

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

Sales Activity
Beginning: 2002-08-01 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	475	65.2	200,106,300	73.0	375,500	421,276	379,500	98.4	67	353	148,721,706	72.0
Arroyo Grande	226	47.6	102,321,040	51.0	422,797	452,747	421,822	99.0	67	160	73,181,961	49.0
Oceano	28	5.9	8,126,300	4.0	277,450	290,225	282,400	96.0	54	17	5,097,900	3.0
Nipomo	80	16.8	29,805,850	15.0	351,125	372,573	354,900	99.0	72	68	25,613,550	17.0
Pismo Beach	60	12.6	33,421,500	17.0	511,500	557,025	529,000	97.0	78	42	23,134,100	16.0
Grover Beach	81	17.1	26,431,610	13.0	317,500	326,316	319,900	98.0	58	66	21,694,195	15.0
Condo	90	12.4	27,531,264	10.0	265,500	305,902	267,962	99.1	55	76	23,216,868	11.2
Arroyo Grande	22	24.4	5,706,502	21.0	270,922	259,386	275,462	100.0	21	18	4,507,006	19.0
Oceano	17	18.9	5,071,900	18.0	225,000	298,347	225,000	99.0	65	14	4,380,900	19.0
Nipomo	2	2.2	497,900	2.0	248,950	248,950	248,950	100.0	32	1	225,900	1.0
Avila Beach	4	4.4	1,994,800	7.0	492,500	498,700	492,500	100.0	5	3	1,514,900	7.0
Pismo Beach	17	18.9	7,281,562	26.0	385,000	428,327	395,000	98.0	94	15	6,336,562	27.0
Grover Beach	28	31.1	6,978,600	25.0	242,750	249,235	239,900	99.0	59	25	6,251,600	27.0
Multi-Family	18	2.5	7,362,400	2.7	406,000	409,022	412,499	95.9	77	14	5,897,400	2.9
Arroyo Grande	1	5.6	376,000	5.0	376,000	376,000	399,999	94.0	111	1	376,000	6.0
Oceano	4	22.2	1,085,000	15.0	252,500	271,250	264,500	94.0	61	3	865,000	15.0
Nipomo	1	5.6	286,000	4.0	286,000	286,000	286,000	100.0	51	1	286,000	5.0
Pismo Beach	3	16.7	1,575,500	21.0	245,000	525,166	259,000	98.0	164	1	630,500	11.0
Grover Beach	9	50.0	4,039,900	55.0	450,000	448,877	439,000	95.0	55	8	3,739,900	63.0
Lots & Land	59	8.1	19,630,100	7.2	277,500	332,713	277,500	94.5	222	50	15,674,900	7.6
Arroyo Grande	26	44.1	10,313,900	53.0	350,000	396,688	349,900	94.0	222	21	7,978,700	51.0
Oceano	6	10.2	950,000	5.0	72,500	158,333	76,900	94.0	78	5	650,000	4.0
Nipomo	19	32.2	4,711,200	24.0	219,500	247,957	229,000	97.0	322	17	3,956,200	25.0
Avila Beach	1	1.7	490,000	2.0	490,000	490,000	535,000	92.0	40	1	490,000	3.0
Pismo Beach	4	6.8	2,629,000	13.0	542,500	657,250	624,450	94.0	132	3	2,064,000	13.0
Grover Beach	3	5.1	536,000	3.0	150,000	178,666	150,000	98.0	60	3	536,000	3.0
Mobile Home	67	9.2	9,214,847	3.4	120,000	137,535	135,000	95.2	80	46	6,864,047	3.3
Arroyo Grande	28	41.8	2,867,685	31.0	106,450	102,417	109,900	91.0	91	16	1,719,785	25.0
Oceano	8	11.9	698,500	8.0	86,000	87,312	92,450	96.0	72	5	393,500	6.0
Nipomo	23	34.3	4,312,200	47.0	189,000	187,486	195,500	98.0	71	21	3,919,300	57.0
Avila Beach	2	3.0	792,000	9.0	396,000	396,000	412,000	96.0	102	2	792,000	12.0
Pismo Beach	3	4.5	437,500	5.0	100,000	145,833	120,000	93.0	61	0	0	0.0
Grover Beach	3	4.5	106,962	1.0	19,462	35,654	19,900	93.0	67	2	39,462	1.0
Business Opportunity	4	0.5	3,119,000	1.1	100,000	779,750	107,500	88.8	196	1	125,000	0.1
Arroyo Grande	1	25.0	2,870,000	92.0	2,870,000	2,870,000	3,250,000	88.0	133	0	0	0.0

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Business Opportunity(Cont...)												
Pismo Beach	3	75.0	249,000	8.0	49,000	83,000	49,000	94.0	217	1	125,000	100.0
Commerical	14	1.9	6,983,500	2.5	302,500	498,821	335,000	97.7	135	10	5,855,500	2.8
Arroyo Grande	6	42.9	2,389,000	34.0	372,500	398,166	388,500	95.0	121	4	1,804,000	31.0
Oceano	1	7.1	258,000	4.0	258,000	258,000	269,000	96.0	75	0	0	0.0
Nipomo	1	7.1	265,000	4.0	265,000	265,000	299,900	88.0	97	1	265,000	5.0
Grover Beach	6	42.9	4,071,500	58.0	321,250	678,583	340,000	100.0	166	5	3,786,500	65.0
Industrial	1	0.1	149,000	0.1	149,000	149,000	159,876	93.2	134	1	149,000	0.1
Grover Beach	1	100.0	149,000	100.0	149,000	149,000	159,876	93.0	134	1	149,000	100.0

Total	728	100.0	274,096,411	100.0	301,350	376,506	309,000	97.9	82	551	206,504,421	100.0
