

MONTH ENDING NOVEMBER 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 Price	Average Days on Market
91901 ALPINE	2	\$300,000	\$175,000	\$600,000	4	\$206,250	\$206,250	\$825,000	95.93%	72
91902 BONITA	1	\$750,000	\$750,000	\$750,000	0	\$	\$	\$	0.00%	
91905 BOULEVARD	3	\$251,333	\$290,000	\$754,000	0	\$	\$	\$	0.00%	
91906 CAMPO	1	\$2,750,000	\$2,750,000	\$2,750,000	0	\$	\$	\$	0.00%	
91910 CHULA VISTA	1	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	2	\$947,000	\$899,000	\$1,894,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	1	\$180,000	\$180,000	\$180,000	90.05%	8
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91934 JACUMBA	1	\$60,000	\$60,000	\$60,000	0	\$	\$	\$	0.00%	
91935 JAMUL	3	\$851,958	\$700,000	\$2,555,876	1	\$405,000	\$405,000	\$405,000	98.78%	10
91941 LA MESA	2	\$275,000	\$275,000	\$550,000	0	\$	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	2	\$260,000	\$260,000	\$520,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	0	\$	\$	\$	1	\$875,000	\$875,000	\$875,000	97.33%	138
91962 PINE VALLEY	1	\$275,000	\$275,000	\$275,000	0	\$	\$	\$	0.00%	
91963 POTRERO	2	\$80,000	\$80,000	\$160,000	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	3	\$1,129,966	\$860,000	\$3,389,900	2	\$317,500	\$310,000	\$635,000	100.00%	121
91978 SPRING VALLEY	1	\$180,000	\$180,000	\$180,000	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAL	2	\$925,000	\$400,000	\$1,850,000	0	\$	\$	\$	0.00%	
92004 BORREGO SPRINGS	4	\$170,000	\$181,000	\$680,000	0	\$	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	1	\$899,900	\$899,900	\$899,900	0	\$	\$	\$	0.00%	
92008 CARLSBAD	2	\$1,149,938	\$999,876	\$2,299,876	0	\$	\$	\$	0.00%	
92009 CARLSBAD	3	\$1,318,333	\$955,000	\$3,955,000	1	\$630,000	\$630,000	\$630,000	96.92%	51
92014 DEL MAR	5	\$2,459,000	\$2,500,000	\$12,295,000	1	\$1,150,000	\$1,150,000	\$1,150,000	92.00%	416
92019 EL CAJON	2	\$255,000	\$135,000	\$510,000	3	\$207,333	\$192,000	\$622,000	82.49%	286
92020 EL CAJON	2	\$425,000	\$200,000	\$850,000	1	\$220,000	\$220,000	\$220,000	97.78%	19
92021 EL CAJON	2	\$340,000	\$210,000	\$680,000	1	\$429,000	\$429,000	\$429,000	95.55%	11
92024 ENCINITAS	1	\$595,000	\$595,000	\$595,000	1	\$590,000	\$590,000	\$590,000	98.50%	136
92025 ESCONDIDO	4	\$735,000	\$750,000	\$2,940,000	1	\$240,000	\$240,000	\$240,000	96.00%	161
92026 ESCONDIDO	9	\$235,333	\$230,000	\$2,118,000	3	\$300,000	\$320,000	\$900,000	95.85%	48
92027 ESCONDIDO	1	\$357,000	\$357,000	\$357,000	1	\$170,000	\$170,000	\$170,000	79.07%	64
92028 FALLBROOK	14	\$450,446	\$399,000	\$6,306,252	5	\$217,799	\$147,000	\$1,088,999	97.06%	79
92029 ESCONDIDO	4	\$560,438	\$674,876	\$2,241,752	1	\$405,000	\$405,000	\$405,000	81.00%	359
92036 JULIAN	13	\$210,307	\$189,000	\$2,734,000	6	\$110,166	\$95,000	\$661,000	98.22%	82
92037 LA JOLLA	2	\$3,597,500	\$3,300,000	\$7,195,000	2	\$2,687,500	\$1,065,000	\$5,375,000	102.48%	34
92040 LAKESIDE	2	\$1,210,000	\$820,000	\$2,420,000	1	\$185,000	\$185,000	\$185,000	86.05%	314
92054 OCEANSIDE	0	\$	\$	\$	1	\$140,000	\$140,000	\$140,000	80.00%	365
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	1	\$352,000	\$352,000	\$352,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	3	\$225,166	\$175,000	\$675,500	0	\$	\$	\$	0.00%	
92064 POWAY	1	\$2,250,000	\$2,250,000	\$2,250,000	2	\$587,500	\$375,000	\$1,175,000	91.09%	69
92065 RAMONA	9	\$554,541	\$425,000	\$4,990,876	4	\$284,750	\$219,000	\$1,139,000	90.15%	242
92066 RANCHITA	0	\$	\$	\$	1	\$140,000	\$140,000	\$140,000	103.70%	9
92067 RANCHO SANTA FE	3	\$1,923,333	\$1,725,000	\$5,770,000	2	\$1,740,000	\$980,000	\$3,480,000	83.86%	73
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	4	\$499,750	\$	\$1,999,000	0	\$	\$	\$	0.00%	
92070 SANTA YSABEL	1	\$199,000	\$199,000	\$199,000	0	\$	\$	\$	0.00%	
92071 SANTEE	2	\$189,500	\$179,000	\$379,000	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	

92078	SAN MARCOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92081	VISTA	0	\$	\$	\$	1	\$450,000	\$450,000	\$450,000	90.18%	46
92082	VALLEY CENTER	11	\$935,227	\$498,000	\$10,287,500	2	\$497,500	\$345,000	\$995,000	93.16%	55
92083	VISTA	1	\$175,000	\$175,000	\$175,000	3	\$317,333	\$325,000	\$952,000	86.35%	68
92084	VISTA	10	\$390,277	\$295,000	\$3,902,777	1	\$500,000	\$500,000	\$500,000	95.24%	68
92086	WARNER SPRINGS	1	\$750,000	\$750,000	\$750,000	1	\$240,000	\$240,000	\$240,000	96.00%	26
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	1	\$1,650,000	\$1,650,000	\$1,650,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	0	\$	\$	\$	1	\$132,000	\$132,000	\$132,000	94.35%	45
92103	MISSION HILLS	2	\$1,047,500	\$895,000	\$2,095,000	0	\$	\$	\$	0.00%	
92104	NORTH PARK	1	\$375,000	\$375,000	\$375,000	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92106	POINT LOMA	1	\$995,000	\$995,000	\$995,000	0	\$	\$	\$	0.00%	
92107	OCEAN BEACH	2	\$349,500	\$	\$699,000	1	\$525,000	\$525,000	\$525,000	88.24%	14
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	3	\$741,333	\$825,000	\$2,224,000	1	\$408,000	\$408,000	\$408,000	99.51%	61
92111	LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92114	ENCANTO	4	\$563,500	\$129,000	\$2,254,000	3	\$129,833	\$135,000	\$389,500	44.52%	87
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$575,000	\$575,000	\$575,000	0	\$	\$	\$	0.00%	
92118	CORONADO	1	\$1,325,000	\$1,325,000	\$1,325,000	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	4	\$1,354,250	\$879,000	\$5,417,000	2	\$955,000	\$660,000	\$1,910,000	95.51%	58
92128	RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	0	\$	\$	\$	1	\$950,000	\$950,000	\$950,000	95.01%	16
92131	SCRIPPS MIRAMAR	2	\$587,376	\$499,876	\$1,174,752	0	\$	\$	\$	0.00%	
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	1	\$	\$	\$	0	\$	\$	\$	0.00%	
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	4	\$8,640,225	\$300,000	\$34,560,900	0	\$	\$	\$	0.00%	
TOTALS		172			\$150,440,861	64			\$29,111,499		