



4845 Ronson Court • San Diego, CA 92111-1803

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**THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE**

*What's Happening at SDAR • January 2013*



## MEET SDAR's 2013 PRESIDENT LINDA LEE

San Diego Association of REALTORS®. Here's an opportunity to learn more about her.

Linda was born in Taipei, Taiwan, and immigrated to the United States in 1983. She attended James Madison High School in San Diego and then University of California San Diego

Linda Lee is being installed this month as the 2013 President of the Greater

where she earned an undergraduate degree in Economics. She has a Master's Degree in Accounting from the University of Southern California.

Her career highlights include working for Ernst and Young as a CPA, and finance manager at Allianz Nicholas Applegate. After taking a buyout from that firm, Linda decided to give real estate a try, armed with a couple referrals from her brother. Linda has been racking up referrals ever since. She's one of the top agents in San Diego County and rarely advertises.

Linda started her real estate career in 2002. She's a 2011 graduate of National Association of REALTORS® Leadership Academy and attended Harvard University School of Business Women's Leadership forum in 2012. A firm believer in the importance of education, Linda supports the California Association of REALTORS®, which provides scholarships for REALTORS® to further their real estate experience.

She holds various leadership positions at local, state and national levels. At SDAR, Linda has served on the Board of Directors and on numer-

ous association committees during the past decade. Outside of SDAR she is the state secretary for Women's Council of REALTORS® California chapter. She also holds another key position at National Association of REALTORS® as the national chair of Conventional Financing and Lending Policy Committee.

Linda loves to travel and has been to more than 100 countries. She is a proud member of Century Traveler's Club and proud mom to her dog, Sugar.

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**Commercial Real Estate Alliance of San Diego**  
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## Commercial Alliance Deal Maker Awards Return on January 31

The Commercial Real Estate Alliance of San Diego (CRASD) hosts its Deal Maker Awards on Thursday, January 31, from 5:30 to 8:00 p.m. at the San Diego Yacht Club.

George Chamberlin, executive editor of The Daily Transcript, is slated as the emcee. The networking event takes place in a "happy hour" setting with hors d'oeuvres and refreshments. The Deal Maker Awards recognize San Diego brokers and brokerage teams who have completed significant commercial transactions in San Diego and other U.S. markets.

**Date:** Thursday, January 31, 2013

**Time:** 5:30 pm – 8:00 pm

**Location:** San Diego Yacht Club  
1101 Anchorage Lane, San Diego, 92106

**Cost:** \$35 for CRASD Members  
\$45 for Non-Members  
(Price includes appetizers and drinks)

**Advance registration is required.**

**Register at [www.sdar.com](http://www.sdar.com) or call (858) 715-8000.**

The San Diego REALTOR® (ISSN 1096-8210; USPS 479-460) is the official publication of the Greater San Diego Association of REALTORS®, which is affiliated with the National Association of REALTORS® and the California Association of REALTORS®.

The San Diego REALTOR® is published monthly. Member subscription rate, included in dues, is \$6 annually. Periodicals postage paid in San Diego, California.

POSTMASTER: Send Address changes to The San Diego REALTOR®, 4845 Ronson Court, 92111. Telephone: (858) 715-8000.



## PRESIDENT'S PERSPECTIVE

2013 PRESIDENT

LINDA LEE



Hello, 2013! On behalf of the Greater San Diego Association of REALTORS® (SDAR) I am excited to write this welcome message and share some important information about our industry in this new year.

This year I have four goals that conveniently fit into the acronym "E.A.S.Y." I want to ENGAGE more of our membership in SDAR. I want to take ACTION on issues that matter most to our members. I want to be STRATEGIC in our approaches, and I want to get more YES from our members. We haven't done our job if it does not meet with member approval, and that is the standard by which we will judge our successes this year.

We are building on a good year for our industry. Last year, the median price of all resale homes rose 8 percent, and total sales rose 12 percent, compared to 2011.

### There is a lot to look forward to in 2013, including some important market changes:

- Mortgage Cancellation Relief is extended for one year to Jan. 1, 2014.

- Deduction for Mortgage Insurance Premiums for filers making below \$110,000 is extended through 2013 and made retroactive to cover 2012.
- 15-year straight-line cost recovery for qualified leasehold improvements on commercial properties is extended through 2013 and made retroactive to cover 2012.
- 10 percent tax credit (up to \$500) for homeowners for energy improvements to existing homes is extended through 2013 and made retroactive to cover 2012.

Extending the Mortgage Forgiveness Debt Relief Act means the debt forgiven when homeowners and their mortgage lenders negotiate a short sale, loan modification (including any principal reduction) or foreclosure will continue to be exempt from taxation.

We have an excellent leadership team in place at SDAR this year, and of course the staff that made last year such a success. Take a moment to RSVP for upcoming events at [www.sdar.com](http://www.sdar.com) and get involved! I look forward to leading our Association as Board President this year and invite you along for the journey. It's going to be a great year!

Linda Lee  
President, SDAR

## HOUSING ROUNDTABLE LOOKS AT TREND OF HIGH DEMAND, LOW INVENTORY, AND RISING PRICES

While the great recession and the fall of the housing market have been deep and long-lasting, the real estate professionals attending a recent roundtable discussion agreed that housing has experienced a significant rebound in the last half of 2012. The takeaways included the fact that demand for housing is increasing, inventory is at historic lows, and that prices are inching up.

The Greater San Diego Association of REALTORS® sponsored the group discussion which was hosted by George Chamberlin at The Daily Transcript offices in late December.

Alan Nevin, a principal at The London Group, said that six months ago he saw a "sea change" in the buying mentality of the San Diego region. "Somebody turned on a light switch," he said. The retail market, which usually follows residential trends has also been hot. Nevin said that inventory for commercial properties has been so low for so long that companies were just waiting for the right moment to get back into the market.

Builders have also begun to buy up lots, just in the last six months, said Kent Aden, vice president at HomeFed Corporation, adding that competition has resulted in bidding wars and prices that hardly seem

justified by current home prices.

Donna Sanfilippo, 2012 president of SDAR, said that she was aware of the gradual rise in median prices over the past six or seven months, but that it was probably a factor of low inventory. "There's a lot of pent-up demand that's pushing up values, maybe artificially," she said.

Sanfilippo added that there should have been a significant increase in short sales running up to the end of 2012 due to the fact that the Mortgage Forgiveness Debt

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## The San Diego REALTOR®

[www.sdar.com](http://www.sdar.com) • [editor@sdar.com](mailto:editor@sdar.com)

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Linda Lee - *President*  
Leslie Kilpatrick - *President-Elect*  
Chris Anderson - *Vice President*  
Glenn Bennett - *Treasurer*  
Donna Sanfilippo - *Immediate Past President*  
Bob Kevane - *Immediate Past President*  
Michael T. Mercurio, Esq. - *Chief Executive Officer*

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San Diego REALTOR® (ISSN 1096-8210; USPS 479-460) is the official publication of the Greater San Diego Association of REALTORS®, which is affiliated with the National Association of REALTORS® and the California Association of REALTORS®.

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All copy for publication should be mailed to the Editor, San Diego REALTOR®, 4845 Ronson Court, San Diego, CA 92111, by the 20th of the month preceding the month of publication. All copy is subject to editorial approval.

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*Happy  
New Year!*



MICHAEL T. MERCURIO

Happy New Year, REALTORS®! We are beginning what promises to be a very successful year in our industry and I am looking forward to working with you to make it happen.

The Greater San Diego Association of REALTORS® (SDAR) is proud to have Linda Lee as its 2013 President. She is one of San Diego's most successful REALTORS® and an active member of both the State and National REALTOR® organizations. When Linda was young, she immigrated to America from Taiwan, completing her high school, undergraduate and graduate work in Southern California. Linda has an excellent vision for SDAR this year and I am excited to have the opportunity to work with her.

Several weeks ago we launched our brand-new website. A long time in design phase, this site is loaded with technology solutions for our mem-

bers' businesses. We are confident this website can be the platform for SDAR to provide even more value to all REALTORS® in San Diego. There are special tools for members as well as portals for home buyers to access statistics and community information, all of which can be found on the REALTOR® Dashboard.

This year SDAR is hosting better events than ever before, providing more technology to our members and focusing our government relations efforts on issues most relevant to our industry. I could not be more excited about getting started.

*Michael T. Mercurio*

Michael T. Mercurio

## BOARD OF DIRECTORS HIGHLIGHTS OF DECEMBER 2012 MINUTES

### • President-Elect's Report:

Linda Lee reported that the C.A.R./NAR Leadership Committee is being restructured into the Leadership Committee for 2013, and the Board of Directors approved the new format unanimously. Serving on the committee will be Donna Sanfilippo, chair; Linda Lee, vice chair; Leslie Kilpatrick, Chris Anderson, Glenn Bennett, Bob Kevane, Richard Snyder, Ann Throckmorton, Susan Marshall, Mark Marquez, Erik Weichelt, Angela Ordway, Marjorie McLaughlin, Roni Telmosse, and Barbara DuDeck.

• **Sandicor Report:** Sandicor Director Erik Weichelt will be serving as chair of the 2013 Sandicor Board of Directors, and reported that in the coming year Sandicor will be working to define their core services to members. Patrick Hale from SDAR also serves on the Sandicor Board.

• **Chief Executive Officer's Report:** Michael Mercurio reported that the newly merged Pacific Southwest and East San Diego County Association of REALTORS® have requested to change their name to the San Diego Regional Association of REALTORS®. SDAR has filed an objection to the name change and the SDAR Board of Directors voted to formally oppose the name change, but will be meeting with the new organization to discuss agreeable alternatives.

• **Committee Business:** Glenn Bennett reported on the continuing discussions of the Subsidiary Task Force. The Board of Directors approved the general Operating Agreement outline for the subsidiary called reAltitude, LLC, and

authorized an initial capital investment of \$25,000 for purposes of creating the necessary business structure, entity, and business plan, with additional capital to be approved by the Board of Directors as needed subject to meeting benchmarks and objective criteria. Appointed to the reAltitude board were Donna Sanfilippo, Bob Kevane, Cory Shepard, Angela Ordway, and Rob McNelis.

Housing Opportunities Vice Chair Nathan Jones and committee member Denise Matthis reported that SDAR has received 50% of funds granted by NAR for 2013 Housing Opportunity Programs, or about \$600,000.

The Board of Directors accepted the recommendations of the Nominating and Election Task Force regarding how elections of officers and directors are conducted, and approved a special election of the membership to ratify the changes, with notice of the special election provided in January.

Ambassadors Foundation Chair Bob Kevane reported that the foundation has decided to expand its role in 2013 by broadening its scope of services, including first-time home buyer projects, home owner clinics, Holiday House, and the golf tournament.

Upon recommendation of the REALTORS® Political Affairs Committee, the Board of Directors unanimously recommended the California Association of REALTORS® support Assemblyman Ben Hueso in the special election for the California State Senate 40th District.

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Relief Act was possibly sunseting on December 31. Without the act in place, the forgiven debt resulting from short sales would translate to taxable income. The appreciation in prices may have kept some short sales from being pursued, she said.

(The Mortgage Forgiveness Act has since been extended through the end of 2013 part of the "fiscal cliff" negotiations.)

Nathan Moeder of The London Group said that he expects it could be another two years of low inventory keeping the pressure on prices, and that it could be up to three years before there's a "meaningful" increase in inventory. "We're not back to the level where people are above water and they're willing to put their home on the market," he said.

Alex Rojas of Shorepoint Real Estate said he believes that inventory will return when some kind of "master pro-

cess" for short sales is put in place so that they can be completed faster and more efficiently.

Nevin of The London Group added that investors are aware that prices are going up, but that they're willing to hold on to their properties because rents are going up and the vacancy rates are low. "Investors don't feel a particular obligation to stick them back in the market now," he said.

Kelly Cunningham, an economist with the National University System Institute for Policy and Research, said that San Diego County housing future will evolve due to changing demographics. While the population is growing, it's due to the birth of children, not the migration of new residents. That doesn't put a lot of pressure on the need for new housing, Cunningham said. "You can kind of absorb that population."

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Legends Escrow Services, Inc. is proud to welcome Julie Lukoski, Account Executive, to our Mission Valley office. Many of you know Julie from her previous position at SDAR. She is working with REALTORS® in the Mission Valley, East County and South Bay areas of San Diego.

Julie can be reached at:  
(619) 322-2677  
or via email:  
jlukoski@legendsescrow.com

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# HOLIDAY HOUSE – THANKS FOR GIVING BACK

The Holiday House, a charitable project of SDAR and the real estate community, was an unqualified success in its second year, helping San Diego's children, military families, homeless, and senior citizens by donating a variety of toys, household items, and much more. Donations were accepted at the SDAR Service Centers and over 80 drop-off centers throughout the county.

The mission of the Holiday House is to show that REALTORS® care about the community by supporting local charities that help so many of our neighbors all year-round. The charities this year were Feeding America San Diego, YWCA's Becky's House, Homefront San Diego, The Angel's Depot, and Second Chance.

The Holiday House is an actual home in Olde Del Mar called The Driftwood, a 2,500-plus square foot residence that was completely refurbished by Gabhart Investments, which generously opened the venue for the Holiday House Celebration on December 6. Hundreds of attendees stopped by during the evening and made their donations before enjoying the chance to mingle with the sponsors, volunteers, and charity representatives, and taste the appetizers and beverages from spon-

soring restaurants and shops.

SDAR is particularly grateful to everyone who donated items or made financial contributions, to all the local businesses that hosted bins to gather donations, and to the staff and volunteers who gave their time and talents to the charitable event.

We are pleased to acknowledge these sponsors: AmeriFirst Financial, Inc., Auction.com, Bank of America Home Loans, Bviolin & Mystic, Caliber Funding, Cleanology, EDCO, Edible Arrangements, Exterior Illuminators, Gabhart Investments, Inc., GEICO, Higgs, Fletcher & Mack, Nothing Bundt Cakes, Preferred Valet Parking, Randy Jones All American Sports Grill, San Diego Home Garden Lifestyles, San Diego linens, LLC, Sheraton San Diego, Starbucks Del Mar, Stone Brewing Co., Sushi on the Rocks, The Butcher Shop Steakhouse, The Daily Transcript, Unique Mobile Sounds, Vibra Bank, Wells Fargo Home Mortgage, and WJ Bradley.

If you'd like to participate in the 2013 Holiday House as a volunteer, sponsor a drop-off center, or enlist your company's help in any other generous way, please contact SDAR at (858) 715-8000.

# IN REMEMBRANCE OF NEWTOWN, CT

To honor the victims of the Newtown school shooting, 20 miniature Christmas trees and six grown trees were arranged on the front lawn of SDAR's Kearny Mesa offices at the end of December. Many stopped by to decorate the trees, and leave notes and gifts that were delivered to the Newtown community. SDAR partnered in the display with San Diego Unified School District, San Diego Police Officers Association, San Diego Regional Chamber of Commerce, South Bay Family YMCA, Star/Pal United for Youth and Point Loma Nazarene University.



## DECEMBER REALTOR® APPLICANTS

The following people have applied for membership in the Greater San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the Greater San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

### DESIGNATED REALTORS®

Bradley Bartos - Cielo, Incorporated  
Jonathan Gower - Jonathan Gower  
Douglas Grimes - Douglas Grimes Real Estate  
Susan Nelson - Susan Nelson, Broker  
Debra Stites - Stites Realty

### REALTORS®

Hana Assi - R.B. Haley, Inc.  
Nancy Campdoras - Steele Canyon Realty  
Carmen Chavez De Hesse - SIMCAL Properties, Inc.  
Griffin Christian - Renovation Realty  
Jeffrey Cox - E2 Realty  
Steffanie Dotson - J D Seckelman Real Estate  
Paul DuBois - Century 21 1st Choice Realty  
Dale Entrekin - Steele Canyon Realty  
Jennifer Furtado - Americhoice Enterprises, Inc.  
Gigi Gentry - Harcourts Prestige Properties  
Ian Gibson - J Motto & Co.  
Lydia Giger - Uberco  
Scott Jackson - Pacific Sotheby's Int'l Realty  
Amy Jensen - Summit Realty Group  
James Johnson - Steele Canyon Realty  
Roxy Lambert - Hogue & Belong Realty  
Frank Marquez - Finest City Homes & Loans  
Jovita Minas - Summit Realty Group  
Sharda Motwani - Coldwell Banker Residential  
Danielle Moxley - Zabrocki Real Estate Group  
Douglas Murdock - Realty Executives  
Tonya Paul - Masterpiece Realty Associates

Jeremy Pfouts - Masterpiece Realty Associates  
Balmatie Ramlochan - Harcourts Prestige Properties  
Patricia Roesch - Steele Canyon Realty  
James Sagona - Pacific Sotheby's Int'l Realty  
Matthew Schulz - Renovation Realty  
Janet Stewart - Atlas Realty, Inc.  
Jamile Storck - Keller Williams SD Cen. Coastal  
Jennifer Sykes Cielo, Incorporated  
Sherry Tobey - Steele Canyon Realty  
Jeni Walters - Walsh Property Group

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Trista Bouchard - Realty Co-op  
David Galy First Service Res. Realty, Inc.  
Alvena Safar - CalPrime Realty  
Joseph Sweeney - Joseph Sweeney

**REALTORS®**  
Michael Anderton - R.B. Haley, Inc.  
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David Gaylord  
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George Radlick  
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619-279-2935  
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951-903-4588  
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760-944-9999  
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Kathy Trolinger  
Sr. Mortgage Consultant  
619-208-0460  
NMLSR ID 662177



Randy Nathan  
Sr. Mortgage Consultant  
619-471-1789  
NMLSR ID 675056



Dreama Brown  
Sr. Mortgage Consultant  
619-890-3037  
NMLSR ID 512330



Hany Girgis  
Sr. Mortgage Consultant  
714-709-3506  
NMLSR ID 871041



DECEMBER STATISTICS DETACHED HOMES

		Current Year - 2012						Previous Year - 2011					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	10	192	100	84	\$396,000	\$399,000	24	183	90	98	\$379,750	\$420,000
91902	Bonita	9	172	55	90	\$550,000	\$435,000	19	171	92	87	\$450,000	\$430,000
91905	Boulevard	1	14	38	168	\$217,500	\$89,500	1	12	64	74	\$200,000	\$118,000
91906	Campo	8	74	89	84	\$143,113	\$140,000	5	69	37	79	\$113,000	\$129,900
91910	Chula Vista	30	446	109	81	\$329,500	\$330,000	26	423	134	87	\$324,500	\$320,000
91911	Chula Vista	36	462	58	80	\$322,500	\$285,000	35	446	102	96	\$246,000	\$270,750
91913	Chula Vista	59	561	97	105	\$400,000	\$379,700	34	499	104	104	\$365,502	\$365,000
91914	Chula Vista	36	284	57	101	\$513,243	\$493,922	15	242	51	104	\$455,000	\$480,000
91915	Chula Vista	39	482	106	122	\$395,500	\$370,000	27	355	117	102	\$367,900	\$371,000
91916	Descanso	2	23	110	66	\$199,500	\$279,000	1	23	24	65	\$197,000	\$222,500
91917	Dulzura	0	2	0	126	\$0	\$196,000	0	1	0	172	\$0	\$339,000
91931	Guatay	0	1	0	140	\$0	\$120,000	0	2	0	70	\$0	\$177,500
91932	Imperial Beach	14	120	65	102	\$307,500	\$301,500	8	78	136	74	\$247,500	\$283,500
91934	Jacumba	0	8	0	62	\$0	\$78,180	0	14	0	75	\$0	\$49,950
91935	Jamul	11	112	81	115	\$385,000	\$416,000	3	89	35	87	\$605,000	\$415,000
91941	La Mesa	42	408	63	72	\$441,813	\$425,000	34	296	90	83	\$393,825	\$380,000
91942	La Mesa	17	293	49	66	\$355,000	\$329,000	26	262	104	76	\$325,000	\$321,097
91945	Lemon Grove	11	244	91	73	\$236,500	\$253,500	26	204	68	66	\$247,500	\$245,000
91948	Mount Laguna	1	9	560	313	\$125,000	\$120,000	0	1	0	35	\$0	\$65,000
91950	National City	17	245	75	82	\$250,000	\$225,000	10	202	83	86	\$206,303	\$216,000
91962	Pine Valley	3	20	35	75	\$307,000	\$250,000	3	26	162	109	\$225,000	\$263,500
91963	Potrero	1	7	159	80	\$135,000	\$193,000	1	9	173	67	\$85,000	\$200,000
91977	Spring Valley	60	549	69	75	\$299,500	\$270,000	39	548	75	83	\$240,000	\$260,000
91978	Spring Valley	7	72	125	72	\$401,000	\$340,500	4	71	41	92	\$367,500	\$325,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	4	54	108	122	\$356,000	\$488,500	1	44	108	93	\$650,000	\$545,000
92004	Borrego Springs	5	61	48	99	\$269,000	\$121,900	11	83	288	180	\$120,000	\$132,000
92007	Cardiff By The Sea	9	70	62	61	\$975,000	\$887,000	9	87	79	70	\$625,000	\$850,000
92008	Carlsbad	23	219	114	81	\$640,000	\$565,000	10	161	92	89	\$517,500	\$550,000
92009	Carlsbad	55	589	73	71	\$747,960	\$699,434	29	498	99	80	\$620,000	\$682,500
92010	Carlsbad	16	130	50	61	\$543,450	\$530,000	13	145	82	73	\$490,000	\$510,000
92011	Carlsbad	27	298	61	84	\$728,110	\$712,500	16	185	54	69	\$646,500	\$705,000
92014	Del Mar	18	172	84	112	\$1,700,000	\$1,330,000	11	153	101	104	\$968,000	\$1,300,000
92019	El Cajon	26	355	50	81	\$434,750	\$380,000	20	337	275	98	\$350,000	\$363,300
92020	El Cajon	30	357	84	67	\$354,750	\$335,000	30	325	79	78	\$308,000	\$312,000
92021	El Cajon	39	469	97	85	\$305,000	\$295,000	40	355	101	86	\$285,000	\$280,000
92024	Encinitas	44	473	68	74	\$867,500	\$820,000	33	363	81	73	\$880,000	\$740,000
92025	Escondido	26	333	52	79	\$355,000	\$349,900	32	282	76	90	\$321,000	\$302,500
92026	Escondido	33	549	91	86	\$355,000	\$321,000	37	466	83	90	\$284,350	\$315,000
92027	Escondido	37	564	70	83	\$320,000	\$280,500	34	508	76	84	\$262,450	\$275,500
92028	Fallbrook	49	617	123	95	\$400,000	\$350,000	49	511	134	99	\$290,000	\$345,000
92029	Escondido	21	219	58	81	\$525,000	\$510,000	19	157	118	102	\$440,000	\$408,000
92036	Julian	9	90	93	133	\$209,000	\$224,500	5	60	163	120	\$285,000	\$196,000
92037	La Jolla	34	358	89	97	\$1,750,000	\$1,350,000	21	272	145	103	\$1,445,000	\$1,339,000
92040	Lakeside	27	326	77	78	\$349,000	\$319,000	25	304	58	80	\$300,000	\$300,000
92054	Oceanside	22	274	88	86	\$419,500	\$363,750	22	212	88	93	\$414,000	\$385,000
92056	Oceanside	29	486	38	77	\$390,000	\$340,000	36	434	94	77	\$356,500	\$335,750
92057	Oceanside	54	635	87	84	\$346,750	\$345,000	53	514	96	90	\$314,900	\$325,000
92058	Oceanside	13	147	53	82	\$351,000	\$302,000	7	140	193	89	\$285,000	\$310,000
92059	Pala	0	0	0	0	\$0	\$0	2	5	158	133	\$347,000	\$365,000
92060	Palomar Mountain	1	8	0	148	\$4,000,000	\$244,450	0	2	0	107	\$0	\$336,250
92061	Pauma Valley	2	26	268	249	\$362,500	\$316,500	2	24	233	167	\$352,500	\$372,500

		Current Year - 2012						Previous Year - 2011					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	34	519	87	85	\$592,500	\$505,000	35	463	109	81	\$495,000	\$475,000
92065	Ramona	41	461	102	100	\$300,000	\$315,000	45	408	190	108	\$275,000	\$294,950
92066	Ranchita	0	4	0	85	\$0	\$115,000	0	5	0	147	\$0	\$97,000
92067	Rancho Santa Fe	16	211	132	154	\$2,000,000	\$2,165,000	13	173	140	155	\$1,800,000	\$2,025,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	33	398	61	76	\$382,000	\$358,500	40	349	93	80	\$337,000	\$345,000
92070	Santa Ysabel	1	8	47	64	\$213,000	\$289,500	0	9	0	142	\$0	\$305,000
92071	Santee	25	419	73	71	\$337,000	\$322,000	34	427	102	74	\$320,000	\$312,000
92075	Solana Beach	2	96	47	101	\$1,252,500	\$945,000	7	75	62	89	\$1,250,000	\$990,000
92078	San Marcos	42	517	57	77	\$526,700	\$497,500	46	441	82	83	\$425,000	\$450,000
92081	Vista	23	282	65	79	\$390,000	\$346,750	18	209	117	90	\$333,450	\$345,000
92082	Valley Center	14	217	161	105	\$392,000	\$375,000	15	228	81	110	\$385,000	\$380,000
92083	Vista	16	232	80	76	\$304,950	\$275,000	13	223	92	94	\$265,000	\$258,000
92084	Vista	35	420	81	77	\$365,000	\$328,500	38	337	80	81	\$301,750	\$310,000
92086	Warner Springs	1	8	15	95	\$145,000	\$232,500	0	13	0	103	\$0	\$143,500
92091	Rancho Santa Fe	5	30	83	106	\$940,000	\$1,727,500	2	24	342	170	\$1,618,750	\$1,396,016
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	1	5	85	89	\$627,000	\$600,000	0	9	0	160	\$0	\$434,900
92102	San Diego	13	204	36	74	\$255,000	\$250,000	18	171	46	66	\$237,000	\$227,000
92103	Mission Hills	15	165	125	75	\$715,000	\$659,000	10	137	65	80	\$591,500	\$652,000
92104	North Park	22	244	51	50	\$583,800	\$459,500	18	232	51	69	\$375,000	\$429,500
92105	East San Diego	18	229	84	83	\$245,500	\$225,000	11	238	66	66	\$232,000	\$202,000
92106	Point Loma	23	191	74	61	\$740,000	\$731,000	15	162	79	81	\$765,000	\$713,000
92107	Ocean Beach	12	158	52	57	\$716,500	\$657,550	7	118	24	64	\$645,000	\$685,000
92108	Mission Valley	1	11	26	69	\$469,000	\$455,000	1	11	158	104	\$427,500	\$430,000
92109	Pacific Beach	19	164	88	82	\$791,500	\$720,000	14	135	116	83	\$758,000	\$688,000
92110	Old Town SD	9	121	49	56	\$494,050	\$520,000	10	103	142	80	\$539,250	\$510,000
92111	Linda Vista	16	240	45	61	\$410,000	\$380,000	27	216	83	73	\$348,000	\$356,750
92113	Logan Heights	8	149	61	72	\$231,850	\$186,000	13	166	58	68	\$170,117	\$170,000
92114	Encanto	42	665	84	87	\$235,000	\$235,000	57	677	83	88	\$225,000	\$230,000
92115	College Grove	37	424	76	79	\$326,500	\$339,000	41	355	72	87	\$307,000	\$325,750
92116	Normal Heights	17	196	50	52	\$510,000	\$450,000	15	200	46	65	\$460,000	\$420,000
92117	Clairemont Mesa	37	402	62	63	\$435,000	\$414,500	30	361	88	74	\$364,500	\$393,000
92118	Coronado	12	149	121	100	\$1,387,500	\$1,375,000	12	150	102	111	\$937,500	\$1,360,000
92119	San Carlos	22	231	63	50	\$415,500	\$410,000	9	181	52	66	\$372,000	\$398,000
92120	Del Cerro	18	278	28	57	\$437,250	\$425,000	17	206	88	71	\$478,500	\$417,000
92121	Sorrento	0	20	0	41	\$0	\$665,000	4	21	193	97	\$603,250	\$655,500
92122	University City	12	133	38	49	\$627,750	\$625,000	10	105	62	63	\$557,500	\$579,900
92123	Serra Mesa	12	179	79	59	\$400,625	\$381,000	15	142	116	75	\$352,000	\$355,000
92124	Tierrasanta	15	137	67	76	\$550,000	\$505,000	6	106	105	59	\$382,500	\$502,500
92126	Mira Mesa	24	463	64	73	\$390,000	\$365,000	34	397	91	86	\$351,750	\$365,000
92127	Rancho Bernardo	48	558	65	91	\$689,582	\$695,000	42	425	93	96	\$665,950	\$699,000
92128	Rancho Bernardo	45	550	66	65	\$503,000	\$499,250	26	382	71	76	\$485,000	\$490,000
92129	Rancho Penasquitos	30	417	71	68	\$592,500	\$550,000	28	302	76	61	\$528,800	\$535,000
92130	Carmel Valley	33	489	41	65	\$1,073,000	\$875,500	37	418	81	73	\$830,000	\$892,500
92131	Scripps Miramar	25	338	68	57	\$665,500	\$666,500	24	302	70	68	\$638,700	\$650,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	19	223	67	88	\$295,000	\$265,000	15	209	80	76	\$257,000	\$252,000
92145	Miramor	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	35	457	95	97	\$300,000	\$280,000	38	399	88	97	\$259,500	\$270,000
92173	San Ysidro	9	72	79	75	\$306,000	\$268,950	4	69	123	67	\$195,500	\$260,000
GROUP TOTAL COUNTS:		2004	24763					1822	21342				

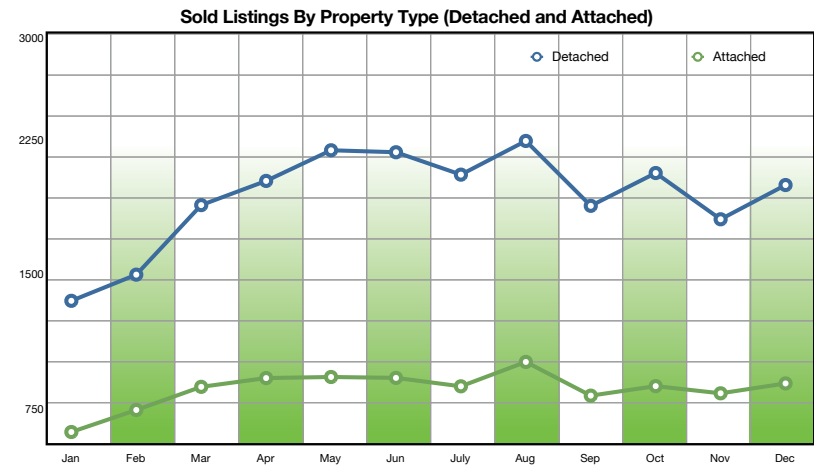
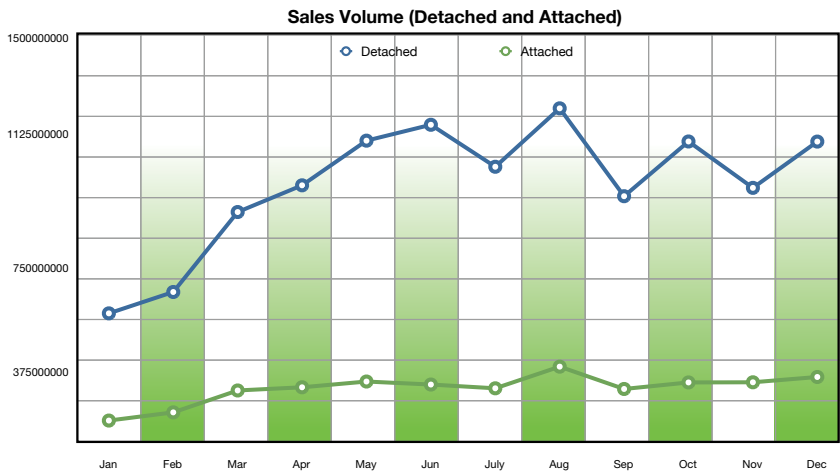
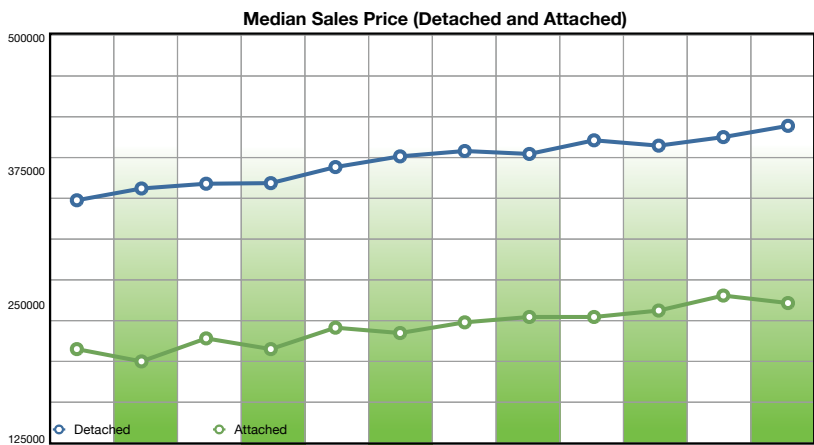
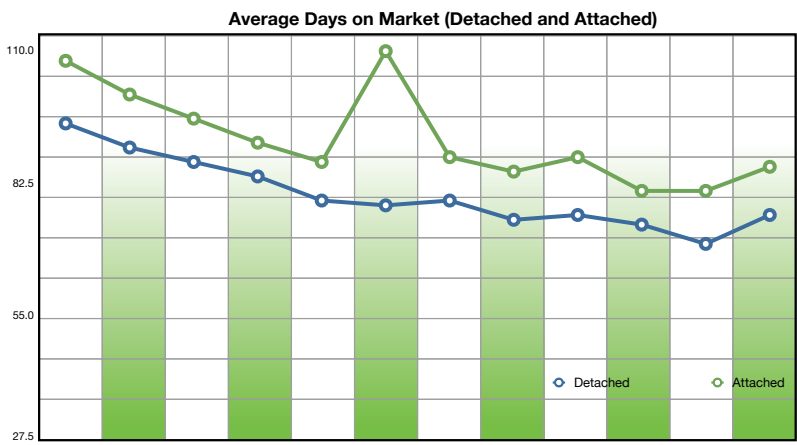


DECEMBER STATISTICS ATTACHED HOMES

		Current Year - 2012						Previous Year - 2011					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	0	24	0	73	\$0	\$111,000	1	28	35	102	\$90,000	\$114,000
91902	Bonita	2	22	87	66	\$100,500	\$147,550	4	25	112	114	\$185,500	\$136,000
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91906	Campo	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91910	Chula Vista	9	147	84	91	\$205,000	\$185,000	15	169	108	105	\$125,000	\$173,000
91911	Chula Vista	12	146	92	92	\$126,000	\$145,000	13	192	126	115	\$148,250	\$140,000
91913	Chula Vista	16	281	94	121	\$207,950	\$190,000	23	282	125	126	\$175,000	\$190,000
91914	Chula Vista	7	67	84	118	\$211,000	\$220,000	2	84	119	99	\$193,500	\$224,500
91915	Chula Vista	14	190	107	122	\$261,000	\$221,000	21	185	171	143	\$210,000	\$225,000
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	6	76	73	104	\$248,500	\$170,950	6	81	110	174	\$171,750	\$160,000
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91941	La Mesa	3	36	9	66	\$167,000	\$148,500	4	29	55	83	\$132,500	\$140,010
91942	La Mesa	14	165	99	81	\$189,000	\$179,000	12	147	125	113	\$151,000	\$165,000
91945	Lemon Grove	3	15	188	114	\$93,000	\$111,000	2	37	153	93	\$100,000	\$110,000
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	2	53	165	132	\$91,750	\$109,000	0	68	0	76	\$0	\$117,000
91962	Pine Valley	0	1	0	13	\$0	\$18,000	0	3	0	60	\$0	\$18,000
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	8	100	68	111	\$124,000	\$115,450	8	109	154	96	\$138,339	\$130,000
91978	Spring Valley	2	21	15	95	\$161,150	\$163,000	1	12	23	71	\$149,000	\$148,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	1	26	77	143	\$103,000	\$147,000	1	21	20	90	\$160,000	\$120,000
92004	Borrego Springs	2	17	52	137	\$105,000	\$78,750	4	15	214	173	\$48,700	\$65,000
92007	Cardiff By The Sea	4	54	4	77	\$410,000	\$456,500	5	50	134	76	\$328,000	\$395,000
92008	Carlsbad	8	116	150	108	\$345,950	\$362,000	4	65	60	89	\$263,950	\$350,000
92009	Carlsbad	19	295	99	94	\$245,000	\$290,000	18	229	88	93	\$276,000	\$285,000
92010	Carlsbad	6	91	76	100	\$339,500	\$299,000	4	68	95	71	\$258,000	\$294,000
92011	Carlsbad	9	99	74	56	\$440,000	\$415,000	7	80	112	92	\$365,000	\$376,000
92014	Del Mar	2	56	29	79	\$415,000	\$432,500	2	55	100	111	\$425,500	\$540,000
92019	El Cajon	7	138	47	79	\$175,000	\$180,000	9	128	46	93	\$150,000	\$168,500
92020	El Cajon	11	130	128	102	\$119,000	\$117,500	9	148	120	88	\$93,000	\$104,338
92021	El Cajon	9	124	66	88	\$135,000	\$115,750	10	152	52	89	\$112,000	\$105,350
92024	Encinitas	15	195	133	100	\$497,500	\$345,000	15	182	75	81	\$305,000	\$374,000
92025	Escondido	5	63	49	79	\$118,000	\$125,000	6	80	135	112	\$110,500	\$126,500
92026	Escondido	4	103	117	117	\$155,000	\$155,000	13	137	119	95	\$101,500	\$119,250
92027	Escondido	10	77	90	95	\$111,250	\$107,000	4	89	44	82	\$124,000	\$103,000
92028	Fallbrook	0	20	0	75	\$0	\$190,000	0	19	0	88	\$0	\$175,000
92029	Escondido	2	11	111	121	\$270,000	\$239,900	0	12	0	113	\$0	\$161,000
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	33	346	95	94	\$465,000	\$475,000	26	273	96	101	\$555,000	\$490,000
92040	Lakeside	7	69	41	79	\$122,500	\$94,000	3	75	91	109	\$130,000	\$94,000
92054	Oceanside	15	142	105	99	\$350,000	\$317,000	11	126	87	102	\$183,000	\$290,000
92056	Oceanside	16	308	71	76	\$225,000	\$200,000	20	264	150	89	\$169,000	\$177,750
92057	Oceanside	17	245	78	92	\$150,000	\$148,000	22	277	68	83	\$147,000	\$146,000
92058	Oceanside	7	75	92	117	\$166,500	\$158,600	7	113	95	94	\$136,900	\$150,000
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92061	Pauma Valley	1	8	8	54	\$195,000	\$202,000	1	6	36	147	\$108,000	\$186,000

		Current Year - 2012						Previous Year - 2011					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	2	62	35	77	\$330,000	\$262,500	3	51	121	91	\$267,500	\$263,000
92065	Ramona	4	26	201	142	\$150,000	\$175,000	4	29	198	116	\$155,000	\$147,900
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	0	6	0	116	\$0	\$852,500	0	2	0	111	\$0	\$1,035,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	7	77	25	94	\$284,900	\$165,000	3	87	62	93	\$160,000	\$135,000
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	16	236	85	95	\$230,000	\$184,000	29	252	102	86	\$177,800	\$178,750
92075	Solana Beach	14	128	86	103	\$547,500	\$545,000	5	79	120	102	\$515,000	\$535,000
92078	San Marcos	27	330	84	80	\$299,490	\$281,000	24	254	133	104	\$255,000	\$250,250
92081	Vista	4	53	35	83	\$161,550	\$176,500	1	54	68	78	\$170,000	\$201,000
92082	Valley Center	0	1	0	69	\$0	\$121,000	0	0	0	0	\$0	\$0
92083	Vista	4	67	58	65	\$190,000	\$155,000	4	67	66	120	\$179,495	\$164,000
92084	Vista	2	51	101	99	\$130,000	\$170,000	2	46	109	113	\$194,950	\$168,500
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	1	13	4	84	\$685,000	\$650,000	3	13	134	121	\$550,000	\$545,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	78	883	84	83	\$382,500	\$380,000	62	937	112	101	\$367,500	\$336,000
92102	San Diego	7	60	60	84	\$154,000	\$150,750	3	63	33	86	\$195,000	\$145,000
92103	Mission Hills	34	288	58	73	\$452,500	\$325,000	28	240	105	95	\$307,500	\$310,000
92104	North Park	10	192	46	83	\$257,500	\$180,000	20	205	118	92	\$136,250	\$165,000
92105	East San Diego	9	116	177	84	\$101,000	\$98,500	7	110	95	97	\$71,200	\$93,500
92106	Point Loma	6	52	67	74	\$405,500	\$375,000	3	38	45	112	\$399,000	\$353,000
92107	Ocean Beach	6	81	33	82	\$303,500	\$285,000	5	88	82	95	\$260,000	\$270,000
92108	Mission Valley	22	352	128	92	\$305,000	\$187,550	28	298	85	95	\$168,500	\$199,500
92109	Pacific Beach	24	289	89	97	\$442,500	\$380,000	24	267	81	97	\$406,000	\$385,000
92110	Old Town SD	20	180	106	92	\$205,000	\$227,000	17	152	88	95	\$219,900	\$213,500
92111	Linda Vista	12	175	70	79	\$242,500	\$245,500	12	162	146	98	\$196,500	\$189,950
92113	Logan Heights	2	31	67	143	\$204,300	\$158,000	3	39	64	78	\$78,000	\$90,000
92114	Encanto	1	17	204	131	\$185,000	\$175,300	1	19	43	92	\$159,000	\$170,000
92115	College Grove	14	185	73	83	\$119,300	\$121,000	12	188	96	69	\$119,950	\$111,000
92116	Normal Heights	16	144	42	82	\$179,500	\$166,250	20	162	66	85	\$181,000	\$160,000
92117	Clairemont Mesa	10	114	178	104	\$199,950	\$191,000	8	85	120	121	\$200,500	\$195,000
92118	Coronado	12	132	154	130	\$706,500	\$876,500	16	95	154	130	\$700,000	\$775,000
92119	San Carlos	11	86	39	68	\$156,000	\$159,950	7	112	81	95	\$125,000	\$152,618
92120	Del Cerro	14	116	56	77	\$168,050	\$155,000	12	126	122	78	\$113,250	\$143,500
92121	Sorrento	2	33	9	44	\$364,500	\$380,000	2	32	88	75	\$326,350	\$354,500
92122	University City	24	271	98	97	\$262,500	\$250,000	27	290	78	101	\$229,900	\$236,000
92123	Serra Mesa	4	102	71	95	\$236,500	\$271,000	11	106	131	102	\$322,500	\$240,750
92124	Tierrasanta	11	90	81	79	\$370,000	\$275,000	9	83	104	78	\$304,000	\$267,000
92126	Mira Mesa	21	262	60	86	\$215,000	\$190,000	18	226	99	79	\$185,000	\$185,000
92127	Rancho Bernardo	29	265	68	92	\$294,900	\$264,000	11	192	85	117	\$205,000	\$227,000
92128	Rancho Bernardo	37	460	80	135	\$239,900	\$230,000	35	380	117	93	\$228,000	\$239,000
92129	Rancho Penasquitos	15	167	99	94	\$210,000	\$206,000	13	182	122	97	\$197,800	\$189,950
92130	Carmel Valley	17	278	72	57	\$460,000	\$392,250	22	233	95	81	\$336,000	\$377,509
92131	Scripps Miramar	15	204	53	82	\$336,000	\$291,500	14	163	125	89	\$289,750	\$302,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	16	147	115	98	\$153,250	\$151,000	8	155	116	112	\$170,000	\$155,000
92145	Miramor	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	8	104	128	121	\$187,500	\$151,750	4	142	158	93	\$140,000	\$150,000
92173	San Ysidro	1	46	151	113	\$95,000	\$103,000	5	79	79	78	\$100,000	\$105,000
GROUP TOTAL COUNTS:		897	11124					858	10698				





COMPARATIVE SALES - EXISTING HOMES - DECEMBER 2012 SAN DIEGO COUNTY

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume December 2012	\$285,527,773	26.982	5.499	\$1,107,624,768	29.634	13.313
2 Average Sales Price December 2012	\$318,314	21.461	-0.969	\$552,707	17.861	2.513
3 Median* Sales Price December 2012	\$253,000	23.410	-2.690	\$418,500	17.880	2.570
4 Sold Listings December 2012	897	4.545	6.532	2,004	9.989	10.535
5 Average Days on Market December 2012	86	-18.868	6.173	76	-20.833	8.571
6 Total Sales Volume December 2011	\$224,856,854			\$854,426,041		
7 Average Sales Price December 2011	\$262,071			\$468,950		
8 Median* Sales Price December 2011	\$205,000			\$355,000		
9 Sold Listings December 2011	858			1,822		
10 Average Days on Market December 2011	106			96		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2012	\$3,219,200,948	14.153		\$12,509,228,383	21.285	
12 Average Sales Price YTD 2012	\$289,392	9.782		\$505,158	4.529	
13 Median* Sales Price YTD 2012	\$229,000	11.160	N/A	\$384,000	5.200	N/A
14 Sold Listings YTD 2012	11,124	3.982		24,763	16.029	
15 Average Days on Market YTD 2012	93	-5.102		81	-5.814	
16 Total Sales Volume YTD 2011	\$2,820,072,320			\$10,313,921,868		
17 Average Sales Price YTD 2011	\$263,607			\$483,269		
18 Median* Sales Price YTD 2011	\$206,000			\$365,000		
19 Sold Listings YTD 2011	10,698			21,342		
20 Average Days on Market YTD 2011	98			86		

Copyright 2013 Greater San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. \*The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.

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# THE UPSIDE TO DEALING WITH HISTORIC PROPERTIES

(Interest in this topic was raised at a Broker Circle -- formerly Broker Exchange -- which are sponsored monthly at one of SDAR's service centers. SDAR created this venue for brokers in the San Diego area to gather and exchange best business practices, ideas, information and knowledge. This venue also allows for brokers to learn about new and upcoming laws that may affect the way they do business. The next Brokers Circle is scheduled for Monday, February 11, from 9:30 a.m. to 11:00 a.m. at the Coronado Public Library. To attend an upcoming Brokers Circle, register online at [www.sdar.com](http://www.sdar.com) or call 858-715-8041.)

By Dave Gillingham

Some may recall Part 1 of this article last summer in which I addressed the importance of researching the potential impact of local historic ordinances on the purchase or sale of real property. The point I had hoped to convey is that as an agent you should be aware of historic ordinances in your market areas and you should ensure that your Sellers or Buyers are similarly aware.

Remember, there are 18 municipalities in San Diego County, and there

are 18 different historic ordinances. The potential downside of owning a historic property is that the city can get in your knickers when you want to demolish or alter your structure, but there is plenty of upside.

First, many folks enjoy owning and restoring historic properties, and historic designation may add to the value of a property. There are enough potential buyers in this category that some agents specialize in historic home sales.

Second, and altruistically, preservation of the historic "fabric" of a neighborhood or city may be good for the soul. A number of San Diego County cities have local historic designations that can be granted to homes and commercial properties. These designations are honorary in nature, but in most cases are a prerequisite for other more significant designations and financial benefits.

Third, there can be tangible benefits (e.g. cash incentives) for historic designation of properties.

Rehabilitated or restored commercial properties built before 1937 are eligible for a federal 10% investment

tax credit (ITC) on the rehabilitation expense. This can be quite significant when considering the viability of a project.

Similarly, investment properties listed on the National Historic Register are eligible for a federal 20% ITC on the rehabilitation expense. Federal grants may be available for homeowners seeking to restore or maintain homes listed on the National Register as well. The California State Historic Program Office (SHPO) manages the process of listing a property on the National Register, and the Department of the Interior, who normally follow the recommendation of the SHPO, confers the designation. There can be significant head trauma associated with the national designation process, so many folks hire consultants to guide them through the process.

The following website has a list of San Diego historic consultants: Go to [www.sandiego.gov](http://www.sandiego.gov) and search for a .pdf file titled "Historic Consultants." A good starting point for understanding the requirements for listing on the National Register is: [http://www.nps.gov/nr/national\\_register\\_fundamentals.htm](http://www.nps.gov/nr/national_register_fundamentals.htm)

Leaving the best for last, California has a terrific piece of legislation implemented more than 20 years ago called the "Mills Act." Named for Coronado resident and former State Senator Jim Mills, the Mills Act provides a mechanism for property tax relief for designated historic properties as an incentive to maintain the historic nature of the property. Owners of local, state or nationally designated properties can apply for Mills act "contracts" through their city or county governments.

These contracts specify that the historic façade of a property will be maintained for the contract period (usually 10 years) in exchange for property tax relief that can be as much as 75%! This can be a pretty good deal, especially for properties purchased in recent years. This program has not been embraced by all cities in San Diego County, but it is a terrific incentive for owners of historic properties to maintain the property to high standards, and like a lease, the contract passes to new owners if the property is sold.

(Dave Gillingham is a member of the SDAR Risk Management Committee and the Coronado Historic Resource Commission.)

## SDG&E: EASY TIPS FOR WINTER HEATING SEASON

With the holidays and cooler weather, San Diego Gas & Electric (SDG&E) helps customers prepare for the winter season by offering easy tips on how to stay safe and keep warm while also saving money.

**Free Appliance Safety Checks:** After months of non-use, customers may be unaware if their furnace is not operating properly. While maintaining gas appliances is always the homeowner's responsibility, at a customer's request, SDG&E can perform free appliance safety checks. All SDG&E customers are eligible. To schedule an appointment, call SDG&E at 800-411-SDGE (7343). Customers may also schedule an appointment online through MyAccount or by using the "Check My Appliances" link on the SDG&E website, [www.sdge.com](http://www.sdge.com).

A dysfunctional furnace can emit carbon monoxide. The colorless, odorless, tasteless gas is formed when carbon-based fuels, such as kerosene, gasoline, propane, natural gas, oil, charcoal or wood, are burned with inadequate amounts of oxygen, creating a condition known as incomplete combustion. Carbon monoxide poisoning is deadly, which is one of the reasons all California homeowners are now required to install carbon monoxide detectors in their home.

**Signs of Carbon Monoxide Poisoning:** Get to know the signs of carbon monoxide poisoning and what to do if someone suspects carbon

monoxide is present in their home by visiting <http://www.sdge.com/carbon-monoxide-poisoning>.

### The early stages of carbon monoxide poisoning include:

- unexplained nausea
- unexplained drowsiness
- mental confusion
- flu-like symptoms

### If carbon monoxide is suspected, the following immediate actions are recommended:

- Turn off the appliance. If safe to do so, immediately turn off the suspected gas appliance.
- Evacuate. Evacuate the premises and call 911.
- Seek medical attention. Seek medical attention if anyone in the home experiences possible carbon monoxide poisoning symptoms.
- Call for appliance inspection. Contact SDG&E at 800-411-SDGE (7343) or a licensed, qualified professional immediately to have the appliance inspected.
- Don't use the appliance. Don't use the suspected gas appliance until it has been inspected, serviced and determined to be safe by SDG&E or a licensed, qualified professional.

For more winter energy tips, visit [www.sdge.com/winter](http://www.sdge.com/winter).

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SDAR Education Schedule

Classes subject to change or cancellation.

Check [www.sdar.com](http://www.sdar.com) for current information.

LEGEND: □ KEARNY MESA ■ SOUTH COUNTY ■ EAST COUNTY ■ DEL MAR ■ CORONADO

R-Plus = REALTOR® Plus+ price  
RMS = Risk Management Specialist price

JAN	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
22	Accessing Google E-mail Via the Web	9:00 am – 10:00 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
22	Accessing Outlook E-mail Via Google	10:30 am – 11:30 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
24 & 25	Seller Representative Specialist	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$349	12 CP	John Altman
24	Make Smarter Real Estate Decisions (Day 2)	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	Leonard P. Baron
24	Seller Transaction Workflow Technology Suite	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$40	NA	Kevin Burke / Randy Jones
29	How to Start & Operate a Brokerage	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$39	NA	Jonathan Schneeweiss
31	Buyer Transaction Workflow Technology Suite	1:00 pm – 4:00 pm	\$21.25	\$25	\$25	\$40	NA	Kevin Burke / Randy Jones
FEB	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
1	Leveraging the Power of Linkedin	11:30 am – 1:00 pm	\$12.75	\$15	\$15	\$25	NA	Regina Brown
4	Make Smarter Real Estate Decisions (Day 3)	1:30 pm – 4:30 pm	\$21.25	\$25	\$25	\$35	NA	Leonard P. Baron
5	Free MLS Tempo Training	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
6 & 7	Certified Distressed Property Expert Designation	9:00 am – 5:00 pm	\$254.15	\$299	\$299	\$315	NA	Henry Aguirre
7	Mobile Productivity Solutions	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$35	NA	G. William James
7	Getting a Finger on the iPhone and iPad	1:00 pm – 4:00 pm	\$24.65	\$29	\$29	\$35	NA	G. William James
11	VA / FHA Appraisals	12:00 pm – 2:00 pm	\$7.50	\$10	\$10	\$20	NA	Ken Bates
12	Free MLS Fusion Training	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
12	Google Calendars (3 different sessions)	9:00 am – 1:00 pm	\$20	\$20	\$20	\$35	NA	Randy Jones
14	Google Drive and Docs	9:00 am – 10:30 am	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
14	Google Sites	11:00 am – 12:30 pm	\$10	\$10	\$10	\$15	NA	Kevin Burke, JD
15	Generation Buy	9:00 am – 5:00 pm	\$75.65	\$89	\$89	\$109	NA	J. Alan Sappenfield
15	Google Apps Training	9:00 am – 11:00 am	Free	\$10	\$10	\$20	NA	Randy Jones
21-22	Commercial Success Series	9:00 am – 4:00 pm	\$179	\$179	\$179	\$219	NA	Chip Bonghi/David Weinstein

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FEBRUARY 2013 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1 Leveraging the Power of LinkedIn 11:30 am–1:00 pm (Kearny Mesa)	2
3 New Member Orientation 8:30 am–3:30 pm (Kearny Mesa) Make Smarter Real Estate Decisions (Day 3) 1:30 pm–4:30 pm (Kearny Mesa)	4 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Tempo Training 9:15 am–4:30 pm (Kearny Mesa)	5 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Tempo Training 9:15 am–4:30 pm (Kearny Mesa)	6 Certified Distressed Properties (DPP) Designation (Day 1) 9:00 am–5:00 pm (East County)	7 Certified Distressed Properties (DPP) Designation (Day 2) 9:00 am–5:00 pm (East County) Mobile Productivity Solutions 9:00 am–12:00 pm (Kearny Mesa) Getting a Finger on iPhone & iPad 1:00 pm–4:00 pm (Kearny Mesa)	8	9 One-Day Prep Course 8:30 am–5:00 pm (Kearny Mesa)
10 Broker Circle in Coronado 9:30 am–11:00 am (Coronado Public Library) VA / FHA Appraisals 12:00 pm–2:00 pm (Kearny Mesa)	11 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Google Calendar Training 9:00 am–1:00 pm (Del Mar) Free MLS Fusion Training 9:15 am–4:30 pm (Kearny Mesa)	12 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Google Calendar Training 9:00 am–1:00 pm (Del Mar) Free MLS Fusion Training 9:15 am–4:30 pm (Kearny Mesa)	13 Certified Residential Specialist 8:00 am–5:00 pm (Kearny Mesa)	14 REALTORS® Property Resource 9:00 am–11:00 am (South County) Google Drive, Docs, Sites Training 9:00 am–12:30 pm (Del Mar)	15 Generation Buy 9:00 am–5:00 pm (Kearny Mesa) Google Apps Training 9:00 am–11:00 am (Kearny Mesa)	16
17 SDAR Closed Presidents Day	18	19 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa)	20	21 Commercial Success Series (Day 1) 9:00 am–4:00 pm (Del Mar) Tempo/Fusion Tips & Updates 9:30 am–11:30 am (East County) Point2 Listing Syndication 12:00 pm–1:00 pm (East County) Global Real Estate Council Mixer (Location TBD)	22 Commercial Success Series (Day 2) 9:00 am–4:00 pm (Del Mar)	23 Google Apps Training 9:30 am–11:30 am (Kearny Mesa)
24 Conquering Contracts (Day 1) 8:30 am–3:30 pm (Kearny Mesa) Google E-mail Training 9:00 am–11:30 am (Del Mar)	25 Conquering Contracts (Day 2) 8:30 am–5:00 pm (Kearny Mesa) Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa)	26 Conquering Contracts (Day 2) 8:30 am–5:00 pm (Kearny Mesa) Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa)	27 Conquering Contracts (Day 3) 8:30 am–1:30 pm (Del Mar)	28 zipForm® 6 Hands-On Lab 9:00 am–12:00 pm (Del Mar) REALTORS® Property Resource 9:00 am–11:00 am (Kearny Mesa)		

COMMITTEE MEETINGS	
5	Bylaws 3:00 pm - 5:00 pm
8	Executive 8:00 am - 9:00 am
8	SDAR Board of Directors 9:00 am - 12:00 pm
11	Housing Opportunities 9:30 am - 11:30 am
13	Commercial Alliance (CRASD) 9:00 am - 10:00 am
13	Grievance 9:00 am - 11:00 am
13	Risk Management 12:00 pm - 2:00 pm
20	Professional Standards Exec. 10:00 am - 12:00 pm
20	Young Professionals Network 11:00 am - 12:00 pm
21	Global Real Estate Council 1:00 pm - 2:30 pm
22	Government Affairs 8:30 am - 10:30 am
22	REALTOR® Political Affairs 1:00 pm - 2:00 pm
26	Membership & Education 2:00 pm - 4:00 pm
28	Business Dev. & Technology 2:00 pm - 4:00 pm

All classes/events subject to change or cancellation.

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