

**MONTH ENDING NOVEMBER 30, 2001  
LOTS AND LAND**

Zip Code	New Listings	Average List Price	Total New Listing Value	Sold Listings	Average Sold Price	Total Sold Value	% Sale Price to List Price	Average Days on Market
91901 ALPINE	2	\$118,450	\$236,900	2	\$122,500	\$245,000	0.93%	136
91902 BONITA	3	\$296,258	\$888,776	0	\$	\$	%	
91905 BOULEVARD	4	\$166,449	\$665,799	5	\$57,880	\$289,400	0.97%	68
91906 CAMPO	5	\$105,179	\$525,899	1	\$110,000	\$110,000	0.87%	77
91910 CHULA VISTA	1	\$409,000	\$409,000	0	\$	\$	%	
91911 CHULA VISTA	2	\$327,000	\$654,000	0	\$	\$	%	
91913 CHULA VISTA	1	\$110,000	\$110,000	0	\$	\$	%	
91914 CHULA VISTA	0	\$	\$	0	\$	\$	%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	%	
91916 DESCANSO	1	\$185,500	\$185,500	2	\$203,000	\$406,000	0.84%	101
91917 DULZURA	0	\$	\$	0	\$	\$	%	
91931 GUATAY	0	\$	\$	0	\$	\$	%	
91932 IMPERIAL BEACH	0	\$	\$	1	\$950,000	\$950,000	1.00%	2
91934 JACUMBA	3	\$167,666	\$503,000	0	\$	\$	%	
91935 JAMUL	11	\$112,054	\$1,232,600	2	\$127,500	\$255,000	0.96%	174
91941 LA MESA	1	\$235,000	\$235,000	0	\$	\$	%	
91942 LA MESA	0	\$	\$	0	\$	\$	%	
91945 LEMON GROVE	0	\$	\$	0	\$	\$	%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	%	
91950 NATIONAL CITY	2	\$255,000	\$510,000	0	\$	\$	%	
91962 PINE VALLEY	0	\$	\$	0	\$	\$	%	
91963 POTRERO	2	\$195,000	\$390,000	0	\$	\$	%	
91977 SPRING VALLEY	3	\$87,966	\$263,900	3	\$66,333	\$199,000	1.01%	97
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	%	
91980 TECATE	1	\$65,000	\$65,000	0	\$	\$	%	
92003 BONSAI	2	\$244,000	\$488,000	0	\$	\$	%	
92004 BORREGO SPRINGS	2	\$152,000	\$304,000	1	\$40,000	\$40,000	0.89%	107
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	%	
92008 CARLSBAD	2	\$430,000	\$860,000	0	\$	\$	%	
92009 CARLSBAD	3	\$396,292	\$1,188,876	0	\$	\$	%	
92014 DEL MAR	2	\$649,900	\$1,299,800	2	\$644,500	\$1,289,000	0.99%	35
92019 EL CAJON	4	\$265,250	\$1,061,000	0	\$	\$	%	
92020 EL CAJON	1	\$185,000	\$185,000	0	\$	\$	%	
92021 EL CAJON	15	\$264,526	\$3,967,896	0	\$	\$	%	
92024 ENCINITAS	3	\$765,000	\$2,295,000	0	\$	\$	%	
92025 ESCONDIDO	5	\$850,460	\$4,252,300	1	\$125,900	\$125,900	0.97%	7
92026 ESCONDIDO	8	\$229,737	\$1,837,900	3	\$163,333	\$490,000	0.94%	105
92027 ESCONDIDO	4	\$277,500	\$1,110,000	0	\$	\$	%	
92028 FALLBROOK	14	\$190,592	\$2,668,300	10	\$282,050	\$2,820,500	0.93%	143
92029 ESCONDIDO	3	\$325,000	\$975,000	0	\$	\$	%	
92036 JULIAN	4	\$133,750	\$535,000	1	\$77,000	\$77,000	1.10%	933
92037 LA JOLLA	6	\$1,308,166	\$7,849,000	1	\$1,025,000	\$1,025,000	0.82%	62
92040 LAKE SIDE	3	\$419,633	\$1,258,900	3	\$96,633	\$289,900	0.82%	134
92054 OCEANSIDE	6	\$410,766	\$2,464,600	0	\$	\$	%	
92056 OCEANSIDE	2	\$1,100,000	\$2,200,000	0	\$	\$	%	
92057 OCEANSIDE	1	\$400,000	\$400,000	0	\$	\$	%	
92059 PALA	0	\$	\$	0	\$	\$	%	
92060 PALOMAR MTN	0	\$	\$	1	\$31,500	\$31,500	0.90%	341
92061 PAUMA VALLEY	3	\$388,333	\$1,165,000	0	\$	\$	%	
92064 POWAY	9	\$345,666	\$3,111,000	0	\$	\$	%	
92065 RAMONA	17	\$134,417	\$2,285,100	5	\$119,000	\$595,000	0.94%	215
92066 RANCHITA	0	\$	\$	0	\$	\$	%	
92067 RANCHO SANTA FE	5	\$1,486,000	\$7,430,000	1	\$995,000	\$995,000	1.00%	31
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	%	
92069 SAN MARCOS	5	\$195,300	\$976,500	2	\$128,250	\$256,500	0.86%	78
92070 SANTA YSABEL	0	\$	\$	0	\$	\$	%	
92071 SANTEE	0	\$	\$	0	\$	\$	%	
92075 SOLANA BEACH	1	\$490,000	\$490,000	0	\$	\$	%	
92078 SAN MARCOS	0	\$	\$	0	\$	\$	%	
92082 VALLEY CENTER	10	\$219,610	\$2,196,100	3	\$281,486	\$844,460	0.95%	72
92083 VISTA	0	\$	\$	0	\$	\$	%	
92084 VISTA	6	\$284,150	\$1,704,900	2	\$217,250	\$434,500	0.51%	184
92086 WARNER SPRINGS	0	\$	\$	0	\$	\$	%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	%	
92102 SAN DIEGO	0	\$	\$	1	\$109,000	\$109,000	1.00%	40
92103 MISSION HILLS	1	\$949,000	\$949,000	0	\$	\$	%	
92104 NORTH PARK	0	\$	\$	0	\$	\$	%	
92105 EAST SAN DIEGO	0	\$	\$	0	\$	\$	%	
92106 POINT LOMA	1	\$550,000	\$550,000	0	\$	\$	%	
92107 OCEAN BEACH	0	\$	\$	0	\$	\$	%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	%	
92109 PACIFIC BEACH	0	\$	\$	0	\$	\$	%	
92110 OLD TOWN SD	1	\$345,000	\$345,000	0	\$	\$	%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	%	
92113 LOGAN HEIGHTS	4	\$157,500	\$630,000	0	\$	\$	%	
92114 ENCANTO	5	\$89,999	\$449,995	1	\$70,000	\$70,000	0.93%	3

92115 COLLEGE GROVE	1	\$100,000	\$100,000	0	\$	\$	%	
92116 NORMAL HEIGHTS	1	\$239,000	\$239,000	0	\$	\$	%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	%	
92118 CORONADO	0	\$	\$	0	\$	\$	%	
92119 SAN CARLOS	0	\$	\$	0	\$	\$	%	
92120 DEL CERRO	0	\$	\$	0	\$	\$	%	
92121 SORRENTO	0	\$	\$	0	\$	\$	%	
92122 UNIVERSITY CITY	0	\$	\$	0	\$	\$	%	
92123 MISSION VALLEY	0	\$	\$	0	\$	\$	%	
92124 TIERRASANTA	0	\$	\$	0	\$	\$	%	
92126 MIRA MESA	0	\$	\$	0	\$	\$	%	
92127 RANCHO BERNARDO	3	\$699,000	\$2,097,000	1	\$200,000	\$200,000	0.89%	41
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	%	
92130 CARMEL VALLEY	0	\$	\$	0	\$	\$	%	
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	%	
92145 MIRAMAR	1	\$625,000	\$625,000	0	\$	\$	%	
92154 OTAY MESA	0	\$	\$	0	\$	\$	%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	%	
<b>TOTALS</b>	<b>206</b>		<b>\$69,419,541</b>	<b>55</b>		<b>\$12,147,660</b>		