

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

Zip Code	New Listings	Average List Price	Total New		Average Sold Price	Total Sold Value	% Sale Price to List Price	Average Days on Market
			Listing Value	Sold Listings				
91901 ALPINE	21	\$301,423	\$6,329,900	4	\$226,785	\$1,587,500	89.99%	50
91902 BONITA	1	\$650,000	\$650,000	1	\$	\$	0.00%	
91905 BOULEVARD	4	\$227,094	\$908,376	3	\$	\$	0.00%	
91906 CAMPO	2	\$234,500	\$469,000	1	\$89,950	\$179,900	94.73%	51
91910 CHULA VISTA	0	\$	\$	1	\$	\$	0.00%	
91911 CHULA VISTA	2	\$465,000	\$930,000	0	\$	\$	0.00%	
91913 CHULA VISTA	1	\$200,000	\$200,000	0	\$	\$	0.00%	
91914 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	2	\$147,500	\$295,000	0	\$	\$	0.00%	
91917 DULZURA	1	\$129,900	\$129,900	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	0	\$400,000	\$400,000	94.12%	419
91934 JACUMBA	1	\$99,999	\$99,999	1	\$	\$	0.00%	
91935 JAMUL	5	\$241,000	\$1,205,000	3	\$267,000	\$267,000	102.69%	14
91941 LA MESA	1	\$360,000	\$360,000	2	\$175,000	\$175,000	87.50%	28
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	1	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$199,900	\$199,900	1	\$	\$	0.00%	
91962 PINE VALLEY	0	\$	\$	1	\$	\$	0.00%	
91963 POTRERO	1	\$250,000	\$250,000	1	\$	\$	0.00%	
91977 SPRING VALLEY	11	\$348,636	\$3,835,000	3	\$140,000	\$140,000	88.05%	248
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	1	\$60,000	\$60,000	2	\$324,333	\$973,000	90.18%	130
92004 BORREGO SPRINGS	2	\$47,500	\$95,000	1	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$1,250,000	\$1,250,000	96.15%	66
92008 CARLSBAD	2	\$1,500,000	\$3,000,000	3	\$	\$	0.00%	
92009 CARLSBAD	0	\$	\$	2	\$331,500	\$663,000	97.51%	14
92014 DEL MAR	0	\$	\$	1	\$	\$	0.00%	
92019 EL CAJON	2	\$835,000	\$1,670,000	1	\$70,000	\$70,000	54.05%	126
92020 EL CAJON	1	\$415,000	\$415,000	0	\$260,680	\$260,680	93.43%	115
92021 EL CAJON	1	\$210,000	\$210,000	2	\$	\$	0.00%	
92024 ENCINITAS	5	\$807,775	\$4,038,876	2	\$1,600,000	\$4,800,000	95.14%	220
92025 ESCONDIDO	4	\$406,250	\$1,625,000	1	\$235,000	\$705,000	92.76%	98
92026 ESCONDIDO	7	\$273,857	\$1,917,000	6	\$240,000	\$240,000	97.96%	121
92027 ESCONDIDO	4	\$659,969	\$2,639,876	3	\$215,000	\$430,000	92.47%	92
92028 FALLBROOK	16	\$246,684	\$3,946,950	16	\$202,250	\$3,640,500	95.33%	139
92029 ESCONDIDO	3	\$604,574	\$1,813,722	7	\$231,000	\$231,000	92.44%	10
92036 JULIAN	5	\$122,600	\$613,000	5	\$148,000	\$296,000	99.16%	140
92037 LA JOLLA	0	\$	\$	1	\$1,000,000	\$1,000,000	92.95%	66
92040 LAKESIDE	2	\$203,500	\$407,000	1	\$	\$	0.00%	
92054 OCEANSIDE	5	\$725,800	\$3,629,000	1	\$	\$	0.00%	
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	5	\$42,460	\$212,300	1	\$	\$	0.00%	
92061 PAUMA VALLEY	5	\$258,200	\$1,291,000	1	\$	\$	0.00%	
92064 POWAY	7	\$619,857	\$4,339,000	7	\$550,000	\$550,000	88.02%	33
92065 RAMONA	4	\$366,250	\$1,465,000	5	\$162,000	\$810,000	94.08%	181
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	

92067 RANCHO SANTA FE	8	\$2,375,375	\$19,003,000	5	\$3,565,909	\$39,225,000	211.19%	336
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	4	\$1,881,000	\$7,524,000	4	\$404,500	\$809,000	97.00%	178
92070 SANTA YSABEL	2	\$87,000	\$174,000	0	\$	\$	0.00%	
92071 SANTEE	1	\$122,000	\$122,000	0	\$	\$	0.00%	
92075 SOLANA BEACH	1	\$2,200,000	\$2,200,000	1	\$	\$	0.00%	
92078 SAN MARCOS	2	\$279,938	\$559,876	1	\$2,800,000	\$2,800,000	84.85%	0
92081 VISTA	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	11	\$327,536	\$3,602,900	5	\$267,825	\$3,213,900	93.68%	139
92083 VISTA	3	\$2,213,000	\$6,639,000	3	\$625,000	\$625,000	80.65%	1,767
92084 VISTA	4	\$733,719	\$2,934,876	2	\$240,000	\$240,000	96.00%	275
92086 WARNER SPRINGS	2	\$72,500	\$145,000	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	0	\$	\$	0	\$	\$	0.00%	
92103 MISSION HILLS	1	\$899,000	\$899,000	0	\$	\$	0.00%	
92104 NORTH PARK	1	\$150,000	\$150,000	1	\$	\$	0.00%	
92105 EAST SAN DIEGO	1	\$99,000	\$99,000	1	\$	\$	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	0	\$	\$	2	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92114 ENCANTO	2	\$242,500	\$485,000	3	\$83,500	\$167,000	98.82%	153
92115 COLLEGE GROVE	6	\$1,495,000	\$8,970,000	0	\$296,000	\$296,000	102.07%	6
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118 CORONADO	1	\$1,500,000	\$1,500,000	0	\$1,375,000	\$1,375,000	94.83%	87
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	5	\$958,975	\$4,794,876	1	\$525,000	\$525,000	88.24%	89
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	1	\$	\$	7	\$	\$	0.00%	
92130 CARMEL VALLEY	6	\$1,145,666	\$6,874,000	6	\$741,250	\$2,965,000	94.58%	60
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	1	\$169,000	\$169,000	4	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$220,000	\$220,000	88.00%	10
TOTALS	198		116,095,327	138		71,129,480		