

**MONTH ENDING JULY 31, 2002
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	Average Days on Market
91901 ALPINE	3	\$221,330	\$663,990	2	\$162,500	\$325,000	89.04%	124
91902 BONITA	0	\$	\$	1	\$220,000	\$220,000	91.70%	18
91905 BOULEVARD	3	\$129,333	\$388,000	0	\$	\$	0.00%	
91906 CAMPO	1	\$39,500	\$39,500	0	\$	\$	0.00%	
91910 CHULA VISTA	1	\$	\$	1	\$139,900	\$139,900	100.00%	81
91911 CHULA VISTA	1	\$	\$	0	\$	\$	0.00%	
91913 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91914 CHULA VISTA	1	\$299,900	\$299,900	0	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	4	\$294,913	\$1,179,654	1	\$154,000	\$154,000	96.31%	15
91917 DULZURA	2	\$163,750	\$327,500	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	0	\$	\$	0.00%	
91934 JACUMBA	4	\$56,250	\$225,000	0	\$	\$	0.00%	
91935 JAMUL	4	\$299,975	\$1,199,900	2	\$126,250	\$252,500	82.79%	88
91941 LA MESA	2	\$299,000	\$598,000	0	\$	\$	0.00%	
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	0	\$	\$	0.00%	
91948 MOUNT LAGUNA	1	\$24,000	\$24,000	1	\$18,000	\$18,000	75.00%	62
91950 NATIONAL CITY	2	\$187,000	\$374,000	1	\$102,000	\$102,000	102.00%	
91962 PINE VALLEY	1	\$285,000	\$285,000	1	\$210,000	\$210,000	91.70%	334
91963 POTRERO	0	\$	\$	1	\$53,000	\$53,000	81.54%	146
91977 SPRING VALLEY	6	\$182,333	\$1,094,000	1	\$87,000	\$87,000	96.77%	91
91978 SPRING VALLEY	0	\$	\$	1	\$150,000	\$150,000	78.95%	160
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	1	\$169,900	\$169,900	0	\$	\$	0.00%	
92004 BORREGO SPRINGS	1	\$239,900	\$239,900	0	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	1	\$899,000	\$899,000	0	\$	\$	0.00%	
92008 CARLSBAD	5	\$573,400	\$2,867,000	1	\$1,200,000	\$1,200,000	80.00%	40
92009 CARLSBAD	3	\$409,966	\$1,229,900	2	\$637,500	\$1,275,000	83.94%	108
92014 DEL MAR	3	\$983,333	\$2,950,000	1	\$370,000	\$370,000	92.50%	363
92019 EL CAJON	0	\$	\$	1	\$244,000	\$244,000	90.71%	164
92020 EL CAJON	3	\$122,966	\$368,900	0	\$	\$	0.00%	
92021 EL CAJON	1	\$99,000	\$99,000	1	\$375,000	\$375,000	84.46%	138
92024 ENCINITAS	3	\$783,333	\$2,350,000	5	\$507,810	\$2,539,050	100.88%	275
92025 ESCONDIDO	2	\$322,250	\$644,500	1	\$230,000	\$230,000	92.37%	7
92026 ESCONDIDO	7	\$277,285	\$1,941,000	2	\$154,500	\$309,000	80.47%	7
92027 ESCONDIDO	3	\$356,666	\$1,070,000	0	\$	\$	0.00%	
92028 FALLBROOK	22	\$240,720	\$5,295,861	10	\$162,750	\$1,627,500	94.85%	174
92029 ESCONDIDO	6	\$359,833	\$2,159,000	0	\$	\$	0.00%	
92036 JULIAN	9	\$387,766	\$3,489,900	4	\$162,625	\$650,500	97.24%	219
92037 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92040 LAKESIDE	1	\$333,000	\$333,000	1	\$200,000	\$200,000	100.05%	10
92054 OCEANSIDE	5	\$421,169	\$2,105,849	2	\$269,000	\$538,000	97.82%	217
92056 OCEANSIDE	1	\$1,700,000	\$1,700,000	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$260,000	\$260,000	0	\$	\$	0.00%	
92061 PAUMA VALLEY	2	\$179,950	\$359,900	0	\$	\$	0.00%	
92064 POWAY	10	\$574,042	\$5,740,428	3	\$813,333	\$2,440,000	93.70%	122
92065 RAMONA	15	\$268,718	\$4,030,776	8	\$138,487	\$1,107,900	85.11%	158
92066 RANCHITA	0	\$	\$	1	\$28,000	\$28,000	84.85%	145
92067 RANCHO SANTA FE	8	\$1,261,875	\$10,095,000	2	\$800,000	\$1,600,000	84.66%	426
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	2	\$247,000	\$494,000	3	\$230,833	\$692,500	90.82%	65
92070 SANTA YSABEL	1	\$39,000	\$39,000	0	\$	\$	0.00%	

92071 SANTEE	1	\$150,000	\$150,000	0	\$	\$	0.00%	
92075 SOLANA BEACH	0	\$	\$	0	\$	\$	0.00%	
92078 SAN MARCOS	1	\$39,000	\$39,000	0	\$	\$	0.00%	
92082 VALLEY CENTER	9	\$397,100	\$3,573,900	16	\$136,776	\$2,188,425	88.12%	63
92083 VISTA	2	\$465,000	\$930,000	0	\$	\$	0.00%	
92084 VISTA	10	\$237,950	\$2,379,500	3	\$65,666	\$197,000	86.06%	230
92086 WARNER SPRINGS	0	\$	\$	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	1	\$695,000	\$695,000	0	\$	\$	0.00%	
92102 SAN DIEGO	2	\$72,500	\$145,000	0	\$	\$	0.00%	
92103 MISSION HILLS	0	\$	\$	1	\$440,000	\$440,000	92.63%	118
92104 NORTH PARK	0	\$	\$	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	2	\$607,000	\$1,214,000	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	1	\$475,000	\$475,000	0	\$	\$	0.00%	
92110 OLD TOWN SD	2	\$950,000	\$1,900,000	0	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92114 ENCANTO	5	\$110,580	\$552,900	1	\$40,000	\$40,000	100.00%	511
92115 COLLEGE GROVE	0	\$	\$	1	\$340,000	\$340,000	97.42%	3
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	1	\$237,000	\$237,000	0	\$	\$	0.00%	
92118 CORONADO	0	\$	\$	0	\$	\$	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	1	\$740,000	\$740,000	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	1	\$174,000	\$174,000	92.06%	425
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	4	\$168,750	\$675,000	1	\$55,000	\$55,000	100.00%	61
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	3	\$250,000	\$750,000	0	\$	\$	0.00%	
TOTALS	197		\$72,086,558	85		\$20,572,275		