

**MONTH ENDING APRIL 30, 2004  
LOTS AND LAND**

Zip Code	New Listing s	Average List Price	Median List Price	Total New Listing Value	Sold Listing s	Average Sold Price	Median Sale Price	Total Sold Value	% Sale Price to List Price	Average Days on Market
91901 ALPINE	4	\$275,000	\$285,000	\$1,100,000	6	\$205,314	\$195,000	\$1,231,885	73.16%	58
91902 BONITA	1	\$2,750,000	\$2,750,000	\$2,750,000	0	\$	\$	\$	0.00%	
91905 BOULEVARD	2	\$817,000	\$184,000	\$1,634,000	5	\$207,793	\$256,283	\$1,038,966	110.86%	100
91906 CAMPO	2	\$200,000	\$165,000	\$400,000	2	\$113,700	\$112,500	\$227,400	95.75%	89
91910 CHULA VISTA	3	\$363,625	\$315,876	\$1,090,876	1	\$595,000	\$595,000	\$595,000	99.17%	26
91911 CHULA VISTA	1	\$	\$	\$	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	2	\$437,488	\$	\$874,976	2	\$587,500	\$550,000	\$1,175,000	99.24%	25
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	1	\$395,000	\$395,000	\$395,000	1	\$130,000	\$130,000	\$130,000	103.28%	7
91917 DULZURA	1	\$350,000	\$350,000	\$350,000	1	\$139,900	\$139,900	\$139,900	100.00%	170
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$500,000	\$500,000	\$500,000	0	\$	\$	\$	0.00%	
91934 JACUMBA	3	\$228,000	\$95,000	\$684,000	0	\$	\$	\$	0.00%	
91935 JAMUL	4	\$474,750	\$250,000	\$1,899,000	1	\$300,000	\$300,000	\$300,000	86.96%	20
91941 LA MESA	2	\$847,500	\$795,000	\$1,695,000	2	\$317,500	\$290,000	\$635,000	94.07%	38
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	\$475,000	\$475,000	\$475,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	5	\$1,435,800	\$1,795,000	\$7,179,000	0	\$	\$	\$	0.00%	
91963 POTRERO	1	\$110,000	\$110,000	\$110,000	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	4	\$313,000	\$250,000	\$1,252,000	2	\$285,000	\$270,000	\$570,000	96.96%	11
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	2	\$542,500	\$235,000	\$1,085,000	1	\$275,000	\$275,000	\$275,000	91.67%	341
92004 BORREGO SPRINGS	6	\$54,650	\$38,900	\$327,900	11	\$24,727	\$12,000	\$272,000	111.75%	129
92007 CARDIFF BY THE SEA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92008 CARLSBAD	1	\$799,900	\$799,900	\$799,900	2	\$1,575,000	\$1,575,000	\$3,150,000	100.00%	6
92009 CARLSBAD	1	\$990,000	\$990,000	\$990,000	0	\$	\$	\$	0.00%	
92014 DEL MAR	1	\$1,498,000	\$1,498,000	\$1,498,000	0	\$	\$	\$	0.00%	
92019 EL CAJON	4	\$681,999	\$189,000	\$2,727,999	1	\$1,500,000	\$1,500,000	\$1,500,000	68.18%	99
92020 EL CAJON	2	\$267,000	\$239,000	\$534,000	0	\$	\$	\$	0.00%	
92021 EL CAJON	8	\$223,737	\$219,900	\$1,789,900	1	\$1,200,000	\$1,200,000	\$1,200,000	100.00%	61
92024 ENCINITAS	3	\$1,633,000	\$1,300,000	\$4,899,000	2	\$1,039,500	\$829,000	\$2,079,000	150.76%	198
92025 ESCONDIDO	5	\$289,980	\$250,000	\$1,449,900	2	\$287,000	\$175,000	\$574,000	100.00%	12
92026 ESCONDIDO	9	\$316,311	\$300,000	\$2,846,800	5	\$310,800	\$230,000	\$1,554,000	92.29%	170
92027 ESCONDIDO	3	\$631,666	\$525,000	\$1,895,000	0	\$	\$	\$	0.00%	
92028 FALLBROOK	24	\$436,325	\$389,000	\$10,471,800	12	\$272,916	\$265,000	\$3,275,000	95.51%	154
92029 ESCONDIDO	0	\$	\$	\$	4	\$491,250	\$385,000	\$1,965,000	86.08%	75
92036 JULIAN	12	\$142,816	\$55,000	\$1,713,800	6	\$40,116	\$25,500	\$240,700	89.31%	91
92037 LA JOLLA	2	\$1,997,500	\$	\$3,995,000	2	\$1,149,500	\$499,000	\$2,299,000	100.00%	20
92040 LAKESIDE	6	\$358,316	\$349,900	\$2,149,900	3	\$208,333	\$225,000	\$625,000	95.42%	78
92054 OCEANSIDE	1	\$350,000	\$350,000	\$350,000	2	\$349,500	\$300,000	\$699,000	100.00%	47
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	1	\$415,000	\$415,000	\$415,000	0	\$	\$	\$	0.00%	
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	2	\$10,450	\$8,000	\$20,900	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	1	\$89,900	\$89,900	\$89,900	1	\$129,000	\$129,000	\$129,000	100.00%	50
92064 POWAY	15	\$918,045	\$725,000	\$13,770,676	5	\$778,100	\$677,500	\$3,890,500	97.37%	15
92065 RAMONA	15	\$291,485	\$312,000	\$4,372,276	6	\$270,900	\$249,000	\$1,625,400	95.70%	61
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	8	\$2,325,609	\$1,895,000	\$18,604,876	2	\$781,250	\$712,500	\$1,562,500	91.91%	163
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	4	\$577,250	\$395,000	\$2,309,000	3	\$249,166	\$230,000	\$747,500	96.45%	89
92070 SANTA YSABEL	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92071 SANTEE	4	\$508,750	\$195,000	\$2,035,000	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	1	\$1,499,000	\$1,499,000	\$1,499,000	0	\$	\$	\$	0.00%	

92078	SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081	VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	4	\$344,750	\$310,000	\$1,379,000	7	\$255,714	\$200,000	\$1,790,000	96.86%	100
92083	VISTA	1	\$599,000	\$599,000	\$599,000	4	\$373,250	\$393,000	\$1,493,000	105.52%	189
92084	VISTA	6	\$2,203,316	\$799,900	\$13,219,900	1	\$140,000	\$140,000	\$140,000	70.71%	29
92086	WARNER SPRINGS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	2	\$2,670,000	\$1,590,000	\$5,340,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	1	\$525,000	\$525,000	\$525,000	0	\$	\$	\$	0.00%	
92103	MISSION HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92104	NORTH PARK	1	\$249,900	\$249,900	\$249,900	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	1	\$165,000	\$165,000	\$165,000	0	\$	\$	\$	0.00%	
92106	POINT LOMA	2	\$655,000	\$615,000	\$1,310,000	0	\$	\$	\$	0.00%	
92107	OCEAN BEACH	1	\$295,000	\$295,000	\$295,000	0	\$	\$	\$	0.00%	
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	1	\$425,000	\$425,000	\$425,000	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111	LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	3	\$928,333	\$650,000	\$2,785,000	2	\$112,500	\$80,000	\$225,000	121.62%	24
92114	ENCANTO	5	\$415,577	\$298,888	\$2,077,888	0	\$	\$	\$	0.00%	
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$625,000	\$625,000	\$625,000	0	\$	\$	\$	0.00%	
92118	CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	0	\$	\$	\$	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	\$1,275,000	\$1,275,000	\$1,275,000	1	\$1,670,000	\$1,670,000	\$1,670,000	95.43%	12
92128	RANCHO BERNARDO	1	\$449,876	\$449,876	\$449,876	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	0	\$	\$	\$	3	\$1,513,333	\$770,000	\$4,540,000	99.82%	100
92131	SCRIPPS MIRAMAR	4	\$661,000	\$720,000	\$2,644,000	6	\$535,833	\$420,000	\$3,215,000	93.60%	35
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	3	\$1,513,333	\$1,595,000	\$4,540,000	1	\$180,000	\$180,000	\$180,000	95.24%	251
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	1	\$155,876	\$155,876	\$155,876	0	\$	\$	\$	0.00%	
<b>TOTALS</b>		<b>218</b>			<b>\$143,089,819</b>	<b>119</b>			<b>\$46,958,751</b>		