00%	
92071 SANTEE	1	\$300,000	\$300,000	\$300,000	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	\$	2	\$847,500	\$395,000	\$1,695,000	96.94%	80

92078	SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081	VISTA	1	\$479,000	\$479,000	\$479,000	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	12	\$271,083	\$195,000	\$3,253,000	8	\$470,718	\$159,000	\$3,765,750	96.94%	129
92083	VISTA	4	\$129,500	\$149,000	\$518,000	1	\$367,000	\$367,000	\$367,000	95.32%	42
92084	VISTA	4	\$584,250	\$349,000	\$2,337,000	2	\$764,500	\$729,000	\$1,529,000	98.65%	272
92086	WARNER SPRINGS	1	\$115,000	\$115,000	\$115,000	0	\$	\$	\$	0.00%	
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	1	\$449,900	\$449,900	\$449,900	0	\$	\$	\$	0.00%	
92103	MISSION HILLS	1	\$495,000	\$495,000	\$495,000	1	\$520,000	\$520,000	\$520,000	98.11%	11
92104	NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	2	\$100,450	\$59,000	\$200,900	0	\$	\$	\$	0.00%	
92106	POINT LOMA	3	\$472,666	\$450,000	\$1,418,000	0	\$	\$	\$	0.00%	
92107	OCEAN BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	1	\$500,000	\$500,000	\$500,000	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	1	\$1,000,000	\$1,000,000	\$1,000,000	2	\$425,000	\$400,000	\$850,000	85.00%	93
92111	LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	1	\$100,000	\$100,000	\$100,000	0	\$	\$	\$	0.00%	
92114	ENCANTO	2	\$249,450	\$99,900	\$498,900	1	\$70,000	\$70,000	\$70,000	82.35%	12
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$500,000	\$500,000	\$500,000	0	\$	\$	\$	0.00%	
92118	CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92120	DEL CERRO	2	\$482,439	\$475,000	\$964,879	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	3	\$1,230,000	\$975,000	\$3,690,000	1	\$560,000	\$560,000	\$560,000	97.39%	30
92128	RANCHO BERNARDO	1	\$460,000	\$460,000	\$460,000	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	2	\$399,500	\$	\$799,000	4	\$906,250	\$870,000	\$3,625,000	95.14%	138
92131	SCRIPPS MIRAMAR	4	\$542,250	\$495,000	\$2,169,000	1	\$395,000	\$395,000	\$395,000	99.00%	7
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	0	\$	\$	\$	1	\$155,000	\$155,000	\$155,000	91.72%	43
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
TOTALS		228			\$133,215,596	96			\$38,332,000		