

**MONTH ENDING MARCH 31, 2003
LOTS AND LAND**

Zip Code	New Listing s	Average List Price	Total New Listing Value	Sold Listing s	Average Sold Price	Total Sold Value	% Sale Price to List Price	Average Days on Market
91901 ALPINE	9	\$318,333	\$2,865,000	2	\$122,000	\$244,000	90.74%	859
91902 BONITA	0	\$	\$	0	\$	\$	0.00%	
91905 BOULEVARD	4	\$93,625	\$374,500	1	\$200,000	\$200,000	90.95%	397
91906 CAMPO	1	\$65,000	\$65,000	2	\$61,250	\$122,500	66.22%	83
91910 CHULA VISTA	2	\$1,597,500	\$3,195,000	2	\$390,000	\$780,000	96.91%	133
91911 CHULA VISTA	2	\$1,750,000	\$3,500,000	1	\$415,000	\$415,000	83.00%	55
91913 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91914 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91915 CHULA VISTA	0	\$	\$	0	\$	\$	0.00%	
91916 DESCANSO	4	\$226,250	\$905,000	2	\$170,000	\$340,000	90.69%	317
91917 DULZURA	1	\$499,000	\$499,000	0	\$	\$	0.00%	
91931 GUATAY	0	\$	\$	0	\$	\$	0.00%	
91932 IMPERIAL BEACH	4	\$456,330	\$1,825,321	1	\$180,000	\$180,000	65.45%	112
91934 JACUMBA	3	\$60,000	\$180,000	1	\$55,000	\$55,000	100.00%	234
91935 JAMUL	7	\$811,700	\$5,681,900	3	\$230,000	\$690,000	95.19%	8
91941 LA MESA	6	\$360,500	\$2,163,000	1	\$195,000	\$195,000	84.78%	171
91942 LA MESA	0	\$	\$	0	\$	\$	0.00%	
91945 LEMON GROVE	0	\$	\$	1	\$93,000	\$93,000	103.33%	10
91948 MOUNT LAGUNA	0	\$	\$	0	\$	\$	0.00%	
91950 NATIONAL CITY	5	\$97,580	\$487,900	1	\$115,000	\$115,000	88.53%	10
91962 PINE VALLEY	0	\$	\$	1	\$175,000	\$175,000	92.11%	114
91963 POTRERO	2	\$20,000	\$40,000	1	\$300,000	\$300,000	666.67%	252
91977 SPRING VALLEY	2	\$74,950	\$149,900	1	\$89,000	\$89,000	89.27%	80
91978 SPRING VALLEY	0	\$	\$	0	\$	\$	0.00%	
91980 TECATE	0	\$	\$	0	\$	\$	0.00%	
92003 BONSAI	4	\$376,219	\$1,504,876	2	\$192,770	\$385,540	98.60%	63
92004 BORREGO SPRINGS	1	\$99,000	\$99,000	2	\$33,000	\$66,000	39.76%	72
92007 CARDIFF BY THE SEA	0	\$	\$	1	\$900,000	\$900,000	94.74%	403
92008 CARLSBAD	1	\$699,000	\$699,000	1	\$449,000	\$449,000	100.00%	0
92009 CARLSBAD	1	\$420,000	\$420,000	2	\$456,000	\$912,000	101.45%	182
92014 DEL MAR	4	\$1,116,250	\$4,465,000	0	\$	\$	0.00%	
92019 EL CAJON	4	\$1,167,500	\$4,670,000	3	\$208,333	\$625,000	93.42%	145
92020 EL CAJON	3	\$213,000	\$639,000	1	\$300,000	\$300,000	85.71%	176
92021 EL CAJON	3	\$428,000	\$1,284,000	3	\$131,166	\$393,500	87.66%	171
92024 ENCINITAS	1	\$	\$	0	\$	\$	0.00%	
92025 ESCONDIDO	1	\$1,495,000	\$1,495,000	1	\$202,500	\$202,500	90.00%	194
92026 ESCONDIDO	8	\$153,875	\$1,231,000	0	\$	\$	0.00%	
92027 ESCONDIDO	2	\$142,500	\$285,000	0	\$	\$	0.00%	
92028 FALLBROOK	24	\$316,179	\$7,588,310	6	\$142,333	\$854,000	92.85%	209
92029 ESCONDIDO	3	\$1,871,333	\$5,614,000	1	\$214,000	\$214,000	100.00%	294
92036 JULIAN	19	\$132,831	\$2,523,800	7	\$68,885	\$482,200	94.83%	219
92037 LA JOLLA	8	\$375,000	\$3,000,000	0	\$	\$	0.00%	
92040 LAKESIDE	3	\$516,333	\$1,549,000	1	\$190,000	\$190,000	84.44%	130
92054 OCEANSIDE	1	\$850,000	\$850,000	1	\$39,000	\$39,000	98.73%	32
92056 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92057 OCEANSIDE	0	\$	\$	0	\$	\$	0.00%	
92059 PALA	0	\$	\$	0	\$	\$	0.00%	
92060 PALOMAR MTN	1	\$463,000	\$463,000	0	\$	\$	0.00%	
92061 PAUMA VALLEY	3	\$464,333	\$1,393,000	1	\$175,000	\$175,000	100.00%	111
92064 POWAY	14	\$1,205,214	\$16,873,000	3	\$413,333	\$1,240,000	95.38%	23
92065 RAMONA	9	\$289,577	\$2,606,200	7	\$366,357	\$2,564,500	87.84%	124
92066 RANCHITA	0	\$	\$	0	\$	\$	0.00%	
92067 RANCHO SANTA FE	18	\$1,270,493	\$22,868,876	2	\$5,225,000	\$10,450,000	88.19%	378
92068 SAN LUIS REY	0	\$	\$	0	\$	\$	0.00%	
92069 SAN MARCOS	6	\$747,500	\$4,485,000	4	\$141,250	\$565,000	95.94%	147
92070 SANTA YSABEL	1	\$114,900	\$114,900	0	\$	\$	0.00%	
92071 SANTEE	2	\$33,500	\$67,000	1	\$50,000	\$50,000	45.45%	38
92075 SOLANA BEACH	2	\$2,700,000	\$5,400,000	1	\$280,000	\$280,000	101.82%	10

92078	SAN MARCOS	1	\$190,000	\$190,000	0	\$	\$	0.00%	
92082	VALLEY CENTER	18	\$225,544	\$4,059,800	2	\$214,500	\$429,000	97.72%	72
92083	VISTA	4	\$445,925	\$1,783,700	0	\$	\$	0.00%	
92084	VISTA	1	\$	\$	1	\$240,000	\$240,000	96.39%	507
92086	WARNER SPRINGS	3	\$236,666	\$710,000	3	\$52,333	\$157,000	87.22%	101
92093	LA JOLLA	0	\$	\$	0	\$	\$	0.00%	
92101	SAN DIEGO DOWNTOWN	0	\$	\$	0	\$	\$	0.00%	
92102	SAN DIEGO	1	\$300,000	\$300,000	0	\$	\$	0.00%	
92103	MISSION HILLS	3	\$546,333	\$1,639,000	1	\$1,200,000	\$1,200,000	80.00%	103
92104	NORTH PARK	1	\$225,000	\$225,000	0	\$	\$	0.00%	
92105	EAST SAN DIEGO	1	\$1,000,000	\$1,000,000	0	\$	\$	0.00%	
92106	POINT LOMA	2	\$487,438	\$974,876	2	\$352,500	\$705,000	83.53%	133
92107	OCEAN BEACH	1	\$1,395,000	\$1,395,000	0	\$	\$	0.00%	
92108	MISSION VALLEY	0	\$	\$	0	\$	\$	0.00%	
92109	PACIFIC BEACH	2	\$417,450	\$834,900	0	\$	\$	0.00%	
92110	OLD TOWN SD	2	\$895,000	\$1,790,000	0	\$	\$	0.00%	
92111	LINDA VISTA	0	\$	\$	0	\$	\$	0.00%	
92113	LOGAN HEIGHTS	0	\$	\$	1	\$318,000	\$318,000	97.85%	90
92114	ENCANTO	1	\$350,000	\$350,000	1	\$244,000	\$244,000	97.99%	18
92115	COLLEGE GROVE	0	\$	\$	0	\$	\$	0.00%	
92116	NORMAL HEIGHTS	0	\$	\$	0	\$	\$	0.00%	
92117	CLAIREMONT MESA	0	\$	\$	0	\$	\$	0.00%	
92118	CORONADO	4	\$986,250	\$3,945,000	2	\$990,000	\$1,980,000	92.14%	110
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	\$826,000	\$2,478,000	0	\$	\$	0.00%	
92128	RANCHO BERNARDO	0	\$	\$	0	\$	\$	0.00%	
92129	RANCHO PENASQUITOS	1	\$840,000	\$840,000	0	\$	\$	0.00%	
92130	CARMEL VALLEY	9	\$859,207	\$7,732,871	1	\$855,000	\$855,000	97.71%	71
92131	SCRIPPS MIRAMAR	1	\$	\$	0	\$	\$	0.00%	
92139	PARADISE HILLS	0	\$	\$	0	\$	\$	0.00%	
92145	MIRAMAR	0	\$	\$	0	\$	\$	0.00%	
92154	OTAY MESA	0	\$	\$	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		258	\$144,367,630		86	\$31,458,740			