



The UC Life

NOVEMBER 2020
UNIVERSITY CITY



Free Pie Inside!

RYAN AHEARN

TEAM LEAD/REALTOR™ | DRE# 01878842



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[EveryHomeSanDiego.com](https://www.EveryHomeSanDiego.com)

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YOUR UNIVERSITY CITY REAL ESTATE EXPERTS



RYAN AHEARN

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Dear UC friends, family & neighbors,

Over the years, Ahearn Team Real Estate has established its presence in University City, not just as your neighborhood realtors but also as members of this valued community. We enjoy taking an active role in the neighborhood and having the opportunity to give back where we can. We have met so many people through door knocking, Open House Events, Bounce into Spring and the Ahearn Team Pie Giveaway, just to name a few. When people say "Live, Work, Play" this neighborhood has become the epitome of just that for us.

We're going to be sending out these monthly magazines and hope that you will find them of value. Not only will we be providing the current market updates in our neighborhood but we will also include the "Pet of the Month" which will feature one of the neighborhood pets in UC and you may also find some of our favorite recipe ideas and upcoming events and community updates.

We hope that you will reach out to us for any of your real estate needs, if you want to just talk about the market or any neighborhood happenings. We hope to hear from you soon!

Sincerely,
Ryan Ahearn



September 2019 vs September 2020

Single Family



New Listings
16 vs 11

Pending Sales
10 vs 11



Median Sales Price
\$885,000 vs \$1,071,000

Percent of Original List Price Received
96.0% vs 98.3%



Days on Market Until Sale
33 vs 18

Months Supply of Inventory
1.9 vs 0.9



Closed Sales
13 vs 10

Inventory of Homes for Sale
21 vs 10

Townhouse-Condo



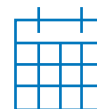
New Listings
28 vs 30

Pending Sales
23 vs 32



Median Sales Price
\$530,000 vs \$517,500

Percent of Original List Price Received
97.3% vs 99.1%



Days on Market Until Sale
27 vs 17

Months Supply of Inventory
1.7 vs 2.3



Closed Sales
23 vs 21

Inventory of Homes for Sale
35 vs 45

Current as of October 5, 2020. All data from the San Diego MLS.

\$1,125,000

Sold Over List Price!

4194 COMBE WAY
4 BEDROOMS | 3 BATHS | 2,200 SQ FT



JUST SOLD



RYAN AHEARN



CLAUDIA CENCELLI

Stunning 4 bedroom 3 bathroom single story home with spacious entertainer's backyard on quiet cul-de-sac in desirable University City! This unique home offers separate family room, bed & bath with private entry perfect for guests, extended family or rental. Open & bright floor plan features: wide plank flooring, neutral color palette, dual pane windows, brick fireplace, master retreat with walk-in closet, updated baths, ceiling fans & abundant storage. Perfectly manicured yard with spacious deck & fire pit! Close to schools!



OUR SERVICES

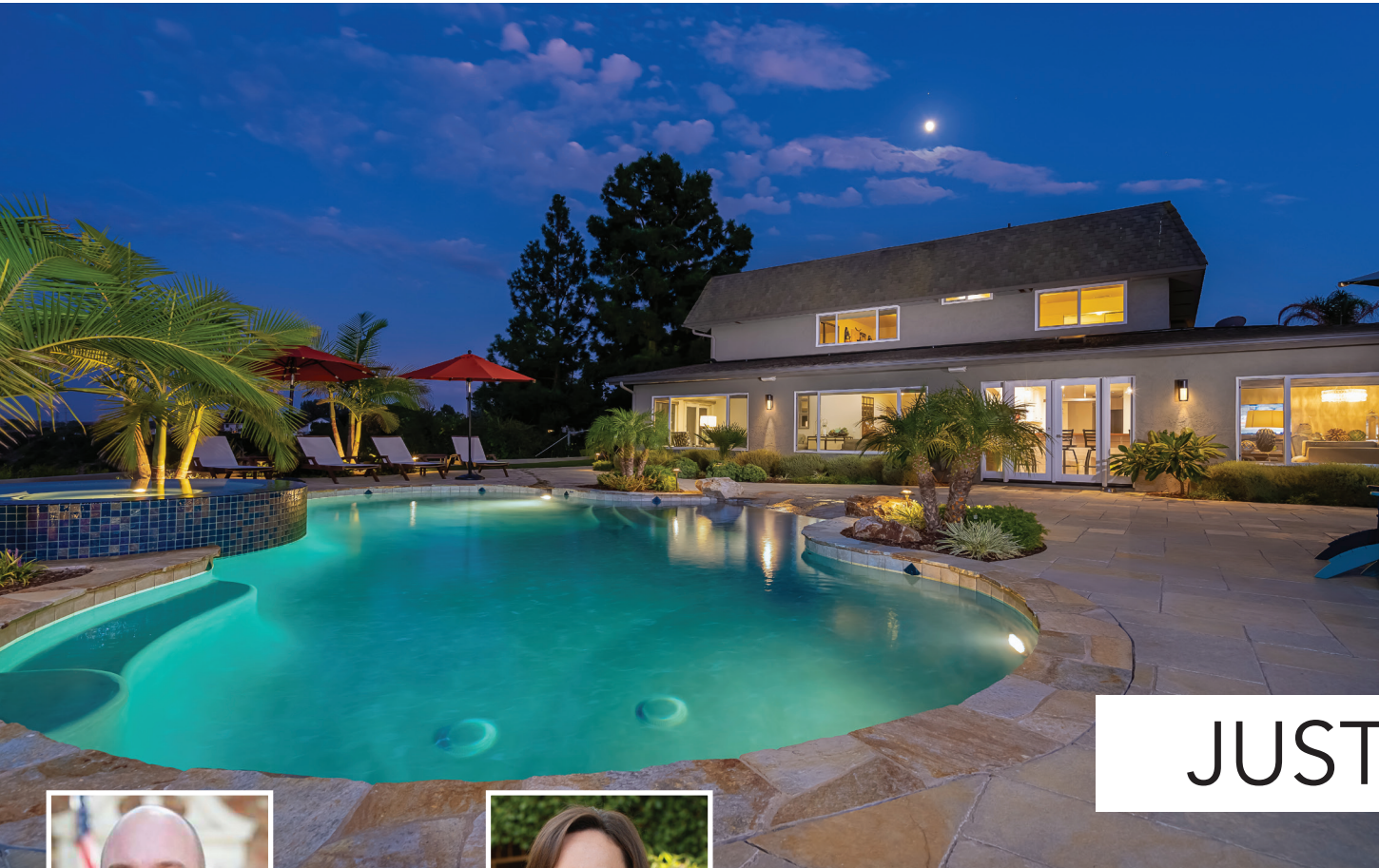
Apart from helping buyers find their perfect home at the best possible price and sellers sell their homes at the highest possible price, (through our proven marketing strategies to a massive audience which includes print media, social and electronic media, cold calling, networking, door knocking and open houses, just to name a few) we keep our clients up to date on price changes, current inventory levels in their areas of interest and real estate market trends. We will also arrange the following services for you:

- **3D Matterport Tours**
- **Drone Tours**
- **Estate Sales**
- **Haul Away Services**
- **Moving Companies**
- **Vehicle shipping door to door paperwork**
- **Administration**
- **Escrow & Notary Services**
- **Relocation Assistance**
- **Access to our preferred list of vendors including electricians, plumbers, roofers, termite, painters, gardeners, lenders, handymen, general contractors, appraisers, home inspectors**
- **Staging**
- **Professional Photography**
- **Cleaning Services**
- **Free Home Valuations**
- **Listings Featured in *Market Expert Magazine***

The Ahearn Team utilizes our extensive knowledge of the real estate market along with our determination, reliable communication and community relationships to provide a superior level of service for our clients. Don't settle for any agent. Let the Ahearn team make your next sale or purchase as easy as possible. We look forward to working with you or anyone else you believe may benefit from our services.



4 4 4 4 C A M R O S E A V E



\$1,925,000

4 BEDROOMS

3.5 BATHS

3,834 SQ FT

JUST SOLD



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Exquisite backyard oasis with sparkling salt water pool, outdoor kitchen & fire pit on canyon view lot! Experience the best in San Diego living with this spacious 4 bedroom, 2 bonus room, 3.5 bath home on 0.48 acres that brings outdoors in! Open & bright floor plan with expansive windows, wood floors, chef's kitchen with oversized gas range, Thermador appliances, wine fridge, teak bar, owned solar, 1st floor bed & full bath, media room with modern fireplace, surround sound and palatial master retreat.

Meticulous attention to detail & design!

Extensively remodeled backyard with Italian stone tile throughout, turf, & custom lighting, lush landscaping, gas fire pit, large outdoor kitchen & pergola includes top of the line appliances from Perch – Evo cooktop grill, smoker/BBQ, Perlick double drawer fridge, ice machine, storage sink, bar seating all while enjoying views of the UC skyline!

Highest Sale in the History of UC!



UNIVERSITY CITY Pet of the Month



Meet Zachary!
11 Year Old Poodle



Likes:

- Long Walks
- Lounging all over the Furniture
- Vigorous Rub Downs
- The Occasional Game of Catch

Dislikes:

- Strenuous Exercise
- The Lack of Variety in his Diet
- The Neighborhood Cats

Neighbors and Friends, if you would like your pet to be featured in a future issue, please send a high resolution photo or 2 of your pet along with name, age, breed & description of your pets likes/dislikes/fun facts etc
Please send to Sierra@AhearnTeam.com.
Look forward to meeting your pets!

Ultimate Staycation Home!

JUST SOLD



7264
STEINBECK
AVE

4 BEDROOMS

2 BATHS

1,680 SQ FT

\$1.06M

SOLD BY:

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University City Listings

RESIDENTIAL - Active

Num	Style	Address	Bed	Bath	Sq Ft	Listing Price
1	ATT	6330 Genesee Ave #106	1	1	578	\$244,800
2	DET	7221 Teasdale Ave	3	2	1,684	\$921,000-\$959,000
3	DET	7255 Enders Ave	3	3	1,476	\$977,000
4	DET	6678 Edmonton Ave	4	3	2,322	\$1,199,000

RESIDENTIAL - Pending

Num	Style	Address	Bed	Bath	Sq Ft	Listing Price
1	ATT	6330 Genesee Ave #316	2	2	816	\$349,900
2	ATT	6194 Agee St #64	2	2	956	\$425,000
3	MNFMH	6186 Agee St 264	2	2	956	\$450,000
4	DET	4238 Governor Dr	3	2	1,672	\$850,000
5	DET	4670 Robbins St	3	2	1,254	\$890,000
6	DET	4744 Pauling Ave	3	2	1,356	\$899,000-\$925,000
7	DET	3748 Governor Dr	3	2	1,064	\$959,900
8	DET	6165 Radcliffe Dr	4	3	2,160	\$1,095,000
9	DET	2867 Angell Ave	3	2	1,450	\$1,099,000
10	DET	4194 Combe Way	4	3	1,942	\$1,099,000
11	DET	3416 Stadium Pl	4	2	1,729	\$1,099,000
12	DET	6880 Condon Dr	5	3	2,464	\$1,100,000
13	DET	2763 Curie Pl	4	3	2,306	\$1,195,000
14	DET	5706 Stadium St	3	2	2,261	\$1,149,000-\$1,199,000
15	DET	2707 San Clemente Ter	4	2	1,947	\$1,250,000
16	DET	6108 Cozzens St	5	3	2,205	\$1,294,900
17	DET	4370 Huggins St	6	4	3,279	\$1,375,000
18	DET	5826 Renault Way	4	3	2,463	\$1,389,000
19	DET	4444 Camrose Ave	4	4	3,834	\$1,975,000

RESIDENTIAL - Sold

Num	Style	Address	Bed	Bath	Sq Ft	Sold Price
1	ATT	6198 Agee St #67	1	1	692	\$345,000
2	ATT	6174 Agee St #74	1	1	692	\$338,000
3	ATT	6330 Genesee Ave #112	2	2	816	\$350,000
4	TOWNH	6140 Caminito Baeza	1	2	914	\$376,000
5	ATT	6216 Caminito Carrena	1	2	914	\$400,000
6	DET	2922 Renault St	4	2	1,500	\$915,000
7	DET	6241 Lakewood St	5	2	1,710	\$950,000
8	DET	7158 Werner St	7	4	2,921	\$1,050,000
9	DET	7096 Dennison Street	4	3	1,794	\$1,225,000
10	DET	7264 Steinbeck Ave	4	2	1,680	\$1,060,000
11	DET	3428 Tony Dr	4	3	2,680	\$1,330,000



Ahearn Team

Featured Recipe of the Month



TURKEY CHILI

Nothing says Fall to me quite like a warm bowl of chili. A great thing about this turkey chili recipe is it's healthy while also packed with protein & flavor! And if you're busy like me, I love the option to throw it in the slow cooker. It's the best way to get a meal prepared for your family letting it simmer all day while you're gone. I love coming home to all the delicious aromas and dinner is served! Hope you enjoy this recipe as much as we do!

- Sierra



PREP TIME 10 MINUTES | COOK TIME 45 MINUTES
TOTAL TIME 55 MINUTES | SERVES 6

Ingredients:

- 2 teaspoons olive oil
- 1 yellow onion, chopped
- 3 garlic cloves, minced
- 1 medium red bell pepper, chopped
- 1 pound extra lean ground turkey or chicken (99%) - [you may also want to use ground beef here I just prefer to use turkey to keep things a little healthier](#)
- 2 tablespoons chili powder - [this can be increased if you prefer a little more spice](#)
- 2 teaspoons ground cumin
- 1 teaspoon dried oregano
- 1/4 teaspoon cayenne pepper
- 1/2 teaspoon salt, plus more to taste
- 1 (28-ounce) can diced tomatoes or crushed tomatoes - [with the diced or crushed tomatoes I sometimes like to use the ones that include peppers/chilis for a little more spice or the ones that include garlic, it helps add a little more flavor and can eliminate the step above of adding garlic separately](#)
- 1 1/4 cups chicken broth
- 2 (15 oz) cans dark red kidney beans, rinsed and drained- [I always like to add a variety of beans so I might opt for white kidney beans or black beans as well](#)
- 1 (15 oz) can sweet corn, rinsed and drained - [I consider this optional but is always a nice addition to the chili](#)
- Other additions I might consider: zucchini or various squash varieties particularly butternut squash, especially for Fall gives the chili something extra

*The thing I love about chili is all the topping options.
Consider: cheese, avocado, tortilla or corn chips,
green onions, cilantro, sour cream, salsa, hot sauce*

Instructions:

Place oil in a large pot and place over medium high heat. Add in onion, garlic and red pepper and saute for 5-7 minutes, stirring frequently.

Add in ground turkey and break up the meat; cooking until no longer pink. Next add in chili powder, cumin, oregano, cayenne pepper and salt; stir for about 20 seconds.

Next add in tomatoes, chicken broth, kidney beans and corn. Bring to a boil, then reduce heat and simmer for 30-45 minutes or until chili thickens and flavors come together. Taste and adjust seasonings and salt as necessary.

Garnish with anything you'd like. Makes 6 servings, about 1 1/2 cups each.

To make this recipe in the slow cooker: Reduce the chicken broth to 1/2 cup and brown the turkey and onions before adding to the slow cooker. Cook it on high for 3-4 hours or on low for 6-7 hours. This is an awesome tailgating or party recipe!

Servings: 6 servings Serving size: 1 Calories: 336kcal Fat: 3.7g Carbohydrates: 46.7g Fiber: 17.4g Sugar: 9.5g Protein: 31.8g





PRE LIST

Professional cleaners deep clean the entire house. Professional photographer will shoot the house twice. One around noon and a twilight shoot around 6pm.

DAY 1

List on Multiple Listing Service. Just listed invitation sent out. No lockbox. No private showings. First showings during "Launch Open House (LOH)". Social media videos inviting to LOH. Boost video for 3 days. Advertise on over 400 websites worldwide. Email blast to all agents in the area. Email and text blast to entire database.

DAY 2

Morning door knock with flyers inviting neighborhood to open house. 75 doors per team member (2 team members).

DAY 3

Morning door knock with flyers inviting neighborhood to open house. 75 doors per team member. Reduce price on MLS by \$100. Send out Slybroadcasting.

DAY 4

Social media video reminder of LOH, boosted all day. Launch Open House for 1-2 hours after lunch with live music (depending on the property) and food truck. Twilight soiree if applicable. 40-160 people. Only 1-2 hours because we want everyone there at the same time.

DAY 5

Second showings and LOH overflow. (Scheduling them all at the same time.)

DAY 6

Follow up with all showings.

DAY 7

Meet to discuss results and/or present offers/write counter offers. Move on to Phase 2!

**This plan has been modified due to the safety precautions required with Covid-19.*

5th Annual Pie Giveaway

When: Tuesday November 24th

Time: 3:00PM – 5:30PM

Where: Standley Park

3585 Governor Dr University City



We're quickly approaching the end of the year. While 2020 has been anything but ordinary, there is one thing you can count on, the annual Ahearn Team Pie Giveaway!

Come see us and receive your FREE pie!

Quantities Limited.

Please contact us with any questions.

Necessary precautions due to Covid-19 being taken to host a safe event.





CALL US TODAY
TO HAVE YOUR HOME FEATURED
IN **NEXT MONTH'S MAGAZINE!**

858 886 9845



RYAN 619 540 2634



SIERRA 619 933 3208



CLAUDIA 858 401 9095

**"It is our privilege to represent
University City as your community
real estate experts."**



I worked with Sierra and the Ahearn Team and they did an amazing job. Home buying can be stressful but Sierra made it smooth and painless. Highly recommend.

ANTHONY MAGANA | SEPTEMBER 2020

Claudia and her support team did a very fine job!

GARY REINWAND | MAY 2020

Excellent agents and staff, well executed marketing, thorough and effective use of social media. Extremely professional. Highly recommended.

TERRI THOMAS | MAY 2020

Great Team! Kept us abreast of the sales plan, provided great advice and showed our house to its potential. Thank You Claudia, Sierra and Ryan!

RAY ERICKSON | APRIL 2020

In a challenging time to sell a home and move to a different city, Ahearn was a great help. Starting with a clear understanding of the contract to an excellent open house to helping getting the house sold, the team was always there to guide the process. Claudia, Sierra and Ryan were a pleasure to work with moving things along when difficult decisions needed to be made. I was especially thankful for the extra help in selling items before moving, keeping us on track for the move we were about to make and pushing a little harder to make things happen with caronavirus looming to slow everything down. We were always comfortable with the team's high degree of professionalism, and genuine caring.

DALE MCGINTY | APRIL 2020



MARKET EXPERT

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