

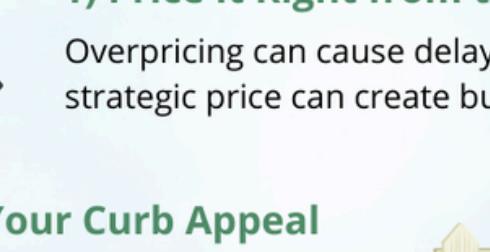
March

NEWSLETTER

Spring Forward with Fresh Ideas!

Welcome to The Carole Downing Group March Newsletter!

Spring is one of the best times to sell a home in San Diego—buyers are eager to move before summer, and the market is buzzing with activity. But with more homes hitting the market, competition is high, and sellers who don't position their homes correctly risk sitting longer than expected.



Thinking of Selling

this
Spring?

Here's What You Need to Know!

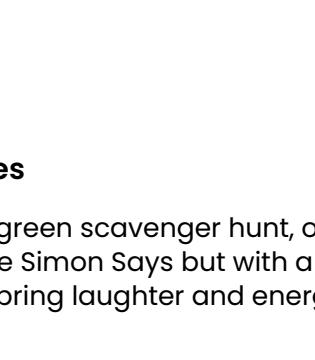
That's where we come in! With the right strategy, you can attract serious buyers, sell quickly, and get top dollar for your home.

Here's Your Simple Plan to Stand Out & Sell Faster:



1) Price It Right from the Start

Overpricing can cause delays, while a strategic price can create buyer urgency.



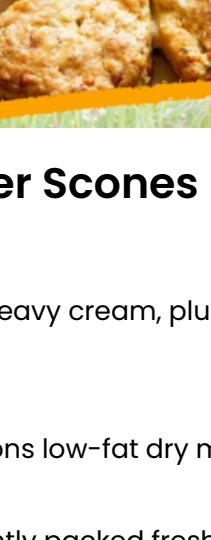
2) Boost Your Curb Appeal

A clean entryway, fresh landscaping, and a pop of color make your home inviting.



3) Maximize Natural Light

Open curtains, clean windows, and use light, neutral décor for a bright, airy feel.



4) Professional Photos & Staging Matter

Buyers shop online first, so high-quality photos and simple staging help your home stand out.



5) Be Ready for Fast Offers

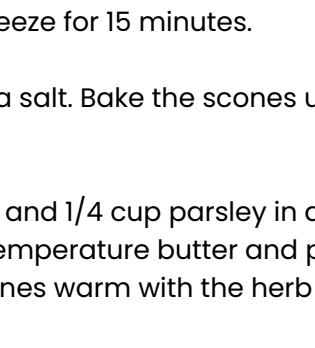
With demand high, be prepared for multiple showings and quick decisions.

Ready to make your move? Let's create a personalized strategy to help you sell for the best price this Spring.

www.thecaroledowninggroup.com

TOP 5 FUN WAYS TO CELEBRATE ST. PATRICK'S DAY

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St. Patrick's Day is a great time for festive fun with the family! From crafts to games, here are five easy activities to bring the luck of the Irish into your home:



Get Crafty with DIY Shamrock & Rainbow Art

Bring out the glue and scissors for shamrock garlands, handprint rainbows, or leprechaun masks. These fun crafts make great decorations and keep little hands busy!



Plan a Leprechaun Treasure Hunt

Hide gold coins, green treats, or small surprises around the house or yard. Add tiny leprechaun "footprints" (paper cutouts or chalk) to make it feel like a mischievous leprechaun has been there!

Bake Festive St. Patrick's Day Treats

Get the family involved in making shamrock cookies, green cupcakes, or a "Pot of Gold" snack mix with popcorn, pretzels, and green M&Ms. Fun to make and even better to eat!

Play St. Patrick's Day Games

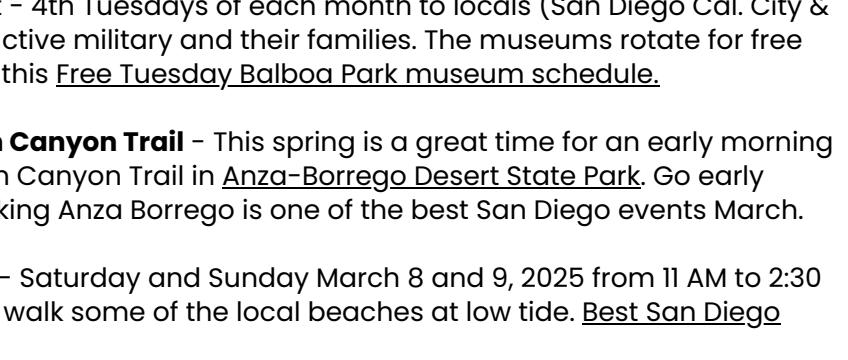
Try Lucky Charms stacking, a green scavenger hunt, or a game of Leprechaun Says (like Simon Says but with a festive twist). These activities bring laughter and energy to the celebration!

Watch & Read St. Patrick's Day Favorites

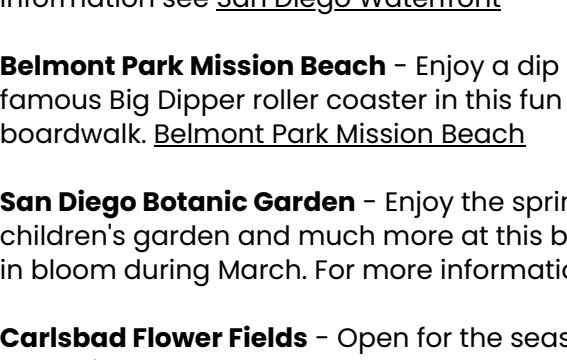
Cozy up with movies like The Secret of Kells and Darby O'Gill and the Little People or read fun books like How to Catch a Leprechaun. A perfect way to wind down after a day of fun!

Recipe OF THE MONTH

Carole Downing



Cheddar Chive Four-Leaf Clover Scones



- Total: 1 hour 10 mins.
- Yield: 4-8 servings

Recipe From: www.foodnetwork.com

- 1 1/4 cups heavy cream, plus more for brushing
- 1 large egg
- 2 tablespoons low-fat dry milk powder
- 30 chives
- 3/4 cup lightly packed fresh dill fronds
- 3/4 cup lightly packed fresh parsley leaves
- 3 cups all-purpose flour, plus more for dusting (see Cook's note)
- 1 tablespoon baking powder
- 2 teaspoons kosher salt
- 4 ounces extra-sharp white Cheddar, grated (about 1 cup)
- 2 sticks (1 cup) unsalted butter, 1 cold and 1 at room temperature
- Flaky sea salt, for sprinkling

Instructions:

1. Position a rack in the center of the oven and preheat to 400 degrees F. Line a baking sheet with parchment.

2. Whisk the cream, egg and milk powder together in a liquid measuring cup. Pulse 20 of the chives, 1/2 cup of the dill and 1/2 cup of the parsley in a food processor until finely chopped. Add the flour, baking powder and kosher salt and pulse until well combined with the herbs. Add the cheese and pulse a few times to combine.

3. Cut the cold stick of butter into pieces. Add to the food processor a few pieces at a time, pulsing until only a few pea-size pieces remain. Transfer to a large bowl and make a well in the center. Pour the wet ingredients into the well and mix with a fork, incorporating the dry ingredients a little at a time until a shaggy dough forms (it's okay if the dough looks a little dry, just don't overwork it). Lightly knead the dough in the bowl until it just comes together.

4. Turn the dough out onto a lightly floured surface and pat into a 3/4-4-inch-thick rectangle (about 9 by 7 inches). Use a floured 2-inch-wide heart-shape cookie cutter to stamp out 20 hearts as close together as possible (to minimize scraps). Arrange four of the hearts (a four-leaf clover pattern) with the points of all the hearts meeting in the center, spacing them evenly apart. Repeat with the remaining hearts for a total of five clovers, spacing them evenly apart. Freeze for 15 minutes.

5. Brush the tops lightly with cream and sprinkle with sea salt. Bake the scones until golden brown, 23 to 25 minutes.

6. Meanwhile, pulse the remaining 10 chives, 1/4 cup dill and 1/4 cup parsley in a food processor until finely chopped. Add the stick of room-temperature butter and pulse until mixture is light green and well combined. Add the stick of room-temperature butter with the herb butter.

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Seaport Village Redevelopment - Seaport Village, a renowned waterfront resort, is undergoing a major transformation. The idea is to create a bustling hub complete with boutique shops, world-class cuisine, and open spaces for community meetings. Expect a blend of modern design and coastal charm to improve this well-known locale, making it a must-see destination.

San Diego Zoo Expansion Projects - The world-renowned San Diego Zoo continues to innovate with new exhibits and expansions. Future plans include immersive settings that connect visitors to many ecosystems. The zoo is pushing the boundaries of conservation and guest experience, with engaging educational opportunities and one-of-a-kind animal interactions.

Mission Bay Wetlands Restoration - Mission Bay, a San Diego landmark, is undertaking extensive restoration to resuscitate its wetlands. This initiative not only improves biodiversity, but it also provides new leisure options. Visitors may look forward to better pathways, birdwatching opportunities, and a cleaner, healthier bay for kayaking and paddleboarding.

UCSD Blue Line Trolley Extension - The extension of the UCSD Blue Line Trolley will make it easier to get about San Diego. This project connects numerous communities, including University City and the core of downtown, reducing traffic congestion and promoting environmentally friendly transportation. The trolley is a convenient and environmentally beneficial method of transportation for trips to the beach, museums, or local restaurants. New Public Art Installations - San Diego's art sector continues to develop, with new public art pieces planned throughout the city. These projects transform ordinary locations into cultural landmarks that honor diversity and ingenuity. Be on the lookout for large-scale murals, interactive sculptures, and unique displays that highlight the region's artistic skills.

Portside Pier - Portside Pier is a gorgeous addition to the Embarcadero, with something for everyone. This multi-level attraction includes seafood restaurants, casual cafes, and rooftop dining with beautiful bay views. Whether you're visiting for happy hour or a romantic dinner, the pier is a culinary and visual treat.

Chula Vista Bayfront Development - The Chula Vista Bayfront Development is one of the region's most ambitious projects, with plans to alter more than 500 acres of beachfront land. The plans include a world-class resort, a convention center, parks, and new residential areas. This initiative aims to provide a lively community hub while conserving the area's natural beauty.

Innovations in Sustainability - San Diego remains a leader in sustainability, with new eco-friendly developments. Solar-powered parks, green rooftops, and urban gardens are all examples of projects that incorporate nature into the urban landscape. These efforts demonstrate a commitment to environmental stewardship by providing environments that are as attractive as they are practical.

Anticipating the Future - With so many new things in the works, San Diego remains a city of growth and innovation. Whether you're a resident looking to discover new attractions or a visitor planning your next vacation, these initiatives promise to improve the city's appeal and livability.

San Diego's new developments and attractions, from the bustling waterfront to the changing skyline, reflect the city's spirit of progress and innovation. Keep an eye on these projects as they develop—there is always something new to discover in America's Finest City!



Market Insights:

The market is experiencing a dynamic shift with a notable increase in new listings. This suggests that 2025 might be heading towards a more balanced housing landscape, beneficial for both buyers and sellers.

For Sellers:

Adapt to Market Shifts: With the rise in new listings, it's crucial to make your property stand out. This might mean investing in minor improvements or adjustments that highlight your home's best features.

Stay Competitive: Monitor the market closely to ensure your pricing strategy is in line with current trends, making adjustments as necessary to attract serious buyers quickly.

For Buyers:

Capitalize on Increased Choices: The higher number of listings means more options to choose from. Be prepared to move quickly on properties that meet your criteria, as the increase in pending sales indicates that desirable homes are still being snapped up fast.

Be Strategic in Negotiations: Use the knowledge of increased market activity to negotiate favorable terms. Sellers might be more willing to negotiate to avoid missing out on active buyers.

Looking Ahead: As San Diego's real estate market shows promising signs of balance and vitality, it's an opportune time for both buyers and sellers to make their move. As your real estate guide, I am here to navigate you through these dynamic conditions. For sellers, listing now taps into the surge of buyer interest, maximizing potential returns. Buyers should stay alert and ready to act on new listings to secure the best properties. Hesitation could mean missing out on ideal opportunities. Let me steer you towards success by aligning our strategies with the emerging market trends, ensuring you capitalize on this active season effectively.

AVAILABLE Listings

Explore our latest listings

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 2,474 sq ft two-story home with 4 bedrooms, 4.5 baths, a 4-car garage, a sunroom, and a pool. The home features a spacious open-concept kitchen with soft-close cabinetry, quartz countertops, stainless steel appliances, and a large island that serves as a central gathering point. The adjacent dining area is perfectly situated near the patio, ideal for indoor-outdoor living. A convenient half-bath completes the lower level. Upstairs, the spacious primary suite includes a walk-in closet, a large soaking tub, a separate shower, and a walk-in closet. The secondary bedrooms are also well-appointed, with one featuring an en-suite bathroom. The home is equipped with dual-pane windows, a tankless water heater, and a central air conditioning system. The exterior has been meticulously maintained, with fresh paint on the home and storage shed, and the property is conveniently located near shopping, restaurants, and a quick drive to the beach.

88 Estrella Ln, Oceanside, CA 92058 | \$279,000

Nestled in a 55+ 18+ community, on DMV registration with no property tax. This beautifully updated 2-bedroom, 2-bathroom mobile home offers comfort, space, and thoughtfulness throughout. The open-concept kitchen features soft-close cabinetry, quartz countertops, a modern sink, and a newer stove. Vinyl flooring spans the adjacent dining area and expansive living room, perfect for entertaining. The primary suite includes a walk-in closet, a large soaking tub, and a walk-in shower. The secondary bedrooms are well-appointed, with one featuring an en-suite bathroom. The exterior has been meticulously maintained, with fresh paint on the home and storage shed, and the property is conveniently located near shopping, restaurants, and a quick drive to the beach.

471 Blue Sage Way, Oceanside, CA 92058 | \$845,000

Beautifully updated 3-bedroom, 2.5-bath home with new paint and carpet, perfectly situated in the highly sought-after community of Ivey Ridge. Formal living areas welcome you into the home, highlighted by high ceilings that span the lower level and vaulted ceilings in the kitchen and dining areas. The kitchen features a large island with a built-in cooktop, quartz countertops, and stainless steel appliances. The dining area is adjacent to the kitchen, with a large window overlooking the back yard. The living room has a fireplace and a large window overlooking the back yard. The upper level features three bedrooms, two of which have walk-in closets. The primary suite includes a walk-in closet, a large soaking tub, and a walk-in shower. The exterior has been updated with new paint and landscaping, and the property is conveniently located near shopping, restaurants, and a quick drive to the beach.

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Beautifully updated 3-bedroom, 2.5-bath home with new paint and carpet, perfectly situated in the highly sought-after community of Ivey Ridge. Formal living areas welcome you into the home, highlighted by high ceilings that span the lower level and vaulted ceilings in the kitchen and dining areas. The kitchen features a large island with a built-in cooktop, quartz countertops, and stainless steel appliances. The dining area is adjacent to the kitchen, with a large window overlooking the back yard. The living room has a fireplace and a large window overlooking the back yard. The upper level features three bedrooms, two of which have walk-in closets. The primary suite includes a walk-in closet, a large soaking tub, and a walk-in shower. The exterior has been updated with new paint and landscaping, and the property is conveniently located near shopping, restaurants, and a quick drive to the beach.

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

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