

MONTH ENDING DECEMBER 31, 2003 MOBILE AND MANUFACTURED HOMES

| Zip Code | New Listings | Average | Total New | Sold Listings | Average | Total Sold Value | % Sale | Average Days on Market |
|--------------------------|--------------|------------|---------------|---------------|------------|------------------|---------------------|------------------------|
| | | List Price | Listing Value | | Sold Price | | Price to List Price | |
| 91901 ALPINE | 1 | \$31,900 | \$31,900 | 0 | \$ | \$ | 0.00% | |
| 91902 BONITA | 1 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91905 BOULEVARD | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91906 CAMPO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91910 CHULA VISTA | 0 | \$ | \$ | 0 | \$15,000 | \$15,000 | 100.00% | 107 |
| 91911 CHULA VISTA | 2 | \$116,500 | \$233,000 | 0 | \$ | \$ | 0.00% | |
| 91913 CHULA VISTA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91914 CHULA VISTA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91915 CHULA VISTA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91916 DESCANSO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91917 DULZURA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91931 GUATAY | 0 | \$ | \$ | 1 | \$24,500 | \$24,500 | 98.00% | 156 |
| 91932 IMPERIAL BEACH | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91934 JACUMBA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91935 JAMUL | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91941 LA MESA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91942 LA MESA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91945 LEMON GROVE | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91948 MOUNT LAGUNA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91950 NATIONAL CITY | 2 | \$49,450 | \$98,900 | 0 | \$ | \$ | 0.00% | |
| 91962 PINE VALLEY | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91963 POTRERO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 91977 SPRING VALLEY | 1 | \$128,000 | \$128,000 | 1 | \$147,500 | \$295,000 | 97.07% | 20 |
| 91978 SPRING VALLEY | 0 | \$ | \$ | 2 | \$59,900 | \$59,900 | 99.92% | 473 |
| 91980 TECATE | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92003 BONSALE | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92004 BORREGO SPRINGS | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92007 CARDIFF BY THE SEA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92008 CARLSBAD | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92009 CARLSBAD | 2 | \$142,000 | \$284,000 | 0 | \$143,980 | \$719,900 | 98.36% | 67 |
| 92014 DEL MAR | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92019 EL CAJON | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92020 EL CAJON | 1 | \$50,000 | \$50,000 | 0 | \$72,000 | \$72,000 | 100.00% | 3 |
| 92021 EL CAJON | 5 | \$49,459 | \$247,299 | 3 | \$74,666 | \$224,000 | 93.72% | 54 |
| 92024 ENCINITAS | 0 | \$ | \$ | 2 | \$185,000 | \$185,000 | 82.22% | 50 |
| 92025 ESCONDIDO | 1 | \$31,000 | \$31,000 | 0 | \$ | \$ | 0.00% | |
| 92026 ESCONDIDO | 14 | \$92,600 | \$1,296,400 | 7 | \$163,666 | \$982,000 | 96.32% | 120 |
| 92027 ESCONDIDO | 4 | \$66,600 | \$266,400 | 6 | \$69,833 | \$209,500 | 95.49% | 27 |
| 92028 FALLBROOK | 6 | \$121,550 | \$729,300 | 3 | \$69,250 | \$277,000 | 97.30% | 120 |
| 92029 ESCONDIDO | 2 | \$160,450 | \$320,900 | 2 | \$119,680 | \$598,400 | 97.57% | 104 |
| 92036 JULIAN | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92037 LA JOLLA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92040 LAKESIDE | 2 | \$190,000 | \$380,000 | 1 | \$150,000 | \$150,000 | 93.75% | 9 |
| 92054 OCEANSIDE | 4 | \$91,475 | \$365,900 | 0 | \$80,300 | \$401,500 | 97.22% | 79 |
| 92056 OCEANSIDE | 3 | \$51,783 | \$155,350 | 2 | \$87,000 | \$261,000 | 97.94% | 80 |
| 92057 OCEANSIDE | 1 | \$75,500 | \$75,500 | 2 | \$63,900 | \$63,900 | 95.52% | 41 |
| 92059 PALA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92060 PALOMAR MTN | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92061 PAUMA VALLEY | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |

| | | | | | | | | |
|--------------------------|------------|-----------|-------------------|-----------|-----------|------------------|---------|-----|
| 92064 POWAY | 1 | \$58,000 | \$58,000 | 1 | \$ | \$ | 0.00% | |
| 92065 RAMONA | 2 | \$119,900 | \$239,800 | 2 | \$40,000 | \$40,000 | 95.24% | 110 |
| 92066 RANCHITA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92067 RANCHO SANTA FE | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92068 SAN LUIS REY | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92069 SAN MARCOS | 21 | \$123,885 | \$2,601,599 | 14 | \$113,586 | \$1,703,800 | 96.15% | 52 |
| 92070 SANTA YSABEL | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92071 SANTEE | 5 | \$187,380 | \$936,900 | 4 | \$36,500 | \$73,000 | 92.41% | 63 |
| 92075 SOLANA BEACH | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92078 SAN MARCOS | 5 | \$92,760 | \$463,800 | 2 | \$104,333 | \$313,000 | 95.46% | 100 |
| 92081 VISTA | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92082 VALLEY CENTER | 2 | \$94,500 | \$189,000 | 1 | \$84,333 | \$253,000 | 95.54% | 219 |
| 92083 VISTA | 9 | \$83,877 | \$754,900 | 2 | \$52,000 | \$104,000 | 95.94% | 50 |
| 92084 VISTA | 3 | \$123,000 | \$369,000 | 1 | \$ | \$ | 0.00% | |
| 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 | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92103 MISSION HILLS | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92104 NORTH PARK | 0 | \$ | \$ | 0 | \$ | \$ | 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 | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92111 LINDA VISTA | 0 | \$ | \$ | 0 | \$125,000 | \$125,000 | 83.33% | 69 |
| 92113 LOGAN HEIGHTS | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92114 ENCANTO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92115 COLLEGE GROVE | 1 | \$47,000 | \$47,000 | 0 | \$ | \$ | 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 | \$ | \$ | 1 | \$ | \$ | 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 | 1 | \$58,900 | \$58,900 | 1 | \$104,466 | \$313,400 | 98.74% | 30 |
| 92127 RANCHO BERNARDO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92128 RANCHO BERNARDO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92129 RANCHO PENASQUITOS | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92130 CARMEL VALLEY | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92131 SCRIPPS MIRAMAR | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92139 PARADISE HILLS | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92145 MIRAMAR | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92154 OTAY MESA | 1 | \$32,000 | \$32,000 | 1 | \$69,900 | \$69,900 | 100.00% | 119 |
| 92155 SAN DIEGO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92161 SAN DIEGO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| 92173 SAN YSIDRO | 0 | \$ | \$ | 0 | \$ | \$ | 0.00% | |
| TOTALS | 103 | | 10,444,748 | 62 | | 7,533,700 | | |