

**MONTH ENDING SEPTEMBER 30, 2005  
LOTS AND LAND**

Zip Code	New Listing	Average List Price	Median List Price	Total New Listing Value	Sold Listing	Average Sold Price	Median Sale Price	Total Sold Value	% Sale Price to List Price	Average Days on Market	
91901	ALPINE	3	\$976,333	\$850,000	\$2,929,000	2	\$294,500	\$274,000	\$589,000	105.22%	12
91902	BONITA	1	\$310,000	\$310,000	\$310,000	0	\$	\$	\$	0.00%	
91905	BOULEVARD	4	\$183,600	\$175,000	\$734,400	1	\$135,000	\$135,000	\$135,000	100.00%	31
91906	CAMPO	4	\$158,249	\$159,000	\$632,999	1	\$210,000	\$210,000	\$210,000	95.50%	136
91910	CHULA VISTA	1	\$795,000	\$795,000	\$795,000	0	\$	\$	\$	0.00%	
91911	CHULA VISTA	2	\$1,862,000	\$799,000	\$3,724,000	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	2	\$114,500	\$30,000	\$229,000	0	\$	\$	\$	0.00%	
91917	DULZURA	2	\$194,500	\$	\$389,000	0	\$	\$	\$	0.00%	
91931	GUATAY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91932	IMPERIAL BEACH	1	\$600,000	\$600,000	\$600,000	0	\$	\$	\$	0.00%	
91934	JACUMBA	0	\$	\$	\$	2	\$61,000	\$57,000	\$122,000	96.14%	221
91935	JAMUL	4	\$1,540,750	\$375,000	\$6,163,000	2	\$273,750	\$215,000	\$547,500	89.75%	54
91941	LA MESA	6	\$589,833	\$550,000	\$3,539,000	1	\$310,000	\$310,000	\$310,000	88.60%	72
91942	LA MESA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91945	LEMON GROVE	5	\$651,000	\$720,000	\$3,255,000	0	\$	\$	\$	0.00%	
91948	MOUNT LAGUNA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
91950	NATIONAL CITY	1	\$160,000	\$160,000	\$160,000	1	\$340,000	\$340,000	\$340,000	97.14%	41
91962	PINE VALLEY	4	\$155,850	\$78,500	\$623,400	0	\$	\$	\$	0.00%	
91963	POTRERO	1	\$101,000	\$101,000	\$101,000	2	\$222,500	\$120,000	\$445,000	100.00%	35
91977	SPRING VALLEY	5	\$516,000	\$425,000	\$2,580,000	2	\$445,000	\$430,000	\$890,000	93.78%	39
91978	SPRING VALLEY	1	\$340,000	\$340,000	\$340,000	0	\$	\$	\$	0.00%	
91980	TECATE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92003	BONSAL	6	\$938,000	\$550,000	\$5,628,000	1	\$875,000	\$875,000	\$875,000	87.50%	79
92004	BORREGO SPRINGS	36	\$106,425	\$60,000	\$3,831,300	16	\$77,691	\$45,000	\$1,243,070	91.42%	29
92007	CARDIFF BY THE SEA	2	\$2,274,938	\$899,876	\$4,549,876	2	\$1,242,500	\$610,000	\$2,485,000	98.81%	17
92008	CARLSBAD	1	\$1,500,000	\$1,500,000	\$1,500,000	1	\$707,000	\$707,000	\$707,000	88.39%	29
92009	CARLSBAD	1	\$850,000	\$850,000	\$850,000	1	\$750,000	\$750,000	\$750,000	50.00%	310
92010	CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92011	CARLSBAD	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92014	DEL MAR	1	\$1,994,950	\$1,994,950	\$1,994,950	0	\$	\$	\$	0.00%	
92019	EL CAJON	3	\$313,000	\$279,000	\$939,000	0	\$	\$	\$	0.00%	
92020	EL CAJON	3	\$738,292	\$599,876	\$2,214,876	0	\$	\$	\$	0.00%	
92021	EL CAJON	5	\$486,600	\$289,000	\$2,433,000	0	\$	\$	\$	0.00%	
92024	ENCINITAS	5	\$1,133,000	\$1,095,000	\$5,665,000	2	\$857,750	\$543,000	\$1,715,500	84.72%	118
92025	ESCONDIDO	4	\$259,719	\$249,000	\$1,038,876	0	\$	\$	\$	0.00%	
92026	ESCONDIDO	8	\$440,237	\$415,000	\$3,521,900	3	\$337,333	\$337,000	\$1,012,000	98.83%	84
92027	ESCONDIDO	2	\$225,000	\$225,000	\$450,000	3	\$2,098,333	\$730,000	\$6,295,000	99.54%	488
92028	FALLBROOK	18	\$1,254,444	\$789,000	\$22,580,000	7	\$455,428	\$350,000	\$3,188,000	92.19%	100
92029	ESCONDIDO	5	\$1,490,000	\$850,000	\$7,450,000	1	\$600,000	\$600,000	\$600,000	88.91%	119
92036	JULIAN	13	\$200,453	\$170,000	\$2,605,900	6	\$121,916	\$120,000	\$731,500	92.50%	104
92037	LA JOLLA	5	\$3,156,800	\$1,435,000	\$15,784,000	1	\$2,180,000	\$2,180,000	\$2,180,000	90.83%	44
92040	LAKESIDE	4	\$887,500	\$525,000	\$3,550,000	0	\$	\$	\$	0.00%	
92054	OCEANSIDE	5	\$1,470,980	\$1,200,000	\$7,354,900	2	\$1,425,000	\$1,300,000	\$2,850,000	92.08%	111
92056	OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92057	OCEANSIDE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92059	PALA	1	\$550,000	\$550,000	\$550,000	0	\$	\$	\$	0.00%	
92060	PALOMAR MTN	4	\$411,200	\$35,000	\$1,644,800	0	\$	\$	\$	0.00%	
92061	PAUMA VALLEY	2	\$512,500	\$325,000	\$1,025,000	1	\$274,900	\$274,900	\$274,900	98.21%	40
92064	POWAY	8	\$734,362	\$825,000	\$5,874,900	2	\$837,500	\$625,000	\$1,675,000	84.77%	144
92065	RAMONA	14	\$310,964	\$299,000	\$4,353,500	1	\$272,000	\$272,000	\$272,000	94.12%	8
92066	RANCHITA	1	\$495,000	\$495,000	\$495,000	0	\$	\$	\$	0.00%	
92067	RANCHO SANTA FE	4	\$6,025,000	\$1,950,000	\$24,100,000	1	\$770,000	\$770,000	\$770,000	96.26%	75
92068	SAN LUIS REY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92069	SAN MARCOS	6	\$775,000	\$350,000	\$4,650,000	1	\$600,000	\$600,000	\$600,000	85.73%	41
92070	SANTA YSABEL	1	\$1,250,000	\$1,250,000	\$1,250,000	0	\$	\$	\$	0.00%	
92071	SANTEE	1	\$369,000	\$369,000	\$369,000	1	\$150,000	\$150,000	\$150,000	100.00%	26
92075	SOLANA BEACH	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92078	SAN MARCOS	3	\$684,333	\$479,000	\$2,053,000	1	\$650,000	\$650,000	\$650,000	83.87%	58
92081	VISTA	2	\$1,839,500	\$479,000	\$3,679,000	0	\$	\$	\$	0.00%	
92082	VALLEY CENTER	14	\$783,285	\$399,000	\$10,966,000	7	\$362,857	\$325,000	\$2,540,000	97.14%	132
92083	VISTA	4	\$307,250	\$229,000	\$1,229,000	1	\$185,000	\$185,000	\$185,000	80.79%	48
92084	VISTA	11	\$566,645	\$390,000	\$6,233,100	0	\$	\$	\$	0.00%	
92086	WARNER SPRINGS	1	\$125,000	\$125,000	\$125,000	1	\$540,000	\$540,000	\$540,000	102.08%	26
92091	RANCHO SANTA FE	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92093	LA JOLLA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	2	\$3,250,000	\$3,250,000	\$6,500,000	0	\$	\$	\$	0.00%	
92102	SAN DIEGO	0	\$	\$	\$	2	\$125,000	\$30,000	\$250,000	69.44%	100
92103	MISSION HILLS	6	\$483,333	\$212,500	\$2,900,000	0	\$	\$	\$	0.00%	
92104	NORTH PARK	1	\$1,675,000	\$1,675,000	\$1,675,000	0	\$	\$	\$	0.00%	
92105	EAST SAN DIEGO	3	\$251,000	\$179,000	\$753,000	0	\$	\$	\$	0.00%	
92106	POINT LOMA	2	\$947,500	\$595,000	\$1,895,000	1	\$506,250	\$506,250	\$506,250	96.43%	372

92107	OCEAN BEACH	1	\$2,500,000	\$2,500,000	\$2,500,000	1	\$1,007,000	\$1,007,000	\$1,007,000	80.56%	66
92108	MISSION VALLEY	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92109	PACIFIC BEACH	3	\$2,615,000	\$2,495,000	\$7,845,000	1	\$640,000	\$640,000	\$640,000	92.09%	99
92110	OLD TOWN SD	1	\$950,000	\$950,000	\$950,000	1	\$455,000	\$455,000	\$455,000	101.11%	31
92111	LINDA VISTA	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92113	LOGAN HEIGHTS	6	\$439,150	\$330,000	\$2,634,900	0	\$	\$	\$	0.00%	
92114	ENCANTO	6	\$316,466	\$350,000	\$1,898,800	0	\$	\$	\$	0.00%	
92115	COLLEGE GROVE	5	\$351,940	\$309,900	\$1,759,700	0	\$	\$	\$	0.00%	
92116	NORMAL HEIGHTS	2	\$775,000	\$775,000	\$1,550,000	0	\$	\$	\$	0.00%	
92117	CLAIREMONT MESA	1	\$725,000	\$725,000	\$725,000	0	\$	\$	\$	0.00%	
92118	CORONADO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92119	SAN CARLOS	1	\$274,876	\$274,876	\$274,876	0	\$	\$	\$	0.00%	
92120	DEL CERRO	1	\$7,000,000	\$7,000,000	\$7,000,000	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	13	\$1,213,913	\$1,245,000	\$15,780,876	4	\$867,500	\$700,000	\$3,470,000	93.18%	201
92128	RANCHO BERNARDO	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92130	CARMEL VALLEY	1	\$1,295,000	\$1,295,000	\$1,295,000	0	\$	\$	\$	0.00%	
92131	SCRIPPS MIRAMAR	1	\$615,000	\$615,000	\$615,000	0	\$	\$	\$	0.00%	
92139	PARADISE HILLS	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	\$	0	\$	\$	\$	0.00%	
92154	OTAY MESA	3	\$833,332	\$799,999	\$2,499,997	1	\$1,000,000	\$1,000,000	\$1,000,000	102.56%	8
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>310</b>			<b>\$250,695,826</b>	<b>88</b>			<b>\$43,205,720</b>		