

MONTH ENDING NOVEMBER 30, 2004
MOBILE AND MANUFACTURED HOMES

| 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 | 1 | \$35,000 | \$35,000 | \$35,000 | 1 | \$22,000 | \$22,000 | \$22,000 | 100.00% | 0 |
| 91902 BONITA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91905 BOULEVARD | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91906 CAMPO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91910 CHULA VISTA | 0 | \$ | \$ | \$ | 2 | \$50,000 | \$25,000 | \$100,000 | 76.92% | 49 |
| 91911 CHULA VISTA | 7 | \$72,214 | \$82,500 | \$505,500 | 1 | \$65,000 | \$65,000 | \$65,000 | 100.00% | 81 |
| 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 | 1 | \$145,000 | \$145,000 | \$145,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 91932 IMPERIAL BEACH | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91934 JACUMBA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91935 JAMUL | 2 | \$62,500 | \$ | \$125,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 91941 LA MESA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91942 LA MESA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91945 LEMON GROVE | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91948 MOUNT LAGUNA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91950 NATIONAL CITY | 0 | \$ | \$ | \$ | 1 | \$85,900 | \$85,900 | \$85,900 | 95.55% | 34 |
| 91962 PINE VALLEY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91963 POTRERO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 91977 SPRING VALLEY | 4 | \$72,950 | \$79,900 | \$291,800 | 2 | \$79,500 | \$60,000 | \$159,000 | 98.46% | 111 |
| 91978 SPRING VALLEY | 4 | \$79,375 | \$69,900 | \$317,500 | 2 | \$28,200 | \$14,900 | \$56,400 | 99.12% | 47 |
| 91980 TECATE | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92003 BONSAI | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92004 BORREGO SPRINGS | 1 | \$250,000 | \$250,000 | \$250,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92007 CARDIFF BY THE SEA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92008 CARLSBAD | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92009 CARLSBAD | 7 | \$195,310 | \$189,000 | \$1,367,176 | 1 | \$155,250 | \$155,250 | \$155,250 | 97.34% | 34 |
| 92014 DEL MAR | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92019 EL CAJON | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92020 EL CAJON | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92021 EL CAJON | 10 | \$89,045 | \$65,000 | \$890,450 | 6 | \$103,933 | \$77,500 | \$623,600 | 95.24% | 64 |
| 92024 ENCINITAS | 1 | \$159,900 | \$159,900 | \$159,900 | 2 | \$66,500 | \$58,000 | \$133,000 | 95.68% | 30 |
| 92025 ESCONDIDO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92026 ESCONDIDO | 7 | \$238,385 | \$230,000 | \$1,668,700 | 5 | \$275,860 | \$275,000 | \$1,379,300 | 98.90% | 27 |
| 92027 ESCONDIDO | 6 | \$60,800 | \$47,000 | \$364,800 | 4 | \$45,800 | \$37,800 | \$183,200 | 96.62% | 93 |
| 92028 FALLBROOK | 4 | \$161,700 | \$64,900 | \$646,800 | 3 | \$145,333 | \$75,000 | \$436,000 | 97.23% | 75 |
| 92029 ESCONDIDO | 5 | \$112,180 | \$111,000 | \$560,900 | 3 | \$91,833 | \$90,000 | \$275,500 | 99.53% | 76 |
| 92036 JULIAN | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92037 LA JOLLA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92040 LAKESIDE | 2 | \$63,500 | \$58,000 | \$127,000 | 1 | \$129,750 | \$129,750 | \$129,750 | 93.01% | 17 |
| 92054 OCEANSIDE | 3 | \$64,633 | \$69,000 | \$193,900 | 3 | \$95,666 | \$105,000 | \$287,000 | 96.18% | 50 |
| 92056 OCEANSIDE | 5 | \$71,200 | \$67,500 | \$356,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92057 OCEANSIDE | 2 | \$192,500 | \$ | \$385,000 | 2 | \$66,500 | \$55,000 | \$133,000 | 89.86% | 41 |
| 92059 PALA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92060 PALOMAR MTN | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92061 PAUMA VALLEY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92064 POWAY | 2 | \$132,500 | \$130,000 | \$265,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92065 RAMONA | 0 | \$ | \$ | \$ | 3 | \$144,333 | \$155,000 | \$433,000 | 96.26% | 43 |
| 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 | 14 | \$120,435 | \$74,000 | \$1,686,100 | 3 | \$42,666 | \$55,000 | \$128,000 | 95.74% | 59 |
| 92070 SANTA YSABEL | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92071 SANTEE | 8 | \$74,962 | \$38,500 | \$599,700 | 8 | \$127,875 | \$97,000 | \$1,023,000 | 96.77% | 188 |
| 92075 SOLANA BEACH | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |

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|---------------|--------------------|------------|-----------|-----------|---------------------|-----------|-----------|-----------|--------------------|--------|-----|
| 92078 | SAN MARCOS | 10 | \$93,350 | \$86,500 | \$933,500 | 9 | \$119,055 | \$106,000 | \$1,071,500 | 96.01% | 44 |
| 92081 | VISTA | 1 | \$117,500 | \$117,500 | \$117,500 | 0 | \$ | \$ | \$ | 0.00% | |
| 92082 | VALLEY CENTER | 5 | \$83,780 | \$69,000 | \$418,900 | 1 | \$43,000 | \$43,000 | \$43,000 | 86.17% | 293 |
| 92083 | VISTA | 1 | \$130,876 | \$130,876 | \$130,876 | 2 | \$45,000 | \$35,000 | \$90,000 | 94.24% | 80 |
| 92084 | VISTA | 4 | \$77,600 | \$75,000 | \$310,400 | 1 | \$53,500 | \$53,500 | \$53,500 | 97.45% | 94 |
| 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 | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92102 | SAN DIEGO | 1 | \$38,500 | \$38,500 | \$38,500 | 0 | \$ | \$ | \$ | 0.00% | |
| 92103 | MISSION HILLS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92104 | NORTH PARK | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92105 | EAST SAN DIEGO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92106 | POINT LOMA | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92107 | OCEAN BEACH | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92108 | MISSION VALLEY | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92109 | PACIFIC BEACH | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92110 | OLD TOWN SD | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92111 | LINDA VISTA | 1 | \$127,900 | \$127,900 | \$127,900 | 0 | \$ | \$ | \$ | 0.00% | |
| 92113 | LOGAN HEIGHTS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92114 | ENCANTO | 1 | \$75,000 | \$75,000 | \$75,000 | 0 | \$ | \$ | \$ | 0.00% | |
| 92115 | COLLEGE GROVE | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92116 | NORMAL HEIGHTS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92117 | CLAIREMONT MESA | 3 | \$108,800 | \$99,000 | \$326,400 | 1 | \$40,000 | \$40,000 | \$40,000 | 81.63% | 80 |
| 92118 | CORONADO | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92119 | SAN CARLOS | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92120 | DEL CERRO | 3 | \$83,966 | \$62,000 | \$251,899 | 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 | \$ | \$ | \$ | 1 | \$135,000 | \$135,000 | \$135,000 | 97.12% | 55 |
| 92145 | MIRAMAR | 0 | \$ | \$ | \$ | 0 | \$ | \$ | \$ | 0.00% | |
| 92154 | OTAY MESA | 5 | \$63,060 | \$59,900 | \$315,300 | 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 | | 131 | | | \$13,987,401 | 68 | | | \$7,240,900 | | |