

**MONTH ENDING FEBRUARY 29, 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	Average Days on Market
91901 ALPINE	3	\$391,333	\$385,000	\$1,174,000	1	\$346,000	\$346,000	\$346,000	99.71%	78
91902 BONITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91905 BOULEVARD	8	\$108,912	\$64,000	\$871,300	0	\$	\$	\$	0.00%	
91906 CAMPO	1	\$80,000	\$80,000	\$80,000	3	\$167,333	\$175,000	\$502,000	98.05%	52
91910 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	1	\$250,000	\$250,000	\$250,000	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	2	\$134,000	\$129,000	\$268,000	1	\$165,000	\$165,000	\$165,000	97.06%	60
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$498,753	\$498,753	\$498,753	0	\$	\$	\$	0.00%	
91934 JACUMBA	8	\$154,962	\$99,900	\$1,239,700	2	\$33,500	\$22,000	\$67,000	95.71%	158
91935 JAMUL	4	\$293,725	\$300,000	\$1,174,900	0	\$	\$	\$	0.00%	
91941 LA MESA	4	\$978,725	\$324,900	\$3,914,900	1	\$235,000	\$235,000	\$235,000	90.73%	80
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$165,000	\$165,000	\$165,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	3	\$199,333	\$199,000	\$598,000	0	\$	\$	\$	0.00%	
91963 POTRERO	1	\$499,900	\$499,900	\$499,900	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	2	\$298,438	\$267,000	\$596,876	1	\$1,262,500	\$1,262,500	\$1,262,500	84.17%	67
91978 SPRING VALLEY	0	\$	\$	\$	1	\$46,000	\$46,000	\$46,000	70.77%	57
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	6	\$319,500	\$359,000	\$1,917,000	1	\$825,000	\$825,000	\$825,000	94.29%	25
92004 BORREGO SPRINGS	5	\$40,100	\$48,500	\$200,500	2	\$28,500	\$25,000	\$57,000	76.01%	46
92007 CARDIFF BY THE SEA	1	\$974,876	\$974,876	\$974,876	0	\$	\$	\$	0.00%	
92008 CARLSBAD	3	\$1,575,000	\$1,575,000	\$4,725,000	0	\$	\$	\$	0.00%	
92009 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92019 EL CAJON	2	\$282,000	\$175,000	\$564,000	1	\$240,000	\$240,000	\$240,000	100.00%	27
92020 EL CAJON	2	\$407,000	\$229,000	\$814,000	1	\$200,000	\$200,000	\$200,000	100.00%	80
92021 EL CAJON	4	\$790,750	\$275,000	\$3,163,000	0	\$	\$	\$	0.00%	
92024 ENCINITAS	4	\$1,687,688	\$849,876	\$6,750,752	3	\$714,000	\$650,000	\$2,142,000	96.14%	141
92025 ESCONDIDO	4	\$574,000	\$499,000	\$2,296,000	1	\$282,500	\$282,500	\$282,500	78.69%	535
92026 ESCONDIDO	8	\$582,687	\$359,000	\$4,661,500	2	\$240,100	\$200,000	\$480,200	93.99%	132
92027 ESCONDIDO	4	\$493,725	\$225,000	\$1,974,900	2	\$170,000	\$100,000	\$340,000	90.67%	67
92028 FALLBROOK	15	\$405,593	\$295,000	\$6,083,900	6	\$297,666	\$229,000	\$1,786,000	95.00%	156
92029 ESCONDIDO	5	\$462,980	\$330,000	\$2,314,900	0	\$	\$	\$	0.00%	
92036 JULIAN	14	\$130,364	\$67,800	\$1,825,100	7	\$82,285	\$90,000	\$576,000	88.61%	78
92037 LA JOLLA	5	\$1,222,600	\$1,699,000	\$6,113,000	0	\$	\$	\$	0.00%	
92040 LAKESIDE	7	\$226,053	\$227,500	\$1,582,376	2	\$182,500	\$155,000	\$365,000	98.65%	92
92054 OCEANSIDE	7	\$478,000	\$399,000	\$3,346,000	8	\$900,000	\$900,000	\$7,200,000	91.72%	257
92056 OCEANSIDE	1	\$29,000	\$29,000	\$29,000	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	2	\$549,450	\$249,900	\$1,098,900	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	\$	1	\$219,000	\$219,000	\$219,000	100.00%	0
92061 PAUMA VALLEY	4	\$181,250	\$130,000	\$725,000	0	\$	\$	\$	0.00%	
92064 POWAY	12	\$909,975	\$1,025,000	\$10,919,700	3	\$356,666	\$290,000	\$1,070,000	98.17%	120
92065 RAMONA	16	\$250,675	\$285,000	\$4,010,800	5	\$136,000	\$152,000	\$680,000	93.29%	126
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	9	\$1,214,222	\$990,000	\$10,928,000	5	\$1,111,000	\$1,030,000	\$5,555,000	89.38%	142
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	5	\$651,760	\$599,900	\$3,258,800	1	\$230,000	\$230,000	\$230,000	76.69%	138
92070 SANTA YSABEL	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92071 SANTEE	4	\$386,875	\$220,000	\$1,547,500	1	\$650,000	\$650,000	\$650,000	94.20%	25
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92078	SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081	VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	11	\$309,627	\$319,000	\$3,405,900	8	\$388,500	\$285,000	\$3,108,000	90.19%	104
92083	VISTA	1	\$349,500	\$349,500	\$349,500	1	\$160,000	\$160,000	\$160,000	100.00%	20
92084	VISTA	5	\$755,535	\$349,900	\$3,777,677	1	\$214,777	\$214,777	\$214,777	100.00%	1
92086	WARNER SPRINGS	2	\$67,950	\$60,000	\$135,900	0	\$	\$	\$	0.00%	
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	1	\$165,000	\$165,000	\$165,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	1	\$998,000	\$998,000	\$998,000	0	\$	\$	\$	0.00%	
92103	MISSION HILLS	0	\$	\$	\$	2	\$499,500	\$449,000	\$999,000	92.50%	26
92104	NORTH PARK	1	\$850,000	\$850,000	\$850,000	2	\$155,000	\$130,000	\$310,000	82.69%	93
92105	EAST SAN DIEGO	2	\$490,438	\$130,876	\$980,876	1	\$137,000	\$137,000	\$137,000	96.55%	12
92106	POINT LOMA	0	\$	\$	\$	1	\$675,000	\$675,000	\$675,000	96.57%	10
92107	OCEAN BEACH	1	\$689,000	\$689,000	\$689,000	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	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	3	\$896,000	\$595,000	\$2,688,000	0	\$	\$	\$	0.00%	
92114	ENCANTO	2	\$200,000	\$200,000	\$400,000	0	\$	\$	\$	0.00%	
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$795,000	\$795,000	\$795,000	0	\$	\$	\$	0.00%	
92118	CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	1	\$325,000	\$325,000	\$325,000	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	1	\$650,000	\$650,000	\$650,000	1	\$775,000	\$775,000	\$775,000	93.94%	49
92128	RANCHO BERNARDO	0	\$	\$	\$	1	\$217,000	\$217,000	\$217,000	92.34%	33
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	2	\$979,500	\$859,000	\$1,959,000	2	\$817,500	\$775,000	\$1,635,000	97.09%	84
92131	SCRIPPS MIRAMAR	8	\$437,500	\$435,000	\$3,500,000	1	\$430,000	\$430,000	\$430,000	97.73%	3
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	3	\$284,333	\$216,000	\$853,000	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>234</b>			<b>\$115,677,686</b>	<b>83</b>			<b>\$34,181,977</b>		