

MONTH ENDING MAY 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	Average Days on Market
91901 ALPINE	6	\$427,483	\$265,900	\$2,564,900	3	\$316,000	\$314,000	\$948,000	89.18%	120
91902 BONITA	5	\$2,628,000	\$600,000	\$13,140,000	0	\$	\$	\$	0.00%	
91905 BOULEVARD	1	\$115,000	\$115,000	\$115,000	2	\$208,750	\$127,500	\$417,500	86.08%	99
91906 CAMPO	1	\$275,000	\$275,000	\$275,000	0	\$	\$	\$	0.00%	
91910 CHULA VISTA	1	\$679,000	\$679,000	\$679,000	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	1	\$	\$	\$	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	\$304,950	\$210,000	\$609,900	1	\$299,000	\$299,000	\$299,000	100.00%	4
91917 DULZURA	1	\$250,000	\$250,000	\$250,000	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	2	\$772,500	\$750,000	\$1,545,000	0	\$	\$	\$	0.00%	
91934 JACUMBA	3	\$49,666	\$40,000	\$149,000	3	\$91,666	\$75,000	\$275,000	83.33%	115
91935 JAMUL	5	\$510,000	\$350,000	\$2,550,000	7	\$237,000	\$190,000	\$1,659,000	88.78%	167
91941 LA MESA	3	\$369,666	\$400,000	\$1,109,000	1	\$325,000	\$325,000	\$325,000	94.20%	11
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$250,000	\$250,000	\$250,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	1	\$999,000	\$999,000	\$999,000	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	4	\$658,000	\$500,000	\$2,632,000	1	\$535,000	\$535,000	\$535,000	93.06%	125
91962 PINE VALLEY	0	\$	\$	\$	2	\$170,000	\$150,000	\$340,000	94.71%	27
91963 POTRERO	0	\$	\$	\$	1	\$100,000	\$100,000	\$100,000	90.91%	4
91977 SPRING VALLEY	5	\$1,058,200	\$226,000	\$5,291,000	3	\$248,333	\$175,000	\$745,000	85.06%	99
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	5	\$716,700	\$495,000	\$3,583,500	1	\$1,400,000	\$1,400,000	\$1,400,000	96.55%	15
92004 BORREGO SPRINGS	1	\$7,500	\$7,500	\$7,500	9	\$28,833	\$8,500	\$259,500	90.48%	88
92007 CARDIFF BY THE SEA	9	\$277,666	\$	\$2,499,000	0	\$	\$	\$	0.00%	
92008 CARLSBAD	4	\$824,975	\$550,000	\$3,299,900	1	\$815,000	\$815,000	\$815,000	67.92%	27
92009 CARLSBAD	2	\$719,876	\$489,876	\$1,439,752	1	\$350,000	\$350,000	\$350,000	92.11%	42
92014 DEL MAR	2	\$1,250,000	\$800,000	\$2,500,000	1	\$1,075,000	\$1,075,000	\$1,075,000	93.48%	
92019 EL CAJON	8	\$342,862	\$309,000	\$2,742,900	2	\$178,500	\$175,000	\$357,000	98.08%	152
92020 EL CAJON	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92021 EL CAJON	5	\$362,780	\$318,900	\$1,813,900	2	\$222,500	\$160,000	\$445,000	95.91%	137
92024 ENCINITAS	9	\$1,316,555	\$1,350,000	\$11,849,000	3	\$1,523,333	\$645,000	\$4,570,000	102.70%	119
92025 ESCONDIDO	4	\$257,495	\$189,980	\$1,029,980	2	\$500,000	\$350,000	\$1,000,000	83.40%	334
92026 ESCONDIDO	5	\$241,780	\$225,000	\$1,208,900	1	\$195,000	\$195,000	\$195,000	95.59%	13
92027 ESCONDIDO	3	\$571,666	\$400,000	\$1,715,000	3	\$196,666	\$140,000	\$590,000	86.46%	181
92028 FALLBROOK	21	\$343,995	\$329,000	\$7,223,900	14	\$565,985	\$299,000	\$7,923,800	97.27%	134
92029 ESCONDIDO	0	\$	\$	\$	3	\$886,666	\$270,000	\$2,660,000	94.00%	20
92036 JULIAN	13	\$162,430	\$79,900	\$2,111,600	11	\$118,181	\$113,000	\$1,300,000	92.92%	46
92037 LA JOLLA	7	\$1,325,714	\$1,250,000	\$9,279,999	1	\$1,200,000	\$1,200,000	\$1,200,000	100.42%	137
92040 LAKESIDE	3	\$311,666	\$325,000	\$935,000	1	\$485,000	\$485,000	\$485,000	100.00%	114
92054 OCEANSIDE	2	\$534,000	\$369,000	\$1,068,000	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	1	\$1,700,000	\$1,700,000	\$1,700,000	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	1	\$75,000	\$75,000	\$75,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	\$	1	\$33,000	\$33,000	\$33,000	100.30%	719
92061 PAUMA VALLEY	2	\$979,500	\$259,000	\$1,959,000	0	\$	\$	\$	0.00%	
92064 POWAY	5	\$707,580	\$669,000	\$3,537,900	14	\$770,082	\$675,500	\$10,781,160	92.52%	115
92065 RAMONA	13	\$290,130	\$275,000	\$3,771,700	11	\$251,224	\$275,000	\$2,763,464	94.27%	95
92066 RANCHITA	0	\$	\$	\$	2	\$137,500	\$120,000	\$275,000	98.39%	76
92067 RANCHO SANTA FE	13	\$2,464,615	\$2,000,000	\$32,040,000	3	\$3,316,666	\$1,800,000	\$9,950,000	88.92%	445
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	5	\$739,000	\$695,000	\$3,695,000	1	\$433,000	\$433,000	\$433,000	100.00%	168
92070 SANTA YSABEL	1	\$75,000	\$75,000	\$75,000	2	\$124,000	\$99,000	\$248,000	100.00%	60
92071 SANTEE	0	\$	\$	\$	1	\$65,000	\$65,000	\$65,000	81.25%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92078 SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081 VISTA	1	\$650,000	\$650,000	\$650,000	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	16	\$469,611	\$325,000	\$7,513,777	7	\$398,857	\$250,000	\$2,792,000	87.06%	163
92083 VISTA	3	\$1,654,666	\$259,000	\$4,964,000	0	\$	\$	\$	0.00%	
92084 VISTA	6	\$532,166	\$270,000	\$3,193,000	3	\$1,283,166	\$329,500	\$3,849,500	435.46%	69
92086 WARNER SPRINGS	5	\$318,800	\$225,000	\$1,594,000	1	\$115,000	\$115,000	\$115,000	100.00%	0
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	1	\$2,250,000	\$2,250,000	\$2,250,000	0	\$	\$	\$	0.00%	
92102 SAN DIEGO	3	\$556,333	\$170,000	\$1,669,000	0	\$	\$	\$	0.00%	
92103 MISSION HILLS	8	\$636,125	\$550,000	\$5,089,000	0	\$	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92105 EAST SAN DIEGO	2	\$502,000	\$495,000	\$1,004,000	0	\$	\$	\$	0.00%	
92106 POINT LOMA	3	\$948,000	\$895,000	\$2,844,000	0	\$	\$	\$	0.00%	
92107 OCEAN BEACH	1	\$675,000	\$675,000	\$675,000	2	\$709,000	\$689,000	\$1,418,000	100.00%	20
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	3	\$733,300	\$999,900	\$2,199,900	0	\$	\$	\$	0.00%	
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	2	\$305,000	\$250,000	\$610,000	0	\$	\$	\$	0.00%	
92114 ENCANTO	10	\$182,880	\$120,000	\$1,828,800	1	\$65,000	\$65,000	\$65,000	92.86%	178
92115 COLLEGE GROVE	3	\$381,666	\$495,000	\$1,145,000	0	\$	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	1	\$59,000	\$59,000	\$59,000	0	\$	\$	\$	0.00%	
92118 CORONADO	1	\$1,100,000	\$1,100,000	\$1,100,000	0	\$	\$	\$	0.00%	
92119 SAN CARLOS	1	\$375,000	\$375,000	\$375,000	0	\$	\$	\$	0.00%	
92120 DEL CERRO	0	\$	\$	\$	1	\$420,000	\$420,000	\$420,000	85.74%	40
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	10	\$989,497	\$1,075,000	\$9,894,976	2	\$995,000	\$915,000	\$1,990,000	97.07%	149
92128 RANCHO BERNARDO	1	\$550,000	\$550,000	\$550,000	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92131 SCRIPPS MIRAMAR	8	\$680,578	\$699,876	\$5,444,628	1	\$450,500	\$450,500	\$450,500	100.13%	6
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	2	\$360,000	\$245,000	\$720,000	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	278			\$190,193,312	133			\$65,917,424		