

**MONTH ENDING SEPTEMBER 30, 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
			Listings	Value				
91901 ALPINE	7	\$312,428	\$2,186,999	3	\$239,166	\$1,435,000	99.34%	19
91902 BONITA	1	\$299,000	\$299,000	0	\$	\$	0.00%	
91905 BOULEVARD	4	\$128,000	\$512,000	1	\$73,000	\$73,000	92.41%	38
91906 CAMPO	1	\$900,000	\$900,000	2	\$60,000	\$60,000	100.00%	113
91910 CHULA VISTA	0	\$	\$	0	\$225,000	\$225,000	75.00%	65
91911 CHULA VISTA	3	\$449,958	\$1,349,876	0	\$	\$	0.00%	
91913 CHULA VISTA	1	\$375,000	\$375,000	0	\$	\$	0.00%	
91914 CHULA VISTA	1	\$	\$	0	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	2	\$277,500	\$555,000	2	\$210,000	\$210,000	63.66%	112
91917 DULZURA	1	\$235,000	\$235,000	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	3	\$	\$	0.00%	
91934 JACUMBA	1	\$89,000	\$89,000	0	\$55,000	\$55,000	110.00%	18
91935 JAMUL	13	\$173,069	\$2,249,900	4	\$250,000	\$750,000	89.29%	281
91941 LA MESA	2	\$252,500	\$505,000	3	\$300,000	\$600,000	93.02%	120
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	1	\$139,000	\$139,000	1	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$199,900	\$199,900	3	\$237,850	\$475,700	87.44%	87
91962 PINE VALLEY	1	\$170,000	\$170,000	0	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	1	\$	\$	0.00%	
91977 SPRING VALLEY	4	\$49,600	\$198,400	5	\$96,250	\$770,000	83.31%	107
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	0.00%	
91980 TECATE	1	\$2,900,000	\$2,900,000	0	\$	\$	0.00%	
92003 BONSAI	6	\$589,666	\$3,538,000	2	\$579,000	\$1,158,000	95.32%	172
92004 BORREGO SPRINGS	1	\$31,100	\$31,100	0	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	4	\$291,750	\$1,167,000	0	\$	\$	0.00%	
92009 CARLSBAD	5	\$520,000	\$2,600,000	1	\$	\$	0.00%	
92014 DEL MAR	3	\$1,390,666	\$4,172,000	1	\$	\$	0.00%	
92019 EL CAJON	1	\$350,000	\$350,000	1	\$230,000	\$230,000	95.83%	18
92020 EL CAJON	1	\$140,000	\$140,000	0	\$350,000	\$350,000	100.00%	3
92021 EL CAJON	2	\$523,938	\$1,047,876	1	\$	\$	0.00%	
92024 ENCINITAS	6	\$761,483	\$4,568,900	2	\$	\$	0.00%	
92025 ESCONDIDO	2	\$278,500	\$557,000	2	\$196,500	\$393,000	90.37%	170
92026 ESCONDIDO	8	\$336,862	\$2,694,900	4	\$241,325	\$965,300	98.11%	301
92027 ESCONDIDO	4	\$166,250	\$665,000	2	\$185,000	\$185,000	82.22%	61
92028 FALLBROOK	12	\$260,991	\$3,131,900	23	\$340,000	\$3,740,000	95.11%	219
92029 ESCONDIDO	4	\$372,450	\$1,489,800	2	\$850,000	\$850,000	100.00%	52
92036 JULIAN	12	\$443,166	\$5,318,000	6	\$84,375	\$337,500	88.82%	28
92037 LA JOLLA	5	\$1,203,000	\$6,015,000	3	\$450,000	\$450,000	90.18%	117
92040 LAKESIDE	2	\$918,000	\$1,836,000	3	\$200,000	\$200,000	88.89%	163
92054 OCEANSIDE	4	\$1,112,500	\$4,450,000	1	\$	\$	0.00%	
92056 OCEANSIDE	0	\$	\$	1	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	1	\$10,000,000	\$10,000,000	0	\$	\$	0.00%	
92060 PALOMAR MTN	2	\$82,450	\$164,900	1	\$	\$	0.00%	
92061 PAUMA VALLEY	5	\$202,600	\$1,013,000	1	\$278,418	\$278,418	88.39%	64
92064 POWAY	6	\$607,417	\$3,644,507	2	\$405,000	\$405,000	96.43%	16
92065 RAMONA	6	\$578,166	\$3,469,000	7	\$160,083	\$960,500	90.74%	145
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	

92067 RANCHO SANTA FE	7	\$1,776,714	\$12,437,000	8	\$	\$	0.00%	
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	3	\$373,333	\$1,120,000	0	\$	\$	0.00%	
92070 SANTA YSABEL	1	\$155,000	\$155,000	1	\$392,500	\$785,000	86.27%	77
92071 SANTEE	0	\$	\$	1	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	0	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	0	\$	\$	0.00%	
92081 VISTA	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	5	\$514,000	\$2,570,000	16	\$442,400	\$2,212,000	87.90%	127
92083 VISTA	1	\$180,000	\$180,000	2	\$396,500	\$793,000	93.51%	217
92084 VISTA	5	\$554,800	\$2,774,000	1	\$206,000	\$618,000	95.08%	114
92086 WARNER SPRINGS	0	\$	\$	0	\$	\$	0.00%	
92091 RANCHO SANTA FE	0	\$	\$	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	0.00%	
92102 SAN DIEGO	5	\$183,980	\$919,900	2	\$	\$	0.00%	
92103 MISSION HILLS	2	\$750,000	\$1,500,000	0	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	1	\$	\$	0.00%	
92105 EAST SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92106 POINT LOMA	0	\$	\$	0	\$	\$	0.00%	
92107 OCEAN BEACH	0	\$	\$	0	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	0	\$	\$	0	\$	\$	0.00%	
92110 OLD TOWN SD	2	\$562,500	\$1,125,000	1	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	1	\$200,000	\$200,000	0	\$41,000	\$41,000	87.23%	26
92114 ENCANTO	2	\$112,500	\$225,000	1	\$	\$	0.00%	
92115 COLLEGE GROVE	1	\$290,000	\$290,000	1	\$	\$	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	4	\$973,500	\$3,894,000	2	\$225,000	\$225,000	96.15%	272
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	3	\$1,066,000	\$3,198,000	5	\$2,350,000	\$2,350,000	95.92%	74
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	0	\$	\$	0	\$155,000	\$155,000	104.03%	118
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	0	
<b>TOTALS</b>	<b>189</b>		<b>105,515,858</b>	<b>136</b>		<b>22,335,418</b>		