



# Don's Home News Extra



858-336-1114 | DonP@PelletierHomes.com | www.pelletierhomes.com

## HAPPY NEW YEAR!

I want to wish you and your family a Happy, Healthy and Prosperous New Year!

It is a fresh start; a new beginning. Every New Year gives each of us the perfect chance to start something new and fresh. So do your bit this year and make the world a better place for yourself and others.

**Happy New Year 2018!**

All the best,  
Don



Broker Associate, CA DRE# 00866225  
Certified Luxury Home Specialist (CLHS)  
Certified Residential Specialist (CRS)  
Pre-Foreclosure Specialist (PSC)  
Certified Distressed Property Expert (CDPE)  
Graduate of Realtor Institute (GRI)  
Accredited Buyer Representative (ABR)  
Certified e-professional (e-PRO)  
RE/MAX Hall of Fame & Lifetime Achievement Award

## How To Get Ahead By Increasing Your "Likability"

Being liked puts you on the fast track to success in everything you do. You are naturally likable by being genuine and sincere, but here are some simple tips that can give you a psychological advantage and result in people liking you even more:

- Like yourself first. Be confident in your strengths. Your likability increases as you increase your ability to like yourself. Smiling and sharing your positivity will bring out the same in others.
- Maintain eye contact during conversations but keep it in balance (about 60 percent of the time). Nod your head when you're speaking and people will be inclined to agree with you.
- Demonstrate that you like people. Remember their names and use them. (One trick to remembering names is to say the name to someone else.) If you ask a question, give the person time to respond. Remaining silent and waiting for an answer can be especially useful in negotiations.
- Learn active listening. Do this by a) paying attention; b) using body language to show you're interested; c) giving feedback, such as rephrasing what a person says to you to show that you understood them; d) asking questions, but not interrupting; and e) giving your opinion respectfully. If you disagree with someone, look for ways to find common ground.
- Don't overdo it. You don't need everyone to like you to be successful. Aim to increase your likability factor to the people who matter to you (and your success) most.

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My Team and I want to say 'thank you' for your continued support and loyalty-as well as your trust and confidence in us!

**Because of you** - and your thoughtful referrals, 85% of our business in 2017 was a result of repeat customers-and referrals of their family and friends!

**Because of you** - we were ranked # 18-out of all 12,000 agents in San Diego County!

**We could never have achieved this without your loyalty and support-and for that we are forever grateful.**

*We look forward to being your 'go to' real estate resource in 2018!*

# Thank you!

## Our Clients Say It Best!

"If you are in need of a Realtor that is trustworthy, ethical and has the skill set of a Jedi Master, then Don Pelletier is who you want. Don and his team masterfully juggled 3 separate real-estate transactions, simultaneously, ending with my family being in the home of our dreams. This was all done in under 8 weeks! Don also helped us with finding a new property manager and insurance agent. His service and professionalism will impress you. I highly recommend Don for any Real Estate issue that comes your way. He's easy to talk to and is a wealth of information. Plus he has great referrals too! Can't thank you enough for your great service Don, I'm so glad we used your team!" - Greg S.

"Don was professional from the beginning until the end of the transaction. He was responsive and returned calls and emails in a timely fashion. He made sure escrow timeline items were promptly completed. I have dealt with many real estate agents in the past, Don has been the best out of the bunch. Recommend!" - Jeff S.

"From the first conversation with Don before I was ready to list my home to the closing, he and his team were great. They offered great recommendations on vendors that could help to make my house irresistible to buyers. Questions were quickly answered and the entire process was very easy. When the first sale fell through, they quickly got it back on the market and we had 3 offers immediately. Don put me in contact with an agent in the Tampa area who helped me find a new home and continued to offer his services. I wouldn't hesitate to recommend Don, Gerri, and their team. They gave me honest opinions and great advice. I can't say enough good things about them. It's easy to see why he has such a great reputation." - Linda S.

"I worked with Don and Gerri Pelletier recently on an investment real estate transaction. As a fellow real estate professional, I must say that Don and his wife Gerri were wonderful to work with. Don and Gerri are both great communicators and extremely professional real estate brokers. Don and his team ensured that the entire transaction closed smoothly and that all sides of the transaction were comfortable every step of the way. I look forward to the opportunity of working with the Don Pelletier team again in the near future. "

- Patrick K.



# Trustworthy • Caring • Results

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## January Market Update

**It is hard to believe that another year has come and gone-and it is now 2018!**

It should be an interesting year when it comes to real estate!

There are a number of variables, some of which will very likely have an impact on our local San Diego market this year-first, of which is the lack of affordability.

As I have mentioned previously, for the first time ever, San Diego hit its all time highest average home price of just over \$540,000 back in September of 2017.

Approximately, only 29% of San Diego households can afford the median priced home.

Yet, rents continue to increase-year over year-and the competition for rentals, much like homes for sale, remains fierce.

It is the extraordinary 'high rents', that are the second factor likely to continue impacting the housing market, as they are motivating many renters to purchase a home of their own-before rents or prices go any higher.

Another consideration that may impact the market are interest rates.

If the economy continues to improve, the Feds may finally reach their ambitious goal that they had set in 2017, of 4 rate increases within the year.

If that happens, home affordability may suffer even further.

Additionally, the California Association of Realtors just released their 2018 housing forecast and they are projecting home price increases of just over 4% for 2018.

So, if you are considering selling your property in 2018, you may want to watch the market-early in the year-to

see how these variables play out, and are impacting the market.

That way, you can time your home sale accordingly.

You must be careful though, because on the one hand-if inventory remains scarce-and prices firm up-you may want to wait before selling.

However, if rates start inching up-you will want to perhaps sell sooner, so as not to run the risk of rising rates softening home prices-due to lack of affordability.

If you are considering purchasing a home this year, my advice is to buy sooner-rather than later.

I say that because scarcity of inventory, driving prices, coupled with the threat of higher payments due to rising interest rates will result in you getting 'less house' for the same monthly payment-as a result of 'waiting'.

I keep an eye on the market, on a daily basis, and as a result I am able to provide my clients with valuable insights, as well as 'timing' info for their home sale or purchase so that they are able to profit from it.

Please let me know if you have any questions-or if you would like me to update you as the market changes so that you and your family can benefit from it.

## Quotes to Live By...

*"Don't walk behind me; I may not lead. Don't walk in front of me; I may not follow. Walk beside me and be my friend."*

-Albert Camus

*"Success isn't always about greatness. It's about consistency. Consistent hard work leads to success. Greatness will come."*

-Dwayne "The Rock" Johnson



*Providing you with Service Beyond Your Expectations is My #1 Priority.*  
*You can check out over 120 Customer Reviews at [www.PelletierHomes.com](http://www.PelletierHomes.com)*



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## *Be Kind To Your Teeth*

**Do you want to spend less time at the dentist's office?  
Change these bad "teeth habits."**

**Avoid:** Chewing on ice. Ice cubes can chip or crack teeth.

**Fix:** Drink ice-less beverages or drink through a straw. Chew sugarless gum instead if you need an alternate "chewing" activity.

**Avoid:** Using teeth as tools. They're meant for chewing, not opening small packages.

**Fix:** Find the right tool to get the job done.

**Avoid:** Nail-biting. It causes stress on your jaw from holding it in an unnatural position.

**Fix:** Use bitter-tasting nail polishes and keep your hands busy doing something else.

**Avoid:** Grinding or clenching teeth, which wears them down.

**Fix:** Wear a mouth-guard to bed (purchase one at a drugstore). Practice relaxation techniques before bed (Search [livestrong.com](http://livestrong.com) for "jaw relaxation exercises").

## *Would You Like To Know How Much Your Neighbor's Home Listed Or Sold For?*

Maybe you're just curious. Or maybe you want to know how much your home is worth. Either way, I can help...with no "sales pitches" or run-arounds.

**Call me at 858-336-1114 and I'll give you all the facts.**

## *Work-At-Home Possibilities*

If it's right for you, working from home can be profitable, but there are scams out there to entice you into a job that may not be legitimate. Look for an established company that asks for references and has an interview process. Here are some popular jobs:

- Customer service representative – Amazon is one of the leaders in "telework." Check "Hiring" on their website.
- Virtual assistant – Learn more about the job from the International Virtual Assistants Association at [ivaa.org](http://ivaa.org).
- Teacher – With more online students, there's a need for more online teachers. Take a look at [GetEducated.com](http://GetEducated.com). Go to Resources, and Online Teaching Jobs.
- Coding/programmer/web developer – If you don't have the skills, you can take some courses first. Check out [CodeAcademy.com](http://CodeAcademy.com) and learn for free.

For more ideas, check out a site like [Upwork.com](http://Upwork.com).

## *Is This Collectible Valuable?*

According to [AARP.org](http://AARP.org), these factors are most important in determining if something you have in your attic is really worth money.

- Timing – Pop collectibles peak in value about 30 years after their time.
- Rarity – Better if it was a prototype before the item was mass-produced.
- Condition – Must be in good shape.
- Age – Old is good. A thousand-year-old bowl? You've got a winner! Yes, it has happened.
- Authenticity – Best if you can document where it came from.



*Put the experience that comes with over 2,150 successful  
Home Sales To Work For You - Call Don Pelletier 858-336-1114*



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## *Safety Features Your Home May Not Have*

Start off the new year by taking a look at the safety features of your home. Are you well-protected in case of an emergency? Here are some things you can add to ensure it's even safer. You can buy most of them at a hardware store, Home Depot, Lowe's or Amazon.

**An "emergency" ladder:** That's the kind that you drop outside of an upstairs window in case you need to escape a fire. Price: about \$35.

**Motion-sensor lights:** Consider installing these near your front door, back yard and near the garage. The instant motion-activated light will scare off nighttime intruders and also light your own way when you go outside in the dark. Price: \$30 to \$70.

**High-tech door lock:** Pricier than your average deadbolt, but now your smartphone or iPad can be your front-door key. Shop Amazon or big-box stores for a variety of products from \$70 for a simple keypad to \$180 for one you control with your phone.

**Fire extinguisher:** This is a must-have in your kitchen, as well as your basement and garage. Put it in a convenient place and learn how to use it. It's best to go with a rechargeable multi-purpose A-B-C. Check the pressure once a month to make sure it's charged. Price: \$40 to \$85.

**Emergency radio:** If your electricity goes out, you need one of these to get weather alerts. They run on batteries, hand-crank or solar power. Prices start at \$40 on Amazon but the \$60 version will even recharge your smartphone.

## *Real Estate Corner...*

**Q. What do I need to know about negotiating when I sell my home?**

A. Revealing too much information to buyers when you're negotiating the sale of your home is a common, costly mistake. Here's how to avoid it.

- Know what you want from the sale and try to determine what your buyers want, so you will make a deal that benefits you both. A professional REALTOR® knows the questions to ask potential buyers to determine their motivation for buying and what price they can afford.
- Don't mention the "appraisal" value of your home at a showing to try to persuade a buyer to pay more for it.
- If you're at a showing, don't tell a buyer why you're selling (especially if you need to sell it quickly). Just say your housing needs have changed.

You can learn about six more costly mistakes in my Free Consumer Report called "How To Avoid 7 Costly Mistakes When Selling Your Home." Call me and I'll send a copy right over to you.

***Would You Like to Know the Current Value of  
Your Home or Rental Property?***

Call or email Don now for a FREE comprehensive accurate Home Evaluation of your property.  
There is absolutely no cost or obligation!

***Contact Don Today!***

***EMAIL: DonP@PelletierHomes.com  
Cell # 858-336-1114***

***OR VISIT: [mysandiegohomesprice.com](http://mysandiegohomesprice.com)***





# Don Pelletier I'm not #1... You Are!



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"Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful" - Albert Schweitzer

## Word of the Month...

Studies have shown your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)

### Whataboutery

*wat-a-bowt-er-ee - noun*

#### Meaning:

The practice of responding to an accusation by making a counter-accusation (what about...?), relevant or irrelevant.

#### Sample Sentence:

People who use whataboutery are uncomfortable with the subject and wish to shift the argument elsewhere.

## Mail-In Genetic Testing Websites

People are learning more about their ancestry and even their own risk for certain diseases through these websites:

**www.23andme.com** - Discover your origins and whether you carry a specific copy of a mutated gene for 40+ health conditions. Price: ancestry \$99; health and ancestry \$199.

**www.familytreedna.com** - In-depth DNA analysis of your family roots. Price: \$89 to \$556, depending on complexity.

**www.pathway.com** - FiT iQ gives insight into how your DNA influences your body's response to diet and exercise; SkiN iQ gives understanding into genetic predisposition for skin conditions. Price: each starts at \$124.

## Real Estate Question?

Maybe you want to know how much your home is worth. Or maybe you just need a recommendation for a handyman, carpet cleaner or plumber...

Either way, I love hearing from all of my good friends and clients. And I'm happy to help answer questions you might have about anything relating to real estate or home-ownership.

If you have a question, tip or idea, call me at **858-336-1114**. I'm here to help!

## RESOURCE CENTER

**Get Your Free Home Evaluation**  
[Pelletierhomes.com/sell/get-your-home-value](http://Pelletierhomes.com/sell/get-your-home-value)

**Why Hire Us As Your Realtor?**  
[Pelletierhomes.com/dons-resume](http://Pelletierhomes.com/dons-resume)

**Real Estate Market Reports for Your Community**  
[Pelletierhomes.com/san-diego-market-reports](http://Pelletierhomes.com/san-diego-market-reports)

**7 Tips For Selling Your Home**  
[Pelletierhomes.com/sell/7-seller-tips](http://Pelletierhomes.com/sell/7-seller-tips)

**The 90 Things You Can't Afford to Neglect When Selling your Home**  
[Pelletierhomes.com/ultimate-sellers-guide](http://Pelletierhomes.com/ultimate-sellers-guide)

**Easy Exit Listing Program**  
[Pelletierhomes.com/sell/easy-exit-listing-agreement](http://Pelletierhomes.com/sell/easy-exit-listing-agreement)

**Check out My New Facebook Page and Please 'Like' Us!**  
[Facebook.com/donpelletiergroup](http://Facebook.com/donpelletiergroup)

**What Are California Propositions 60, 90, & 110?**  
<http://www.pelletierhomes.com/california-propositions-60-90-110>

San Diego International Auto Show Dec. 28-Jan. 1

The 2017 and 2018 model-year vehicles will feature the newest technology to enhance the driving experience, all packaged in luxurious interiors and wrapped in cutting edge designs.

Thur-Sat 10am-9pm, Sun 10am-6pm, Mon 10am-7pm

San Diego Convention Center

858-550-0080 / [www.sdauto show.com](http://www.sdauto show.com)

Global Winter Wonderland Through-Jan. 7

Dazzling light displays to celebrate the Holidays Around the World. Worldclass entertainment with the Circus of Light. Thrilling rides and fun activities for all ages. Unforgettable holiday memories and so much more!

SDCCU Stadium (formerly Qualcomm Stadium)

510-962-8586 / [www.globalwonderland.com](http://www.globalwonderland.com)

Borrego Springs Film Festival Jan. 11-15

Our community supports the festival with incredible enthusiasm and always sells-out our festival passes. Packed houses and a raucous Q&A are all part of the event. We're an old-school film festival. You'll meet and greet your audience, have a blast, and interact with everyone!

Borrego Springs Performing Arts Center

[www.borregospringsfilmfestival.org](http://www.borregospringsfilmfestival.org)

Poway Winter Festival Jan. 12-13

Whether you're building a snowman, sledding down the snow hill, roasting marshmallows by the campfire, making silly faces in our free photo booth, or taking a spin around the synthetic skate rink; there is bound to be something for everyone! A variety of old favorites and exciting new specialty and food vendors will be on-site.

Fri 5-9pm, Sat 3:30-8:30pm / Poway Community Park

858-668-4671 / [www.poway.org](http://www.poway.org)

Winter Festival for the Special Needs Community Jan. 13

We're inviting our Special Needs Community to join us for an extra-special edition of Winter Festival. Whether you're building a snowman, sledding down our snow hill, trying your luck at wintry carnival games, or taking a spin around the synthetic skate rink, there is something for everyone!

11am-1pm / Poway Community Park

858-668-4671 / [www.poway.org](http://www.poway.org)

San Diego Multi-Cultural Festival Jan. 13

The Festival will showcase San Diego's rich cultural diversity and traditional heritage through live music, dance performances, storytelling, children's activities (drum circles, face painting and crafts), and a wide range of ethnic vendors. The Festival will include a variety of multi-cultural entertainment from Native American, Asian, Cajun, Latin, Jazz and Afro-Cuban bands.

11am-5pm / Ruocco Park: 585 Harbor Lane

858-735-5921 / [www.sdmulticultural.com](http://www.sdmulticultural.com)

Kids Marathon Mile Jan. 13

Though created for kids ages 12 and under, everyone is welcome to participate. Moms, dads, and big kids are invited to join the fun in this noncompetitive 1-mile run/walk.

6:30-10am / LEGOLAND California, Carlsbad

760-692-2900 / [www.carlsbadmarathon.com](http://www.carlsbadmarathon.com)

Travel & Adventure Show Jan. 13-14

Discover the Leading Destinations, Local Travel Experts, Top Celebrity Personalities, Comprehensive Content, and Exclusive Travel Deals That You Just Can't Find Anywhere Else. Come face-to-face with some of your favorite celebrity travel speakers such as Phil Keoghan, Jack Maxwell and Peter Greenberg.

Sat 10am-5pm, Sun 11am-4pm / San Diego Convention Center

[www.travelshows.com/shows/san-diego](http://www.travelshows.com/shows/san-diego)

Martin Luther King Jr. Day Parade Jan. 14

The parade is filled with dazzling floats, phenomenal High School Bands, Drill Teams, College, Fraternities & Sororities, Churches, Peace and Youth organizations. This parade is coordinated by the Zeta Sigma Lambda Chapter of Alpha Phi Alpha Fraternity Inc., the oldest African American fraternity in America, founded in 1906.

2-5pm / Harbor Drive-Embarcadero, San Diego

619-264-0542 / [www.alpha-zsl.org/mlkdayparade.html](http://www.alpha-zsl.org/mlkdayparade.html)

## Carlsbad Marathon & Half Marathon Jan. 14

Our 26 fully staffed course support stations, continuous entertainment and unsurpassed volunteer support are just a few of our outstanding features. We also offer each participant a gender specific long-sleeve technical fabric shirt, virtual goody bag, spectacular finisher's medal, post-race mylar blanket, refreshments (including chocolate milk!) and much more.

6:15am / Carlsbad Village

760-692-2900 / [www.carlsbadmarathon.com](http://www.carlsbadmarathon.com)

## Circus Vargas Jan. 18-Feb. 19

Join Us for A Swashbuckling Circus Spectacular, "Dreaming of Pirates!" A Fantastic Voyage of Nonstop Action and Adventure Guaranteed to Thrill and Enchant Children of all Ages! Acrobats, Daredevils, Flying Trapeze Artists, Jugglers, Contortionists, Comedians, Motorcycles and much more!

See website for schedule.

877-468-3861 / [www.circusvargas.com](http://www.circusvargas.com)

## Music By the Sea Concert Jan. 19

First-prize winner of the Torneo Internazionale di Musica (Rome, 2006) and the International Harp Competition "V. Bucchi" (2009), Cristina is recognized throughout the world as one of the leading harpists of her generation.

7:30-9:30pm / Encinitas Library: 540 Cornish Drive

760-633-2746 / [www.encinitasca.gov/concerts](http://www.encinitasca.gov/concerts)

## National City Chamber Installation Dinner & Awards Ceremony Jan. 19

"The Great Gatsby" New members of the Board of Directors are seated. Awards are also presented for Business(es) of the Year, Community Leaders of the Year and Volunteer of the Year. The event is also an important fundraiser for the Chamber as it begins each new year.

5-9pm / Jacobs Center for Neighborhood Innovation

619-477-9339 / [www.nationalcitychamber.org](http://www.nationalcitychamber.org)

## ConDor 2018: Gateway To Forever Jan. 19-21

San Diego's premiere Science Fiction & Fantasy convention. Sidney Swanson, a full-time writer of Young

Adult Sci-Fi and Fantasy, is our Guest of Honor and writer H.G. Wells is our Ghost of Honor. Enjoy panel discussions, classes, workshops, art show, vendor hall, karaoke, dance and much more. Meet authors, artists and cosplayers. Costumes are welcomed.

Handlery Hotel, Mission Valley

619-928-2664 / [www.condorcon.org](http://www.condorcon.org)

## Santee Active Lifestyle Expo Jan. 20

Free Breakfast, Vendor Fair, Trial Fitness Classes, Extreme Fitness Obstacle Course, Healthy Kid's Fun Zone.

USATF 50KM Race Walk 7:30am-2:30pm.

9am-1pm / Santee Trolley Square: 9884 Mission Gorge Rd.

619-258-4100 x219 / [www.cityofsanteca.gov](http://www.cityofsanteca.gov)

## San Diego Restaurant Week Jan. 21-28

Dine deliciously at restaurants offering prix-fixe menu options throughout San Diego County. For one week only, over 180 participating restaurants will offer three-course prix-fixe dinner menus for \$20, \$30, \$40 or \$50 per person and/or two-course prix-fixe lunch menus for \$10, \$15 or \$20 per person.

[www.sandiegorestaurantweek.com](http://www.sandiegorestaurantweek.com)

## Farmers Insurance Open 2018 Jan. 25-28

Come enjoy everything San Diego has to offer! The ocean views, the worldclass competition, and fan attractions including, The Michelob ULTRA Zone, Fan Village, autograph areas, a variety of locally themed concession stands and much more!

Torrey Pines Golf Course, La Jolla

858-886-4653 / [www.farmersinsuranceopen.com](http://www.farmersinsuranceopen.com)

## San Diego Sunroad Marina Boat Show Jan. 25-28

New & Pre-Cruised Sailboats and Motor Yachts at our In-Water Display. Dozens of Marine Vendors with the Latest Nautical Products & Services. Delicious Food and Drink Sponsored by our Local Restaurants. Special Boating Events and Boat Rides for Kids and Adults. Lots of Fun for Real Boaters!

Thur & Fri 12-6pm, Sat & Sun 10am-6pm / 955 Harbor Island Drive

619-497-5254 / [www.bigbayboatshow.com](http://www.bigbayboatshow.com)



Winter Home Decorating/Remodeling Show Jan. 26-28  
A home show exhibit with quality products for all of your home improvement needs from remodeling projects and landscaping to decorating and additions.  
Fri & Sun 10am-5pm, Sat 10am-6pm / Del Mar Fairgrounds  
800-999-5400 / <http://homeshowsusa.net>

San Diego Cat Show Jan. 27-28  
The nation's finest cats will vie for top honors at "Food & Water Bowl XXIV," the largest annual cat show on the West Coast. There will be more than 450 cats from more than 42 recognized cat breeds in competition.  
Sat 10am-5pm, Sun 9am-5pm / Del Mar Fairgrounds  
760-746-7800 / [www.sandiegocat.org](http://www.sandiegocat.org)

San Diego Black Film Festival Jan. 31-Feb. 1  
In order to spotlight African American & African Diaspora Cinema, we screen over 100 films each year: Comedy, Drama, Documentaries, Animation, GLBT, Horror, Religious, Foreign/African Diaspora, Shorts, Feature Films and music videos.  
See website for schedule.  
619-232-0401 / [www.sdbff.com](http://www.sdbff.com)

## SAN DIEGO FARMERS MARKETS

<b>MONDAY</b> Escondido - Welk: 3-7 pm	<b>SATURDAY</b> City Heights: 9-1 pm
<b>TUESDAY</b> Coronado: 2:30-6 pm Escondido: 2:30 - 6 pm Mira Mesa: 2:30-7 pm Otay Ranch: 4-7 pm Pacific Beach: 2-7 pm UCSD/La Jolla: 10-2 pm	Del Mar: 1-4 pm Escondido: 10 am - 2 pm Golden Hill: 9:30 am - 1:30 pm Little Italy: 8 am - 2 pm Pacific Beach: 8 am - noon Poway: 8 am - 1 pm Rancho PQ 10 am - 1 pm Ramona: 9 am - 1 pm Scripps Ranch: 9 am - 1 pm Vista: 8 am - 1 pm
<b>WEDNESDAY</b> Carlsbad: 3-7 pm Encinitas: 4-7 pm Mission Bay: 10 am - 2 pm Ocean Beach: 4-7 pm Santee 3-6 pm	<b>SUNDAY</b> Sikes Adobe: 10:30 am - 3:30 pm Gaslamp District: 9 am - 2 pm Hillcrest: 9 am - 2 pm Julian: 11 am - 4 pm La Jolla: 9 am - 1 pm Leucadia/Encinitas: 10 am - 2 pm Point Loma: 9:30 am - 2:30 pm Rancho Santa Fe: 9:30 am - 2 pm San Marcos: 11 am - 3 pm Solana Beach: 1 - 5 pm
<b>THURSDAY</b> Carmel Valley: 2:30-7 pm Chula Vista: 3-6 pm El Cajon : 3-6 pm Fallbrook: 4:30 - 8 pm Linda Vista: 3-7 pm North Park: 3-7 pm Oceanside CFM : 9 am - 1 pm Oceanside Sunset: 5-9 pm UC- Doyle Elementary: 3-7 pm Valley Center 3-7 pm	For more info and location specifics for San Diego Farmers Markets visit: <a href="http://www.sdfarmbureau.org">www.sdfarmbureau.org</a>
<b>FRIDAY</b> Imperial Beach: 12-6 pm Kearny Mesa: 11 am -1:30 pm La Mesa: 1-5 pm Rancho Bernardo: 9 am -1 pm	

**Would You Like To Know How Much Your Neighbor's Home Listed Or Sold For?**

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# Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you  
informed

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## San Diego Home Resale Activity

		Single Family Homes			Condominiums			SFR Only
Community Name	ZIP Code	Sales of Single Family Homes	Price Median SFR (\$1,000)	Price % Chg from Nov 2016	Sales Count Condos	Price Median Condos (\$1,000)	Price % Chg from Nov 2016	Median Home Price/ Sq. Ft
<b>SAN DIEGO COUNTY</b>		<b>20,228</b>	<b>\$600</b>	<b>10.1%</b>	<b>939</b>	<b>\$405</b>	<b>8.0%</b>	<b>\$338</b>
ALPINE	91901	22	\$688	19.7%	1	\$130	-46.9%	\$273
BAY PARK	92110	9	\$930	23.1%	25	\$395	14.5%	\$525
BONITA	91902	11	\$679	7.4%	5	\$280	14.3%	\$318
BONSALL	92003	6	\$553	n/a	3	\$405	31.7%	\$251
BORREGO SPRINGS	92004	6	\$217	-10.5%	2	\$84	n/a	\$142
BOULEVARD	91905	0	n/a	n/a	n/a	n/a	n/a	n/a
CAMPO	91906	5	\$318	28.2%	n/a	n/a	n/a	\$171
CARDIFF BY THE SEA	92007	8	\$1,313	42.4%	n/a	n/a	n/a	\$615
CARLSBAD	92008	17	\$1110	27.6%	12	\$743	44.2%	\$466
CARLSBAD	92009	39	\$900	8.8%	26	\$493	-3.4%	\$365
CARLSBAD	92010	18	\$745	10.7%	5	\$530	11.0%	\$373
CARLSBAD	92011	18	\$950	24.2%	9	\$650	18.5%	\$375
CHULA VISTA	91910	32	\$526	13.6%	11	\$417	30.3%	\$310
CHULA VISTA	91911	26	\$475	11.8%	6	\$344	17.4%	\$304
CHULA VISTA	91913	35	\$582	7.3%	26	\$385	19.4%	\$272
CHULA VISTA	91914	17	\$689	6.0%	6	\$384	3.7%	\$267
CHULA VISTA	91915	17	\$621	-0.1%	30	\$408	3.2%	\$270
CLAIREMONT	92117	37	\$640	9.4%	10	\$397	23.2%	\$440
COLLEGE GROVE	92115	28	\$553	12.9%	15	\$279	3.3%	\$437
CORONADO	92118	14	\$1,845	47.6%	7	\$1,490	24.2%	\$802
DEL MAR	92014	14	\$1,445	-19.5%	6	\$1025	-10.5%	\$645
DESCANSO	91916	4	\$575	4.5%	n/a	n/a	n/a	\$263
DOWNTOWN	92101	2	\$250	-51.6%	71	\$531	5.1%	\$176
DULZURA	91917	0	n/a	n/a	0	n/a	n/a	n/a
EAST SAN DIEGO	92102	10	\$413	10.0%	5	\$345	9.0%	\$405
EAST SAN DIEGO	92105	25	\$411	15.0%	8	\$180	-10.0%	\$408
EL CAJON	92019	33	\$557	6.1%	12	\$331	19.1%	\$286
EL CAJON	92020	37	\$500	7.6%	6	\$218	-7.4%	\$325
EL CAJON	92021	46	\$511	17.7%	10	\$291	-11.7%	\$306
ENCANTO	92114	41	\$425	12.3%	n/a	n/a	n/a	\$326
ENCINITAS	92024	34	\$1,250	10.1%	13	\$560	9.4%	\$462
ESCONDIDO	92025	28	\$613	25.7%	6	\$265	-1.9%	\$297
ESCONDIDO	92026	52	\$518	10.1%	8	\$245	28.7%	\$292
ESCONDIDO	92027	43	\$450	0.1%	7	\$250	31.6%	\$305
ESCONDIDO	92029	21	\$609	-6.3%	n/a	n/a	n/a	\$306
FALLBROOK	92028	55	\$557	18.3%	1	\$300	-14.9%	\$257
GRANTVILLE	92120	27	\$610	0.8%	11	\$275	-24.1%	\$400
HILLCREST	92103	19	\$960	-10.3%	26	\$530	16.8%	\$517
IMPERIAL BEACH	91932	12	\$590	5.8%	2	\$417	0.6%	\$435
JACUMBA	91934	0	n/a	n/a	0	n/a	n/a	n/a
JAMUL	91935	6	\$685	40.4%	n/a	n/a	n/a	\$281
JULIAN	92036	5	\$360	9.1%	n/a	n/a	n/a	\$325
LA JOLLA	92037	23	\$2,250	31.4%	34	\$677	-6.1%	\$749
LA MESA	91941	36	\$656	18.8%	4	\$300	61.7%	\$335
LA MESA	91942	29	\$498	-2.4%	23	\$337	-2.3%	\$396
LAKESIDE	92040	45	\$480	15.1%	9	\$235	7.6%	\$319
LEMON GROVE	91945	17	\$436	3.3%	1	\$220	-5.4%	\$351
LINDA VISTA	92111	19	\$579	5.3%	11	\$408	0.7%	\$414
LOGAN HEIGHTS	92113	12	\$351	15.2%	5	\$405	179.3%	\$317
MIRA MESA	92126	37	\$615	12.5%	20	\$341	1.3%	\$390
MISSION VILLAGE	92123	15	\$600	6.2%	10	\$289	-34.3%	\$407
NATIONAL CITY	91950	21	\$400	8.7%	5	\$170	-30.0%	\$284
NORMAL HEIGHTS	92116	27	\$730	4.3%	11	\$345	4.2%	\$627
CARMEL VALLEY	92130	30	\$1,155	-6.9%	21	\$625	18.0%	\$437
NORTH PARK	92104	20	\$670	-1.2%	18	\$286	-6.1%	\$548
OCEAN BEACH	92107	13	\$1196	30.0%	13	\$459	22.7%	\$618



# Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you  
informed

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OCEANSIDE	92054	18	\$623	19.7%	15	\$419	-10.7%	\$417
OCEANSIDE	92056	59	\$520	-0.1%	9	\$278	-11.5%	\$319
OCEANSIDE	92057	49	\$478	7.3%	12	\$324	10.6%	\$271
PACIFIC BEACH	92109	16	\$1321	29.8%	25	\$648	19.9%	\$649
PALOMAR MOUNTAIN	92060	1	\$275	-38.5%	n/a	n/a	n/a	\$169
PARADISE HILLS	92139	18	\$421	-2.2%	6	\$338	12.5%	\$283
PAUMA VALLEY	92061	2	\$655	147.2%	1	\$330	0.0%	\$153
PINE VALLEY	91962	3	\$425	-8.6%	n/a	n/a	n/a	\$293
POINT LOMA	92106	18	\$980	-0.8%	6	\$732	98.3%	\$613
POTRERO	91963	1	\$525	n/a	n/a	n/a	n/a	\$220
POWAY	92064	57	\$685	9.3%	5	\$450	22.4%	\$369
RAMONA	92065	53	\$495	8.8%	3	\$265	15.2%	\$242
RANCHITA	92066	0	n/a	n/a	0	n/a	n/a	n/a
RANCHO BERNARDO	92127	26	\$1195	36.6%	22	\$439	18.5%	\$376
RANCHO BERNARDO	92128	39	\$765	17.2%	37	\$440	10.6%	\$379
RANCHO PENASQUITOS	92129	26	\$799	19.4%	8	\$446	34.1%	\$389
RANCHO SANTA FE	92067	18	\$2600	2.8%	1	\$1100	37.2%	\$502
RANCHO SANTA FE	92091	3	\$3340	-50.5%	1	\$957	n/a	\$630
SAN CARLOS	92119	24	\$633	14.0%	6	\$320	23.1%	\$358
SAN DIEGO	92108	0	n/a	n/a	32	\$373	3.7%	n/a
SAN DIEGO	92112	0	n/a	n/a	n/a	n/a	n/a	n/a
SAN MARCOS	92069	31	\$588	16.0%	6	\$339	11.0%	\$328
SAN MARCOS	92078	48	\$730	4.3%	26	\$490	11.3%	\$305
SAN YSIDRO	92173	8	\$442	12.8%	6	\$261	51.5%	\$268
SANTA YSABEL	92070	0	n/a	n/a	n/a	n/a	n/a	n/a
SANTEE	92071	33	\$480	3.2%	27	\$370	21.3%	\$366
SCRIPPS RANCH	92131	34	\$952	6.6%	13	\$516	14.9%	\$353
SOLANA BEACH	92075	5	\$1155	-26.2%	15	\$750	-45.8%	\$521
SOUTH SAN DIEGO	92154	38	\$470	4.4%	19	\$310	3.4%	\$274
SPRING VALLEY	91977	45	\$470	10.5%	2	\$317	13.2%	\$289
SPRING VALLEY	91978	4	\$526	0.8%	2	\$285	10.7%	\$216
TIERRASANTA	92124	8	\$659	24.3%	10	\$490	16.7%	\$396
UNIVERSITY CITY	92121	1	\$710	n/a	2	\$622	12.7%	\$463
UNIVERSITY CITY	92122	13	\$888	14.1%	23	\$432	2.2%	\$489
VALLEY CENTER	92082	19	\$590	-3.3%	n/a	n/a	n/a	\$253
VISTA	92081	26	\$575	8.5%	10	\$345	7.6%	\$299
VISTA	92083	14	\$455	6.4%	5	\$328	23.3%	\$327
VISTA	92084	35	\$575	15.2%	2	\$310	-23.5%	\$295
WARNER SPRINGS	92086	2	\$405	13.3%	n/a	n/a	n/a	\$180

## I CAN GET YOU WHERE YOU WANT TO BE!

Whether you're moving across the street, across town, or across the USA. I personally cover 67 different communities throughout greater San Diego. I also have a great network of some of the very best agents across the country. No property is too big or too small. I handle everything from entry-level condos to Mansions. I am here to help you, your family, friends and neighbors. I sincerely appreciate your referrals and will take great care of anyone you may refer my way!



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