

MONTH ENDING MAY 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	Average Days on Market
91901 ALPINE	6	\$427,483	\$265,900	\$2,564,900	3	\$316,000	\$314,000	\$948,000	89.18%	120
91902 BONITA	5	\$2,628,000	\$600,000	\$13,140,000	0	\$	\$	\$	0.00%	
91905 BOULEVARD	1	\$115,000	\$115,000	\$115,000	2	\$208,750	\$127,500	\$417,500	86.08%	99
91906 CAMPO	1	\$275,000	\$275,000	\$275,000	0	\$	\$	\$	0.00%	
91910 CHULA VISTA	1	\$679,000	\$679,000	\$679,000	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	1	\$	\$	\$	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	\$304,950	\$210,000	\$609,900	1	\$299,000	\$299,000	\$299,000	100.00%	4
91917 DULZURA	1	\$250,000	\$250,000	\$250,000	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	2	\$772,500	\$750,000	\$1,545,000	0	\$	\$	\$	0.00%	
91934 JACUMBA	3	\$49,666	\$40,000	\$149,000	3	\$91,666	\$75,000	\$275,000	83.33%	115
91935 JAMUL	5	\$510,000	\$350,000	\$2,550,000	7	\$237,000	\$190,000	\$1,659,000	88.78%	167
91941 LA MESA	3	\$369,666	\$400,000	\$1,109,000	1	\$325,000	\$325,000	\$325,000	94.20%	11
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$250,000	\$250,000	\$250,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	1	\$999,000	\$999,000	\$999,000	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	4	\$658,000	\$500,000	\$2,632,000	1	\$535,000	\$535,000	\$535,000	93.06%	125
91962 PINE VALLEY	0	\$	\$	\$	2	\$170,000	\$150,000	\$340,000	94.71%	27
91963 POTRERO	0	\$	\$	\$	1	\$100,000	\$100,000	\$100,000	90.91%	4
91977 SPRING VALLEY	5	\$1,058,200	\$226,000	\$5,291,000	3	\$248,333	\$175,000	\$745,000	85.06%	99
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	5	\$716,700	\$495,000	\$3,583,500	1	\$1,400,000	\$1,400,000	\$1,400,000	96.55%	15
92004 BORREGO SPRINGS	1	\$7,500	\$7,500	\$7,500	9	\$28,833	\$8,500	\$259,500	90.48%	88
92007 CARDIFF BY THE SEA	9	\$277,666	\$	\$2,499,000	0	\$	\$	\$	0.00%	
92008 CARLSBAD	4	\$824,975	\$550,000	\$3,299,900	1	\$815,000	\$815,000	\$815,000	67.92%	27
92009 CARLSBAD	2	\$719,876	\$489,876	\$1,439,752	1	\$350,000	\$350,000	\$350,000	92.11%	42
92014 DEL MAR	2	\$1,250,000	\$800,000	\$2,500,000	1	\$1,075,000	\$1,075,000	\$1,075,000	93.48%	
92019 EL CAJON	8	\$342,862	\$309,000	\$2,742,900	2	\$178,500	\$175,000	\$357,000	98.08%	152
92020 EL CAJON	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92021 EL CAJON	5	\$362,780	\$318,900	\$1,813,900	2	\$222,500	\$160,000	\$445,000	95.91%	137
92024 ENCINITAS	9	\$1,316,555	\$1,350,000	\$11,849,000	3	\$1,523,333	\$645,000	\$4,570,000	102.70%	119
92025 ESCONDIDO	4	\$257,495	\$189,980	\$1,029,980	2	\$500,000	\$350,000	\$1,000,000	83.40%	334
92026 ESCONDIDO	5	\$241,780	\$225,000	\$1,208,900	1	\$195,000	\$195,000	\$195,000	95.59%	13
92027 ESCONDIDO	3	\$571,666	\$400,000	\$1,715,000	3	\$196,666	\$140,000	\$590,000	86.46%	181
92028 FALLBROOK	21	\$343,995	\$329,000	\$7,223,900	14	\$565,985	\$299,000	\$7,923,800	97.27%	134
92029 ESCONDIDO	0	\$	\$	\$	3	\$886,666	\$270,000	\$2,660,000	94.00%	20
92036 JULIAN	13	\$162,430	\$79,900	\$2,111,600	11	\$118,181	\$113,000	\$1,300,000	92.92%	46
92037 LA JOLLA	7	\$1,325,714	\$1,250,000	\$9,279,999	1	\$1,200,000	\$1,200,000	\$1,200,000	100.42%	137
92040 LAKESIDE	3	\$311,666	\$325,000	\$935,000	1	\$485,000	\$485,000	\$485,000	100.00%	114
92054 OCEANSIDE	2	\$534,000	\$369,000	\$1,068,000	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	1	\$1,700,000	\$1,700,000	\$1,700,000	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	\$	\$	\$	1	\$33,000	\$33,000	\$33,000	100.30%	719
92061 PAUMA VALLEY	2	\$979,500	\$259,000	\$1,959,000	0	\$	\$	\$	0.00%	
92064 POWAY	5	\$707,580	\$669,000	\$3,537,900	14	\$770,082	\$675,500	\$10,781,160	92.52%	115
92065 RAMONA	13	\$290,130	\$275,000	\$3,771,700	11	\$251,224	\$275,000	\$2,763,464	94.27%	95
92066 RANCHITA	0	\$	\$	\$	2	\$137,500	\$120,000	\$275,000	98.39%	76
92067 RANCHO SANTA FE	13	\$2,464,615	\$2,000,000	\$32,040,000	3	\$3,316,666	\$1,800,000	\$9,950,000	88.92%	445
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	5	\$739,000	\$695,000	\$3,695,000	1	\$433,000	\$433,000	\$433,000	100.00%	168
92070 SANTA YSABEL	1	\$75,000	\$75,000	\$75,000	2	\$124,000	\$99,000	\$248,000	100.00%	60
92071 SANTEE	0	\$	\$	\$	1	\$65,000	\$65,000	\$65,000	81.25%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92078	SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081	VISTA	1	\$650,000	\$650,000	\$650,000	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	16	\$469,611	\$325,000	\$7,513,777	7	\$398,857	\$250,000	\$2,792,000	87.06%	163
92083	VISTA	3	\$1,654,666	\$259,000	\$4,964,000	0	\$	\$	\$	0.00%	
92084	VISTA	6	\$532,166	\$270,000	\$3,193,000	3	\$1,283,166	\$329,500	\$3,849,500	435.46%	69
92086	WARNER SPRINGS	5	\$318,800	\$225,000	\$1,594,000	1	\$115,000	\$115,000	\$115,000	100.00%	0
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	1	\$2,250,000	\$2,250,000	\$2,250,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	3	\$556,333	\$170,000	\$1,669,000	0	\$	\$	\$	0.00%	
92103	MISSION HILLS	8	\$636,125	\$550,000	\$5,089,000	0	\$	\$	\$	0.00%	
92104	NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	2	\$502,000	\$495,000	\$1,004,000	0	\$	\$	\$	0.00%	
92106	POINT LOMA	3	\$948,000	\$895,000	\$2,844,000	0	\$	\$	\$	0.00%	
92107	OCEAN BEACH	1	\$675,000	\$675,000	\$675,000	2	\$709,000	\$689,000	\$1,418,000	100.00%	20
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	3	\$733,300	\$999,900	\$2,199,900	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111	LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	2	\$305,000	\$250,000	\$610,000	0	\$	\$	\$	0.00%	
92114	ENCANTO	10	\$182,880	\$120,000	\$1,828,800	1	\$65,000	\$65,000	\$65,000	92.86%	178
92115	COLLEGE GROVE	3	\$381,666	\$495,000	\$1,145,000	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$59,000	\$59,000	\$59,000	0	\$	\$	\$	0.00%	
92118	CORONADO	1	\$1,100,000	\$1,100,000	\$1,100,000	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	1	\$375,000	\$375,000	\$375,000	0	\$	\$	\$	0.00%	
92120	DEL CERRO	0	\$	\$	\$	1	\$420,000	\$420,000	\$420,000	85.74%	40
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	10	\$989,497	\$1,075,000	\$9,894,976	2	\$995,000	\$915,000	\$1,990,000	97.07%	149
92128	RANCHO BERNARDO	1	\$550,000	\$550,000	\$550,000	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92131	SCRIPPS MIRAMAR	8	\$680,578	\$699,876	\$5,444,628	1	\$450,500	\$450,500	\$450,500	100.13%	6
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	2	\$360,000	\$245,000	\$720,000	0	\$	\$	\$	0.00%	
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
TOTALS		278			\$190,193,312	133			\$65,917,424		