

**MONTH ENDING JUNE 30, 2003
LOTS AND LAND**

Zip Code	New			Sold			% Sale	Average
	Listings	Average List Price	Total New Listing Value	Listings	Average Sold Price	Total Sold Value	Price to List	Days on Market
91901 ALPINE	6	\$289,500	\$1,737,000	7	\$250,357	\$1,752,500	95.17%	39
91902 BONITA	0	\$	\$	0	\$	\$	0.00%	
91905 BOULEVARD	7	\$742,628	\$5,198,399	2	\$73,250	\$146,500	83.76%	138
91906 CAMPO	2	\$51,250	\$102,500	1	\$70,000	\$70,000	93.33%	55
91910 CHULA VISTA	3	\$658,333	\$1,975,000	0	\$	\$	0.00%	
91911 CHULA VISTA	1	\$599,000	\$599,000	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	1	\$95,000	\$95,000	0	\$	\$	0.00%	
91917 DULZURA	1	\$140,000	\$140,000	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$1,850,000	\$1,850,000	0	\$	\$	0.00%	
91934 JACUMBA	0	\$	\$	0	\$	\$	0.00%	
91935 JAMUL	10	\$222,180	\$2,221,800	5	\$234,000	\$1,170,000	91.09%	379
91941 LA MESA	2	\$250,000	\$500,000	1	\$265,000	\$265,000	94.64%	55
91942 LA MESA	2	\$292,500	\$585,000	0	\$	\$	0.00%	
91945 LEMON GROVE	1	\$99,850	\$99,850	0	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$299,900	\$299,900	0	\$	\$	0.00%	
91962 PINE VALLEY	0	\$	\$	0	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	2	\$79,450	\$158,900	93.80%	159
91977 SPRING VALLEY	7	\$124,628	\$872,400	2	\$62,450	\$124,900	92.59%	201
91978 SPRING VALLEY	0	\$	\$	1	\$300,000	\$300,000	85.71%	335
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	3	\$342,333	\$1,027,000	0	\$	\$	0.00%	
92004 BORREGO SPRINGS	2	\$25,500	\$51,000	1	\$6,000	\$6,000	75.00%	251
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	6	\$764,812	\$4,588,876	0	\$	\$	0.00%	
92009 CARLSBAD	7	\$646,142	\$4,523,000	0	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	0	\$	\$	0.00%	
92019 EL CAJON	7	\$462,071	\$3,234,500	1	\$190,100	\$190,100	106.20%	6
92020 EL CAJON	0	\$	\$	0	\$	\$	0.00%	
92021 EL CAJON	4	\$287,475	\$1,149,900	1	\$425,000	\$425,000	93.41%	223
92024 ENCINITAS	4	\$362,250	\$1,449,000	4	\$1,101,750	\$4,407,000	90.44%	75
92025 ESCONDIDO	3	\$226,166	\$678,500	3	\$113,916	\$341,750	119.91%	16
92026 ESCONDIDO	4	\$664,950	\$2,659,800	1	\$140,000	\$140,000	95.24%	25
92027 ESCONDIDO	0	\$	\$	0	\$	\$	0.00%	
92028 FALLBROOK	24	\$298,754	\$7,170,100	14	\$208,314	\$2,916,400	95.87%	127
92029 ESCONDIDO	2	\$414,500	\$829,000	3	\$197,500	\$592,500	95.20%	106
92036 JULIAN	6	\$113,333	\$680,000	3	\$74,000	\$222,000	90.80%	436
92037 LA JOLLA	3	\$1,831,333	\$5,494,000	0	\$	\$	0.00%	
92040 LAKESIDE	6	\$255,646	\$1,533,876	1	\$235,000	\$235,000	97.92%	78
92054 OCEANSIDE	1	\$1,400,000	\$1,400,000	0	\$	\$	0.00%	
92056 OCEANSIDE	1	\$159,000	\$159,000	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	0	\$	\$	0.00%	
92061 PAUMA VALLEY	2	\$219,000	\$438,000	0	\$	\$	0.00%	

92064 POWAY	5	\$570,880	\$2,854,400	1	\$900,000	\$900,000	90.45%	239
92065 RAMONA	10	\$1,020,537	\$10,205,376	9	\$189,666	\$1,707,000	95.59%	87
92066 RANCHITA	0	\$	\$	1	\$65,000	\$65,000	94.20%	233
92067 RANCHO SANTA FE	6	\$1,407,895	\$8,447,371	4	\$1,517,250	\$6,069,000	93.15%	79
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	5	\$765,800	\$3,829,000	0	\$	\$	0.00%	
92070 SANTA YSABEL	5	\$278,955	\$1,394,776	0	\$	\$	0.00%	
92071 SANTEE	1	\$	\$	0	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	0	\$	\$	0.00%	
92078 SAN MARCOS	2	\$620,000	\$1,240,000	0	\$	\$	0.00%	
92082 VALLEY CENTER	18	\$351,161	\$6,320,900	4	\$173,375	\$693,500	97.68%	260
92083 VISTA	3	\$270,000	\$810,000	1	\$1,042,000	\$1,042,000	102.76%	384
92084 VISTA	5	\$698,980	\$3,494,900	6	\$149,000	\$894,000	85.25%	194
92086 WARNER SPRINGS	0	\$	\$	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	1	\$895,000	\$895,000	0	\$	\$	0.00%	
92102 SAN DIEGO	1	\$399,000	\$399,000	0	\$	\$	0.00%	
92103 MISSION HILLS	0	\$	\$	1	\$250,000	\$250,000	75.99%	478
92104 NORTH PARK	0	\$	\$	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	2	\$297,000	\$594,000	0	\$	\$	0.00%	
92106 POINT LOMA	0	\$	\$	0	\$	\$	0.00%	
92107 OCEAN BEACH	0	\$	\$	1	\$375,000	\$375,000	87.23%	17
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	2	\$2,025,000	\$4,050,000	0	\$	\$	0.00%	
92110 OLD TOWN SD	0	\$	\$	0	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	3	\$82,333	\$247,000	0	\$	\$	0.00%	
92114 ENCANTO	1	\$125,000	\$125,000	0	\$	\$	0.00%	
92115 COLLEGE GROVE	0	\$	\$	0	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	1	\$300,000	\$300,000	66.67%	354
92117 CLAIREMONT MESA	1	\$384,888	\$384,888	0	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	0	\$	\$	0.00%	
92119 SAN CARLOS	0	\$	\$	0	\$	\$	0.00%	
92120 DEL CERRO	1	\$399,000	\$399,000	0	\$	\$	0.00%	
92121 SORRENTO	0	\$	\$	0	\$	\$	0.00%	
92122 UNIVERSITY CITY	1	\$50,000	\$50,000	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	6	\$688,333	\$4,130,000	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	7	\$209,000	\$1,463,000	0	\$	\$	0.00%	
92130 CARMEL VALLEY	5	\$1,464,975	\$7,324,876	1	\$450,000	\$450,000	91.93%	106
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	3	\$555,000	\$1,665,000	0	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	0.00%	
TOTALS	224		113,664,888	83		26,209,050		