

industry announcements

Home prices lower in March

The Pacific Southwest Association of Realtors (PSAR), a real estate trade association for San Diego-area realtors, reports the median price of an existing, single-family detached home was \$623,800 in March 2019, which was 0.02 percent lower than the \$625,000 figure in February 2019 and 0.3 percent lower than the \$625,400 figure for March 2018. According to a report from the California Association of Realtors (CAR), the statewide median home price rose 5.9 percent to \$565,880 in March 2019 from \$534,140 in February 2019 and was up 0.2 percent from a revised \$564,820 in March 2018. For additional housing market statistics, visit www.psar.org.

The Blumenfeld Group in Berkshire Hathaway HomeServices California Properties'

San Diego Central Office Earns National, Local Sales Awards for 2018

Sales awards keep stacking up for the Blumenfeld Group, a high-achieving

six-agent team in Berkshire Hathaway HomeServices California Properties' San Diego Central office. Led by veteran agent, Joel Blumenfeld, the team placed in the following categories for 2018:

- Five-Year Legend status, reserved for those whose sales placed them among the top 2 percent or better, for the fifth time in their career, among the nearly 50,000 Berkshire Hathaway HomeServices agents in the U.S. and abroad
- Chairman Circle Diamond for the third year in a row, confirming their sales were among the top one-half of 1 percent of those agents
- No. 1 in sales volume in the San Diego Central office
- No. 1 in number of transactions in the San Diego Central office



Joel Blumenfeld

- No. 4 in number of homes sold among all Berkshire Hathaway HomeServices California Properties agents in San Diego County

Willis Allen Real Estate's Metro Office Adds Realtor Brianne Butler

The Metro branch office of Willis Allen Real Estate welcomes Realtor Brianne Butler to its ranks. Prior to entering the real estate field more than a decade ago, Butler was an architectural interior designer. She says it was a natural progression from architectural design to real estate. "I helped buyers build their vision or see opportunities they couldn't imagine," explains Butler of her experience with interior design. "At Willis Allen, I use my knowledge to help clients envision potential, increase property value, and save time and money." Butler adds that because of her knowledge, she can identify unique home features and envision potential shifts in spatial design without having to outsource the services to an interior designer



Brianne Butler

Realtors impacting granny flats laws

The Pacific Southwest Association of Realtors (PSAR) recently provided input to the La Mesa City Council and San Diego County Board of Supervisors about Accessory Dwelling Units (ADUs), commonly referred to as "granny flats." PSAR is in support of property owners expanding the use of their property as a way to address the region's housing supply and affordability crisis. "When crafting La Mesa's recent revisions to our ADU policy, I was grateful to receive input from PSAR," said Colin Parent, La Mesa City Council vice mayor. "The members at PSAR have direct experience helping current and future homeowners think through how accessory units can benefit their family's finances. Their first-hand knowledge helped the Council adopt

workable, common sense solutions that will serve well La Mesa homeowners."

Wendy Tait and Gayle Lane in Berkshire Hathaway HomeServices California Properties'

Rancho Santa Fe-Fairbanks Ranch Office Are on a 16-Year Winning Streak

Wendy Tait and Gayle Lane, superstar real



Jerre Walker

estate agents in Berkshire Hathaway HomeServices California Properties' Rancho Santa Fe-Fairbanks Ranch office, have just achieved their 16th straight year of residential sales awards at the national and international levels.

Wendy and Gayle cinched two top honors in 2018 within the Berkshire Hathaway HomeServices network of nearly 50,000 agents in the U.S. and abroad:

- Chairman Circle Gold, confirming their sales were among the network's top 2 percent for sales volume
- Five-Year Legend status, reserved for those whose sales placed them among the top 2 percent or better for the fifth time in their career

In addition, the residential real estate veterans finished 2018 at No. 2 for sales volume among all agents in the Rancho Santa Fe-Fairbanks Ranch office.

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Judson Real Estate Welcomes Carol Trevisan!

Lynn Judson, President of Judson Real Estate, is pleased to welcome Carol Trevisan to the fantastic team of Escondido based real estate agents! Born and raised in Escondido, Carol is passionate and knowledgeable about the community



Carol Trevisan

she grew up in. As a Marketing Representative in Real Estate, she moved to Hawaii before moving back to pursue her goal of becoming an agent. Carol loves working with first time home buyers, flippers, as well as buyers and sellers who

are more advanced. Carol is attentive and service oriented, making her a great agent for buyers and sellers alike!

Judson real Estate Welcomes Jerre Walker!

Lynn Judson, President of Judson Real Estate, is pleased to welcome Jerre Walker to the outstanding team of Escondido based real estate agents! Before becoming a successful Realtor and Property Manager, Jerre had a career in the legal field and her experience working in the courtroom environment is evident in her dedication and attention to detail.



Jerre Walker

As a long-time North County resident, she has maintained her strong ties to the community and fosters community relationships through her experience and growth.

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