

**MONTH ENDING MARCH 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	8	\$592,734	\$474,876	\$4,741,876	0	\$	\$	\$	0.00%	
91902 BONITA	3	\$2,232,633	\$1,799,000	\$6,697,900	0	\$	\$	\$	0.00%	
91905 BOULEVARD	7	\$109,768	\$110,000	\$768,376	3	\$351,333	\$169,000	\$1,054,000	102.53%	68
91906 CAMPO	0	\$	\$	\$	2	\$92,500	\$65,000	\$185,000	84.09%	80
91910 CHULA VISTA	2	\$1,419,500	\$649,000	\$2,839,000	0	\$	\$	\$	0.00%	
91911 CHULA VISTA	1	\$1,799,000	\$1,799,000	\$1,799,000	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	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932 IMPERIAL BEACH	3	\$175,000	\$	\$525,000	0	\$	\$	\$	0.00%	
91934 JACUMBA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91935 JAMUL	4	\$475,437	\$387,750	\$1,901,750	1	\$310,000	\$310,000	\$310,000	83.78%	343
91941 LA MESA	5	\$571,700	\$549,000	\$2,858,500	2	\$370,000	\$240,000	\$740,000	75.90%	106
91942 LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950 NATIONAL CITY	2	\$587,450	\$275,000	\$1,174,900	1	\$150,000	\$150,000	\$150,000	100.00%	14
91962 PINE VALLEY	1	\$165,000	\$165,000	\$165,000	1	\$295,000	\$295,000	\$295,000	98.37%	240
91963 POTRERO	1	\$79,900	\$79,900	\$79,900	0	\$	\$	\$	0.00%	
91977 SPRING VALLEY	4	\$421,469	\$250,000	\$1,685,876	1	\$77,000	\$77,000	\$77,000	88.51%	154
91978 SPRING VALLEY	1	\$429,000	\$429,000	\$429,000	0	\$	\$	\$	0.00%	
91980 TECATE	1	\$360,000	\$360,000	\$360,000	0	\$	\$	\$	0.00%	
92003 BONSAL	8	\$588,500	\$375,000	\$4,708,000	0	\$	\$	\$	0.00%	
92004 BORREGO SPRINGS	7	\$60,357	\$35,000	\$422,500	4	\$91,400	\$70,000	\$365,600	98.62%	42
92007 CARDIFF BY THE SEA	3	\$1,055,000	\$1,290,000	\$3,165,000	1	\$3,250,000	\$3,250,000	\$3,250,000	88.44%	181
92008 CARLSBAD	7	\$3,488,428	\$2,790,000	\$24,418,999	0	\$	\$	\$	0.00%	
92009 CARLSBAD	5	\$825,000	\$675,000	\$4,125,000	1	\$950,000	\$950,000	\$950,000	95.10%	186
92014 DEL MAR	2	\$1,125,000	\$1,100,000	\$2,250,000	0	\$	\$	\$	0.00%	
92019 EL CAJON	8	\$429,125	\$400,000	\$3,433,000	0	\$	\$	\$	0.00%	
92020 EL CAJON	5	\$377,480	\$374,876	\$1,887,402	0	\$	\$	\$	0.00%	
92021 EL CAJON	4	\$809,500	\$750,000	\$3,238,000	1	\$355,000	\$355,000	\$355,000	98.61%	25
92024 ENCINITAS	8	\$1,325,375	\$799,000	\$10,603,000	0	\$	\$	\$	0.00%	
92025 ESCONDIDO	4	\$522,500	\$425,000	\$2,090,000	2	\$366,250	\$305,000	\$732,500	92.14%	81
92026 ESCONDIDO	2	\$674,500	\$599,000	\$1,349,000	8	\$295,625	\$245,000	\$2,365,000	89.18%	112
92027 ESCONDIDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92028 FALLBROOK	32	\$556,871	\$479,000	\$17,819,900	7	\$380,714	\$375,000	\$2,665,000	88.16%	171
92029 ESCONDIDO	1	\$785,000	\$785,000	\$785,000	1	\$625,000	\$625,000	\$625,000	95.42%	28
92036 JULIAN	13	\$140,492	\$124,900	\$1,826,400	9	\$111,833	\$129,000	\$1,006,500	87.00%	84
92037 LA JOLLA	1	\$1,700,000	\$1,700,000	\$1,700,000	2	\$1,855,000	\$1,735,000	\$3,710,000	95.25%	16
92040 LAKESIDE	3	\$943,592	\$530,876	\$2,830,776	1	\$225,000	\$225,000	\$225,000	90.00%	101
92054 OCEANSIDE	6	\$1,435,479	\$1,075,876	\$8,612,876	1	\$960,000	\$960,000	\$960,000	87.27%	267
92056 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059 PALA	3	\$1,083,333	\$1,200,000	\$3,250,000	0	\$	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92061 PAUMA VALLEY	2	\$167,450	\$134,900	\$334,900	1	\$310,000	\$310,000	\$310,000	100.00%	174
92064 POWAY	6	\$840,650	\$649,900	\$5,043,900	2	\$1,037,500	\$690,000	\$2,075,000	89.25%	216
92065 RAMONA	10	\$443,367	\$375,000	\$4,433,676	1	\$430,000	\$430,000	\$430,000	92.47%	154
92066 RANCHITA	1	\$495,000	\$495,000	\$495,000	0	\$	\$	\$	0.00%	
92067 RANCHO SANTA FE	1	\$2,650,000	\$2,650,000	\$2,650,000	3	\$1,150,000	\$1,260,000	\$3,450,000	90.31%	120
92068 SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069 SAN MARCOS	3	\$549,833	\$450,000	\$1,649,500	0	\$	\$	\$	0.00%	
92070 SANTA YSABEL	1	\$275,000	\$275,000	\$275,000	1	\$160,000	\$160,000	\$160,000	82.05%	208
92071 SANTEE	6	\$1,072,333	\$265,000	\$6,434,000	0	\$	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078 SAN MARCOS	1	\$870,000	\$870,000	\$870,000	0	\$	\$	\$	0.00%	
92081 VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92082 VALLEY CENTER	17	\$1,048,364	\$500,000	\$17,822,200	2	\$605,000	\$235,000	\$1,210,000	83.45%	109
92083 VISTA	1	\$550,000	\$550,000	\$550,000	0	\$	\$	\$	0.00%	
92084 VISTA	5	\$652,780	\$370,000	\$3,263,900	3	\$219,592	\$225,000	\$658,777	81.76%	270
92086 WARNER SPRINGS	6	\$263,916	\$129,000	\$1,583,500	1	\$350,000	\$350,000	\$350,000	39.11%	380
92091 RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093 LA JOLLA	1	\$4,950,000	\$4,950,000	\$4,950,000	0	\$	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	1	\$8,300,000	\$8,300,000	\$8,300,000	1	\$1,400,000	\$1,400,000	\$1,400,000	100.07%	12
92102 SAN DIEGO	3	\$356,333	\$179,000	\$1,069,000	0	\$	\$	\$	0.00%	
92103 MISSION HILLS	5	\$737,000	\$850,000	\$3,685,000	0	\$	\$	\$	0.00%	
92104 NORTH PARK	1	\$55,000	\$55,000	\$55,000	0	\$	\$	\$	0.00%	

92105 EAST SAN DIEGO	1	\$475,000	\$475,000	\$475,000	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	1	\$4,200,000	\$4,200,000	\$4,200,000	0	\$	\$	\$	0.00%	
92110 OLD TOWN SD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	\$	1	\$835,000	\$835,000	\$835,000	98.24%	29
92113 LOGAN HEIGHTS	1	\$125,000	\$125,000	\$125,000	0	\$	\$	\$	0.00%	
92114 ENCANTO	4	\$1,363,750	\$180,000	\$5,455,000	1	\$165,000	\$165,000	\$165,000	89.19%	48
92115 COLLEGE GROVE	1	\$695,000	\$695,000	\$695,000	0	\$	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92117 CLAIREMONT MESA	2	\$3,500,000	\$3,500,000	\$7,000,000	0	\$	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	\$	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	10	\$1,422,900	\$895,000	\$14,229,000	2	\$943,000	\$586,000	\$1,886,000	95.06%	290
92128 RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	1	\$2,400,000	\$2,400,000	\$2,400,000	0	\$	\$	\$	0.00%	
92130 CARMEL VALLEY	3	\$2,755,000	\$3,495,000	\$8,265,000	1	\$960,000	\$960,000	\$960,000	96.48%	57
92131 SCRIPPS MIRAMAR	1	\$700,000	\$700,000	\$700,000	0	\$	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154 OTAY MESA	2	\$665,000	\$130,000	\$1,330,000	0	\$	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	\$	1	\$950,000	\$950,000	\$950,000	79.17%	0
	263		\$232,879,507		70		\$34,860,377			