

**MONTH ENDING SEPTEMBER 30, 2004
RESIDENTIAL INCOME 2-4 UNITS**

| 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 | 0 | \$ | \$ | \$ | 1 | \$375,000 | \$375,000 | \$375,000 | 98.71% | 96 |
| 91902 BONITA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91905 BOULEVARD | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91906 CAMPO | 1 | \$499,999 | \$499,999 | \$499,999 | 0 | \$ | \$ | \$ | 0.00% | |
| 91910 CHULA VISTA | 5 | \$575,600 | \$609,000 | \$2,878,000 | 3 | \$791,666 | \$750,000 | \$2,375,000 | 100.00% | 14 |
| 91911 CHULA VISTA | 4 | \$553,475 | \$535,000 | \$2,213,900 | 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 | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91917 DULZURA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91931 GUATAY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91932 IMPERIAL BEACH | 6 | \$771,650 | \$730,000 | \$4,629,900 | 0 | \$ | \$ | \$ | 0.00% | |
| 91934 JACUMBA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91935 JAMUL | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91941 LA MESA | 8 | \$715,487 | \$675,000 | \$5,723,900 | 1 | \$548,000 | \$548,000 | \$548,000 | 100.55% | 33 |
| 91942 LA MESA | 2 | \$842,000 | \$559,000 | \$1,684,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 91945 LEMON GROVE | 9 | \$440,630 | \$545,000 | \$3,965,676 | 3 | \$556,666 | \$550,000 | \$1,670,000 | 96.59% | 11 |
| 91948 MOUNT LAGUNA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91950 NATIONAL CITY | 4 | \$634,975 | \$625,000 | \$2,539,900 | 4 | \$518,750 | \$515,000 | \$2,075,000 | 98.63% | 36 |
| 91962 PINE VALLEY | 1 | \$690,876 | \$690,876 | \$690,876 | 0 | \$ | \$ | \$ | 0.00% | |
| 91963 POTRERO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91977 SPRING VALLEY | 7 | \$608,696 | \$575,000 | \$4,260,876 | 2 | \$565,000 | \$515,000 | \$1,130,000 | 98.26% | 17 |
| 91978 SPRING VALLEY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91980 TECATE | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92003 BONSAI | 1 | \$769,000 | \$769,000 | \$769,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92004 BORREGO SPRINGS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92007 CARDIFF BY THE SEA | 1 | \$1,149,000 | \$1,149,000 | \$1,149,000 | 1 | \$895,000 | \$895,000 | \$895,000 | 97.81% | 34 |
| 92008 CARLSBAD | 2 | \$2,775,000 | \$1,750,000 | \$5,550,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92009 CARLSBAD | 2 | \$849,500 | \$849,500 | \$1,699,000 | 1 | \$829,900 | \$829,900 | \$829,900 | 100.11% | 68 |
| 92014 DEL MAR | 0 | \$ | \$ | \$ | 3 | \$1,356,666 | \$1,337,500 | \$4,070,000 | 98.07% | 51 |
| 92019 EL CAJON | 2 | \$949,950 | \$699,900 | \$1,899,900 | 1 | \$715,000 | \$715,000 | \$715,000 | 94.20% | 49 |
| 92020 EL CAJON | 8 | \$534,950 | \$639,800 | \$4,279,600 | 2 | \$662,500 | \$660,000 | \$1,325,000 | 101.85% | 48 |
| 92021 EL CAJON | 4 | \$525,475 | \$525,000 | \$2,101,900 | 1 | \$597,500 | \$597,500 | \$597,500 | 100.00% | 14 |
| 92024 ENCINITAS | 3 | \$1,628,333 | \$1,990,000 | \$4,885,000 | 3 | \$768,000 | \$724,000 | \$2,304,000 | 94.04% | 97 |
| 92025 ESCONDIDO | 14 | \$520,618 | \$540,000 | \$7,288,652 | 6 | \$574,000 | \$585,000 | \$3,444,000 | 96.69% | 45 |
| 92026 ESCONDIDO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92027 ESCONDIDO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92028 FALLBROOK | 1 | \$725,000 | \$725,000 | \$725,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92029 ESCONDIDO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92036 JULIAN | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92037 LA JOLLA | 3 | \$2,183,290 | \$2,299,876 | \$6,549,871 | 0 | \$ | \$ | \$ | 0.00% | |
| 92040 LAKESIDE | 4 | \$682,500 | \$720,000 | \$2,730,000 | 4 | \$497,000 | \$468,000 | \$1,988,000 | 96.13% | 61 |
| 92054 OCEANSIDE | 7 | \$1,086,714 | \$799,000 | \$7,607,000 | 3 | \$631,333 | \$695,000 | \$1,894,000 | 94.98% | 36 |
| 92056 OCEANSIDE | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92057 OCEANSIDE | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92059 PALA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92060 PALOMAR MTN | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92061 PAUMA VALLEY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92064 POWAY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92065 RAMONA | 1 | \$574,876 | \$574,876 | \$574,876 | 2 | \$555,000 | \$515,000 | \$1,110,000 | 99.11% | 15 |
| 92066 RANCHITA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92067 RANCHO SANTA FE | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92068 SAN LUIS REY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92069 SAN MARCOS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92070 SANTA YSABEL | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92071 SANTEE | 1 | \$360,000 | \$360,000 | \$360,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92075 SOLANA BEACH | 1 | \$998,000 | \$998,000 | \$998,000 | 0 | \$ | \$ | \$ | 0.00% | |

| | | | | | | | | | | |
|--------------------------|------------|-------------|-------------|----------------------|------------|-------------|-----------|---------------------|---------|-----|
| 92078 SAN MARCOS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92081 VISTA | 1 | \$799,876 | \$799,876 | \$799,876 | 1 | \$750,000 | \$750,000 | \$750,000 | 93.76% | 74 |
| 92082 VALLEY CENTER | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92083 VISTA | 3 | \$629,966 | \$630,000 | \$1,889,900 | 1 | \$530,000 | \$530,000 | \$530,000 | 100.19% | 10 |
| 92084 VISTA | 7 | \$488,285 | \$529,000 | \$3,418,000 | 3 | \$618,333 | \$635,000 | \$1,855,000 | 99.31% | 15 |
| 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 | \$1,149,938 | \$1,000,000 | \$2,299,876 | 1 | \$790,000 | \$790,000 | \$790,000 | 99.37% | 146 |
| 92102 SAN DIEGO | 24 | \$555,016 | \$625,000 | \$13,320,402 | 9 | \$552,666 | \$540,000 | \$4,974,000 | 97.78% | 29 |
| 92103 MISSION HILLS | 9 | \$1,250,333 | \$1,045,000 | \$11,253,000 | 2 | \$1,095,500 | \$841,000 | \$2,191,000 | 96.36% | 87 |
| 92104 NORTH PARK | 16 | \$672,915 | \$649,900 | \$10,766,652 | 5 | \$698,700 | \$704,900 | \$3,493,501 | 95.89% | 21 |
| 92105 EAST SAN DIEGO | 16 | \$478,681 | \$499,000 | \$7,658,900 | 8 | \$504,875 | \$479,000 | \$4,039,000 | 98.75% | 77 |
| 92106 POINT LOMA | 1 | \$1,250,000 | \$1,250,000 | \$1,250,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92107 OCEAN BEACH | 6 | \$819,633 | \$799,000 | \$4,917,800 | 5 | \$829,000 | \$720,000 | \$4,145,000 | 99.93% | 42 |
| 92108 MISSION VALLEY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92109 PACIFIC BEACH | 17 | \$1,421,978 | \$999,876 | \$24,173,628 | 9 | \$911,250 | \$926,250 | \$8,201,250 | 94.25% | 58 |
| 92110 OLD TOWN SD | 2 | \$1,149,000 | \$799,000 | \$2,298,000 | 3 | \$658,333 | \$630,000 | \$1,975,000 | 97.53% | 69 |
| 92111 LINDA VISTA | 1 | \$545,000 | \$545,000 | \$545,000 | 3 | \$575,000 | \$540,000 | \$1,725,000 | 98.63% | 4 |
| 92113 LOGAN HEIGHTS | 6 | \$621,500 | \$585,000 | \$3,729,000 | 4 | \$494,500 | \$450,000 | \$1,978,000 | 100.76% | 12 |
| 92114 ENCANTO | 7 | \$536,553 | \$535,000 | \$3,755,876 | 1 | \$635,000 | \$635,000 | \$635,000 | 84.68% | 25 |
| 92115 COLLEGE GROVE | 5 | \$454,799 | \$570,000 | \$2,273,995 | 3 | \$625,000 | \$580,000 | \$1,875,000 | 95.96% | 39 |
| 92116 NORMAL HEIGHTS | 15 | \$557,678 | \$625,000 | \$8,365,176 | 4 | \$720,000 | \$650,000 | \$2,880,000 | 94.89% | 31 |
| 92117 CLAIREMONT MESA | 4 | \$665,875 | \$649,500 | \$2,663,500 | 3 | \$629,666 | \$610,000 | \$1,889,000 | 96.18% | 7 |
| 92118 CORONADO | 1 | \$1,498,000 | \$1,498,000 | \$1,498,000 | 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 | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92128 RANCHO BERNARDO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92129 RANCHO PENASQUITOS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92130 CARMEL VALLEY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 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 | 3 | \$611,584 | \$674,876 | \$1,834,752 | 0 | \$ | \$ | \$ | 0.00% | |
| TOTALS | 248 | | | \$186,965,159 | 106 | | | \$58,314,151 | | |