



## Welcome to The Carole Downing Group October Newsletter!

It's time to refresh your home's interior to reflect the season's cozy yet stylish vibes. Fall in San Diego brings cooler evenings and warm, sunny days, creating the perfect opportunity to blend indoor and outdoor living with seasonal trends.

**01 WARM EARTHY TONES**  
This fall, embrace warm earthy tones like rust, burnt orange, and mustard. Add them through pillows, throws, or furniture for a cozy, autumn feel.

**02 NATURAL MATERIALS AND TEXTURES**  
Natural textures are in this fall, enhancing San Diego's relaxed vibe. Woven baskets, wood, rattan, and jute add warmth indoors and out, paired with wool or velvet for a cozy look.

**03 BOLD ACCENT WALLS**  
Make a statement with a bold accent wall in trending shades like navy, deep green, or charcoal, adding drama and warmth for a cozy fall feel.

**04 COZY LAYERING**  
Layer textures this fall for warmth with neutral bedding or a large rug, then add cozy blankets, pillows, and throws in wool, knit, or faux fur for an inviting space.

**05 NATURE-INSPIRED DECOR**  
Bring the outdoors in with fresh flowers, dried botanicals, branches, or pinecones. Add a fall wreath of eucalyptus, leaves, or pumpkins for a seasonal entryway touch.

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

**ACTIVE 4,361**

**PENDING 4,361**

**SOLD 4,361**

**BERKSHIRE HATHAWAY HOMESERVICES | CALIFORNIA PROPERTIES DRE#01446222**

**(760) 685-0482**

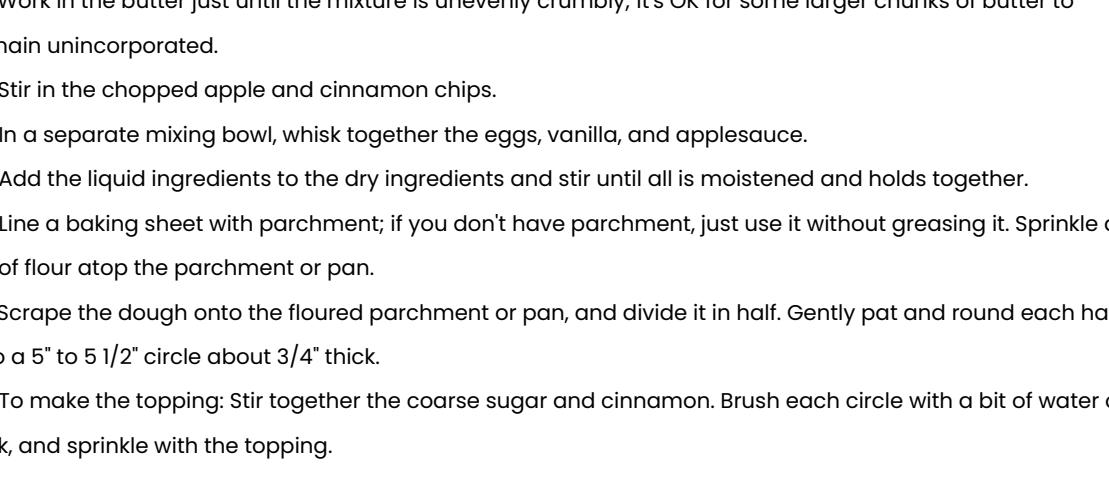
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### Current Market Snapshot

- Active Listings: There are now 4,677 active listings on the market, up from 4,480 in August.
- Pending Sales: Pending sales have slightly increased to 2,242, up from 2,228 the previous month.
- Sold Properties: The number of homes sold has decreased significantly to 1,638, down from 2,046 in August.

### San Diego Real Estate Market Update

August Data (reported in September Newsletter)   September Data (reported in October Newsletter)



\*Substitute 3/4 cup (113g) caramel chips or butterscotch chips, if desired.

Topping  
• 3 tablespoons coarse sparkling sugar  
• 1/2 teaspoon cinnamon  
• 1/2 cup (125ml) water or milk, for brushing

### Market Insights:

- **Sales Activity:** The rise in active listings coupled with a significant reduction in sold properties suggests a shift in the market dynamics, potentially moving towards a buyer's market.
- **Market Dynamics:** The modest increase in pending sales amid a notable increase in active listings points to a market that is adjusting to new conditions, possibly allowing buyers to be more selective and negotiate better deals.

### Strategic Considerations for Sellers:

In this evolving market, sellers should be aware that the increased inventory might lead to longer selling times. Accurate pricing and effective marketing are more crucial than ever to attract serious buyers.

### Opportunities for Buyers:

For buyers, the growing number of listings and the decrease in sold properties suggest less competition and more room for negotiation. This fall could be an excellent time to look for homes, as sellers might be more willing to negotiate on terms and prices.

**Outlook:** The San Diego real estate market is showing signs of transitioning towards more balanced conditions, with both buyers and sellers remaining adaptable and informed to navigate these changes effectively.

**TOP 5 SAN DIEGO NEIGHBORHOODS FOR FAMILIES THIS FALL**

**Julian – Apple Picking and Fall Festivities**  
Just an hour east of San Diego, the charming mountain town of Julian is a must-visit for fall lovers. Famous for its apple orchards, Julian offers a quintessential fall experience with apple picking, cider tasting, and fresh-baked pies. Don't miss the town's annual Julian Apple Days Festival in October, which celebrates the apple harvest with live music, games, and family activities.

**Palomar Mountain – Fall Foliage and Nature Trails**  
For those who want to experience the beauty of fall foliage, Palomar Mountain is the perfect destination. Just a 90-minute drive from San Diego, Palomar Mountain offers scenic hiking trails surrounded by vibrant autumn colors. The Palomar Mountain State Park is a great spot for a peaceful day of hiking, picnicking, and enjoying nature.

**Temecula – Wine Tasting and Scenic Views**  
If you're looking for a more relaxing fall escape, head to Temecula Valley, just about an hour from San Diego. Fall harvest season in Temecula's wine country is making it the perfect time to explore the region's vineyards and enjoy wine tasting at some of Southern California's best wineries. Many wineries offer scenic hills, outdoor tours with beautiful views of fall landscapes, and vineyard tastings.

**Mount Laguna – Hiking and Camping**  
For those who enjoy the great outdoors, Mount Laguna offers stunning views, cooler temperatures, and miles of hiking trails to explore. Located just an hour away from San Diego, this area is perfect for day hikes or even a weekend camping trip. The San Diego Meadow Trail offers panoramic views of fall foliage and the expansive desert below.

**Idyllwild – Quaint Mountain Retreat**  
For a true mountain getaway, the small town of Idyllwild is about a two-hour drive from San Diego and is perfect for a peaceful fall retreat. Surrounded by pine trees and scenic mountain views, Idyllwild offers quaint shops, art galleries, and cozy cabins for rent. Fall is a great time to hike one of the many trails in the San Jacinto Mountains.

### Instructions:

- 1.) To make the dough: In a large mixing bowl, whisk together the flour, sugar, salt, baking powder, and spice.
- 2.) Work in the butter just until the mixture is unevenly crumbly; it's OK for some larger chunks of butter to remain unincorporated.
- 3.) Stir in the chopped apple and cinnamon chips.
- 4.) In a separate mixing bowl, whisk together the eggs, vanilla, and applesauce, and add to the dough.
- 5.) Add the liquid ingredients to the dry ingredients and stir until the dough holds together.
- 6.) Line a baking sheet with parchment; if you don't have parchment, just use it without greasing it. Sprinkle a bit of flour atop the parchment or pan.
- 7.) Scrape the dough onto the floured parchment or pan, and divide it in half. Gently pat and round each half into a 5" to 5 1/2" circle about 3/4" thick.
- 8.) To make the topping: Stir together the sugar and cinnamon. Brush each circle with a bit of water or milk, and sprinkle with the topping.
- 9.) Using a knife or bench knife that you've run under cold water, slice each circle into 6 wedges.
- 10.) Carefully pull the wedges away from the center to separate them just a bit; there should be about 1/2" space between them at their outer edges.
- 11.) To prepare for baking: For best texture and highest rise, place the pan of scones in the freezer for 30 minutes, uncovered. This time in the freezer relaxes the gluten in the flour, which makes the scones more tender and allows them to rise higher. It also chills the fat, which will make the scones a bit flakier. While the scones are chilling, preheat the oven to 425°F.
- 12.) Bake the scones for 18 to 22 minutes, or until they're golden brown. When you pull one away from the others, it should look baked all the way through; the edge shouldn't look wet or unbaked.
- 13.) Remove the scones from the oven, and cool briefly on the pan. Scones are best served warm with butter and/or jam (or even apple butter) if you like.
- 14.) Storage information: When they're completely cool, wrap in plastic and store at room temperature, or wrap in a preheated 350°F oven for about 10 minutes.

### Recipe of the Month

**Fresh Apple Cinnamon Scones**

**Ingredients:**

• 2 2/3 cups (320g) King Arthur Unbleached All-Purpose Flour

• 3/4 cup (67g) granulated sugar

• 1 tablespoon baking powder

• 1 teaspoon King Arthur Butter Spice or cinnamon

• 3/4 cup (78g) fresh apple, in 1/2" pieces (about half a large apple)

• 3/4 cup (113g) cinnamon chips or 1/2 cup (71g) King Arthur Cinnamon

• 2 large eggs

• 1/2 cup (125ml) applesauce

• 1/2 cup (125ml) milk

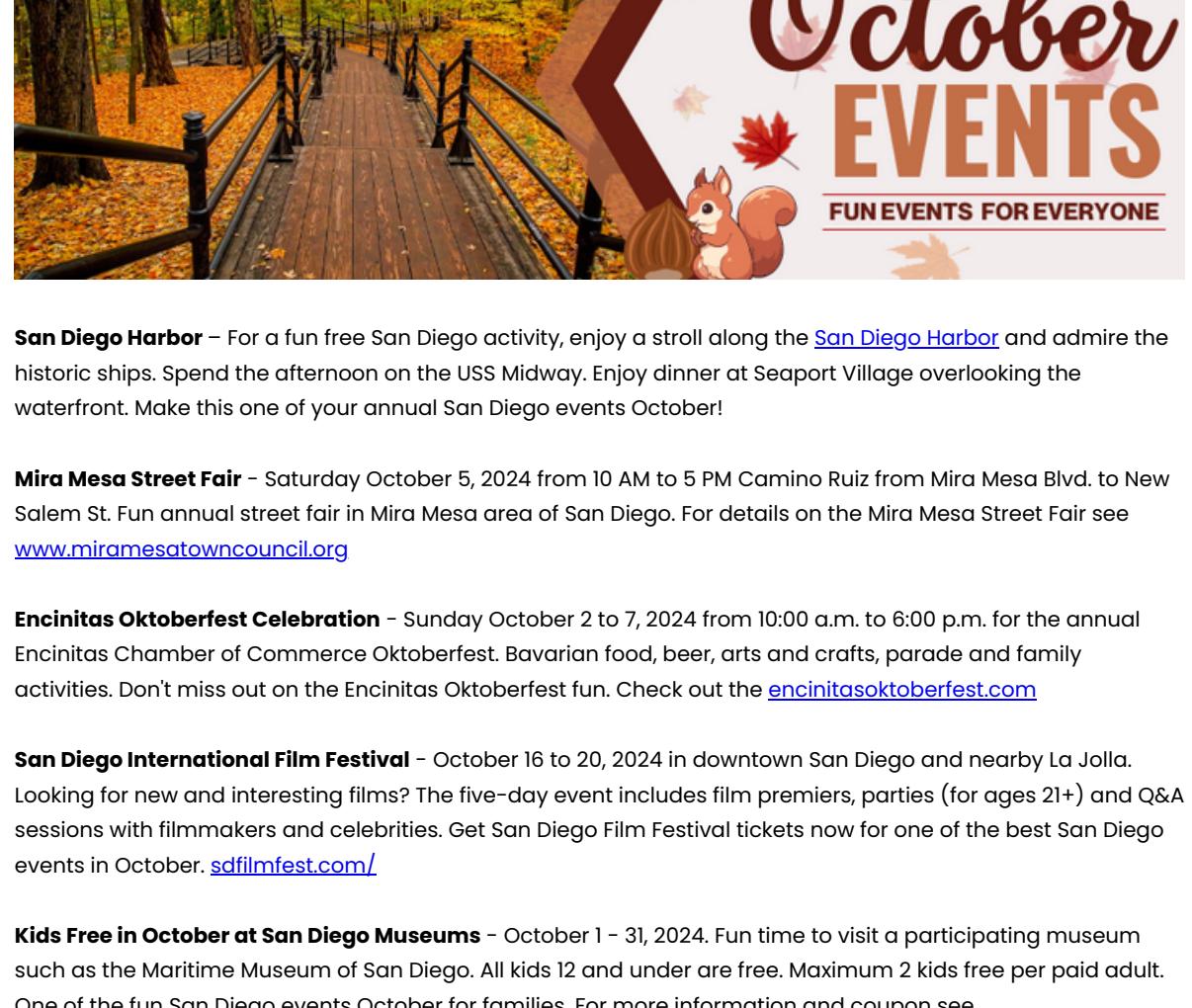
• Substitute 3/4 cup (113g) caramel chips or butterscotch chips, if desired.

**Topping**

• 3 tablespoons coarse sparkling sugar

• 1/2 teaspoon cinnamon

• 1/2 cup (125ml) water or milk, for brushing



**San Diego Harbor** – For a fun free San Diego activity, enjoy a stroll along the [San Diego Harbor](#) and admire the historic ships. Spend the afternoon on the USS Midway. Enjoy dinner at Seaport Village overlooking the waterfront. Make this one of your annual San Diego events October!

**Mira Mesa Street Fair** – Saturday October 5, 2024 from 10 AM to 5 PM Camino Ruiz from Mira Mesa Blvd. to New Salem St. Fun annual street fair in Mira Mesa area of San Diego. For details on the Mira Mesa Street Fair see [www.miramesatowncouncil.org](#)

**Encinitas Oktoberfest Celebration** – Sunday October 2 to 7, 2024 from 10:00 a.m. to 6:00 p.m. for the annual Encinitas Chamber of Commerce Oktoberfest. Bavarian food, beer, arts and crafts, parade and family activities. Don't miss out on the Encinitas Oktoberfest fun. Check out the [encinitasoktoberfest.com](#)

**San Diego International Film Festival** – October 16 to 20, 2024 in downtown San Diego and nearby La Jolla. Looking for new and interesting films? The five-day event includes film premieres, parties (for ages 21+) and Q&A sessions with filmmakers and celebrities. Get San Diego Film Festival tickets now for one of the best San Diego events in October. [sdfilmfest.com/](#)

**Kids Free in October at San Diego Museums** – October 1 – 31, 2024. Fun time to visit a participating museum such as the Maritime Museum of San Diego. All kids 12 and under are free. Maximum 2 kids free per paid adult. One of the fun San Diego events October for families. For more information and coupon see [www.sandiegomuseumcouncil.org](#).

**The Sky Tonight Planetarium Shows** – Wednesday October 2, 2024. This monthly San Diego event is held on the first Wednesday of each month at 7:00 PM, arrive 30 minutes early to claim your seat in the SD Fleet Science Center's Heikoff Dome Theater. Advance purchase recommended for the Sky Tonight Planetarium as these may sell out. [www.rhfleet.org](#)

**Weekend Beach Walks** – Saturday and Sunday October 18 and 19, 2024 from about 3:30 PM – sunset will be a nice time to walk some of the local beaches at moderate low tide. Stay awhile and watch the sunset. [Best San Diego Beaches for Walking](#)

**Free Kids Tickets San Diego Zoo** – October is Kids Free Day at the San Diego Zoo. Children ages 3 – 11 get in free when accompanied by a paid adult ticket. Be sure to check out the new 3 acre Wildlife Explorers Basecamp at the zoo, which opened in 2022. [San Diego Zoo](#)

**Sunset Scripps Pier Walk** – September – November 2024 on select dates. Sunset over the Pacific Ocean is the perfect time to explore the Ellen Browning Scripps Memorial Pier, usually closed to the public. During this guided walk along the pier, aquarium naturalists will teach participants about the structure's history, and guide them as they explore the marine life. Ages 9+ only, and children ages 9–17 must be accompanied by a paid adult. For more information see [www.aquarium.ucsd.edu](#)

**Del Mar Wine and Food Festival** – October 2 to 7, 2024. Taste food from over 70 top restaurants, and over 200 wines. Get 20% off tasting tickets with coupon code WIN20. [www.delmar.wine](#)

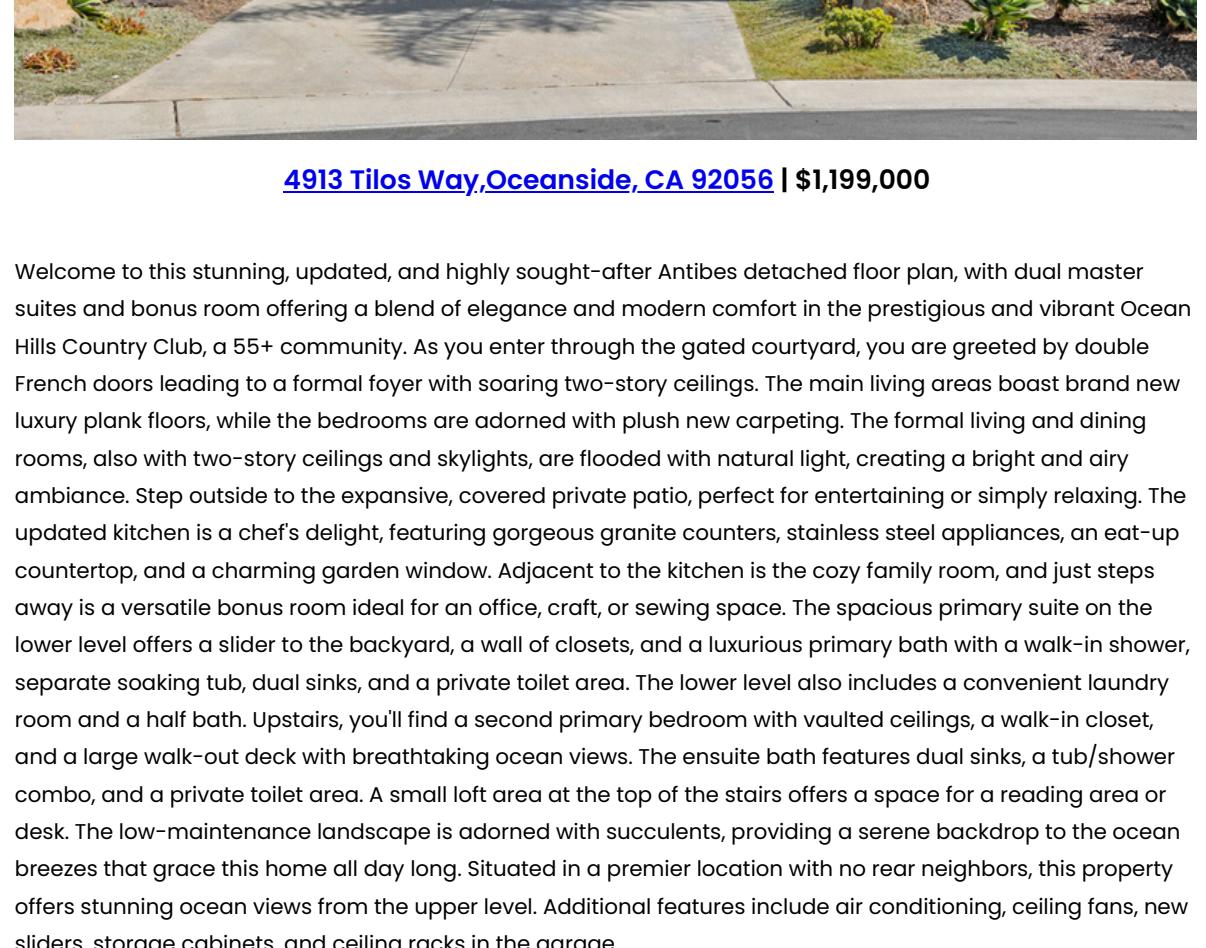
**Balboa Park Free Museum Tuesday for Residents and Military** – Some Balboa Park museums are free on 1st – 4th Tuesdays of each month to locals (San Diego Cal. City & county residents), and active military and their families. The free admission is on a rotating basis, and not all museums participate. Check out the [Free Tuesday Balboa Park museum schedule](#).

**Harvest Festival and Craft Fair** – October 11 to 13, 2024 at the Del Mar Fairgrounds. Over 300 artisans with handmade arts and crafts, Home Depot Kids workshops, food and fun. Cost approximately \$9 for adults, 13 – 17 \$4, children 12 and under free with adult. Discount tickets online and save \$2 with coupon. Another great San Diego events in October. [harvestfestival.com](#)

**Kids Free Birch Aquarium** – October 1 to 31 2024. Explore Birch Aquarium and kids are free for the month of October. Advanced reservations required. Up to two (2) free child tickets per each paid qualifying adult admission. [Birch Aquarium San Diego](#)

**Annual Pacific Beachfest** – Saturday October 5, 2024. Join in this fun annual beach fest in Pacific Beach. Beach volleyball, music, food, fine arts and crafts, kid rides, best tacos, fireworks and more! At fun Pacific Beach California (from I-5 go west on Grand Avenue). One of the free San Diego events in October. For more information on the Pacific Beach Fest SD see [www.pacificbeachfest.org](#).

**The Haunted Trail** – Sep 27 to Nov 2, 2024. The Haunted Trail returns to Balboa Park in time for your Halloween terrors. Get \$5 off coupon at local Goodwill stores. [www.hauntedtrail.net](#)



### Upward Bound: Authentic Hot Air Balloon Launch Sites in Carmel Valley

In the heart of Carmel Valley, hot air balloons embark on genuine adventures from various launch sites. Whether it's the rustic charm of Carmel Valley Village, the luxury offered by Carmel Valley Ranch, or the unconventional allure of Garland Ranch Regional Park, each takeoff promises an authentic experience. Coastal drifts near Carmel River State Beach add a touch of genuine wonder to the journey. Explore these launch sites for a brief, yet truly genuine, hot air balloon adventure above Carmel Valley.

### The Village at Pacific Highlands Ranch:

Step into The Village, where modern elegance meets genuine community charm. Explore carefully curated boutiques, embrace local treasures, and embark on an out-of-the-ordinary culinary journey. It's a place where connections are made and authenticity is celebrated.

### Del Mar Highlands Town Center:

Del Mar Highlands, a blend of sophistication and family-friendly warmth, is located in the heart of Carmel Valley. Every corner exudes genuine appeal, from upscale boutiques to casual finds. It's a true reflection of Carmel Valley's authentic spirit, with family entertainment, diverse dining, and community events.

### Nature's Playground at Canyonside Community Park

Canyonside Community Park is a natural extension of the Carmel Mountain way of life. Families picnic, children play on the playgrounds, and nature lovers hike the trails. The park captures the active, outdoorsy spirit of Carmel Mountain.

### Eternal Sunsets Over Rolling Hills

Carmel Mountain's attraction stems from its elevated location, which provides residents with daily views of breathtaking sunsets over rolling hills. Each evening feels like a personal poetry reading, with the colors of the sky painting a story that resonates with the community's calm.

### Neighbors Turned Friends

Carmel Mountain is a community where neighbors are faces to warmly greet, friends embracing genuine connections rather than simply passing by. Genuine friendliness can be seen in casual conversations at the park or shared smiles at community events. Living in Carmel Mountain means being a part of a close-knit, caring community.

### Retail Therapy with a Personal Touch

Carmel Mountain Plaza is a hub where local businesses and familiar names coexist. Boutiques offer unique finds, and shopkeepers remember your name. The retail experience here is about connections, making every shopping trip a personal and pleasant experience.

### Schools That Nourish Minds and Hearts

Carmel Mountain's commitment to education goes beyond academics; it is about instilling a love of learning in its students. Parents and educators collaborate to foster an environment in which children not only excel academically but also develop into well-rounded individuals.

### City Access with Suburban Comforts

Carmel Mountain's strategic location is about retaining the suburban comforts that residents value. It's about enjoying San Diego's vibrancy without sacrificing the serenity that makes Carmel Mountain a genuine sanctuary.

### Celebrating Together

Carmel Mountain's calendar reflects the community's vibrant spirit. From seasonal celebrations to spontaneous gatherings, each event provides an opportunity for residents to gather, share stories, and make Carmel Mountain a true home for its residents.



Welcome to this stunning, updated, and highly sought-after Antibes detached floor plan, with dual master suites and bonus room offering a blend of elegance and modern comfort in the prestigious and vibrant Ocean Hills community. Bonus room offering a blend of elegance and modern comfort in the prestigious and vibrant Ocean Hills community. Bonus room offering a blend of elegance and modern comfort in the prestigious and vibrant Ocean Hills community. Bonus room offering a blend of elegance and modern comfort in the prestigious and vibrant Ocean Hills community.

Beds: 2  
Baths: 2.5  
Size: 2,317 ft<sup>2</sup>

**4913 Tilos Way, Oceanside, CA 92056** | \$1,199,000

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Beds: 2  
Baths: 2.5  
Size: 2,317 ft<sup>2</sup>

**74 Saint Malo Bch, Oceanside, CA 92054** | \$2,750,000

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Beds: 2  
Baths: 2.5  
Size: 2,317 ft<sup>2</sup>

**Discover a rare opportunity to own one of the last remaining buildable lots in the prestigious St. Malo**

community, situated on the picturesque Buena Vista Lagoon, offering breathtaking and unobstructed views that are simply unparalleled. This expansive 7,110 sq ft parcel includes modern architectural plans for a 4,714 sq ft, two-story home with 4 bedrooms, 4.5 baths, a three-car garage, a sunroom, and a pool plunge. As you pass through the exclusive guard-gated entrance of St. Malo, you are transported into a serene enclave of homes

testament to a charming sophistication, offering a unique blend of rustic and modern elements. The home features a spacious living room with a fireplace, a formal dining room, and a kitchen equipped with high-end stainless steel appliances. The master suite is a true oasis, featuring a walk-in closet and a bathroom with a soaking tub and a separate shower. The lower level offers a large family room with a fireplace, a den, and a bonus room. The exterior of the home is surrounded by a lush landscape with mature trees and manicured lawns. The property also includes a covered patio and a fire pit, perfect for outdoor entertaining. The location is ideal, with easy access to the beach, the lagoon, and the surrounding natural beauty of the area.

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