

**MONTH ENDING JULY 31, 2004**  
**SINGLE FAMILY DETACHED 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     |                        |
|--------------------------|--------------|--------------------|-------------------|-------------------------|---------------|--------------------|-------------------|------------------|------------|------------------------|
|                          |              |                    |                   |                         |               |                    |                   |                  | List Price | Average Days on Market |
| 91901 ALPINE             | 45           | \$784,146          | \$695,000         | \$35,286,608            | 18            | \$602,500          | \$619,000         | \$10,845,000     | 96.97%     | 39                     |
| 91902 BONITA             | 34           | \$935,097          | \$749,900         | \$31,793,328            | 15            | \$747,792          | \$700,000         | \$11,216,888     | 97.57%     | 14                     |
| 91905 BOULEVARD          | 6            | \$392,858          | \$362,500         | \$2,357,152             | 5             | \$366,400          | \$400,000         | \$1,832,000      | 96.32%     | 162                    |
| 91906 CAMPO              | 16           | \$347,157          | \$310,000         | \$5,554,523             | 6             | \$371,150          | \$340,000         | \$2,226,900      | 98.41%     | 25                     |
| 91910 CHULA VISTA        | 72           | \$611,253          | \$585,000         | \$44,010,284            | 40            | \$590,097          | \$540,000         | \$23,603,900     | 97.81%     | 14                     |
| 91911 CHULA VISTA        | 85           | \$493,940          | \$499,900         | \$41,984,922            | 30            | \$496,630          | \$480,000         | \$14,898,900     | 98.51%     | 14                     |
| 91913 CHULA VISTA        | 97           | \$632,014          | \$639,000         | \$61,305,448            | 39            | \$613,787          | \$605,000         | \$23,937,700     | 98.75%     | 15                     |
| 91914 CHULA VISTA        | 30           | \$652,648          | \$687,000         | \$19,579,451            | 16            | \$695,931          | \$640,000         | \$11,134,900     | 98.64%     | 25                     |
| 91915 CHULA VISTA        | 72           | \$617,191          | \$589,900         | \$44,437,806            | 33            | \$687,228          | \$685,000         | \$22,678,525     | 98.36%     | 35                     |
| 91916 DESCANSO           | 6            | \$753,833          | \$529,000         | \$4,523,000             | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 91917 DULZURA            | 2            | \$737,376          | \$674,876         | \$1,474,752             | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 91931 GUATAY             | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 91932 IMPERIAL BEACH     | 20           | \$574,732          | \$550,000         | \$11,494,652            | 8             | \$532,362          | \$500,000         | \$4,258,900      | 100.36%    | 26                     |
| 91934 JACUMBA            | 0            | \$                 | \$                | \$                      | 2             | \$147,500          | \$85,000          | \$295,000        | 100.00%    | 11                     |
| 91935 JAMUL              | 19           | \$1,064,375        | \$849,000         | \$20,223,132            | 8             | \$653,125          | \$600,000         | \$5,225,000      | 96.86%     | 24                     |
| 91941 LA MESA            | 99           | \$660,734          | \$575,000         | \$65,412,689            | 42            | \$585,509          | \$514,000         | \$24,591,400     | 97.82%     | 29                     |
| 91942 LA MESA            | 35           | \$530,018          | \$530,876         | \$18,550,656            | 18            | \$494,194          | \$490,000         | \$8,895,500      | 98.46%     | 21                     |
| 91945 LEMON GROVE        | 33           | \$474,175          | \$474,876         | \$15,647,806            | 21            | \$435,828          | \$415,500         | \$9,152,400      | 99.18%     | 11                     |
| 91948 MOUNT LAGUNA       | 1            | \$99,900           | \$99,900          | \$99,900                | 3             | \$115,166          | \$117,500         | \$345,500        | 93.38%     | 37                     |
| 91950 NATIONAL CITY      | 19           | \$407,981          | \$429,000         | \$7,751,652             | 14            | \$392,771          | \$399,900         | \$5,498,800      | 99.75%     | 24                     |
| 91962 PINE VALLEY        | 7            | \$671,642          | \$515,000         | \$4,701,500             | 5             | \$432,980          | \$444,900         | \$2,164,900      | 96.22%     | 70                     |
| 91963 POTRERO            | 0            | \$                 | \$                | \$                      | 1             | \$402,500          | \$402,500         | \$402,500        | 100.88%    | 131                    |
| 91977 SPRING VALLEY      | 119          | \$485,476          | \$499,000         | \$57,771,744            | 48            | \$449,868          | \$427,000         | \$21,593,676     | 98.58%     | 15                     |
| 91978 SPRING VALLEY      | 12           | \$531,733          | \$495,000         | \$6,380,800             | 7             | \$585,000          | \$560,000         | \$4,095,000      | 98.11%     | 15                     |
| 91980 TECATE             | 1            | \$239,999          | \$239,999         | \$239,999               | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 92003 BONSAI             | 10           | \$1,007,940        | \$789,000         | \$10,079,400            | 11            | \$870,863          | \$820,000         | \$9,579,500      | 102.14%    | 56                     |
| 92004 BORREGO SPRINGS    | 0            | \$                 | \$                | \$                      | 2             | \$210,750          | \$179,000         | \$421,500        | 94.74%     | 235                    |
| 92007 CARDIFF BY THE SEA | 14           | \$1,167,902        | \$875,000         | \$16,350,628            | 8             | \$1,019,453        | \$860,000         | \$8,155,625      | 96.31%     | 31                     |
| 92008 CARLSBAD           | 65           | \$859,563          | \$749,995         | \$55,871,603            | 30            | \$735,261          | \$679,000         | \$22,057,850     | 95.36%     | 26                     |
| 92009 CARLSBAD           | 143          | \$931,514          | \$829,000         | \$133,206,641           | 86            | \$893,904          | \$840,000         | \$76,875,800     | 96.27%     | 25                     |
| 92014 DEL MAR            | 42           | \$1,846,467        | \$1,600,000       | \$77,551,636            | 25            | \$1,830,588        | \$1,500,000       | \$45,764,700     | 94.34%     | 57                     |
| 92019 EL CAJON           | 75           | \$718,148          | \$645,000         | \$53,861,121            | 45            | \$576,176          | \$550,000         | \$25,927,964     | 97.02%     | 36                     |
| 92020 EL CAJON           | 47           | \$615,042          | \$529,000         | \$28,906,974            | 25            | \$518,471          | \$507,500         | \$12,961,776     | 98.67%     | 19                     |
| 92021 EL CAJON           | 65           | \$528,073          | \$490,000         | \$34,324,782            | 35            | \$512,131          | \$439,900         | \$17,924,600     | 96.83%     | 27                     |
| 92024 ENCINITAS          | 63           | \$1,094,170        | \$912,000         | \$68,932,769            | 51            | \$971,972          | \$791,500         | \$49,570,600     | 95.66%     | 28                     |
| 92025 ESCONDIDO          | 72           | \$647,981          | \$524,876         | \$46,654,684            | 28            | \$479,014          | \$425,000         | \$13,412,400     | 97.69%     | 23                     |
| 92026 ESCONDIDO          | 83           | \$528,238          | \$525,000         | \$43,843,796            | 50            | \$503,339          | \$480,000         | \$25,166,975     | 98.33%     | 26                     |
| 92027 ESCONDIDO          | 100          | \$496,528          | \$474,876         | \$49,652,840            | 60            | \$474,965          | \$438,000         | \$28,497,900     | 97.93%     | 22                     |
| 92028 FALLBROOK          | 114          | \$700,781          | \$620,000         | \$79,889,133            | 63            | \$650,680          | \$600,000         | \$40,992,865     | 97.89%     | 45                     |
| 92029 ESCONDIDO          | 45           | \$709,289          | \$675,000         | \$31,918,036            | 28            | \$732,910          | \$765,000         | \$20,521,500     | 97.08%     | 20                     |
| 92036 JULIAN             | 19           | \$564,039          | \$360,000         | \$10,716,756            | 16            | \$403,234          | \$355,000         | \$6,451,750      | 95.84%     | 45                     |
| 92037 LA JOLLA           | 83           | \$2,346,226        | \$1,595,000       | \$194,736,796           | 26            | \$1,650,680        | \$1,425,000       | \$42,917,700     | 93.10%     | 50                     |
| 92040 LAKESIDE           | 62           | \$512,047          | \$533,777         | \$31,746,970            | 25            | \$481,056          | \$469,000         | \$12,026,400     | 98.30%     | 18                     |
| 92054 OCEANSIDE          | 87           | \$609,623          | \$554,000         | \$53,037,205            | 40            | \$545,882          | \$510,000         | \$21,835,300     | 97.85%     | 25                     |
| 92056 OCEANSIDE          | 137          | \$497,406          | \$500,000         | \$68,144,700            | 69            | \$510,865          | \$490,000         | \$35,249,700     | 98.32%     | 20                     |
| 92057 OCEANSIDE          | 135          | \$548,070          | \$550,000         | \$73,989,509            | 79            | \$522,112          | \$510,000         | \$41,246,851     | 98.07%     | 21                     |
| 92059 PALA               | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 92060 PALOMAR MTN        | 0            | \$                 | \$                | \$                      | 3             | \$452,666          | \$465,000         | \$1,358,000      | 88.87%     | 0                      |
| 92061 PAUMA VALLEY       | 3            | \$623,333          | \$475,000         | \$1,870,000             | 5             | \$703,000          | \$650,000         | \$3,515,000      | 94.69%     | 45                     |
| 92064 POWAY              | 99           | \$862,290          | \$650,000         | \$85,366,753            | 43            | \$790,102          | \$640,000         | \$33,974,400     | 96.90%     | 26                     |
| 92065 RAMONA             | 127          | \$599,882          | \$555,000         | \$76,185,086            | 51            | \$550,490          | \$545,000         | \$28,075,000     | 97.87%     | 34                     |
| 92066 RANCHITA           | 1            | \$275,000          | \$275,000         | \$275,000               | 1             | \$310,000          | \$310,000         | \$310,000        | 93.94%     | 150                    |
| 92067 RANCHO SANTA FE    | 43           | \$3,437,880        | \$2,895,000       | \$147,828,876           | 35            | \$2,314,471        | \$2,000,000       | \$81,006,500     | 93.77%     | 89                     |
| 92068 SAN LUIS REY       | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 92069 SAN MARCOS         | 119          | \$599,340          | \$579,876         | \$71,321,498            | 67            | \$547,557          | \$537,000         | \$36,686,350     | 97.24%     | 20                     |
| 92070 SANTA YSABEL       | 1            | \$625,000          | \$625,000         | \$625,000               | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 92071 SANTEE             | 74           | \$495,245          | \$480,000         | \$36,648,179            | 53            | \$484,115          | \$465,000         | \$25,658,100     | 97.58%     | 20                     |
| 92075 SOLANA BEACH       | 17           | \$10,419,992       | \$1,250,000       | \$177,139,876           | 7             | \$1,186,285        | \$990,000         | \$8,304,000      | 97.58%     | 66                     |
| 92078 SAN MARCOS         | 52           | \$656,879          | \$699,000         | \$34,157,729            | 23            | \$667,478          | \$665,000         | \$15,352,000     | 96.14%     | 27                     |
| 92081 VISTA              | 68           | \$572,851          | \$535,000         | \$38,953,904            | 29            | \$528,634          | \$520,000         | \$15,330,400     | 96.88%     | 23                     |
| 92082 VALLEY CENTER      | 45           | \$704,528          | \$675,000         | \$31,703,804            | 28            | \$681,163          | \$645,000         | \$19,072,567     | 96.64%     | 53                     |
| 92083 VISTA              | 42           | \$513,854          | \$475,000         | \$21,581,876            | 19            | \$434,305          | \$439,900         | \$8,251,800      | 97.20%     | 20                     |
| 92084 VISTA              | 83           | \$592,331          | \$599,900         | \$49,163,478            | 29            | \$607,785          | \$600,500         | \$17,625,777     | 97.39%     | 42                     |
| 92086 WARNER SPRINGS     | 6            | \$654,666          | \$360,000         | \$3,928,000             | 1             | \$565,000          | \$565,000         | \$565,000        | 94.96%     | 108                    |
| 92091 RANCHO SANTA FE    | 3            | \$2,491,666        | \$1,895,000       | \$7,475,000             | 1             | \$1,725,000        | \$1,725,000       | \$1,725,000      | 91.51%     | 130                    |
| 92093 LA JOLLA           | 0            | \$                 | \$                | \$                      | 0             | \$                 | \$                | \$               | 0.00%      |                        |
| 92101 SAN DIEGO DOWNTOWN | 2            | \$1,014,500        | \$879,000         | \$2,029,000             | 2             | \$805,000          | \$410,000         | \$1,610,000      | 105.57%    | 13                     |
| 92102 SAN DIEGO          | 34           | \$489,766          | \$450,000         | \$16,652,052            | 16            | \$477,031          | \$492,000         | \$7,632,500      | 98.04%     | 25                     |
| 92103 MISSION HILLS      | 37           | \$982,930          | \$795,000         | \$36,368,412            | 16            | \$997,281          | \$762,500         | \$15,956,500     | 94.61%     | 31                     |
| 92104 NORTH PARK         | 59           | \$594,422          | \$595,000         | \$35,070,956            | 23            | \$490,860          | \$443,000         | \$11,289,800     | 96.83%     | 17                     |
| 92105 EAST SAN DIEGO     | 51           | \$400,402          | \$400,000         | \$20,420,552            | 22            | \$376,659          | \$369,000         | \$8,286,500      | 100.36%    | 12                     |

|                          |              |             |             |                        |              |             |             |                        |         |    |
|--------------------------|--------------|-------------|-------------|------------------------|--------------|-------------|-------------|------------------------|---------|----|
| 92106 POINT LOMA         | 34           | \$1,218,391 | \$799,000   | \$41,425,326           | 15           | \$1,345,533 | \$1,175,000 | \$20,183,000           | 97.29%  | 37 |
| 92107 OCEAN BEACH        | 22           | \$894,356   | \$749,876   | \$19,675,832           | 13           | \$869,230   | \$899,000   | \$11,300,000           | 99.46%  | 37 |
| 92108 MISSION VALLEY     | 8            | \$547,475   | \$639,900   | \$4,379,800            | 0            | \$          | \$          | \$                     | 0.00%   |    |
| 92109 PACIFIC BEACH      | 37           | \$880,737   | \$799,000   | \$32,587,284           | 19           | \$893,815   | \$800,000   | \$16,982,500           | 97.90%  | 18 |
| 92110 OLD TOWN SD        | 25           | \$798,644   | \$725,000   | \$19,966,104           | 13           | \$733,384   | \$645,000   | \$9,534,000            | 97.09%  | 39 |
| 92111 LINDA VISTA        | 35           | \$551,192   | \$565,000   | \$19,291,752           | 16           | \$529,625   | \$525,000   | \$8,474,000            | 99.30%  | 18 |
| 92113 LOGAN HEIGHTS      | 25           | \$364,167   | \$369,900   | \$9,104,176            | 8            | \$357,562   | \$355,000   | \$2,860,500            | 101.19% | 64 |
| 92114 ENCANTO            | 73           | \$410,878   | \$425,000   | \$29,994,102           | 43           | \$401,406   | \$405,000   | \$17,260,500           | 98.71%  | 23 |
| 92115 COLLEGE GROVE      | 90           | \$532,136   | \$525,000   | \$47,892,305           | 37           | \$510,672   | \$490,000   | \$18,894,900           | 97.62%  | 21 |
| 92116 NORMAL HEIGHTS     | 62           | \$550,562   | \$549,000   | \$34,134,854           | 23           | \$676,195   | \$575,000   | \$15,552,500           | 97.39%  | 20 |
| 92117 CLAIREMONT MESA    | 67           | \$586,434   | \$585,000   | \$39,291,079           | 40           | \$599,156   | \$550,000   | \$23,966,276           | 98.71%  | 17 |
| 92118 CORONADO           | 34           | \$2,138,401 | \$1,850,000 | \$72,705,656           | 17           | \$1,841,882 | \$1,500,000 | \$31,312,000           | 93.99%  | 54 |
| 92119 SAN CARLOS         | 32           | \$593,206   | \$563,000   | \$18,982,602           | 20           | \$548,917   | \$520,000   | \$10,978,350           | 98.63%  | 18 |
| 92120 DEL CERRO          | 45           | \$599,035   | \$550,000   | \$26,956,616           | 23           | \$631,002   | \$635,000   | \$14,513,050           | 98.21%  | 19 |
| 92121 SORRENTO           | 7            | \$813,343   | \$799,900   | \$5,693,404            | 3            | \$736,333   | \$750,000   | \$2,209,000            | 96.06%  | 9  |
| 92122 UNIVERSITY CITY    | 28           | \$747,803   | \$735,000   | \$20,938,499           | 10           | \$811,490   | \$805,000   | \$8,114,900            | 95.73%  | 19 |
| 92123 MISSION VALLEY     | 39           | \$571,554   | \$539,900   | \$22,290,615           | 19           | \$515,157   | \$500,000   | \$9,788,000            | 98.34%  | 15 |
| 92124 TIERRASANTA        | 20           | \$645,169   | \$669,000   | \$12,903,395           | 15           | \$639,066   | \$650,000   | \$9,586,000            | 97.63%  | 21 |
| 92126 MIRA MESA          | 114          | \$517,116   | \$525,876   | \$58,951,299           | 61           | \$526,703   | \$515,000   | \$32,128,900           | 98.52%  | 16 |
| 92127 RANCHO BERNARDO    | 67           | \$1,060,104 | \$745,000   | \$71,026,986           | 31           | \$1,005,722 | \$915,000   | \$31,177,400           | 95.73%  | 30 |
| 92128 RANCHO BERNARDO    | 101          | \$642,146   | \$649,000   | \$64,856,840           | 53           | \$611,305   | \$615,000   | \$32,399,199           | 97.02%  | 25 |
| 92129 RANCHO PENASQUITOS | 96           | \$677,951   | \$674,900   | \$65,083,306           | 37           | \$665,621   | \$640,000   | \$24,627,985           | 97.67%  | 17 |
| 92130 CARMEL VALLEY      | 96           | \$1,089,434 | \$999,876   | \$104,585,724          | 61           | \$1,076,778 | \$1,000,000 | \$65,683,503           | 94.92%  | 24 |
| 92131 SCRIPPS MIRAMAR    | 68           | \$796,203   | \$740,000   | \$54,141,832           | 29           | \$796,095   | \$746,250   | \$23,086,775           | 95.88%  | 19 |
| 92139 PARADISE HILLS     | 33           | \$425,659   | \$450,000   | \$14,046,756           | 19           | \$428,921   | \$415,000   | \$8,149,500            | 97.58%  | 20 |
| 92145 MIRAMAR            | 0            | \$          | \$          | \$                     | 0            | \$          | \$          | \$                     | 0.00%   |    |
| 92154 OTAY MESA          | 78           | \$535,844   | \$530,000   | \$41,795,849           | 42           | \$500,559   | \$460,000   | \$21,023,500           | 98.24%  | 18 |
| 92155 SAN DIEGO          | 0            | \$          | \$          | \$                     | 0            | \$          | \$          | \$                     | 0.00%   |    |
| 92161 SAN DIEGO          | 0            | \$          | \$          | \$                     | 0            | \$          | \$          | \$                     | 0.00%   |    |
| 92173 SAN YSIDRO         | 8            | \$548,625   | \$549,000   | \$4,389,000            | 4            | \$435,725   | \$460,000   | \$1,742,900            | 96.52%  | 33 |
| <b>TOTALS</b>            | <b>4,601</b> |             |             | <b>\$3,515,853,807</b> | <b>2,326</b> |             |             | <b>\$1,579,566,877</b> |         |    |