

MONTH ENDING DECEMBER 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 Price	Average Days on Market
91901 ALPINE	3	\$1,249,958	\$425,000	\$3,749,876	2	\$231,500	\$148,000	\$463,000	96.86%	63
91902 BONITA	3	\$2,875,000	\$2,750,000	\$8,625,000	1	\$660,000	\$660,000	\$660,000	94.30%	116
91905 BOULEVARD	4	\$627,474	\$460,000	\$2,509,899	2	\$144,500	\$140,000	\$289,000	96.66%	163
91906 CAMPO	3	\$113,299	\$79,999	\$339,899	3	\$121,166	\$121,000	\$363,499	97.98%	30
91910 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	1	\$1,100,000	\$1,100,000	\$1,100,000	2	\$575,000	\$300,000	\$1,150,000	100.01%	27
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	1	\$1,049,000	\$1,049,000	\$1,049,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	3	\$486,333	\$269,000	\$1,459,000	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	1	\$450,000	\$450,000	\$450,000	90.00%	139
91934 JACUMBA	1	\$6,480,000	\$6,480,000	\$6,480,000	1	\$70,000	\$70,000	\$70,000	88.61%	117
91935 JAMUL	6	\$523,666	\$350,000	\$3,142,000	1	\$730,000	\$730,000	\$730,000	99.20%	45
91941 LA MESA	0	\$	\$	\$	1	\$550,000	\$550,000	\$550,000	95.65%	115
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$459,000	\$459,000	\$459,000	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	0	\$	\$	\$	1	\$135,550	\$135,550	\$135,550	90.97%	27
91962 PINE VALLEY	2	\$629,500	\$109,000	\$1,259,000	2	\$132,750	\$85,500	\$265,500	96.90%	69
91963 POTRERO	2	\$100,000	\$	\$200,000	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	5	\$210,400	\$198,000	\$1,052,000	1	\$315,000	\$315,000	\$315,000	94.03%	102
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003 BONSAI	1	\$585,000	\$585,000	\$585,000	5	\$744,000	\$650,000	\$3,720,000	83.62%	54
92004 BORREGO SPRINGS	1	\$95,000	\$95,000	\$95,000	0	\$	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	1	\$635,000	\$635,000	\$635,000	3	\$923,333	\$750,000	\$2,770,000	92.03%	129
92008 CARLSBAD	2	\$1,135,000	\$675,000	\$2,270,000	1	\$752,000	\$752,000	\$752,000	83.70%	63
92009 CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92019 EL CAJON	3	\$306,333	\$315,000	\$919,000	1	\$329,000	\$329,000	\$329,000	100.00%	25
92020 EL CAJON	2	\$539,938	\$429,876	\$1,079,876	0	\$	\$	\$	0.00%	
92021 EL CAJON	1	\$221,000	\$221,000	\$221,000	4	\$235,000	\$250,000	\$940,000	92.61%	55
92024 ENCINITAS	5	\$1,502,800	\$1,095,000	\$7,514,000	2	\$1,125,000	\$950,000	\$2,250,000	93.95%	89
92025 ESCONDIDO	5	\$543,900	\$349,500	\$2,719,500	0	\$	\$	\$	0.00%	
92026 ESCONDIDO	5	\$356,560	\$375,000	\$1,782,800	2	\$257,500	\$185,000	\$515,000	100.19%	20
92027 ESCONDIDO	3	\$278,333	\$275,000	\$835,000	0	\$	\$	\$	0.00%	
92028 FALLBROOK	8	\$876,375	\$469,000	\$7,011,000	5	\$313,000	\$355,000	\$1,565,000	88.60%	151
92029 ESCONDIDO	2	\$12,247,500	\$495,000	\$24,495,000	0	\$	\$	\$	0.00%	
92036 JULIAN	9	\$117,666	\$97,000	\$1,059,000	7	\$114,178	\$115,000	\$799,250	91.19%	272
92037 LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92040 LAKESIDE	4	\$358,719	\$250,000	\$1,434,876	0	\$	\$	\$	0.00%	
92054 OCEANSIDE	7	\$763,414	\$429,000	\$5,343,900	0	\$	\$	\$	0.00%	
92056 OCEANSIDE	0	\$	\$	\$	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	\$	\$	\$	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	4	\$1,630,500	\$249,000	\$6,522,000	1	\$377,000	\$377,000	\$377,000	100.53%	113
92064 POWAY	2	\$482,450	\$265,000	\$964,900	0	\$	\$	\$	0.00%	
92065 RAMONA	8	\$369,559	\$315,200	\$2,956,476	3	\$259,666	\$275,000	\$779,000	95.00%	10
92066 RANCHITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	4	\$1,362,500	\$1,295,000	\$5,450,000	4	\$939,250	\$895,000	\$3,757,000	89.67%	86
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	4	\$618,694	\$375,000	\$2,474,776	0	\$	\$	\$	0.00%	
92070 SANTA YSABEL	1	\$189,000	\$189,000	\$189,000	1	\$170,000	\$170,000	\$170,000	94.97%	34
92071 SANTEE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	5	\$335,000	\$	\$1,675,000	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	1	\$	\$	\$	0	\$	\$	\$	0.00%	
92081 VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	5	\$970,800	\$625,000	\$4,854,000	4	\$332,375	\$287,000	\$1,329,500	98.63%	146
92083 VISTA	2	\$319,950	\$250,000	\$639,900	2	\$297,500	\$195,000	\$595,000	91.54%	60
92084 VISTA	1	\$849,000	\$849,000	\$849,000	2	\$575,000	\$450,000	\$1,150,000	92.07%	202
92086 WARNER SPRINGS	2	\$1,507,500	\$35,000	\$3,015,000	1	\$117,500	\$117,500	\$117,500	78.33%	81
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	\$362,500	\$225,000	\$725,000	1	\$440,000	\$440,000	\$440,000	97.80%	114
92103 MISSION HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92105 EAST SAN DIEGO	1	\$475,000	\$475,000	\$475,000	0	\$	\$	\$	0.00%	
92106 POINT LOMA	1	\$875,000	\$875,000	\$875,000	0	\$	\$	\$	0.00%	
92107 OCEAN BEACH	2	\$384,500	\$	\$769,000	0	\$	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109 PACIFIC BEACH	0	\$	\$	\$	1	\$600,000	\$600,000	\$600,000	96.00%	99
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113 LOGAN HEIGHTS	1	\$458,000	\$458,000	\$458,000	0	\$	\$	\$	0.00%	
92114 ENCANTO	2	\$292,000	\$185,000	\$584,000	0	\$	\$	\$	0.00%	
92115 COLLEGE GROVE	0	\$	\$	\$	1	\$425,000	\$425,000	\$425,000	94.44%	80
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119 SAN CARLOS	1	\$345,000	\$345,000	\$345,000	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	3	\$853,000	\$710,000	\$2,559,000	1	\$735,000	\$735,000	\$735,000	91.99%	44
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92131 SCRIPPS MIRAMAR	0	\$	\$	\$	1	\$650,000	\$650,000	\$650,000	96.31%	15
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	2	\$1,525,000	\$1,200,000	\$3,050,000	1	\$285,000	\$285,000	\$285,000	95.00%	59
TOTALS	149			\$128,929,678	72			30,491,799		