

MONTH ENDING MARCH 31, 2004 LOTS AND LAND

Zip Code	New Listings	Average List Price	Median List Price	Total New Listing Value	Sold Listings	Average Sold Price
91901 ALPINE	6	\$537,166	\$385,000	\$3,223,000	3	\$247,500
91902 BONITA	0	\$	\$	\$	0	\$
91905 BOULEVARD	5	\$149,200	\$135,000	\$746,000	3	\$105,666
91906 CAMPO	2	\$281,250	\$112,500	\$562,500	4	\$124,875
91910 CHULA VISTA	6	\$499,666	\$600,000	\$2,998,000	1	\$515,000
91911 CHULA VISTA	1	\$1,150,000	\$1,150,000	\$1,150,000	1	\$245,000
91913 CHULA VISTA	0	\$	\$	\$	1	\$355,000
91914 CHULA VISTA	1	\$625,000	\$625,000	\$625,000	0	\$
91915 CHULA VISTA	0	\$	\$	\$	0	\$
91916 DESCANSO	4	\$187,200	\$149,900	\$748,800	2	\$174,950
91917 DULZURA	2	\$1,032,500	\$115,000	\$2,065,000	0	\$
91931 GUATAY	1	\$185,000	\$185,000	\$185,000	0	\$
91932 IMPERIAL BEACH	1	\$4,800,000	\$4,800,000	\$4,800,000	0	\$
91934 JACUMBA	2	\$182,000	\$79,000	\$364,000	0	\$
91935 JAMUL	4	\$231,100	\$194,500	\$924,400	2	\$405,000
91941 LA MESA	7	\$495,000	\$395,000	\$3,465,000	1	\$225,000
91942 LA MESA	0	\$	\$	\$	0	\$
91945 LEMON GROVE	0	\$	\$	\$	0	\$
91948 MOUNT LAGUNA	2	\$125,000	\$125,000	\$250,000	0	\$
91950 NATIONAL CITY	0	\$	\$	\$	0	\$
91962 PINE VALLEY	0	\$	\$	\$	0	\$
91963 POTRERO	1	\$465,000	\$465,000	\$465,000	0	\$
91977 SPRING VALLEY	4	\$385,000	\$340,000	\$1,540,000	1	\$60,000
91978 SPRING VALLEY	1	\$125,876	\$125,876	\$125,876	0	\$
91980 TECATE	1	\$59,995	\$59,995	\$59,995	0	\$
92003 BONSAI	4	\$707,125	\$439,000	\$2,828,500	2	\$383,250
92004 BORREGO SPRINGS	12	\$20,900	\$9,000	\$250,800	4	\$19,000
92007 CARDIFF BY THE SEA	2	\$2,025,000	\$1,100,000	\$4,050,000	1	\$620,000
92008 CARLSBAD	4	\$1,712,500	\$1,200,000	\$6,850,000	2	\$1,655,000
92009 CARLSBAD	1	\$950,000	\$950,000	\$950,000	2	\$600,000
92014 DEL MAR	1	\$2,500,000	\$2,500,000	\$2,500,000	1	\$1,015,000
92019 EL CAJON	5	\$304,600	\$225,000	\$1,523,000	3	\$149,866
92020 EL CAJON	0	\$	\$	\$	1	\$244,900
92021 EL CAJON	10	\$597,987	\$275,000	\$5,979,876	1	\$655,000
92024 ENCINITAS	4	\$1,061,250	\$1,100,000	\$4,245,000	4	\$698,000
92025 ESCONDIDO	6	\$162,330	\$175,000	\$973,980	1	\$225,000
92026 ESCONDIDO	8	\$151,487	\$99,900	\$1,211,900	4	\$658,750
92027 ESCONDIDO	1	\$229,000	\$229,000	\$229,000	1	\$505,000
92028 FALLBROOK	14	\$344,421	\$285,000	\$4,821,900	15	\$312,516
92029 ESCONDIDO	3	\$918,292	\$299,876	\$2,754,876	0	\$
92036 JULIAN	17	\$145,641	\$135,000	\$2,475,900	2	\$29,250
92037 LA JOLLA	4	\$2,898,000	\$998,000	\$11,592,000	2	\$1,150,000

92040 LAKESIDE	3	\$348,333	\$370,000	\$1,045,000	2	\$192,500
92054 OCEANSIDE	6	\$708,166	\$670,000	\$4,249,000	2	\$1,537,500
92056 OCEANSIDE	1	\$125,000	\$125,000	\$125,000	0	\$
92057 OCEANSIDE	0	\$	\$	\$	0	\$
92059 PALA	0	\$	\$	\$	0	\$
92060 PALOMAR MTN	1	\$64,900	\$64,900	\$64,900	1	\$310,638
92061 PAUMA VALLEY	1	\$159,000	\$159,000	\$159,000	1	\$360,000
92064 POWAY	15	\$784,660	\$25,000	\$11,769,900	6	\$474,166
92065 RAMONA	17	\$390,582	\$225,800	\$6,639,900	5	\$220,200
92066 RANCHITA	1	\$160,000	\$160,000	\$160,000	0	\$
92067 RANCHO SANTA FE	2	\$1,795,000	\$1,395,000	\$3,590,000	3	\$1,632,500
92068 SAN LUIS REY	0	\$	\$	\$	0	\$
92069 SAN MARCOS	4	\$743,500	\$550,000	\$2,974,000	3	\$455,583
92070 SANTA YSABEL	3	\$157,666	\$149,000	\$473,000	1	\$187,548
92071 SANTEE	0	\$	\$	\$	0	\$
92075 SOLANA BEACH	1	\$739,000	\$739,000	\$739,000	0	\$
92078 SAN MARCOS	3	\$388,333	\$215,000	\$1,165,000	1	\$170,000
92081 VISTA	2	\$234,000	\$199,000	\$468,000	0	\$
92082 VALLEY CENTER	7	\$716,500	\$549,000	\$5,015,500	7	\$255,071
92083 VISTA	2	\$337,500	\$225,000	\$675,000	0	\$
92084 VISTA	13	\$630,659	\$339,777	\$8,198,577	3	\$351,250
92086 WARNER SPRINGS	0	\$	\$	\$	0	\$
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$
92093 LA JOLLA	0	\$	\$	\$	0	\$
92101 SAN DIEGO DOWNTOWN	2	\$250,000	\$	\$500,000	1	\$108,000
92102 SAN DIEGO	2	\$675,000	\$350,000	\$1,350,000	1	\$495,000
92103 MISSION HILLS	2	\$999,938	\$749,000	\$1,999,876	0	\$
92104 NORTH PARK	1	\$824,900	\$824,900	\$824,900	0	\$
92105 EAST SAN DIEGO	0	\$	\$	\$	5	\$96,200
92106 POINT LOMA	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$
92107 OCEAN BEACH	1	\$729,000	\$729,000	\$729,000	0	\$
92108 MISSION VALLEY	0	\$	\$	\$	0	\$
92109 PACIFIC BEACH	0	\$	\$	\$	0	\$
92110 OLD TOWN SD	2	\$797,000	\$699,000	\$1,594,000	1	\$1,300,000
92111 LINDA VISTA	0	\$	\$	\$	0	\$
92113 LOGAN HEIGHTS	3	\$856,000	\$159,000	\$2,568,000	1	\$96,000
92114 ENCANTO	3	\$129,983	\$90,000	\$389,950	2	\$134,500
92115 COLLEGE GROVE	1	\$120,000	\$120,000	\$120,000	0	\$
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$
92117 CLAIREMONT MESA	4	\$356,237	\$149,950	\$1,424,950	0	\$
92118 CORONADO	0	\$	\$	\$	0	\$
92119 SAN CARLOS	0	\$	\$	\$	0	\$
92120 DEL CERRO	1	\$890,000	\$890,000	\$890,000	0	\$
92121 SORRENTO	0	\$	\$	\$	0	\$
92122 UNIVERSITY CITY	0	\$	\$	\$	0	\$
92123 MISSION VALLEY	0	\$	\$	\$	0	\$
92124 TIERRASANTA	0	\$	\$	\$	0	\$
92126 MIRA MESA	0	\$	\$	\$	0	\$
92127 RANCHO BERNARDO	4	\$1,590,000	\$1,385,000	\$6,360,000	1	\$478,000
92128 RANCHO BERNARDO	0	\$	\$	\$	1	\$470,000

92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$
92130 CARMEL VALLEY	2	\$929,000	\$859,000	\$1,858,000	2	\$768,750
92131 SCRIPPS MIRAMAR	4	\$473,725	\$425,000	\$1,894,900	5	\$522,550
92139 PARADISE HILLS	0	\$	\$	\$	0	\$
92145 MIRAMAR	0	\$	\$	\$	0	\$
92154 OTAY MESA	6	\$1,750	\$	\$10,500	0	\$
92155 SAN DIEGO	0	\$	\$	\$	0	\$
92161 SAN DIEGO	0	\$	\$	\$	0	\$
92173 SAN YSIDRO	1	\$1,599,876	\$1,599,876	\$1,599,876	0	\$
TOTALS	269			\$150,659,032	120	

Median Sale Price	Total Sold Value	% Sale Price to List Price	Average Days on Market
\$267,500	\$742,500	94.11%	144
\$	\$	0.00%	
\$60,000	\$317,000	100.32%	53
\$95,000	\$499,500	95.14%	55
\$515,000	\$515,000	103.00%	34
\$245,000	\$245,000	98.00%	14
\$355,000	\$355,000	96.21%	158
\$	\$	0.00%	
\$	\$	0.00%	
\$110,000	\$349,900	94.85%	231
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$110,000	\$810,000	207.69%	69
\$225,000	\$225,000	76.27%	70
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$60,000	\$60,000	85.71%	7
\$	\$	0.00%	
\$	\$	0.00%	
\$341,500	\$766,500	93.02%	88
\$18,500	\$76,000	92.12%	367
\$620,000	\$620,000	84.25%	191
\$710,000	\$3,310,000	93.37%	49
\$525,000	\$1,200,000	95.62%	49
\$1,015,000	\$1,015,000	94.34%	13
\$149,000	\$449,600	99.03%	56
\$244,900	\$244,900	106.94%	5
\$655,000	\$655,000	93.58%	90
\$530,000	\$2,792,000	98.83%	218
\$225,000	\$225,000	98.25%	24
\$295,000	\$2,635,000	81.10%	113
\$505,000	\$505,000	101.20%	3
\$285,000	\$4,687,750	95.51%	204
\$	\$	0.00%	
\$20,000	\$58,500	83.57%	194
\$550,000	\$2,300,000	88.80%	115

\$170,000	\$385,000	99.48%	74
\$1,395,000	\$3,075,000	97.77%	105
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$310,638	\$310,638	67.09%	325
\$360,000	\$360,000	91.14%	126
\$560,000	\$2,845,000	95.69%	313
\$255,000	\$1,101,000	95.42%	68
\$	\$	0.00%	
\$1,825,000	\$4,897,500	89.86%	277
\$	\$	0.00%	
\$335,000	\$1,366,750	91.12%	117
\$187,548	\$187,548	62.73%	325
\$	\$	0.00%	
\$	\$	0.00%	
\$170,000	\$170,000	97.21%	77
\$	\$	0.00%	
\$260,000	\$1,785,500	95.02%	109
\$	\$	0.00%	
\$338,750	\$1,053,750	102.46%	133
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$108,000	\$108,000	65.45%	20
\$495,000	\$495,000	99.02%	124
\$	\$	0.00%	
\$	\$	0.00%	
\$97,000	\$481,000	102.12%	129
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$1,300,000	\$1,300,000	91.23%	74
\$	\$	0.00%	
\$96,000	\$96,000	103.23%	5
\$130,000	\$269,000	93.08%	38
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
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\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$478,000	\$478,000	73.65%	0
\$470,000	\$470,000	102.17%	6

\$	\$	0.00%	
\$650,000	\$1,537,500	88.16%	172
\$480,000	\$2,612,750	97.20%	23
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	
\$	\$	0.00%	

\$51,044,086