



Welcome to The Carole Downing Group January Newsletter!

Happy New Year! As we welcome 2025, it's the perfect time to embrace trends that enhance your living spaces. For San Diego homeowners and design enthusiasts, here are key ideas to consider:

Designing Your Home for 2025

Smart Innovation

Integrate technologies like home automation and energy-saving systems to boost convenience and property value.

Sustainable Choices

Opt for eco-friendly materials, energy-efficient upgrades, and solar solutions to benefit both the planet and your home's appeal.

Functional Elegance

Balance style with practicality using versatile layouts and multifunctional furniture tailored to your lifestyle.

Timeless Neutrals

Swap bold colors for calming, neutral tones like soft grays and warm earth shades for a sophisticated, real estate-friendly look.

Outdoor Living

Take advantage of San Diego's climate by enhancing outdoor areas with features like fire pits, seating, and sustainable landscaping.

These strategies can help you design a home that's innovative, sustainable, and timeless—perfectly aligned with the opportunities of 2025.

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Current Market Snapshot

- **Active Listings:** The number of homes available has decreased to 3,278 from 4,090 last month.
- **Pending Sales:** Pending sales have also decreased to 1,663 from 2,050.
- **Recently Sold:** Interestingly, the number of properties sold has slightly increased to 1,616, up from 1,486.



Market Insights:

The new year often starts slowly in the real estate market, with January reflecting the aftermath of the holiday slowdown. However, this year seems to be starting off with a fast pace following an unusually busy December evidenced by the increase in sold properties.

For Sellers:

Market Readiness: If you're considering selling, now might be a good time to prepare your property as inventory is low, which can work in your favor.

Strategic Pricing: With fewer homes available, correctly pricing your home is crucial. It can help attract serious buyers quickly, as shown by the recent uptick in sales.

For Buyers:

Market Watch: Keep an eye on new listings. The current low inventory means you need to be ready to act quickly when the right opportunity presents itself.

Negotiation Strategy: While the market is less competitive, the current dynamics might still allow for some negotiation. However, being too aggressive in low-inventory conditions might risk losing out on suitable properties.

Looking Ahead: As the market typically picks up in the spring, both buyers and sellers should prepare for potentially more activity in the coming months.

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Whether you're looking to modernize your space or create a more functional and inviting atmosphere, these practical tips can help you re-imagine your home for the year ahead:



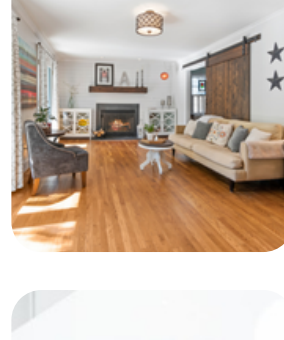
Reorganize and Declutter

Start the year by clearing out the clutter and reorganizing your space. Focus on creating storage solutions that maximize efficiency and keep your home tidy. From stylish bins to built-in shelving, small changes can make a big impact on both aesthetics and functionality.



Upgrade Your Décor

Swap out old décor for updated pieces that align with current trends and your personal style. Consider incorporating statement rugs, unique artwork, or trendy accent pieces to bring a fresh vibe to your living areas. Don't shy away from experimenting with textures and patterns to add depth.



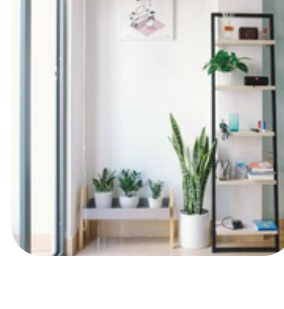
Light and Monochromatic Color Palettes for Walls

Creamy whites, warm browns, and neutral colors are common in San Diego homes. These shades create a cohesive and calming environment while complementing a variety of design styles.



Modernize with Smart Home Features

Give your home a tech upgrade by integrating smart devices. From smart thermostats and lighting to voice-activated assistants, these features not only enhance convenience but also add a modern touch to your space. Plus, they can help with energy efficiency.



Add Greenery and Natural Elements

Breathe life into your home by incorporating plants and natural materials. From indoor potted plants to wooden accents or stone finishes, these elements can create a calming and inviting environment while also improving air quality. Consider low-maintenance options like succulents or sansevieria plants for easy care.

Recipe OF THE MONTH

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How To Build a Perfect Charcuterie Board



- **Honey & Jams:** Local honey or honeycomb, and fig jam.
- **Grapes:** A small bunch of seedless green, red, or other varietal grapes (about 1 pound), cut into small clumps of 3–5 grapes.
- **Optional Additions:** Yogurt-covered pretzels, candies, or chocolates for extra color and variety.

Start by Selecting:

- **Olives:** A variety of black and green olives, or olive tapenade.
- **Condiments:** Whole-grain mustard.
- **Nuts:** Cashews, almonds, or candied nuts.
- **Dried Fruits:** Apricots, cranberries, or cherries.
- **Fresh Berries:** Raspberries, blueberries, or blackberries.
- **Crackers:** Three varieties of crackers.

Ingredients:

- **Meats:** 3–4 varieties of thinly sliced meat such as prosciutto, Serrano ham, capicola, Iberico ham, coppa, salami, hot soppressata, Genoa salami, or mortadella.
- **Cheeses:** 4–5 varieties such as Brie, Camembert, goat cheese, Gorgonzola dolce, Muenster, Havarti, Cheddar, Gouda, Gruyère, Stilton, Jarlsberg, or Manchego.

Instructions:

- 1.**Prepare the Cheeses:** Slice all cheeses fully for easy serving. Cube soft cheeses and cut others into interesting shapes to add visual appeal.
- 2.**Arrange the Cheese and Meats:** Place cheese on the board first, then arrange meats between the cheeses. To create salami roses, overlap 5 slices slightly, fold them in half, roll tightly, and place on the platter.
- 3.**Add Condiments and Fillers:** Use small containers for mustard, honey, or jams. Place these in gaps between the cheese and meat. Fill remaining spaces with dried fruits, nuts, berries, and other items for color and depth.
- 4.**Crackers:** Serve crackers in a separate container near the board to keep them fresh.
- 5.**Finishing Touches:** Garnish with fresh rosemary sprigs for a natural accent and consider an edible glitter spray for a festive look.



Botanic Garden Lightscape Exhibit – through January 5, 2025 from 5 to 10 PM by reservation only. This year the San Diego Botanic Garden in Encinitas is showing the evening Lightscape exhibition.

San Diego Brew Fest – Saturday January 11, 2025 from noon to 4 PM. Treat yourself to a cold beer or two at the annual San Diego Brew Fest at NTC Park, Liberty Station. Proceeds will benefit a local charity. Adults only 21+. sandiegobeerfest.com/

Tidepooling in San Diego – January 1 to 3, 10 – 15, and 26 – 31, 2025 at various times in the afternoon at low minus tides. Fall and winter is tidepooling time in San Diego. It's a free and fun activity for the entire family. You'll want to explore during low tides. See the best times to visit the [San Diego Tide Pools](#).

Beach Walks – Saturday and Sunday January 11 and 12, 2025 from 1:00 to 4:30 PM. We love winter in San Diego because low tides and sunny weather mean a great time for beach walks. [Best San Diego Beaches for Walking](#)

Indoor Swimming Pool at Mission Beach – Swim at the The Plunge, southern California's largest indoor swimming pool located at Belmont Park in Mission Beach. [The Plunge Swimming Pool](#)

Guided Tide pool Adventures in La Jolla CA – Select Saturdays and Sundays from January to March 2025. Four times depends on tides. Naturalists from Scripps Birch Aquarium will help you discover the wonderful life in the tide pools in La Jolla. [Tidepooling Adventures](#)

Martin Luther King Jr. Parade – January 19, 2025 8:30 AM – 4:00 PM at Harbor Drive, Embarcadero, to honor Dr. Martin Luther King Jr. MLK parade with floats, high school bands, drill teams and more.

Free Museums – A few museums in Balboa Park are free on 1st – 4th Tuesdays of each month to San Diego area locals, and active military. Check out the [Free Tuesday Balboa Park museum schedule](#).

San Diego Cat Show – Saturday – Sunday January 25 and 26, 2025 at the Del Mar Fairgrounds. For cat lovers, this largest annual cat show on the West Coast features 450 cats competing for top honors, and more. www.sandiegocat.org

Carlsbad San Diego Marathon – Sunday January 19, 2025. (typically at 6 AM at The Shoppes at Carlsbad, 2525 El Camino Real.) Cheer on the runners while you enjoy the view of the beaches. For more information about the Carlsbad San Diego Marathon see www.carlsbadmarathon.com.



Savoring San Diego: The Ultimate Foodie's Guide to Culinary Bliss

San Diego, often referred to as "America's Finest City," is not only a visual treat but also a culinary paradise for those with discriminating taste buds. Exploring San Diego's diverse neighborhoods is a genuine journey through the heart of its vibrant food scene in a city where culinary traditions blend seamlessly with innovation.

Coastal Comforts: A Seafood Affair by the Shore

Along the beautiful San Diego coastline, you can enjoy the refreshing ocean breeze and the aroma of delicious seafood. At the world-famous Fish Market, the catch of the day transforms into an unforgettable culinary experience. Enjoy the laid-back atmosphere of Point Loma's charming seafood restaurants, where you can experience the true essence of coastal comfort while immersing yourself in San Diego's rich maritime heritage.

George's at the Cove: A Culinary Oasis Overlooking La Jolla Cove

George's at the Cove, perched atop the cliffs of La Jolla and overlooking the breathtaking La Jolla Cove, is a beacon of culinary excellence and panoramic beauty. With three distinct dining experiences, this iconic restaurant has captivated both locals and visitors, providing a feast for the senses against the stunning backdrop of the Pacific Ocean.

Little Italy: Homey Italian Vibes and Heartfelt Dishes

Take a leisurely stroll down the charming streets of Little Italy and enjoy the genuine friendliness that comes with the delicious aromas of Italian cuisine. From small family-owned restaurants to cozy coffee shops, every bite here has a story to tell. Indulge in handmade pasta, oven-baked pizzas, and creamy gelato, inviting you to experience the true essence of Italy. Each visit is a heartfelt opportunity to connect with San Diego's cultural diversity through food.

Convoy Street's International Euphoria

If you enjoy trying new and exciting foods, you'll want to visit Convoy Street in Kearny Mesa. This place is a hidden gem for international cuisine. With its diverse range of Asian restaurants, you can truly experience the East. If you're looking for a one-of-a-kind culinary experience, visit the bustling Convoy Night Market. It's the ideal place to eat delicious street food while also experiencing San Diego's multicultural essence.

North Park's Crafty Delights and Neighborhood Vibes

North Park is a close-knit community that values quality in both beer and food. You'll find some fantastic gastropubs here, where you can drink local craft beer while eating creative and delicious dishes. The vibe is completely authentic and friendly, making North Park ideal for foodies who prefer a relaxed and local atmosphere.

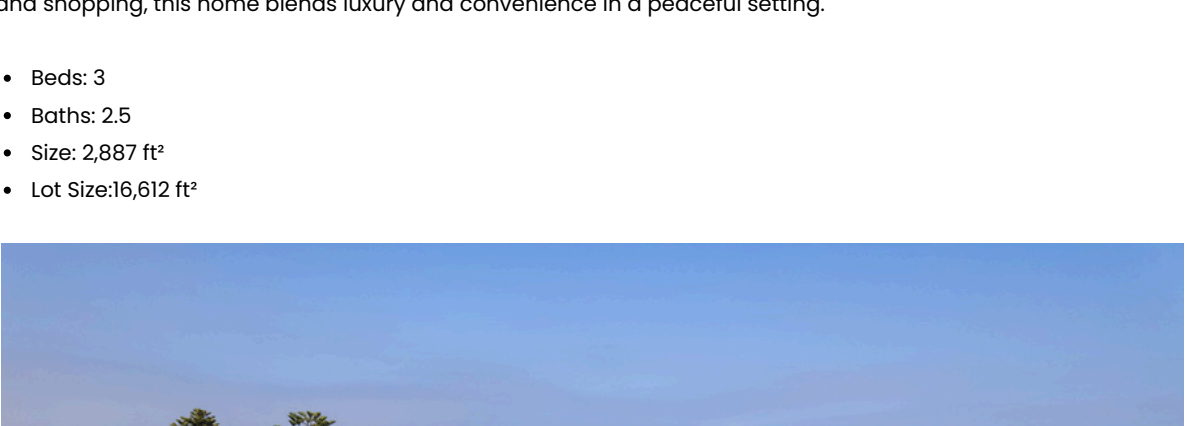
Old Town: A Mexican Feast Rooted in History

Old Town echoes with history as Mexican flavors take center stage. Discover the charming adobe buildings and indulge in delicious street tacos, enchiladas, and heartwarming tamales. You can feel the genuine connection to Mexican heritage in every bite, making it a true celebration of San Diego's diverse cultural fabric.

Gaslamp Quarter: Trendy Nights and Culinary Delights

As the sun sets, head to the Gaslamp Quarter to experience San Diego's trendy nightlife and fine dining options. Gaslamp serves a mix of modern American dishes with a touch of international flavors from its stylish rooftop bars and high-end restaurants. The variety of culinary options complements the lively atmosphere of the city after dark.

San Diego's food scene captures the essence of the city. Every neighborhood, from the cozy coastal areas to the lively Convoy Street, contributes its own distinct flavor to this authentic story. So, let your taste buds lead you on a mouthwatering culinary journey and discover why San Diego is a true foodie haven.



1176 La Sombra Dr., San Marcos, CA 92078 | \$1,750,000

Welcome to this stunning single-story home, offering the perfect balance of style and comfort on a private elevated lot with fully owned solar and gorgeous views of the golf course and mountains at Lake San Marcos. As you step through the double doors into the formal entry, Brazilian cherrywood floors lead you into a bright and inviting living space. The formal living room has vaulted ceilings and a fireplace framed by expansive windows showcasing beautiful mountains. The adjacent formal dining room also shares these captivating views, perfect for intimate gatherings. The chef's kitchen includes a center island, built-in Subzero refrigerator, Wolf 6-burner stove, double ovens, and soaring ceilings. The spacious daily dining area, featuring a chandelier and large windows overlooking the golf course, with electric sunscreens providing shade when needed. The family room, equipped with a second fireplace, custom wall unit with a wine fridge, wine rack, and two built-in refrigerator drawers, is just steps to the patio for effortless entertaining. The primary suite, with vaulted ceilings, offers a sitting area with French doors that open to the backyard and a luxurious bathroom with a jetted tub, large vanity, separate walk-in shower, and a walk-in closet. The secondary bedrooms are generously sized and connected by a Jack-and-Jill bathroom, with one bedroom offering a private entrance. A powder room and laundry room complete the floor plan. Outdoors offers lush landscaping with an array of fruit trees, a spacious covered patio with an electric screen, built-in BBQ island with counter seating, sauna, and firepit. Additional features include fresh paint, new carpet in the formal rooms, solar tubes, AC, soft water unit, security system, and an oversized 3-car garage with ample storage. Located near golf courses, Lake San Marcos, restaurants, and shopping, this home blends luxury and convenience in a peaceful setting.

- Beds: 3
- Baths: 2.5
- Size: 2,887 ft²
- Lot Size: 16,612 ft²



74 Saint Malo Bch, Oceanside, CA 92054 | \$2,400,000

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 7,410 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 sauna, and a cold plunge. As you pass through the exclusive guard-gated entrance of St. Malo, you are transported into a serene enclave of homes resembling a French village. Imagined nearly a century ago, this 24-hour guard-gated community stands as a testament to charm and sophistication, offering a unique ambiance that sets it apart. St. Malo offers residents a private beach area complete with volleyball courts, a cabana with BBQ facilities, and direct access to the beach. A lifeguard on duty from Memorial Day through Labor Day ensures peace of mind during peak beach seasons. The community boasts an impressive array of amenities, including multiple courts for tennis, paddleball, and pickleball, as well as bocce ball. The prime location along Southern California's most sought-after coastline ensures that you are within walking distance to a variety of restaurants and shopping options. Experience the distinctive charm and history of this one-of-a-kind community, which has maintained its allure and exclusivity over the decades. This lot provides the perfect canvas to build your dream home, where you can create a sanctuary that blends the fairy tale charm of St. Malo with the stunning beauty of the Southern California coast. Embrace the unparalleled lifestyle and exquisite setting that only St. Malo can offer. Your dream home awaits.

- Lot Size: 0.17 Acre

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