

**Central Coast Regional Multiple Listing Service
PISMO COAST**

Sales Activity
Beginning: 2002-02-01 Ending: 2003-02-01 As of: 2003-02-03

Category	#List Sold	% of List	Total Dollar Volume	% of Dollars	Med Sale Price	Avg Sale Price	Med List Price	SP:LP	Avg DOM	#List Co-Op	Co-Op Dollar Volume	% Of Dollars
Single-Family	983	65.0	402,498,720	73.9	362,900	409,459	369,000	98.4	78	750	307,625,524	73.8
Arroyo Grande	458	46.6	199,716,649	50.0	405,987	436,062	406,390	99.0	77	339	148,381,266	48.0
Oceano	58	5.9	17,018,100	4.0	269,400	293,415	272,450	97.0	71	41	12,547,400	4.0
Nipomo	175	17.8	60,421,211	15.0	325,000	345,264	325,000	99.0	85	143	50,028,713	16.0
Avila Beach	3	0.3	1,975,000	0.0	450,000	658,333	469,900	100.0	137	3	1,975,000	1.0
Pismo Beach	130	13.2	73,478,700	18.0	505,000	565,220	519,000	97.0	93	97	53,984,900	18.0
Grover Beach	159	16.2	49,889,060	12.0	305,000	313,767	314,000	98.0	63	127	40,708,245	13.0
Condo	195	12.9	55,459,878	10.2	245,900	284,409	249,000	98.6	54	159	45,409,682	10.9
Arroyo Grande	61	31.3	15,169,141	27.0	239,950	248,674	245,900	100.0	29	47	11,380,645	25.0
Oceano	30	15.4	8,360,650	15.0	218,225	278,688	222,250	99.0	58	23	6,876,650	15.0
Nipomo	10	5.1	2,268,400	4.0	224,200	226,840	225,450	99.0	61	8	1,751,400	4.0
Avila Beach	8	4.1	3,409,800	6.0	442,450	426,225	449,950	98.0	41	7	2,929,900	6.0
Pismo Beach	34	17.4	13,864,362	25.0	405,000	407,775	425,000	97.0	91	29	11,939,562	26.0
Grover Beach	52	26.7	12,387,525	22.0	228,950	238,221	229,900	99.0	56	45	10,531,525	23.0
Multi-Family	31	2.0	12,046,930	2.2	387,000	388,610	399,000	96.6	79	23	9,117,930	2.2
Arroyo Grande	2	6.5	661,000	5.0	330,500	330,500	364,949	91.0	140	1	376,000	4.0
Oceano	9	29.0	3,048,405	25.0	255,000	338,711	279,000	98.0	47	7	2,378,405	26.0
Nipomo	2	6.5	495,625	4.0	247,812	247,812	250,500	99.0	91	2	495,625	5.0
Pismo Beach	3	9.7	1,575,500	13.0	245,000	525,166	259,000	98.0	164	1	630,500	7.0
Grover Beach	15	48.4	6,266,400	52.0	410,000	417,760	425,000	96.0	72	12	5,237,400	57.0
Lots & Land	151	10.0	44,235,377	8.1	240,000	292,949	250,000	92.7	286	121	34,702,177	8.3
Arroyo Grande	69	45.7	21,543,800	49.0	250,000	312,228	275,000	92.0	391	53	16,483,600	48.0
Oceano	16	10.6	2,869,000	6.0	134,500	179,312	137,500	93.0	205	14	2,269,000	7.0
Nipomo	39	25.8	9,101,077	21.0	215,000	233,360	225,000	95.0	244	33	7,576,077	22.0
Avila Beach	6	4.0	3,118,000	7.0	504,500	519,666	552,000	94.0	136	4	2,110,000	6.0
Pismo Beach	10	6.6	5,643,500	13.0	423,750	564,350	429,500	88.0	147	8	4,578,500	13.0
Grover Beach	11	7.3	1,960,000	4.0	157,000	178,181	159,000	96.0	98	9	1,685,000	5.0
Mobile Home	124	8.2	16,393,797	3.0	120,000	132,208	127,450	95.5	75	84	11,523,697	2.8
Arroyo Grande	49	39.5	5,096,335	31.0	100,000	104,006	105,000	93.0	78	29	3,082,685	27.0
Oceano	15	12.1	1,260,500	8.0	85,000	84,033	90,000	93.0	73	11	860,500	7.0
Nipomo	42	33.9	7,605,200	46.0	188,000	181,076	188,950	98.0	67	35	6,369,550	55.0
Avila Beach	2	1.6	792,000	5.0	396,000	396,000	412,000	96.0	102	2	792,000	7.0
Pismo Beach	7	5.6	1,043,400	6.0	140,000	149,057	149,900	94.0	75	0	0	0.0
Grover Beach	9	7.3	596,362	4.0	44,000	66,262	55,000	94.0	85	7	418,962	4.0
Business Opportunity	5	0.3	3,169,000	0.6	50,000	633,800	57,500	88.7	219	1	125,000	0.0

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Business Opportunity(Cont...)												
Arroyo Grande	2	40.0	2,920,000	92.0	1,460,000	1,460,000	1,653,750	88.0	224	0	0	0.0
Pismo Beach	3	60.0	249,000	8.0	49,000	83,000	49,000	94.0	217	1	125,000	100.0
Commerical	23	1.5	10,363,014	1.9	285,000	450,565	320,000	96.5	208	15	8,325,400	2.0
Arroyo Grande	8	34.8	2,988,500	29.0	372,500	373,562	388,500	93.0	384	5	2,329,000	28.0
Oceano	4	17.4	1,093,114	11.0	266,500	273,278	272,000	98.0	101	0	0	0.0
Nipomo	3	13.0	1,045,000	10.0	265,000	348,333	299,000	91.0	56	3	1,045,000	13.0
Pismo Beach	2	8.7	1,164,900	11.0	582,450	582,450	603,200	97.0	73	2	1,164,900	14.0
Grover Beach	6	26.1	4,071,500	39.0	321,250	678,583	340,000	100.0	166	5	3,786,500	45.0
Industrial	1	0.1	149,000	0.0	149,000	149,000	159,876	93.2	134	1	149,000	0.0
Grover Beach	1	100.0	149,000	100.0	149,000	149,000	159,876	93.0	134	1	149,000	100.0

Total	1,513	100.0	544,315,716	100.0	289,900	359,759	294,900	97.7	981,154		416,978,410	100.0

The Information Deemed Accurate but not Guaranteed.
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