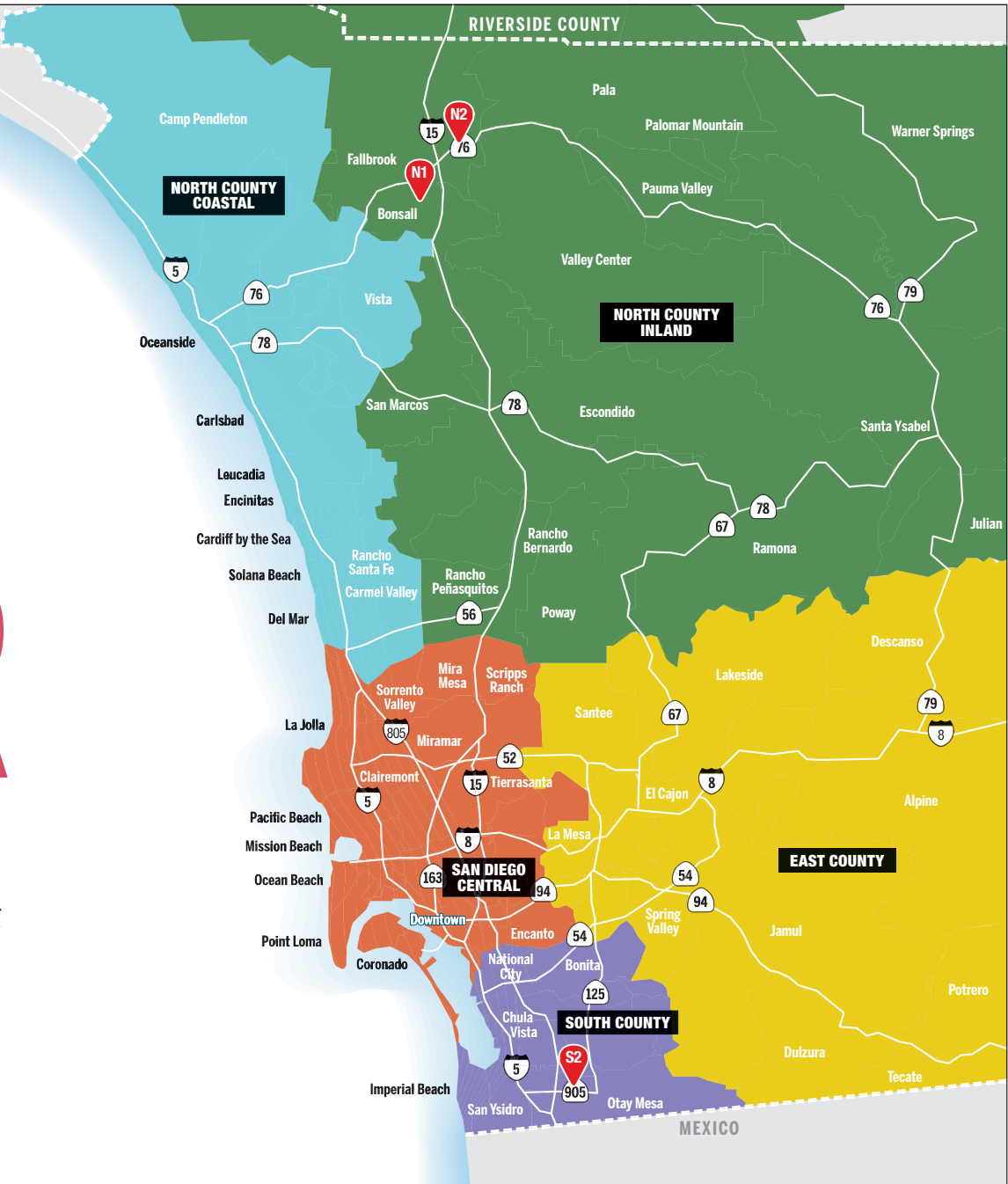


NEW HOMES TOUR

The San Diego Union-Tribune

HotPropertySanDiego.com

Map designates approximate locations.
Contact individual communities or visit their websites for opening hours and exact address.



NORTH COUNTY INLAND BONSALL



MODELS NOW OPEN! The Havens is an exclusive, resort-style gated community in the hills of Bonsall. Provenance by Corman Leigh Communities features detached modern single-level and two-story designs with up to 2,842 sq. ft. and 4 bedrooms. Residents can explore hiking trails, tennis and pickleball, and more. From the Low \$1 Millions.

PROVENANCE AT THE HAVENS
CORMAN LEIGH COMMUNITIES
760-822-8514
PROVENCETHEHAVENSBONSALL.COM

NORTH COUNTY INLAND FALLBROOK



When modern architecture and community design meet historic agricultural land, magic happens. Fresh new homes in Fallbrook let you enjoy small-town living without leaving San Diego too far behind. Explore miles of scenic trails offering abundant options to exercise and enjoy the beautiful land and sunshine. Five new neighborhoods starting from the mid \$400Ks.

CITRO
TRI POINTE HOMES
858-283-3143
TRIPOINTEHOMES.COM

SOUTH COUNTY SAN DIEGO



Now Open! Sunshine, surf and city nightlife are always on tap at Agualuna. These modern, open-concept condominiums are roughly ten miles from the coastline and San Diego's vibrant downtown. And since they're available in five flexible floorplans, you'll be likely to find one to fit you. Which means it's your turn to soak up the pride (and joy) of home ownership.

AGUALUNA
TRI POINTE HOMES
858-683-6228
TRIPOINTEHOMES.COM

INDUSTRY ANNOUNCEMENTS

CALIFORNIA BANK & TRUST ADDS 3 VETERAN BANKERS IN SAN DIEGO

California Bank & Trust (CB&T) has hired a group of three veteran industry experts in commercial banking to support the growing market in San Diego and surrounding areas. Former Torrey Pines Bank senior leadership executive Gary Cady, and senior commercial banker Burt Brigida, joined CB&T in the fourth quarter of 2023. Gail King, another long-time San Diego commercial banking professional, joined CB&T in the first quarter of 2024.

With more than 40 years of experience in commercial and community banking, Cady joined CB&T as a market consultant. A San Diego native and San Diego State and National University graduate, Cady is well connected throughout the area. Prior to joining CB&T, he served as chief executive officer for Torrey Pines Bank and executive vice president for Western Alliance Bank. During his tenure, the bank grew from \$500 million in assets to more than \$50 billion in assets.

Brigida joined CB&T with nearly 40 years of experience in the banking industry and a strong track record of success. He previously served nine years at CB&T before moving to Torrey Pines Bank in 2009 where he led and grew a commercial banking office for 14 years. He also held various roles at Bank of America, Sanwa Bank of California and Valley De Oro Bank. He is actively involved



Burt Brigida



Gail King



Gary Cady

in the loan committee of the California Southern Small Business Development Corporation. King joins CB&T as senior vice president, commercial banking relationship manager. Prior to joining CB&T, she served as senior vice president at Torrey Pines Bank for over 20 years, half of her 40-year banking career. Her expertise includes working with professional services firms, including law firms, insurance brokerages, property management companies and CPAs. King serves on the board of the San Diego County Bar Foundation and has previously served on the boards of the Copley Price YMCA and the San Diego Downtown Partnership.

SDAR PRESENTS A LOOK AT HOME SALES STATISTICS COVERING MARCH

Home sales in San Diego County improved in March, evidence of a warming spring selling season despite a dearth of inventory of homes on the market. Data on the current resale market is compiled by the Greater San Diego Association of Realtors (SDAR) through the San Diego Multiple Listing Service (SDMLS). Single-family home sales in March were more than 13 percent higher than February, and sales of attached properties (condominiums and townhomes) were up more than 5 percent. Year over year, however, sales of existing homes were down 11 percent for single-family and 7 percent for condos and townhomes. The median price of resale homes still shows no sign of leveling off. March single-family prices were up 3 percent in one month, and attached properties were up more than 2 percent. Year over year, prices have risen 8 percent. Today, the median price of a single-

family home stands at \$1,050,000, while the price of condos and townhomes is \$670,000. Homes are closing escrow, on average, in about four weeks. "The Greater San Diego Association of Realtors is excited to see a March uptick in home sales," noted SDAR President Spencer Lugash. "As we enter the spring and summer buying season, we hope that we will continue to see an increase in home sales throughout our region. As always, the demand to live in San Diego County is high, and we continue to urge interested buyers to consult with a local Realtor to discuss the best possible home purchasing options." For more information, visit www.sdar.com.

BUILDING TEAMS & RECRUITING AGENTS IS TOPIC AT SDAR TUESDAY, APRIL 30

The Greater San Diego Association of Realtors (SDAR) presents a one-hour live webinar on April 30 with Emily Kettenburg, a renowned Tom Ferry coach and national speaker, on the topic of "Recruiting Agents, Building Teams and Brokerages." In this webinar from 1:30 to 2:30 p.m., Emily empowers agents, teams, and brokerages to achieve success through tailored solutions, with a special focus on building high-performing teams. Discover key growth principles and master skills to reach your goals. Agents can register to watch the webinar live in SDAR's Kearny Mesa classroom, or view the webinar remotely via Zoom. Contact education@sdar.com for registration assistance. Find this and other SDAR courses being offered in-person and online at www.sdar.com/education or call (858) 715-8000.

COMMERCIAL ARM AT SDAR TO HOST CLASS ON INNOVATIVE SD DEVELOPMENTS

The Commercial Real Estate Alliance of San Diego (CRASD) has invited local developer Matt Davies to present a "lunch and learn" class on navigating innovative development strategies on Wednesday, May 1. CRASD, a subsidiary of the Greater San Diego Association of Realtors (SDAR), hosts the session covering topics such as: Building creative infill residential products in San Diego's urban areas; case studies of past projects and current developments; and insights into the region's evolving landscape of property developments and policies. The presentation is from 10 a.m. to noon at SDAR's Kearny Mesa headquarters, 4845 Ronson Court, San Diego, CA 92111. Contact crasd@sdar.com for registration assistance. Find this and other SDAR courses being offered in-person and online at www.sdar.com/education or call (858) 715-8000.

PSAR: INVENTORY LEVELS IMPROVE

The Pacific Southwest Association of Realtors (PSAR) reports for-sale home inventory levels are improving and properties are selling faster as more sellers list their homes during the spring home-buying season. The unsold inventory index in March 2024 was 2.2 months, a figure that indicates how long it would take for the available supply of homes to sell-out at the current rates of sales. That figure in February 2024 was 2.3 months. Also, the median number of days it took to sell an existing, single-family detached home in San Diego in March 2024

was 12 days, compared to 13 days the previous months. The median represents the time when half the homes sell above it and half below it.

PSAR: CONFIDENCE IN SPRING MARKET

The Pacific Southwest Association of Realtors (PSAR) reports the spring home-buying market remains competitive, according to realtors who responded to a recent confidence survey conducted by the National Association of Realtors (NAR). PSAR cited a market analysis released April 15 by the California Association of Realtors that said 60 percent of NAR survey respondents said the homes they represented in March 2024 were sold in less than one month, an improvement from 56 percent recorded a month earlier, but a decline from 65 percent recorded a year ago in March 2023. On average, listings received 3.1 offers in March 2024, as compared to 2.7 offers in February 2024 and 3.2 offers in March 2023.

PSAR: DISCLOSURES, NATURAL HAZARDS

The Pacific Southwest Association of Realtors (PSAR) will present a workshop for realtors on the importance of due diligence and natural hazard disclosure (NHD) from 11 a.m. to noon, Wednesday, May 1, over Zoom. Hazard disclosure expert Chuck Piro will discuss the unregulated NHD industry, compliance with AB38, forms for fire zones, understanding home hardening and defensible space, fine print disclaimers and more. For more information, call PSAR at (619) 421-7811 or visit www.psar.org.