

DECEMBER 2021



Featured Property:
1329 W. Spruce Street
See page 14 for more details.

COMPASS

DANNECKER & ASSOCIATES

WelcomeToSanDiego.com • 619-332-1887



HAPPY HOLIDAYS

FROM THE DANNECKER FAMILY



As we move into the holiday season and the start of the new year, I always like to reflect upon the past year. What a difference a year makes!!

2021 gave us a breath of fresh air after living through 2020 which was dominated by the negativity of the pandemic and politics.

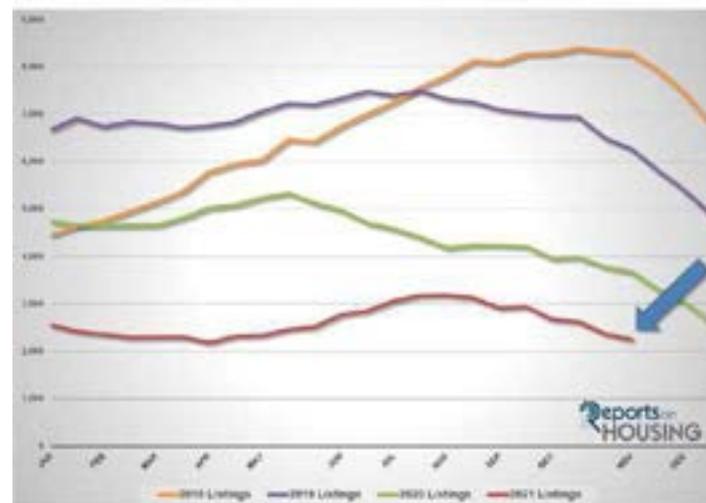
This year I am so grateful for the many positive things that came to us. We were able to start traveling again and were able to visit family that does not live locally. Our children were able to go back to school and be with their friends. Seeing the glow come back to so many children who were stripped of socializing with their peers was simply magical.

Restaurants reopened and outdoor dining in the streets is here to stay. Concert venues reopened and we were able to experience music and shows. The Rady Shell venue is spectacular!!

The economy reopened and we saw historic appreciation in the housing market while at the same time the S&P 500 hit all time highs. Bitcoin hit an all time high and most would agree that cryptocurrency is here to stay. It seems that the spirit of humanity and the economic rev that came with it mirrored the roaring 20's. Will we see the roaring 2020's?

As we look forward to 2022, I give thanks for the many great things that brought me, my family, our friends, our colleagues and our clients joy this year. I am grateful for the abundance that has come to us all and I wish you a prosperous, merry and enlightened holiday season and new year.

San Diego County Active Listing Inventory Year Over Year



Hot Housing Market Continues into 2022!

During the holidays, many buyers who have written offer after offer for months to no avail will place their home searching efforts on hold so that they can enjoy the festivities of the season. Yet, there will still be plenty of buyers willing and able to participate in the housing market fueled by the promise of cashing in on today's historically low interest rate environment. Unfortunately, with such a limited inventory, the number of potential escrows will drop. Demand, a measure of recent new escrow activity, will plunge to its lowest level of the year upon ringing in the New Year.

A drop in demand does not mean that there will not be a ton of showings, multiple offers, and homes selling for at or above their asking prices. It means that there will be fewer buyers in the

marketplace who are competing against each other for far fewer available homes to purchase. There are disproportionately more buyers than there are homes to purchase.

Today's Insane Seller's Market is not going anywhere. Rather, it is setting up an extremely hot market to start 2022. It will be an Insane Seller's Market from January 1st on. Last year there were 2,556 homes available on January 1. Upon celebrating the coming New Year, there will be less than 1,800 homes, 30% fewer than the start to this year. Match a record low supply with overabundant demand juiced by low mortgage rates, and housing will remain hot through the spring of 2022.

Thinking about selling your home? Call us to discuss a strategy that will get you top dollar!

Dannecker & Associates' 2020 & 2021 San Diego Sales

Sell your home for top dollar
Call us at 619-332-1887

Contact us for a free market valuation
of your property

THE PROOF IS IN DANNECKER & ASSOCIATES RESULTS

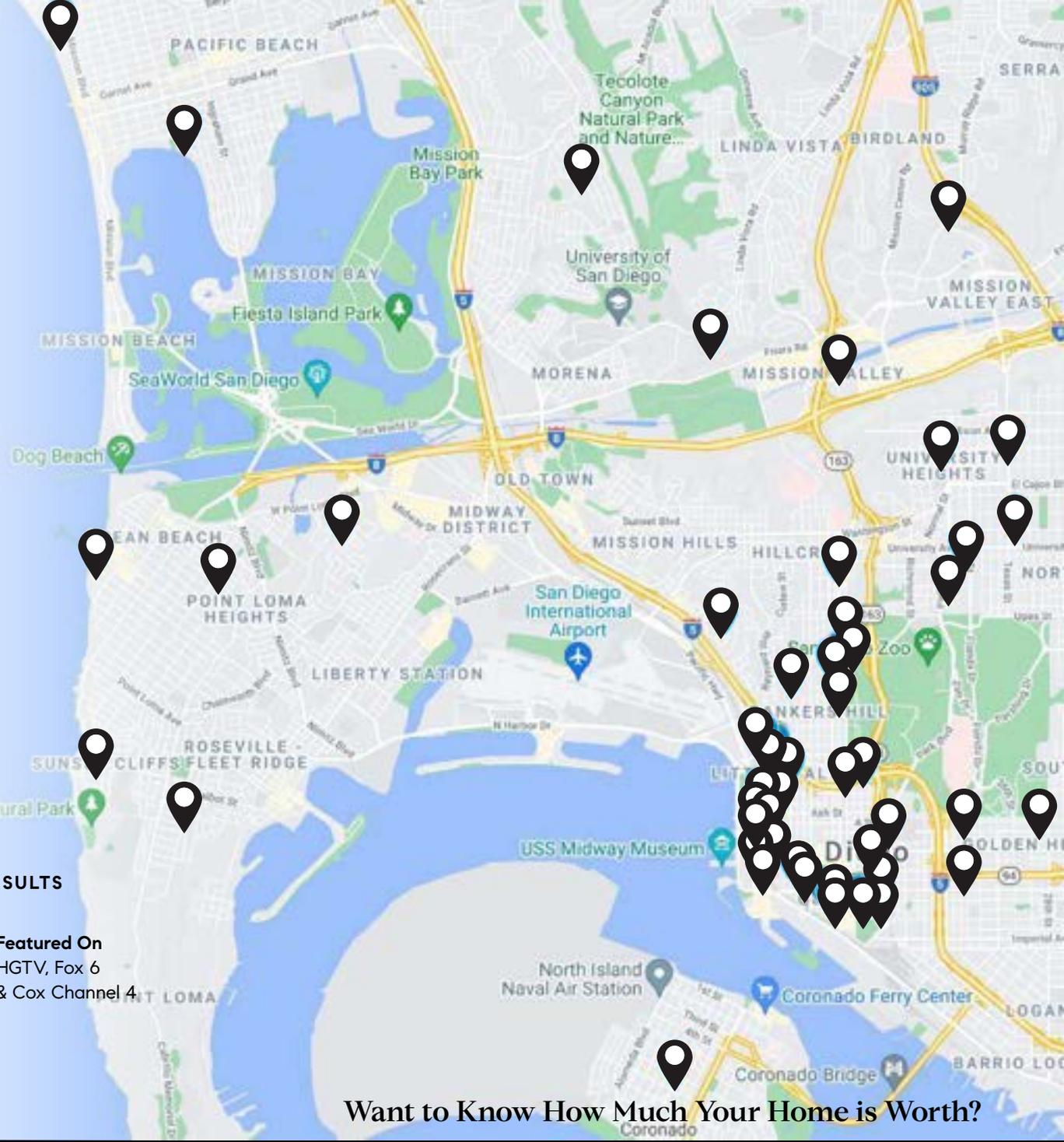
Over \$160+ Million
Sold in 2020
and 2021

Over 250+ 5 STAR Zillow,
Yelp & Google
Reviews

3 Locations
Downtown,
East Village
& Little Italy

Featured On
HGTV, Fox 6
& Cox Channel 4

190+ Sales
in 2020 and 2021



Want to Know How Much Your Home is Worth?

Coming Soon from Dannecker & Associates



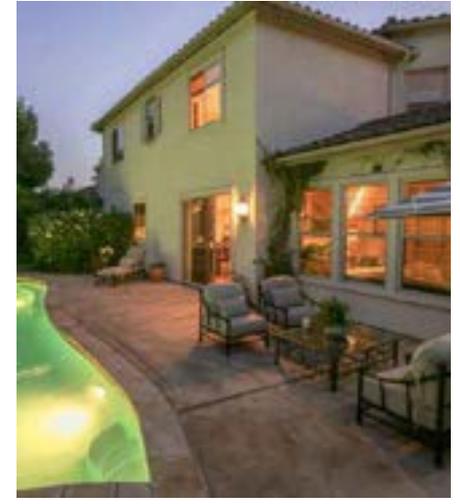
Park Place



University Heights



Cityfront Terrace



Black Mountain Ranch



Horizons



Sapphire Tower

Just Sold by Dannecker & Associates

Represented Buyer



2712 Deerpark Avenue, Bay Park

Was Offered for \$2,695,000

Represented Buyer



4437 Brighton Avenue, Ocean Beach

Was Offered at \$1,550,000



1788 Kettner Blvd. #509, Little Italy

Was Offered at \$1,034,900 - Sold for \$140,000 Over List Price!



3434 Jennings Street, Pt. Loma

Was offered at \$2,399,900 - Sold for \$50,000 Over List Price!



542-44 21st Street, Sherman Heights

Was Offered at \$1,549,000 - Sold for \$22,500 Over List Price!



525 11th Avenue #1201, East Village

Was Offered at \$432,900 - Sold for \$57,100 Over List Price

Dannecker & Associates Properties in Escrow



3424 Jennings St, Point Loma
3 BD + Den | 3.5 BA | 2,492 SQ FT | Offered at \$2,384,900



877 Islands Avenue #106, Parkloft, East Village
2 BD + Den | 2 BA | 1,515 SQ FT | Offered at \$784,900

Recently Sold by Dannecker & Associates



Marina District | Columbia Place



Little Italy | Acqua Vista



Columbia District | Bayside



Little Italy | Porto Siena



Little Italy | Aperture



Marina District | Watermark



Mission Valley | Park Villas S.



Marina District | Marina Park



La Mesa | Stanford Avenue



Pacific Beach | Pacific Shores



Mission Valley | Mission Walk



East Village | Fahrenheit



Columbia District | Treo



Chula Vista | Santa Ivy



Columbia District | Electra



East Village | Park Terrace



Pacific Beach | The Plaza



Hillcrest | Illinois Arms

Things to do this holiday season



November 22nd - January 2nd
Skating by the Sea

Daily at Hotel Del Coronado | More info at hoteldel.com



December 3rd, 4th and 5th
December Nights in Balboa Park

11am-10pm at Inspiration Point | More info at balboapark.org



December 5th
23rd Annual Little Italy Tree Lighting

4:00pm at Piazza Basilone | More info at littleitalysd.com



December 10th and 11th
Makers Arcade Holiday Fair Broadway Pier
Friday 1pm to 7pm | Saturday 11am to 6pm
More info at markersarcade.com



December 12th and 19th

50th Annual San Diego Bay Parade of Lights
5:30pm on San Diego Bay | More info at sdparadeoflights.org



December 28th

Holiday Bowl Parade
10am on N. Harbor Drive
Holiday Bowl

5pm at Petco Park | More info at holidaybowl.com



December 30th

Mannheim Steamroller

7:30pm at San Diego Civic Theatre | More info at sandiegotheatres.org



December 31st

Roaring 20's New Year's Eve Gala
Hotel Del Coronado | More info at hoteldel.com

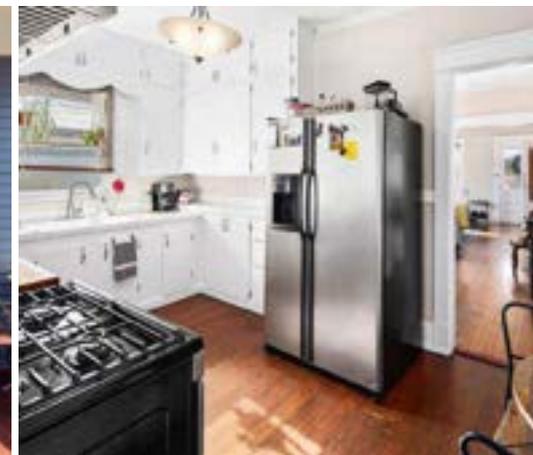
Charming 1922 Craftsman



Middletown

1329 W. Spruce Street
3 BD + Flex Space | 1 BA | 1,488 SQ FT | Offered at \$944,900

Filled with charm & character, this 1922 built Craftsman is a must see! A cozy porch welcomes you home & flows into spacious living space w/ original hardwood floors & decorative mouldings. The kitchen is reminiscent of times past, but includes today's modern amenities. The house has a laundry room with full size appliances, an updated bath + extra room that could be an office or a large walk-in pantry. Enjoy San Diego's gorgeous weather on the spacious back deck. Bring your imagination to create an outdoor oasis in the large lower area - Firepit? Outdoor kitchen? Garden? The 230 esf bonus space is perfect for an office, exercise room, game room, etc! Walk to nearby Little Italy to enjoy charming cafes & fine dining.



Spectacular Outdoor Living



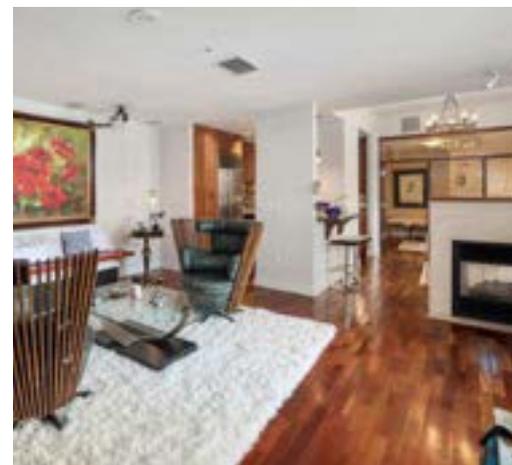
Park Place

Marina District

700 W. Harbor Drive #104

2 BD + Den | 2 BA | 1,639 SQ FT | Offered at \$1,888,000

Welcome to Park Place, a beautiful resort-style community steps from it all in Downtown's Marina District! This 2+ bedroom, 2 bath condo's open concept floor plan has soaring ceilings with walls of windows that offer an abundance of natural light. Floor plan has split bedroom layout, gourmet kitchen, office and audio/visual system with projection screen. French doors open to an oversized patio with private street access which is a fabulous space to enjoy your morning coffee or dine al fresco with a view of city lights from the approximately 450 sf private terrace. Located just steps from Seaport Village, Portside Pier and the new Embarcadero Amphitheater. Hop on the trolley to enjoy dinner in Little Italy or catch a game at Petco Park! In-unit laundry, 2 parking spaces and storage space are included.



Newly Renovated in Little Italy



Little Italy

1501 Front Street #210

1 BD | 1 BA | 781 SQ FT | Offered at \$469,900

Fabulous city living at Palermo - just steps from cafes, eateries and history in Little Italy! This 1 bed, 1 bath condo has an open-concept living area with lots of natural light that is perfect to entertain family and friends. It has just been updated with new waterproof wood-look flooring, fresh paint, sleek quartz countertops, SS appliances, lighting and fixtures. Features include in-unit laundry, a walk-in closet with organizers and 1 assigned secure parking space. Building amenities include a pool, spa, fitness center and a recreation room.



Why Winter Is Actually the Most Chill Time to Buy a Home!

There's Less Competition

Not everyone's willing to look at homes during colder weather. The months of May, June, July, and August make up 40% of existing home sales, while January and February account for less than 6%. Buying in the winter allows people to be a bit more selective with home purchase due to less buyer competition.

Sellers Are Motivated

In the winter, sellers who decide to sell at this time of year are often motivated to sell quickly. They're often willing to negotiate on price, closing costs, the closing date or what will be included in the terms of the deal, whether furniture, appliances, or light fixtures. That gives buyers the upper hand.

Last Minute Tax Savings

If you're purchasing your first home, buying in the winter gives you a few extra months of potential tax deductions. The holidays are your last chance to buy that home and use it as a write-off for your taxes. Depending on your local laws, you can deduct mortgage interest, taxes, and points.

With 20+ years of mortgage experience, I can guarantee fast and smooth closing. Ready to take the next step? Reach out today.



Petya Popova McLaughlin
SVP of Mortgage Lending

C: (858) 699-4357

PetyaMcLaughlin.com

petya.mclaughlin@rate.com

3601 5th Ave San Diego, CA 92103



guaranteed **Rate**





Dannecker and Associates is proud to partner with American Dream TV. Airing in over 51 cities across the country, it has unprecedented reach gained by partnerships with preferred cable affiliates like CBS and stations in New York, Miami and Orlando. We showcase our listings in America's Finest City on channels such as Amazon, Apple TV, and Livestream. American Dream collectively shows to more than 8 million views each week.

Steps from Petco Park



Icon

East Village

350 11th Avenue #330

1 BD | 1 BA | 822 SQ FT | Call for more details and pricing.

Newly Remodeled and RARELY AVAILABLE southeast corner 1 bedroom at ICON! This OVERSIZED floor plan is highly desirable with a large open living area and large windows with a tree lined view overlooking the tranquil court yard and Carnation Building. The property is currently being remodeled with new flooring, appliances and more. Expected to be available in early January 2022.



1902 Bungalow



Sherman Heights

639 19th Street
2 BD | 1 BA | 665 SQ FT
Offered at \$539,900

Looking to be close to Downtown without the high-rise HOA dues? This cute 2 bed, 1 bath single family home built in 1902 with Downtown skyline views may be just what you are looking for. This home features freshly painted interior, newer windows, washer/dryer, AND air conditioning! The backyard is surrounded by lush landscaping that makes it feel very private. Property is within the Sherman Heights Historic District and the property could be a candidate for Mills Act designation.

Are you thinking of moving, but are worried about finding the perfect home due to low housing inventory?

Dannecker & Associates is excited to announce a lender collaboration that can help reduce stress for seller's looking to purchase a new home in San Diego.

Option 1: Cash Offer

- Find your dream home.
- Make a cash offer to purchase the home using our lender's funds. Close in as little as 8 days.
- Upon the close of escrow, the cash amount provided is converted into a conventional loan.

Option 2: Trade in your home

- Lender purchases your home for 90% of the amount of our suggested sales price.
- We help you write a non-contingent offer to purchase your dream home.
- We sell your home after you move out.
- Lender provides you with a 2nd check for the upside of the sale.

Two great options to secure your next dream home without needing to sell your current home first!

Call us to strategize your new home plan!

COMPASS

DANNECKER & ASSOCIATE



Check out these photos of a recent Concierge transformation!

Before



“What can Dannecker & Associates along with Compass Concierge do for your home?”

After



Exclusive to Compass, our Concierge program helps you easily prepare your home for sale by fronting the cost of home improvement services, so you can sell it faster and for more money.

Whether you're facing basic wear- and – tear or your home requires more significant upgrades, Concierge has the power to transform a property- and the price it can claim.

Wondering what services Concierge covers?

- Staging | Paint | Flooring | Lighting | Appliances
- Cabinets | Countertops | and so much more!

In addition, the Dannecker & Associates Team will manage the entire project for you to leave you stress free!

We have clients looking for the **perfect home!**

If you have it and want to sell it... we'd love to hear from you!

Marina & Columbia Districts / Little Italy

Beds: 2

Baths: 2

Price Range: Up to \$750,000

Must Have: No Carpet & Move-in Ready

Marina District

Beds: 2

Baths: 2.5

Price Range: Up to \$1,750,000

Must Have: 1300+ sf, corner unit, views

Coronado

Sq. Ft.: 2,500-4,000

Price Range: Up to \$7M

Must Have: Within 2 Blocks of Beach,

Be In Good Condition

Pacific Beach

Property with ADU or

Room to Add One

Price Range: Up to \$2,000,000

Marina District or Columbia District

Beds: 2+

Bath: 2+

Price Range: \$2.5M-\$4M

20+ Floor w/Direct Bay Views, Modern Style

Downtown Ultra Modern Condo

Beds: 2+

Baths: 2+

Price Range: Up to \$1.1M

Must Have: Water Views and 2 Parking

Pacific Beach

Beds: 2

Baths: 2

Price Range: Up to \$1.1M

Must Have: Patio or Rooftop Deck

Point Loma

Beds: 4

Baths: 2+

Price Range: Up to \$2M

Must Have: Single Level in the Wooded Area



Why Hire Dannecker & Associates To Work For You

Our clients range from wealthy individuals, savvy investors to busy professionals who make carefully thought-out decisions and they choose to work with us because we have the experience, connections and knowledge to make sure they are making a sound purchase on their home or investment. The Dannecker Team agents provide benefits and experience to their clients that only a team with more than 100 years of real estate experience can bring to the table. We provide a clever, proactive approach to buying and selling that combines unparalleled personal communication with modern technology and world-class marketing.



CHAD DANNECKER
Broker Associate
DRE# 01459513

Chad's philosophy in business is an "all in" approach. It's Chad's goal to bring the very best to each of his clients and he's able to do this by his focus and commitment. Chad is focused on San Diego Luxury real estate. For Chad, less is more; he's realized that he can't be all things to all people so he's really concentrated all efforts into a small geographic area. Chad is the go to guy for Luxury Homes in Point Loma, Mission Hills, Coronado and Downtown San Diego...from new developments, new restaurants, new public spaces and everything in between, Chad is committed to keeping educated on what's happening and how that might impact his clients' future views, neighborhood culture and their lifestyle.

When Chad says he's "all in" you can see that in his marketing; from seeing him on TV, hearing him on the radio or his monthly magazine with beautiful photography, the Union Tribune, welcometosandiego.com, or see him in La Playa or Downtown with a drone hovering above, you can be sure he's giving his clients the very best representation.



NICOLE WARD
Operations Manager
DRE# 01320063

Born in Rhode Island, Nicole has enjoyed calling San Diego home for over 35 years now. After graduating from San Diego State, Nicole started her career in Real Estate in San Diego County's back country after moving to Ramona with her husband, Rob. Throughout her over 20 year career in Real Estate, Nicole has gathered a vast knowledge of San Diego's neighborhoods including Metro San Diego, Coronado and the I-15 corridor. Nicole believes that hard work and integrity are the keys to professional and personal success. Her goal is to provide outstanding service to every client Dannecker & Associates agents work with.



LENICE SECHRIST
Closing Manager

Experience: Lenice brings years of experience as an escrow officer and working REOs to her new role as Dannecker & Associates' in-house Closing Manager. She stepped away from the real estate industry for a period of time to proudly support her husband through his military career and hold down the homefront watching two children grow and thrive. Her goal is to provide excellent customer service to all of our clients as they navigate their real estate transactions.



MICHELLE ZAPIEN
Realtor | DRE# 02072336

After graduating from the University of Southern California, Michelle became a top leasing agent in one of the largest and most prestigious residential housing developments in West Los Angeles. In 2003, an opportunity with a multi-billion-dollar national commercial builder brought her to San Diego, where she was an instrumental part of a project management team responsible for developments up to \$50 million.

Michelle's passion for architecture, planning and development is in her DNA. Her father, an entrepreneur and successful general contractor in Northern California, instilled in her the craft of residential building and remodeling when she became his mini foreman at the age of nine. Michelle loves her career in real estate because she finds deep satisfaction in working tirelessly with clients to help bring their dreams into fruition.



MEGHAN MCNUTT

Realtor | DRE# 01956666

Growing up in Texas, with a grandmother and mother who are both Real Estate Agents, and multi million dollar producing agents at that, Meghan knew she needed to follow in their footsteps of success, and what better place to do it than in Sunny San Diego, CA. She's now lived in San Diego for almost 10 years and does not plan on ever leaving, but is still a Texan at heart (Go Longhorns!). She has a tiny little Yorkie, named Benjamin Button, who goes everywhere with her. Meghan enjoys hiking, working out, and pretty much anything that involves being outside and being active.



MALISSA MARTINEZ

Realtor | DRE# 02014017

Malissa is a proud San Diego native. She has a great understanding of many of San Diego's unique neighborhoods, especially along the coast. She has a professional demeanor but is laid back and clients find her very approachable. Using her past experience in the medical field, Malissa is sure to listen carefully to her clients' needs to better understand what they are looking for and to provide the best care and service. She strives to understand her client's perspective while providing insight into San Diego's ever-changing real estate market. In her spare time, Malissa can be found hiking one of San Diego's amazing trails, trying new places to eat or participating in fun activities throughout the County. She looks forward to meeting with you and sharing her knowledge about America's Finest City.



JEFF REMMER

Realtor | DRE# 02122171

Jeff Remmer was born in San Diego yet moved around a bit until moving back in 1984 to reclaim this city as his home. He is married with two sons and has enjoyed a varied career as an art director in design and gaming software as well as fine art. He ran his own art studio in Scripps Ranch for 8 years instructing large groups with differing capabilities with clients such as Qualcomm, Scripps Health as well as military contracts including Wounded Warriors and Gold Star Families. Through these relationships, he found joy in engaging with people and helping them achieve their goals. Real Estate is where Jeff combines his interest in the art of home and landscape design with his eagerness to help others.



CHIP MORGAN

Realtor | DRE# 02077553

A Virginia Beach native, Chip has been assisting clients with their San Diego real estate goals since 2008. The expertise he gained in the luxury high-rise rental market upon moving to America's Finest City allowed for a smooth transition into the Downtown and Metro residential sales market.

Chip graduated from Old Dominion University with a B.S. Psychology in 2006. His love for helping people find their perfect home is the passion that drives his continued success. Networking with clients in regards to achieving their real estate goals and dreams, create and implement proactive solutions is a priority. These include client first sensibilities, active listening, uncovering hidden value/needs, implementing winning strategies while focusing on and acting on client requirements.



BRENT COLE

Realtor | DRE# 01463702

For over a decade Brent has helped numerous Buyers and Sellers achieve their Real Estate goals. He continually receives referral business from my past clients, which is a great compliment to his hard work and commitment. Being a San Diego Native, and having over 10 years in the business, selling anything from detached homes to entire high-rise residential buildings, his experience being on an executive HOA Board, as well as being a homeowner, has helped Brent obtain a wealth of knowledge that is crucial in such an important life decision. Let him show you how his "Local Knowledge" can work for you!



ARLIS TRAVIS

Broker Associate | DRE# 01863211

Originally a "desert rat" from Arizona, Arlis spent years in the northwest where she sold real estate and then managed real estate offices ranging from 33 to 500+ agents. In addition to sales, Arlis recruited, trained, and coached real estate professionals, guiding them to great success. Additionally, Arlis developed several pre- and post-licensing courses for real estate professionals, and sat on state and national advisory committees dedicated to the goal of setting standards for real estate practitioners. Knowing that "knowledge is power" her mission is to help get you all the information possible so that you can make an informed decision about your real estate purchase or sale.

Sell Your Home For

**TOP
DOLLAR**

Call Dannecker &
Associates Today!

What Our Clients Are Saying About Us

Chad and his team Nicole and Lenice were amazing to work with. We had originally contacted Chad because we had a bad experience with our first realtor. We live out of state and were trying to sell two properties in San Diego. Upon contacting Chad he assured me he could get the job done. He had good solutions and set realistic expectations of the process and the market at the time. I felt in good hands with one phone call and immediately trusted Dannecker and Associates to sell our properties. They handled everything from getting the property ready to sell to even arranging some artwork to be shipped to us. They were in constant communication with us and sold our two properties back-to-back within a couple months with no hiccups. I fully recommend this team, in state, out of state, whatever your situation. They are reliable, honest and hardworking. Really cannot say enough good things! Thank you!

Jessica P.

My bank wanted to choose my Realtor for me but I was already working with Malissa. I'm glad I stuck with Malissa because she was very helpful and informative. I had a lot of questions and she had a lot of patience with me. Throughout the entire process she was there for me. Really grateful for all her help and I will definitely be using her service in the future if I decide to sell and or buy again!

Rich E.

Arlis, thank you for your guidance on the sale of my rental property. I needed a strong confident realtor to help me sell the property. It was great that it sold in one weekend and closed so fast. With my health as it is I felt secure in your abilities to get it finished and closed. Thank you for all your help during the process of dancing between all the personalities that we encountered.

Mike D.

Call us to find out about
our exclusive Coming Soon listings!

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