

**MONTH ENDING DECEMBER 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	3	\$1,249,958	\$425,000	\$3,749,876	2	\$231,500	\$148,000	\$463,000	96.86%	63
91902 BONITA	3	\$2,875,000	\$2,750,000	\$8,625,000	1	\$660,000	\$660,000	\$660,000	94.30%	116
91905 BOULEVARD	4	\$627,474	\$460,000	\$2,509,899	2	\$144,500	\$140,000	\$289,000	96.66%	163
91906 CAMPO	3	\$113,299	\$79,999	\$339,899	3	\$121,166	\$121,000	\$363,499	97.98%	30
91910 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	1	\$1,100,000	\$1,100,000	\$1,100,000	2	\$575,000	\$300,000	\$1,150,000	100.01%	27
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	1	\$1,049,000	\$1,049,000	\$1,049,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	3	\$486,333	\$269,000	\$1,459,000	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	1	\$450,000	\$450,000	\$450,000	90.00%	139
91934 JACUMBA	1	\$6,480,000	\$6,480,000	\$6,480,000	1	\$70,000	\$70,000	\$70,000	88.61%	117
91935 JAMUL	6	\$523,666	\$350,000	\$3,142,000	1	\$730,000	\$730,000	\$730,000	99.20%	45
91941 LA MESA	0	\$	\$	\$	1	\$550,000	\$550,000	\$550,000	95.65%	115
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$459,000	\$459,000	\$459,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	0	\$	\$	\$	1	\$135,550	\$135,550	\$135,550	90.97%	27
91962 PINE VALLEY	2	\$629,500	\$109,000	\$1,259,000	2	\$132,750	\$85,500	\$265,500	96.90%	69
91963 POTRERO	2	\$100,000	\$	\$200,000	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	5	\$210,400	\$198,000	\$1,052,000	1	\$315,000	\$315,000	\$315,000	94.03%	102
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	1	\$585,000	\$585,000	\$585,000	5	\$744,000	\$650,000	\$3,720,000	83.62%	54
92004 BORREGO SPRINGS	1	\$95,000	\$95,000	\$95,000	0	\$	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	1	\$635,000	\$635,000	\$635,000	3	\$923,333	\$750,000	\$2,770,000	92.03%	129
92008 CARLSBAD	2	\$1,135,000	\$675,000	\$2,270,000	1	\$752,000	\$752,000	\$752,000	83.70%	63
92009 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92019 EL CAJON	3	\$306,333	\$315,000	\$919,000	1	\$329,000	\$329,000	\$329,000	100.00%	25
92020 EL CAJON	2	\$539,938	\$429,876	\$1,079,876	0	\$	\$	\$	0.00%	
92021 EL CAJON	1	\$221,000	\$221,000	\$221,000	4	\$235,000	\$250,000	\$940,000	92.61%	55
92024 ENCINITAS	5	\$1,502,800	\$1,095,000	\$7,514,000	2	\$1,125,000	\$950,000	\$2,250,000	93.95%	89
92025 ESCONDIDO	5	\$543,900	\$349,500	\$2,719,500	0	\$	\$	\$	0.00%	
92026 ESCONDIDO	5	\$356,560	\$375,000	\$1,782,800	2	\$257,500	\$185,000	\$515,000	100.19%	20
92027 ESCONDIDO	3	\$278,333	\$275,000	\$835,000	0	\$	\$	\$	0.00%	
92028 FALLBROOK	8	\$876,375	\$469,000	\$7,011,000	5	\$313,000	\$355,000	\$1,565,000	88.60%	151
92029 ESCONDIDO	2	\$12,247,500	\$495,000	\$24,495,000	0	\$	\$	\$	0.00%	
92036 JULIAN	9	\$117,666	\$97,000	\$1,059,000	7	\$114,178	\$115,000	\$799,250	91.19%	272
92037 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92040 LAKESIDE	4	\$358,719	\$250,000	\$1,434,876	0	\$	\$	\$	0.00%	
92054 OCEANSIDE	7	\$763,414	\$429,000	\$5,343,900	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	1	\$75,000	\$75,000	\$75,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	4	\$1,630,500	\$249,000	\$6,522,000	1	\$377,000	\$377,000	\$377,000	100.53%	113
92064 POWAY	2	\$482,450	\$265,000	\$964,900	0	\$	\$	\$	0.00%	
92065 RAMONA	8	\$369,559	\$315,200	\$2,956,476	3	\$259,666	\$275,000	\$779,000	95.00%	10
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	4	\$1,362,500	\$1,295,000	\$5,450,000	4	\$939,250	\$895,000	\$3,757,000	89.67%	86
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	4	\$618,694	\$375,000	\$2,474,776	0	\$	\$	\$	0.00%	
92070 SANTA YSABEL	1	\$189,000	\$189,000	\$189,000	1	\$170,000	\$170,000	\$170,000	94.97%	34
92071 SANTEE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	5	\$335,000	\$	\$1,675,000	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	1	\$	\$	\$	0	\$	\$	\$	0.00%	
92081 VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	5	\$970,800	\$625,000	\$4,854,000	4	\$332,375	\$287,000	\$1,329,500	98.63%	146
92083 VISTA	2	\$319,950	\$250,000	\$639,900	2	\$297,500	\$195,000	\$595,000	91.54%	60
92084 VISTA	1	\$849,000	\$849,000	\$849,000	2	\$575,000	\$450,000	\$1,150,000	92.07%	202
92086 WARNER SPRINGS	2	\$1,507,500	\$35,000	\$3,015,000	1	\$117,500	\$117,500	\$117,500	78.33%	81
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	\$362,500	\$225,000	\$725,000	1	\$440,000	\$440,000	\$440,000	97.80%	114
92103 MISSION HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92105 EAST SAN DIEGO	1	\$475,000	\$475,000	\$475,000	0	\$	\$	\$	0.00%	
92106 POINT LOMA	1	\$875,000	\$875,000	\$875,000	0	\$	\$	\$	0.00%	
92107 OCEAN BEACH	2	\$384,500	\$	\$769,000	0	\$	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	0	\$	\$	\$	1	\$600,000	\$600,000	\$600,000	96.00%	99
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	1	\$458,000	\$458,000	\$458,000	0	\$	\$	\$	0.00%	
92114 ENCANTO	2	\$292,000	\$185,000	\$584,000	0	\$	\$	\$	0.00%	
92115 COLLEGE GROVE	0	\$	\$	\$	1	\$425,000	\$425,000	\$425,000	94.44%	80
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119 SAN CARLOS	1	\$345,000	\$345,000	\$345,000	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	3	\$853,000	\$710,000	\$2,559,000	1	\$735,000	\$735,000	\$735,000	91.99%	44
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	\$	\$	\$	1	\$650,000	\$650,000	\$650,000	96.31%	15
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	2	\$1,525,000	\$1,200,000	\$3,050,000	1	\$285,000	\$285,000	\$285,000	95.00%	59
<b>TOTALS</b>	<b>149</b>			<b>\$128,929,678</b>	<b>72</b>			<b>30,491,799</b>		