



# South County Pitch Session

Pacific Southwest Association of REALTORS

JULY 1st  
Wednesdays 9:00-10:00  
880 Canarios Ct., Chula Vista, CA 91910

Submit your property for next week

Sponsor A Pitch Session

How to Pitch your property

The pitch session agendas



[www.psar.com/pitchsessions](http://www.psar.com/pitchsessions)

# Welcome

## Hosts



**Dennis Ryan**

REALTOR®

Century 21 Award

DennisRyan@cox.net



**Raquel Fernandez**

REALTOR®

Coronado Shores Co. Inc.

raquel@coronadoshoresrealtor.com

**Pitch Questions? Contact:**

PSAR

619-421-7811.

support@psar.org

## Stats

### South San Diego County

ZIP Codes: 91902, 91910, 91911, 91913, 91914, 91915, 91932, 91950, 92154, 92173

Detached Single-Family	October			Rolling 12 Months		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
Key Metrics						
New Listings	184	135	- 26.6%	2,596	2,144	- 17.4%
Pending Sales	190	86	- 54.7%	2,224	1,585	- 28.7%
Closed Sales	190	91	- 52.1%	2,252	1,682	- 25.3%
Days on Market Until Sale	15	25	+ 66.7%	12	15	+ 25.0%
Median Sales Price*	\$795,000	\$760,000	- 4.4%	\$745,000	\$820,000	+ 10.1%
Average Sales Price*	\$820,427	\$813,249	- 0.9%	\$775,886	\$875,018	+ 12.8%
Percent of Original List Price Received*	101.2%	98.2%	- 3.0%	102.7%	101.8%	- 0.9%
Percent of List Price Received*	101.2%	100.5%	- 0.7%	102.0%	101.9%	- 0.1%
Inventory of Homes for Sale	231	225	- 2.6%	--	--	--
Months Supply of Inventory	1.2	1.7	+ 41.7%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family	October			Rolling 12 Months		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
Key Metrics						
New Listings	96	61	- 36.5%	1,348	1,183	- 12.2%
Pending Sales	95	60	- 36.8%	1,209	951	- 21.3%
Closed Sales	128	56	- 56.3%	1,212	976	- 19.5%
Days on Market Until Sale	23	30	+ 30.4%	13	16	+ 23.1%
Median Sales Price*	\$562,500	\$605,000	+ 7.6%	\$513,000	\$600,000	+ 17.0%
Average Sales Price*	\$576,660	\$593,298	+ 2.9%	\$511,339	\$595,133	+ 16.4%
Percent of Original List Price Received*	101.6%	98.2%	- 3.3%	102.7%	102.5%	- 0.2%
Percent of List Price Received*	101.0%	100.2%	- 0.8%	102.2%	102.3%	+ 0.1%
Inventory of Homes for Sale	113	108	- 4.4%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

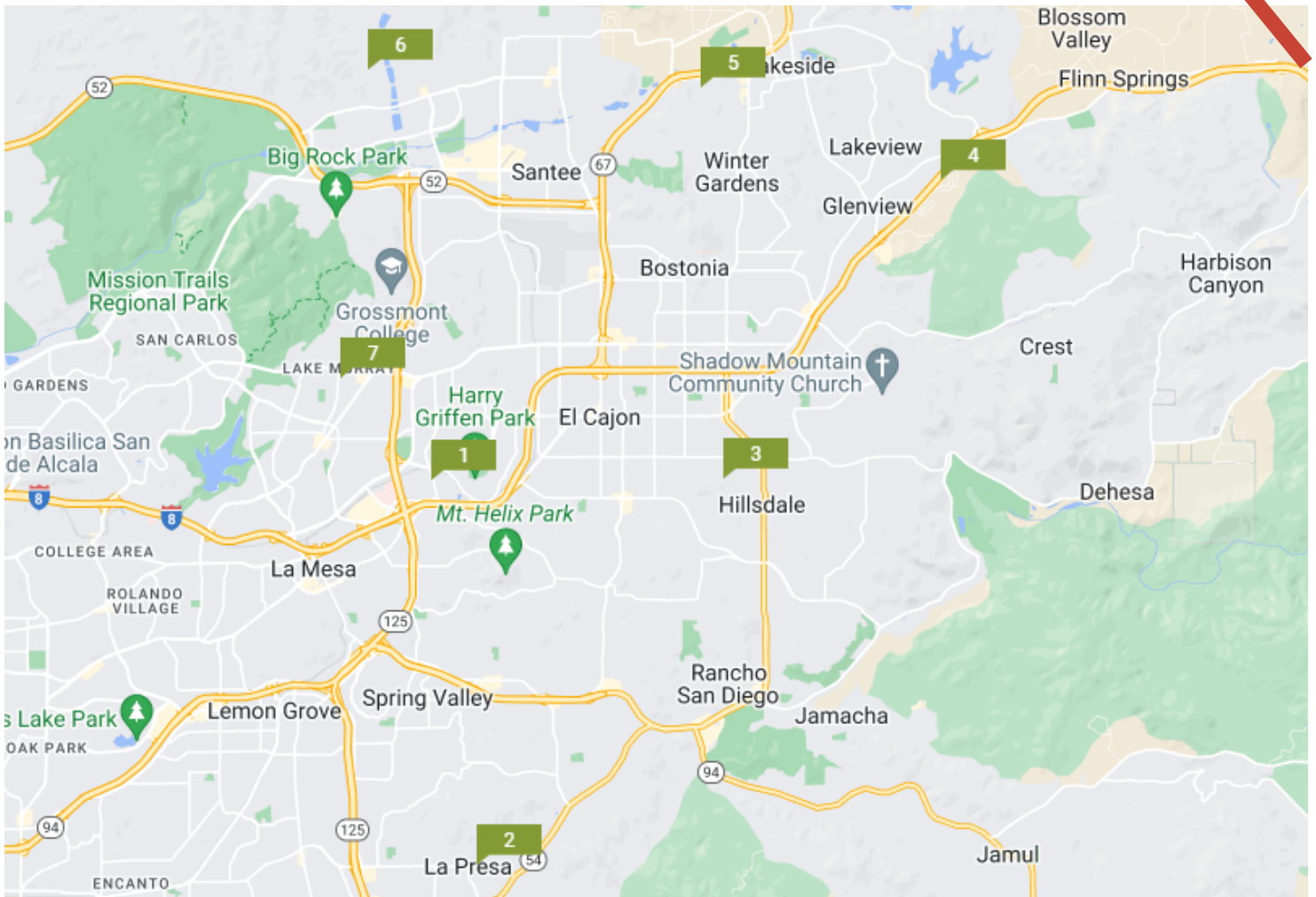
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

# Today's Sponsor(s)

Food Sponsor

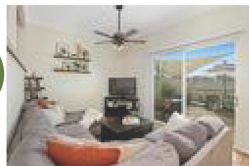
Coffee Sponsor name and logo

## Property Map



# Property List

**MLS** 220027563SD



Rachel Carroll  
Cell: 619-405-3460

Status **Active**  
Price **\$579,000**  
MLS Area **LA MESA (91942)**  
Address **7700 Parkway Dr 29**  
City **La Mesa**  
Postal Code **91942**

Property Sub Type **Condominium**  
Living Area **1320**  
Beds Total **2**  
Baths Total **2**  
Stories Total **2**  
Garage Spaces **2.00**

Desirable condo in La Mesa, close to Lake Murray, shopping, freeways, and restaurants. You are welcomed with high ceilings and floor to ceiling light from the sliding doors which lead to the oversized deck. Inside, the kitchen is between a dining area and second living space with a stylish brick wall behind a cozy stand-alone fireplace. Another sliding door opens to a second outdoor area, recently remodeled. Two bedrooms are upstairs where the high ceilings continue. The primary bedroom boasts a walk-in-closet and a second vanity that allows extra storage and privacy. Let's not forget the in-unit laundry, attached two car garage and the amenities Parkway Villas offers

**MLS** NDP2206607



Susie Q Beshear  
Cell: 858-531-4252

Status **Active**  
Price **\$695,000**  
MLS Area **LAKESIDE (92040)**  
Address **13507 Brett Harte Drive**  
City **Lakeside**  
Postal Code **92040**

Property Sub Type **Single Family Residence**  
Living Area **2460**  
Beds Total **5**  
Baths Total **3**  
Stories Total **2**  
Garage Spaces **2.00**

**BROKER OPEN:  
To be determined...**

\*\*\*THE SKY'S THE LIMIT WITH THIS INCOME-GENERATING, CHARMING, COUNTRY HOME! \*\*\*Motivated Seller! \*\*\*Price adjustment reflects consideration for buyer to handle upgrades, if desired. Conversely, home is very comfortable and habitable. \*\*\*Seller is offering \$750 towards buyer's home warranty! Large home with lots of features, including options to host an Airbnb, or close off door to combine or separate households for multi-generational living, parents/in-laws, college student, teens, guests, and more. Great investment opportunity, additional rental income, live on one side and Airbnb the other side, or whatever suits your needs.

**MLS** 220027658SD



Angela M Soberanes  
Cell: 619-502-1551

Status **Active**  
Price **\$735,000**  
MLS Area **SANTEE (92071)**  
Address **9215 Lake Canyon Rd**  
City **Santee**  
Postal Code **92071**

Property Sub Type **Single Family Residence**  
Living Area **1092**  
Beds Total **3**  
Baths Total **2**  
Stories Total **1**  
Garage Spaces **2.00**

Priced To Sell!! \$10,000 Seller Credit for Buyer's CC or Rate Buydown with Full list price offer! This Fully Updated Single-Level Home is situated in the Lovely Carlton Hills neighborhood and is a few steps away from the Santee Campgrounds. Save Thousands of dollars with the FULLY PAID SOLAR PANELS and Keep Cool During the Hot Summers with New your A/C unit. Enjoy the Lake Views and a huge lot with amazing potential. DUAL-PANE WINDOWS, NEW CARPET, NEW FLOORING, NEW UPDATED BATHROOMS, Newer Water Heater, Wood Shutters, No HOA, Roof is 3 y/o. Equipment: Garage Door Opener Sewer: Sewer Connected Topography: GSL

**MLS** PTP2206766



James Steidl  
Cell: 619-368-4780

Status **Active**  
Price **\$749,000**  
MLS Area **SPRING VALLEY (91977)**  
Address **1640 La Mesa Avenue**  
City **Spring Valley**  
Postal Code **91977**

Property Sub Type **Single Family Residence**  
Living Area **1820**  
Beds Total **3**  
Baths Total **3**  
Stories Total **2**  
Garage Spaces **2.00**

This property is in excellent condition, resides on a quiet street and has commanding views of the city looking out to the ocean. It has excellent breezes year-round and is move-in ready. It is equipped with high-end mini-split air conditioning, new, composited decking on both upper and lower levels, and has new wood flooring throughout the upper level. The lower level has a separate entrance which opens into a room that is perfect for an office and this accessibility makes the property suitable to be converted into a granny flat or rental unit. Preferred lender buy-down available. Call James for other incentives.

**MLS** 220027030SD



Kimberly L Walton  
Cell: 619-627-5174

Status **Active**  
Price **\$869,000**  
MLS Area **LA MESA (91942)**  
Address **8520 Dallas Street**  
City **La Mesa**  
Postal Code **91942**

Property Sub Type **Single Family Residence**  
Living Area **1340**  
Beds Total **4**  
Baths Total **2**  
Stories Total **1**  
Garage Spaces **2.00**

**BROKER OPEN:  
10:30 AM - 1:00 PM**

Immaculate and ready to move in! This 4 bedroom, 2 bathroom home is nestled between the coveted Lake Murray and Fletcher Hills neighborhoods. Completely remodeled with upscale fixtures and finishes, this is truly a remarkable home. New windows keep the inside quiet and peaceful. The generous backyard offers so many possibilities. It is surrounded on three sides with an attractive privacy fence. Separate living room and step-down family room just add to the coziness. New electrical panel, sewer has been scoped and is clean, new roof, new skylight. Come and take a look! Sewer: Sewer Connected Topography: GSL

**MLS** 220027945SD



Mina Zarrabi  
Cell: 858-733-2175

Status **Active**  
Price **\$895,000**  
MLS Area **EL CAJON (92019)**  
Address **1382 Ivory Ct**  
City **El Cajon**  
Postal Code **92019**

Property Sub Type **Single Family Residence**  
Living Area **2310**  
Beds Total **5**  
Baths Total **4**  
Stories Total **1**  
Garage Spaces **0.00**

This 5 bedroom 4 bath home with OWNED SOLAR is perfect for large or extended families or a good opportunity for investment while you living in or rent it all out. Guest units with separate entrances. You will be amazed at the oversized family room/ living room with beamed ceiling, rock fireplace and sliding glass door to back yard. GRANITE HILLS, PRIME CUL-DE-SAC LOCATION, Tandem Garage 30x15 converted to bedroom, permits unknown. NEW Paint and upgrades, Security Fence and Protection 1 fire alarm and so much more. This is a BRELLA home with OWNED SOLAR, perfect for Office Corporate Use or a good opportunity for investment while you living in or rent it all out. Call Mina Zarrabi for more information. Office Corporate Use only. 11/16/2022 04:25 PM









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