

**MONTH ENDING APRIL 30, 2003**  
**LOTS AND LAND**

Zip Code	New Listings	Average List Price	Total New Listing Value	Sold Listings	Average Sold Price	Total Sold Value	% Sale	Average
							Price to List	Days on Market
91901 ALPINE	27	\$249,740	\$6,743,000	9	\$234,222	\$2,108,000	94.79%	101
91902 BONITA	1	\$309,900	\$309,900	1	\$375,000	\$375,000	96.53%	0
91905 BOULEVARD	5	\$133,860	\$669,300	1	\$75,000	\$75,000	88.24%	182
91906 CAMPO	4	\$202,750	\$811,000	4	\$159,250	\$637,000	96.66%	29
91910 CHULA VISTA	3	\$404,966	\$1,214,900	0	\$	\$	0.00%	
91911 CHULA VISTA	1	\$17,500,000	\$17,500,000	2	\$75,000	\$150,000	100.00%	12
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	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	3	\$550,000	\$1,650,000	0	\$	\$	0.00%	
91934 JACUMBA	0	\$	\$	0	\$	\$	0.00%	
91935 JAMUL	10	\$228,990	\$2,289,900	2	\$245,000	\$490,000	98.00%	160
91941 LA MESA	5	\$227,400	\$1,137,000	1	\$330,000	\$330,000	88.03%	70
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	1	\$545,000	\$545,000	1	\$572,000	\$572,000	107.77%	120
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	2	\$155,000	\$310,000	1	\$15,101	\$15,101	120.81%	327
91962 PINE VALLEY	3	\$154,666	\$464,000	2	\$78,750	\$157,500	78.79%	68
91963 POTRERO	2	\$394,000	\$788,000	1	\$54,000	\$54,000	91.53%	156
91977 SPRING VALLEY	1	\$105,000	\$105,000	4	\$76,750	\$307,000	97.15%	165
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	10	\$587,289	\$5,872,899	2	\$307,500	\$615,000	77.85%	35
92004 BORREGO SPRINGS	5	\$45,900	\$229,500	1	\$45,000	\$45,000	100.00%	90
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	4	\$662,500	\$2,650,000	0	\$	\$	0.00%	
92009 CARLSBAD	0	\$	\$	0	\$	\$	0.00%	
92014 DEL MAR	3	\$784,333	\$2,353,000	0	\$	\$	0.00%	
92019 EL CAJON	3	\$292,958	\$878,876	0	\$	\$	0.00%	
92020 EL CAJON	1	\$279,000	\$279,000	1	\$80,000	\$80,000	72.73%	3
92021 EL CAJON	3	\$173,983	\$521,950	1	\$55,000	\$55,000	91.67%	35
92024 ENCINITAS	10	\$1,318,900	\$13,189,000	0	\$	\$	0.00%	
92025 ESCONDIDO	6	\$346,416	\$2,078,500	0	\$	\$	0.00%	
92026 ESCONDIDO	3	\$221,500	\$664,500	3	\$160,000	\$480,000	94.12%	114
92027 ESCONDIDO	8	\$563,125	\$4,505,000	1	\$259,000	\$259,000	96.28%	64
92028 FALLBROOK	18	\$239,362	\$4,308,522	4	\$123,500	\$494,000	88.93%	133
92029 ESCONDIDO	1	\$149,900	\$149,900	1	\$60,000	\$60,000	48.00%	189
92036 JULIAN	7	\$245,685	\$1,719,800	1	\$135,000	\$135,000	103.85%	322
92037 LA JOLLA	7	\$1,343,553	\$9,404,876	0	\$	\$	0.00%	
92040 LAKESIDE	2	\$287,500	\$575,000	3	\$251,333	\$754,000	98.69%	28
92054 OCEANSIDE	10	\$755,487	\$7,554,876	2	\$445,000	\$890,000	93.19%	108
92056 OCEANSIDE	2	\$975,000	\$1,950,000	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	1	\$425,000	\$425,000	73.91%	332
92061 PAUMA VALLEY	3	\$891,333	\$2,674,000	1	\$185,000	\$185,000	91.13%	67
92064 POWAY	6	\$497,483	\$2,984,900	1	\$550,000	\$550,000	96.49%	22
92065 RAMONA	17	\$280,423	\$4,767,200	5	\$220,340	\$1,101,700	92.81%	104
92066 RANCHITA	1	\$160,000	\$160,000	0	\$	\$	0.00%	
92067 RANCHO SANTA FE	7	\$958,571	\$6,710,000	2	\$155,000	\$310,001	7.43%	60
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	3	\$119,916	\$359,750	1	\$230,000	\$230,000	92.04%	68
92070 SANTA YSABEL	1	\$129,000	\$129,000	1	\$29,000	\$29,000	100.00%	121

92071 SANTEE	0	\$	\$	0	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	0	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	16	\$223,118	\$3,569,900	5	\$204,800	\$1,024,000	86.49%	99
92083 VISTA	2	\$160,000	\$320,000	0	\$	\$	0.00%	
92084 VISTA	6	\$453,271	\$2,719,627	1	\$600,000	\$600,000	92.31%	137
92086 WARNER SPRINGS	2	\$29,500	\$59,000	1	\$60,000	\$60,000	100.00%	131
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	0.00%	
92102 SAN DIEGO	5	\$366,960	\$1,834,800	0	\$	\$	0.00%	
92103 MISSION HILLS	0	\$	\$	0	\$	\$	0.00%	
92104 NORTH PARK	0	\$	\$	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	3	\$556,633	\$1,669,900	1	\$87,000	\$87,000	91.58%	34
92106 POINT LOMA	1	\$550,000	\$550,000	0	\$	\$	0.00%	
92107 OCEAN BEACH	1	\$429,900	\$429,900	0	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	0	\$	\$	1	\$370,000	\$370,000	85.06%	4
92110 OLD TOWN SD	1	\$850,000	\$850,000	0	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92114 ENCANTO	1	\$259,900	\$259,900	2	\$192,500	\$385,000	91.67%	105
92115 COLLEGE GROVE	0	\$	\$	0	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118 CORONADO	2	\$1,217,500	\$2,435,000	2	\$993,750	\$1,987,500	92.66%	51
92119 SAN CARLOS	0	\$	\$	0	\$	\$	0.00%	
92120 DEL CERRO	1	\$790,000	\$790,000	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	\$758,100	\$3,790,500	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	1	\$260,000	\$260,000	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	9	\$858,222	\$7,723,999	1	\$800,000	\$800,000	89.99%	252
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	1	\$80,000	\$80,000	80.00%	23
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	2	\$1,324,500	\$2,649,000	0	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	1	\$300,000	\$300,000	0	\$	\$	0.00%	
<b>TOTALS</b>	<b>268</b>		<b>141,418,575</b>	<b>76</b>		<b>17,361,802</b>		