

**MONTH ENDING JANUARY 31, 2002**  
**LOTS AND LAND**

Zip Code	New Listings	Average List Price	Total New Listing Value	Sold Listings	Average Sold Price	Total Sold Value	% Sale Price to List Price	Average Days on Market
91901 ALPINE	5	\$567,780	\$2,838,900	2	\$437,500	\$875,000	0.93%	601
91902 BONITA	2	\$217,450	\$434,900	2	\$365,000	\$730,000	0.97%	25
91905 BOULEVARD	7	\$45,428	\$318,000	1	\$45,000	\$45,000	0.92%	36
91906 CAMPO	2	\$59,000	\$118,000	0	\$	\$	%	
91910 CHULA VISTA	2	\$154,900	\$309,800	3	\$290,000	\$870,000	0.95%	48
91911 CHULA VISTA	1	\$325,000	\$325,000	1	\$400,000	\$400,000	1.06%	642
91913 CHULA VISTA	0	\$	\$	0	\$	\$	%	
91914 CHULA VISTA	0	\$	\$	0	\$	\$	%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	%	
91916 DESCANSO	0	\$	\$	0	\$	\$	%	
91917 DULZURA	1	\$749,000	\$749,000	0	\$	\$	%	
91931 GUATAY	0	\$	\$	0	\$	\$	%	
91932 IMPERIAL BEACH	1	\$250,000	\$250,000	0	\$	\$	%	
91934 JACUMBA	4	\$61,249	\$244,997	1	\$50,000	\$50,000	0.83%	3
91935 JAMUL	5	\$165,600	\$828,000	0	\$	\$	%	
91941 LA MESA	5	\$150,800	\$754,000	1	\$250,000	\$250,000	0.88%	170
91942 LA MESA	0	\$	\$	0	\$	\$	%	
91945 LEMON GROVE	0	\$	\$	0	\$	\$	%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	%	
91950 NATIONAL CITY	1	\$111,000	\$111,000	0	\$	\$	%	
91962 PINE VALLEY	0	\$	\$	1	\$236,500	\$236,500	3.38%	273
91963 POTRERO	3	\$40,500	\$121,500	0	\$	\$	%	
91977 SPRING VALLEY	10	\$107,065	\$1,070,652	0	\$	\$	%	
91978 SPRING VALLEY	1	\$210,000	\$210,000	0	\$	\$	%	
91980 TECATE	1	\$169,500	\$169,500	0	\$	\$	%	
92003 BONSAL	3	\$233,333	\$700,000	2	\$216,200	\$432,400	0.96%	118
92004 BORREGO SPRINGS	1	\$16,000	\$16,000	0	\$	\$	%	
92007 CARDIFF BY THE SEA	2	\$947,000	\$1,894,000	0	\$	\$	%	
92008 CARLSBAD	5	\$727,980	\$3,639,900	1	\$440,000	\$440,000	0.80%	153
92009 CARLSBAD	2	\$675,000	\$1,350,000	0	\$	\$	%	
92014 DEL MAR	4	\$398,000	\$1,592,000	0	\$	\$	%	
92019 EL CAJON	6	\$140,766	\$844,600	1	\$115,000	\$115,000	1.00%	417
92020 EL CAJON	1	\$59,000	\$59,000	0	\$	\$	%	
92021 EL CAJON	6	\$254,333	\$1,526,000	0	\$	\$	%	
92024 ENCINITAS	18	\$517,155	\$9,308,800	4	\$622,500	\$2,490,000	0.91%	88
92025 ESCONDIDO	12	\$330,791	\$3,969,500	0	\$	\$	%	
92026 ESCONDIDO	12	\$241,666	\$2,900,000	1	\$190,000	\$190,000	0.95%	247
92027 ESCONDIDO	1	\$350,000	\$350,000	1	\$215,000	\$215,000	1.00%	51
92028 FALLBROOK	31	\$156,265	\$4,844,244	8	\$131,437	\$1,051,500	0.91%	207
92029 ESCONDIDO	6	\$1,037,166	\$6,223,000	0	\$	\$	%	
92036 JULIAN	11	\$54,563	\$600,200	6	\$606,333	\$3,638,000	0.94%	278
92037 LA JOLLA	2	\$374,500	\$749,000	0	\$	\$	%	
92040 LAKESIDE	6	\$114,132	\$684,795	4	\$267,375	\$1,069,500	2.18%	107
92054 OCEANSIDE	2	\$79,995	\$159,990	0	\$	\$	%	
92056 OCEANSIDE	3	\$235,666	\$707,000	0	\$	\$	%	
92057 OCEANSIDE	3	\$261,333	\$784,000	0	\$	\$	%	
92059 PALA	0	\$	\$	0	\$	\$	%	
92060 PALOMAR MTN	0	\$	\$	0	\$	\$	%	
92061 PAUMA VALLEY	4	\$259,500	\$1,038,000	0	\$	\$	%	
92064 POWAY	22	\$564,722	\$12,423,900	2	\$207,500	\$415,000	0.88%	51
92065 RAMONA	34	\$390,077	\$13,262,649	13	\$158,038	\$2,054,500	0.79%	98
92066 RANCHITA	2	\$34,000	\$68,000	0	\$	\$	%	
92067 RANCHO SANTA FE	18	\$1,199,166	\$21,585,000	0	\$	\$	%	
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	%	
92069 SAN MARCOS	7	\$422,785	\$2,959,500	0	\$	\$	%	
92070 SANTA YSABEL	0	\$	\$	1	\$95,000	\$95,000	1.00%	65
92071 SANTEE	1	\$450,000	\$450,000	1	\$153,000	\$153,000	0.96%	90

92075 SOLANA BEACH	3	\$646,666	\$1,940,000	0	\$	\$	%	
92078 SAN MARCOS	1	\$190,000	\$190,000	0	\$	\$	%	
92082 VALLEY CENTER	18	\$410,098	\$7,381,776	2	\$119,500	\$239,000	0.96%	63
92083 VISTA	3	\$355,666	\$1,067,000	0	\$	\$	%	
92084 VISTA	11	\$219,271	\$2,411,990	0	\$	\$	%	
92086 WARNER SPRINGS	0	\$	\$	1	\$170,000	\$170,000	1.13%	35
92093 LA JOLLA	0	\$	\$	0	\$	\$	%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	%	
92102 SAN DIEGO	1	\$239,900	\$239,900	1	\$20,000	\$20,000	0.73%	91
92103 MISSION HILLS	2	\$530,000	\$1,060,000	0	\$	\$	%	
92104 NORTH PARK	5	\$5,000	\$25,000	1	\$320,000	\$320,000	1.00%	151
92105 EAST SAN DIEGO	1	\$150,000	\$150,000	0	\$	\$	%	
92106 POINT LOMA	2	\$362,500	\$725,000	0	\$	\$	%	
92107 OCEAN BEACH	0	\$	\$	0	\$	\$	%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	%	
92109 PACIFIC BEACH	1	\$195,000	\$195,000	0	\$	\$	%	
92110 OLD TOWN SD	0	\$	\$	0	\$	\$	%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	%	
92113 LOGAN HEIGHTS	0	\$	\$	0	\$	\$	%	
92114 ENCANTO	3	\$153,925	\$461,776	0	\$	\$	%	
92115 COLLEGE GROVE	3	\$175,000	\$525,000	0	\$	\$	%	
92116 NORMAL HEIGHTS	0	\$	\$	1	\$215,000	\$215,000	0.99%	69
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	%	
92118 CORONADO	0	\$	\$	0	\$	\$	%	
92119 SAN CARLOS	0	\$	\$	0	\$	\$	%	
92120 DEL CERRO	0	\$	\$	0	\$	\$	%	
92121 SORRENTO	0	\$	\$	0	\$	\$	%	
92122 UNIVERSITY CITY	0	\$	\$	0	\$	\$	%	
92123 MISSION VALLEY	0	\$	\$	0	\$	\$	%	
92124 TIERRASANTA	0	\$	\$	0	\$	\$	%	
92126 MIRA MESA	0	\$	\$	0	\$	\$	%	
92127 RANCHO BERNARDO	1	\$695,000	\$695,000	0	\$	\$	%	
92128 RANCHO BERNARDO	2	\$387,000	\$774,000	0	\$	\$	%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	%	
92130 CARMEL VALLEY	4	\$803,500	\$3,214,000	2	\$603,750	\$1,207,500	0.98%	304
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	%	
92154 OTAY MESA	0	\$	\$	0	\$	\$	%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	%	
92173 SAN YSIDRO	2	\$112,500	\$225,000	0	\$	\$	%	
<b>Totals</b>	<b>339</b>		<b>\$124,822,769</b>	<b>65</b>		<b>\$17,986,900</b>		