

Serra Mesa | Mission Village | Kearny Mesa | Stonecrest

March 2022

# *Serra Mesa Home Sales Price up 29.6% since Jan. 2021*

*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




MARKET REPORT | MARCH 2022

# 92123

\* Detached homes only


Average Sold Price  \$944,588

% Change in  
Average Price from  
Jan 2021  +29.6%

Sales to List Price %  102.6%

Active Listings  
% Change from  
Jan 2021  6  
0%

Average Days  
on Market  23

Homes Sold  
% Change from  
Jan 2021  10  
-47.4%

Information provided by the San Diego Association of Realtors as of January 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.


MARKET REPORT | MARCH 2022

# 92123

\*Condos/Townhomes only

Average Sold Price  \$568,050

% Change in  
Average Price from  
Jan 2021  +39%

Sales to List Price %  103.2%

Active Listings  
% Change from  
Jan 2021  3  
+50%

Average Days  
on Market  40  
+233% from  
Jan 2021

Homes Sold  
% Change from  
Jan 2021  8  
+14.3%

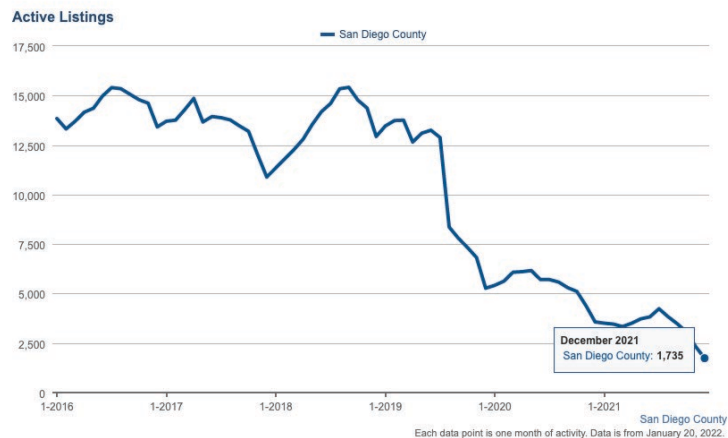
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# San Diego Housing Market Hits New Low!



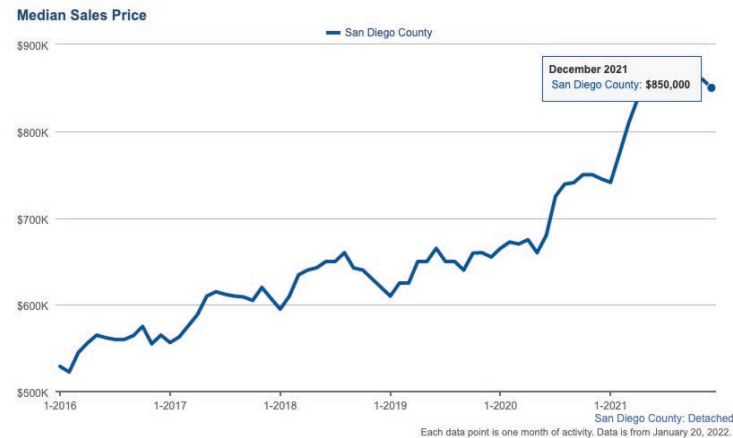
## Homes on market San Diego County 2015-2020



*\*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.





## 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)

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with me is  
easy



- Go to [listedbydaoud.com/bookacallwithdaoud](https://listedbydaoud.com/bookacallwithdaoud)
- 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

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

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# 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



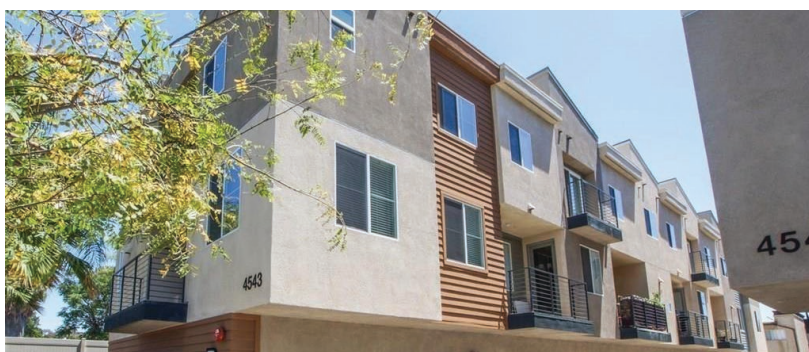
31136 Calle Aragon  
3 Bed | 2.5 bath | \$537,600



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!!!**

SCAN CODE TO  
GET STARTED



**NO REPAIRS**

**NO COMMISSION**

**QUICK CLOSE**

**CALL  
858.215.3512**



# Have you heard of Homebot?

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](https://community92123.com) to sign up!



SCAN ME



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

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Why You  
Still Need a

# Real Estate Agent

Even If You  
Have Your  
Own Buyer



**W**ith how hot today's market is, you may find yourself someone willing to buy your house just through word of mouth before you even have a chance to list it. You may be tempted to try and close the sale on your own as to avoid paying commissions to a real estate agent. While it is doable, there are many hoops to jump through in order to have a legal sale and closing. Real Estate agents are trained and experienced in all the different steps, and make sure your sale goes through smoothly. Here are some reasons why you might still consider involving an agent in your sale.

## Commission

Agent commissions are completely negotiable. There is no law that states how much an agent has to make off a sale. If you have heard from others what they had to pay in commissions and it is putting you off, sit down with your preferred agent and tell them. You should be able to come to an agreement that benefits both parties.

## Offers and Earnest Money

While you and your self-found buyer can agree on a price, without any sort of contract, the agreement is not binding and the buyer can walk anytime they want with no consequence, wasting your time and money. Agents have written agreements ready that are specifically written to meet state and local laws to help make offers legitimate and binding. Agents can also arrange to hold earnest money for the seller. This is a deposit of usually 1% to 2% of the home's worth, collected from the buyer, that is held in a third-party escrow account to ensure the sale goes through. Once earnest money is collected, it is held until closing and if the buyer walks out on the deal, the seller gets to keep the earnest money.

## Terms and Contingencies

Agents make sure that when the sale is complete, there is no question as to

what is and is not included in the deal. They make sure that any additions to the property, such as leaving behind appliances or belongings, are all worked into the sale and clearly noted. They also ensure that both parties are aware of what is and isn't expected to be fixed or replaced. They also have contacts in the industry to make sure you get a quality home inspector, mortgage processor, and any other third party required by the contract. Selling on your own could lead to legal headaches if these things are not covered.

## Closing

Even if you handle all the rest of the steps up until closing, there are many things needed on closing day that most people aren't aware of. First, a clean title is needed. This is usually handled by an attorney that charges a fee for it. There are also many disclosures that need to be provided at closing. Depending on state laws, the age of the house, the type of sale, and much more, they vary home by home. If even one paper or disclosure is missed, it could leave you open to litigation. It is better to have someone who knows all the paperwork handle this to protect you.

**Bottom line** is while agent commissions can seem high, there is a lot that it covers. An experienced agent will make sure you get top dollar for your home, and see to it that the sale is smooth and final. If you have any questions regarding commissions, the selling process, or are ready to sell then please contact your local neighborhood expert to get started!





are at a disadvantage when trying to land a home in this sizzling market, especially with the influx of cash offers. Along with that, it's not just the first-timers that should expect a tough time. This year is on track to be the first time ever that total residential housing transactions exceed \$2 Trillion.

### **INTEREST RATES WILL CONTINUE TO RISE**

To ease inflation, the Federal Reserve will most likely increase interest rates to make borrowing more expensive. This will also slow down price increases for homes. If price increases aren't managed, there will be a negative impact on affordability. In turn, buyers will begin to pull back and sellers will need to rethink their price expectations.

### **HOUSING SUPPLY SHORTAGE WON'T DISAPPEAR**

The government's response to the pandemic altered the real estate environment but hasn't improved the preexisting market fundamentals. Overall, the past two years didn't offer sustainable solutions to real estate supply and demand. With that said, real estate markets should see increased supply in 2022. Unfortunately for potential buyers, with the shortage of new construction, the market will remain competitive.

# CHANGES

for Homebuyers to be  
Aware of in 2022

### **THE MARKET WILL REMAIN HOT**

With more people working from home, potential buyers are considering relocating to smaller towns and suburbs. Since the market is still projected to be competitive, this option is appealing to those who have the flexibility to do so. The hottest market of homes that typically have the toughest competition are entry-level homes. First-time homebuyers





# spring

## CLEANING CHECKLIST



### ALL ROOMS

- Wipe down baseboards
- Clean air vents
- Dust blinds and windows
- De-clutter any drawers/messy areas
- Clean windows
- Vacuum/Mop Floors
- Replace HVAC/Furnace Filter

### LIVING ROOM

- Dust around and behind TV
- Clean fireplace
- Clean window treatments/furniture
- Wash, vacuum, or replace dog beds
- Polish hard wood floors

### KITCHEN

- Get rid of outdated spices and food
- Defrost and clean fridge and freezer
- Steam clean grout and appliances
- Polish silverware
- Clean inside of cabinets and drawers
- Dust top of cabinets and above fridge
- De-clutter junk drawer
- Clean oven
- Clean pantry shelves and around trash

### LAUNDRY ROOM

- Move washer/dryer and clean behind
- Check dryer vent
- Clean out cabinets and drawers

### BEDROOM

- Dust ceiling fan
- Clean or replace sheets
- Vacuum mattress
- Clean and vacuum under bed
- Wash pillows

### BATHROOMS

- Throw away expired cosmetics
- Steam clean mirrors, countertops, sink
- Change shower curtain
- Steam clean floors, bath tub, and toys
- Clean in, around, and behind toilet
- Unclog drains

Supplies: Vacuum, Steam Cleaner, Mop, Dusting Materials, Paper Towels, Broom, Boxes, New Furnace Filter

### CLOSETS

- Donate or toss old clothes and shoes
- Pack up winter clothes
- Wash/hang up spring clothes
- Dust/wipe down shelves
- Clean or replace laundry basket

### OUTSIDE

- Clean light fixtures
- Wash outdoor furniture
- Clean sliding glass door tracks
- Steam clean cement/cracks
- Plant flowers
- Clean/repair gutters
- Clean and organize garage

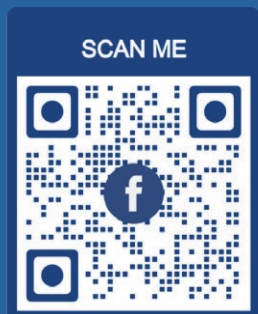




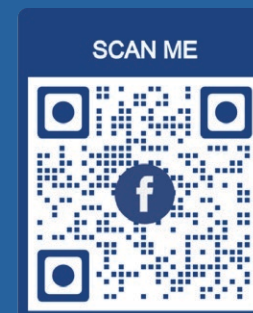
# Join the Neighborhood FB Group!

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

Or search  
"Serra Mesa 92123"  
in FB Groups



*\*Photo Courtesy of  
Jeffrey Swain*



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.**

Phone Number: (858) 278-2647

Email: [smfoodpantrymanager@gmail.com](mailto:smfoodpantrymanager@gmail.com)

Address: 2650 Melbourne Dr, San Diego, CA 92123

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32.799  
a Mesa CA

*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](https://community92123.com/local-business)

Advertise your business or event in Community 92123 long-term, contact [David@community92123.com](mailto:David@community92123.com)

# What's Happening in San Diego?



## **Museum Month**

28 Days of Museum Moments  
Feb 1 - Feb 28, 2022  
[sandiegomuseumcouncil.org](http://sandiegomuseumcouncil.org)

## **Chinese New Year Fair**

San Diego Chinese Historical Society and Museum  
Feb 12 - Feb 13, 2022, 10AM - 7PM  
[sdchny.org](http://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](http://clubvip.ticketsauce.com/e/2022-gaslamp-mardi-gras)

## **Valentines Weekend**

Oceanside Harbor Wine Cruise  
Feb 12, 2022, 5PM - 6:30PM  
[oceansidewhalewatching.com](http://oceansidewhalewatching.com)

## **San Diego Bird Festival**

Feb 16 - Feb 20, 2022  
[sandiegoaudubon.org/birding/san-diego-bird-festival.html](http://sandiegoaudubon.org/birding/san-diego-bird-festival.html)

## **Peter Sprague Plays the Music of Paul Simon**

Mar 26, 2022 7PM - 9PM  
[museumofmakingmusic.org/events/peter-sprague-2022](http://museumofmakingmusic.org/events/peter-sprague-2022)

## **For more events check out:**

[sandiego.org/explore/events.aspx](http://sandiego.org/explore/events.aspx)

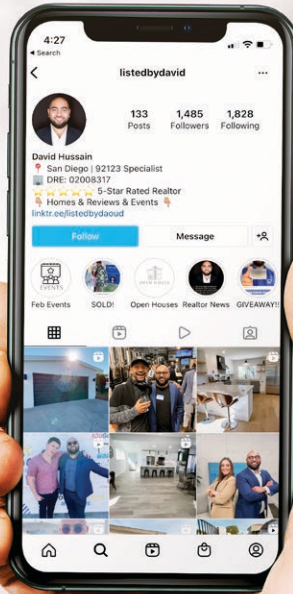




**THE NEIGHBORHOOD**  
CONNECTION

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

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# Let's Stay Connected



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