

**MONTH ENDING NOVEMBER 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
			Listing Value	Sold Listings				
91901 ALPINE	2	\$401,750	\$803,500	5	\$300,000	\$300,000	92.31%	334
91902 BONITA	0	\$	\$	1	\$	\$	0.00%	
91905 BOULEVARD	3	\$143,500	\$430,500	3	\$137,500	\$137,500	78.57%	113
91906 CAMPO	0	\$	\$	2	\$85,000	\$85,000	94.55%	32
91910 CHULA VISTA	1	\$750,000	\$750,000	0	\$	\$	0.00%	
91911 CHULA VISTA	1	\$	\$	1	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91914 CHULA VISTA	1	\$499,000	\$499,000	1	\$	\$	0.00%	
91915 CHULA VISTA	1	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	0	\$	\$	0	\$	\$	0.00%	
91917 DULZURA	2	\$287,250	\$574,500	2	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	1	\$1,590,000	\$1,590,000	96.36%	44
91934 JACUMBA	2	\$22,500	\$45,000	2	\$45,000	\$45,000	90.00%	64
91935 JAMUL	5	\$218,135	\$1,090,676	2	\$283,666	\$851,000	95.94%	185
91941 LA MESA	1	\$259,000	\$259,000	1	\$	\$	0.00%	
91942 LA MESA	1	\$699,000	\$699,000	0	\$	\$	0.00%	
91945 LEMON GROVE	4	\$165,500	\$662,000	0	\$139,500	\$139,500	100.36%	22
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$599,000	\$599,000	1	\$299,900	\$299,900	100.00%	134
91962 PINE VALLEY	0	\$	\$	0	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	1	\$	\$	0.00%	
91977 SPRING VALLEY	2	\$687,500	\$1,375,000	2	\$	\$	0.00%	
91978 SPRING VALLEY	1	\$65,000	\$65,000	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAL	0	\$	\$	0	\$	\$	0.00%	
92004 BORREGO SPRINGS	0	\$	\$	1	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$475,000	\$475,000	95.96%	262
92008 CARLSBAD	3	\$644,633	\$1,933,900	1	\$	\$	0.00%	
92009 CARLSBAD	3	\$550,000	\$1,650,000	2	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	0	\$565,000	\$565,000	107.62%	6
92019 EL CAJON	3	\$931,958	\$2,795,876	0	\$129,900	\$129,900	100.70%	98
92020 EL CAJON	1	\$415,000	\$415,000	0	\$	\$	0.00%	
92021 EL CAJON	5	\$595,800	\$2,979,000	2	\$200,000	\$200,000	95.24%	8
92024 ENCINITAS	5	\$605,800	\$3,029,000	3	\$445,000	\$890,000	97.17%	186
92025 ESCONDIDO	0	\$	\$	2	\$	\$	0.00%	
92026 ESCONDIDO	10	\$519,700	\$5,197,000	4	\$276,000	\$1,380,000	91.57%	166
92027 ESCONDIDO	1	\$1,195,000	\$1,195,000	1	\$105,000	\$105,000	95.45%	65
92028 FALLBROOK	15	\$354,751	\$5,321,276	8	\$259,264	\$4,407,500	95.19%	267
92029 ESCONDIDO	1	\$425,000	\$425,000	0	\$280,000	\$560,000	82.47%	38
92036 JULIAN	4	\$47,750	\$191,000	3	\$66,000	\$264,000	90.75%	62
92037 LA JOLLA	2	\$1,187,500	\$2,375,000	2	\$	\$	0.00%	
92040 LAKESIDE	2	\$547,500	\$1,095,000	1	\$187,500	\$375,000	88.24%	11
92054 OCEANSIDE	1	\$260,000	\$260,000	10	\$425,000	\$425,000	185.59%	266
92056 OCEANSIDE	0	\$	\$	0	\$1,250,000	\$1,250,000	78.13%	363
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	2	\$32,400	\$64,800	1	\$150,000	\$150,000	100.00%	10
92061 PAUMA VALLEY	1	\$395,000	\$395,000	3	\$	\$	0.00%	
92064 POWAY	3	\$829,966	\$2,489,900	1	\$510,000	\$1,020,000	92.73%	136
92065 RAMONA	7	\$649,839	\$4,548,876	1	\$278,333	\$835,000	95.98%	175
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	

92067 RANCHO SANTA FE	4	\$1,666,250	\$6,665,000	7	\$1,353,250	\$5,413,000	112.91%	154
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	6	\$636,966	\$3,821,800	0	\$857,500	\$1,715,000	112.46%	69
92070 SANTA YSABEL	3	\$204,000	\$612,000	0	\$	\$	0.00%	
92071 SANTEE	0	\$	\$	2	\$116,000	\$116,000	95.08%	6
92075 SOLANA BEACH	2	\$1,087,000	\$2,174,000	0	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	1	\$	\$	0.00%	
92081 VISTA	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	8	\$582,850	\$4,662,800	6	\$329,500	\$1,977,000	81.56%	266
92083 VISTA	3	\$933,666	\$2,801,000	1	\$	\$	0.00%	
92084 VISTA	12	\$390,314	\$4,683,777	5	\$380,000	\$380,000	95.02%	90
92086 WARNER SPRINGS	1	\$187,000	\$187,000	0	\$68,333	\$205,000	93.18%	272
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	1	\$475,000	\$475,000	1	\$390,000	\$390,000	92.86%	26
92103 MISSION HILLS	2	\$557,500	\$1,115,000	1	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	3	\$101,958	\$305,876	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	1	\$1,425,000	\$1,425,000	1	\$350,000	\$350,000	100.00%	68
92111 LINDA VISTA	2	\$575,000	\$1,150,000	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92114 ENCANTO	0	\$	\$	1	\$65,000	\$65,000	92.99%	83
92115 COLLEGE GROVE	0	\$	\$	0	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118 CORONADO	1	\$3,600,000	\$3,600,000	1	\$	\$	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	5	\$984,000	\$4,920,000	1	\$905,000	\$1,810,000	94.27%	47
92128 RANCHO BERNARDO	1	\$235,000	\$235,000	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	1	\$1,749,000	\$1,749,000	1	\$710,000	\$710,000	89.99%	23
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	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	0.00%	
<b>TOTALS</b>	<b>153</b>		<b>84,795,057</b>	<b>101</b>		<b>29,610,300</b>		