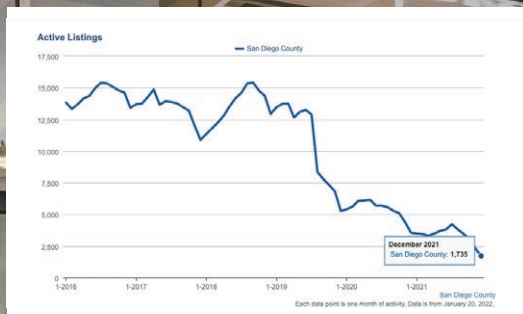


Serra Mesa | Mission Village | Kearny Mesa | Stonecrest

February 2022

San Diego Housing Market Hits New Low!



Details on Page 6



BIGBLOCK
REALTY

@LISTEDBYDAOUD

*San Diego
Events:
Page 30-31*

DAVID HUSSAIN | 858.215.3512 | COMMUNITY92123.COM



What is Community 92123?

David Hussain - Realtor
Big Block Realty
Lic. 02008317

Community 92123 is a monthly magazine sent out to our neighborhood featuring local businesses, community events, real estate market reports, news, and fun activities for all ages. It is published by David Hussain, your local 92123 real estate specialist.

If you have questions or feedback about this magazine, you can email or call David directly

Phone: **858-215-3512**
Email: **David@community92123.com**
Web: **www.Community92123.com**

Buyers in my network might be a match for your home!



Jobin & Jestishia

3 Bed, 2 Bath, Up to \$1.1m Detached home with 2 car garage



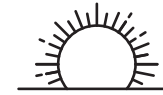
Courtney & James

Minimum 2 bed 2 bath Townhome/Detached Home 1,000 SF Min up to \$900k, must have laundry and enclosed outdoor space



Jikin & Vruti

2 Bed 2 Bath, 1100 SF Minimum Townhome or Detached home \$800k Maximum



Amir & Shohreh

3 Bed 2 Bath Minimum 1,500 SF Up to \$1.5m Detached home with canyon lot



Jasmine & Teddy

3 Bed 2 Bath 2,500 SF max up to \$1.5m, Detached Canyon lot home



Phyo

2-4 Unit Property 2 Bedroom 1 Bath Minimum Main home with 1 Bed 1 Bath Minimum 2nd Unit up to \$1.5m max



Ben & Candace

Minimum 2 Bed 2 Bath Condo/Townhome/ Detached Home up to \$800k max



Earl: 2-4

Unit Property or Detached home with ADU up to \$1.5m max



Dave

3 Bed 2 bath 1100 SF Detached Canyon View Home up to \$900k, must have a view.



Stan & Tiffany

Min 4 Bed 2.5 Bath, 1,700 SF Min, Detached Home up to \$1.5m, must have den or office space and 2-car garage.



Kristy

2 Bed 1 Bath 700 SF minimum Condo or Townhome, \$500k max, in-unit laundry

92123

* Detached homes only

Average Sold Price  \$866,397

% Change in
average price from
December 2020  +14.9%

Sales to List Price %  101%

Active Listings
% Change from last
November  -0%

Average Days
on Market  21

Homes Sold
% Change from last
Dec  +43%

Information provided by the San Diego Association of Realtors as of December 2021. This information has not been verified by the broker. All information should be independently reviewed and verified for accuracy. Properties represent a compilation of listings from various brokerages and may or may not have been listed or sold by David Hussain of Big Block Realty.

92123

*Condos/Townhomes Only

Average Sold Price  \$596,000

% Change in
average price from last
December  +31%

Sales to List Price %  102%

Active Listings
% Change from last
November  -60%

Average Days
on Market  13

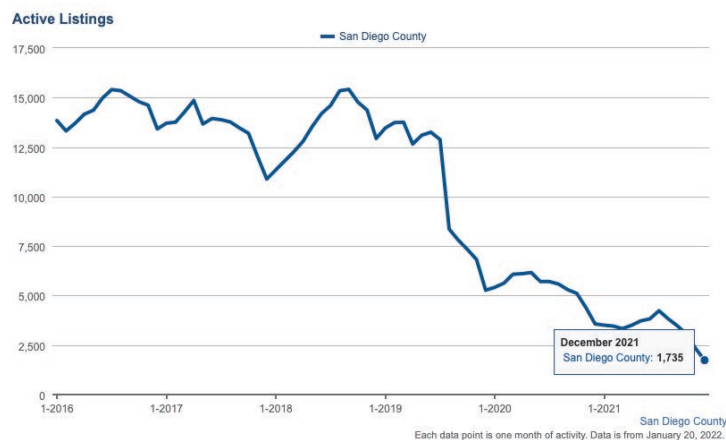
Homes Sold
% Change from last
December  -33%

Information provided by the San Diego Association of Realtors as of November 2021. This information has not been verified by the broker. All information should be independently reviewed and verified for accuracy. Properties represent a compilation of listings from various brokerages and may or may not have been listed or sold by David Hussain of Big Block Realty.

San Diego Housing Market Hits New Low!



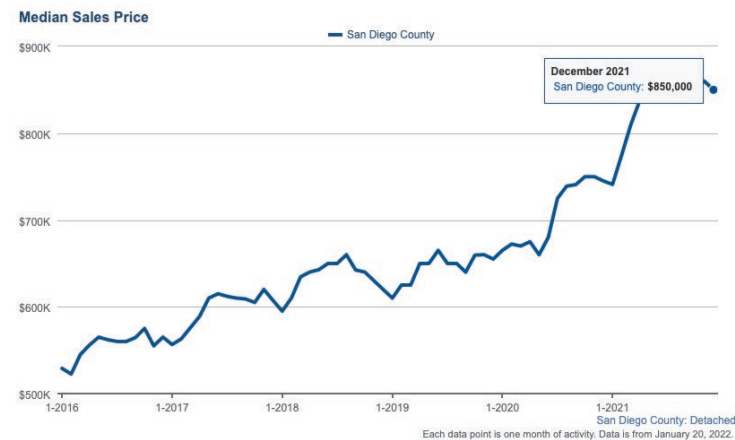
Homes on market San Diego County 2015-2020



**Detached Homes All San Diego County*

The two images above indicate the health of the current San Diego housing market. As the old saying goes, buy low, sell high and San Diego County is facing a historically low period of homes on the market leading to record high sale prices throughout the county.

Home prices San Diego County 2015-2020



**Detached Homes All San Diego County*

Furthermore, homes in specific neighborhoods like Serra Mesa, Del Cerro, Mt. Helix, San Carlos, and La Mesa are fetching up to 15% over asking price. If there was ever a time to "sell at the top", we are currently at the crest.



CONSIDERING SELLING YOUR HOME IN 2022?

- Free Market Analysis and Detailed Property Valuation
- Access to Revive Concierge (Revive prepay the costs with no fees/interes, for the upgrades/repairs so your home sells faster & at a higher price)
- Professional Photography with Aerial Photography, Video walkthrough, 3D Matterport Virtual Tour (Paid for by David)
- Full house cleaning and window cleaning (Paid by David)
- Interior Designer/Stager Consultation in preparation for showings (paid for by David)
- Contractor & Handyman referrals for every issue you need completed
- Pre-listing home inspection so your escrow stays on track and you don't lose a buyer over unexpected repairs. (paid by David)

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appointment
with me is
easy



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- Call **858.215.3512**



JUST SOLD IN SERRA MESA!

SERRA MESA CANYON HOME
3459 DORCHESTER DRIVE
3 BEDROOM | 2 BATH | 1,445 SF | \$900,000

SOLD BY DAVID HUSSAIN
HIRE A SPECIALIST!
858-215-3512

Homes Sold 2021-2022

We don't just specialize in 92123, here are some homes we sold throughout San Diego and Temecula!
Call us today for a no obligation home valuation!

SOLD



4074 Camino Paz
3 Bed | 2 Bath | \$554,600



3814 35th Street #4
2 Bed | 2 Bath | \$470,000



31388 Byers Road
4 Bed | 2 Bath | \$530,000



4647 Pico Street #101
1 Bed | 1 Bath | \$470,000



2135 E Valley Pkwy #33
2 Bed | 2 Bath | \$410,000



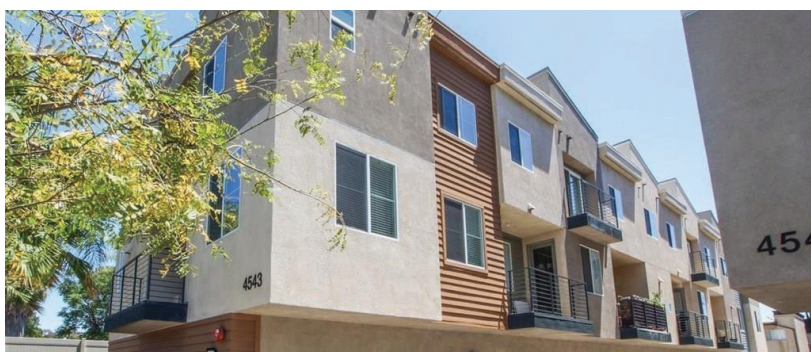
31136 Calle Aragon
3 Bed | 2.5 bath | \$537,600



40268 Rosewell Court
3 Bed | 2.5 Bath | \$523,550



32143 White Spruce Court
3 Bed | 2 Bath | \$410,000



4543 Rainier Avenue #17 | 4 Bed | 3 Bath | \$723,000



28696 Heather Green Way
5 Bed | 3 Bath | \$691,749



3459 Dorchester Drive
3 Bed | 2 Bath | \$900,000



**GET A CASH
OFFER ON YOUR
HOME!!!**

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GET STARTED



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NO COMMISSION

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Trusted by millions of homeowners nationwide, homebot is a free, monthly, property net worth report specific to you. Homebot shows you real-time property value data. Build more wealth with your home. Understand your property's true potential. Scan the QR Code below with your phone's camera to get started or go to community92123.com to sign up!



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Save more money

See the power of extra principal payments or refinancing at the right time.

Build wealth faster

Know exactly when to buy, sell, rent, or remodel to maximize your investment.

A hand holding a magnifying glass over a wooden house and a family of three figures. The house is made of light-colored wood with a red roof and a green tree-like shape on top. The family consists of two adults (one blue, one red) and a child (light wood). The magnifying glass is held by a hand from the top right, focusing on the family figures.

Signs That The Housing Market Is Settling Down

And Why It's Still The Perfect Time To Sell

The housing market in 2021 was a battlefield for buyers. Prices rose, bidding wars were commonplace, and demand remained strong. Now in 2022, the market is becoming more manageable when compared to the same time last year. Here are the signs that show the housing market is slowly but surely winding down.

SLOWER HOME PRICE APPRECIATION

Prices on active home listings have declined which is leading to a healthier housing market. Current appreciation is still well above the average for it to be considered balanced but the growing

amount of price cuts is a great indicator. The number of active listings seeing price reductions prior to selling has been steadily rising.

MORE AFFORDABLE LISTINGS

Finally, we're starting to see a rise in starter home listings on the market. The main contributor to this is the ending of mortgage forbearance plans for many homeowners. With mortgage payments for homeowners who utilized this option no longer being paused, those who are currently going through financial difficulties are deciding to sell their homes to pay off their mortgage.

LESS BIDDING WARS

In 2021, there was a time that nearly

three in four buyers were up against other offers. While bidding wars are still above pre-pandemic numbers, we're starting to see buyers refraining from using aggressive tactics like waiving home inspection contingencies and bidding well over the asking price. Another indicator that is important to pay attention to is the mortgage application volume, which is at one of the lowest points it has been since early 2020.

MORE DAYS ON THE MARKET

The days it takes a home to sell has been steadily rising which shows that the current urgency on the market is not as vibrant as it was in recent months. There are less and less properties disappearing seemingly overnight. Now is a perfect opportunity for

hopeful homebuyers to snag the ideal home they're looking for.

DON'T EXPECT A BUYERS MARKET

The market is still hot! It's beginning to level out but it is still currently a seller's market. When comparing it in its current state to some of the peaks in the past year or so, the market is noticeably slowing down. What people tend to forget is that these record-breaking numbers and stats are just that, record breaking. Just because the current market is no longer reflecting these numbers doesn't mean it still isn't historically high. Time is of the essence, if you as a buyer are contemplating whether or not to submit an offer on a home that has caught your eye, move quickly or it will pass you by.

Credit-Building Myths

FIRST-TIME HOMEBUYERS MAY HEAR TODAY



There is a lot of misinformation out there when it comes to building and maintaining a good credit score, so it's important to be mindful of the following myths.

1 To build credit, you've got to use lots of it!

Many insist that the only way to establish good credit is to use it. While it's true that utilizing some level of credit is important, more is definitely not better. "Carrying a high balance on your credit card has the potential to hurt your score," says Stephen Rosen, head of sales at the mortgage company Better. "And on top of that, you will end up paying more each month, due to interest."

Credit utilization, or the amount of credit you're using, makes up 30% of your FICO score. The higher your credit card balance, the higher your utilization rate, which hurts your credit score. That said, keeping a modest credit card balance can help, Watanasuparp says. A good rule is to use only 30% to 40% of your maximum credit line.

2 Close your credit cards once you pay them off

Closing a credit card once you've paid it off may seem like a logical thing to do—that way, no more debt! Yet in reality, closing cards is a bad idea.

"Closing recently paid off accounts can shorten your credit history, especially if it's one of your oldest accounts to date," Rosen says. Credit history, or how long you've had credit accounts, makes up about 15% of your credit score.

3 Occasional late or missed payments are no big deal

Late or missing bill payments happen to just about everyone, and therefore may seem like no big deal.

However, paying your bills on time has a huge effect on your credit, making up 35% of your FICO score. It doesn't matter how much credit you have, as long as you can afford to pay them in full and on time.

4 You can boost your credit score by adding your spouse to your accounts

If your spouse has excellent credit—but yours is subpar—you may have heard that adding your upstanding partner to your own credit accounts will help raise your own score. It's not necessarily that simple. Credit scores are unique to each individual, Rosen says, so merging accounts won't necessarily raise your credit score. However, there is one way a high-scoring partner does work in your favor.

"When it comes to applying for new credit with your partner, such as filling out a joint application for a mortgage, each partner's credit score is taken into consideration by the lenders," he says. Lenders will often use an average of a couple's scores to determine overall creditworthiness as a team. So in this sense, your partner could help you get a loan with good terms.

5 Getting a credit report lowers your score

Checking your credit yourself through an official report from one of the primary reporting agencies is a soft inquiry, which won't affect your credit score. However, loan applications for new credit cards or mortgages are considered hard inquiries, and will stay on the report for up to two years, briefly lowering your score.

"My advice is to avoid loan applications for at least six months before you apply for a mortgage. This will ensure your best possible credit score is on file," Rosen says.

YOUR FEBRUARY HOME CHECKLIST

HOME MAINTENANCE TASKS

- Check caulking and grout around sinks, showers, and tubs
- Regularly check roof and gutters
- Clean and vacuum curtains, window blinds, and ceiling fans
- Vacuum and dust HVAC system
- Clean garbage disposal: Run with crushed ice to sharpen
- Test carbon monoxide and smoke detectors
- Check plumbing for sink and toilet leaks
- Repair any interior wall damage
- Electrical: Test and reset all ground fault circuit interrupter (GFCI) receptacles

HOME CARE TIPS

- **Tidy up your entryway**
Clean off the mud, snow, salt, and general dirt. Now would be the time to thoroughly clean the porch, floors and reorganize.
- **Declutter your paperwork**
Organize your bills and recycle any irrelevant paperwork that has piled up.
- **Recycle e-waste**
Collect your old cell phones, computer monitors, cameras, and batteries and head to a recycling center that will properly dispose of or reuse these items.

And don't forget to call your Neighborhood Expert to see what your home's worth!



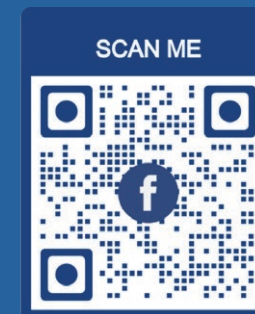


Join the Neighborhood FB Group!

*Photo Courtesy of
Jeffrey Swain

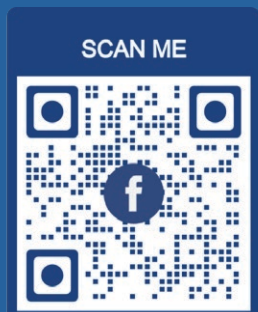
Stay up to date with local
activities, community news,
and get to
know your neighbors!

Or search
"Serra Mesa 92123"
in FB Groups



Or search
"Serra Mesa 92123"
in FB Groups

*Photo Courtesy of
Christopher Latham



Serra Mesa Food Pantry



**Stop by our drive-thru distribution at
2650 Melbourne Drive
for free groceries every
Wednesday, 10-1.**

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*Feature your
business in
this magazine.*



Have a business you'd like to share with the neighborhood? Submit your business to our monthly local business spotlight. community92123.com/local-business

Advertise your business or event in Community 92123 long-term, contact David@community92123.com

What's Happening in San Diego?



Museum Month

28 Days of Museum Moments - Feb 1 - Feb 28, 2022
sandiegomuseumcouncil.org

Chinese New Year Fair

San Diego Chinese Historical Society and Museum
Feb 12 - Feb 13, 2022 10:00 AM - 7:00 PM
sdchny.org

2022 GASLAMP MARDI GRAS & SAN DIEGO FAT TUESDAY!

835 5th Ave San Diego, CA 92101 - Feb 25 - Mar 1,
clubvip.ticketsauce.com/e/2022-gaslamp-mardi-gras

Valentines Weekend

Oceanside Harbor Wine Cruise
Feb 12, 2022 5:00 PM - 6:30 PM
www.oceansidewhalewatching.com

San Diego Bird Festival

Feb 16 - Feb 20, 2022
www.sandiegoaudubon.org/birding/san-diego-bird-festival.html

Peter Sprague Plays the Music of Paul Simon

Mar 26, 2022 7:00p - 9:00p
www.museumofmakingmusic.org/events/peter-sprague-2022

For more events check out:

www.sandiego.org/explore/events.aspx



THE NEIGHBORHOOD
CONNECTION

David Hussain
The Neighborhood Connection
PO Box 28115
San Diego, CA 92198

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