

MONTH ENDING DECEMBER 31, 2003
LOTS AND LAND

Zip Code	New Listings	Average List Price	Total New		Average Sold Price	Total Sold Value	% Sale	Average
			Listing Value	Sold Listings			Price to List	Days on Market
91901 ALPINE	5	\$621,000	\$3,105,000	2	\$325,000	\$975,000	100.00%	73
91902 BONITA	0	\$	\$	0	\$275,000	\$275,000	81.36%	268
91905 BOULEVARD	1	\$200,000	\$200,000	1	\$106,500	\$319,500	92.74%	100
91906 CAMPO	4	\$119,250	\$477,000	3	\$75,000	\$75,000	75.00%	93
91910 CHULA VISTA	0	\$	\$	2	\$850,000	\$850,000	94.44%	64
91911 CHULA VISTA	3	\$584,666	\$1,754,000	2	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91914 CHULA VISTA	1	\$559,000	\$559,000	1	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	2	\$97,500	\$195,000	3	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	1	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	1	\$102,500	\$205,000	100.00%	617
91934 JACUMBA	1	\$60,000	\$60,000	1	\$	\$	0.00%	
91935 JAMUL	5	\$116,980	\$584,900	2	\$172,333	\$517,000	78.35%	26
91941 LA MESA	1	\$195,000	\$195,000	5	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	2	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	0	\$	\$	1	\$160,000	\$160,000	80.04%	79
91962 PINE VALLEY	1	\$525,000	\$525,000	0	\$39,500	\$39,500	65.83%	202
91963 POTRERO	1	\$5,000	\$5,000	0	\$55,000	\$55,000	85.27%	110
91977 SPRING VALLEY	3	\$247,666	\$743,000	1	\$	\$	0.00%	
91978 SPRING VALLEY	0	\$	\$	1	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	3	\$576,333	\$1,729,000	1	\$308,750	\$1,235,000	94.42%	103
92004 BORREGO SPRINGS	7	\$123,428	\$864,000	0	\$18,500	\$18,500	102.78%	107
92007 CARDIFF BY THE SEA	0	\$	\$	1	\$	\$	0.00%	
92008 CARLSBAD	0	\$	\$	0	\$600,000	\$600,000	92.45%	69
92009 CARLSBAD	3	\$1,059,958	\$3,179,876	2	\$477,500	\$955,000	97.95%	47
92014 DEL MAR	0	\$	\$	0	\$622,340	\$622,340	95.89%	153
92019 EL CAJON	1	\$125,000	\$125,000	2	\$350,000	\$350,000	93.36%	109
92020 EL CAJON	1	\$325,000	\$325,000	1	\$	\$	0.00%	
92021 EL CAJON	1	\$549,900	\$549,900	0	\$268,500	\$1,074,000	78.00%	96
92024 ENCINITAS	0	\$	\$	2	\$	\$	0.00%	
92025 ESCONDIDO	1	\$875,000	\$875,000	0	\$1,050,000	\$1,050,000	70.23%	99
92026 ESCONDIDO	4	\$428,750	\$1,715,000	7	\$245,000	\$735,000	98.66%	93
92027 ESCONDIDO	1	\$350,000	\$350,000	1	\$	\$	0.00%	
92028 FALLBROOK	20	\$259,292	\$5,185,850	13	\$241,250	\$1,930,000	93.10%	91
92029 ESCONDIDO	0	\$	\$	2	\$	\$	0.00%	
92036 JULIAN	7	\$127,414	\$891,900	8	\$105,000	\$105,000	87.50%	104
92037 LA JOLLA	2	\$1,046,500	\$2,093,000	1	\$843,000	\$843,000	96.90%	119
92040 LAKESIDE	4	\$325,000	\$1,300,000	2	\$219,500	\$439,000	98.43%	129
92054 OCEANSIDE	1	\$850,000	\$850,000	1	\$	\$	0.00%	
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	2	\$239,000	\$478,000	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$5,000	\$5,000	0	\$79,000	\$79,000	100.00%	1
92061 PAUMA VALLEY	0	\$	\$	0	\$	\$	0.00%	

92064	POWAY	2	\$192,500	\$385,000	3	\$390,000	\$780,000	96.79%	174
92065	RAMONA	9	\$367,541	\$3,307,876	6	\$238,500	\$1,192,500	89.19%	75
92066	RANCHITA	1	\$119,500	\$119,500	0	\$	\$	0.00%	
92067	RANCHO SANTA FE	7	\$1,305,000	\$9,135,000	7	\$1,007,500	\$10,075,000	99.11%	195
92068	SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069	SAN MARCOS	3	\$469,333	\$1,408,000	3	\$	\$	0.00%	
92070	SANTA YSABEL	3	\$344,300	\$1,032,900	0	\$195,000	\$195,000	78.00%	250
92071	SANTEE	1	\$325,000	\$325,000	0	\$	\$	0.00%	
92075	SOLANA BEACH	2	\$347,500	\$695,000	0	\$	\$	0.00%	
92078	SAN MARCOS	1	\$99,000	\$99,000	1	\$	\$	0.00%	
92081	VISTA	0	\$	\$	0	\$	\$	0.00%	
92082	VALLEY CENTER	14	\$363,142	\$5,084,000	7	\$325,416	\$1,952,500	92.43%	132
92083	VISTA	2	\$277,000	\$554,000	1	\$383,750	\$767,500	98.52%	45
92084	VISTA	7	\$443,671	\$3,105,700	2	\$238,000	\$238,000	100.00%	
92086	WARNER SPRINGS	0	\$	\$	3	\$207,500	\$415,000	89.25%	93
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	\$529,000	\$529,000	111.37%	6
92103	MISSION HILLS	1	\$379,000	\$379,000	2	\$515,000	\$515,000	97.01%	113
92104	NORTH PARK	0	\$	\$	0	\$	\$	0.00%	
92105	EAST SAN DIEGO	1	\$79,000	\$79,000	0	\$140,000	\$140,000	141.41%	1
92106	POINT LOMA	0	\$	\$	1	\$	\$	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	\$	\$	0	\$480,000	\$480,000	91.43%	82
92111	LINDA VISTA	1	\$1,650,000	\$1,650,000	0	\$	\$	0.00%	
92113	LOGAN HEIGHTS	1	\$85,000	\$85,000	0	\$	\$	0.00%	
92114	ENCANTO	2	\$74,500	\$149,000	0	\$	\$	0.00%	
92115	COLLEGE GROVE	0	\$	\$	0	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117	CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118	CORONADO	0	\$	\$	0	\$1,500,000	\$1,500,000	86.96%	407
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	0	\$	\$	0	\$525,000	\$525,000	90.67%	163
92128	RANCHO BERNARDO	0	\$	\$	1	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130	CARMEL VALLEY	5	\$1,222,800	\$6,114,000	4	\$1,324,750	\$5,299,000	96.36%	63
92131	SCRIPPS MIRAMAR	4	\$559,750	\$2,239,000	2	\$	\$	0.00%	
92139	PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	1	\$410,000	\$410,000	73.21%	331
92154	OTAY MESA	1	\$900,000	\$900,000	0	\$230,000	\$230,000	95.83%	217
92155	SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161	SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173	SAN YSIDRO	0	\$	\$	0	\$	\$	0.00%	
TOTALS		155	65,765,402	117	38,750,340				