MONTH ENDING JULY 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 Price	Average Days on Market
91901 ALPINE	4	$145,750	$583,000	2	$246,870	$2,468,700	99.87%	2
91902 BONITA	0	$	$	1	$305,000	$305,000	98.42%	29
91905 BOULEVARD	3	$84,666	$254,000	1	$	$	0.00%	
91906 CAMPO	15	$81,979	$1,229,699	2	$	$	0.00%	
91910 CHULA VISTA	1	$699,900	$699,900	2	$425,000	$425,000	96.61%	85
91911 CHULA VISTA	0	$	$	3	$	$	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	5	$1,082,600	$5,413,000	0	$	$	0.00%	
91917 DULZURA	0	$	$	1	$435,000	$435,000	87.17%	118
91931 GUATAY	1	$229,000	$229,000	0	$	$	0.00%	
91932 IMPERIAL BEACH	2	$1,575,000	$3,150,000	1	$	$	0.00%	
91934 JACUMBA	2	$225,000	$450,000	1	$	$	0.00%	
91935 JAMUL	4	$296,225	$1,184,900	3	$305,000	$305,000	95.31%	43
91941 LA MESA	2	$610,000	$1,220,000	1	$377,500	$755,000	90.42%	30
91942 LA MESA	0	$	$	0	$	$	0.00%	
91945 LEMON GROVE	1	$215,876	$215,876	0	$	$	0.00%	
91948 MOUNT LAGUNA	0	$	$	0	$	$	0.00%	
91950 NATIONAL CITY	3	$2,541,333	$7,624,000	0	$195,000	$195,000	89.04%	27
91962 PINE VALLEY	1	$239,000	$239,000	0	$	$	0.00%	
91963 POTRERO	0	$	$	0	$	$	0.00%	
91977 SPRING VALLEY	6	$461,483	$2,768,900	9	$622,500	$1,245,000	181.75%	231
91978 SPRING VALLEY	1	$600,000	$600,000	0	$	$	0.00%	
91980 TECATE	2	$126,950	$253,900	0	$	$	0.00%	
92003 BONSAL	5	$503,800	$2,519,000	5	$975,000	$1,950,000	81.28%	63
92004 BORREGO SPRINGS	0	$	$	0	$12,000	$12,000	80.54%	443
92007 CARDIFF BY THE SEA	1	$699,999	$699,999	1	$	$	0.00%	
92008 CARLSBAD	2	$419,500	$839,000	2	$891,666	$2,675,000	88.43%	21
92009 CARLSBAD	1	$599,000	$599,000	0	$	$	0.00%	
92014 DEL MAR	0	$	$	1	$815,000	$815,000	92.72%	57
92019 EL CAJON	6	$408,000	$2,448,000	2	$170,000	$340,000	81.34%	68
92020 EL CAJON	3	$283,000	$849,000	2	$430,000	$430,000	81.29%	4
92021 EL CAJON	10	$1,030,299	$10,302,999	3	$	$	0.00%	
92024 ENCINITAS	7	$1,059,071	$7,413,500	6	$	$	0.00%	
92025 ESCONDIDO	2	$331,500	$663,000	1	$299,000	$299,000	100.00%	131
92026 ESCONDIDO	2	$157,500	$315,000	6	$405,312	$1,621,250	83.57%	101
92027 ESCONDIDO	2	$329,950	$659,900	2	$	$	0.00%	
92028 FALLBROOK	30	$320,223	$9,606,710	17	$179,255	$1,971,808	87.02%	238
92029 ESCONDIDO	4	$17,193,750	$68,775,000	0	$410,000	$820,000	86.32%	204
92036 JULIAN	6	$104,150	$624,900	3	$65,000	$65,000	94.20%	125
92037 LA JOLLA	4	$1,481,250	$5,925,000	1	$545,000	$545,000	90.98%	112
92040 LAKESIDE	7	$465,557	$3,258,900	1	$220,000	$440,000	98.88%	320
92054 OCEANSIDE	5	$735,000	$3,675,000	1	$	$	0.00%	
92056 OCEANSIDE	0	$	$	0	$	$	0.00%	
92057 OCEANSIDE	3	$693,533	$2,080,600	0	$	$	0.00%	
92059 PALA	1	$649,000	$649,000	0	$	$	0.00%	
92060 PALOMAR MTN	3	$15,666	$47,000	0	$65,000	$65,000	59.09%	49
92061 PAUMA VALLEY	6	$232,333	$1,394,000	1	$165,000	$165,000	86.84%	218
92064 POWAY	6	$508,666	$3,052,000	3	$410,000	$1,230,000	89.85%	138
92065 RAMONA	17	$247,482	$4,207,200	9	$242,084	$3,147,100	95.49%	98
92066 RANCHITA	0	$	$	0	$	$	0.00%	
92067 RANCHO SANTA FE	11	$1,102,718	$12,129,900	4	$1,251,500	$2,503,000	88.01%	445
92068 SAN LUIS REY	0	$	$	0	$	$	0.00%	
92069 SAN MARCOS	7	$224,571	$1,572,000	1	$	$	0.00%	
92070 SANTA YSABEL	0	$	$	3	$118,000	$118,000	91.47%	49

92071 SANTEE	7	$28,414	$198,900	0	$	$	0.00%	
92075 SOLANA BEACH	3	$992,666	$2,978,000	0	$	$	0.00%	
92078 SAN MARCOS	0	$	$	1	$21,500	$43,001	13.67%	116
92082 VALLEY CENTER	16	$366,592	$5,865,476	15	$188,750	$755,000	94.33%	105
92083 VISTA	3	$434,625	$1,303,876	2	$2,700,000	$2,700,000	77.14%	315
92084 VISTA	11	$563,463	$6,198,100	5	$270,000	$810,000	75.21%	158
92086 WARNER SPRINGS	1	$50,000	$50,000	0	$	$	0.00%	
92093 LA JOLLA	0	$	$	0	$	$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	$	$	0	$	$	0.00%	
92102 SAN DIEGO	3	$466,666	$1,400,000	1	$200,000	$200,000	66.67%	22
92103 MISSION HILLS	2	$447,438	$894,876	1	$330,000	$330,000	97.06%	121
92104 NORTH PARK	3	$149,917	$449,752	0	$	$	0.00%	
92105 EAST SAN DIEGO	2	$187,500	$375,000	1	$	$	0.00%	
92106 POINT LOMA	1	$375,000	$375,000	1	$	$	0.00%	
92107 OCEAN BEACH	0	$	$	1	$	$	0.00%	
92108 MISSION VALLEY	1	$115,000	$115,000	0	$	$	0.00%	
92109 PACIFIC BEACH	0	$	$	0	$	$	0.00%	
92110 OLD TOWN SD	1	$525,000	$525,000	0	$	$	0.00%	
92111 LINDA VISTA	0	$	$	0	$	$	0.00%	
92113 LOGAN HEIGHTS	1	$175,000	$175,000	2	$90,000	$90,000	90.00%	331
92114 ENCANTO	3	$111,600	$334,800	4	$	$	0.00%	
92115 COLLEGE GROVE	0	$	$	1	$	$	0.00%	
92116 NORMAL HEIGHTS	0	$	$	0	$	$	0.00%	
92117 CLAIREMONT MESA	0	$	$	1	$	$	0.00%	
92118 CORONADO	0	$	$	1	$	$	0.00%	
92119 SAN CARLOS	1	$3,295,000	$3,295,000	0	$	$	0.00%	
92120 DEL CERRO	2	$564,500	$1,129,000	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	$459,938	$919,876	0	$	$	0.00%	
92128 RANCHO BERNARDO	0	$	$	0	$	$	0.00%	
92129 RANCHO PENASQUITOS	0	$	$	0	$	$	0.00%	
92130 CARMEL VALLEY	2	$995,000	$1,990,000	1	$	$	0.00%	
92131 SCRIPPS MIRAMAR	0	$	$	0	$	$	0.00%	
92139 PARADISE HILLS	0	$	$	0	$	$	0.00%	
92145 MIRAMAR	0	$	$	0	$	$	0.00%	
92154 OTAY MESA	6	$354,146	$2,124,876	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	**275**		**201,118,315**	**140**		**30,273,859**		