

**MONTH ENDING AUGUST 31, 2003
LOTS AND LAND**

Zip Code	New Listings	Average List Price	Total New		Average Sold Price	Total Sold Value	% Sale Price to List	Average Days on Market
			Listing Value	Sold Listings				
91901 ALPINE	18	\$316,916	\$5,704,499	11	\$230,000	\$690,000	96.50%	24
91902 BONITA	0	\$	\$	0	\$	\$	0.00%	
91905 BOULEVARD	6	\$149,650	\$897,900	3	\$	\$	0.00%	
91906 CAMPO	8	\$228,512	\$1,828,100	4	\$75,833	\$227,500	89.57%	80
91910 CHULA VISTA	0	\$	\$	2	\$700,000	\$700,000	100.01%	4
91911 CHULA VISTA	1	\$285,000	\$285,000	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	\$	\$	1	\$148,000	\$296,000	91.08%	347
91917 DULZURA	0	\$	\$	0	\$112,000	\$112,000	87.84%	297
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$310,000	\$310,000	2	\$	\$	0.00%	
91934 JACUMBA	1	\$50,000	\$50,000	0	\$	\$	0.00%	
91935 JAMUL	8	\$156,850	\$1,254,800	3	\$212,500	\$425,000	94.44%	66
91941 LA MESA	2	\$247,500	\$495,000	0	\$180,000	\$180,000	80.00%	23
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	0	\$104,500	\$104,500	104.66%	9
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	3	\$276,633	\$829,900	1	\$	\$	0.00%	
91962 PINE VALLEY	2	\$974,000	\$1,948,000	2	\$	\$	0.00%	
91963 POTRERO	1	\$64,500	\$64,500	0	\$	\$	0.00%	
91977 SPRING VALLEY	3	\$110,292	\$330,876	2	\$199,000	\$199,000	100.00%	232
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	2	\$369,000	\$738,000	5	\$280,000	\$280,000	94.92%	134
92004 BORREGO SPRINGS	0	\$	\$	0	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	1	\$	\$	0.00%	
92008 CARLSBAD	2	\$875,000	\$1,750,000	1	\$250,000	\$250,000	100.40%	6
92009 CARLSBAD	3	\$261,650	\$784,950	1	\$692,500	\$1,385,000	95.91%	75
92014 DEL MAR	0	\$	\$	0	\$795,000	\$795,000	100.00%	119
92019 EL CAJON	0	\$	\$	1	\$	\$	0.00%	
92020 EL CAJON	0	\$	\$	0	\$	\$	0.00%	
92021 EL CAJON	0	\$	\$	1	\$285,000	\$285,000	91.94%	174
92024 ENCINITAS	7	\$1,016,410	\$7,114,876	2	\$455,769	\$911,538	95.95%	53
92025 ESCONDIDO	2	\$310,000	\$620,000	2	\$	\$	0.00%	
92026 ESCONDIDO	7	\$226,771	\$1,587,400	4	\$484,000	\$2,420,000	87.68%	103
92027 ESCONDIDO	0	\$	\$	1	\$	\$	0.00%	
92028 FALLBROOK	22	\$285,590	\$6,283,000	12	\$199,857	\$1,399,000	94.94%	55
92029 ESCONDIDO	3	\$4,209,966	\$12,629,900	3	\$162,500	\$325,000	91.55%	284
92036 JULIAN	14	\$158,692	\$2,221,700	2	\$145,000	\$145,000	97.32%	95
92037 LA JOLLA	1	\$1,995,000	\$1,995,000	1	\$1,012,500	\$4,050,000	92.70%	172
92040 LAKESIDE	4	\$300,000	\$1,200,000	3	\$186,750	\$373,500	94.58%	27
92054 OCEANSIDE	1	\$115,000	\$115,000	0	\$172,500	\$345,000	91.04%	82
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	1	\$10,000,000	\$10,000,000	1	\$	\$	0.00%	
92060 PALOMAR MTN	5	\$22,900	\$114,500	0	\$	\$	0.00%	
92061 PAUMA VALLEY	4	\$188,250	\$753,000	1	\$	\$	0.00%	
92064 POWAY	4	\$840,500	\$3,362,000	0	\$210,000	\$210,000	100.00%	1,461
92065 RAMONA	9	\$336,655	\$3,029,900	4	\$239,333	\$1,436,000	97.09%	482
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	
92067 RANCHO SANTA FE	16	\$1,322,812	\$21,165,000	2	\$715,000	\$715,000	97.96%	1
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	4	\$1,156,450	\$4,625,800	2	\$	\$	0.00%	
92070 SANTA YSABEL	2	\$650,000	\$1,300,000	0	\$93,000	\$93,000	95.88%	40

92071 SANTEE	1	\$690,000	\$690,000	0	\$	\$	0.00%	
92075 SOLANA BEACH	1	\$435,000	\$435,000	1	\$	\$	0.00%	
92078 SAN MARCOS	1	\$224,876	\$224,876	0	\$	\$	0.00%	
92081 VISTA	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	14	\$858,564	\$12,019,900	8	\$258,666	\$1,552,000	95.76%	101
92083 VISTA	5	\$620,800	\$3,104,000	2	\$287,000	\$287,000	91.11%	135
92084 VISTA	6	\$657,916	\$3,947,500	4	\$187,000	\$187,000	98.45%	238
92086 WARNER SPRINGS	2	\$179,500	\$359,000	1	\$	\$	0.00%	
92091 RANCHO SANTA FE	0	\$	\$	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	1	\$	\$	0.00%	
92102 SAN DIEGO	1	\$420,000	\$420,000	0	\$	\$	0.00%	
92103 MISSION HILLS	2	\$615,376	\$1,230,752	0	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	1	\$	\$	0.00%	
92105 EAST SAN DIEGO	3	\$129,500	\$388,500	1	\$417,500	\$835,000	83.59%	56
92106 POINT LOMA	0	\$	\$	0	\$	\$	0.00%	
92107 OCEAN BEACH	0	\$	\$	0	\$1,295,000	\$1,295,000	92.83%	138
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	2	\$357,500	\$715,000	0	\$	\$	0.00%	
92110 OLD TOWN SD	2	\$240,000	\$480,000	1	\$440,000	\$440,000	98.00%	182
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	1	\$200,000	\$200,000	0	\$	\$	0.00%	
92114 ENCANTO	2	\$334,450	\$668,900	1	\$	\$	0.00%	
92115 COLLEGE GROVE	0	\$	\$	0	\$206,666	\$620,000	92.54%	81
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$293,000	\$586,000	94.23%	6
92118 CORONADO	0	\$	\$	0	\$1,200,000	\$2,400,000	94.12%	0
92119 SAN CARLOS	0	\$	\$	0	\$	\$	0.00%	
92120 DEL CERRO	0	\$	\$	0	\$	\$	0.00%	
92121 SORRENTO	0	\$	\$	0	\$	\$	0.00%	
92122 UNIVERSITY CITY	0	\$	\$	1	\$	\$	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	4	\$911,250	\$3,645,000	2	\$850,000	\$850,000	77.27%	142
92128 RANCHO BERNARDO	1	\$235,000	\$235,000	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	1	\$1,100,000	\$1,100,000	0	\$	\$	0.00%	
92130 CARMEL VALLEY	6	\$996,500	\$5,979,000	3	\$1,200,000	\$1,200,000	100.00%	117
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	1	\$630,000	\$630,000	2	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	1	\$250,000	\$250,000	1	\$	\$	0.00%	
TOTALS	225		132,111,029	111		\$28,604,038		