

**MONTH ENDING SEPTEMBER 30, 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	5	\$424,400	\$380,000	\$2,122,000	3	\$304,333	\$310,000	\$913,000	90.58%	200
91902 BONITA	1	\$774,876	\$774,876	\$774,876	0	\$	\$	\$	0.00%	
91905 BOULEVARD	10	\$202,187	\$175,000	\$2,021,876	3	\$165,000	\$125,000	\$495,000	94.66%	68
91906 CAMPO	3	\$170,333	\$165,000	\$511,000	2	\$330,000	\$225,000	\$660,000	97.78%	142
91910 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	2	\$525,000	\$300,000	\$1,050,000	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	1	\$1,350,000	\$1,350,000	\$1,350,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	1	\$199,876	\$199,876	\$199,876	1	\$200,000	\$200,000	\$200,000	100.00%	88
91917 DULZURA	2	\$235,388	\$199,900	\$470,776	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$1,750,000	\$1,750,000	\$1,750,000	0	\$	\$	\$	0.00%	
91934 JACUMBA	3	\$142,000	\$128,000	\$426,000	2	\$223,000	\$81,000	\$446,000	185.91%	112
91935 JAMUL	6	\$454,275	\$299,900	\$2,725,652	1	\$285,000	\$285,000	\$285,000	95.00%	16
91941 LA MESA	2	\$345,376	\$340,876	\$690,752	0	\$	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$375,000	\$375,000	\$375,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	1	\$679,000	\$679,000	\$679,000	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$149,000	\$149,000	\$149,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	1	\$99,900	\$99,900	\$99,900	0	\$	\$	\$	0.00%	
91963 POTRERO	2	\$530,000	\$60,000	\$1,060,000	1	\$55,000	\$55,000	\$55,000	78.57%	31
91977 SPRING VALLEY	4	\$453,250	\$425,000	\$1,813,000	1	\$139,000	\$139,000	\$139,000	93.29%	34
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	5	\$1,578,000	\$595,000	\$7,890,000	2	\$557,500	\$240,000	\$1,115,000	97.38%	156
92004 BORREGO SPRINGS	0	\$	\$	\$	1	\$48,200	\$48,200	\$48,200	98.57%	370
92007 CARDIFF BY THE SEA	1	\$650,000	\$650,000	\$650,000	0	\$	\$	\$	0.00%	
92008 CARLSBAD	0	\$	\$	\$	1	\$620,000	\$620,000	\$620,000	82.68%	123
92009 CARLSBAD	1	\$749,000	\$749,000	\$749,000	0	\$	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	\$	1	\$2,100,000	\$2,100,000	\$2,100,000	93.33%	242
92019 EL CAJON	9	\$293,819	\$263,500	\$2,644,376	0	\$	\$	\$	0.00%	
92020 EL CAJON	2	\$444,438	\$399,000	\$888,876	0	\$	\$	\$	0.00%	
92021 EL CAJON	1	\$255,876	\$255,876	\$255,876	2	\$202,500	\$185,000	\$405,000	93.10%	356
92024 ENCINITAS	8	\$856,250	\$725,000	\$6,850,000	1	\$340,000	\$340,000	\$340,000	80.00%	510
92025 ESCONDIDO	3	\$361,333	\$200,000	\$1,084,000	0	\$	\$	\$	0.00%	
92026 ESCONDIDO	7	\$414,707	\$329,950	\$2,902,950	1	\$300,000	\$300,000	\$300,000	120.00%	16
92027 ESCONDIDO	5	\$648,960	\$279,900	\$3,244,800	1	\$1,000,000	\$1,000,000	\$1,000,000	95.24%	119
92028 FALLBROOK	19	\$636,968	\$399,000	\$12,102,400	9	\$391,138	\$310,000	\$3,520,250	93.73%	100
92029 ESCONDIDO	3	\$1,494,958	\$2,049,876	\$4,484,876	0	\$	\$	\$	0.00%	
92036 JULIAN	18	\$146,550	\$125,000	\$2,637,900	3	\$31,816	\$20,000	\$95,450	95.50%	232
92037 LA JOLLA	5	\$3,549,975	\$2,449,876	\$17,749,875	2	\$1,059,500	\$719,000	\$2,119,000	91.18%	81
92040 LAKESIDE	8	\$324,187	\$230,000	\$2,593,500	2	\$151,249	\$110,200	\$302,499	110.00%	45
92054 OCEANSIDE	5	\$1,009,380	\$749,000	\$5,046,900	2	\$562,500	\$500,000	\$1,125,000	91.84%	106
92056 OCEANSIDE	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$79,900	\$79,900	\$79,900	0	\$	\$	\$	0.00%	
92061 PALUMA VALLEY	5	\$438,000	\$210,000	\$2,190,000	1	\$260,000	\$260,000	\$260,000	96.65%	58
92064 POWAY	9	\$1,103,750	\$800,000	\$9,933,752	2	\$613,750	\$500,000	\$1,227,500	98.20%	206
92065 RAMONA	14	\$679,657	\$305,000	\$9,515,199	4	\$292,500	\$300,000	\$1,170,000	92.51%	76
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	7	\$1,028,285	\$928,000	\$7,198,000	1	\$2,000,000	\$2,000,000	\$2,000,000	91.12%	98
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	2	\$349,950	\$349,900	\$699,900	3	\$536,663	\$390,000	\$1,609,990	99.39%	27
92070 SANTA YSABEL	4	\$225,000	\$170,000	\$900,000	1	\$100,000	\$100,000	\$100,000	90.91%	42
92071 SANTEE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	1	\$275,000	\$275,000	\$275,000	0	\$	\$	\$	0.00%	
92081 VISTA	1	\$579,000	\$579,000	\$579,000	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	9	\$878,000	\$425,000	\$7,902,000	1	\$540,000	\$540,000	\$540,000	80.00%	21
92083 VISTA	6	\$331,083	\$250,000	\$1,986,500	1	\$285,000	\$285,000	\$285,000	100.00%	147
92084 VISTA	7	\$509,700	\$400,000	\$3,567,900	0	\$	\$	\$	0.00%	
92086 WARNER SPRINGS	4	\$163,625	\$135,000	\$654,500	1	\$60,000	\$60,000	\$60,000	85.72%	6
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92093 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92102 SAN DIEGO	2	\$194,950	\$139,900	\$389,900	1	\$165,000	\$165,000	\$165,000	97.06%	122
92103 MISSION HILLS	2	\$817,000	\$649,000	\$1,634,000	0	\$	\$	\$	0.00%	
92104 NORTH PARK	3	\$405,250	\$397,876	\$1,215,752	0	\$	\$	\$	0.00%	
92105 EAST SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92106 POINT LOMA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92107 OCEAN BEACH	0	\$	\$	\$	1	\$297,500	\$297,500	\$297,500	100.85%	27
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	2	\$982,500	\$665,000	\$1,965,000	0	\$	\$	\$	0.00%	
92110 OLD TOWN SD	1	\$825,000	\$825,000	\$825,000	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	0	\$	\$	\$	1	\$145,000	\$145,000	\$145,000	96.67%	0
92114 ENCANTO	4	\$244,750	\$135,000	\$979,000	1	\$160,000	\$160,000	\$160,000	91.43%	35
92115 COLLEGE GROVE	1	\$249,000	\$249,000	\$249,000	0	\$	\$	\$	0.00%	
92116 NORMAL HEIGHTS	1	\$925,000	\$925,000	\$925,000	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	\$	1	\$1,500,000	\$1,500,000	\$1,500,000	100.00%	184
92119 SAN CARLOS	1	\$735,876	\$735,876	\$735,876	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	8	\$1,033,359	\$850,000	\$8,266,876	0	\$	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	3	\$333,333	\$	\$1,000,000	1	\$825,000	\$825,000	\$825,000	94.30%	52
92131 SCRIPPS MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	0	\$	\$	\$	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>247</b>			<b>\$156,711,092</b>	<b>63</b>			<b>\$26,628,389</b>		