

MONTH ENDING DECEMBER 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	0	\$	\$	1	\$175,000	\$175,000	94.59%	80
91902 BONITA	0	\$	\$	0	\$	\$	0.00%	
91905 BOULEVARD	2	\$132,438	\$264,876	2	\$81,000	\$162,000	92.57%	41
91906 CAMPO	4	\$102,250	\$409,000	0	\$	\$	0.00%	
91910 CHULA VISTA	0	\$	\$	1	\$400,000	\$400,000	88.89%	25
91911 CHULA VISTA	1	\$950,000	\$950,000	1	\$670,000	\$670,000	95.71%	139
91913 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91914 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	1	\$149,650	\$149,650	0	\$	\$	0.00%	
91917 DULZURA	0	\$	\$	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	0	\$	\$	0	\$	\$	0.00%	
91934 JACUMBA	0	\$	\$	2	\$29,500	\$59,000	95.16%	311
91935 JAMUL	1	\$320,000	\$320,000	1	\$20,000	\$20,000	13.42%	232
91941 LA MESA	0	\$	\$	2	\$210,000	\$420,000	94.59%	141
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	\$117,000	\$234,000	2	\$155,000	\$310,000	75.79%	57
91962 PINE VALLEY	1	\$125,000	\$125,000	2	\$131,000	\$262,000	95.45%	66
91963 POTRERO	1	\$68,000	\$68,000	0	\$	\$	0.00%	
91977 SPRING VALLEY	2	\$414,500	\$829,000	0	\$	\$	0.00%	
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	1	\$90,000	\$90,000	82.19%	215
92003 BONSAI	1	\$579,000	\$579,000	1	\$520,000	\$520,000	87.39%	0
92004 BORREGO SPRINGS	2	\$28,000	\$56,000	0	\$	\$	0.00%	
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	0	\$	\$	0	\$	\$	0.00%	
92009 CARLSBAD	1	\$995,000	\$995,000	0	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	1	\$975,000	\$975,000	81.25%	16
92019 EL CAJON	2	\$375,000	\$750,000	0	\$	\$	0.00%	
92020 EL CAJON	0	\$	\$	2	\$187,450	\$374,900	101.38%	176
92021 EL CAJON	4	\$146,000	\$584,000	2	\$76,600	\$153,200	98.84%	49
92024 ENCINITAS	4	\$1,535,750	\$6,143,000	2	\$587,500	\$1,175,000	89.09%	103
92025 ESCONDIDO	2	\$359,500	\$719,000	1	\$615,000	\$615,000	94.62%	78
92026 ESCONDIDO	8	\$175,343	\$1,402,750	3	\$136,666	\$410,000	85.42%	106
92027 ESCONDIDO	1	\$159,000	\$159,000	1	\$485,000	\$485,000	81.51%	111
92028 FALLBROOK	11	\$425,090	\$4,676,000	5	\$365,000	\$1,825,000	97.13%	122
92029 ESCONDIDO	1	\$179,500	\$179,500	0	\$	\$	0.00%	
92036 JULIAN	4	\$93,997	\$375,990	2	\$44,625	\$89,250	93.46%	61
92037 LA JOLLA	1	\$1,480,000	\$1,480,000	1	\$870,000	\$870,000	91.68%	117
92040 LAKESIDE	0	\$	\$	1	\$395,000	\$395,000	98.75%	847
92054 OCEANSIDE	4	\$414,375	\$1,657,500	3	\$435,000	\$1,305,000	93.22%	32
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	1	\$579,000	\$579,000	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$495,000	\$495,000	0	\$	\$	0.00%	
92061 PAUMA VALLEY	3	\$121,333	\$364,000	2	\$94,500	\$189,000	90.43%	105
92064 POWAY	3	\$1,033,000	\$3,099,000	2	\$195,000	\$390,000	89.04%	50
92065 RAMONA	11	\$293,536	\$3,228,900	2	\$200,000	\$400,000	95.47%	43
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	
92067 RANCHO SANTA FE	5	\$1,081,975	\$5,409,876	3	\$1,584,000	\$4,752,000	91.51%	208
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	0	\$	\$	0	\$	\$	0.00%	

92070 SANTA YSABEL	1	\$49,999	\$49,999	1	\$46,000	\$46,000	92.93%	177
92071 SANTEE	1	\$110,000	\$110,000	3	\$72,166	\$216,500	96.65%	120
92075 SOLANA BEACH	0	\$	\$	0	\$	\$	0.00%	
92078 SAN MARCOS	0	\$	\$	0	\$	\$	0.00%	
92082 VALLEY CENTER	14	\$627,450	\$8,784,300	6	\$251,205	\$1,507,230	87.94%	66
92083 VISTA	1	\$938,876	\$938,876	0	\$	\$	0.00%	
92084 VISTA	4	\$258,450	\$1,033,800	6	\$294,333	\$1,766,000	90.90%	247
92086 WARNER SPRINGS	2	\$154,900	\$309,800	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	1	\$1,000,000	\$1,000,000	60.79%	172
92102 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92103 MISSION HILLS	1	\$125,000	\$125,000	0	\$	\$	0.00%	
92104 NORTH PARK	1	\$	\$	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	1	\$100,000	\$100,000	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	0	\$	\$	0	\$	\$	0.00%	
92110 OLD TOWN SD	0	\$	\$	1	\$300,000	\$300,000	75.00%	69
92111 LINDA VISTA	1	\$270,000	\$270,000	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	0	\$	\$	1	\$55,555	\$55,555	101.01%	49
92114 ENCANTO	2	\$65,000	\$130,000	2	\$85,500	\$171,000	95.05%	47
92115 COLLEGE GROVE	1	\$395,000	\$395,000	0	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118 CORONADO	2	\$1,247,500	\$2,495,000	1	\$1,700,000	\$1,700,000	90.67%	1
92119 SAN CARLOS	0	\$	\$	0	\$	\$	0.00%	
92120 DEL CERRO	1	\$349,000	\$349,000	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	1	\$600,000	\$600,000	0	\$	\$	0.00%	
92127 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	1	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	1	\$1,700,000	\$1,700,000	2	\$575,000	\$1,150,000	95.04%	40
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	1	\$1,826,000	\$1,826,000	0	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	0.00%	
TOTALS	122		\$55,498,817	73		\$25,403,635		