

MONTH ENDING FEBRUARY 29, 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	Average Days on Market
91901 ALPINE	3	\$391,333	\$385,000	\$1,174,000	1	\$346,000	\$346,000	\$346,000	99.71%	78
91902 BONITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91905 BOULEVARD	8	\$108,912	\$64,000	\$871,300	0	\$	\$	\$	0.00%	
91906 CAMPO	1	\$80,000	\$80,000	\$80,000	3	\$167,333	\$175,000	\$502,000	98.05%	52
91910 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	1	\$250,000	\$250,000	\$250,000	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	2	\$134,000	\$129,000	\$268,000	1	\$165,000	\$165,000	\$165,000	97.06%	60
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$498,753	\$498,753	\$498,753	0	\$	\$	\$	0.00%	
91934 JACUMBA	8	\$154,962	\$99,900	\$1,239,700	2	\$33,500	\$22,000	\$67,000	95.71%	158
91935 JAMUL	4	\$293,725	\$300,000	\$1,174,900	0	\$	\$	\$	0.00%	
91941 LA MESA	4	\$978,725	\$324,900	\$3,914,900	1	\$235,000	\$235,000	\$235,000	90.73%	80
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$165,000	\$165,000	\$165,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	3	\$199,333	\$199,000	\$598,000	0	\$	\$	\$	0.00%	
91963 POTRERO	1	\$499,900	\$499,900	\$499,900	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	2	\$298,438	\$267,000	\$596,876	1	\$1,262,500	\$1,262,500	\$1,262,500	84.17%	67
91978 SPRING VALLEY	0	\$	\$	\$	1	\$46,000	\$46,000	\$46,000	70.77%	57
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	6	\$319,500	\$359,000	\$1,917,000	1	\$825,000	\$825,000	\$825,000	94.29%	25
92004 BORREGO SPRINGS	5	\$40,100	\$48,500	\$200,500	2	\$28,500	\$25,000	\$57,000	76.01%	46
92007 CARDIFF BY THE SEA	1	\$974,876	\$974,876	\$974,876	0	\$	\$	\$	0.00%	
92008 CARLSBAD	3	\$1,575,000	\$1,575,000	\$4,725,000	0	\$	\$	\$	0.00%	
92009 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92019 EL CAJON	2	\$282,000	\$175,000	\$564,000	1	\$240,000	\$240,000	\$240,000	100.00%	27
92020 EL CAJON	2	\$407,000	\$229,000	\$814,000	1	\$200,000	\$200,000	\$200,000	100.00%	80
92021 EL CAJON	4	\$790,750	\$275,000	\$3,163,000	0	\$	\$	\$	0.00%	
92024 ENCINITAS	4	\$1,687,688	\$849,876	\$6,750,752	3	\$714,000	\$650,000	\$2,142,000	96.14%	141
92025 ESCONDIDO	4	\$574,000	\$499,000	\$2,296,000	1	\$282,500	\$282,500	\$282,500	78.69%	535
92026 ESCONDIDO	8	\$582,687	\$359,000	\$4,661,500	2	\$240,100	\$200,000	\$480,200	93.99%	132
92027 ESCONDIDO	4	\$493,725	\$225,000	\$1,974,900	2	\$170,000	\$100,000	\$340,000	90.67%	67
92028 FALLBROOK	15	\$405,593	\$295,000	\$6,083,900	6	\$297,666	\$229,000	\$1,786,000	95.00%	156
92029 ESCONDIDO	5	\$462,980	\$330,000	\$2,314,900	0	\$	\$	\$	0.00%	
92036 JULIAN	14	\$130,364	\$67,800	\$1,825,100	7	\$82,285	\$90,000	\$576,000	88.61%	78
92037 LA JOLLA	5	\$1,222,600	\$1,699,000	\$6,113,000	0	\$	\$	\$	0.00%	
92040 LAKESIDE	7	\$226,053	\$227,500	\$1,582,376	2	\$182,500	\$155,000	\$365,000	98.65%	92
92054 OCEANSIDE	7	\$478,000	\$399,000	\$3,346,000	8	\$900,000	\$900,000	\$7,200,000	91.72%	257
92056 OCEANSIDE	1	\$29,000	\$29,000	\$29,000	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	2	\$549,450	\$249,900	\$1,098,900	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	\$	1	\$219,000	\$219,000	\$219,000	100.00%	0
92061 PAUMA VALLEY	4	\$181,250	\$130,000	\$725,000	0	\$	\$	\$	0.00%	
92064 POWAY	12	\$909,975	\$1,025,000	\$10,919,700	3	\$356,666	\$290,000	\$1,070,000	98.17%	120
92065 RAMONA	16	\$250,675	\$285,000	\$4,010,800	5	\$136,000	\$152,000	\$680,000	93.29%	126
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	9	\$1,214,222	\$990,000	\$10,928,000	5	\$1,111,000	\$1,030,000	\$5,555,000	89.38%	142
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	5	\$651,760	\$599,900	\$3,258,800	1	\$230,000	\$230,000	\$230,000	76.69%	138
92070 SANTA YSABEL	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92071 SANTEE	4	\$386,875	\$220,000	\$1,547,500	1	\$650,000	\$650,000	\$650,000	94.20%	25
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92078	SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081	VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	11	\$309,627	\$319,000	\$3,405,900	8	\$388,500	\$285,000	\$3,108,000	90.19%	104
92083	VISTA	1	\$349,500	\$349,500	\$349,500	1	\$160,000	\$160,000	\$160,000	100.00%	20
92084	VISTA	5	\$755,535	\$349,900	\$3,777,677	1	\$214,777	\$214,777	\$214,777	100.00%	1
92086	WARNER SPRINGS	2	\$67,950	\$60,000	\$135,900	0	\$	\$	\$	0.00%	
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	1	\$165,000	\$165,000	\$165,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	1	\$998,000	\$998,000	\$998,000	0	\$	\$	\$	0.00%	
92103	MISSION HILLS	0	\$	\$	\$	2	\$499,500	\$449,000	\$999,000	92.50%	26
92104	NORTH PARK	1	\$850,000	\$850,000	\$850,000	2	\$155,000	\$130,000	\$310,000	82.69%	93
92105	EAST SAN DIEGO	2	\$490,438	\$130,876	\$980,876	1	\$137,000	\$137,000	\$137,000	96.55%	12
92106	POINT LOMA	0	\$	\$	\$	1	\$675,000	\$675,000	\$675,000	96.57%	10
92107	OCEAN BEACH	1	\$689,000	\$689,000	\$689,000	0	\$	\$	\$	0.00%	
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111	LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	3	\$896,000	\$595,000	\$2,688,000	0	\$	\$	\$	0.00%	
92114	ENCANTO	2	\$200,000	\$200,000	\$400,000	0	\$	\$	\$	0.00%	
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$795,000	\$795,000	\$795,000	0	\$	\$	\$	0.00%	
92118	CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	1	\$325,000	\$325,000	\$325,000	0	\$	\$	\$	0.00%	
92120	DEL CERRO	0	\$	\$	\$	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	1	\$650,000	\$650,000	\$650,000	1	\$775,000	\$775,000	\$775,000	93.94%	49
92128	RANCHO BERNARDO	0	\$	\$	\$	1	\$217,000	\$217,000	\$217,000	92.34%	33
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	2	\$979,500	\$859,000	\$1,959,000	2	\$817,500	\$775,000	\$1,635,000	97.09%	84
92131	SCRIPPS MIRAMAR	8	\$437,500	\$435,000	\$3,500,000	1	\$430,000	\$430,000	\$430,000	97.73%	3
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	3	\$284,333	\$216,000	\$853,000	0	\$	\$	\$	0.00%	
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
TOTALS		234			\$115,677,686	83			\$34,181,977		