

**MONTH ENDING FEBRUARY 28, 2003**  
**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	4	\$436,000	\$1,744,000	0	\$	\$	0.00%	
91902 BONITA	3	\$370,666	\$1,112,000	1	\$215,000	\$215,000	86.00%	171
91905 BOULEVARD	2	\$105,000	\$210,000	2	\$124,250	\$248,500	103.54%	17
91906 CAMPO	5	\$185,800	\$929,000	0	\$	\$	0.00%	
91910 CHULA VISTA	1	\$449,000	\$449,000	0	\$	\$	0.00%	
91911 CHULA VISTA	2	\$75,000	\$150,000	0	\$	\$	0.00%	
91913 CHULA VISTA	1	\$349,900	\$349,900	0	\$	\$	0.00%	
91914 CHULA VISTA	1	\$250,000	\$250,000	0	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	2	\$167,500	\$335,000	1	\$160,000	\$160,000	100.00%	0
91917 DULZURA	0	\$	\$	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	1	\$500,000	\$500,000	0	\$	\$	0.00%	
91934 JACUMBA	1	\$135,000	\$135,000	0	\$	\$	0.00%	
91935 JAMUL	9	\$182,666	\$1,644,000	3	\$205,000	\$615,000	91.80%	116
91941 LA MESA	4	\$257,500	\$1,030,000	0	\$	\$	0.00%	
91942 LA MESA	1	\$625,000	\$625,000	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	2	\$162,500	\$325,000	100.31%	45
91948 MOUNT LAGUNA	1	\$549,000	\$549,000	0	\$	\$	0.00%	
91950 NATIONAL CITY	4	\$174,325	\$697,300	0	\$	\$	0.00%	
91962 PINE VALLEY	1	\$295,000	\$295,000	0	\$	\$	0.00%	
91963 POTRERO	0	\$	\$	0	\$	\$	0.00%	
91977 SPRING VALLEY	2	\$85,000	\$170,000	1	\$325,000	\$325,000	100.00%	4
91978 SPRING VALLEY	1	\$250,000	\$250,000	0	\$	\$	0.00%	
91980 TECATE	1	\$139,000	\$139,000	1	\$57,000	\$57,000	95.00%	257
92003 BONSAI	3	\$5,158,000	\$15,474,000	1	\$350,000	\$350,000	100.00%	325
92004 BORREGO SPRINGS	3	\$25,133	\$75,400	1	\$5,500	\$5,500	91.67%	95
92007 CARDIFF BY THE SEA	0	\$	\$	0	\$	\$	0.00%	
92008 CARLSBAD	1	\$329,000	\$329,000	1	\$700,000	\$700,000	100.00%	9
92009 CARLSBAD	2	\$644,750	\$1,289,500	0	\$	\$	0.00%	
92014 DEL MAR	0	\$	\$	0	\$	\$	0.00%	
92019 EL CAJON	1	\$165,000	\$165,000	1	\$280,000	\$280,000	84.69%	234
92020 EL CAJON	0	\$	\$	0	\$	\$	0.00%	
92021 EL CAJON	4	\$796,000	\$3,184,000	1	\$159,000	\$159,000	100.00%	7
92024 ENCINITAS	11	\$1,031,161	\$11,342,776	2	\$1,100,000	\$2,200,000	95.65%	286
92025 ESCONDIDO	4	\$126,225	\$504,900	0	\$	\$	0.00%	
92026 ESCONDIDO	11	\$384,090	\$4,225,000	6	\$400,000	\$2,400,000	93.24%	55
92027 ESCONDIDO	7	\$155,557	\$1,088,900	0	\$	\$	0.00%	
92028 FALLBROOK	22	\$347,239	\$7,639,272	9	\$193,777	\$1,744,000	91.55%	270
92029 ESCONDIDO	7	\$848,142	\$5,937,000	0	\$	\$	0.00%	
92036 JULIAN	7	\$210,285	\$1,472,000	4	\$153,750	\$615,000	92.22%	234
92037 LA JOLLA	6	\$1,474,479	\$8,846,876	2	\$890,000	\$1,780,000	96.22%	89
92040 LAKESIDE	3	\$318,333	\$955,000	0	\$	\$	0.00%	
92054 OCEANSIDE	10	\$782,000	\$7,820,000	2	\$384,500	\$769,000	91.55%	37
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	1	\$550,000	\$550,000	94.99%	27
92059 PALA	1	\$160,000	\$160,000	0	\$	\$	0.00%	
92060 PALOMAR MTN	0	\$	\$	0	\$	\$	0.00%	
92061 PAUMA VALLEY	5	\$372,600	\$1,863,000	2	\$179,550	\$359,100	83.71%	92
92064 POWAY	7	\$634,985	\$4,444,900	1	\$330,000	\$330,000	94.56%	100
92065 RAMONA	17	\$273,476	\$4,649,100	6	\$243,416	\$1,460,500	93.38%	119
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	
92067 RANCHO SANTA FE	12	\$1,426,583	\$17,119,000	3	\$1,525,000	\$4,575,000	92.61%	145
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	3	\$106,333	\$319,000	1	\$500,000	\$500,000	83.33%	211

92070 SANTA YSABEL	0	\$	\$	0	\$	\$	0.00%	
92071 SANTEE	2	\$150,000	\$300,000	1	\$150,000	\$150,000	85.71%	117
92075 SOLANA BEACH	2	\$399,000	\$798,000	0	\$	\$	0.00%	
92078 SAN MARCOS	1	\$109,000	\$109,000	0	\$	\$	0.00%	
92082 VALLEY CENTER	13	\$380,684	\$4,948,900	5	\$259,000	\$1,295,000	88.77%	272
92083 VISTA	3	\$404,666	\$1,214,000	0	\$	\$	0.00%	
92084 VISTA	5	\$347,800	\$1,739,000	2	\$79,950	\$159,900	83.11%	219
92086 WARNER SPRINGS	0	\$	\$	0	\$	\$	0.00%	
92093 LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101 SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	0.00%	
92102 SAN DIEGO	1	\$45,900	\$45,900	0	\$	\$	0.00%	
92103 MISSION HILLS	0	\$	\$	2	\$600,000	\$1,200,000	88.89%	97
92104 NORTH PARK	2	\$120,000	\$240,000	0	\$	\$	0.00%	
92105 EAST SAN DIEGO	1	\$95,000	\$95,000	0	\$	\$	0.00%	
92106 POINT LOMA	1	\$450,000	\$450,000	0	\$	\$	0.00%	
92107 OCEAN BEACH	1	\$975,000	\$975,000	0	\$	\$	0.00%	
92108 MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109 PACIFIC BEACH	2	\$614,500	\$1,229,000	0	\$	\$	0.00%	
92110 OLD TOWN SD	1	\$479,000	\$479,000	0	\$	\$	0.00%	
92111 LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113 LOGAN HEIGHTS	1	\$1,400,000	\$1,400,000	0	\$	\$	0.00%	
92114 ENCANTO	3	\$68,966	\$206,900	2	\$72,500	\$145,000	96.67%	86
92115 COLLEGE GROVE	2	\$225,000	\$450,000	0	\$	\$	0.00%	
92116 NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117 CLAIREMONT MESA	0	\$	\$	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	3	\$220,000	\$660,000	0	\$	\$	0.00%	
92128 RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129 RANCHO PENASQUITOS	0	\$	\$	0	\$	\$	0.00%	
92130 CARMEL VALLEY	3	\$826,633	\$2,479,900	1	\$560,000	\$560,000	93.49%	49
92131 SCRIPPS MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92139 PARADISE HILLS	3	\$33,333	\$100,000	0	\$	\$	0.00%	
92145 MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154 OTAY MESA	2	\$120,000	\$240,000	0	\$	\$	0.00%	
92155 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92161 SAN DIEGO	0	\$	\$	0	\$	\$	0.00%	
92173 SAN YSIDRO	0	\$	\$	0	\$	\$	0.00%	
<b>TOTALS</b>	<b>246</b>		<b>\$128,626,424</b>	<b>68</b>		<b>\$24,232,500</b>		