



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!

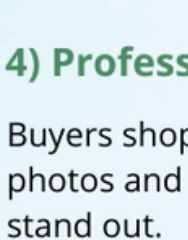
That's where we come in! With the right strategy, you can attract serious buyers, sell quickly, and get top dollar for your home.

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.

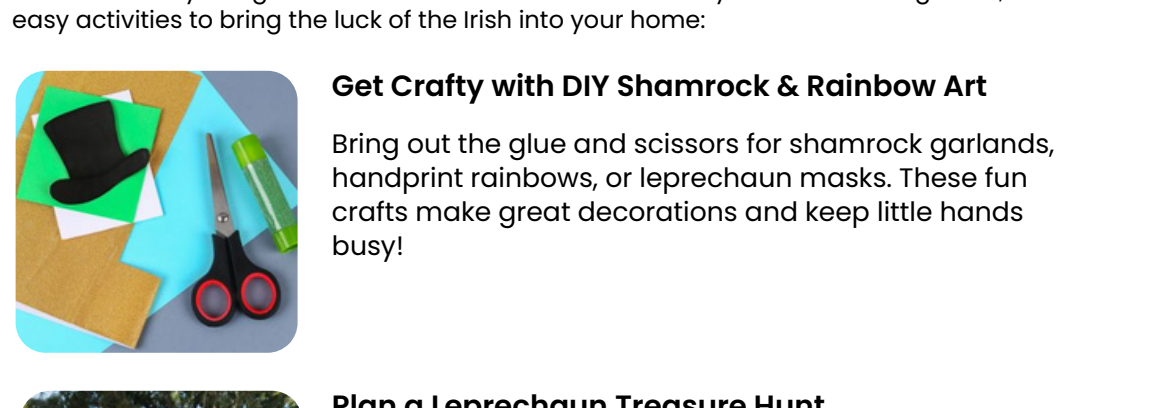


5) Be Ready for Fast Offers

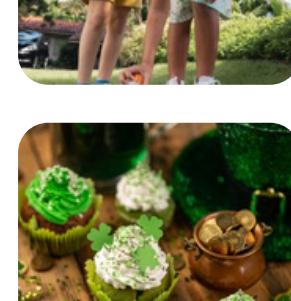
With demand high, be prepared for multiple showings and quick decisions.

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

www.thecaroledowninggroup.com

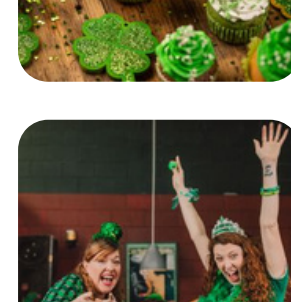


St. Patrick's Day is a great time for festive fun with the family! From crafts to games, here are five easy activities to bring the luck of the Irish into your home:



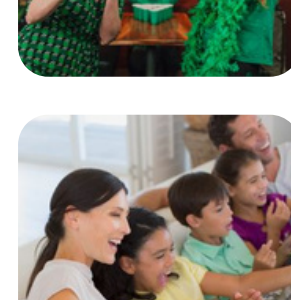
Get Crafty with DIY Shamrock & Rainbow Art

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!



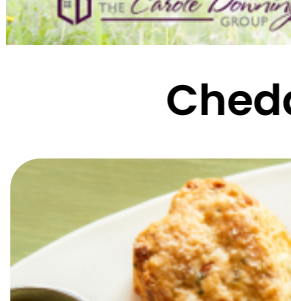
Bake Festive St. Patrick's Day Treats

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!

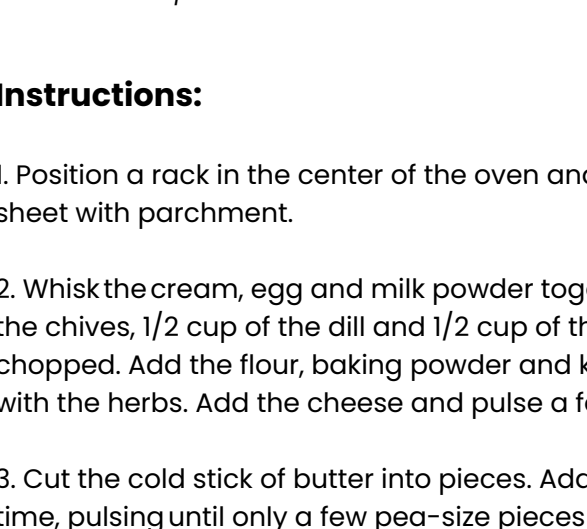


Watch & Read St. Patrick's Day Favorites

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!



Cheddar Chive Four-Leaf Clover Scones



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

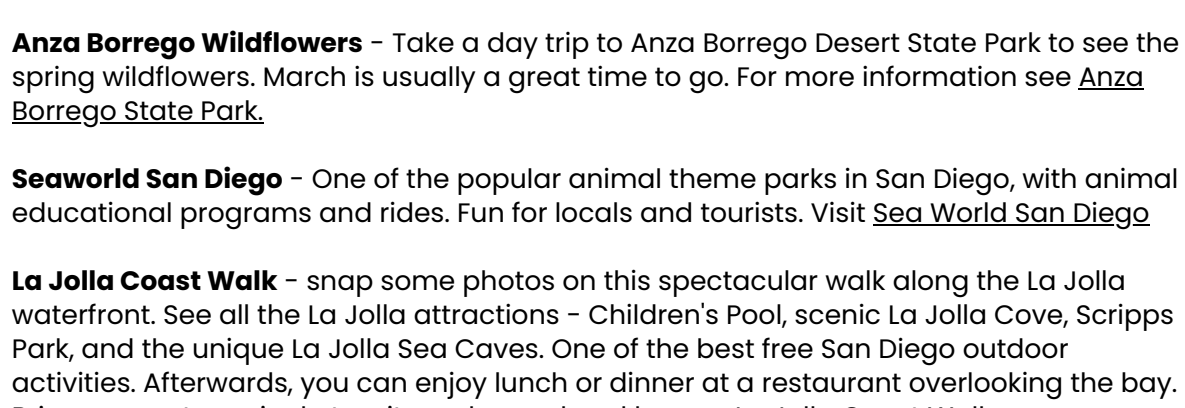
Recipe From: www.foodnetwork.com

Cheesecake

- 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. Add the remaining ingredients 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-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 in a four-leaf clover pattern (with the points of all the hearts meeting in the center) on the prepared baking sheet. 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. Serve the scones warm with the herb butter.



Anza Borrego Wildflowers – Take a day trip to Anza Borrego Desert State Park to see the spring wildflowers. March is usually a great time to go. For more information see [Anza Borrego State Park](#).

Seaworld San Diego – One of the popular animal theme parks in San Diego, with animal educational programs and rides. Fun for locals and tourists. Visit [Sea World San Diego](#).

La Jolla Coast Walk – Snap some photos on this spectacular walk along the La Jolla coastline. See all the La Jolla attractions – Children's Pool, scenic La Jolla Cove, Scripps Park, and the unique La Jolla Sea Caves. One of the best free San Diego outdoor activities. Afterwards, you can enjoy lunch or dinner at a restaurant overlooking the bay. Bring a sweater or jacket as it can be cool and breezy. [La Jolla Coast Walk](#).

Hiking Trails – Enjoy some great San Diego hiking trails, including Daley Ranch, Elfin Forest, and Torrey Pines. Explore these fun [Hiking Trails in San Diego](#). One of the best San Diego events March.

ShamROCK St. Patrick's Day Party – Saturday March 15, 2025, from 2 – 10 PM. This huge party to celebrate St. Patrick's Day for ages 21+ only. Live music, clubs, bars, special Irish food and drinks. Buy tickets early and save money. [www.sandiegoshamrock.com](#)

La Jolla Art Walk – Friday March 7, 2025 from 4 to 7 PM (first Friday of each month). Enjoy a 3 hour self-guided walking tour in downtown La Jolla and explore over 16 art galleries. Free event with food, wine, entertainment and of course – lots of interesting art from contemporary artists. [la.jollabythesea.com](#)

Explore San Diego Tidepools – March 8 to 12, 2025 at various times at low minus tides. This is the last good month to visit the San Diego tide pools until fall [San Diego Tide Pools](#).

Whale Watching in San Diego – California Gray Whales undergo their annual migration from Alaska through San Diego and onto Baja California. During December – April, whale watching is at its best, as the whales migrate close to shore and can be seen from land or sea. For more information see [San Diego Whale Watching](#).

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 museums rotate for free admission according to this [Free Tuesday Balboa Park museum schedule](#).

Hike Anza Borrego Palm Canyon Trail – This spring is a great time for an early morning hike on the popular Palm Canyon Trail in [Anza-Borrego Desert State Park](#). Go early before it gets too hot! Hiking Anza Borrego is one of the best San Diego events March.

Weekend Beach Walks – Saturday and Sunday March 8 and 9, 2025 from 11 AM to 2:30 PM will be a nice time to walk some of the local beaches at low tide. [Best San Diego Beaches for Walking](#)

San Diego Waterfront – For a fun free San Diego activity, enjoy a stroll along the Embarcadero, walk along the harbor and see all the historic ships, and go down to Seaport Village and visit the unique shops. If you have money to spend, take a harbor cruise and see the sights around San Diego bay. We love the sunset cruise the best. For information see [San Diego Waterfront](#)

Belmont Park Mission Beach – Enjoy a dip in the Plunge swimming pool and ride the famous Big Dipper roller coaster in this fun park right next to the Mission Beach boardwalk. [Belmont Park Mission Beach](#)

San Diego Botanic Garden – Enjoy the spring flowers, rain forest, bamboo garden, children's garden and much more at this botanical garden in Encinitas. Many plants are in bloom during March. For more information see [San Diego Botanic Garden](#).

Carlsbad Flower Fields – Open for the season starting early March 2025 through Mother's Day. Reservations required. Visit the colorful Flower Fields in Carlsbad California. The Carlsbad Flower Fields offer a spectacular display of Ranunculus flowering bulbs that bloom from early March to early May. For a list of their special events and more information see [Carlsbad Flower Fields](#).

Sunset Cliffs Natural Park: Where the Sky Paints Its Masterpiece

San Diego, a city famed for its vibrant culture, stunning coastline, and rich history, is constantly expanding. Locals and visitors may look forward to a wide range of initiatives, from innovative renovations to exciting new attractions. Here's a closer look at some of the most interesting new projects and attractions reshaping America's Finest City.

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.

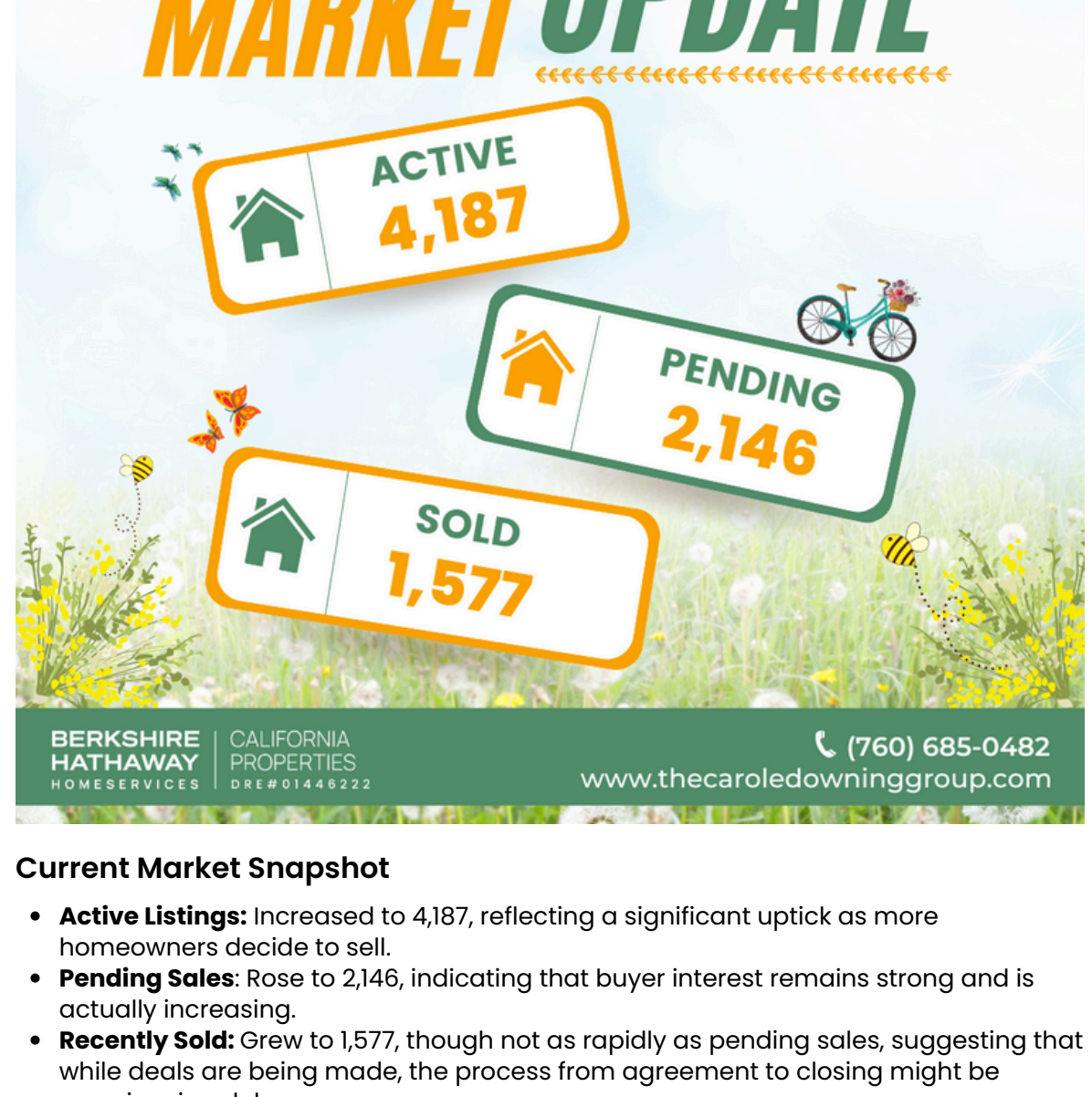
Portside Pier – Portside Pier is a gorgeous addition to the Embarcadero, with something for everyone. This multi-level attraction includes seafood restaurants, casual cafes, and rooftop dining with beautiful bay views. Whether you're visiting for happy hour or a romantic dinner, the pier is a culinary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

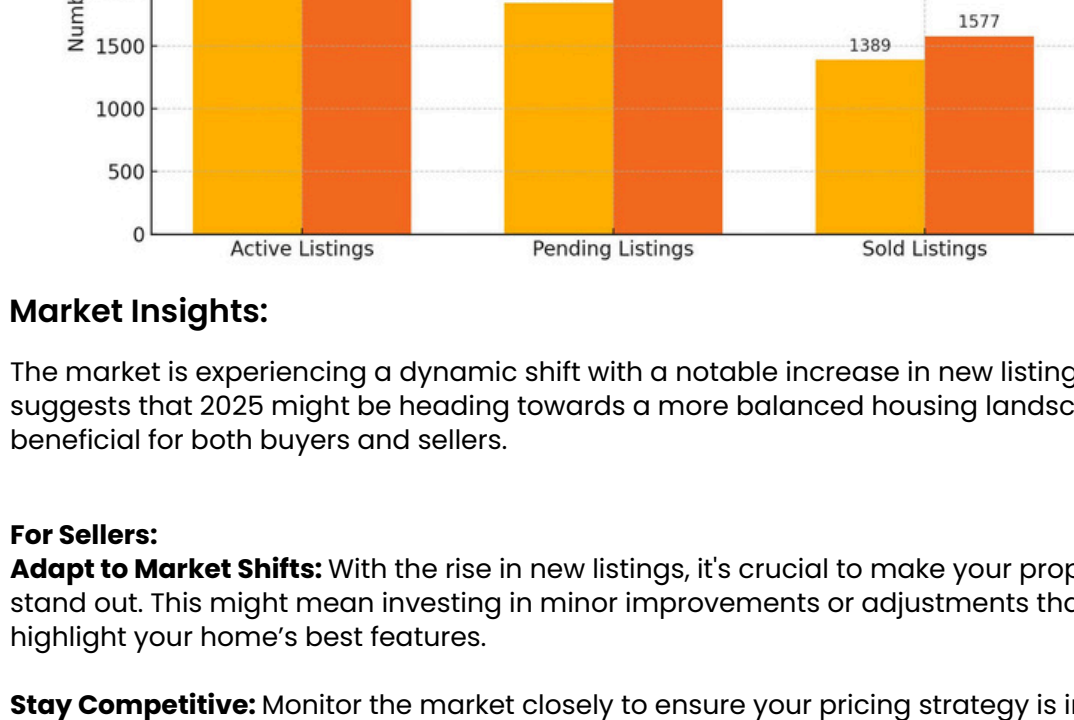
Anticipating the Future – With so many new things in the works, San Diego remains a city of growth and innovation. Whether you're a resident looking to discover new attractions or a visitor planning your next vacation, these initiatives promise to improve the city's appeal and livability.

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!



Current Market Snapshot

- **Active Listings:** Increased to 4,187, reflecting a significant uptick as more homeowners decide to sell.
- **Pending Sales:** Rose to 2,146, indicating that buyer interest remains strong and is actually increasing.
- **Recently Sold:** Grew to 1,577, though not as rapidly as pending sales, suggesting that while deals are being made, the process from agreement to closing might be experiencing delays.



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.

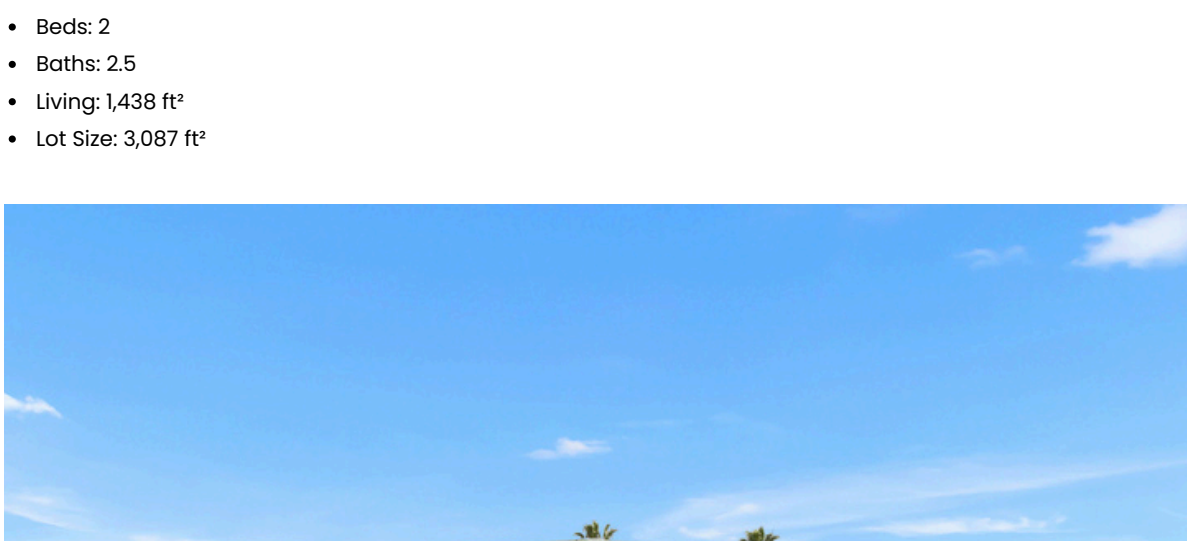
Stay Competitive: Monitor the market closely to ensure your pricing strategy is in line with current trends, making adjustments as necessary to attract serious buyers quickly.

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.

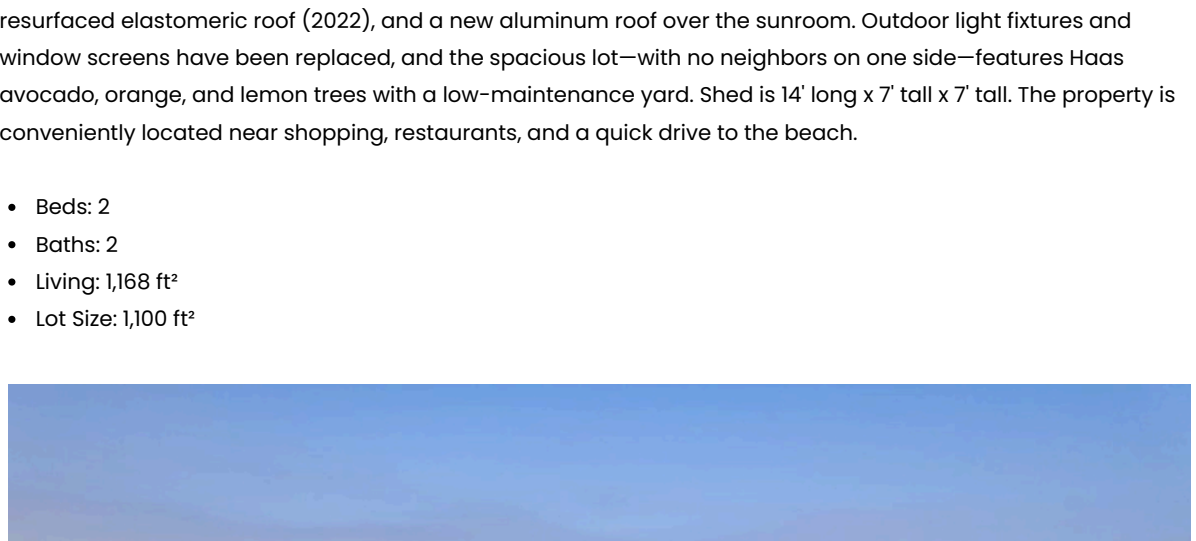
Looking Ahead: As San Diego's real estate market shows promising signs of balance and vitality, it's an opportune time for both buyers and sellers to make their move. As your real estate guide, I am here to navigate you through these dynamic conditions. For sellers, listing now taps into the surge of 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.



471 Blue Sage Way, Oceanside, CA 92057 | \$845,000

Beautifully updated 3-bedroom, 2.5-bath home with new paint and carpet, perfectly situated in the highly sought-after gated community of Ivey Ridge. Formal living areas welcome you into the home, highlighted by tile floors that span the lower level and vaulted ceilings that create an open, light-filled space. Continue to the heart of the home, where the family room features a fireplace and overlooks the backyard. The remodeled kitchen offers beautiful quartz countertops, stainless steel appliances, and a window that frames views of the outdoor space. Adjacent to the kitchen, the convenient daily 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 offers a peaceful retreat with a large walk-in closet, a tub/shower combo, a spacious vanity, and a private water closet. Two additional bedrooms and an updated hall bath round out the upper level, all refreshed with brand-new carpet and paint throughout. Outdoors, you'll find a spacious backyard with a large patio and low-maintenance artificial grass. The Ivey Ridge community offers wonderful amenities, including a pool, spa, and tot lot. Conveniently located near parks, shopping, and top-rated schools—Ivey Ranch Elementary, MLK Middle, and El Camino High.

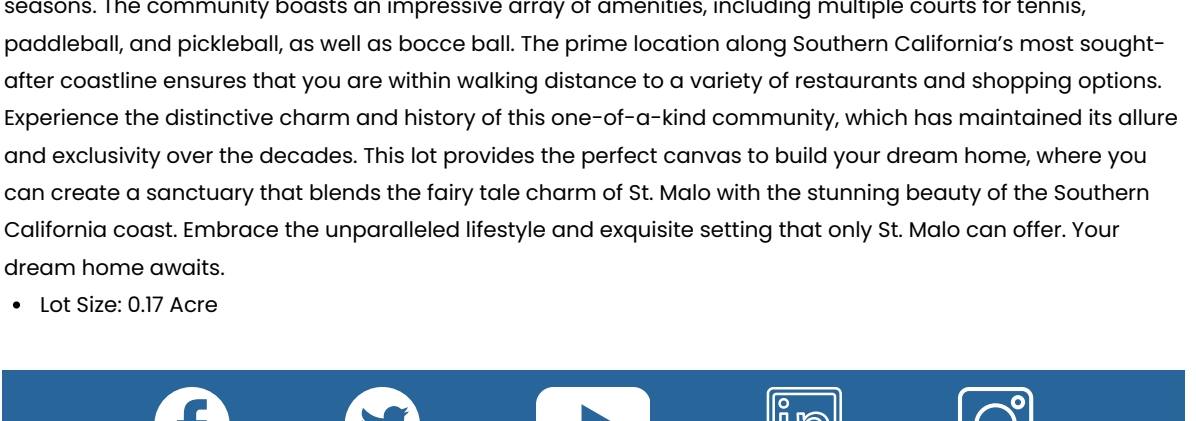
- Beds: 2
- Baths: 2.5
- Living: 1,438 ft²
- Lot Size: 3,087 ft²



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 thoughtful upgrades throughout. The open concept kitchen features soft-close cabinetry, quartz countertops, a modern sink and faucet, and a newer stove seamlessly flowing into the adjacent dining area and expansive living room—perfect for entertaining. Luxury vinyl flooring spans the home, complemented by linoleum in the bathrooms. The primary suite boasts a walk-in closet and an updated vanity, while the secondary bedroom opens directly to the large, enclosed sunroom—currently used as a cozy family room. The hall bath has been stylishly refreshed with a beautiful vanity and a tub surround. Additional upgrades include recently replaced electrical outlets and switches, light fixtures, fresh interior paint, updated door trim and baseboards, plus a stackable washer and dryer. The home is equipped with dual-pane windows, smoke and carbon monoxide detectors, and a newer water heater. The exterior has also been meticulously maintained, with fresh paint on both the home and storage shed, a resurfaced elastomeric roof (2022), and a new aluminum roof over the sunroom. Outdoor light fixtures and window screens have been replaced, and the spacious lot—with no neighbors on one side—features Haas avocado, orange, and lemon trees with a low-maintenance yard. Shed is 14' long x 7' tall x 7' tall. The property is conveniently located near shopping, restaurants, and a quick drive to the beach.

- Beds: 2
- Baths: 2
- Living: 1,168 ft²
- Lot Size: 1,100 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

