

**MONTH ENDING JUNE 30, 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	6	\$312,150	\$350,000	\$1,872,900	4	\$266,250	\$240,000	\$1,065,000	97.35%	85
91902 BONITA	2	\$575,000	\$550,000	\$1,150,000	2	\$650,000	\$400,000	\$1,300,000	92.86%	300
91905 BOULEVARD	3	\$119,800	\$124,900	\$359,400	1	\$215,000	\$215,000	\$215,000	97.73%	48
91906 CAMPO	1	\$140,000	\$140,000	\$140,000	0	\$	\$	\$	0.00%	
91910 CHULA VISTA	2	\$912,500	\$725,000	\$1,825,000	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	2	\$780,000	\$780,000	\$1,560,000	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	0	\$	\$	\$	1	\$810,000	\$810,000	\$810,000	92.57%	17
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	3	\$383,000	\$395,000	\$1,149,000	2	\$142,500	\$130,000	\$285,000	89.62%	89
91917 DULZURA	5	\$325,800	\$350,000	\$1,629,000	1	\$100,000	\$100,000	\$100,000	86.96%	47
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$500,000	\$500,000	\$500,000	0	\$	\$	\$	0.00%	
91934 JACUMBA	1	\$325,000	\$325,000	\$325,000	0	\$	\$	\$	0.00%	
91935 JAMUL	11	\$261,443	\$225,000	\$2,875,875	3	\$205,000	\$200,000	\$615,000	96.11%	33
91941 LA MESA	1	\$305,000	\$305,000	\$305,000	0	\$	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	3	\$538,333	\$515,000	\$1,615,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	3	\$713,000	\$899,000	\$2,139,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	4	\$347,400	\$339,900	\$1,389,600	0	\$	\$	\$	0.00%	
91963 POTRERO	3	\$689,966	\$499,900	\$2,069,899	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	7	\$465,250	\$300,000	\$3,256,752	3	\$67,500	\$52,500	\$202,500	79.41%	178
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	1	\$892,500	\$892,500	\$892,500	0	\$	\$	\$	0.00%	
92003 BONSAI	1	\$595,000	\$595,000	\$595,000	3	\$375,000	\$386,000	\$1,125,000	96.73%	38
92004 BORREGO SPRINGS	3	\$38,300	\$40,000	\$114,900	1	\$23,000	\$23,000	\$23,000	92.37%	93
92007 CARDIFF BY THE SEA	3	\$905,000	\$795,000	\$2,715,000	0	\$	\$	\$	0.00%	
92008 CARLSBAD	0	\$	\$	\$	1	\$456,000	\$456,000	\$456,000	130.32%	2
92009 CARLSBAD	0	\$	\$	\$	2	\$566,438	\$512,876	\$1,132,876	100.27%	111
92014 DEL MAR	2	\$1,095,000	\$895,000	\$2,190,000	0	\$	\$	\$	0.00%	
92019 EL CAJON	2	\$1,032,450	\$65,000	\$2,064,900	3	\$233,666	\$199,000	\$701,000	99.87%	259
92020 EL CAJON	4	\$902,250	\$649,000	\$3,609,000	1	\$399,900	\$399,900	\$399,900	96.36%	221
92021 EL CAJON	2	\$157,450	\$129,900	\$314,900	6	\$434,500	\$255,000	\$2,607,000	88.11%	37
92024 ENCINITAS	10	\$1,006,300	\$700,000	\$10,063,000	5	\$968,900	\$874,500	\$4,844,500	79.62%	79
92025 ESCONDIDO	2	\$399,500	\$	\$799,000	2	\$337,500	\$275,000	\$675,000	103.53%	156
92026 ESCONDIDO	8	\$344,187	\$325,000	\$2,753,500	3	\$176,666	\$195,000	\$530,000	93.81%	105
92027 ESCONDIDO	6	\$415,833	\$215,000	\$2,495,000	0	\$	\$	\$	0.00%	
92028 FALLBROOK	19	\$732,468	\$425,000	\$13,916,900	20	\$304,172	\$242,500	\$6,083,450	95.46%	254
92029 ESCONDIDO	4	\$2,797,250	\$750,000	\$11,189,000	2	\$202,500	\$75,000	\$405,000	82.65%	38
92036 JULIAN	13	\$133,000	\$110,000	\$1,729,000	7	\$108,700	\$100,000	\$760,900	98.07%	45
92037 LA JOLLA	7	\$1,749,696	\$1,795,000	\$12,247,876	1	\$1,000	\$1,000	\$1,000	0.01%	445
92040 LAKESIDE	8	\$299,987	\$249,900	\$2,399,900	3	\$259,000	\$150,000	\$777,000	89.84%	37
92054 OCEANSIDE	3	\$1,639,666	\$680,000	\$4,919,000	4	\$779,750	\$369,000	\$3,119,000	98.27%	47
92056 OCEANSIDE	1	\$768,592	\$768,592	\$768,592	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$125,000	\$125,000	\$125,000	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	5	\$300,800	\$269,000	\$1,504,000	2	\$140,000	\$120,000	\$280,000	82.84%	161
92064 POWAY	3	\$481,333	\$469,000	\$1,444,000	5	\$455,800	\$425,000	\$2,279,000	87.18%	298
92065 RAMONA	22	\$336,618	\$350,000	\$7,405,600	6	\$208,266	\$191,800	\$1,249,600	94.20%	84
92066 RANCHITA	1	\$175,000	\$175,000	\$175,000	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	6	\$2,889,979	\$2,490,000	\$17,339,876	4	\$1,051,750	\$850,000	\$4,207,000	91.66%	183
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	8	\$1,354,750	\$750,000	\$10,838,000	1	\$139,750	\$139,750	\$139,750	100.00%	8
92070 SANTA YSABEL	1	\$110,000	\$110,000	\$110,000	1	\$170,000	\$170,000	\$170,000	85.04%	146
92071 SANTEE	5	\$383,500	\$250,000	\$1,917,500	1	\$110,000	\$110,000	\$110,000	100.00%	16
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	2	\$1,612,000	\$1,025,000	\$3,224,000	0	\$	\$	\$	0.00%	
92081 VISTA	1	\$195,000	\$195,000	\$195,000	1	\$195,000	\$195,000	\$195,000	100.00%	0
92082 VALLEY CENTER	19	\$970,246	\$309,000	\$18,434,677	2	\$260,000	\$175,000	\$520,000	92.20%	94
92083 VISTA	2	\$504,000	\$259,000	\$1,008,000	0	\$	\$	\$	0.00%	
92084 VISTA	7	\$519,428	\$499,000	\$3,636,000	5	\$564,680	\$329,500	\$2,823,400	92.80%	99
92086 WARNER SPRINGS	2	\$102,000	\$89,000	\$204,000	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	3	\$348,316	\$169,950	\$1,044,950	0	\$	\$	\$	0.00%	
92103 MISSION HILLS	3	\$1,470,000	\$985,000	\$4,410,000	0	\$	\$	\$	0.00%	
92104 NORTH PARK	1	\$350,000	\$350,000	\$350,000	0	\$	\$	\$	0.00%	
92105 EAST SAN DIEGO	1	\$210,000	\$210,000	\$210,000	0	\$	\$	\$	0.00%	

92106 POINT LOMA	4	\$1,148,719	\$874,876	\$4,594,876	0	\$	\$	\$	0.00%	
92107 OCEAN BEACH	2	\$522,000	\$349,000	\$1,044,000	0	\$	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	1	\$399,000	\$399,000	\$399,000	1	\$390,000	\$390,000	\$390,000	91.76%	13
92110 OLD TOWN SD	1	\$549,876	\$549,876	\$549,876	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	4	\$351,750	\$158,000	\$1,407,000	0	\$	\$	\$	0.00%	
92114 ENCANTO	3	\$121,633	\$160,000	\$364,900	2	\$220,000	\$140,000	\$440,000	95.65%	72
92115 COLLEGE GROVE	2	\$484,500	\$119,000	\$969,000	0	\$	\$	\$	0.00%	
92116 NORMAL HEIGHTS	1	\$1,200,000	\$1,200,000	\$1,200,000	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	\$	1	\$3,000,000	\$3,000,000	\$3,000,000	83.33%	152
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	7	\$1,065,696	\$1,050,000	\$7,459,876	1	\$1,250,000	\$1,250,000	\$1,250,000	98.04%	242
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	1	\$999,000	\$999,000	\$999,000	1	\$810,000	\$810,000	\$810,000	94.30%	36
92131 SCRIPPS MIRAMAR	0	\$	\$	\$	2	\$655,000	\$600,000	\$1,310,000	98.87%	16
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173 SAN YSIDRO	3	\$1,682,000	\$1,500,000	\$5,046,000	1	\$155,876	\$155,876	\$155,876	100.00%	16
<b>TOTALS</b>	<b>279</b>			<b>\$197,547,525</b>	<b>118</b>		<b>\$</b>	<b>47,562,752</b>		