

**MONTH ENDING JULY 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	10	\$338,770	\$275,000	\$3,387,700	3	\$296,700	\$296,100	\$890,100	89.64%	171
91902 BONITA	3	\$1,461,666	\$950,000	\$4,385,000	0	\$	\$	\$	0.00%	
91905 BOULEVARD	5	\$1,569,900	\$189,500	\$7,849,500	2	\$139,000	\$62,000	\$278,000	93.48%	256
91906 CAMPO	6	\$269,000	\$125,000	\$1,614,000	2	\$300,000	\$125,000	\$600,000	96.77%	70
91910 CHULA VISTA	3	\$714,333	\$595,000	\$2,143,000	2	\$662,500	\$275,000	\$1,325,000	93.58%	22
91911 CHULA VISTA	0	\$	\$	\$	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	1	\$110,000	\$110,000	\$110,000	1	\$161,000	\$161,000	\$161,000	402.50%	40
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91934 JACUMBA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91935 JAMUL	5	\$264,750	\$249,000	\$1,323,750	1	\$200,000	\$200,000	\$200,000	100.00%	0
91941 LA MESA	4	\$1,583,475	\$769,000	\$6,333,900	1	\$1,000,000	\$1,000,000	\$1,000,000	111.11%	6
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	1	\$125,000	\$125,000	\$125,000	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$169,000	\$169,000	\$169,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	7	\$166,257	\$185,000	\$1,163,800	1	\$239,000	\$239,000	\$239,000	100.00%	18
91963 POTRERO	1	\$70,000	\$70,000	\$70,000	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	3	\$224,000	\$198,000	\$672,000	4	\$175,925	\$193,700	\$703,700	80.90%	64
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAL	2	\$490,000	\$330,000	\$980,000	1	\$315,000	\$315,000	\$315,000	94.03%	4
92004 BORREGO SPRINGS	4	\$12,500	\$	\$50,000	2	\$51,000	\$35,000	\$102,000	89.47%	123
92007 CARDIFF BY THE SEA	3	\$3,164,666	\$3,600,000	\$9,494,000	0	\$	\$	\$	0.00%	
92008 CARLSBAD	1	\$1,200,000	\$1,200,000	\$1,200,000	1	\$1,001,500	\$1,001,500	\$1,001,500	111.28%	23
92009 CARLSBAD	2	\$999,500	\$999,000	\$1,999,000	0	\$	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92019 EL CAJON	3	\$311,333	\$299,000	\$934,000	0	\$	\$	\$	0.00%	
92020 EL CAJON	3	\$348,333	\$225,000	\$1,045,000	0	\$	\$	\$	0.00%	
92021 EL CAJON	6	\$418,150	\$395,000	\$2,508,900	3	\$323,333	\$315,000	\$970,000	94.74%	47
92024 ENCINITAS	7	\$402,678	\$349,876	\$2,818,752	3	\$593,000	\$525,000	\$1,779,000	101.72%	166
92025 ESCONDIDO	1	\$350,000	\$350,000	\$350,000	2	\$655,175	\$515,000	\$1,310,350	146.41%	49
92026 ESCONDIDO	7	\$611,857	\$495,000	\$4,283,000	7	\$227,071	\$239,500	\$1,589,500	97.91%	43
92027 ESCONDIDO	5	\$697,000	\$250,000	\$3,485,000	1	\$1,300,000	\$1,300,000	\$1,300,000	100.00%	0
92028 FALLBROOK	26	\$653,153	\$465,000	\$16,982,000	11	\$509,045	\$370,000	\$5,599,500	101.49%	142
92029 ESCONDIDO	2	\$184,500	\$	\$369,000	1	\$755,000	\$755,000	\$755,000	99.47%	313
92036 JULIAN	21	\$348,142	\$229,000	\$7,311,000	7	\$149,800	\$149,000	\$1,048,600	90.04%	186
92037 LA JOLLA	6	\$2,095,979	\$1,590,000	\$12,575,876	0	\$	\$	\$	0.00%	
92040 LAKESIDE	4	\$190,950	\$169,000	\$763,800	2	\$302,500	\$250,000	\$605,000	97.58%	61
92054 OCEANSIDE	5	\$1,434,000	\$1,650,000	\$7,170,000	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	3	\$206,500	\$195,000	\$619,500	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	5	\$332,600	\$275,000	\$1,663,000	0	\$	\$	\$	0.00%	
92064 POWAY	9	\$775,736	\$890,000	\$6,981,628	0	\$	\$	\$	0.00%	
92065 RAMONA	19	\$521,705	\$425,000	\$9,912,400	7	\$412,428	\$260,000	\$2,887,000	91.34%	200
92066 RANCHITA	1	\$90,000	\$90,000	\$90,000	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	8	\$2,073,109	\$1,950,000	\$16,584,876	6	\$1,793,125	\$1,650,000	\$10,758,750	96.97%	61
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	2	\$859,500	\$320,000	\$1,719,000	4	\$621,250	\$490,000	\$2,485,000	96.69%	288
92070 SANTA YSABEL	1	\$195,000	\$195,000	\$195,000	0	\$	\$	\$	0.00%	
92071 SANTEE	2	\$1,060,000	\$120,000	\$2,120,000	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081 VISTA	1	\$1,350,000	\$1,350,000	\$1,350,000	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	9	\$436,277	\$297,500	\$3,926,500	4	\$140,000	\$132,000	\$560,000	75.89%	98
92083 VISTA	5	\$325,800	\$235,000	\$1,629,000	1	\$270,000	\$270,000	\$270,000	100.37%	151
92084 VISTA	6	\$640,665	\$425,000	\$3,843,995	3	\$474,666	\$249,000	\$1,424,000	97.67%	59
92086 WARNER SPRINGS	1	\$1,950,000	\$1,950,000	\$1,950,000	1	\$95,000	\$95,000	\$95,000	100.00%	154
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92093 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	1	\$985,000	\$985,000	\$985,000	0	\$	\$	\$	0.00%	
92102 SAN DIEGO	1	\$599,876	\$599,876	\$599,876	2	\$380,000	\$350,000	\$760,000	89.53%	10
92103 MISSION HILLS	1	\$315,000	\$315,000	\$315,000	1	\$530,000	\$530,000	\$530,000	100.00%	13
92104 NORTH PARK	2	\$654,500	\$350,000	\$1,309,000	1	\$230,000	\$230,000	\$230,000	92.04%	34
92105 EAST SAN DIEGO	1	\$250,000	\$250,000	\$250,000	1	\$85,000	\$85,000	\$85,000	100.00%	314
92106 POINT LOMA	0	\$	\$	\$	3	\$835,000	\$550,000	\$2,505,000	96.57%	57
92107 OCEAN BEACH	2	\$599,000	\$599,000	\$1,198,000	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	4	\$379,750	\$400,000	\$1,519,000	0	\$	\$	\$	0.00%	
92114 ENCANTO	4	\$196,175	\$189,900	\$784,700	0	\$	\$	\$	0.00%	
92115 COLLEGE GROVE	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92116 NORMAL HEIGHTS	1	\$	\$	\$	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	1	\$1,000,000	\$1,000,000	\$1,000,000	0	\$	\$	\$	0.00%	
92118 CORONADO	1	\$4,300,000	\$4,300,000	\$4,300,000	0	\$	\$	\$	0.00%	
92119 SAN CARLOS	0	\$	\$	\$	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	17	\$1,118,345	\$1,095,000	\$19,011,876	1	\$1,175,000	\$1,175,000	\$1,175,000	78.33%	0
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	3	\$963,292	\$995,000	\$2,889,876	1	\$935,000	\$935,000	\$935,000	98.42%	141
92131 SCRIPPS MIRAMAR	1	\$699,000	\$699,000	\$699,000	0	\$	\$	\$	0.00%	
92139 PARADISE HILLS	1	\$200,000	\$200,000	\$200,000	0	\$	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	2	\$5,000,000	\$2,500,000	\$10,000,000	2	\$310,000	\$70,000	\$620,000	97.33%	68
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	\$	1	\$1,250,000	\$1,250,000	\$1,250,000	78.13%	129
<b>TOTALS</b>	<b>274</b>			<b>\$202,812,205</b>	<b>97</b>			<b>\$48,342,000</b>		