

HOT TOPICS 10-17-17

HELPING PEOPLE BE BETTER HOMEOWNERS, SELLERS AND BUYERS.

"I find that the harder I work, the more luck I seem to have."

Thomas Jefferson

**INVESTMENT PROPERTY SALES**

by various Realtors

During the month of **SEPTEMBER 2017**



Street	Addr	Total #U	Total BR/ba	Total EstSF	LotSz	GSI actual	Sale \$
				<b>92102</b>			
49 <sup>th</sup> St	862-4	2	4/2	1502	6397	unk	\$540,000
Cereza St	4714-6	3	7/3	3385	10,870	unk	\$586,000
Castana St	4751-7	4	8/6	1596	8192	unk	\$650,000
C St	3166-8	2	5/3	1916	7503	unk	\$650,000
C St	3335-9	4	--	--	7259	unk	\$835,000
J St	2685-7	4	4/4	2352	3758	unk	\$875,000
22 <sup>nd</sup> St	219	3	6/3	2204	4400	unk	\$895,000
E St	2984	3	5/3	2122	7007	unk	\$1,265,000
Treat St	2712-6	3	4/6	2646	5316	unk	\$1,267,000
27 <sup>TH</sup> St	835-47	8	15/8	5134	5308	unk	\$2,137,500
Broadway	2828	2	3/2	746	7048	unk	\$2,575,000
Broadway	2834-40	4	--	--	8806	unk	\$2,575,000
				<b>92103</b>			
8 <sup>th</sup> Av	3821#1	Commercial			9215	unk	\$516,000
8 <sup>th</sup> Av	3821#2	Commercial			9215	unk	\$516,000
Cleveland Av	4250-2	2	2/2	1364	6395	unk	\$565,000
3 <sup>rd</sup> Av	3594	3	--	--	5098	unk	\$865,000
Pennsylvania Av	1255	2	2/2	1528	6994	unk	\$895,000
Georgia St	3948-52	4	0/0	0	6051	unk	\$1,000,00
Georgia St	3933-39	3	5/3	2215	6997	unk	\$1,150,000
5 <sup>th</sup> Av	3701	Commercial			2490	unk	\$2,400,000
5 <sup>th</sup> Av	3707	Commercial			2139	unk	\$2,400,000
				<b>92104</b>			
Polk Av	3474-6	3	4/3	1568	5214	unk	\$950,000
El Cajon Blvd	3024	Commercial			3513	unk	\$1,375,000
El Cajon Blvd	3030	Commercial			3513	unk	\$1,375,000
Cherokee Av	4053	9	12/9	5908	7140	unk	\$2,134,000
36 <sup>th</sup> St	4149-63	13	16/13	7660	12,457	unk	\$2,642,500
32 <sup>nd</sup> St	4110-16	8	16/8	6120	6929	unk	\$4,530,000
32 <sup>nd</sup> St	4118-24	8	16/8	6120	6572	unk	\$4,530,000
				<b>92116</b>			
Central Av	4423-7	4	--	--	6256	unk	\$690,000
Rhode Island St	4578	2	5/2	1966	7072	unk	\$1,180,000
Bancroft St	4615	8	11/9	5562	6,255	unk	\$2,310,000

30 <sup>th</sup> St	4575	Commercial	7004	unk	\$3,100,000
30 <sup>th</sup> St	4585	Commercial	7006	unk	\$3,100,000



**SINGLE FAMILY HOME SALES** by various Realtors  
*During the month of SEPTEMBER 2017:*

<u>Street</u>	<u>Addr</u>	<u>BR/ba</u>	<u>ESF</u>	<u>LotSz</u>	<u>Days</u> <u>/MLS</u>	<u>Sale \$</u>	<u>\$/sf</u>
<b><u>92103</u></b>							
Vermont St	3820	2/1	560	unk	28	\$448,000	\$800
N. Arroyo Dr	2701	3/1	968	5600	22	\$665,000	\$687
Ibis St	3536	3/2	1307	4500	24	\$775,000	\$593
Pennsylvania Av	1255	2/2	1528	6996	25	\$895,000	\$586
Ampudia St	4270	2/1	1250	7100	unk	\$930,000	\$744
Torrance St	1694	3/3	2850	unk	14	\$950,000	\$333
Witherby St	4309	2/2	1059	6300	5	\$964,382	\$911
W. Pennsylvania	1420	2/2	1710	6300	7	\$1,060,000	\$620
Presidio Dr	2484	4/4	3273	7000	42	\$1,300,000	\$397
Saint James Pl	4024	3/3	2878	5600	82	\$1,315,000	\$457
Front St	3545	4/3	3524	6438	6	\$1,400,000	\$397
Alameda Pl	3906	4/3	3347	unk	4	\$1,500,000	\$448
Altamira Pl	1847	5/4	3256	7395	43	\$1,775,000	\$545
<b><u>92104</u></b>							
Hamilton St	4218	2/1	640	3502	95	\$464,000	\$725
Lincoln Av	2027	1/1	650	unk	8	\$520,000	\$800
Park Villa Dr	3576	1/1	533	2500	7	\$533,118	\$1000
Landis St	2331	2/1	864	1588	50	\$558,000	\$646
Arnold Av	3601	3/1	1008	4200	unk	\$578,900	\$574
Texas St	4196	2/1	877	2620	26	\$595,000	\$678
Ohio St	4204	2/2	794	unk	38	\$595,000	\$749
28 <sup>th</sup> St	3635	3/1	1310	3900	unk	\$600,000	\$458
Boundary St	2620	4/2	1204	5800	6	\$699,000	\$581
32 <sup>nd</sup> St	2905	2/1	1028	3500	7	\$700,000	\$681
Arizona St	3434	2/1	864	4900	40	\$745,000	\$862
Alabama St	3829	2/1	576	5524	unk	\$750,000	\$1302
Cooper St	3441	2/1	1160	unk	32	\$752,000	\$648
Palm St	3176	3/2	1756	6400	37	\$775,000	\$441
Texas St	4068	2/1	1014	6995	17	\$800,000	\$789
Vancouver Av	3077	4/3	2051	12116	120	\$835,000	\$407
Petra Dr	1985	3/2	1280	6200	11	\$885,000	\$691
Dale St	3319	3/2	1444	6370	16	\$1,007,000	\$697
Felton St	2821	4/3	2568	4800	10	\$1,045,000	\$407
<b><u>92106</u></b>							
Xenophon	3426	3/2	1480	5000	9	\$850,000	\$574
Wilcox St	3728	2/1	848	unk	6	\$860,000	\$1014

Charles St	3758	3/2	1665	unk	30	\$900,000	\$541
Curtis St	3436	3/2	1496	unk	17	\$905,000	\$605
Charles St	3570	3/2	1896	6653	0	\$1,035,000	\$546
Freeman St	3443	4/3	2062	unk	36	\$1,040,000	\$504
Curtis St	3701	3/3	2050	10200	7	\$1,100,000	\$537
W. Evans Rd	2957	4/3	2297	3825	18	\$1,120,000	\$488
Macaulay St	3047	5/4	2444	unk	6	\$1,125,000	\$460
Chatsworth St	2750	3/3	2724	9334	68	\$1,155,000	\$424
Bangor St	955	4/2	2087	9026	unk	\$1,300,000	\$623
Trumbull St	3234	4/4	2660	unk	117	\$1,500,000	\$564
Jenkins St	3190	4/4	4557	11094	116	\$2,145,000	\$471
San Gorgonio St	448	5/5	3300	13,986	142	\$2,450,000	\$742

**92107**

Larkspur St	4670	2/1	744	unk	125	\$590,000	\$793
Udall St	3774	2/1	759	3001	13	\$595,000	\$784
Cornish Dr	1045	3/1	1207	10,300	unk	\$612,900	\$508
Long Branch Av	4605	2/1	749	3800	31	\$696,000	\$929
Muir Av	4638	2/2	722	2500	21	\$735,000	\$1,018
La Cresta Dr	3781	3/2	1403	6700	106	\$845,000	\$602
Long Branch Av	4522	2/2	1045	4200	5	\$855,000	\$818
Etiwanda St	2210	2/2	1352	unk	79	\$862,000	\$638
Centraloma Dr	3851	5/2	1941	7400	7	\$900,000	\$464
Santa Barbara St	1407	3/3	2426	unk	51	\$980,000	\$404
Santa Cruz Av	4735	4/3	2008	7000	unk	\$1,100,000	\$548
Soto St	2264	3/2	2387	4198	unk	\$1,175,000	\$492
Del Mar Av	3971	3/2	1870	7000	19	\$1,139,710	\$609
Devonshire Dr	1041	2/1	730	7100	unk	\$1,250,000	\$1712
Del Monte St	5004	3/4	2688	3646	42	\$1,337,000	\$497
Narragansett Av	4530	4/4	2176	unk	17	\$1,350,000	\$620
Alhambra St	4581	4/2	2139	6900	13	\$1,525,000	\$713
Monaco St	4470	3/4	2076	6909	8	\$1,583,000	\$763
La Cresta Dr	3950	4/3	3335	8800	32	\$1,595,000	\$451
Granger St	4403	5/3	2699	8300	11	\$1,739,000	\$644
Adair St	4483	5/5	3274	unk	76	\$2,230,000	\$681
Pescadero	4443	3/5	3817	14000	6	\$2,460,000	\$644
Cornish Dr	952	5/4	4506	9028	unk	\$3,470,000	\$770

**92116**

Arch St	4421	2/1	840	3507	unk	\$275,000	\$327
Madison Av	3717	2/1	702	unk	42	\$459,900	\$655
Copley Av	2727	2/1	735	3894	14	\$512,000	\$697
Monroe Av	3925	2/1	750	unk	50	\$525,000	\$700
Monroe Av	2204	2/1	816	5006	3	\$535,000	\$656
Monroe Av	3614	2/1	642	2854	8	\$550,000	\$857
Madison Av	3580	2/2	836	unk	29	\$551,000	\$659
Meade Av	3215	2/1	847	2522	1	\$585,000	\$691
Monroe Av	2335	2/1	738	2250	21	\$599,000	\$812

33 <sup>rd</sup> Pl	4427	2/2	882	3250	5	\$600,000	\$680
32 <sup>nd</sup> St	4783	2/1	1141	4704	11	\$645,000	\$565
Marlborough Dr	4547	3/1	1156	6000	7	\$660,000	\$571
Shirley Ann Pl	4501	2/2	960	3123	11	\$667,100	\$695
Meade Av	2136	3/1	997	3377	44	\$669,995	\$672
Mansfield	5053	2/2	1500	unk	29	\$815,000	\$543
Bedford Dr	4115	3/2	1512	8270	26	\$883,000	\$584
Madison Av	1136	2/2	1420	unk	3	\$899,000	\$633
E. Talmadge	4653	3/2	1992	8841	6	\$1,065,000	\$535
Rhode Island St	4578	5/3	2250	7072	32	\$1,179,900	\$524
E. Palisades Rd	5308	3/2	2273	7292	50	\$1,275,000	\$561

**\*\*IF YOU WANT STATS ON ANY PROPERTY TYPE OR AREA, JUST CALL AND LET US KNOW!** The delay in our getting this data to you, is waiting for the County records to catch up with the previous month's recordings, since not all sales are through the Multiple Listing Service, and we want to provide you the complete report. \*\*

*If you are an artist, and would like to participate in the annual Mission Hills Artists' Holiday Craft Sale on December 2nd, please contact Kathy Scott, (619) 300-5274, [kluekes@sbcglobal.net](mailto:kluekes@sbcglobal.net) for registration. This event is always a fun and well-attended event!*



### LIGHTING YOUR FRONT WALKWAY ADDS VALUE AND SAFETY!

- Outdoor lighting adds to the curb appeal, and therefore value, of your home! It lends warmth and can enhance your style!
- The fact that it protects any guests from trip hazards and extends a welcome is a sure plus!
- Lighting is also known to discourage unwanted visitors and prowlers !
- Compact fluorescent bulbs that save energy and timers can make this an economical choice.
- And this is an area where "just enough is perfect, too much can almost spoil your intention! Choose well.



### TOURISM IS THE 3<sup>RD</sup> LARGEST REVENUE SOURCE FOR SAN DIEGO.

Yet we are too far down the list of first choice destinations. Currently the top U.S. tourist destinations are: 1) San Francisco, 2) Los Angeles, 3) Anaheim, 4) Orlando, 5) New York, 6) Phoenix, 7) Seattle, and 8) San Diego.

Because these billions of tourist dollars go directly to the general fund coffers of our great City, and there are so many outstanding sites, activities and options for tourists





to San Diego, a new group has been formed to mastermind "Experience San Diego" with attention to increased marketing to most probable targets, create a strong branding pillar, improve our transportation choices for visitors, promote more meetings and conventions, promote the many many cultural possibilities that grace the fabulous outdoor plethora of active pursuits, take advantage of the fact that we are the only border town on the list and work with our southern neighbor to mutual benefit, define and promote the many distinctive and welcoming neighborhoods, and make San Diego a destination where generations come on their "favorite trips." If you are interested in participating in any of this effort, you can look up the ([www.ExperienceSanDiego.com](http://www.ExperienceSanDiego.com)) website and get involved. I plan to!

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### **WATER IS LIKE FIRE. YOU CAN'T ALWAYS TELL WHERE IT IS COMING FROM.**

So checking your roof and cleaning your gutters can cost you a little time and effort but save you big on the other end.

- Cleaning your gutters can keep the heavy leaves and debris from adding heavy weight and causing them fall, prevent piling up of rotten materials and mildew, and open them to the vital service for which they were intended!
- Mother Nature is obviously in a very bad mood, so there is no reason to tempt her with carelessness. A sturdy ladder, lightweight bucket for collecting debris, a gutter scoop and brush, gloves (suede recommended), garden hose for final flushing and checking of downspouts and drainage away from the house!
- Be careful to avoid power lines and cables, having someone to hold your ladder is wise, and don't try to do it from the roof!



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**There are so many people in need today, thanks in great part to the calamitous weather across the globe. It is hard not to want to support every need that comes to you. As they say on the plane, put on your own oxygen mask first, AND THAT INCLUDES HAVING YOUR OWN EMERGENCY SUPPLIES AND PLAN IN PLACE...!!!...but once you have determined where you are able to help, you may find it more personally rewarding to choose one or two projects where you can really make a difference with your personal attention and contributions. It might be closer than you see on network tv.**

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### **SAN DIEGO'S FIRST MAYOR WAS JOSHUA BEAN, 1850.**

In 1850 San Diego was incorporated by the California State Legislature. Joshua Bean was made mayor on June 17<sup>th</sup> of that year and held office until January 14<sup>th</sup> the next year. He died in 1852.

Born in Kentucky, he was brother to the more infamous western legend, Judge Roy Bean. He served with Zachary Taylor in the Mexican American war, and came to



California in 1849, to San Diego the following year where he was a trader and saloon owner. According to Wikipedia he illegally "sold" City Hall and city pueblo lands to himself and his drinking buddy Cave Coutts (the City Hall was recovered.) In 1851 he moved to L.A., keeping a saloon and store in Mission San Gabriel, where he was ambushed and killed in 1852 during an argument over a woman. They called it the "Wild West." Looking around the political chaos of our nation and world, things don't seem to have changed that much! Should I tweet this?

- 
- Be careful when you blindly follow the masses.



Sometimes the M is silent.

- Wine can be to women what duct tape is to men. It can seem like the great fix.
- Remember when Sarah Palin was the craziest person in politics?
- Does running late count as exercise?

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## 5 THINGS TO FORGET TO GET YOUR BEST RESULTS IN REAL ESTATE

- Non-professional advice. Partial vision may distort the entire field.
- List price. This may represent an owner's needs or bias, or the agent's desire to win a listing. What matters is demand and a reasonable review of relevant properties.
- Comps without study. There are all kinds of reasons that generate prices. Unless you KNOW the property and the situation, don't let an outlier dictate your own decision.
- What the last buyer thought the house was worth. A trend here? Value is specifically intrinsic to the beholder as well as the property. While non-physicals, like time on market, can affect sale price, specific variables like size of yards, stairs can be both positives or negatives, depending on the viewer.
- Appraiser. Sometimes they are right, but their job is to accumulate statistics and the character elements which DO affect value may not be understood by the appraiser.



Find the agent you can talk to, trust, and who demonstrates that YOU are the first priority.

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HOT TOPICS 9-29-17

**HELPING PEOPLE BE BETTER HOMEOWNERS,  
AS WELL AS SELLERS AND BUYERS.**

**PUMPKIN KNOWLEDGE**

- Even though it will be 51 this year, Charles Schulz's "It's the Great Pumpkin, Charlie Brown" attracts about 7 millions viewers every year.
- ILLINOIS produces about HALF of the 1.5 billion pumpkins grown in the U.S.
- On the 21<sup>st</sup> of this month you can see the most fun pumpkin mayhem at the *West Coast Giant Pumpkin Regatta* in Tualatin, Oregon. Yes, they float!
- The term "Jack-o'-Lantern" came from an Irish myth about a man named Stingy Jack whose ghost wandered around carrying a carved out turnip with a burning coal for light.
- The most famous pumpkin in the world is still the carriage in Disney's "Cinderella."



**FAVORITE LISTINGS!**



**2264-6 BOLINAS ST**  
 Ocean Beach 2 units  
 3BR/2ba 1040sf +  
 2BR/1ba 705sf, rear  
 2BR house has pano  
 ocean views, 2 gar,  
 immac., \$1,195,000



**4215 STEPHENS ST**  
 Mission Hills, 2BR 2ba +  
 adorable guest cottage,  
 double gar, privately  
 fenced and gated, gor-  
 geous Craftsman details  
 \$1,149,900

**3783 VERMONT ST**  
 Hillcrest 2BR 1ba 588sf  
 Bungalow with new 1 gar  
 Nicer than man y homes.  
 Plans for remodel or  
 Add 2<sup>nd</sup> unit above gar.  
 High walkable, \$489,000



**4030 BANDINI ST**  
 Mission Hills, 5BR 4ba  
 3286sf 1-story on cor-  
 ner lot, immac condi-  
 tion, ocean views, dbl  
 Gar, att'd granny flat  
 \$1,850,000



**SO WHAT'S GOING ON?**

The Point Loma Midway post office site, closed several years ago, is to be developed as a mixed-use project tentatively named "The Point". Sold for approximately \$40 million, the plans call for a \$325 million redevelopment. → → → → → → → → →





## THE NEW MISSION HILLS/HILLCREST "HARLEY AND BESSIE KNOX LIBRARY" – Were you also curious about who they were?



Harley E. Knox



An architectural rendering of the new Mission Hills-Hillcrest Harley and Bessie Knox Branch Library designed by San Diego based Architects Mosher Drew. Image courtesy City of San Diego.

It's not easy to find bio information on Mr. Knox. In 1945 John Gunther wrote an article "Inside the U.S.A." in which he was so impressed with then San Diego Mayor Knox, he called him a "rare but profoundly healthy phenomenon – the citizen of merit who volunteers for public service at great personal sacrifice, attaching himself to whatever is most vital in his community. . . maddeningly honest and ignoring the traditional lures of money, women and fame." The primary biography of Knox was penned by Iris Engstrand and Paul Campuzano in 2002: *Harley Eugene Knox, San Diego Mayor for the People 1943-51*.

Knox stepped into his City role when the challenges of WWII were dominating the minds of citizens and needs of residents. As a major military base, San Diego housing had been provided for servicemen and families by cloistering them in previously single family private homes and public spaces that could be re-used. And after the war many of our servicemen did not want to leave the city, further complicating housing and employment demands. But Knox never waivered. As a dairy business man, who invented a milk bottle cap that provided customers with fresh milk not touched by human hands, he was a solution finder. A month after his election to mayor he was accused of supporting prostitution. They not only closed 18 houses of prostitution that night, but also created a quarantine hospital for women infected with venereal disease, and found many of them respectable jobs. Having served as Councilman to District 5, one of our city's poorest districts, he recognized the need for youth services to disrupt and inhibit gangs and juvenile delinquency and made youth a city priority. He also held parents responsible. His accomplishments are many. Winning water from the Colorado River system via Federal support, managing flood plains, boosting tourism with the development of Mission Bay Park, Balboa Park and expansion of Lindbergh Field, resolving housing crises with savvy reuses of sites as soon as the war ended, focusing on employment, transportation, sewer services, and other necessities in our war-burdened city, were some of the major achievements of his 8 year term. He was



named "Mr. San Diego" in 1953, 3 years before his death. But his heritage continued in good works for the City and a family lineage that continued leadership in San Diego. Many names we know and revere are Knox relatives – Tom Sefton of San Diego Trust and Savings, Dallas and Mary Clark who did so much for so many institutions, and others who maintained his exceptional character and contributions. I hope with the new library in his name, we will learn much more about this too rare paragon of character and dedication.

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## **IT'S A NON-NEGOTIABLE FOR SUCCESS:** **SELF-DISCIPLINE**

There are ways to sharpen your focus: Visualizing the results of your work, writing lists, keeping the right company. With a strong strategy for combating temptation, you cannot help but succeed. Several tips can propel your objectives:



- Set a start date and event for your new regimen.
- Put your reasons down on paper. Affirmations strengthen self-control by focusing on higher values rather than immediate impulses.
- Willpower lasts longer if you visualize the positive effects of your self-control and set yourself a specific target.
- Plan for temptation. What are your options when it occurs. Be clear about calling on alternatives.
- Combine something you *want* to do with something you need to do. Sometimes that want is sharing your need-to-do thing with a friend, for example.
- Keep temptation out of sight, reach and your mind. Put healthy where you used to keep cookies.
- Get a full 8 hours of sleep to keep your prefrontal cortex energized.
- Ask your friends for support, particularly praise not criticism.
- Consider all your options before making a decision.
- Drinking hot water, lemon, and a tablespoon of honey can lower your glucose levels and assist willpower.
- Avoid alcohol and its diminishing of the recognition of consequences.
- Post reminders and prompts where they will give you strength and support.
- Ally yourself with self-disciplined people.
- Do it for YOU not anyone else!

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## **CONCERNS OF TODAY'S POPULATION**

- There were originally 33 people paying into Social Security for every 1 collecting. Now there are 2.
  - Between all the media influences and psychological/business counseling, expectations greatly exceed reality.
  - People are generally spending excessively on depreciable purchases.
  - Every day includes too many decisions to be made.
-

## SOMETIMES FIRST-TIME BUILDERS AND REMODELER ARE SADLY TOO EASY TO RECOGNIZE BY THEIR MISTAKES !

- Storage is critical in today's very busy and very stuffed life. Kitchens with too little equipment and pantry space crowds the counters. Bathrooms require more storage than ever, and closets? Those 4x5' boxes don't serve any more, and storage furniture can just take up extra space!
- Materials that will have a short life and look cheap also serve to reduce the value of the work. Many laminates, for example separate at the seams quickly and induce a "tacky" assessment.
- Green materials and planning that will keep water, energy and temperatures in reasonable levels may cost a little more, but are more than worth the difference in a quick period of time. Special insulated windows, not so worth it!
- Not considering future needs when children arrive, grow older, owners need space to start their own planned business, etc.
- Being too tired to make the many many decisions that can have a substantial effect on the overall result. It IS important.



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## OUR GREATEST GIFT IS THE WAY WE MAKE PEOPLE FEEL

Likability is not really about us, it is about how we make others feel. If you have wanted to be the most liked person in the room, try a few of these tips:

- Remember there is only one chance to make a first impression – do it well.
- Be an active listener. Remember names!
- Keep your word – do what you say and be accountable. Follow up. Offer to help.
- Don't make assumptions, ask questions.
- Laugh, have and be fun, smile. Laugh at yourself.
- Don't judge. Encourage others and applaud their good qualities and moments. Learn how to give and accept compliments.
- Body language is more than half of communication!
- Deliver undivided attention, good eye contact, don't interrupt.
- Optimism and good nature are attractive.



Observing the people you like the most is often the best learning tool. You can be the example for the next person!

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HOT TOPICS 9-15-17

It's sales report time again !

**INVESTMENT PROPERTY SALES**

by various Realtors

*During the month of August 2017*



Street	Addr	Total #U	Total BR/ba	Total EstSF	LotSz	GSI actual	Sale \$
<b><u>92102</u></b>							
Imperial Av	3161-3	2	2/2	880	7010	unk	\$373,000
Guymon St	4744-6	3	5/3	1950	5000	unk	\$445,000
Cotton St	1148	2	4/2	1597	8385	unk	\$455,000
Cotton St	1028	2	4/2	1597	11,144	unk	\$465,000
Market St	2027	2	commercial	888	1325	unk	\$495,000
Island Av	2435-7	3	land		5384	unk	\$525,000
K St	3161-3	2	5/3	2016	6946	unk	\$555,000
Raven St	858-60	2	5/2	1752	6374	unk	\$599,000
27 <sup>th</sup> St	229-45	3	land		14,789	unk	\$605,000
E. Broadway	2710-4	4	6/4	2371	7473	unk	\$1,110,000
A St	2637-43	3	2/4	1786	5019	unk	\$1,120,000
Howland St	1103-17	4	8/4	2550	9957	unk	\$1,310,000
E St	2421-7	20	20/20	8352	14,000	\$222,120	\$5,150,000
<b><u>92103</u></b>							
Lewis St	121	2	2/2	1285	3648	unk	\$742,500
India St			vac land		14,185	unk	\$1,050,000
3 <sup>rd</sup> Av	4138-42	3	6/3	2426	5250	unk	\$1,110,000
5 <sup>th</sup> Av	2665	#C1	commercial	2617	unk	unk	\$1,735,000
3 <sup>rd</sup> Av	3579-85	8	0	0	5912	unk	\$2,225,000
<b><u>92104</u></b>							
35 <sup>th</sup> St	4040-2	2	3/2	1812	6246	unk	\$550,000
Utah St	3973-5	2	0	0	5602	unk	\$650,000
Swift Av	3826-30	3	7/3	2260	7095	unk	\$764,000
Mississippi St	4628-30	2	0	0	7068	unk	\$807,500
Boundary St	3416-8	2	4/2	1759	4826	unk	\$842,500
Utah St	4360	2	3/2	1837	6994	unk	\$965,000
Iowa St	4076-80	3	6/3	2061	7010	unk	\$1002,500
29 <sup>th</sup> St	3603	2	4/3	1740	5184	unk	\$1,143,000
Bancroft St	3693-5	4	4/4	2264	5908	unk	\$1,188,000
Alabama St	4053-57	5	5/5	2907	6997	unk	\$1,300,000
Wabash Av	4166	8	14/8	6360	7716	\$120,000	\$1,925,000
Idaho St	4336	6	14/12	6338	7000	\$136,224	\$2,195,000
<b><u>92116</u></b>							
Central Av	4423-7	4	land		6256	unk	\$660,000
Kansas St	4662-4	2	3/2	1292	3503	unk	\$710,000
35 <sup>th</sup> St	4393	2	3/3	1742	4505	unk	\$775,000
35 <sup>th</sup> St	4475-9	3	0	0	6252	unk	\$876,500
Monroe Av	1621	2	4/2	858	3006	unk	\$940,000



**SINGLE FAMILY HOME SALES**  
**by various Realtors**  
**During the month of August 2017:**

Street	Addr	BR/ba	ESF	LotSz	Days /MLS	Sale \$	\$/sf
<b><u>92103</u></b>							
Curlew St	3673	3/4	785	4723	21	\$565,000	\$720
Van Buren Av	1407	2/2	1496	3831	27	\$772,000	\$516
Pennsylvania Av	1032	3/2	11417	6999	unk	\$785,000	\$554
Falcon St	3931	3/2	1476	5589	80	\$850,000	\$576
Bush St	1135	3/2	1676	5476	8	\$897,000	\$535
Torrance St	1620	2/1	1327	5400	24	\$899,000	\$677
Sutter St	1308	3/2	1496	6300	47	\$915,000	\$612
Ampudia Street	4270	3/1	1250	7100	7	\$930,000	\$744
Sunset Blvd	1930	2/2	1269	3500	79	\$935,000	\$737
Glenwood Dr	1425	4/3	2366	4200	4	\$975,000	\$412
Portola Pl	3930	2/2	1508	7700	unk	\$1,027,000	\$681
Union St	3344	3/2	1848	5242	8	\$1,053,000	\$570
Sassafras St	1333	3/4	2554	9938	78	\$1,075,000	\$421
8 <sup>th</sup> Avenue	3714	4/3	2374	7000	28	\$1,110,000	\$468
Georgia St	3933	3/2	1231	7000	13	\$1,150,000	\$934
Hawk St	3315	3/3	2661	5068	15	\$1,175,000	\$442
Eagle St	4024	4/4	2528	1695	5	\$1,300,000	\$514
Sunset Blvd	2150	4/4	3026	6383	40	\$1,525,000	\$504
Plumosa Way	4427	5/4	4255	25,700	51	\$2,075,000	\$488
1007 Cypress Av	1007	unk	5422	36,154	none	\$2,500,000	\$461
Avalon Dr	4320	5/5	4510	14,700	178	\$3,295,000	\$713
Arista St	4230	7/8	11,400	15,000	2+yrs	\$5,300,000	\$465
<b><u>92104</u></b>							
Louisiana St	3777	1/1	540	3401	0	\$430,000	\$796
Polk St	3381	2/1	820	3838	1	\$460,000	\$561
Cherokee Av	4062	2/2	816	3601	1	\$500,000	\$613
Cherokee Av	3415	2/1	744	6895	unk	\$516,500	\$694
Lincoln Av	2331	2/1	720	1749	28	\$553,900	\$769
Grim Av	3404	2/2	720	2288	25	\$560,000	\$778
Whaley Av	1738	3/2	1302	1626	unk	\$575,000	\$442
36 <sup>th</sup> St	3618	2/1	1046	5673	14	\$595,000	\$569
Haller St	2541	2/2	836	11,200	28	\$595,000	\$712
Montclair St	2505	2/1	972	7500	12	\$620,000	\$638
Redwood St	2886	2/3	1448	6500	0	\$635,000	\$439
Dwight St	3257	3/2	900	2829	4	\$640,000	\$711
Bancroft St	3044	2/1	841	6556	6	\$669,000	\$795
Montclair St	2145	3/2	1068	5000	7	\$730,000	\$684



Utah St	3537	3/2	1363	unk	59	\$735,000	\$539
29 <sup>th</sup> St	3536	2/1	1417	4705	32	\$735,000	\$519
Spruce St	2923	3/3	1256	5200	76	\$739,000	\$588
33 <sup>rd</sup> St	2306	2/1	855	3500	25	\$740,000	\$866
Bancroft St	3705	3/3	1680	3815	31	\$770,000	\$458
Bancroft St	2234	2/2	1116	2900	16	\$776,500	\$696
Vancouver Av	2385	3/3	1441	8100	31	\$816,900	\$567
Spruce St	2858	3/3	1324	unk	0	\$900,000	\$680
32 <sup>nd</sup> St	2442	3/2	1235	5535	7	\$933,000	\$755
Utah St	4360	3/2	1497	6994	23	\$965,000	\$645
29 <sup>th</sup> St	3603	4/3	1740	5184	4	\$1,150,000	\$661

**92106**

Newell St	3111	2/1	952	unk	42	\$740,000	\$777
Nipoma St	2852	3/2	1330	9900	10	\$820,000	\$617
Lowell St	3411	3/3	1898	5200	42	\$837,000	\$441
Elliott St	3033	2/1	1269	5904	4	\$839,000	\$661
Jarvis st	3220	3/2	1301	5000	26	\$840,000	\$646
Historic Decatur	2143	3/3	1931	2295	31	\$925,780	\$479
Tennyson St	3420	3/2	1403	5000	9	\$935,000	\$666
Browning St	3136	3/2	1665	5006	12	\$985,000	\$592
Plum St	2304	3/2	2057	6500	16	\$1,050,000	\$510
Kingsley St	3748	4/3	2968	5250	38	\$1,065,000	\$359
Freeman St	3327	3/3	2431	5000	8	\$1,065,000	\$438
Fenelon St	2143	3/3	1931	5167	33	\$1,100,000	\$551
Liggett Dr	3826	3/2	2093	8848	24	\$1,109,000	\$530
Tarento Dr	938	3/3	2038	6870	21	\$1,170,000	\$574
Liggett Dr	4071	4/3	2812	19,796	15	\$1,336,000	\$475
Garrison Pl	1504	3/3	2380	13,600	13	\$1,442,880	\$606
Rosecrans St	702	3/3	2310	8207	34	\$1,691,000	\$732
San Elijo St	320	4/5	4601	11,244	88	\$2,125,000	\$462

**92107**

Adair St	4760	3/1	1070	5997	unk	\$607,500	\$568
Catalina Bl	1868	3/1	1179	7300	unk	\$640,000	\$543
Niagara Av	4786	2/1	836	2151	4	\$696,300	\$833
Chatsworth Bl	1886	3/2	1415	6300	50	\$755,000	\$534
Muir Av	4415	3/2	1729	7500	0	\$800,000	\$463
Coronado	4017	3/2	1376	9595	16	\$867,000	\$630
Del Mar Av	4320	2/3	1468	7000	14	\$915,000	\$623
Catalina Pl	4157	3/2	1574	8700	14	\$962,500	\$612
Santa Barbara St	1407	3/2	2426	6600	unk	\$980,000	\$404
Narragansett Av	4045	3/2	1329	8400	8	\$1,067,500	\$803
Alexandria Dr	1097	3/3	2305	8500	28	\$1,100,000	\$477
Santa Monica	4693	3/3	2244	3492	4	\$1,125,000	\$501
Granger St	4454	4/3	2250	6900	28	\$1,300,000	\$578
Amiford Dr	777	4/2	1974	9233	64	\$1,343,400	\$681
Leon St	4584	3/2	2304	6900	52	\$1,440,000	\$625
Piedmont	4397	4/5	3578	9300	12	\$1,785,000	\$499

Sunset Cliffs	1053	5/5	3708	13400	12	\$3,340,000	\$901
<b>92116</b>							
Mission Av	4620	3/1	882	3117	unk	\$540,000	\$612
Terrace Court	4010	2/1	918	5682	35	\$555,500	\$605
41 <sup>st</sup> St	4421	2/1	1146	3754	25	\$598,500	\$522
Edna Pl	3823	2/1	1000	5000	28	\$607,000	\$607
E.Mountain View	4956	2/1	792	3074	7	\$630,000	\$795
E.Mountain View	4973	2/1	1082	9247	7	\$674,995	\$624
32 <sup>nd</sup> St	4495	3/2	1148	4750	13	\$675,000	\$588
32 <sup>nd</sup> St	4494	3/2	1296	4059	7	\$720,000	\$556
Wilshire Dr	5353	3/2	1567	unk	105	\$774,000	\$494
Panorama Dr	4279	3/2	1496	4740	11	\$805,000	\$538
Vista St	4658	3/2	1542	6028	48	\$807,000	\$523
34 <sup>th</sup> St	5160	3/1	1179	23,958	9	\$820,000	\$696
Copley Av	2896	4/2	1804	7787	unk	\$1,100,000	\$610
Middlesex Dr	4129	3/3	1750	6598	15	\$1,136,000	\$649
Edgeware	4669	4/3	2150	5558	20	\$1,187,000	\$552
La Cresta Dr	3980	3/2	3645	9600	unk	\$1,225,000	\$336
Canterbury Dr	4909	4/3	2254	5126	20	\$1,365,000	\$541
Rhode Island St	4622	3/4	3163	7696	6	\$1,725,000	\$545

**\*\*IF YOU WANT STATS ON ANY PROPERTY TYPE OR AREA, JUST CALL AND LET US KNOW!**

## A LITTLE UPDATE ON THE REAL ESTATE WORLD

Millenials, who were reluctant to hamstring their freedom and buy homes, have increased their share of the market and mortgages in the last couple of years, indicating a recognition of the value of ownership.

Boomers on the other hand, historically selling off their homes and moving to less expensive areas or with family or "down" into smaller homes, are showing an increasing desire to "age in place" and spending dollars on renovations that enable them to do that. They may also be selling homes less preferred by the younger crowd if they are located in the suburbs, while Millennials and kin prefer city-close, where homes are smaller, offer walkability and public transportation.



## **IT DOESN'T MATTER WHAT'S AGAINST YOU, WHEN YOU KNOW WHAT'S WITHIN YOU!**

### NEW THEATRE IN TOWN!

When I left Manhattan and moved west, I truly thought it was the end of life as I knew it – fierce professional competition, theatre, incredibly diverse and wonderful people, tall buildings and Bloomingdales. Well, I am here and the FIRST thing that recruited my loyalty to San Diego was the theatre. NY may be brighter and more expensive, but much of their best originates



here! I have been fortunate to be connected from the outside to many of the people who make The Old Globe the phenomenal scene it is, and I am overwhelmed by the quantity as well as quality of shows offered here by big and little theatres in our own little Navy Town.

And after 6 years working with the Scripps Ranch Theatre board, I came to know a lot of the people who put on the not-so-"largessly" (OG, Playhouse) supported shows, and am very excited about the new **ROUSTABOUTS THEATRE CO.** After just less than even one year, it has been named "Best New Theatre" by San Diego Magazine, and if you treat yourself to *The Little Foxes* by Lillian Hellman beginning October 9<sup>th</sup>, you will see why. Recognized as "one of the best plays ever written", this look at family and post-Civil War conflict, is about to offer you one of the smartest presentations you can ever see.

What I love about theatre is that every show gives us an enlightenment we did not expect. Even seeing *Hello Dolly* for the 6<sup>th</sup> time in NYC, since the original Carol Channing performances, I was struck by the new and absolutely miraculous delivery from Bette Midler. And I learned new things about life and was completely thrilled.

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## ACCEPT YOURSELF, BUT ALSO BE BETTER THAN YOURSELF!

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### WHAT IS THIS "GRANNY FLAT/ACCESSORY DWELLING" STUFF?

Life hardly ever stands still and politicians are hardly ever ahead of needs. Example our horrendous San Diego streets!

They seem to be noticing in their various elected chairs that we have a housing crisis in San Diego. Well, not so much the growing upper class, but "regular" people and those less well off.

So in January the State of California legislature passed SB1069, AB2406 and AB2299 to help homeowners add rentable units to their single family residential lots.

Known by various names, "Granny Flats," "2<sup>nd</sup> units," "in-law suites," "companion units," etc, this legislation addresses a **rentable** secondary dwelling unit with complete living facilities for one or more persons, either attached to the house, detached, or repurposed from some existing space in the house.

The City meanwhile is burbling around with current regulations most specifically addressing parking regulations in order to be legal. Under the new State law, any local ordinances that do not meet the state requirements are null and void until compliant regs are adopted. Because a new compliant ordinance may be more restrictive, it is smart to convert NOW. State requirements are:

- Lot must be zoned single family with existing single family residence already on it.
- Accessory Unit may not be sold separately, but may be rented.
- Accessory Unit may not exceed 50% of existing living area with min.150 sq.ft and max 1200 sq.ft. (Local may reduce the max once a compliant ordinance is passed.
- Accessory Unit may be attached, detached or converted from within existing home.
- Development Impact Fees shall be assessed proportionately rather than on a Per Dwelling unit basis.



- Additional parking limited to one per unit or bedroom. (If garage is converted can be in existing driveway or tandem), but no additional parking required if ADU is converted from existing permitted space, or is within an Historic District, or is within ½ mile of a transit stop. (That last is easily covered within most of our metro area.)

Your best resource to explore your possibilities is your architect (call us if you need a good one) or contractor.

### SOME GOOD TIPS TO KNOW:

- People shampoo is too acidic for your pets, leaving them dry and vulnerable to bacteria and parasites, scratching and rashes.
- Coffee lovers will find their best \$ deals at Costco, Sam's, Staples.
- If you line your oven bottom with foil, it interferes with the oven's performance. Instead place a heavy-duty sheet on the rack below the one you are using.
- Struggling with the paper skins on those garlic cloves? Pull the cloves apart, put them into a glass jar, secure the lid and shake for 30 seconds. Dump out bare cloves!



### THE GREATEST SECRET OF SUCCESS

There may be people who argue, but this truth is simple and true. The best way to personal and professional success is to be your genuine self. Lots of people wait until they are older to become significantly successful, because they are still captured by the "schools" of education, parenting, and cultural input. Not that these are bad, but they seldom put the onus on the personal qualities that make individuals stand out. Fingerprints are just one indication of the uniqueness of each individual. Science doesn't have time to capture all the unique traits of every single person. But you can. Go be the BEST YOU THERE WILL EVER BE! And teach your children to do the same.

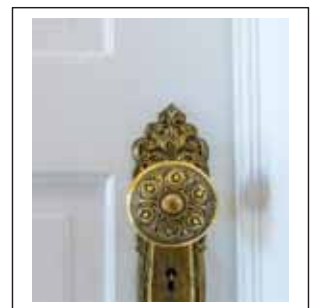


### How come plastic water bottles are okay, but plastic bags are banned?

### CHEAP AND EASY UPGRADING IDEAS:

**Hardware** on cupboards, doors, drawers, can be a very distinguishing upgrade. Consider whether your handles and hinges might be in need of renewal.

**Front doors are your face.** Fresh paint, bold color can be great, moldings, plants, fresh house numbers, clean walkways/ stairs.



**CARLSON AND OLLIS** 619 -786-0210 [us@carlsonandollis.com](mailto:us@carlsonandollis.com)  
 rings on both phones emails both agents

**WOODS REAL ESTATE SERVICES, 930 W. Washington #1, SD 92103**

Steve Carlson + Ginny Ollis  
 CalBRE 01455190 + 00642373





**HELPING PEOPLE BE BETTER HOMEOWNERS,  
AS WELL AS SELLERS AND BUYERS.**

**FAVORITE LISTINGS:**



4569 HAMILTON#4  
UNIVERSITY HTS  
2BR 2ba 770sf, top  
Floor, vaulted ceil'g,  
TWO balconies, side  
by side laundry in  
unit, THREE parking  
1 priv.gar+2 spaces  
\$400,000 (\$237HOF)



4320 TRIAS ST.  
MISSION HILLS  
6BR 5ba 3501sf,  
50x150' deep lot !  
fab neighbors,  
modern kitchen,  
fabulous neighbors,  
light and flex plan,  
\$1,649,000

4021 BANDINI ST  
MISSION HILLS  
3BR 3½ba 4417sf,  
Fant.views/city+har-  
bor, open contempor-  
ary by renowned  
architect, Henry  
Hester, high style,  
\$2,700,000



4410-12 MARYLAND  
UNIVERSITY HEIGHTS  
3 units: 3BR 2ba  
1311sf, 2BR 1ba 756  
sf, 1BR 1ba 460sf,  
3 garages, 2 rented,  
1 owner occupied,  
desirable location and  
mix \$1,295,000.

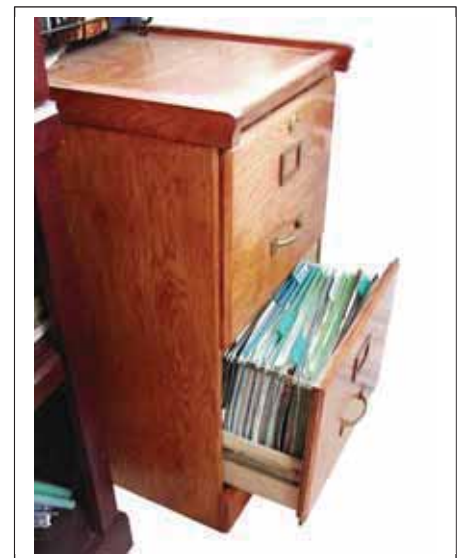


**YOU CAN SKIP THIS IF YOU ARE NOT, OR NEVER  
PLAN TO BE A PROPERTY OWNER!**

**RECORDS.** If you are ever going to be a seller, or a taxpayer, or a plaintiff in a justified lawsuit, you want evidence.

**SELLER:**

- You will need all your disclosure and inspection records from your purchase to provide to any contracted buyer within at least 5 years, 10 is better from your purchase. This is information that may not have been reliable, but it was what you were provided, support for your future decisions. You will want to make notes on any improvements or corrections done since, of course.
- You will want names, contact information, and better would be copies of all bids and invoices for any work done on your home subsequent to purchase. Amazing how often "trustworthy" contractors are not, or you need to call them to verify question from your buyer, or ....they were so excellent you would like to give them more work, but in the chaos of life you can't remember. These are EXCELLENT DISCLOSURE ITEMS. California is not only a highly litigious state, but every day the legislature thinks more pages will protect their constituents.



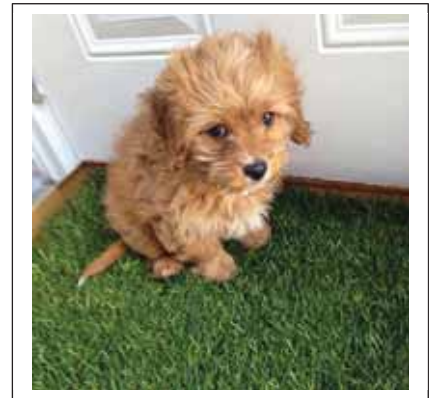
- On your home improvement costs will be deductions from your capital gains. On investment properties they will be tax write offs in the year performed.
- With best wishes that you never need to be a plaintiff, but besides having a tiger attorney on your team, you will need documentation. In a way, it also makes you look like a “responsible” party who certainly could not be the bad guy.
- WHEN IT DOUBT, PUT IT IN THE FILE!

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## INVENTIONS I WOULD LIKE TO SEE

OK, if I had the skills, I would invent these and become a millionairess:

- Puppy Potty. More and more people live in very confined areas, where Spot cannot just run out the door when the need calls. I envision a shower pan type of accoutrement with a little step pedal that would open the drain cover momentarily and flush water out from the sides. My dog could learn to do this!
- Tooth drops. We have cough drops, why not similar little drops created by dental experts that will clean, medicate and/or antibacterialize the inside of our mouth during the day!
- Husband chips. Okay, wives too. Children in teen years. This can't be too hard.
- Helium air lifts. As we pass through our 30's, there are parts of the body that succumb to gravity. And sometimes lack of exercise and overeating. My idea is to have little helium ports, like medical ports that are installed on bodies for various medications. I can think of at least two places where the rise would be much more flattering than the drop being experienced!




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[I want to be like a caterpillar. Eat a lot. Sleep for a while. Wake up beautiful.](#)

## USING TECH TO IMPROVE YOUR HOME AND ITS VALUE –

You can save cash and time by doing a little upgrading to the technology in your home. If you have your lights and temperature on timer controls, and/or on your mobile devices in case you forget, you can save significant dollars having them adjust to your schedule without coming home in the dark or to too hot or too cold.



Everyone knows solar can save you thousands of dollars a year, even in our temperate zones, and they hesitate because it is a big purchase, and they don't have enough information or trust in the “overselling” people they talk to. And today I find many people more afraid to spend time than money! Frankly, working the 70+ hours a week I do, I totally understand that. But, although they are gadgets and “fun”, meaning things we don't think we should spend on or are too gimmicky, Amazon Echo and Alexa really can save you time and money by being

your own personal assistants...from answering questions to giving you reminders, taking messages, and so forth.

And finally, as security at our homes is a bigger concern for many, there are lots of answers, and again, many are manageable even from "out" locations. You can set or cancel your alarm system from your mobile phone. There are small devices that will take photographs of your home's (or office!) interior, even some that are motion sensitive so it doesn't run all day and bore you. These can be great reliefs for elderly parents wanting to age in place.

You are right. Keeping up is a huge challenge for those of us with full schedules and no tech background. But there are experts all around us. Yes, your teenage child or neighbor may be a good start. And a company that is reliable and reasonable and recommended by its users is always a smart consult! Savvy clients of ours have been happy with Vivint, and Home Depot advertises these services. I know. You don't need something else on your plate, but getting on board with smart technology today may SAVE you time and money AND make your home more valuable!

Now if I could only remember to charge my portable phone charger and put it in my purse, so when my phone wears down at 1pm, I can re-power it up!

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### **CLEVER LITTLE DEVICE**

A one-time cost of \$29 or less can provide you a coin-sized tracker for your car, pet, bike, child, backpack, etc. and there are no monthly fees. It will cost a new battery every year.

The TRACKERR takes a couple of minutes to pair with your mobile phone, then put the device where you choose, then open the phone app to see where the device is located. When you need to, you can simply select "find device" to get the coordinates of the last known location. Aha! Lost your phone? Push the button on your TrackR device to ring your phone! Two-way service. [TheTrackr.com](http://TheTrackr.com).



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### **AND ANOTHER. . .**



Who can keep up? Having breakfast with a friend I have not seen for several years and who is on page 1 of my favorites list, I learned about THINOPTICS. If you need occasional reading glasses but not a prescription, instead of buying those magnifying glasses at the pharmacy or such, this is a little nose-perch eyeglass you keep in a small pouch that sticks to the back of your phone or some other equally clever place, and you pick up the menu, grab your optical aid, read, give your order and stick them back!

Really terrific. It is lots of places include online at [THINOPTICS.COM](http://THINOPTICS.COM). Photo is from FRYs at \$8.99.

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## TWO PIECES OF UNKNOWN INFORMATION YOU MAY FIND

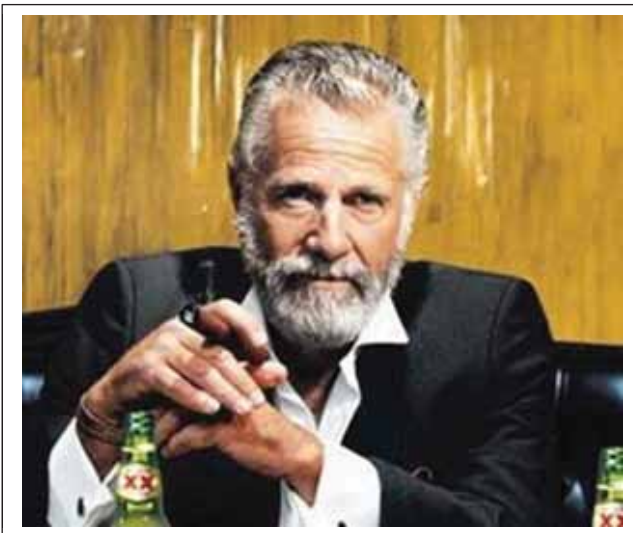
### INTERESTING:

1. Those little square tags on the ends of the loaves of bread you buy have different colors. The blue tag tells the store it was delivered to them on Monday. The green tag reports delivery to the store on Tuesday. Skip Wednesday. Thursday is red, Friday is white, and Saturday is yellow. Now you can make YOUR selections a little easier!
2. You may not have noticed, but on your dashboard where the gauge tells you how much gas you have in the tank, there is a little gas tank symbol, and to the left or right side of the gas tank symbol is a Arrow. That arrow is meant to tell you that the gas tank fill access is on the right or left side of your car, whichever way your arrow faces. Really helpful in your next rental car!



## WHAT IS SAID ABOUT THE DOS EQUIS "MOST INTERESTING MAN IN THE WORLD" ?

●His charm is so contagious, vaccines have been created for it. ●He is the only man to ever ace the Rorschach Test. ●He lives vicariously through himself. ●His 10 gallon hat holds 20 gallons. ●He is the life of the party at parties he has never attended. ●He had an awkward moment once to see what it felt like. ●He doesn't always contradict himself, but when he does, he doesn't. ●He can speak French in Russian.



THE BEST COMMERCIALS ARE THE ONES THAT MAKE US SMILE....

AND THIS MAY ALSO BE TRUE ABOUT SOME OF OUR BEST PEOPLE. Everyone Has something to regret or rue, but having a smile gives us strength to move forward!

SO A COUPLE MORE SMILES:

- I thought the dryer shrank my clothes. Turns out it was the refrigerator.
- I am starting to think I will never be old enough to know better!

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