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BERKSHIRE HATHAWAY HomeServices

LUXURY COLLECTION

CORONADO ISLAND

Picturesque Seaside Village

Prepared for Our Neighbors, Friends and Family

7 Common Mistakes Experienced Homebuyers Make

Heading into the New Year, many people will be thinking of selling their current home. Maybe you have been juggling that thought for a while yourself. If so, having been through the home-buying process before, it is possible you may overlook some of the very important factors that were taken into consideration when you made your last home purchase. Here are some tips to remember when you start to look for your next home.

- **Don't overlook proper planning when buying and selling**
 - Because you currently own a home does not mean you should not plan to purchase your next one. Speak to your Realtor and preferred lender about your desired goals and let them help you come up with a plan to make that happen. Knowing all the steps before you move forward can prevent a lot of stress during the sale/purchase process.
- **Don't ignore traffic patterns**
 - Although San Diego County is mostly built out, there are still infill developments popping up. These new homes lead to more cars on the road during peak times. Make sure you evaluate the traffic patterns before you buy to ensure your commute time will be satisfactory.
- **Don't overcompensate for past mistakes**
 - Avoid focusing so hard on avoiding past mistakes that you overlook unforeseen problems with your new purchase. Don't focus on just one "must-have" like square footage that you overlook another key component, like how far it is located from shops and restaurants if you also want a walkable lifestyle.
- **Don't be impatient**
 - Don't let the frustration of not having your offer accepted on a few properties you really liked to cause you to make an impulse purchase on the new home you remotely like for fear of missing out.
- **Don't forget to think about the future of the neighborhood**
 - The neighborhood you are considering might be just perfect right now, but it is important to investigate potential upcoming changes that might change its dynamic. Is there any new commercial construction proposed? Street widening? New home community planned?
- **Don't assume the market is the same as the last time**
 - The real estate market, like the stock market, runs in cycles. While each cycle is not always exactly the same, they follow the same general pattern. When you bought your current home, it may have been a buyers market after the recession. When you decide to sell, it may be a seller's market. Knowing the strategies for writing offers in each market will ensure you get the post possible deal on your sale and purchase.
- **Don't think buying homes in different states is the same process**
 - Real Estate laws for each state are very different. Each state has their own contracts and the contents can be very different. Rely on your Realtor to help you navigate this new home-buying process.

When you are ready to sell your home, call us!

Let our experienced team navigate you through Coronado's unique market!

Happy New Year!!



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January 2019 Real Estate Report

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Just Listed

815 3rd Avenue
2 BR / 1.5 BA / 1,173 esf
Approximately 4,800 esflot
Offered at \$1,395,000
815Third.com

SECRET TREASURE! A beautiful home, updated and ready to move right in and enjoy. Gorgeous kitchen, hardwood floors, Amazing, spacious backyard with garage and additional off-street parking, large playhouse or storage casita!



1100 Alameda Boulevard
5 BR / 6.5 BA / 7,200 esf
Offered at \$6,995,000
1100Alameda.com



442 D Avenue
3 BR / 3 BA / 1,400 esf
Offered at \$1,370,000
442DAve.com

2 Luxury Townhomes - Move In Spring 2019!



Call for Pricing!

801 Olive Avenue
3 BR / 3.5 BA / 1,996 esf
roofdeck + city views



800 E Avenue
4 BR / 4.5 BA / 2,420 esf
roofdeck + city views



Coming Soon

Two Detached Homes in the Coronado Cays with Dock Privileges
Priced Under \$1.4M!



In Escrow

801 C Avenue #26
2 BR / 1.5 BA / 935 esf
Offered at \$715,000
801CAve.com



Thinking of Buying or Selling in 2019?
Call Us! We are ready to help!

2019 Sales



1021 Scott St. #101 - Pt. Loma
Represented Seller



1210 Hemlock Ave. - Imperial Beach
Represented Buyer



346 B Avenue
Represented Seller

Coronado 2018 Sales Statistics

Village Detached		Total Sales	Average Sales Price	Average Price Per Sq. Ft.	Average Days on Market	Average Sales Price/List Price
	2017	137	\$2,222,562	\$963	87	94.7%
	2018	139	\$2,718,095	\$1,025	79	94.3%
	Change	+1.5%	+22.3%	+6.4%	-9.2%	-4%

Village Attached		Total Sales	Average Sold Price	Average Price Per Sq. Ft.	Average Days on Market	Average Sales Price/List Price
	2017	49	\$1,275,371	\$776	50	96.4%
	2018	55	\$1,359,271	\$851	43	97.5%
	Change	+12.2%	+6.6%	+9.7%	-14%	+1.1%

Cays Detached		Total Sales	Average Sold Price	Average Price Per Sq. Ft.	Average Days on Market	Average Sales Price/List Price
	2017	31	\$1,685,696	\$605	91	95.4%
	2018	30	\$2,019,323	\$640	77	92.9%
	Change	-3.2%	+19.8%	+5.8%	-15.4%	-2.5%

Cays Attached		Total Sales	Average Sold Price	Average Price Per Sq. Ft.	Average Days on Market	Average Sales Price/List Price
	2017	26	\$1,006,592	\$565	55	97.7%
	2018	24	\$1,057,500	\$603	44	96.9%
	Change	-7.7%	+5.1%	+6.7%	-20%	-8%

Coronado Shores		Total Sales	Average Sold Price	Average Price Per Sq. Ft.	Average Days on Market	Average Sales Price/List Price
	2017	47	\$1,579,716	\$1,258	111	96.8%
	2018	34	\$1,616,265	\$1,288	97	94.1%
	Change	-27.7%	+2.3%	+2.4%	-12.6%	-2.7%