

**MONTH ENDING AUGUST 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	Average Days on Market
							Price to List	
91901 ALPINE	3	\$354,666	\$1,064,000	5	\$185,400	\$927,000	90.55%	222
91902 BONITA	0	\$	\$	0	\$	\$	0.00%	
91905 BOULEVARD	6	\$76,400	\$458,400	4	\$65,250	\$261,000	85.71%	467
91906 CAMPO	5	\$66,240	\$331,200	6	\$43,583	\$261,500	81.59%	266
91910 CHULA VISTA	1	\$565,000	\$565,000	0	\$	\$	0.00%	
91911 CHULA VISTA	2	\$70,000	\$140,000	0	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91914 CHULA VISTA	1	\$350,000	\$350,000	0	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	1	\$130,000	\$130,000	0	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	0	\$	\$	0.00%	
91931 GUATAY	1	\$399,000	\$399,000	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	2	\$437,500	\$875,000	0	\$	\$	0.00%	
91934 JACUMBA	1	\$120,000	\$120,000	0	\$	\$	0.00%	
91935 JAMUL	3	\$212,500	\$637,500	2	\$133,950	\$267,900	94.03%	278
91941 LA MESA	3	\$174,666	\$524,000	0	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	1	\$65,000	\$65,000	100.00%	1
91948 MOUNT LAGUNA	0	\$	\$	1	\$675,000	\$675,000	84.91%	360
91950 NATIONAL CITY	1	\$39,000	\$39,000	0	\$	\$	0.00%	
91962 PINE VALLEY	1	\$125,000	\$125,000	1	\$480,000	\$480,000	73.85%	293
91963 POTRERO	4	\$57,000	\$228,000	0	\$	\$	0.00%	
91977 SPRING VALLEY	4	\$121,000	\$484,000	1	\$45,900	\$45,900	100.00%	114
91978 SPRING VALLEY	4	\$293,475	\$1,173,900	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	4	\$446,000	\$1,784,000	3	\$248,333	\$745,000	84.86%	64
92004 BORREGO SPRINGS	1	\$160,000	\$160,000	0	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	2	\$502,450	\$1,004,900	0	\$	\$	0.00%	
92009 CARLSBAD	2	\$612,500	\$1,225,000	0	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	0	\$	\$	0.00%	
92019 EL CAJON	3	\$226,466	\$679,400	3	\$192,966	\$578,900	92.65%	122
92020 EL CAJON	1	\$90,000	\$90,000	0	\$	\$	0.00%	
92021 EL CAJON	4	\$207,250	\$829,000	2	\$335,000	\$670,000	78.82%	208
92024 ENCINITAS	9	\$759,444	\$6,835,000	5	\$370,400	\$1,852,000	97.87%	146
92025 ESCONDIDO	5	\$518,800	\$2,594,000	1	\$520,000	\$520,000	86.67%	292
92026 ESCONDIDO	7	\$195,400	\$1,367,800	8	\$133,437	\$1,067,500	92.60%	130
92027 ESCONDIDO	2	\$175,000	\$350,000	1	\$99,900	\$99,900	100.00%	883
92028 FALLBROOK	25	\$340,268	\$8,506,711	19	\$157,023	\$2,983,450	93.51%	344
92029 ESCONDIDO	1	\$199,000	\$199,000	2	\$470,000	\$940,000	90.82%	134
92036 JULIAN	3	\$63,500	\$190,500	2	\$46,687	\$93,375	91.54%	321
92037 LA JOLLA	7	\$1,503,285	\$10,523,000	1	\$965,000	\$965,000	96.50%	139
92040 LAKESIDE	4	\$396,000	\$1,584,000	2	\$197,500	\$395,000	87.20%	51
92054 OCEANSIDE	4	\$861,000	\$3,444,000	1	\$95,000	\$95,000	90.48%	201
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	1	\$265,000	\$265,000	94.98%	116
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	0	\$	\$	0.00%	
92061 PAUMA VALLEY	0	\$	\$	2	\$130,000	\$260,000	96.30%	420
92064 POWAY	6	\$312,150	\$1,872,900	4	\$364,375	\$1,457,500	95.89%	168
92065 RAMONA	30	\$252,623	\$7,578,700	9	\$265,777	\$2,392,000	90.71%	65
92066 RANCHITA	1	\$59,800	\$59,800	0	\$	\$	0.00%	
92067 RANCHO SANTA FE	4	\$1,786,000	\$7,144,000	3	\$1,538,333	\$4,615,000	93.80%	50
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	4	\$404,000	\$1,616,000	1	\$660,000	\$660,000	94.96%	53
92070 SANTA YSABEL	2	\$125,000	\$250,000	0	\$	\$	0.00%	
92071 SANTEE	1	\$150,000	\$150,000	1	\$500,000	\$500,000	80.00%	886
92075 SOLANA BEACH	4	\$1,281,000	\$5,124,000	0	\$	\$	0.00%	
92078 SAN MARCOS	1	\$109,000	\$109,000	0	\$	\$	0.00%	
92082 VALLEY CENTER	20	\$306,665	\$6,133,300	1	\$895,000	\$895,000	100.00%	95

92083 VISTA	5	\$158,800	\$794,000	2	\$192,500	\$385,000	81.07%	310
92084 VISTA	3	\$375,000	\$1,125,000	3	\$223,333	\$670,000	96.47%	147
92086 WARNER SPRINGS	0	\$	\$	0	\$	\$	0.00%	
92093 LA JOLLA	1	\$3,950,000	\$3,950,000	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	1	\$1,075,000	\$1,075,000	95.56%	40
92102 SAN DIEGO	2	\$589,950	\$1,179,900	1	\$115,000	\$115,000	110.58%	198
92103 MISSION HILLS	3	\$731,333	\$2,194,000	0	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	1	\$599,000	\$599,000	0	\$	\$	0.00%	
92106 POINT LOMA	1	\$575,000	\$575,000	1	\$435,000	\$435,000	87.17%	88
92107 OCEAN BEACH	0	\$	\$	0	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	1	\$499,900	\$499,900	1	\$425,000	\$425,000	100.00%	18
92110 OLD TOWN SD	0	\$	\$	0	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	3	\$101,333	\$304,000	1	\$186,000	\$186,000	177.14%	182
92114 ENCANTO	3	\$70,966	\$212,900	0	\$	\$	0.00%	
92115 COLLEGE GROVE	0	\$	\$	4	\$309,000	\$1,236,000	196.19%	64
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118 CORONADO	1	\$1,150,000	\$1,150,000	0	\$	\$	0.00%	
92119 SAN CARLOS	0	\$	\$	0	\$	\$	0.00%	
92120 DEL CERRO	0	\$	\$	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	0	\$	\$	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	1	\$429,900	\$429,900	2	\$295,000	\$590,000	90.77%	230
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	9	\$752,888	\$6,776,000	2	\$1,072,500	\$2,145,000	94.31%	49
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	0	\$	\$	1	\$385,000	\$385,000	96.49%	3
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	0.00%	
TOTALS	234		\$98,837,611	112		\$32,679,925		