

**MONTH ENDING NOVEMBER 30, 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 Price	Average Days on Market
91901 ALPINE	3	\$456,958	\$1,370,876	3	\$259,000	\$777,000	89.83%	159
91902 BONITA	0	\$	\$	0	\$	\$	0.00%	
91905 BOULEVARD	2	\$53,500	\$107,000	1	\$68,000	\$68,000	100.00%	63
91906 CAMPO	3	\$129,663	\$388,990	1	\$65,000	\$65,000	86.67%	21
91910 CHULA VISTA	1	\$439,900	\$439,900	0	\$	\$	0.00%	
91911 CHULA VISTA	1	\$600,000	\$600,000	1	\$475,000	\$475,000	90.48%	264
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	\$	\$	1	\$66,000	\$66,000	66.33%	522
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	4	\$606,250	\$2,425,000	0	\$	\$	0.00%	
91934 JACUMBA	4	\$173,750	\$695,000	2	\$217,000	\$434,000	99.79%	145
91935 JAMUL	9	\$159,977	\$1,439,800	0	\$	\$	0.00%	
91941 LA MESA	3	\$566,333	\$1,699,000	1	\$405,000	\$405,000	95.29%	390
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	1	\$85,000	\$85,000	0	\$	\$	0.00%	
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	1	\$60,500	\$60,500	0	\$	\$	0.00%	
91962 PINE VALLEY	2	\$800,000	\$1,600,000	0	\$	\$	0.00%	
91963 POTRERO	1	\$69,500	\$69,500	0	\$	\$	0.00%	
91977 SPRING VALLEY	8	\$193,609	\$1,548,876	2	\$65,000	\$130,000	86.72%	72
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSALE	0	\$	\$	3	\$346,000	\$1,038,000	88.87%	257
92004 BORREGO SPRINGS	5	\$89,898	\$449,490	0	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	2	\$729,500	\$1,459,000	0	\$	\$	0.00%	
92008 CARLSBAD	2	\$742,500	\$1,485,000	2	\$295,000	\$590,000	88.06%	238
92009 CARLSBAD	1	\$1,840,000	\$1,840,000	0	\$	\$	0.00%	
92014 DEL MAR	3	\$965,000	\$2,895,000	0	\$	\$	0.00%	
92019 EL CAJON	0	\$	\$	0	\$	\$	0.00%	
92020 EL CAJON	4	\$245,925	\$983,700	0	\$	\$	0.00%	
92021 EL CAJON	1	\$615,000	\$615,000	1	\$304,000	\$304,000	92.40%	115
92024 ENCINITAS	8	\$609,000	\$4,872,000	1	\$575,000	\$575,000	85.19%	88
92025 ESCONDIDO	2	\$600,000	\$1,200,000	3	\$226,166	\$678,500	97.35%	223
92026 ESCONDIDO	7	\$453,428	\$3,174,000	3	\$125,000	\$375,000	85.23%	167
92027 ESCONDIDO	1	\$40,000	\$40,000	0	\$	\$	0.00%	
92028 FALLBROOK	16	\$533,843	\$8,541,500	9	\$188,777	\$1,699,000	87.51%	194
92029 ESCONDIDO	2	\$505,000	\$1,010,000	0	\$	\$	0.00%	
92036 JULIAN	4	\$183,725	\$734,900	3	\$145,000	\$435,000	89.16%	242
92037 LA JOLLA	7	\$1,700,232	\$11,901,628	1	\$700,000	\$700,000	93.33%	20
92040 LAKESIDE	1	\$125,000	\$125,000	1	\$98,000	\$98,000	78.40%	15
92054 OCEANSIDE	4	\$348,750	\$1,395,000	1	\$47,000	\$47,000	78.99%	70
92056 OCEANSIDE	1	\$206,000	\$206,000	1	\$150,000	\$150,000	85.71%	1
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	4	\$2,624,500	\$10,498,000	0	\$	\$	0.00%	
92060 PALOMAR MTN	3	\$311,633	\$934,900	2	\$137,500	\$275,000	77.46%	138
92061 PAUMA VALLEY	1	\$319,000	\$319,000	0	\$	\$	0.00%	
92064 POWAY	5	\$1,036,980	\$5,184,900	2	\$457,500	\$915,000	93.46%	152
92065 RAMONA	13	\$279,452	\$3,632,876	9	\$188,284	\$1,694,560	93.44%	128
92066 RANCHITA	0	\$	\$	1	\$120,000	\$120,000	93.75%	116
92067 RANCHO SANTA FE	3	\$1,688,333	\$5,065,000	1	\$599,000	\$599,000	100.00%	12
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	5	\$231,740	\$1,158,700	2	\$212,500	\$425,000	98.84%	244
92070 SANTA YSABEL	2	\$94,000	\$188,000	2	\$48,856	\$97,712	72.92%	614
92071 SANTEE	0	\$	\$	0	\$	\$	0.00%	
92075 SOLANA BEACH	1	\$275,000	\$275,000	0	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	22	\$493,704	\$10,861,500	4	\$261,750	\$1,047,000	95.44%	70
92083 VISTA	3	\$403,000	\$1,209,000	1	\$97,000	\$97,000	97.98%	62

92084 VISTA	10	\$314,800	\$3,148,000	2	\$260,000	\$520,000	93.69%	125
92086 WARNER SPRINGS	4	\$60,000	\$240,000	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	0.00%	
92102 SAN DIEGO	2	\$69,900	\$139,800	0	\$	\$	0.00%	
92103 MISSION HILLS	2	\$354,500	\$709,000	0	\$	\$	0.00%	
92104 NORTH PARK	1	\$100,000	\$100,000	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92106 POINT LOMA	1	\$625,000	\$625,000	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	1	\$399,000	\$399,000	0	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	1	\$775,000	\$775,000	97.48%	7
92113 LOGAN HEIGHTS	1	\$7,600,000	\$7,600,000	2	\$123,000	\$246,000	189.52%	25
92114 ENCANTO	3	\$83,330	\$249,990	1	\$45,000	\$45,000	65.22%	176
92115 COLLEGE GROVE	0	\$	\$	0	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118 CORONADO	2	\$1,134,938	\$2,269,876	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	3	\$830,000	\$2,490,000	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	1	\$285,000	\$285,000	101.79%	136
92129 RANCHO PENASQUITOS	0	\$	\$	1	\$160,000	\$160,000	84.66%	433
92130 CARMEL VALLEY	3	\$699,999	\$2,099,999	0	\$	\$	0.00%	
92131 SCRIPPS MIRAMAR	1	\$290,000	\$290,000	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	1	\$2,000,000	\$2,000,000	1	\$330	\$330	0.11%	63
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	0.00%	
TOTALS	211		\$117,144,201	74		\$16,411,102		