

**MONTH ENDING JANUARY 31, 2003**  
**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	Average Days on Market
91901 ALPINE	3	\$216,292	\$648,876	0	\$	\$	0.00%	
91902 BONITA	0	\$	\$	2	\$457,500	\$915,000	98.92%	158
91905 BOULEVARD	5	\$158,700	\$793,500	7	\$53,142	\$372,000	66.44%	649
91906 CAMPO	1	\$275,000	\$275,000	0	\$	\$	0.00%	
91910 CHULA VISTA	1	\$650,000	\$650,000	0	\$	\$	0.00%	
91911 CHULA VISTA	1	\$721,332	\$721,332	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	\$	\$	1	\$170,000	\$170,000	95.51%	69
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	0	\$	\$	0.00%	
91934 JACUMBA	0	\$	\$	1	\$41,500	\$41,500	92.22%	81
91935 JAMUL	8	\$253,487	\$2,027,900	1	\$230,000	\$230,000	70.77%	72
91941 LA MESA	2	\$269,450	\$538,900	2	\$125,000	\$250,000	100.40%	28
91942 LA MESA	1	\$759,000	\$759,000	0	\$	\$	0.00%	
91945 LEMON GROVE	1	\$90,000	\$90,000	0	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	0	\$	\$	1	\$60,600	\$60,600	100.17%	4
91962 PINE VALLEY	2	\$94,950	\$189,900	0	\$	\$	0.00%	
91963 POTRERO	1	\$80,000	\$80,000	0	\$	\$	0.00%	
91977 SPRING VALLEY	3	\$124,000	\$372,000	0	\$	\$	0.00%	
91978 SPRING VALLEY	0	\$	\$	2	\$580,000	\$1,160,000	94.69%	10
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	7	\$309,000	\$2,163,000	1	\$191,000	\$191,000	93.63%	130
92004 BORREGO SPRINGS	2	\$39,500	\$79,000	1	\$20,000	\$20,000	80.00%	164
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	4	\$599,999	\$2,399,998	0	\$	\$	0.00%	
92009 CARLSBAD	4	\$476,250	\$1,905,000	0	\$	\$	0.00%	
92014 DEL MAR	1	\$650,000	\$650,000	1	\$675,000	\$675,000	96.43%	9
92019 EL CAJON	2	\$184,500	\$369,000	0	\$	\$	0.00%	
92020 EL CAJON	0	\$	\$	1	\$90,000	\$90,000	100.00%	3
92021 EL CAJON	8	\$478,725	\$3,829,800	3	\$189,166	\$567,500	94.77%	127
92024 ENCINITAS	14	\$580,314	\$8,124,400	4	\$715,250	\$2,861,000	88.36%	66
92025 ESCONDIDO	5	\$298,780	\$1,493,900	3	\$121,666	\$365,000	119.67%	12
92026 ESCONDIDO	11	\$210,000	\$2,310,000	3	\$204,666	\$614,000	95.95%	547
92027 ESCONDIDO	3	\$966,666	\$2,900,000	0	\$	\$	0.00%	
92028 FALLBROOK	25	\$711,237	\$17,780,926	14	\$202,821	\$2,839,500	92.63%	88
92029 ESCONDIDO	9	\$218,155	\$1,963,400	1	\$352,000	\$352,000	89.11%	80
92036 JULIAN	23	\$133,578	\$3,072,300	0	\$	\$	0.00%	
92037 LA JOLLA	10	\$2,821,425	\$28,214,252	0	\$	\$	0.00%	
92040 LAKESIDE	7	\$435,457	\$3,048,200	0	\$	\$	0.00%	
92054 OCEANSIDE	7	\$322,000	\$2,254,000	0	\$	\$	0.00%	
92056 OCEANSIDE	1	\$299,000	\$299,000	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	1	\$85,000	\$85,000	89.57%	210
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	0	\$	\$	0.00%	
92061 PAUMA VALLEY	2	\$276,500	\$553,000	0	\$	\$	0.00%	
92064 POWAY	15	\$554,866	\$8,323,000	2	\$295,000	\$590,000	90.09%	64
92065 RAMONA	27	\$325,003	\$8,775,100	3	\$130,000	\$390,000	88.64%	223
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	
92067 RANCHO SANTA FE	15	\$1,902,000	\$28,530,000	4	\$2,250,000	\$9,000,000	90.96%	204
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	2	\$244,950	\$489,900	1	\$300,000	\$300,000	85.71%	26

92070 SANTA YSABEL	3	\$99,983	\$299,950	3	\$79,833	\$239,500	79.83%	90
92071 SANTEE	1	\$280,000	\$280,000	0	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	0	\$	\$	0.00%	
92078 SAN MARCOS	2	\$3,424,750	\$6,849,500	0	\$	\$	0.00%	
92082 VALLEY CENTER	20	\$377,080	\$7,541,615	5	\$152,800	\$764,000	94.22%	115
92083 VISTA	2	\$459,438	\$918,876	0	\$	\$	0.00%	
92084 VISTA	2	\$549,999	\$1,099,999	2	\$102,550	\$205,100	97.67%	26
92086 WARNER SPRINGS	1	\$250,000	\$250,000	2	\$215,000	\$430,000	97.75%	109
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	0.00%	
92102 SAN DIEGO	2	\$79,000	\$158,000	0	\$	\$	0.00%	
92103 MISSION HILLS	1	\$695,000	\$695,000	0	\$	\$	0.00%	
92104 NORTH PARK	1	\$230,000	\$230,000	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	3	\$136,300	\$408,900	0	\$	\$	0.00%	
92106 POINT LOMA	2	\$749,000	\$1,498,000	0	\$	\$	0.00%	
92107 OCEAN BEACH	0	\$	\$	0	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	1	\$609,500	\$609,500	0	\$	\$	0.00%	
92110 OLD TOWN SD	1	\$1,095,000	\$1,095,000	1	\$385,000	\$385,000	96.49%	4
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	1	\$250,000	\$250,000	0	\$	\$	0.00%	
92114 ENCANTO	4	\$302,000	\$1,208,000	2	\$46,500	\$93,000	105.68%	15
92115 COLLEGE GROVE	0	\$	\$	0	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	0	\$	\$	0.00%	
92119 SAN CARLOS	0	\$	\$	0	\$	\$	0.00%	
92120 DEL CERRO	1	\$479,000	\$479,000	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	2	\$200,000	\$400,000	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	13	\$284,500	\$3,698,500	0	\$	\$	0.00%	
92131 SCRIPPS MIRAMAR	0	\$	\$	1	\$290,000	\$290,000	100.00%	12
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	0	\$	\$	0	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	1	\$275,000	\$275,000	0	\$	\$	0.00%	
<b>TOTALS</b>	<b>297</b>		<b>\$164,918,424</b>	<b>76</b>		<b>\$24,545,700</b>		