

Serra Mesa | Mission Village | Stonecrest

Community 92123

January 2023

2022
BEERS & CHEERS
THANK YOU TO ALL
OUR SPONSORS!



**A Healthy
New You**

Courtesy of
Crunch Fitness

**92123 Holiday
Decorations
Contest Winner**

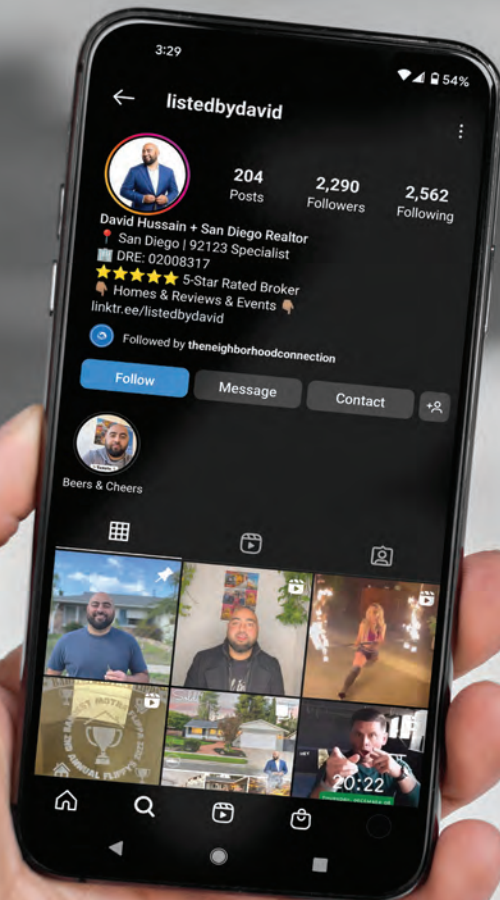
Details pg. 18



DAVID HUSSAIN

858.215.3512

COMMUNITY92123.COM



Scan to follow
along on Instagram



ListedbyDavid

Let's Stay Connected

Instagram: @listedbydavid

Facebook: www.facebook.com/listedbydavid

Website: community92123.com

Dear Neighbors, Friends and Clients,



Happy New Year! I hope that your holiday season has passed with happiness, love and comfort.

During December, our team put together a charity event benefiting Toys for Tots. It was our second time around and we were able to raise just over \$17,500 for the kids. You can find more details and photos of the event on page 14.

We also hosted our first-ever Serra Mesa Bonfire night in conjunction with Mesa Church and Java Garden. A special thank you to Mesa Church's Charlie Houck and Java Garden's Alena Layton for providing the space and the hot drinks that kept us warm. We look forward to hosting more community events where neighbors can meet, hang out, and have fun.

This new year, our focus is the community. We are hosting so many events here in Serra Mesa. You can expect our huge Easter Egg Hunt, our Food Truck Fridays, Community Garage Sales, and a few surprise events to come this year.

Homes in 92123 have seen a decrease in sales price from previous months but have seen an uptick in sales. Homes are selling in a longer time period than the previous 60 days, however, that is due to an increase in homes for sale in 92123 and in response to the rise in interest rates.

San Diego is still a desirable market amongst the rest of the state as many out-of-county residents are taking ownership of homes. In the past 60 days, our team has sold nearly half of our total sales to residents moving here from outside San Diego County.

If you've had any thoughts of buying or selling a home in 2023, we'd love to be the next phone call you make. Our team and I are here to serve you in every way we can as a resource for anything and everything real estate related. We're your Real Estate Pros!

We would love to learn your story, understand your needs and wants, and deliver the results you desire.

If you have any questions or concerns about buying or selling a home, we are here to help and look forward to connecting.

Warmly, *David Hussain*

92123

* Detached homes only

Don't trust tech companies like Zillow and RedFin with your most important asset, call a professional instead. It's easy - Call or Text David today for an accurate valuation on your home... 858.215.3512

Average Sold Price  \$989,175

% Change in
Average Price from
November 2021  +13.4%

Sales to List Price %
% Change from
November 2021  92%
-9%

Active Listings
% Change from
November 2021  16
+129%

Average Days
on Market  72
% Change from
November 2021  +324%


Homes Sold
% Change from
November 2021  8
+56%

92123

* Condos/Townhomes only

Average Sold Price  \$605,250

% Change in
Average Price from
November 2021  -5.4%

Sales to List Price %
% Change from
November 2021  97%
-5%

Active Listings
% Change from
November 2021  7
0%

Average Days
on Market  41
% Change from
November 2021  +215%

Homes Sold
% Change from
November 2021  4
-33%

Don't trust tech companies like Zillow and RedFin with your most important asset, call a professional instead. It's easy - Call or Text David today for an accurate valuation on your home... 858.215.3512

As your neighborhood specialist, I want to help you sell your home.



- Free Market Analysis and Detailed Property Valuation
- Access to Revive Concierge (Revive prepay the costs with no fees/interest, 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)



Booking an appointment with me is easy

1. Go to <https://calendly.com/listedbydavid/real-estate-consultation>
2. Call 858.215.3512
3. Scan for a meeting

Sick of your



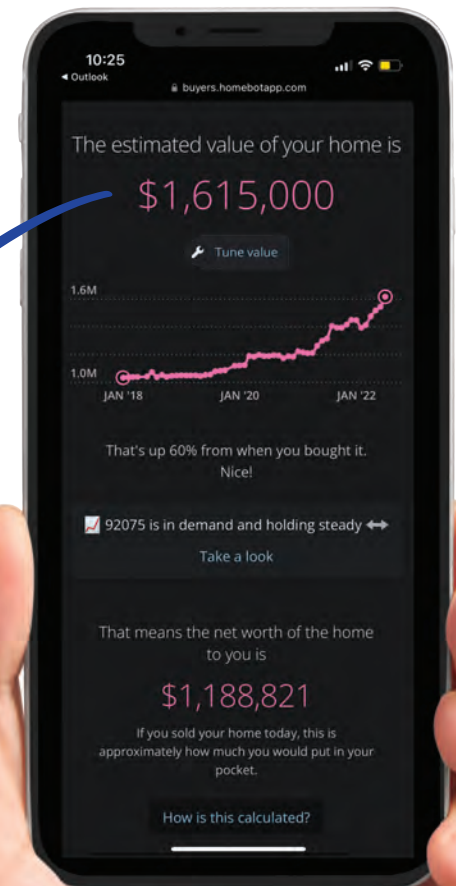
GET YOUR HOME'S TRUE VALUE FROM YOUR NEIGHBORHOOD'S #1 AGENT



SCAN THIS QR CODE NOW
For Your Instant Home Value Estimate.



With your phone's camera scan the code above.



**Thursday Morning
Coffee w/ David
Bear Buns Bakery**
8:30am - 9:30am
(Every Thursday Morning)

See Pg 12 for details



**Holiday
Decorations
Contest Winner!**
Page 18



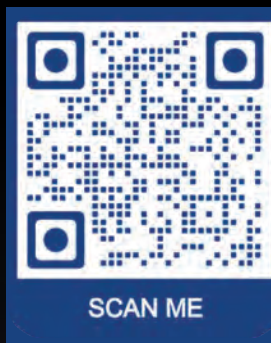
**Community
Garage
Sale**
End of April



**Find out about
local Community
92123 events:**

Join the Community
92123
Facebook Group

Search "Community
92123" on Facebook or
Scan here:



**Food Truck
Fridays**
Return March of 2023!



**Easter Egg
Hunt**
April



David Hussain's Local Market Update

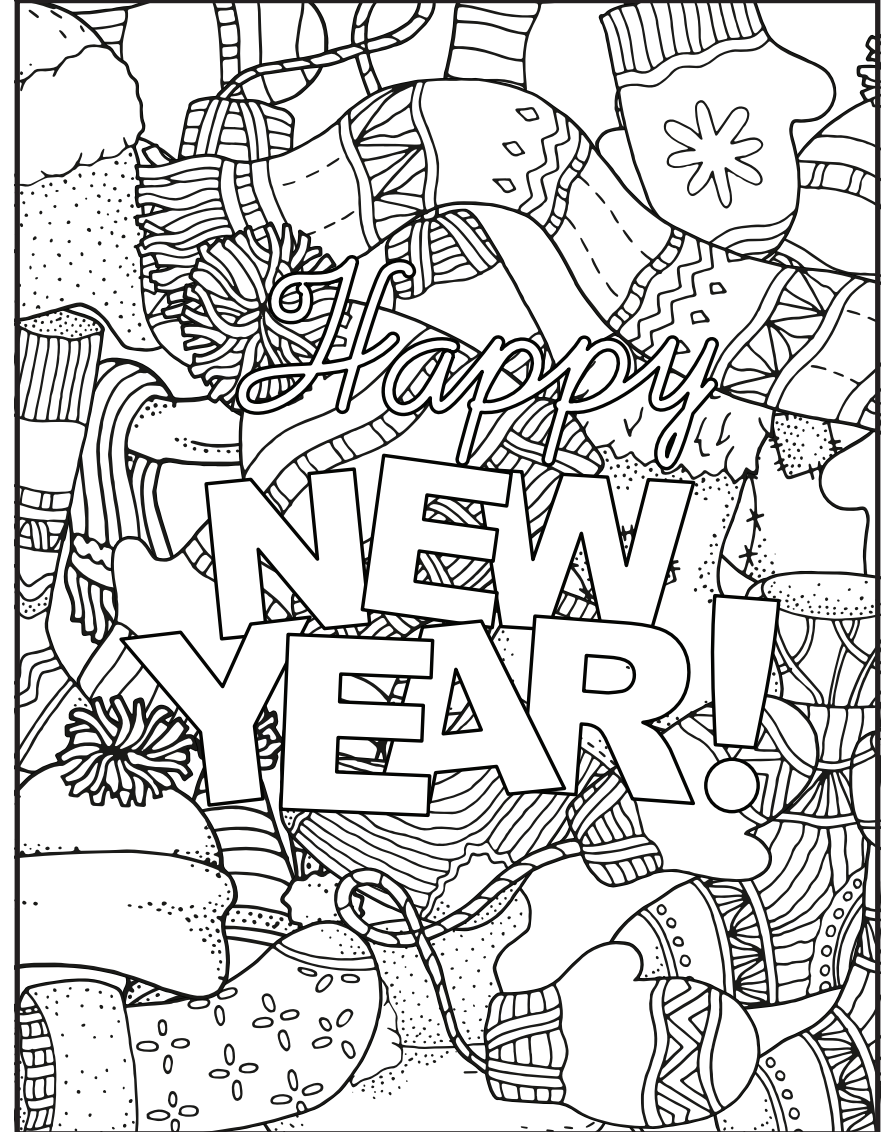


HOMES SOLD IN THE LAST 30 DAYS:
CURRENT MARKET REPORT | NOV/DEC 2022

FULL ADDRESS	BR	BA	SQ. FT.	DOMLS	LIST PRICE	SOLD PRICE
2980 Greyling Dr	3	1	1,000	151	\$821,000	\$800,000
3554 Ediwhar Ave	4	3	1,944	124	\$824,999	\$790,000
8776 Argo Ct	3	2	1,350	18	\$825,000	\$780,000
8931 Haveteur Way	4	2	1,406	23	\$920,000	\$910,000
3283 Towser St	4	2	1,426	7	\$1,018,400	\$1,018,400
9142 Irvington	3	2	1,935	18	\$1,199,000	\$1,200,000
2710 W Canyon Ave	4	3	2,418	11	\$1,299,900	\$1,290,000

January Coloring Page

For Adults And Children To Enjoy



David's Local Office Hours



I am inside Bear Buns Bakery every Thursday from 8:30am - 9:30am. You can find me working on my laptop at a table near the window. I would love to chat with you about Serra Mesa, the local community and how we can improve it, or answer any of your real estate related questions.



What: Coffee w/ David
When: Thursday 8:30-9:30am
Where: Bear Buns Bakery
3251 Greyling Dr



David Hussain

Call or text: 858.215.3512
David@community92123.com
Community92123.com

Coffee and Pastry is my treat if you bring this magazine with you



Toy Drive Success!

Thank you to everyone that made it out to our Toys for Tots party! It was a blast and we had an awesome time raising over \$17,000 for toys for not only Toys for Tots but also National City Fire Department and 3 local schools. Here are some photos of the fun, excitement and the toys we got!



With home prices declining

Now may be the best time to sell



There are many factors that go into determining whether or not it's a good idea to sell your home. Inventory, mortgage rates, and economical fluctuations have made for one of the most unpredictable housing markets in recent history. Over the last couple of years, prices have been sky high making the prospect of selling very enticing. Deciding whether to sell now or wait to see if prices continue to rise is one of the biggest questions for homeowners in the new year. Below are some reasons why now may be the time to sell.

Interest rates

While interest rates are much higher than years before, there are many who think that they may continue to rise through this year, making the prospect of mortgages much less appealing and removing buying power from many middle-class families. Since increased rates cause higher monthly payments, this directly removes buyers from the market and could lead to many houses either sitting on the market or having to lower prices to a more realistic and fair amount.

Recession

Many experts have warned of a potential recession looming in 2023. During recessions, unemployment soars, spending grinds to a halt, and people are forced to save all their spare money for day-to-day needs. This leads to a severe lack of home sales as people do not have the spare cash to afford down payments, and those who may have the money for all cash sales may be scared into saving instead of upsizing.

Housing Inventory

Inventory is low, but it may not stay that way. Just like you, there are many people who are contemplating selling but haven't done so yet. With the financial fears mentioned earlier looming, many people may be looking to sell off extra homes, or looking to combine households in order to save money for the uncertainty ahead. Selling now while houses are scarce guarantees that you will have people showing interest.

Every area has its own complex market. To figure out if now is the best time to sell your home, contact your local neighborhood expert today!



92123 Holiday Decorations Winner!

Kathy Trollinger!
Congratulations

8760 Dalewood Avenue



92123 HOLIDAY DECORATIONS



Sign up to be featured on the map!

**BROUGHT TO YOU BY DAVID HUSSAIN
& COMMUNITY 92123**





HOT Chocolate COOKIES

HONEY CHAMOMILE TEA LATTE

1 ½ cups of water

4 chamomile tea bags

1 ½ cups of cold whole milk

1 tablespoon of honey

one

Use a small sauce pan to bring water to a simmer, then remove from heat, add tea bags and cover. Let steep for at least 10 minutes.

two

While water is steeping, use another small saucepan to heat the milk over medium heat, whisking continuously. Continue for about 5 minutes or until warm and frothy.

three

Remove tea bags from water and add your honey and stir until fully dissolved.

four

Finally, divide the tea and frothed milk among two mugs, making sure to reserve a small amount of the foam. Stir gently to combine ingredients, then top with reserved foam and garnish with cinnamon or other toppings of choice.

INGREDIENTS

1 cup softened butter
2 large eggs
2/3 cup brown sugar
1 cup granulated sugar

1 teaspoon vanilla
¾ cup hot cocoa mix
(~4 individual packages)
3 ¼ cups all-purpose flour
2 teaspoons baking powder

1 teaspoon baking soda
1 teaspoon salt
1 cup chocolate chips
1 cup Mallow Bits

DIRECTIONS

1

Combine butter, granulated sugar and brown sugar in mixer until light and fluffy, then continue to mix in eggs and vanilla.

2

In a separate bowl, combine dry ingredients until mixed well. Gradually mix in your dry ingredients with your sugar mixture, lightly beating until fully blended.

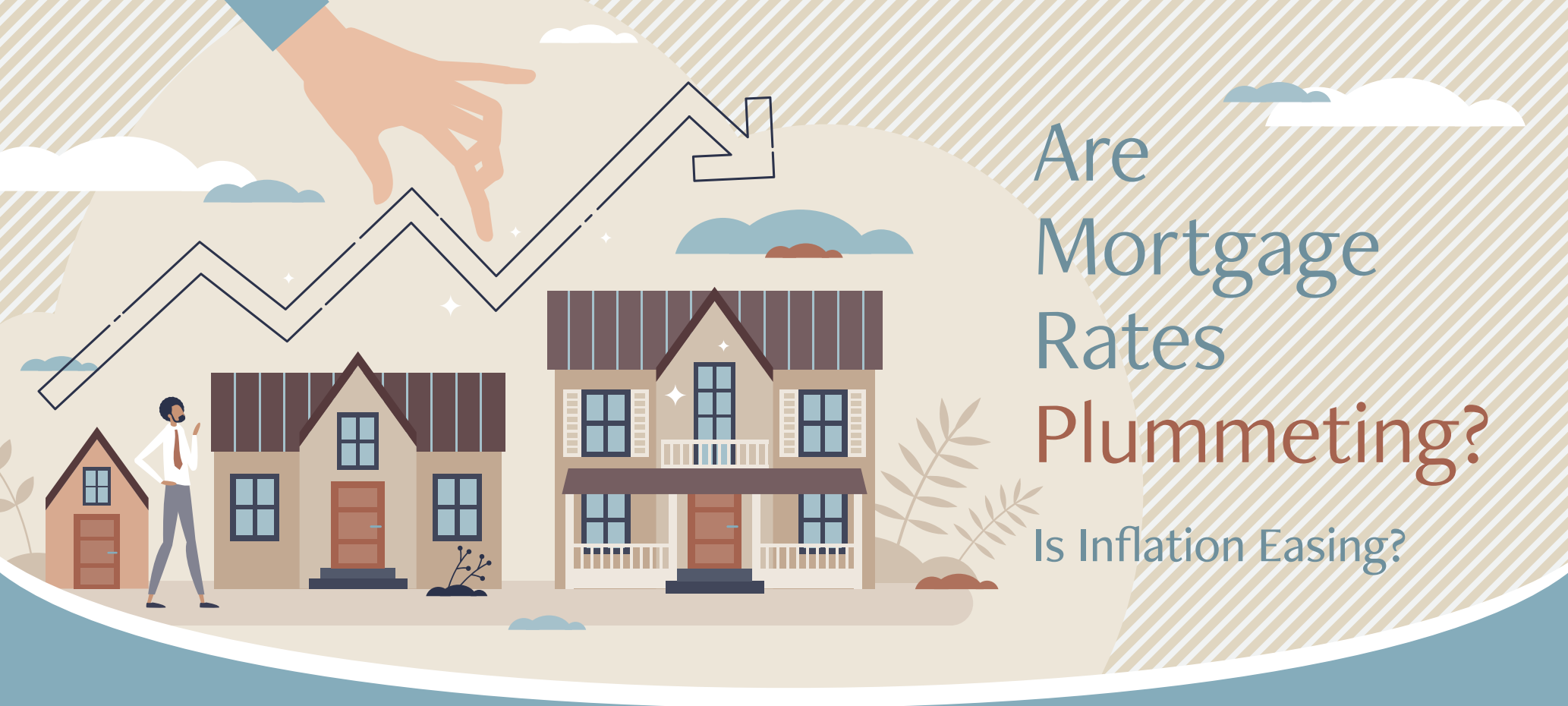
3

Stir chocolate chips and Mallow Bits into dough, then cover and let chill for at least 30 minutes.

4

Preheat oven to 350 degrees. Using a baking sheet lined with a silicon mat or parchment paper, drop 2 tablespoons of dough onto the baking sheet about 2 inches apart. Bake for about 10 minutes or until edges are slightly browned. Let cool and enjoy!

These cookies are perfect if you want to keep it simple, but are tired of the same chocolate chip cookies. Warm, cozy and delicious – you won't be able to resist!



Are Mortgage Rates Plummeting? Is Inflation Easing?

It's been over 40 years since we've seen a larger weekly drop in interest rates than we experienced in mid-November, more specifically, the week ending November 17th. To some, the 6.61% interest rate may not seem appealing but considering the week before the rate was 7.08% this is a sign that inflation may be easing. For comparison, a year prior the interest rate was 3.10%. However, the days of outrageously low interest rates are no more. In 2022, the Federal Reserve hiked interest rates to respond to rapidly growing inflation. Now, in 2023, we should expect rates to stay high in comparison to where they were pre-pandemic. The fact of the matter is that inflation is still

high which means the Federal Reserve will keep interest rates high until inflation is at a more manageable level. For buyers, this could mean that any current affordability concerns will in all likelihood persist for the foreseeable future. For sellers, the volatility in mortgage rates will most likely cause you to make more concessions than you would've a year ago. With so much uncertainty for both buyers and sellers, the slight drop in mortgage rates and the potential easing of inflation bodes well for the market to find some stability.

Have questions about the current market conditions in your area? Please reach out to your Local Neighborhood Expert today!

Brought to you by:





5-Star Mortgage Solutions AT YOUR FINGERTIPS

Your go-to solution for Home Loans. Next Level Lender is a San Diego family owned Mortgage Brokerage with over 100 5-star reviews on Google. They pride themselves on providing their clients with white-glove, end to end service. Below you can find examples of just some of the lending products available to you from the Next Level Team:

Conventional Home Loans

VA Home Loans

Home Equity Lines of Credit

Cash-out Refinancing

FHA Home Loans

Self-Employed Home Financing

Reverse Mortgages

Here's what everyone is saying about the Next Level Team:



"The Next Level Lender team helped me figure out the right options for me to reach my goals. They put together a great plan for me to be able to get the cash I needed out of my home so that I take advantage of other investments. No one else was able to help me and creatively find a solution that would work but here I am now with our loan funded and my next transaction on the way! I am so happy I was able to work with them and looking forward to working with them on all of my future transactions."

Jean Nguyen



"I am truly grateful for Shyam! He was extremely helpful during the whole house buying process! I was extremely stressed dealing with selling our current home while buying a new home for our upcoming assignment change to Cali. Shyam has been working with my husband from the start, ensuring the process went smoothly - which in turn lessened my stress, I'm happy he was able to help me and my husband get a new home!"

Jackyy Estrada



"Working with Next Level Lender was beyond my expectations. They work as a team so no one is left with unanswered questions or waiting around for answers. Their team goes above and beyond. Whenever I had a problem with something, they offered their assistance to help me out, even if it wasn't their job. All my questions were answered within literally minutes, even after hours. There is not one bad thing I can say. All I can say their customer service is amazing!!!! I definitely recommend them for lending, you won't be disappointed."

Celeste Silva



Akshay Patel

Loan Originator/CEO

www.nextlevellender.com

858.207.8436

ak@nextlevellender.com



Join the Neighborhood Facebook Group!

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

Or search

“Community 92123” in Facebook Groups



Client Testimonial

A BIG shout out to our new dearest friend David!

Life is a crazy journey isn't it? I feel good people meet good people for a reason and after meeting him, I definitely stand firm with that theory. Well, sometimes you really do meet the right man on your door step even if he's just dropping off Garage Sale signs!

Meeting David apparently was meant to be! Yes, we definitely wanted to join his Community 92123 Garage Sale and had no idea how much we needed a fantastic Real Estate Agent as well.

Getting to know this guy was a really fun experience! He absolutely restored our faith in humanity again. He sets up all kinds of fun events to bring the community together. If you haven't attended one of his events, do so! It's always a great time to be in his presence and gather with your amazing neighbors. We all became instant friends. He's the kind of good people you want in your life!

Not only did our personalities hit it off effortlessly, but he respectfully lead us with confidence toward buying our family a gorgeous home and property!

It definitely came with some challenges and he stood strong by our side not only during the normal real estate stresses, but also during some personal hard times. He held us up with his faith, heart, and his dedicated professional strength. That type of comfort can only come from a genuine human. I will forever be grateful for you, David.

What I respect about David the most is his personal why. Why he became a real estate agent. Why he cares so much. Why he makes sure that the home his client is interested in suites their actual needs and politely guides them on track when needed.

Purchasing a home is a big deal! You want someone on your team you can fully trust with your eyes closed. Unless you've done it several times before, it's completely learning a whole new language and you need a really good teacher. That's David!

You also need a fantastic, trustworthy broker on your team that works well with your agent. In my option, that's Amanda Belton at Avalon Mortgage Corporation.

Once we finally found our home, David was on his A Game! Our offer was accepted the following day and it was smooth sailing the next 21 days until we closed! It was a beautiful experience.

During our home buying process, we were terrified of the rising interest rates. We almost gave up several times. Don't. I highly recommend contacting David and Amanda to explore your options. We had no idea what was even possible until we did. They will give you the best and the most honest support. And when you're ready, you'll be one step ahead with a fantastic team already in place!

Thank you again David! We will forever be grateful for all you've done for us!



A New You

courtesy of Crunch Fitness Serra Mesa

Now through the end of January 2023 - \$0.23 enrollment fee and 1 free personal training session + 5 day free guest pass*



Bring in this magazine to redeem.



3270 Greyling Dr, Serra Mesa, CA 92123
www.crunch.com/locations/serra-mesa
(858) 267-4201
Instagram @crunchfitness_serramesa

*restrictions apply

RecoverMe

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- Improves Sleep
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EXCLUSIVE OFFER

20% OFF THE FIRST MONTH'S MEMBERSHIP

and/or the the first session of any of the 4 treatments for free.

Offer Expires at the end of the month.

3270 Greyling Dr 92123 (located inside Crunch Fitness Serra Mesa)
Insta: recovermesandiego • Recovermesandiego.com

JUST SOLD

JUST SOLD



12217 VALHALLA DR 5 BED | 2 BATH | \$823,000

From Serra Mesa to Lakeside

I met Rachel and Zane in April of 2022 when we were hosting our first community garage sale here in Serra Mesa. They'd been living on Chauncey Dr as renters and were considering finding their forever home in a few years.

They casually began looking and soon realized that renting didn't make as much sense as buying a home. After a few months of looking and several different offers on homes, we found Valhalla Dr in Lakeside. It had the space inside and outside for their entire family. Furthermore, the sellers had just spent over \$100k in upgrades to the home with plans to stay there.

Due to the sellers circumstances of having to move out of state, Rachel, Zane, and the kids now get to enjoy this beautiful, oversized, and upgraded home. We were able to also negotiate a significant seller credit back to the family ultimately securing this home for a net of 800k.

Who you work with matters!



**THE NEIGHBORHOOD
CONNECTION**

David Hussain

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David Hussain, Publisher & Real Estate Pro

Community 92123 is a labor of love and an effort I have personally put together in an effort to help connect neighbors, businesses, and organizations here in 92123. My goal was and always will be that our community uses this magazine and brand, as a medium where we can all connect and get to know one another.

The magazine and events are completely self funded and produced. If you appreciate our mission, please don't hesitate to reach out to us or refer us to your friends and family for our Real Estate Services.

Warmly,

David Hussain

858.215.3512

David@listedbydavid.com

www.community92123.com

real

Real Broker

