

**MONTH ENDING DECEMBER 31, 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             | 7            | \$233,264          | \$1,632,850             | 2             | \$181,250          | \$362,500        | 0.98%                      | 561                    |
| 91902 BONITA             | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91905 BOULEVARD          | 1            | \$235,000          | \$235,000               | 0             | \$                 | \$               | %                          |                        |
| 91906 CAMPO              | 1            | \$162,000          | \$162,000               | 2             | \$169,000          | \$338,000        | 0.98%                      | 161                    |
| 91910 CHULA VISTA        | 0            | \$                 | \$                      | 1             | \$59,000           | \$59,000         | 1.00%                      | 325                    |
| 91911 CHULA VISTA        | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91913 CHULA VISTA        | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91914 CHULA VISTA        | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91915 CHULA VISTA        | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91916 DESCANSO           | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91917 DULZURA            | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91931 GUATAY             | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91932 IMPERIAL BEACH     | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91934 JACUMBA            | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91935 JAMUL              | 7            | \$99,842           | \$698,900               | 2             | \$71,500           | \$143,000        | 0.97%                      | 93                     |
| 91941 LA MESA            | 2            | \$377,000          | \$754,000               | 0             | \$                 | \$               | %                          |                        |
| 91942 LA MESA            | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91945 LEMON GROVE        | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91948 MOUNT LAGUNA       | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91950 NATIONAL CITY      | 1            | \$135,000          | \$135,000               | 1             | \$66,500           | \$66,500         | 0.89%                      | 630                    |
| 91962 PINE VALLEY        | 1            | \$75,000           | \$75,000                | 0             | \$                 | \$               | %                          |                        |
| 91963 POTRERO            | 0            | \$                 | \$                      | 2             | \$57,500           | \$115,000        | 0.88%                      | 60                     |
| 91977 SPRING VALLEY      | 2            | \$91,000           | \$182,000               | 1             | \$20,000           | \$20,000         | 0.58%                      | 68                     |
| 91978 SPRING VALLEY      | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 91980 TECATE             | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92003 BONSAI             | 3            | \$194,333          | \$583,000               | 2             | \$270,000          | \$540,000        | 0.98%                      | 29                     |
| 92004 BORREGO SPRINGS    | 6            | \$76,650           | \$459,900               | 0             | \$                 | \$               | %                          |                        |
| 92007 CARDIFF BY THE SEA | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92008 CARLSBAD           | 0            | \$                 | \$                      | 1             | \$201,000          | \$201,000        | 1.09%                      | 87                     |
| 92009 CARLSBAD           | 0            | \$                 | \$                      | 1             | \$450,000          | \$450,000        | 0.90%                      | 43                     |
| 92014 DEL MAR            | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92019 EL CAJON           | 2            | \$219,000          | \$438,000               | 0             | \$                 | \$               | %                          |                        |
| 92020 EL CAJON           | 1            | \$299,000          | \$299,000               | 0             | \$                 | \$               | %                          |                        |
| 92021 EL CAJON           | 1            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92024 ENCINITAS          | 0            | \$                 | \$                      | 1             | \$390,000          | \$390,000        | 0.98%                      | 124                    |
| 92025 ESCONDIDO          | 2            | \$817,500          | \$1,635,000             | 0             | \$                 | \$               | %                          |                        |
| 92026 ESCONDIDO          | 12           | \$82,566           | \$990,800               | 2             | \$122,500          | \$245,000        | 0.96%                      | 201                    |
| 92027 ESCONDIDO          | 5            | \$120,200          | \$601,000               | 1             | \$120,000          | \$120,000        | 0.89%                      | 69                     |
| 92028 FALLBROOK          | 11           | \$178,545          | \$1,964,000             | 10            | \$139,300          | \$1,393,000      | 0.91%                      | 184                    |
| 92029 ESCONDIDO          | 1            | \$155,000          | \$155,000               | 1             | \$441,500          | \$441,500        | 0.96%                      | 160                    |
| 92036 JULIAN             | 17           | \$22,529           | \$383,000               | 0             | \$                 | \$               | %                          |                        |
| 92037 LA JOLLA           | 1            | \$                 | \$                      | 4             | \$820,025          | \$3,280,100      | 0.81%                      | 148                    |
| 92040 LAKESIDE           | 2            | \$230,000          | \$460,000               | 3             | \$492,966          | \$1,478,900      | 0.91%                      | 153                    |
| 92054 OCEANSIDE          | 5            | \$305,400          | \$1,527,000             | 1             | \$550,000          | \$550,000        | 0.92%                      | 468                    |
| 92056 OCEANSIDE          | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92057 OCEANSIDE          | 1            | \$695,000          | \$695,000               | 0             | \$                 | \$               | %                          |                        |
| 92059 PALA               | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92060 PALOMAR MTN        | 0            | \$                 | \$                      | 1             | \$141,000          | \$141,000        | 0.94%                      | 79                     |
| 92061 PAUMA VALLEY       | 1            | \$169,000          | \$169,000               | 2             | \$76,500           | \$153,000        | 0.96%                      | 78                     |
| 92064 POWAY              | 12           | \$598,583          | \$7,183,000             | 0             | \$                 | \$               | %                          |                        |
| 92065 RAMONA             | 7            | \$152,142          | \$1,065,000             | 13            | \$106,500          | \$1,384,500      | 0.94%                      | 208                    |
| 92066 RANCHITA           | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92067 RANCHO SANTA FE    | 4            | \$2,056,250        | \$8,225,000             | 0             | \$                 | \$               | %                          |                        |
| 92068 SAN LUIS REY       | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92069 SAN MARCOS         | 6            | \$268,166          | \$1,609,000             | 1             | \$70,000           | \$70,000         | 0.88%                      | 118                    |
| 92070 SANTA YSABEL       | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92071 SANTEE             | 1            | \$754,000          | \$754,000               | 0             | \$                 | \$               | %                          |                        |
| 92075 SOLANA BEACH       | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92078 SAN MARCOS         | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |
| 92082 VALLEY CENTER      | 15           | \$164,393          | \$2,465,900             | 0             | \$                 | \$               | %                          |                        |
| 92083 VISTA              | 1            | \$199,000          | \$199,000               | 1             | \$475,000          | \$475,000        | 0.86%                      | 112                    |
| 92084 VISTA              | 10           | \$229,479          | \$2,294,798             | 2             | \$209,975          | \$419,950        | 0.87%                      | 86                     |
| 92086 WARNER SPRINGS     | 2            | \$82,500           | \$165,000               | 0             | \$                 | \$               | %                          |                        |
| 92093 LA JOLLA           | 0            | \$                 | \$                      | 0             | \$                 | \$               | %                          |                        |

|                          |     |           |              |    |           |              |       |     |
|--------------------------|-----|-----------|--------------|----|-----------|--------------|-------|-----|
| 92101 SAN DIEGO DOWNTOWN | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92102 SAN DIEGO          | 0   | \$        | \$           | 1  | \$25,000  | \$25,000     | 0.83% | 103 |
| 92103 MISSION HILLS      | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92104 NORTH PARK         | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92105 EAST SAN DIEGO     | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92106 POINT LOMA         | 2   | \$435,000 | \$870,000    | 0  | \$        | \$           | %     |     |
| 92107 OCEAN BEACH        | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92108 MISSION VALLEY     | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92109 PACIFIC BEACH      | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92110 OLD TOWN SD        | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92111 LINDA VISTA        | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92113 LOGAN HEIGHTS      | 1   | \$33,500  | \$33,500     | 1  | \$112,000 | \$112,000    | 0.93% | 27  |
| 92114 ENCANTO            | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92115 COLLEGE GROVE      | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92116 NORMAL HEIGHTS     | 0   | \$        | \$           | 1  | \$69,900  | \$69,900     | 1.00% | 127 |
| 92117 CLAIREMONT MESA    | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92118 CORONADO           | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92119 SAN CARLOS         | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92120 DEL CERRO          | 2   | \$175,000 | \$350,000    | 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    | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92128 RANCHO BERNARDO    | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92129 RANCHO PENASQUITOS | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92130 CARMEL VALLEY      | 6   | \$748,333 | \$4,490,000  | 1  | \$700,000 | \$700,000    | 0.91% | 94  |
| 92131 SCRIPPS MIRAMAR    | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92139 PARADISE HILLS     | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92145 MIRAMAR            | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92154 OTAY MESA          | 1   | \$150,000 | \$150,000    | 0  | \$        | \$           | %     |     |
| 92155 SAN DIEGO          | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92161 SAN DIEGO          | 0   | \$        | \$           | 0  | \$        | \$           | %     |     |
| 92173 SAN YSIDRO         | 1   | \$19,000  | \$19,000     | 0  | \$        | \$           | %     |     |
|                          | 164 |           | \$44,107,648 | 62 |           | \$13,743,850 |       |     |