

**MONTH ENDING AUGUST 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	10	\$404,300	\$315,000	\$4,043,000	2	\$323,500	\$275,000	\$647,000	95.16%	8
91902 BONITA	1	\$750,000	\$750,000	\$750,000	0	\$	\$	\$	0.00%	
91905 BOULEVARD	5	\$319,560	\$185,000	\$1,597,800	1	\$99,000	\$99,000	\$99,000	82.50%	510
91906 CAMPO	6	\$107,816	\$100,000	\$646,900	4	\$83,750	\$17,500	\$335,000	83.79%	156
91910 CHULA VISTA	1	\$850,000	\$850,000	\$850,000	1	\$650,000	\$650,000	\$650,000	95.73%	56
91911 CHULA VISTA	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	3	\$848,625	\$1,000,000	\$2,545,876	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	1	\$249,000	\$249,000	\$249,000	99.64%	669
91932 IMPERIAL BEACH	0	\$	\$	\$	1	\$755,000	\$755,000	\$755,000	100.67%	2
91934 JACUMBA	0	\$	\$	\$	2	\$40,500	\$40,000	\$81,000	101.25%	18
91935 JAMUL	5	\$390,175	\$350,000	\$1,950,876	0	\$	\$	\$	0.00%	
91941 LA MESA	2	\$625,000	\$375,000	\$1,250,000	0	\$	\$	\$	0.00%	
91942 LA MESA	1	\$779,000	\$779,000	\$779,000	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$599,000	\$599,000	\$599,000	1	\$250,000	\$250,000	\$250,000	100.00%	71
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$489,876	\$489,876	\$489,876	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91963 POTRERO	1	\$1,400,000	\$1,400,000	\$1,400,000	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	7	\$316,839	\$335,000	\$2,217,876	1	\$25,000	\$25,000	\$25,000	100.00%	144
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	1	\$350,000	\$350,000	\$350,000	0	\$	\$	\$	0.00%	
92003 BONSAI	6	\$584,166	\$535,000	\$3,505,000	2	\$272,500	\$60,000	\$545,000	95.61%	68
92004 BORREGO SPRINGS	6	\$42,083	\$20,000	\$252,500	1	\$6,500	\$6,500	\$6,500	73.86%	135
92007 CARDIFF BY THE SEA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92008 CARLSBAD	3	\$1,979,633	\$989,900	\$5,938,900	0	\$	\$	\$	0.00%	
92009 CARLSBAD	4	\$757,719	\$650,000	\$3,030,876	2	\$892,500	\$875,000	\$1,785,000	93.96%	118
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92019 EL CAJON	3	\$406,000	\$329,000	\$1,218,000	0	\$	\$	\$	0.00%	
92020 EL CAJON	5	\$548,155	\$435,876	\$2,740,776	0	\$	\$	\$	0.00%	
92021 EL CAJON	5	\$330,800	\$265,000	\$1,654,000	1	\$210,000	\$210,000	\$210,000	87.18%	167
92024 ENCINITAS	5	\$1,436,800	\$929,000	\$7,184,000	3	\$953,333	\$900,000	\$2,860,000	97.68%	152
92025 ESCONDIDO	6	\$576,833	\$499,000	\$3,461,000	0	\$	\$	\$	0.00%	
92026 ESCONDIDO	16	\$348,737	\$325,000	\$5,579,800	2	\$337,500	\$275,000	\$675,000	94.54%	153
92027 ESCONDIDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92028 FALLBROOK	21	\$416,292	\$399,000	\$8,742,152	8	\$393,237	\$329,900	\$3,145,900	95.28%	117
92029 ESCONDIDO	5	\$372,980	\$389,950	\$1,864,900	2	\$112,500	\$75,000	\$225,000	86.57%	71
92036 JULIAN	11	\$188,500	\$169,000	\$2,073,500	4	\$140,000	\$100,000	\$560,000	90.61%	97
92037 LA JOLLA	2	\$7,197,500	\$2,495,000	\$14,395,000	2	\$1,630,000	\$1,100,000	\$3,260,000	86.02%	184
92040 LAKESIDE	6	\$317,500	\$190,000	\$1,905,000	5	\$271,400	\$253,500	\$1,357,000	90.23%	47
92054 OCEANSIDE	7	\$681,968	\$749,000	\$4,773,776	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	1	\$1,200,000	\$1,200,000	\$1,200,000	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	1	\$400,000	\$400,000	\$400,000	96.39%	57
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$2,999,900	\$2,999,900	\$2,999,900	3	\$12,766	\$10,900	\$38,300	64.15%	262
92061 PAUMA VALLEY	0	\$	\$	\$	1	\$130,000	\$130,000	\$130,000	100.00%	40
92064 POWAY	7	\$593,268	\$400,000	\$4,152,876	6	\$386,333	\$330,000	\$2,318,000	92.25%	95
92065 RAMONA	14	\$505,146	\$250,000	\$7,072,052	6	\$324,150	\$350,000	\$1,944,900	97.47%	120
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	16	\$1,731,750	\$1,599,000	\$27,708,000	4	\$3,249,750	\$949,000	\$12,999,000	77.20%	112
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	5	\$653,800	\$529,000	\$3,269,000	2	\$440,000	\$315,000	\$880,000	100.57%	87
92070 SANTA YSABEL	0	\$	\$	\$	1	\$65,000	\$65,000	\$65,000	86.67%	78
92071 SANTEE	2	\$335,000	\$120,000	\$670,000	1	\$310,000	\$310,000	\$310,000	124.00%	68
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	4	\$700,000	\$400,000	\$2,800,000	0	\$	\$	\$	0.00%	
92081 VISTA	0	\$	\$	\$	1	\$291,000	\$291,000	\$291,000	97.32%	98
92082 VALLEY CENTER	10	\$536,300	\$300,000	\$5,363,000	2	\$917,500	\$385,000	\$1,835,000	91.75%	35
92083 VISTA	4	\$237,250	\$	\$949,000	0	\$	\$	\$	0.00%	
92084 VISTA	18	\$612,296	\$425,000	\$11,021,331	2	\$1,192,500	\$285,000	\$2,385,000	88.80%	97
92086 WARNER SPRINGS	3	\$139,998	\$150,000	\$419,995	0	\$	\$	\$	0.00%	
92091 RANCHO SANTA FE	0	\$	\$	\$	1	\$1,600,000	\$1,600,000	\$1,600,000	84.43%	163

92093 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92102 SAN DIEGO	1	\$200,000	\$200,000	\$200,000	0	\$	\$	\$	0.00%	
92103 MISSION HILLS	2	\$1,040,000	\$830,000	\$2,080,000	0	\$	\$	\$	0.00%	
92104 NORTH PARK	1	\$325,000	\$325,000	\$325,000	2	\$565,000	\$330,000	\$1,130,000	96.18%	22
92105 EAST SAN DIEGO	1	\$450,000	\$450,000	\$450,000	0	\$	\$	\$	0.00%	
92106 POINT LOMA	3	\$1,106,292	\$949,000	\$3,318,876	1	\$1,370,000	\$1,370,000	\$1,370,000	91.33%	58
92107 OCEAN BEACH	5	\$523,575	\$595,000	\$2,617,876	0	\$	\$	\$	0.00%	
92108 MISSION VALLEY	1	\$5,000,000	\$5,000,000	\$5,000,000	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	2	\$512,000	\$399,000	\$1,024,000	0	\$	\$	\$	0.00%	
92110 OLD TOWN SD	1	\$489,000	\$489,000	\$489,000	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	1	\$900,000	\$900,000	\$900,000	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	2	\$1,059,450	\$519,900	\$2,118,900	0	\$	\$	\$	0.00%	
92114 ENCANTO	4	\$192,469	\$139,000	\$769,876	0	\$	\$	\$	0.00%	
92115 COLLEGE GROVE	1	\$525,000	\$525,000	\$525,000	1	\$835,000	\$835,000	\$835,000	98.24%	49
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	1	\$895,000	\$895,000	\$895,000	0	\$	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119 SAN CARLOS	3	\$563,000	\$339,000	\$1,689,000	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	11	\$885,545	\$895,000	\$9,741,000	0	\$	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	7	\$200,000	\$200,000	\$1,400,000	95.69%	106
92130 CARMEL VALLEY	1	\$999,876	\$999,876	\$999,876	0	\$	\$	\$	0.00%	
92131 SCRIPPS MIRAMAR	2	\$520,000	\$500,000	\$1,040,000	1	\$635,000	\$635,000	\$635,000	90.73%	76
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	3	\$709,666	\$129,000	\$2,129,000	0	\$	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173 SAN YSIDRO	2	\$709,438	\$318,876	\$1,418,876	0	\$	\$	\$	0.00%	
<b>TOTALS</b>	<b>290</b>			<b>\$194,645,818</b>	<b>89</b>			<b>\$48,286,600</b>		