

2003

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QUARTER COMPLETED SALES
 JANUARY 1 THROUGH MARCH 31
 Statistics were calculated on 04/05/03
 SINGLE FAMILY HOMES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
CAR	144	2003	35	91.5	895,000	991,286	34,695	132	84
CAR		2002	60	91.5	861,000	1,148,681	68,920	132	77
CV	96	2003	28	92.7	982,500	1,085,095	30,382	121	52
CV		2002	30	91.5	797,500	1,117,821	33,534	105	63
DR	9	2003	5	100.3	475,000	491,690	2,458	44	7
DR		2002	4	94.8	434,000	414,250	1,657	65	10
ES	57	2003	66	99.3	312,250	307,293	20,281	48	76
ES		2002	47	99	264,000	274,454	12,899	75	89
MA	21	2003	25	98.3	390,000	414,360	10,359	40	36
MA		2002	26	97.3	369,500	374,171	9,728	104	30
MO	71	2003	29	95.5	590,000	689,465	19,994	89	57
MO		2002	39	95.3	410,000	527,460	20,570	108	67
NOM	161	2003	53	96.9	421,000	437,752	23,200	102	130
NOM		2002	62	96.5	410,750	424,212	26,301	107	126
NS	146	2003	97	99.1	345,000	353,804	34,319	39	200
NS		2002	105	98.3	298,000	308,619	32,405	90	140
PB	92	2003	19	91.1	1,632,000	1,566,970	29,772	188	62
PB		2002	24	88.9	860,000	1,461,302	35,071	225	44
PG	72	2003	36	96.2	568,000	619,791	22,312	88	61
PG		2002	41	95.1	491,000	566,073	23,209	120	57
SCT	40	2003	6	91.8	1,114,000	1,204,666	7,228	220	16
SCT		2002	8	93	1,347,500	1,708,125	13,665	195	17
SEA	67	2003	42	96.2	375,000	380,394	15,976	95	64
SEA		2002	43	96.3	315,000	321,686	13,832	74	64
SMH	122	2003	28	94	808,995	1,020,963	28,586	118	98
SMH		2002	43	96.2	642,000	771,385	33,169	110	86
SOM	64	2003	50	97.7	270,000	272,968	13,648	54	82
SOM		2002	44	97.3	232,750	234,756	10,329	75	72
SS	59	2003	50	98.2	365,000	370,196	18,509	49	90
SS		2002	52	97.6	315,000	319,709	16,624	85	68
MTY	1221	2003	569	95.3	399,000	547,848	311,725	79	1115
MTY		2002	628	94.2	371,000	560,380	351,919	104	1010

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QUARTER COMPLETED SALES
 JANUARY 1 THROUGH MARCH 31
 Statistics were calculated on 04/05/03
 CONDO/TOWNHOUSES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
CAR	16	2003	3	94.4	525,000	641,666	1,925	223	8
CAR		2002	2	96.6	567,000	567,000	1,134	207	10
CV	36	2003	18	96.1	391,750	469,472	8,450	147	28
CV		2002	16	93.8	487,500	495,125	7,922	106	21
DR	2	2003	1	98.4	275,000	275,000	275	6	3
DR		2002	1	95.1	290,000	290,000	290	79	7
ES	6	2003	7	99.2	177,000	173,500	1,214	88	12
ES		2002	9	98.7	167,500	170,371	1,533	33	10
MA	5	2003	2	99.7	229,500	229,500	459	7	8
MA		2002	1	97.4	190,000	190,000	190	136	2
MO	17	2003	8	97.2	337,500	373,375	2,987	85	21
MO		2002	8	97.1	300,750	329,500	2,636	67	25
NS	12	2003	18	99	209,500	203,138	3,656	69	18
NS		2002	7	97.2	199,500	205,928	1,441	77	26
PB	14	2003	3	99.1	2,525,000	2,055,000	6,165	79	10
PB		2002	3	92.6	2,100,000	1,623,333	4,870	113	5
PG	4	2003	4	98.4	490,000	488,750	1,955	48	7
PG		2002	3	96.7	433,000	494,333	1,483	41	5
SMH	0	2003	1	96	297,500	297,500	297	15	1
SMH		2002	0	0				0	0
SS	3	2003	8	97.5	269,975	261,868	2,094	83	13
SS		2002	9	98.4	248,900	218,511	1,966	64	9
MTY	115	2003	73	97.5	288,500	403,834	29,479	96	129
MTY		2002	59	95.1	276,500	397,736	23,466	80	120

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QUARTER COMPLETED SALES
 JANUARY 1 THROUGH MARCH 31
 Statistics were calculated on 04/05/03
 SINGLE FAMILY HOMES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
APT	68	2003	22	96.1	611,500	635,466	13,980	89	58
APT		2002	21	93.4	495,000	581,801	12,217	99	54
AVL	11	2003	12	97.8	254,500	255,666	3,068	81	14
AVL		2002	10	97.9	249,000	243,250	2,432	65	6
CAP	33	2003	17	98.3	557,500	592,085	10,065	108	35
CAP		2002	22	97.1	498,300	540,472	11,890	50	26
LGM	39	2003	8	97.3	810,000	837,500	6,700	107	32
LGM		2002	11	95.2	702,500	713,818	7,852	88	29
LVO	66	2003	32	97.4	562,500	694,015	22,208	85	74
LVO		2002	34	98.6	484,500	526,349	17,895	101	70
RIO	95	2003	31	95.6	610,000	659,841	20,455	94	88
RIO		2002	46	96.5	562,500	629,693	28,965	103	79
SCF	20	2003	11	98.1	510,000	538,636	5,925	88	16

SCF		2002	3	76.3	395,500	1,205,166	3,615	142	18
SLV	161	2003	72	97.3	386,000	385,618	27,764	80	154
SLV		2002	75	97	380,000	401,304	30,097	97	141
SOQ	60	2003	28	95.8	612,750	670,642	18,778	79	64
SOQ		2002	34	97.2	534,500	590,229	20,067	75	45
SV	101	2003	33	96.2	582,000	651,692	21,505	101	100
SV		2002	66	97.3	550,000	593,225	39,152	117	75
SZ	119	2003	69	97.4	555,000	621,976	42,916	65	127
SZ		2002	95	93.1	492,000	577,014	54,816	93	115
SZE	91	2003	38	95.4	442,000	585,144	22,235	106	74
SZE		2002	27	94.3	536,600	557,631	15,056	80	81
SZW	25	2003	9	91.2	657,500	718,527	6,466	123	12
SZW		2002	10	93.3	538,500	585,900	5,859	78	15
UN	7	2003	1	95.8	430,000	430,000	430	26	8
UN		2002	0	0				0	1
WA	51	2003	38	97.1	392,500	398,946	15,159	69	73
WA		2002	41	97.7	375,000	372,070	15,254	82	57
SZC	947	2003	421	96.6	520,000	564,511	237,659	85	929
SZC		2002	495	95.5	489,000	535,706	265,174	93	812

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QUARTER COMPLETED SALES
JANUARY 1 THROUGH MARCH 31
Statistics were calculated on 04/05/03
CONDO/TOWNHOUSES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
APT	17	2003	6	99.5	380,500	373,783	2,242	19	28
APT		2002	10	98.5	347,000	357,567	3,575	40	14
CAP	17	2003	20	98.4	327,500	344,800	6,896	45	30
CAP		2002	19	98.8	257,000	271,021	5,149	58	28
LVO	17	2003	12	98.8	352,000	358,458	4,301	21	26
LVO		2002	15	99	337,000	312,726	4,690	50	21
RIO	18	2003	13	97.6	479,000	472,500	6,142	121	22
RIO		2002	4	98.1	364,500	366,625	1,466	114	7
SCF	2	2003	1	100	399,000	399,000	399	10	2
SCF		2002	2	98.3	333,500	333,500	667	29	6
SLV	7	2003	3	98.1	355,000	322,083	966	98	7
SLV		2002	1	90.8	270,000	270,000	270	73	1
SOQ	9	2003	6	98.6	389,750	398,870	2,393	48	10
SOQ		2002	10	99.6	346,500	348,670	3,486	57	5
SV	24	2003	13	99.1	389,000	419,000	5,447	28	34
SV		2002	17	98.1	343,000	344,729	5,860	62	12
SZ	28	2003	28	97.8	347,500	381,385	10,678	68	40
SZ		2002	26	98.5	307,500	326,853	8,498	46	38
SZE	18	2003	2	98.9	465,000	465,000	930	34	13
SZE		2002	5	92.1	704,000	795,800	3,979	190	13
WA	38	2003	12	99.1	294,750	292,583	3,511	86	37
WA		2002	17	98.7	274,000	281,058	4,778	94	26
SZC	195	2003	116	98.4	372,850	378,517	43,907	58	249

SZC		2002	126	97.9	318,000	336,680	42,421	65	171
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QUARTER COMPLETED SALES
JANUARY 1 THROUGH MARCH 31
Statistics were calculated on 04/05/03
SINGLE FAMILY HOMES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
AR	14	2003	4	96.6	517,000	489,750	1,959	53	12
AR		2002	2	94.1	342,500	342,500	685	182	11
HO	203	2003	156	98.3	364,950	401,002	62,556	74	255
HO		2002	135	97.8	344,000	374,926	50,615	95	209
NOC	3	2003	2	98.6	418,250	418,250	836	39	5
NOC		2002	1	98.3	785,500	785,500	785	109	1
RDG	4	2003	7	97.1	519,800	570,114	3,990	114	3
RDG		2002	4	97	467,500	487,500	1,950	119	8
SJB	21	2003	6	95.1	438,500	421,633	2,529	92	10
SJB		2002	6	94	565,000	528,166	3,169	169	14
SOC	4	2003	2	90.3	417,500	417,500	835	203	3
SOC		2002	0	0				0	3
TP	5	2003	2	97.2	514,500	514,500	1,029	10	6
TP		2002	1	96.5	820,000	820,000	820	23	2
SBT	254	2003	179	97.9	372,000	411,935	73,736	76	294
SBT		2002	149	97.5	350,000	389,426	58,024	99	248

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QUARTER COMPLETED SALES
JANUARY 1 THROUGH MARCH 31
Statistics were calculated on 04/05/03
CONDO/TOWNHOUSES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
HO	18	2003	4	98.5	243,000	248,750	995	84	13
HO		2002	6	98.3	231,750	246,000	1,476	116	17
RDG	5	2003	1	100	310,000	310,000	310	96	6
RDG		2002	3	97.6	315,000	311,666	935	58	7
SBT	23	2003	5	98.9	246,000	261,000	1,305	86	19
SBT		2002	9	98	267,500	267,888	2,411	97	24

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QUARTER COMPLETED SALES
APRIL 1 THROUGH JUNE 30
Statistics were calculated on 07/05/03

SINGLE FAMILY HOMES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
CAR	152	2003	43	91.7	990,000	1,430,862	61,527	134	91
CAR		2002	52	91.9	951,250	1,258,990	65,467	110	108
CV	114	2003	25	95.1	795,000	851,556	21,288	102	74
CV		2002	43	95.2	867,500	991,116	42,618	131	63
DR	8	2003	6	97.7	518,000	528,500	3,171	78	9
DR		2002	8	97	426,500	436,687	3,493	27	10
ES	50	2003	70	99.5	316,500	326,347	22,844	37	85
ES		2002	84	98.6	285,000	284,439	23,892	66	111
MA	28	2003	25	98.5	390,000	420,690	10,517	39	34
MA		2002	32	97	367,000	379,300	12,137	76	28
MO	77	2003	40	95.9	617,500	672,611	26,904	96	61
MO		2002	57	96.2	540,000	562,664	32,071	101	54
NOM	136	2003	98	97.1	487,500	487,711	47,795	97	116
NOM		2002	88	97.1	431,000	452,288	39,801	103	146
NS	127	2003	186	98.2	365,000	414,676	77,129	37	204
NS		2002	136	98.6	300,000	310,900	42,282	64	164
PB	96	2003	18	92.1	860,000	1,299,754	23,395	120	44
PB		2002	25	92	1,212,500	1,544,610	38,615	184	55
PG	84	2003	41	97.2	580,000	674,400	27,650	97	75
PG		2002	54	95.6	547,500	676,407	36,526	67	73
SCT	45	2003	5	94.5	1,650,000	2,910,000	14,550	198	17
SCT		2002	6	88.3	1,161,000	1,121,000	6,726	250	11
SEA	56	2003	51	98.5	350,000	367,922	18,764	71	60
SEA		2002	61	97.9	330,000	344,030	20,985	68	66
SMH	130	2003	62	95.7	693,000	834,473	51,737	107	98
SMH		2002	53	95.1	665,000	914,284	48,457	108	83
SOM	67	2003	60	99.1	285,500	285,428	17,125	47	91
SOM		2002	54	97.9	249,950	234,351	12,655	65	92
SS	63	2003	68	99.1	367,750	404,220	27,486	34	98
SS		2002	67	97.6	330,000	335,149	22,455	56	92
MTY	1233	2003	798	96.2	419,825	566,276	451,888	69	1157
MTY		2002	820	95.4	374,000	546,567	448,185	85	1156

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QUARTER COMPLETED SALES
APRIL 1 THROUGH JUNE 30

Statistics were calculated on 07/05/03

CONDO/TOWNHOUSES

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Tot Vol/ 1,000	Avg DOM	New Listings
CAR	14	2003	7	97	490,000	527,142	3,690	103	10
CAR		2002	8	96.6	487,500	476,250	3,810	74	9
CV	51	2003	15	96.9	435,000	541,573	8,123	183	33
CV		2002	13	95.4	450,000	476,538	6,195	148	38
DR	2	2003	2	95.5	347,500	347,500	695	18	2
DR		2002	7	97.1	310,000	299,714	2,098	54	2
ES	2	2003	11	99.1	195,000	202,900	2,231	61	5
ES		2002	12	99.8	161,000	162,566	1,950	41	13
MA	3	2003	6	99.2	269,000	270,166	1,621	44	4
MA		2002	4	98.7	254,000	254,250	1,017	81	10
MO	19	2003	14	95.6	346,250	381,428	5,340	74	19
MO		2002	16	97.4	337,500	329,228	5,267	82	28
NOM	3	2003	1	89.4	1,050,250	1,050,250	1,050	26	2
NOM		2002	0	0				0	2
NS	13	2003	21	99.6	223,000	210,357	4,417	34	29
NS		2002	27	99.1	193,000	196,251	5,298	115	19
PB	13	2003	3	100	649,000	1,274,666	3,824	256	10
PB		2002	1	96.3	587,250	587,250	587	53	5
PG	3	2003	4	97.3	466,000	454,000	1,816	48	3
PG		2002	4	97.6	372,000	394,750	1,579	51	7
SEA	4	2003	3	95.9	299,000	291,000	873	156	3
SEA		2002	6	96.6	334,500	309,416	1,856	131	5
SMH	1	2003	1	100	335,000	335,000	335	7	0
SMH		2002	1	98.5	384,000	384,000	384	107	1
SS	8	2003	11	98.9	280,000	283,986	3,123	27	12
SS		2002	6	99	262,250	276,916	1,661	71	14
MTY	136	2003	99	97.5	285,000	375,162	37,141	80	132
MTY		2002	105	97.4	264,500	301,957	31,705	92	153

Q3 July - September 2003 Monterey County Single Family

County	City	Current Inventory	Year	No. Sales	%LP Recorded	Median Price	Average Price	Total Vol.	Average DOM	New Listings
MTY	CAR	161	2003	54	92.63	950000	1,515,574	81,841,000	158	93
MTY	CV	107	2003	40	94.00	775000	1,047,663	41,906,500	159	62
MTY	DR	5	2003	8	96.67	525000	536,261	4,290,088	36	7
MTY	ES	61	2003	66	99.88	352000	353,058	23,301,830	29	82
MTY	MA	21	2003	31	98.76	423500	434,768	13,477,800	39	31
MTY	MO	52	2003	51	97.01	652000	704,716	35,940,531	75	54
MTY	NOM	127	2003	104	97.54	485000	499,379	51,935,393	72	123
MTY	NS	118	2003	179	99.13	390000	396,800	71,027,205	36	208
MTY	PB	79	2003	34	92.18	1000000	1,527,132	51,922,500	189	37
MTY	PG	60	2003	59	97.14	625000	712,858	42,058,650	98	51
MTY	SCT	46	2003	7	83.55	1018000	1,148,143	8,037,000	368	17
MTY	SEA	41	2003	60	97.35	403000	405,046	24,302,762	53	68
MTY	SMH	113	2003	72	96.35	715000	772,900	55,648,800	78	84
MTY	SOM	62	2003	73	98.52	295000	299,928	21,894,715	40	80
MTY	SS	56	2003	77	98.05	390000	402,856	31,019,949	33	87
Totals										
		1122	2003	915	95.97	462,000	611,276	559,317,799	71	1,095

Q3 July - September 2003 Monterey County Condos/Townhomes

County	City	Current Inventory	Year	No. Sales	%LP Recorded	Median Price	Average Price	Total Vol.	Average DOM	New Listings
MTY	CAR	10	2003	10	97.87	539000	531,800	5,318,000	31	10
MTY	CV	33	2003	22	96.99	415000	495,614	10,903,500	85	18
MTY	DR	3	2003	4	100.83	365000	348,750	1,395,000	31	4
MTY	ES	6	2003	5	100.01	188000	189,800	949,000	28	7
MTY	MA	1	2003	5	97.08	259000	283,000	1,415,000	39	4
MTY	MO	20	2003	19	98.44	405000	416,784	7,918,900	63	23
MTY	NOM	3	2003	*	*	*	*	*	*	1
MTY	NS	10	2003	22	99.15	229000	227,566	5,006,450	26	21
MTY	PB	9	2003	3	99.05	650000	623,333	1,870,000	116	3
MTY	PG	3	2003	4	98.58	455000	486,250	1,945,000	24	4
MTY	SEA	1	2003	4	99.07	304000	345,750	1,383,000	17	4
MTY	SMH	*	2003	1	99.39	492000	492,000	492,000	25	1
MTY	SOM	1	2003	*	*	*	*	*	*	3
MTY	SS	3	2003	10	98.67	277000	260,190	2,601,900	18	8
Totals										
		103	2003	109	98.21	329,500	377,961	41,197,750	47	111

Q4 October - December 2003 Monterey County Single Family

County	City	Current Inventory	Year	No. Sales	%LP Recorded	Median Price	Average Price	Total Vol.	Average DOM	New Listings
MTY	CAR	133	2003	53	94.19	1091000	1,391,964	73,774,100	125	74
MTY	CV	76	2003	42	94.37	870000	970,738	40,771,000	124	49
MTY	DR	4	2003	5	98.69	505000	496,800	2,484,000	33	2
MTY	ES	38	2003	79	99.01	348500	367,898	29,063,950	37	57
MTY	MA	11	2003	31	99.43	449950	452,252	14,019,800	32	23
MTY	MO	39	2003	42	96.64	600000	677,360	28,449,125	67	35
MTY	NOM	82	2003	87	97.53	483000	520,701	45,301,000	76	75
MTY	NS	69	2003	192	99.48	397500	411,656	79,037,960	27	143
MTY	PB	71	2003	38	93.89	1050000	1,377,303	52,337,500	128	25
MTY	PG	38	2003	53	96.88	635000	664,375	35,211,850	84	29
MTY	SCT	44	2003	7	93.40	1175000	1,110,714	7,775,000	228	13
MTY	SEA	25	2003	52	98.51	435000	432,044	22,466,271	64	36
MTY	SMH	97	2003	55	94.74	800000	917,200	50,445,996	120	52
MTY	SOM	40	2003	74	98.51	310000	311,519	23,052,400	34	63
MTY	SS	29	2003	63	98.90	423600	434,923	27,400,150	33	52
Totals										
		802	2003	884	96.56	457,000	607,749	537,250,102	64	741

Q4 October - December 2003 Monterey County Condos/Townhomes

County	City	Current Inventory	Year	No. Sales	%LP Recorded	Median Price	Average Price	Total Vol.	Average DOM	New Listings
MTY	CAR	9	2003	6	93.14	655000	731,583	4,389,500	295	8
MTY	CV	24	2003	14	96.65	560000	556,179	7,786,500	233	12
MTY	DR	1	2003	4	100.54	410500	393,125	1,572,500	7	5
MTY	ES	7	2003	10	100.52	215000	216,140	2,161,400	40	15
MTY	MA	3	2003	2	100.98	215000	257,500	515,000	8	3
MTY	MO	12	2003	19	99.06	349000	390,526	7,420,000	55	15
MTY	NOM	2	2003	*	*	*	*	*	*	*
MTY	NS	8	2003	13	100.10	258000	250,654	3,258,500	42	10
MTY	PB	12	2003	2	91.77	600000	1,645,000	3,290,000	374	3
MTY	PG	2	2003	3	98.59	499500	466,500	1,399,500	15	5
MTY	SEA	*	2003	2	97.48	315000	329,000	658,000	95	*
MTY	SMH	*	2003	*	*	*	*	*	*	*
MTY	SOM	1	2003	1	74.40	93000	93,000	93,000	8	*
MTY	SS	3	2003	8	99.50	295000	296,500	2,372,000	35	6
Totals										
		86	2003	84	97.18	320,000	415,665	34,915,900	99	83