

**MONTH ENDING OCTOBER 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 Price	Average Days on Market
91901 ALPINE	4	\$220,750	\$85,000	\$883,000	1	\$570,000	\$570,000	\$570,000	81.55%	213
91902 BONITA	2	\$599,900	\$599,900	\$1,199,800	0	\$	\$	\$	0.00%	
91905 BOULEVARD	5	\$586,800	\$499,000	\$2,934,000	2	\$125,000	\$125,000	\$250,000	100.00%	139
91906 CAMPO	5	\$331,799	\$329,000	\$1,658,996	1	\$85,000	\$85,000	\$85,000	85.00%	3
91910 CHULA VISTA	1	\$550,000	\$550,000	\$550,000	1	\$420,000	\$420,000	\$420,000	93.35%	75
91911 CHULA VISTA	1	\$849,900	\$849,900	\$849,900	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	2	\$1,124,950	\$1,099,900	\$2,249,900	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	4	\$164,750	\$90,000	\$659,000	1	\$95,000	\$95,000	\$95,000	76.00%	95
91917 DULZURA	2	\$256,250	\$240,000	\$512,500	2	\$237,500	\$225,000	\$475,000	93.16%	54
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91934 JACUMBA	3	\$65,666	\$59,000	\$197,000	2	\$156,000	\$92,000	\$312,000	91.76%	98
91935 JAMUL	9	\$848,166	\$410,000	\$7,633,500	3	\$470,000	\$190,000	\$1,410,000	80.57%	218
91941 LA MESA	0	\$	\$	\$	2	\$193,500	\$175,000	\$387,000	87.16%	25
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$785,000	\$785,000	\$785,000	2	\$430,000	\$360,000	\$860,000	96.63%	60
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$675,000	\$675,000	\$675,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	1	\$1,795,000	\$1,795,000	\$1,795,000	1	\$250,000	\$250,000	\$250,000	100.00%	17
91963 POTRERO	2	\$1,172,500	\$595,000	\$2,345,000	1	\$169,999	\$169,999	\$169,999	100.00%	23
91977 SPRING VALLEY	4	\$91,247	\$	\$364,990	1	\$535,000	\$535,000	\$535,000	91.32%	2
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	2	\$1,272,938	\$1,250,876	\$2,545,876	0	\$	\$	\$	0.00%	
92004 BORREGO SPRINGS	1	\$30,000	\$30,000	\$30,000	1	\$175,000	\$175,000	\$175,000	87.50%	205
92007 CARDIFF BY THE SEA	1	\$950,000	\$950,000	\$950,000	1	\$1,205,000	\$1,205,000	\$1,205,000	104.33%	98
92008 CARLSBAD	2	\$374,938	\$	\$749,876	3	\$485,000	\$375,000	\$1,455,000	107.22%	228
92009 CARLSBAD	2	\$787,438	\$625,000	\$1,574,876	0	\$	\$	\$	0.00%	
92014 DEL MAR	1	\$1,550,000	\$1,550,000	\$1,550,000	1	\$675,000	\$675,000	\$675,000	96.43%	118
92019 EL CAJON	5	\$869,000	\$230,000	\$4,345,000	1	\$602,500	\$602,500	\$602,500	94.29%	26
92020 EL CAJON	2	\$367,000	\$325,000	\$734,000	1	\$270,000	\$270,000	\$270,000	98.18%	32
92021 EL CAJON	6	\$297,466	\$350,000	\$1,784,800	1	\$275,000	\$275,000	\$275,000	94.83%	16
92024 ENCINITAS	6	\$4,012,312	\$800,000	\$24,073,876	0	\$	\$	\$	0.00%	
92025 ESCONDIDO	3	\$436,666	\$320,000	\$1,310,000	1	\$335,000	\$335,000	\$335,000	89.33%	40
92026 ESCONDIDO	12	\$396,750	\$370,000	\$4,761,000	2	\$1,100,000	\$160,000	\$2,200,000	97.39%	31
92027 ESCONDIDO	2	\$250,000	\$250,000	\$500,000	1	\$111,869	\$111,869	\$111,869	106.54%	193
92028 FALLBROOK	25	\$643,240	\$450,000	\$16,081,000	6	\$290,666	\$265,000	\$1,744,000	95.90%	76
92029 ESCONDIDO	5	\$849,540	\$275,000	\$4,247,700	0	\$	\$	\$	0.00%	
92036 JULIAN	14	\$145,071	\$82,000	\$2,031,000	4	\$264,750	\$62,000	\$1,059,000	94.05%	78
92037 LA JOLLA	3	\$1,064,958	\$995,000	\$3,194,876	0	\$	\$	\$	0.00%	
92040 LAKESIDE	4	\$359,650	\$250,000	\$1,438,600	6	\$156,666	\$130,000	\$940,000	89.61%	143
92054 OCEANSIDE	2	\$422,000	\$270,000	\$844,000	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	1	\$1,300,000	\$1,300,000	\$1,300,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$39,000	\$39,000	\$39,000	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	2	\$207,400	\$134,900	\$414,800	0	\$	\$	\$	0.00%	
92064 POWAY	6	\$627,466	\$749,900	\$3,764,800	2	\$2,216,000	\$332,000	\$4,432,000	91.21%	3
92065 RAMONA	18	\$490,138	\$399,900	\$8,822,500	10	\$259,150	\$220,000	\$2,591,500	91.68%	82
92066 RANCHITA	2	\$120,450	\$105,900	\$240,900	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	12	\$2,151,573	\$929,000	\$25,818,876	0	\$	\$	\$	0.00%	
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	1	\$875,000	\$875,000	\$875,000	3	\$564,459	\$240,000	\$1,693,377	130.36%	123
92070 SANTA YSABEL	7	\$411,000	\$350,000	\$2,877,000	0	\$	\$	\$	0.00%	
92071 SANTEE	1	\$379,000	\$379,000	\$379,000	1	\$120,000	\$120,000	\$120,000	100.00%	50
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	\$	1	\$392,500	\$392,500	\$392,500	98.13%	17
92081 VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	10	\$307,790	\$280,000	\$3,077,900	3	\$676,666	\$265,000	\$2,030,000	90.24%	125
92083 VISTA	0	\$	\$	\$	1	\$232,000	\$232,000	\$232,000	98.72%	20
92084 VISTA	11	\$645,809	\$450,000	\$7,103,900	2	\$278,556	\$239,000	\$557,112	116.31%	50
92086 WARNER SPRINGS	2	\$646,000	\$95,000	\$1,292,000	3	\$178,333	\$185,000	\$535,000	100.00%	114
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	3	\$2,100,000	\$1,650,000	\$6,300,000	0	\$	\$	\$	0.00%	
92102 SAN DIEGO	1	\$850,000	\$850,000	\$850,000	0	\$	\$	\$	0.00%	
92103 MISSION HILLS	2	\$742,500	\$655,000	\$1,485,000	0	\$	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92105 EAST SAN DIEGO	2	\$597,450	\$499,900	\$1,194,900	0	\$	\$	\$	0.00%	

92106 POINT LOMA	2	\$854,438	\$759,000	\$1,708,876	0	\$	\$	\$	0.00%	
92107 OCEAN BEACH	0	\$	\$	\$	1	\$625,000	\$625,000	\$625,000	75.77%	34
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	4	\$1,022,500	\$	\$4,090,000	0	\$	\$	\$	0.00%	
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	5	\$462,780	\$355,000	\$2,313,900	1	\$490,000	\$490,000	\$490,000	94.25%	2
92114 ENCANTO	1	\$239,000	\$239,000	\$239,000	2	\$155,500	\$130,000	\$311,000	95.40%	41
92115 COLLEGE GROVE	1	\$739,900	\$739,900	\$739,900	0	\$	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	\$	1	\$620,000	\$620,000	\$620,000	91.85%	11
92118 CORONADO	0	\$	\$	\$	1	\$4,150,000	\$4,150,000	\$4,150,000	96.51%	98
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	6	\$1,222,312	\$1,049,000	\$7,333,876	0	\$	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	2	\$7,225,438	\$1,700,000	\$14,450,876	0	\$	\$	\$	0.00%	
92131 SCRIPPS MIRAMAR	0	\$	\$	\$	1	\$495,000	\$495,000	\$495,000	91.67%	56
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	1	\$2,750,000	\$2,750,000	\$2,750,000	0	\$	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
<b>TOTALS</b>	<b>249</b>			<b>\$ 197,501,070</b>	<b>82</b>			<b>\$36,140,857</b>		