

MONTH ENDING SEPTEMBER 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	Average Days on Market
91901 ALPINE	5	\$424,400	\$380,000	\$2,122,000	3	\$304,333	\$310,000	\$913,000	90.58%	200
91902 BONITA	1	\$774,876	\$774,876	\$774,876	0	\$	\$	\$	0.00%	
91905 BOULEVARD	10	\$202,187	\$175,000	\$2,021,876	3	\$165,000	\$125,000	\$495,000	94.66%	68
91906 CAMPO	3	\$170,333	\$165,000	\$511,000	2	\$330,000	\$225,000	\$660,000	97.78%	142
91910 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	2	\$525,000	\$300,000	\$1,050,000	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	1	\$1,350,000	\$1,350,000	\$1,350,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	1	\$199,876	\$199,876	\$199,876	1	\$200,000	\$200,000	\$200,000	100.00%	88
91917 DULZURA	2	\$235,388	\$199,900	\$470,776	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$1,750,000	\$1,750,000	\$1,750,000	0	\$	\$	\$	0.00%	
91934 JACUMBA	3	\$142,000	\$128,000	\$426,000	2	\$223,000	\$81,000	\$446,000	185.91%	112
91935 JAMUL	6	\$454,275	\$299,900	\$2,725,652	1	\$285,000	\$285,000	\$285,000	95.00%	16
91941 LA MESA	2	\$345,376	\$340,876	\$690,752	0	\$	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$375,000	\$375,000	\$375,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	1	\$679,000	\$679,000	\$679,000	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$149,000	\$149,000	\$149,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	1	\$99,900	\$99,900	\$99,900	0	\$	\$	\$	0.00%	
91963 POTRERO	2	\$530,000	\$60,000	\$1,060,000	1	\$55,000	\$55,000	\$55,000	78.57%	31
91977 SPRING VALLEY	4	\$453,250	\$425,000	\$1,813,000	1	\$139,000	\$139,000	\$139,000	93.29%	34
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	5	\$1,578,000	\$595,000	\$7,890,000	2	\$557,500	\$240,000	\$1,115,000	97.38%	156
92004 BORREGO SPRINGS	0	\$	\$	\$	1	\$48,200	\$48,200	\$48,200	98.57%	370
92007 CARDIFF BY THE SEA	1	\$650,000	\$650,000	\$650,000	0	\$	\$	\$	0.00%	
92008 CARLSBAD	0	\$	\$	\$	1	\$620,000	\$620,000	\$620,000	82.68%	123
92009 CARLSBAD	1	\$749,000	\$749,000	\$749,000	0	\$	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	\$	1	\$2,100,000	\$2,100,000	\$2,100,000	93.33%	242
92019 EL CAJON	9	\$293,819	\$263,500	\$2,644,376	0	\$	\$	\$	0.00%	
92020 EL CAJON	2	\$444,438	\$399,000	\$888,876	0	\$	\$	\$	0.00%	
92021 EL CAJON	1	\$255,876	\$255,876	\$255,876	2	\$202,500	\$185,000	\$405,000	93.10%	356
92024 ENCINITAS	8	\$856,250	\$725,000	\$6,850,000	1	\$340,000	\$340,000	\$340,000	80.00%	510
92025 ESCONDIDO	3	\$361,333	\$200,000	\$1,084,000	0	\$	\$	\$	0.00%	
92026 ESCONDIDO	7	\$414,707	\$329,950	\$2,902,950	1	\$300,000	\$300,000	\$300,000	120.00%	16
92027 ESCONDIDO	5	\$648,960	\$279,900	\$3,244,800	1	\$1,000,000	\$1,000,000	\$1,000,000	95.24%	119
92028 FALLBROOK	19	\$636,968	\$399,000	\$12,102,400	9	\$391,138	\$310,000	\$3,520,250	93.73%	100
92029 ESCONDIDO	3	\$1,494,958	\$2,049,876	\$4,484,876	0	\$	\$	\$	0.00%	
92036 JULIAN	18	\$146,550	\$125,000	\$2,637,900	3	\$31,816	\$20,000	\$95,450	95.50%	232
92037 LA JOLLA	5	\$3,549,975	\$2,449,876	\$17,749,875	2	\$1,059,500	\$719,000	\$2,119,000	91.18%	81
92040 LAKESIDE	8	\$324,187	\$230,000	\$2,593,500	2	\$151,249	\$110,200	\$302,499	110.00%	45
92054 OCEANSIDE	5	\$1,009,380	\$749,000	\$5,046,900	2	\$562,500	\$500,000	\$1,125,000	91.84%	106
92056 OCEANSIDE	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$79,900	\$79,900	\$79,900	0	\$	\$	\$	0.00%	
92061 PALUMA VALLEY	5	\$438,000	\$210,000	\$2,190,000	1	\$260,000	\$260,000	\$260,000	96.65%	58
92064 POWAY	9	\$1,103,750	\$800,000	\$9,933,752	2	\$613,750	\$500,000	\$1,227,500	98.20%	206
92065 RAMONA	14	\$679,657	\$305,000	\$9,515,199	4	\$292,500	\$300,000	\$1,170,000	92.51%	76
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	7	\$1,028,285	\$928,000	\$7,198,000	1	\$2,000,000	\$2,000,000	\$2,000,000	91.12%	98
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	2	\$349,950	\$349,900	\$699,900	3	\$536,663	\$390,000	\$1,609,990	99.39%	27
92070 SANTA YSABEL	4	\$225,000	\$170,000	\$900,000	1	\$100,000	\$100,000	\$100,000	90.91%	42
92071 SANTEE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	1	\$275,000	\$275,000	\$275,000	0	\$	\$	\$	0.00%	
92081 VISTA	1	\$579,000	\$579,000	\$579,000	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	9	\$878,000	\$425,000	\$7,902,000	1	\$540,000	\$540,000	\$540,000	80.00%	21
92083 VISTA	6	\$331,083	\$250,000	\$1,986,500	1	\$285,000	\$285,000	\$285,000	100.00%	147
92084 VISTA	7	\$509,700	\$400,000	\$3,567,900	0	\$	\$	\$	0.00%	
92086 WARNER SPRINGS	4	\$163,625	\$135,000	\$654,500	1	\$60,000	\$60,000	\$60,000	85.72%	6
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	2	\$194,950	\$139,900	\$389,900	1	\$165,000	\$165,000	\$165,000	97.06%	122
92103 MISSION HILLS	2	\$817,000	\$649,000	\$1,634,000	0	\$	\$	\$	0.00%	
92104 NORTH PARK	3	\$405,250	\$397,876	\$1,215,752	0	\$	\$	\$	0.00%	
92105 EAST SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92106 POINT LOMA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92107 OCEAN BEACH	0	\$	\$	\$	1	\$297,500	\$297,500	\$297,500	100.85%	27
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	2	\$982,500	\$665,000	\$1,965,000	0	\$	\$	\$	0.00%	
92110 OLD TOWN SD	1	\$825,000	\$825,000	\$825,000	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	0	\$	\$	\$	1	\$145,000	\$145,000	\$145,000	96.67%	0
92114 ENCANTO	4	\$244,750	\$135,000	\$979,000	1	\$160,000	\$160,000	\$160,000	91.43%	35
92115 COLLEGE GROVE	1	\$249,000	\$249,000	\$249,000	0	\$	\$	\$	0.00%	
92116 NORMAL HEIGHTS	1	\$925,000	\$925,000	\$925,000	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	\$	1	\$1,500,000	\$1,500,000	\$1,500,000	100.00%	184
92119 SAN CARLOS	1	\$735,876	\$735,876	\$735,876	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	8	\$1,033,359	\$850,000	\$8,266,876	0	\$	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	3	\$333,333	\$	\$1,000,000	1	\$825,000	\$825,000	\$825,000	94.30%	52
92131 SCRIPPS MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
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	0	\$	\$	\$	0	\$	\$	\$	0.00%	
TOTALS	247			\$156,711,092	63			\$26,628,389		