

**MONTH ENDING NOVEMBER 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	2	\$300,000	\$175,000	\$600,000	4	\$206,250	\$206,250	\$825,000	95.93%	72
91902 BONITA	1	\$750,000	\$750,000	\$750,000	0	\$	\$	\$	0.00%	
91905 BOULEVARD	3	\$251,333	\$290,000	\$754,000	0	\$	\$	\$	0.00%	
91906 CAMPO	1	\$2,750,000	\$2,750,000	\$2,750,000	0	\$	\$	\$	0.00%	
91910 CHULA VISTA	1	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	2	\$947,000	\$899,000	\$1,894,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	1	\$180,000	\$180,000	\$180,000	90.05%	8
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91934 JACUMBA	1	\$60,000	\$60,000	\$60,000	0	\$	\$	\$	0.00%	
91935 JAMUL	3	\$851,958	\$700,000	\$2,555,876	1	\$405,000	\$405,000	\$405,000	98.78%	10
91941 LA MESA	2	\$275,000	\$275,000	\$550,000	0	\$	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	2	\$260,000	\$260,000	\$520,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	0	\$	\$	\$	1	\$875,000	\$875,000	\$875,000	97.33%	138
91962 PINE VALLEY	1	\$275,000	\$275,000	\$275,000	0	\$	\$	\$	0.00%	
91963 POTRERO	2	\$80,000	\$80,000	\$160,000	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	3	\$1,129,966	\$860,000	\$3,389,900	2	\$317,500	\$310,000	\$635,000	100.00%	121
91978 SPRING VALLEY	1	\$180,000	\$180,000	\$180,000	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAL	2	\$925,000	\$400,000	\$1,850,000	0	\$	\$	\$	0.00%	
92004 BORREGO SPRINGS	4	\$170,000	\$181,000	\$680,000	0	\$	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	1	\$899,900	\$899,900	\$899,900	0	\$	\$	\$	0.00%	
92008 CARLSBAD	2	\$1,149,938	\$999,876	\$2,299,876	0	\$	\$	\$	0.00%	
92009 CARLSBAD	3	\$1,318,333	\$955,000	\$3,955,000	1	\$630,000	\$630,000	\$630,000	96.92%	51
92014 DEL MAR	5	\$2,459,000	\$2,500,000	\$12,295,000	1	\$1,150,000	\$1,150,000	\$1,150,000	92.00%	416
92019 EL CAJON	2	\$255,000	\$135,000	\$510,000	3	\$207,333	\$192,000	\$622,000	82.49%	286
92020 EL CAJON	2	\$425,000	\$200,000	\$850,000	1	\$220,000	\$220,000	\$220,000	97.78%	19
92021 EL CAJON	2	\$340,000	\$210,000	\$680,000	1	\$429,000	\$429,000	\$429,000	95.55%	11
92024 ENCINITAS	1	\$595,000	\$595,000	\$595,000	1	\$590,000	\$590,000	\$590,000	98.50%	136
92025 ESCONDIDO	4	\$735,000	\$750,000	\$2,940,000	1	\$240,000	\$240,000	\$240,000	96.00%	161
92026 ESCONDIDO	9	\$235,333	\$230,000	\$2,118,000	3	\$300,000	\$320,000	\$900,000	95.85%	48
92027 ESCONDIDO	1	\$357,000	\$357,000	\$357,000	1	\$170,000	\$170,000	\$170,000	79.07%	64
92028 FALLBROOK	14	\$450,446	\$399,000	\$6,306,252	5	\$217,799	\$147,000	\$1,088,999	97.06%	79
92029 ESCONDIDO	4	\$560,438	\$674,876	\$2,241,752	1	\$405,000	\$405,000	\$405,000	81.00%	359
92036 JULIAN	13	\$210,307	\$189,000	\$2,734,000	6	\$110,166	\$95,000	\$661,000	98.22%	82
92037 LA JOLLA	2	\$3,597,500	\$3,300,000	\$7,195,000	2	\$2,687,500	\$1,065,000	\$5,375,000	102.48%	34
92040 LAKESIDE	2	\$1,210,000	\$820,000	\$2,420,000	1	\$185,000	\$185,000	\$185,000	86.05%	314
92054 OCEANSIDE	0	\$	\$	\$	1	\$140,000	\$140,000	\$140,000	80.00%	365
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	1	\$352,000	\$352,000	\$352,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	3	\$225,166	\$175,000	\$675,500	0	\$	\$	\$	0.00%	
92064 POWAY	1	\$2,250,000	\$2,250,000	\$2,250,000	2	\$587,500	\$375,000	\$1,175,000	91.09%	69
92065 RAMONA	9	\$554,541	\$425,000	\$4,990,876	4	\$284,750	\$219,000	\$1,139,000	90.15%	242
92066 RANCHITA	0	\$	\$	\$	1	\$140,000	\$140,000	\$140,000	103.70%	9
92067 RANCHO SANTA FE	3	\$1,923,333	\$1,725,000	\$5,770,000	2	\$1,740,000	\$980,000	\$3,480,000	83.86%	73
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	4	\$499,750	\$	\$1,999,000	0	\$	\$	\$	0.00%	
92070 SANTA YSABEL	1	\$199,000	\$199,000	\$199,000	0	\$	\$	\$	0.00%	
92071 SANTEE	2	\$189,500	\$179,000	\$379,000	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92078	SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081	VISTA	0	\$	\$	\$	1	\$450,000	\$450,000	\$450,000	90.18%	46
92082	VALLEY CENTER	11	\$935,227	\$498,000	\$10,287,500	2	\$497,500	\$345,000	\$995,000	93.16%	55
92083	VISTA	1	\$175,000	\$175,000	\$175,000	3	\$317,333	\$325,000	\$952,000	86.35%	68
92084	VISTA	10	\$390,277	\$295,000	\$3,902,777	1	\$500,000	\$500,000	\$500,000	95.24%	68
92086	WARNER SPRINGS	1	\$750,000	\$750,000	\$750,000	1	\$240,000	\$240,000	\$240,000	96.00%	26
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	1	\$1,650,000	\$1,650,000	\$1,650,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	0	\$	\$	\$	1	\$132,000	\$132,000	\$132,000	94.35%	45
92103	MISSION HILLS	2	\$1,047,500	\$895,000	\$2,095,000	0	\$	\$	\$	0.00%	
92104	NORTH PARK	1	\$375,000	\$375,000	\$375,000	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92106	POINT LOMA	1	\$995,000	\$995,000	\$995,000	0	\$	\$	\$	0.00%	
92107	OCEAN BEACH	2	\$349,500	\$	\$699,000	1	\$525,000	\$525,000	\$525,000	88.24%	14
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	3	\$741,333	\$825,000	\$2,224,000	1	\$408,000	\$408,000	\$408,000	99.51%	61
92111	LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92114	ENCANTO	4	\$563,500	\$129,000	\$2,254,000	3	\$129,833	\$135,000	\$389,500	44.52%	87
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$575,000	\$575,000	\$575,000	0	\$	\$	\$	0.00%	
92118	CORONADO	1	\$1,325,000	\$1,325,000	\$1,325,000	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	4	\$1,354,250	\$879,000	\$5,417,000	2	\$955,000	\$660,000	\$1,910,000	95.51%	58
92128	RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	0	\$	\$	\$	1	\$950,000	\$950,000	\$950,000	95.01%	16
92131	SCRIPPS MIRAMAR	2	\$587,376	\$499,876	\$1,174,752	0	\$	\$	\$	0.00%	
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	1	\$	\$	\$	0	\$	\$	\$	0.00%	
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	4	\$8,640,225	\$300,000	\$34,560,900	0	\$	\$	\$	0.00%	
<b>TOTALS</b>		<b>172</b>			<b>\$150,440,861</b>	<b>64</b>			<b>\$29,111,499</b>		