MONTH ENDING MARCH 31, 2004 SINGLE FAMILY DETACHED HOMES

% Sale

	New	Average	Median List	Total New	Sold	Average	Median	Total Sold	% Sale Price to List	Average Days on
Zip Code	Listings	List Price	Price	Listing Value		Sold Price	Sale Price	Value	Price	Market
91901 ALPINE	39	\$742,791	\$649,900	\$28,968,876	15	\$608,766	\$619,000	\$9,131,500	97.81%	57
91902 BONITA	26	\$750,214		\$19,505,579	13	\$630,221	\$649,876	\$8,192,876	99.55%	22
91905 BOULEVARD	3	\$116,666		\$350,000	3	\$258,300	\$250,000	\$774,900		118
91906 CAMPO	9	\$354,877	\$389,000	\$3,193,900	3	\$268,333	\$245,000	\$805,000	97.58%	124
91910 CHULA VISTA 91911 CHULA VISTA	63 47	\$570,108 \$423,345		\$35,916,832 \$19,897,228	52 34	\$520,769 \$400,351	\$485,000 \$385,000	\$27,080,000 \$13,611,952	98.11% 98.39%	25 24
91913 CHULA VISTA	70	\$575,797	\$565,000	\$40,305,804	48	\$544,685	\$530,000	\$26,144,900	99.46%	16
91914 CHULA VISTA	15	\$661,311	\$610,000	\$9,919,675	9	\$841,666	\$640,000	\$7,575,000	97.08%	46
91915 CHULA VISTA	53	\$634,424	\$609,000	\$33,624,504	24	\$517,777	\$483,000	\$12,426,650	98.88%	20
91916 DESCANSO	5	\$1,366,400		\$6,832,000	3	\$441,166	\$463,500	\$1,323,500	93.28%	51
91917 DULZURA	2	\$630,000		\$1,260,000	2	\$410,000	\$370,000	\$820,000	90.71%	56
91931 GUATAY 91932 IMPERIAL BEACH	0 10	\$ \$468,800		\$ \$4,688,000	0 10	\$ \$491,600	\$ \$450,000	\$ \$4,916,000	0.00% 98.34%	24
91934 JACUMBA	10	\$285,000	\$285,000	\$285,000	0	\$431,000	\$450,000	\$4,910,000	0.00%	24
91935 JAMUL	12	\$858,650	\$680,000	\$10,303,800	10	\$1,081,600	\$675,000	\$10,816,000	95.07%	119
91941 LA MESA	52	\$579,685	\$549,000	\$30,143,668	36	\$498,822	\$460,000	\$17,957,615	97.98%	31
91942 LA MESA	20	\$498,970		\$9,979,415	13	\$435,923	\$430,000	\$5,667,000	99.31%	28
91945 LEMON GROVE	25	\$373,428		\$9,335,700	15	\$384,860	\$377,000	\$5,772,900	99.32%	34
91948 MOUNT LAGUNA	1 15	\$95,000	\$95,000	\$95,000 \$5,931,676	0	\$ \$338,325	\$ \$325.000	\$4,050,000	0.00% 97.14%	16
91950 NATIONAL CITY 91962 PINE VALLEY	12	\$388,111 \$383,766	\$375,000 \$424,900	\$5,821,676 \$4,605,200	12 3	\$349,333	\$335,000	\$4,059,900 \$1,048,000	94.51%	96
91963 POTRERO	1	\$325,000	\$325,000	\$325,000	1	\$263,500	\$263,500	\$263,500		36
91977 SPRING VALLEY	74	\$428,684	\$412,000	\$31,722,627	52	\$391,048	\$383,000	\$20,334,500	98.31%	23
91978 SPRING VALLEY	7	\$540,257	\$500,000	\$3,781,800	8	\$526,484	\$438,000	\$4,211,876	98.23%	29
91980 TECATE	0	\$		\$	0	\$	\$	\$	0.00%	
92003 BONSAL	11	\$893,354	\$855,900	\$9,826,900	10	\$631,600	\$610,000	\$6,316,000	96.06%	88
92004 BORREGO SPRINGS 92007 CARDIFF BY THE SEA	0 16	\$ \$1,122,203	\$ \$949,876	\$ \$17,955,256	0 7	\$ \$961,428	\$ \$885,000	\$6,730,000	0.00% 93.35%	35
92007 CARDIFF BY THE SEA 92008 CARLSBAD	50	\$755,859	\$729,000	\$37,792,955	36	\$764,115	\$670,000	\$27,508,150	95.82%	48
92009 CARLSBAD	101	\$916,303	\$849,876	\$92,546,683	65	\$792,425	\$774,900	\$51,507,650	97.59%	27
92014 DEL MAR	33	\$2,241,811		\$73,979,784	18	\$1,535,000	\$1,150,000	\$27,630,000	90.40%	59
92019 EL CAJON	46	\$613,286	\$525,000	\$28,211,157	34	\$486,067	\$467,000	\$16,526,300	94.99%	36
92020 EL CAJON	40	\$601,639		\$24,065,568	24	\$424,683	\$380,000	\$10,192,400	98.20%	28
92021 EL CAJON	37 79	\$490,633		\$18,153,454	35	\$441,574	\$400,000	\$15,455,100 \$20,517,726	99.04%	37 32
92024 ENCINITAS 92025 ESCONDIDO	79 52	\$1,050,790 \$588,741	\$860,000 \$469,500	\$83,012,449 \$30,614,532	34 27	\$897,580 \$542,311	\$705,000 \$470,000	\$30,517,726 \$14,642,400	96.70% 96.75%	35
92026 ESCONDIDO	73	\$515,533		\$37,633,954	58	\$462,508	\$407,500	\$26,825,475	98.91%	32
92027 ESCONDIDO	72	\$426,681	\$415,000	\$30,721,086	45	\$445,030	\$397,500	\$20,026,350	98.08%	22
92028 FALLBROOK	90	\$662,166		\$59,594,956	76	\$531,081	\$469,900	\$40,362,200	97.98%	54
92029 ESCONDIDO	50	\$789,090		\$39,454,532	24	\$589,183	\$575,000	\$14,140,400	97.56%	48
92036 JULIAN	6	\$488,833	\$378,000	\$2,933,000	5	\$265,800	\$246,000	\$1,329,000	97.72%	56 06
92037 LA JOLLA 92040 LAKESIDE	78 27	\$1,988,309 \$552,568	\$1,695,000 \$499,000	\$155,088,102 \$14,919,348	37 33	\$1,489,040 \$452,490	\$1,245,000 \$440,000	\$55,094,500 \$14,932,200	81.95% 98.20%	96 39
92054 OCEANSIDE	59	\$476,214		\$28,096,660	37	\$480,489	\$439,900	\$17,778,100	95.93%	24
92056 OCEANSIDE	73	\$447,677	\$475,000	\$32,680,478	54	\$458,421	\$429,900	\$24,754,749	99.01%	17
92057 OCEANSIDE	77	\$511,271	\$470,000	\$39,367,928	65	\$469,792	\$450,000	\$30,536,510	99.00%	19
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	2	\$237,450	\$215,000	\$474,900 \$7,749,452	1 2	\$149,000	\$149,000	\$149,000	99.40%	35 72
92061 PAUMA VALLEY 92064 POWAY	9 73	\$861,050 \$961,441	\$675,000 \$649,000	\$70,185,264	60	\$447,500 \$926,734	\$445,000 \$682,500	\$895,000 \$55,604,050	95.82% 96.04%	43
92065 RAMONA	85	\$549,212	A =0= 000	\$46,683,083	44	\$524,794	\$479,000	\$23,090,950	97.38%	63
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	63	\$3,785,595	\$2,550,000	\$238,492,523	15	\$1,949,533	\$1,800,000	\$29,243,000	93.89%	62
92068 SAN LUIS REY	0	\$		\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS 92070 SANTA YSABEL	87	\$595,598		\$51,817,101	72 0	\$507,368	\$490,500	\$36,530,496	98.87%	19
92070 SANTA YSABEL 92071 SANTEE	1 49	\$1,650,000 \$454,578		\$1,650,000 \$22,274,351	29	\$ \$446,529	\$ \$430,000	\$ \$12,949,350	0.00% 99.85%	10
92075 SOLANA BEACH	16	\$1,388,679		\$22,218,876	8	\$1,078,000	\$930,000	\$8,624,000	98.19%	6
92078 SAN MARCOS	22	\$624,061	\$589,900	\$13,729,352	20	\$555,270	\$530,000	\$11,105,400		23
92081 VISTA	40	\$493,228	\$480,000	\$19,729,155	25	\$455,256	\$440,000	\$11,381,400	99.30%	15
92082 VALLEY CENTER	42	\$654,732		\$27,498,746	35	\$587,792	\$560,000	\$20,572,725	97.84%	68
92083 VISTA	44	\$420,687		\$18,510,228	34	\$404,919	\$397,500	\$13,767,277	97.97%	31
92084 VISTA 92086 WARNER SPRINGS	61 2	\$610,575 \$410,000		\$37,245,105 \$820,000	45 1	\$549,055 \$413,300	\$455,000 \$413,300	\$24,707,509 \$413,300	97.08%	72 214
92000 WARNER SPRINGS 92091 RANCHO SANTA FE	0	\$410,000		\$020,000	1	\$1,050,000	\$1,050,000	\$1,050,000		0
92093 LA JOLLA	0	\$		\$	0	\$	\$	\$	0.00%	Ŭ
92101 SAN DIEGO DOWNTOWN	3	\$1,125,292		\$3,375,876	1	\$810,000	\$810,000	\$810,000	95.41%	15
92102 SAN DIEGO	17	\$440,411	\$375,000	\$7,487,000	8	\$418,375	\$399,000	\$3,347,000	99.21%	80
92103 MISSION HILLS	34	\$971,566		\$33,033,255	17	\$774,647	\$710,000	\$13,169,000	97.56%	45 27
92104 NORTH PARK 92105 EAST SAN DIEGO	35 31	\$524,655 \$373 524		\$18,362,955 \$11,570,252	29 26	\$491,858 \$332,057	\$485,000	\$14,263,900 \$8,633,500	98.77% 98.09%	37 44
32 103 EAST SAN DIEGO	31	\$373,524	\$375,000	\$11,579,252	20	\$332,057	\$340,000	\$8,633,500	30.03%	44

TOTALS	3,313	•	•	\$2,489,511,536	2,178	•		\$1,292,760,532	•	
92173 SAN YSIDRO	7	\$433,971	\$429,000	\$3,037,800	8	\$397,750	\$415,000	\$3,182,000	98.67%	25
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	41	\$450,972	\$430,000	\$18,489,880	38	\$424,881	\$389,000	\$16,145,500	98.67%	23
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92139 PARADISE HILLS	22	\$349,926	\$400,000	\$7,698,376	12	\$372,875	\$386,000	\$4,474,500	99.05%	16
92131 SCRIPPS MIRAMAR	38	\$753,742	\$730,000	\$28,642,230	29	\$763,086	\$742,500	\$22,129,500	98.00%	24
92130 CARMEL VALLEY	90	\$1,176,813	\$1,075,876	\$105,913,174	39	\$959,009	\$925,000	\$37,401,376	96.74%	22
92129 RANCHO PENASQUITOS	57	\$636,695	\$639,000	\$36,291,631	46	\$622,417	\$612,000	\$28,631,188	99.22%	13
92128 RANCHO BERNARDO	110	\$588,211	\$585,000	\$64,703,310	64	\$580,755	\$545,000	\$37,168,350	99.01%	29
92127 RANCHO BERNARDO	45	\$1,040,724	\$699,876	\$46,832,584	35	\$770,071	\$665,000	\$26,952,488	98.39%	26
92126 MIRA MESA	74	\$476,129	\$480,000	\$35,233,552	39	\$475,406	\$450,000	\$18,540,865	99.79%	7
92124 TIERRASANTA	12	\$636,048	\$599,900	\$7,632,576	12	\$633,000	\$655,000	\$7,596,000	99.54%	15
92123 MISSION VALLEY	18	\$526,032	\$499,500	\$9,468,576	20	\$480,575	\$450,000	\$9,611,500	99.32%	8
92122 UNIVERSITY CITY	12	\$726,385	\$740,000	\$8,716,628	14	\$712,535	\$625,000	\$9,975,500	97.96%	29
92121 SORRENTO	3	\$835,000	\$850,000	\$2,505,000	3	\$721,666	\$720,000	\$2,165,000	94.59%	47
92120 DEL CERRO	53	\$662,375	\$625,000	\$35,105,880	31	\$584,516	\$595,000	\$18,120,000	98.32%	41
92119 SAN CARLOS	17	\$492,326	\$474,876	\$8,369,552	10	\$513,660	\$470,000	\$5,136,600		14
92118 CORONADO	18	\$1,774,472	\$1,425,000	\$31,940,499	12	\$1,155,958	\$1,250,000	\$13,871,500	84.20%	17
92117 CLAIREMONT MESA	34	\$522,573	\$515,876	\$17,767,505	27	\$523,666	\$525,000	\$14,139,000	99.78%	25
92116 NORMAL HEIGHTS	40	\$607,613	\$575,000	\$24,304,532	25	\$510,380	\$426,500	\$12,759,500		31
92115 COLLEGE GROVE	57	\$499.039	\$479,000	\$28,445,251	38	\$457.758	\$445.000	\$17.394.828	98.65%	20
92114 ENCANTO	77	\$366,036	\$379,500	\$28,184,805	43	\$345,837	\$345,000	\$14,871,000		22
92113 LOGAN HEIGHTS	14	\$369,135	\$360,000	\$5,167,890	7	\$305,500	\$287,500	\$2,138,500		43
92111 LINDA VISTA	22	\$518,153	\$489,000	\$11,399,378	16	\$515,587	\$515,000	\$8,249,400		16
92110 OLD TOWN SD	10	\$754.887	\$665.000	\$7.548.876	12	\$641.250	\$645.000	\$7.695.001	97.13%	21
92109 PACIFIC BEACH	42	\$992,139	\$875,000	\$41,669,856	10	\$767,200	\$759,000	\$7.672.000	98.50%	49
92107 OCEAN BEACH 92108 MISSION VALLEY	0	\$	\$179,000	ψ10,517,751 \$	0	\$170,550	\$000,000	\$12,430,000 \$	0.00%	31
92100 FOINT LOMA 92107 OCEAN BEACH	18	\$917.652	\$779,000	\$16.517.751	16	\$778,550	\$655,000	\$12,456,800	97.75%	37
92106 POINT LOMA	34	\$1.102.879	\$885.000	\$37,497,904	9	\$915.222	\$860.000	\$8,237,000	96.88%	49