

**MONTH ENDING SEPTEMBER 30, 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	4	\$421,000	\$1,684,000	4	\$477,250	\$1,909,000	72.48%	312
91902 BONITA	1	\$500,000	\$500,000	0	\$	\$	0.00%	
91905 BOULEVARD	4	\$99,975	\$399,900	0	\$	\$	0.00%	
91906 CAMPO	2	\$54,950	\$109,900	1	\$55,000	\$55,000	93.22%	186
91910 CHULA VISTA	1	\$365,000	\$365,000	0	\$	\$	0.00%	
91911 CHULA VISTA	0	\$	\$	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	\$400,000	\$400,000	0	\$	\$	0.00%	
91917 DULZURA	6	\$234,916	\$1,409,500	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	0	\$	\$	0.00%	
91934 JACUMBA	3	\$58,333	\$175,000	1	\$65,000	\$65,000	86.67%	165
91935 JAMUL	10	\$224,000	\$2,240,000	1	\$75,000	\$75,000	115.38%	10
91941 LA MESA	2	\$275,500	\$551,000	0	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	0	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	4	\$182,250	\$729,000	1	\$79,000	\$79,000	98.75%	0
91962 PINE VALLEY	1	\$155,000	\$155,000	0	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	0	\$	\$	0.00%	
91977 SPRING VALLEY	4	\$44,975	\$179,900	3	\$63,333	\$190,000	95.00%	97
91978 SPRING VALLEY	0	\$	\$	1	\$149,900	\$149,900	100.00%	26
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	8	\$311,472	\$2,491,777	1	\$59,000	\$59,000	85.51%	45
92004 BORREGO SPRINGS	0	\$	\$	0	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	2	\$259,000	\$518,000	2	\$152,500	\$305,000	84.72%	365
92009 CARLSBAD	5	\$1,190,800	\$5,954,000	0	\$	\$	0.00%	
92014 DEL MAR	4	\$1,480,219	\$5,920,876	0	\$	\$	0.00%	
92019 EL CAJON	2	\$80,000	\$160,000	1	\$135,000	\$135,000	97.12%	226
92020 EL CAJON	1	\$350,000	\$350,000	1	\$190,000	\$190,000	100.05%	43
92021 EL CAJON	5	\$670,800	\$3,354,000	1	\$200,000	\$200,000	93.02%	167
92024 ENCINITAS	6	\$647,166	\$3,883,000	3	\$383,333	\$1,150,000	96.24%	115
92025 ESCONDIDO	6	\$304,816	\$1,828,900	4	\$243,750	\$975,000	89.45%	142
92026 ESCONDIDO	9	\$418,666	\$3,768,000	1	\$160,000	\$160,000	91.43%	268
92027 ESCONDIDO	6	\$395,783	\$2,374,700	0	\$	\$	0.00%	
92028 FALLBROOK	24	\$451,037	\$10,824,900	9	\$173,600	\$1,562,400	94.25%	182
92029 ESCONDIDO	2	\$374,950	\$749,900	0	\$	\$	0.00%	
92036 JULIAN	7	\$38,775	\$271,425	2	\$41,750	\$83,500	98.24%	111
92037 LA JOLLA	6	\$1,290,833	\$7,745,000	1	\$1,800,000	\$1,800,000	96.00%	288
92040 LAKESIDE	6	\$149,483	\$896,900	0	\$	\$	0.00%	
92054 OCEANSIDE	4	\$458,719	\$1,834,876	5	\$129,000	\$645,000	79.77%	59
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$39,900	\$39,900	0	\$	\$	0.00%	
92061 PAUMA VALLEY	3	\$312,166	\$936,500	0	\$	\$	0.00%	
92064 POWAY	7	\$885,000	\$6,195,000	1	\$525,000	\$525,000	93.75%	225
92065 RAMONA	26	\$227,628	\$5,918,352	11	\$146,681	\$1,613,500	97.03%	53
92066 RANCHITA	0	\$	\$	1	\$62,500	\$62,500	96.15%	432
92067 RANCHO SANTA FE	21	\$1,166,190	\$24,490,000	2	\$1,600,000	\$3,200,000	87.79%	392
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	4	\$468,500	\$1,874,000	2	\$68,500	\$137,000	86.16%	175
92070 SANTA YSABEL	0	\$	\$	0	\$	\$	0.00%	
92071 SANTEE	1	\$125,000	\$125,000	2	\$66,250	\$132,500	55.28%	77
92075 SOLANA BEACH	1	\$2,500,000	\$2,500,000	0	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	13	\$267,300	\$3,474,900	1	\$170,000	\$170,000	94.71%	183

92083 VISTA	1	\$	\$	0	\$	\$	0.00%	
92084 VISTA	11	\$436,068	\$4,796,750	3	\$181,333	\$544,000	112.40%	111
92086 WARNER SPRINGS	2	\$59,900	\$119,800	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	0.00%	
92102 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92103 MISSION HILLS	1	\$845,000	\$845,000	0	\$	\$	0.00%	
92104 NORTH PARK	4	\$103,725	\$414,900	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	2	\$72,500	\$145,000	0	\$	\$	0.00%	
92106 POINT LOMA	0	\$	\$	0	\$	\$	0.00%	
92107 OCEAN BEACH	2	\$287,500	\$575,000	0	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	2	\$274,500	\$549,000	0	\$	\$	0.00%	
92110 OLD TOWN SD	0	\$	\$	0	\$	\$	0.00%	
92111 LINDA VISTA	1	\$795,000	\$795,000	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	4	\$131,175	\$524,700	1	\$60,000	\$60,000	92.31%	29
92114 ENCANTO	2	\$112,250	\$224,500	0	\$	\$	0.00%	
92115 COLLEGE GROVE	1	\$250,000	\$250,000	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	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	2	\$304,500	\$609,000	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	2	\$935,000	\$1,870,000	0	\$	\$	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	0	\$	\$	1	\$65,000	\$65,000	86.67%	74
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	1	\$725,000	\$725,000	96.67%	180
<b>TOTALS</b>	<b>260</b>		<b>\$119,096,756</b>	<b>69</b>		<b>\$17,022,300</b>		