

**MONTH ENDING JANUARY 31, 2005
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	10	\$570,000	\$395,000	\$5,700,000	1	\$400,000	\$400,000	\$400,000	95.26%	149
91902 BONITA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91905 BOULEVARD	5	\$1,573,980	\$135,000	\$7,869,900	1	\$69,900	\$69,900	\$69,900	100.14%	76
91906 CAMPO	2	\$274,999	\$199,999	\$549,999	1	\$175,000	\$175,000	\$175,000	106.06%	36
91910 CHULA VISTA	2	\$1,150,000	\$700,000	\$2,300,000	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	3	\$721,333	\$399,000	\$2,164,000	0	\$	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91914 CHULA VISTA	3	\$1,114,666	\$1,195,000	\$3,344,000	0	\$	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91916 DESCANSO	1	\$220,000	\$220,000	\$220,000	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	2	\$272,500	\$225,000	\$545,000	92.45%	225
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91934 JACUMBA	4	\$867,500	\$40,000	\$3,470,000	0	\$	\$	\$	0.00%	
91935 JAMUL	7	\$484,714	\$350,000	\$3,393,000	0	\$	\$	\$	0.00%	
91941 LA MESA	8	\$684,469	\$575,000	\$5,475,752	2	\$287,500	\$250,000	\$575,000	95.85%	56
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	1	\$500,000	\$500,000	\$500,000	1	\$520,000	\$520,000	\$520,000	86.67%	162
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$225,000	\$225,000	\$225,000	0	\$	\$	\$	0.00%	
91962 PINE VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	3	\$307,666	\$198,000	\$923,000	1	\$408,000	\$408,000	\$408,000	96.00%	56
91978 SPRING VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91980 TECATE	1	\$535,000	\$535,000	\$535,000	0	\$	\$	\$	0.00%	
92003 BONSAI	2	\$449,000	\$229,000	\$898,000	1	\$1,250,000	\$1,250,000	\$1,250,000	96.53%	10
92004 BORREGO SPRINGS	3	\$91,333	\$120,000	\$274,000	1	\$150,000	\$150,000	\$150,000	85.71%	245
92007 CARDIFF BY THE SEA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92008 CARLSBAD	5	\$1,412,975	\$949,876	\$7,064,876	0	\$	\$	\$	0.00%	
92009 CARLSBAD	4	\$450,000	\$150,000	\$1,800,000	0	\$	\$	\$	0.00%	
92014 DEL MAR	2	\$739,000	\$	\$1,478,000	1	\$2,100,000	\$2,100,000	\$2,100,000	84.00%	36
92019 EL CAJON	3	\$396,666	\$350,000	\$1,190,000	1	\$125,000	\$125,000	\$125,000	92.59%	28
92020 EL CAJON	0	\$	\$	\$	1	\$250,000	\$250,000	\$250,000	71.74%	67
92021 EL CAJON	2	\$912,500	\$325,000	\$1,825,000	1	\$179,900	\$179,900	\$179,900	99.94%	46
92024 ENCINITAS	4	\$1,300,000	\$1,450,000	\$5,200,000	1	\$1,300,000	\$1,300,000	\$1,300,000	93.19%	141
92025 ESCONDIDO	5	\$313,375	\$329,000	\$1,566,876	2	\$212,400	\$174,800	\$424,800	90.96%	51
92026 ESCONDIDO	11	\$490,718	\$280,000	\$5,397,900	2	\$597,500	\$420,000	\$1,195,000	85.42%	35
92027 ESCONDIDO	5	\$627,975	\$300,000	\$3,139,876	1	\$2,000,000	\$2,000,000	\$2,000,000	93.02%	36
92028 FALLBROOK	16	\$854,431	\$365,000	\$13,670,900	2	\$394,500	\$339,000	\$789,000	98.75%	148
92029 ESCONDIDO	5	\$2,644,775	\$655,000	\$13,223,876	0	\$	\$	\$	0.00%	
92036 JULIAN	18	\$123,759	\$85,000	\$2,227,666	9	\$84,361	\$35,000	\$759,250	89.85%	41
92037 LA JOLLA	6	\$1,589,479	\$1,395,000	\$9,536,876	0	\$	\$	\$	0.00%	
92040 LAKESIDE	5	\$256,575	\$210,000	\$1,282,876	5	\$586,200	\$315,000	\$2,931,000	92.03%	63
92054 OCEANSIDE	10	\$768,340	\$574,000	\$7,683,400	3	\$1,057,666	\$1,500,000	\$3,173,000	83.72%	23
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	1	\$1,500,000	\$1,500,000	\$1,500,000	0	\$	\$	\$	0.00%	
92059 PALA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	2	\$230,000	\$35,000	\$460,000	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	4	\$274,000	\$199,000	\$1,096,000	0	\$	\$	\$	0.00%	
92064 POWAY	8	\$593,306	\$275,000	\$4,746,452	2	\$112,500	\$50,000	\$225,000	95.74%	64
92065 RAMONA	15	\$766,258	\$420,000	\$11,493,876	3	\$338,750	\$365,000	\$1,016,250	99.15%	148
92066 RANCHITA	1	\$135,000	\$135,000	\$135,000	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	7	\$2,070,000	\$2,285,000	\$14,490,000	2	\$912,500	\$850,000	\$1,825,000	82.95%	71
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	2	\$622,000	\$349,000	\$1,244,000	2	\$1,575,000	\$400,000	\$3,150,000	85.14%	138
92070 SANTA YSABEL	2	\$386,438	\$160,876	\$772,876	0	\$	\$	\$	0.00%	
92071 SANTEE	2	\$909,400	\$318,800	\$1,818,800	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	1	\$1,350,000	\$1,350,000	\$1,350,000	1	\$585,000	\$585,000	\$585,000	106.36%	1

92078	SAN MARCOS	3	\$561,666	\$535,000	\$1,685,000	0	\$	\$	\$	0.00%	
92081	VISTA	4	\$1,230,000	\$375,000	\$4,920,000	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	9	\$1,776,944	\$325,000	\$15,992,500	1	\$270,000	\$270,000	\$270,000	100.37%	35
92083	VISTA	0	\$	\$	\$	1	\$600,000	\$600,000	\$600,000	89.55%	1,011
92084	VISTA	7	\$1,879,571	\$335,000	\$13,157,000	2	\$307,000	\$265,000	\$614,000	88.47%	38
92086	WARNER SPRINGS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92091	RANCHO SANTA FE	2	\$2,347,000	\$1,199,000	\$4,694,000	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	1	\$1,250,000	\$1,250,000	\$1,250,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	4	\$715,500	\$650,000	\$2,862,000	0	\$	\$	\$	0.00%	
92103	MISSION HILLS	3	\$523,333	\$295,000	\$1,570,000	0	\$	\$	\$	0.00%	
92104	NORTH PARK	3	\$483,333	\$250,000	\$1,450,000	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	2	\$324,500	\$250,000	\$649,000	0	\$	\$	\$	0.00%	
92106	POINT LOMA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92107	OCEAN BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92110	OLD TOWN SD	1	\$875,000	\$875,000	\$875,000	0	\$	\$	\$	0.00%	
92111	LINDA VISTA	2	\$1,250,000	\$850,000	\$2,500,000	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92114	ENCANTO	2	\$612,500	\$250,000	\$1,225,000	0	\$	\$	\$	0.00%	
92115	COLLEGE GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	2	\$2,700,000	\$1,800,000	\$5,400,000	0	\$	\$	\$	0.00%	
92118	CORONADO	1	\$5,495,000	\$5,495,000	\$5,495,000	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92120	DEL CERRO	1	\$1,150,000	\$1,150,000	\$1,150,000	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	\$860,000	\$1,095,000	\$3,440,000	1	\$720,000	\$720,000	\$720,000	92.43%	119
92128	RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	4	\$1,492,938	\$1,075,876	\$5,971,752	0	\$	\$	\$	0.00%	
92131	SCRIPPS MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	1	\$1,350,000	\$1,350,000	\$1,350,000	0	\$	\$	\$	0.00%	
92154	OTAY MESA	2	\$1,862,500	\$725,000	\$3,725,000	1	\$1,150,000	\$1,150,000	\$1,150,000	100.00%	106
92155	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173	SAN YSIDRO	4	\$6,137,250	\$1,750,000	\$24,549,000	0	\$	\$	\$	0.00%	
TOTALS		264			\$257,147,029	56			\$29,475,100		