

2020 Point Loma Home Sales

Volume 8

1928

2020



Celebrating
15 Years



Hindsight's 2020



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Point Loma Real Estate performed and delivered record breaking results, even with the global pandemic COVID-19. This was attributable to the Fed's massive quantitative easing, allowing mortgage rates to maintain their record low levels.



Contemporaneously, the years 2020-2024 have the best housing demographic patch ever recorded in history, supported by 72.1 Million Millennials. Think of this patch as a healthy supply of steady, stable, replacement move up demand.

This One / Two Punch 🥊 of continued low rates and an overwhelming demographic buyer patch combined with a freshly released just under a Trillion Dollar 💰 Disaster Relief Stimulus Package, 2 Federal approved Vaccines, 🩺 folks downsizing, all cash and investment buyers, work from home, school from home, exodus out of downtown high rises, have and will continue to contribute and deliver Top-of-the-Market Values with plenty of healthy stable demand as we progress through 2021.

At some point in 2021 Mortgage Rates will rise as more sectors of the economy recover fully, we aren't there yet.



If selling in 2021 🏠 is something you are seriously contemplating, the ebb and flow of buyers should follow the traditional seasonality of pending sales velocity/demand, kicking off right after the Super Bowl and peaking in May. Know that current Point Loma values are at all time high levels and if priced correctly at Fair Market Value, within 60 Days from the time you decide to sell, the Net Proceeds from your sale will be in your bank account, no If's, And's, or But's.

The caveat is: you still have to be realistic as to fair market value. Many sellers have a very difficult time being objective detaching themselves from the emotion of life, and memories they accumulate in their homes.

If selling is not on the radar 📡 for 2021, you will continue to enjoy arguably the best climate within San Diego, the state of California, the USA, or the World for that matter, with effortless access to the Airport, ✈ Downtown, Sailing, ⛵ Surfing, 🌊 & Major Freeways while 🌴 enjoying sandstone solid single digit appreciation greater than the rate of inflation in 2021.

Wishing you & yours a Safe, Healthy, and Prosperous 2021.

- Robert





2020 • La Playa From Above

2020 La Playa
AVG PRICE / SQ FT

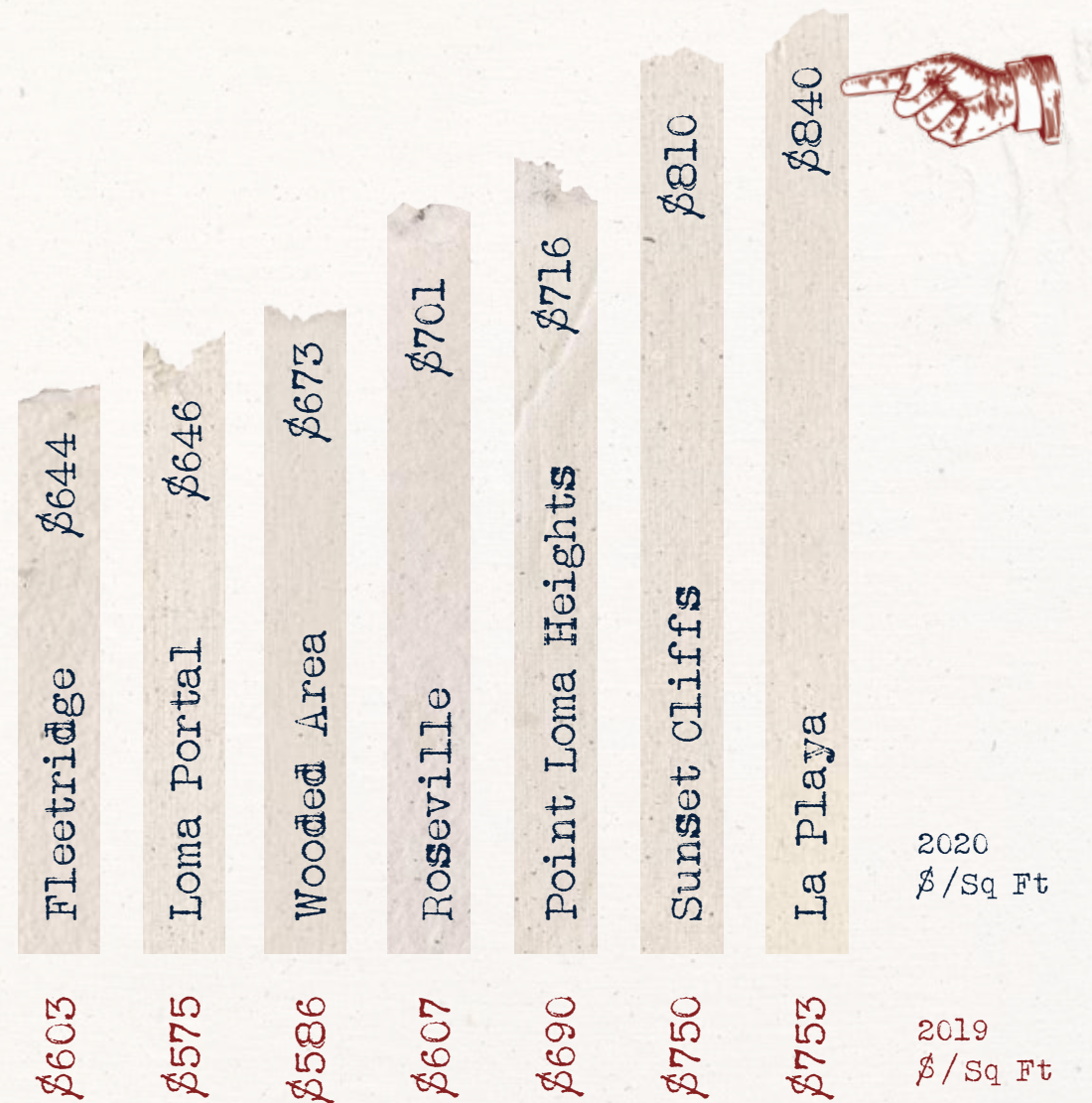
\$840

2019 La Playa
AVG PRICE / SQ FT

\$753

% Increase
YEAR-OVER-YEAR

+12%



2020 • La Playa Statistics



#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
1	952 Rosecrans	5	3	2,872	\$1,150,000	\$400	6	1913
2	936 Armada Ter	4	3	1,768	\$1,244,000	\$704	6	1974
3	340 Rosecrans St	4	2	1,908	\$1,365,000	\$715	9	1940
4	3426 John	3	3	2,004	\$1,400,000	\$699	7	1969
5	3029 Nichols St	5	4	3,248	\$1,765,000	\$543	38	1970
6	859 Bangor St	2	2	1,950	\$1,886,793	\$968	17	1978
7	2930 McCall St	3	3	2,030	\$1,960,000	\$966	5	1928
8	419 La Crescentia Dr	3	3	2,281	\$1,975,000	\$866	124	1949
9	1006 Evergreen	4	5	3,170	\$2,050,000	\$647	16	2019
10	3190 Jenkins	5	4	4,557	\$2,225,000	\$488	5	2004
11	1014 Evergreen	4	5	3,170	\$2,250,000	\$710	61	2019
12	1010 Evergreen	4	5	3,170	\$2,250,000	\$710	14	2019
13	857 Rosecrans St	3	3	2,812	\$2,370,000	\$843	23	1939
14	876 Armada Ter	4	5	3,039	\$2,395,000	\$788	5	2000
15	3120 Rogers St	5	4	4,124	\$2,435,000	\$590	0	1949
16	419 San Remo Way	5	4	2,883	\$2,476,000	\$859	6	1951
17	701 Bangor St	3	2	2,169	\$2,500,000	\$1,153	4	1955
18	419 San Remo Way	4	4	2,883	\$2,624,000	\$910	8	1951
19	991 Scott St	4	4	2,406	\$2,750,000	\$1,143	77	1979
20	755 Rosecrans St	4	3	2,452	\$2,980,000	\$1,215	1	1957
21	3128 Kellogg St	6	6	4,473	\$3,138,000	\$702	69	2007
22	3333 Kellogg Way	4	5	3,034	\$3,500,000	\$1,154	1	1950
23	615 San Geronio St	5	6	3,308	\$4,200,000	\$1,270	68	1932
24	774 Armada Ter	5	7	4,337	\$4,275,000	\$986	159	1939
25	873 San Antonio Pl	6	5	4,815	\$4,550,000	\$945	24	1946
26	595 San Antonio Ave	5	7	6,186	\$5,450,000	\$881	0	1980
27	701 Gage Dr	7	9	11,925	\$9,800,000	\$822	60	1991
AVERAGES		4	4	3,443	\$2,850,511	\$840	30	1967

2020 La Playa

YEAR OVER YEAR REVIEW
2019/2020



+93%

Single Family Homes Sold

27 total transactions from 14



+120%

\$ Highest Priced Home

Sold at \$9,800,000 from \$4,460,000



-21%

\$ Lowest Priced Home

Sold at \$1,150,000 from \$1,460,000



-3%

\$ Median Home Value

\$2,395,000 from \$2,475,000



+126%

\$ Total Market Volume

\$76,963,000 from \$34,259,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M	TOTAL\$
2020	27	\$1,150,000	\$2,395,000	\$9,800,000	0	8	12	7	\$77M
2019	14	\$1,460,000	\$2,475,000	\$4,460,000	0	6	5	3	\$34M
	+93%	-21%	-3%	+120%	--	+33%	+140%	+133%	+126%



2020 • Sunset Cliffs From Above

2020 Sunset Cliffs

AVG PRICE / SQ FT

\$810

2019 Sunset Cliffs

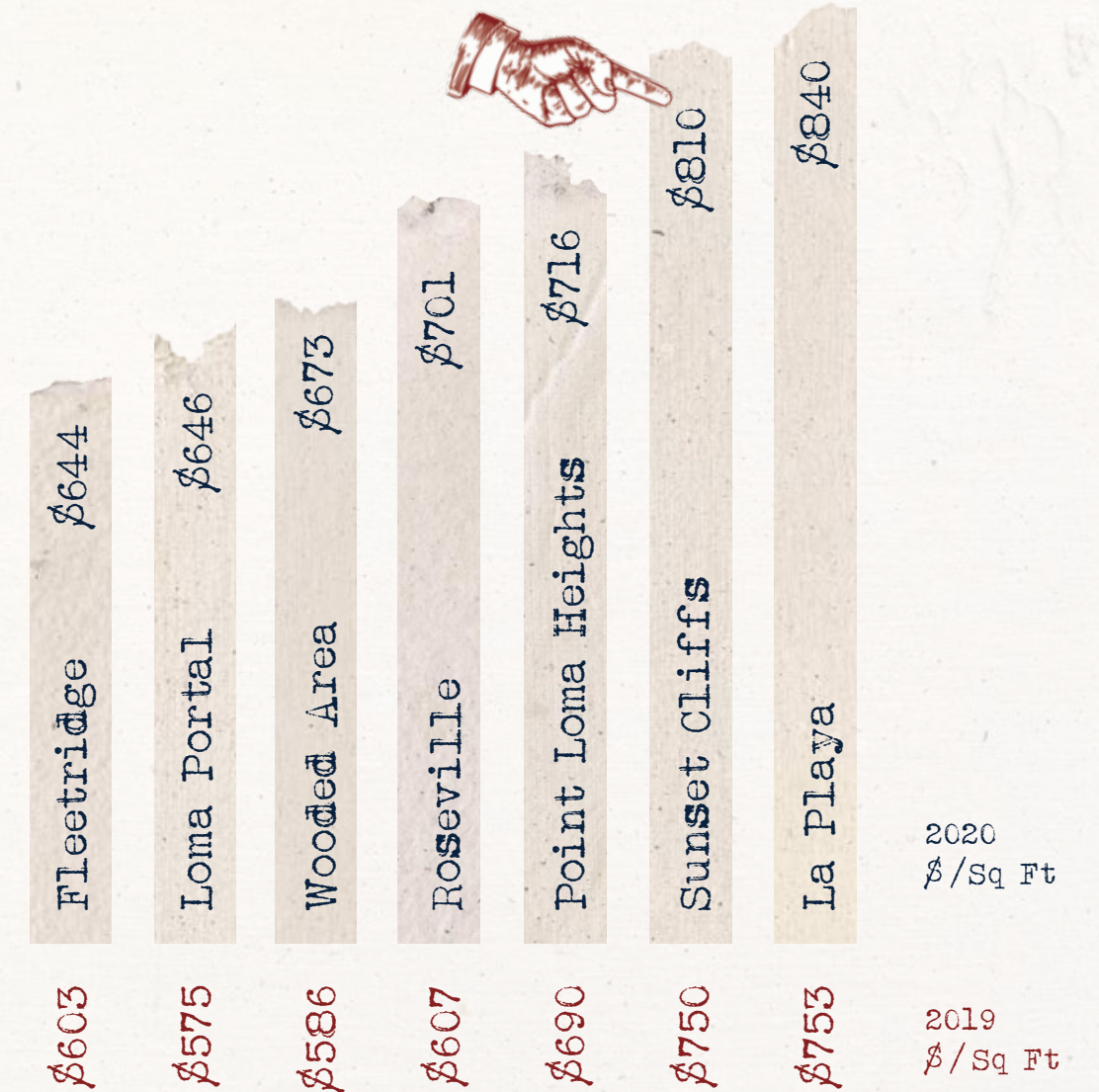
AVG PRICE / SQ FT

\$750

% Increase

YEAR-OVER-YEAR

+8%



2020 • Sunset Cliffs Statistics

#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
1	4581 Point Loma Ave	4	2	1,512	\$1,025,000	\$678	0	1944
2	4770 Pescadero Ave	3	2	1,050	\$1,060,000	\$1,010	24	1940
3	4754 Adair St	3	2	1,040	\$1,100,000	\$1,058	0	1943
4	4675 Tivoli St	3	1	1,031	\$1,200,000	\$1,164	55	1944
5	4745 Coronado Ave	2	1	870	\$1,200,000	\$1,379	45	1924
6	4640 Orchard Ave	3	1	878	\$1,220,000	\$1,390	18	1940
7	4625 Adair St	3	1	998	\$1,230,000	\$1,232	0	1944
8	4441 Monaco	3	2	1,550	\$1,255,000	\$810	61	1966
9	4340 Piedmont Dr	4	2	1,612	\$1,310,000	\$813	9	1957
10	4640 Orchard Ave	3	1	869	\$1,320,000	\$1,519	1	1940
11	4536 Tivoli St	3	3	2,368	\$1,350,000	\$570	66	1951
12	4636 Osprey St	3	2	2,061	\$1,365,000	\$662	9	1970
13	1039 Santa Barbara St	5	4	2,482	\$1,383,502	\$557	10	1939
14	1011 Moana Dr	3	2	1,564	\$1,449,000	\$926	5	1951
15	1083 Novara St	3	2	1,725	\$1,450,000	\$841	17	1951
16	4151 Hill St	4	3	2,531	\$1,450,000	\$573	46	1963
17	1410 Santa Barbara St	3	2	1,648	\$1,455,000	\$883	29	1958
18	4452 Pescadero Ave	4	2	2,948	\$1,475,000	\$500	5	1974
19	4941 Del Mar Ave B	4	2	1,671	\$1,495,000	\$895	207	2019
20	4426 Adair St	4	3	2,820	\$1,500,000	\$532	37	1978
21	4670 Point Loma Ave	4	4	2,239	\$1,510,000	\$674	6	2009
22	4430 Marseilles	3	4	1,500	\$1,520,000	\$1,013	116	1959
23	4344 Osprey St	4	3	2,504	\$1,557,346	\$622	33	1969
24	4525 Alhambra St	4	2	2,179	\$1,572,000	\$721	8	1949
25	4515 Granger St	4	4	3,062	\$1,709,000	\$558	59	2007
26	1314 Devonshire Dr	3	2	1,964	\$1,745,775	\$889	9	2010
27	1052 Novara St	4	3	2,276	\$1,749,000	\$768	9	1953

#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
28	727 Stafford Pl	3	2	1,522	\$1,765,000	\$1,160	0	1958
29	4452 Brindisi	3	2	2,446	\$1,776,000	\$726	46	1968
30	945 Cordova St	4	3	2,176	\$1,795,000	\$825	0	1959
31	4941 Del Mar Ave	4	4	1,860	\$1,825,000	\$981	66	2019
32	1135 Devonshire Dr	5	3	2,854	\$1,850,000	\$648	7	1929
33	952 Amiford Dr	4	3	2,623	\$1,907,000	\$727	10	1955
34	4717 Bermuda Ave	5	6	3,335	\$1,940,000	\$582	50	2020
35	4573 Tivoli St	5	5	3,564	\$2,165,000	\$607	38	2017
36	4484 Coronado	4	4	3,168	\$2,179,000	\$688	28	2020
37	1040 Novara St	4	3	3,291	\$2,179,000	\$662	78	1990
38	1216 Alexandria Dr	4	4	4,749	\$2,270,000	\$478	17	1988
39	4475 Orchard Ave	6	5	3,753	\$2,375,000	\$633	19	1974
40	 1207 Trieste	6	5	5,579	\$2,525,000	\$453	13	2011
41	4436 Tivoli St	4	3	3,492	\$2,560,000	\$733	8	2013
42	4437 Granger St	4	4	3,376	\$2,580,000	\$764	11	2015
43	1033 Cornish Dr	3	4	3,921	\$2,695,000	\$687	13	1990
44	4427 Algeciras St	5	5	3,607	\$2,700,000	\$749	11	2018
45	1071 Alexandria Dr	4	4	3,607	\$2,737,500	\$759	27	2017
46	1035 Devonshire Dr	4	4	3,570	\$2,740,000	\$768	3	2008
47	839 Amiford	6	5	3,800	\$2,940,000	\$774	17	2020
48	1135 Barcelona Dr	5	6	5,782	\$3,550,000	\$614	6	2003
49	4375 Bermuda Cir	6	7	5,222	\$3,575,000	\$685	0	2020
50	4095 Lomaland Dr	7	7	7,328	\$11,275,000	\$1,539	28	2001
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AVERAGES		4	3	2,672	\$2,031,182	\$810	28	1977

2020 Sunset Cliffs

YEAR OVER YEAR REVIEW
2019/2020



+32%

Single Family Homes Sold

50 total transactions from 38



+166%

\$ Highest Priced Home

Sold at \$11,275,000 versus \$4,232,500



+39%

\$ Lowest Priced Home

Sold at \$1,025,000 from \$740,000



+8%

\$ Median Home Value

\$1,727,387 from \$1,600,000



+57%

\$ Total Market Volume

\$101,559,000 from \$65,491,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M	TOTAL\$
2020	50	\$1,025,000	\$1,727,387	\$11,275,000	0	34	13	3	\$102M
2019	38	\$740,000	\$1,600,000	\$4,232,500	3	26	8	1	\$65M
	+32%	+39%	+8%	+166%	--	+31%	+63%	+200%	+57%





2020 • Wooded Area From Above

2020 Wooded Area

AVG PRICE / SQ FT

\$673

2019 Wooded Area

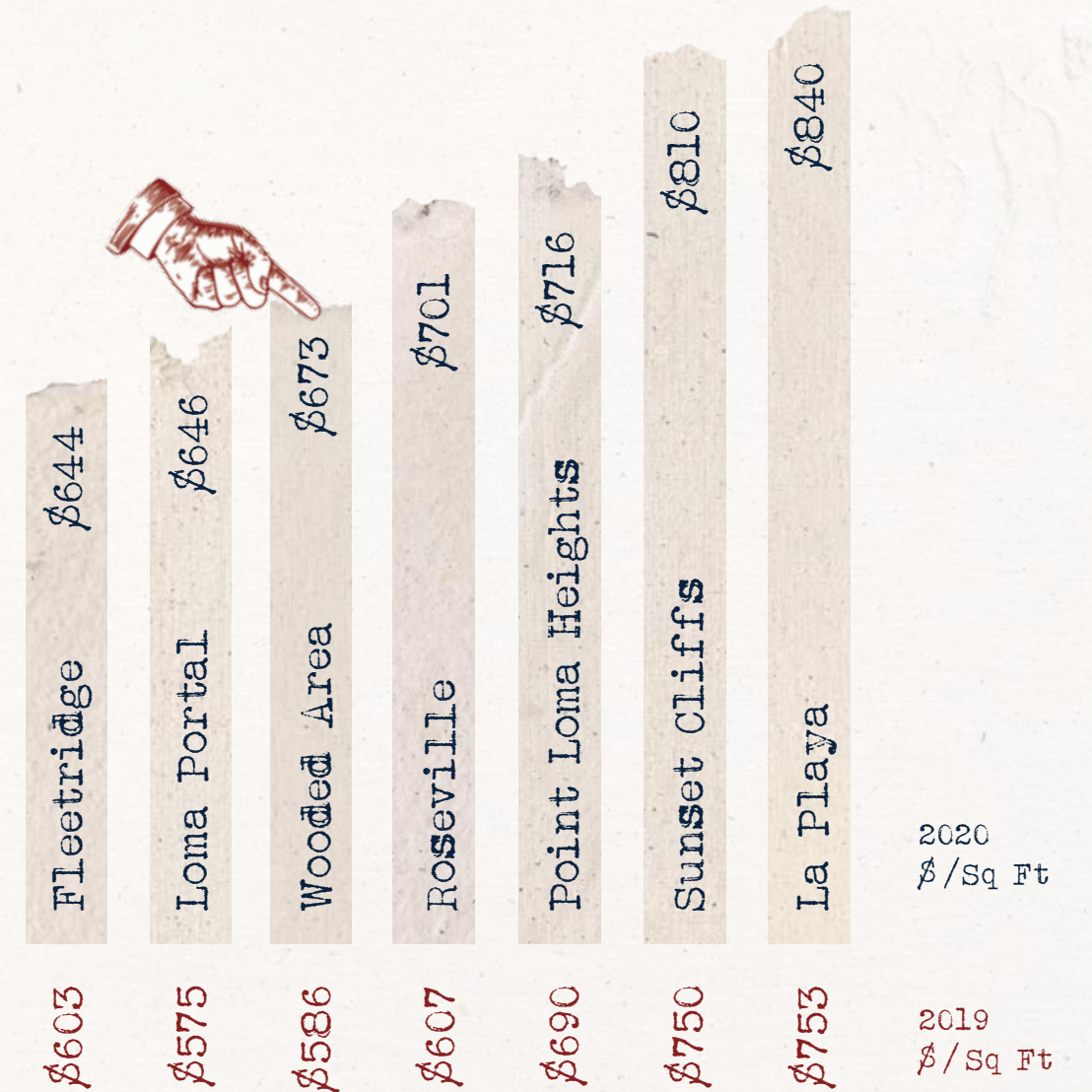
AVG PRICE / SQ FT

\$586

% Increase

YEAR-OVER-YEAR

+15%



2020 • Wooded Area Statistics

#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
 1  751 Gage Dr 		3	2	1,624	\$1,200,000	\$797	106	1956
2	870 Gage Dr	4	3	2,345	\$1,300,000	\$554	148	1980
3	604 Savoy	3	2	1,725	\$1,305,000	\$757	34	1951
4	3549 Jennings St	4	3	2,565	\$1,315,000	\$513	21	1958
5	775 Loma Valley	4	3	1,873	\$1,385,000	\$739	7	1954
6	3767 Wilcox St	3	3	2,407	\$1,395,000	\$580	64	1945
7	953 Temple St	4	3	1,944	\$1,495,000	\$769	4	1950
8	3755 Dudley St	5	3	2,900	\$1,575,000	\$543	5	1943
 9  3623 Warner 		2	3	2,126	\$1,780,000	\$790	0	1909
10	3709 Charles St	3	3	2,533	\$1,850,000	\$730	6	1946
11	3791 Cedarbrae Ln	5	4	3,811	\$1,985,000	\$521	72	2005
 12  3575 Via Flores		4	4	3,932	\$2,415,610	\$614	52	1970
13	640 Albion	5	6	4,959	\$2,680,000	\$540	13	2006
 14  541 Silvergate Ave		4	5	4,042	\$3,920,000	\$970	15	1958
AVERAGES		4	3	2,770	\$1,828,615	\$673	39	1959



2020 Wooded Area

YEAR OVER YEAR REVIEW
2019/2020

 -22%

Single Family Homes Sold
14 total transactions from 18

 -2%

\$ Highest Priced Home
Sold at \$3,920,000 from \$4,000,000

 +52%

\$ Lowest Priced Home
Sold at \$1,295,000 from \$850,000

 +12%

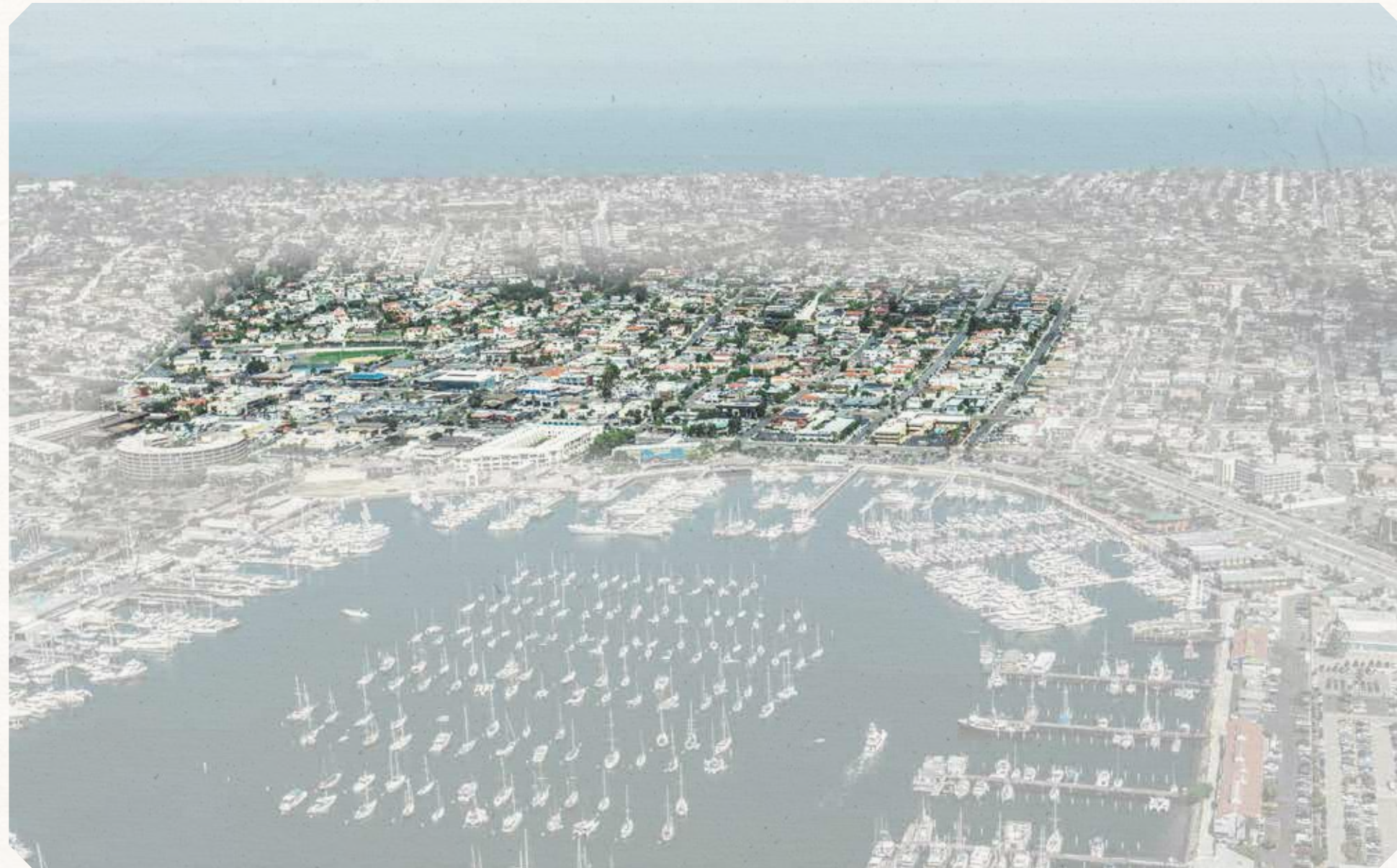
\$ Median Home Value
\$1,535,000 from \$1,375,000

 -7%

\$ Total Market Volume
\$25,600,000 from \$28,252,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# < \$1M	# \$1M - \$2M	# \$2M - \$3M	# > \$3M	TOTAL\$
2020	14	\$1,295,000	\$1,535,000	\$3,920,000	0	11	2	1	\$26M
2019	18	\$850,000	\$1,375,000	\$4,000,000	2	12	3	1	\$28M
	-22%	+52%	+12%	-2%	--	-8%	-33%	--	-7%



2020 • Fleetridge From Above

2020 Fleetridge

AVG PRICE / SQ FT

\$644

2021 Fleetridge

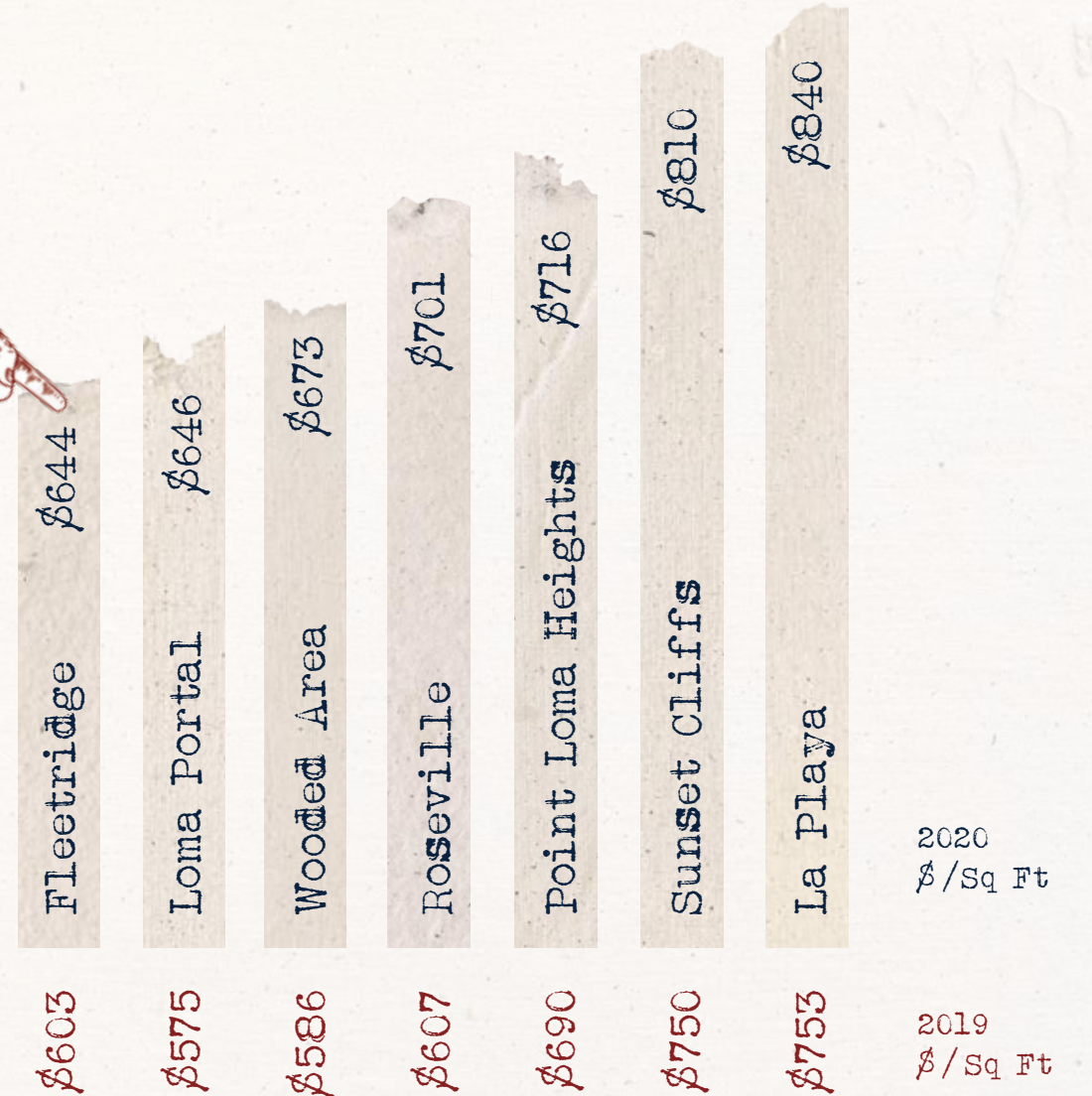
AVG PRICE / SQ FT

\$603



% Increase

YEAR-OVER-YEAR

+7%




2020 • Fleetridge Statistics


#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
1	1654 Locust St	3	2	1,026	\$900,000	\$877	87	1941
2	997 Catalina Blvd	3	2	1,888	\$955,000	\$506	11	1949
3	3424 Ingelow St	3	2	1,364	\$1,099,000	\$806	26	1965
4	1112 Albion St	3	3	2,212	\$1,183,500	\$535	42	1959
5	3605 Liggett Dr	3	3	2,231	\$1,372,400	\$615	8	1956
6	1141 Albion St	4	2	2,147	\$1,479,000	\$689	11	1970
7	1049 Albion St	4	3	2,100	\$1,650,000	\$786	5	1960
 8 	3441 Addison	5	3	3,260	\$1,650,000	\$506	14	1967
9	3654 Fenelon St	7	4	4,509	\$1,652,000	\$366	10	1964
10	1162 Fleetridge Dr	4	2	2,847	\$1,660,400	\$583	11	1961
11	1629 Chatsworth Blvd	5	4	2,995	\$1,695,000	\$566	8	1956
12	1402 Liggett Way	6	4	3,283	\$1,725,000	\$525	6	1957
13	1623 Chatsworth	4	4	2,195	\$1,725,000	\$786	57	1956
14	3702 Liggett Dr	3	3	2,721	\$1,775,000	\$652	5	1955
15	3512 Fenelon St	4	3	2,707	\$1,855,000	\$685	8	1956
16	3582 Liggett Dr	4	3	2,874	\$2,130,000	\$741	3	1955
17	3624 Fenelon St	5	4	3,719	\$2,375,000	\$639	122	1953
18	3640 Garrison St	4	5	5,735	\$4,225,000	\$737	38	2006
AVERAGES		4	3	2,767	\$1,728,128	\$644	26	1960

2020 Fleetridge


YEAR OVER YEAR REVIEW
2019/2020




+50%




+85%



-11%



+28%



+72%

Single Family Homes Sold

18 total transactions from 12

\$ Highest Priced Home

Sold at \$4,225,000 from \$2,286,000

\$ Lowest Priced Home

Sold at \$900,000 from \$1,010,000

\$ Median Home Value

\$1,656,200 from \$1,297,500

\$ Total Market Volume

\$31,106,000 from \$18,055,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M	TOTAL\$
2020	18	\$900,000	\$1,656,200	\$4,225,000	2	13	2	1	\$31M
2019	12	\$1,010,000	\$1,297,500	\$2,286,000	0	9	3	0	\$18M
	+50%	-11%	+28%	+85%	--	+44%	-33%	--	+72%

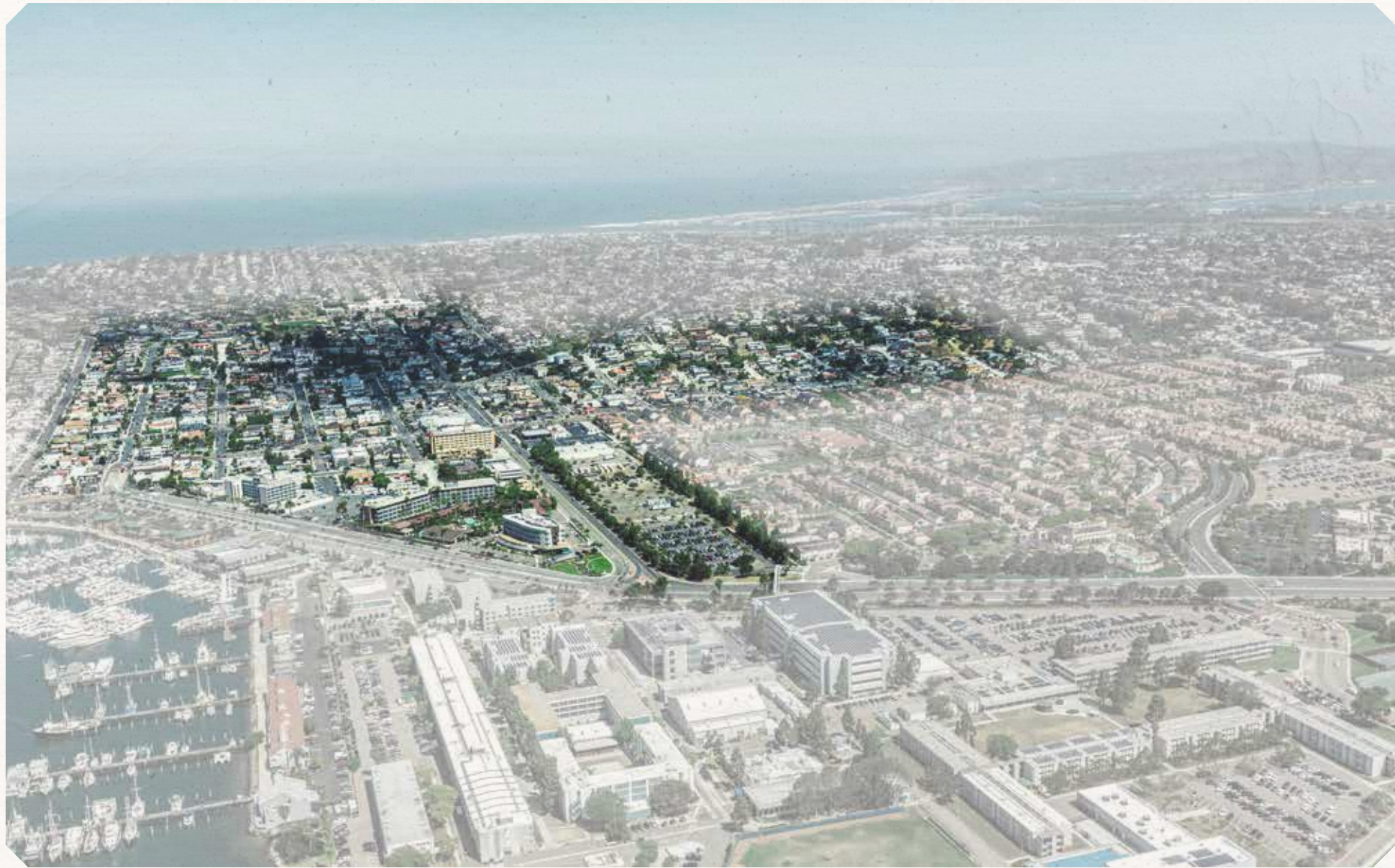




● 1928 aerial ●



● 2020 aerial ●



2020 • Roseville From Above

2020 Roseville

AVG PRICE / SQ FT

\$701

2019 Roseville

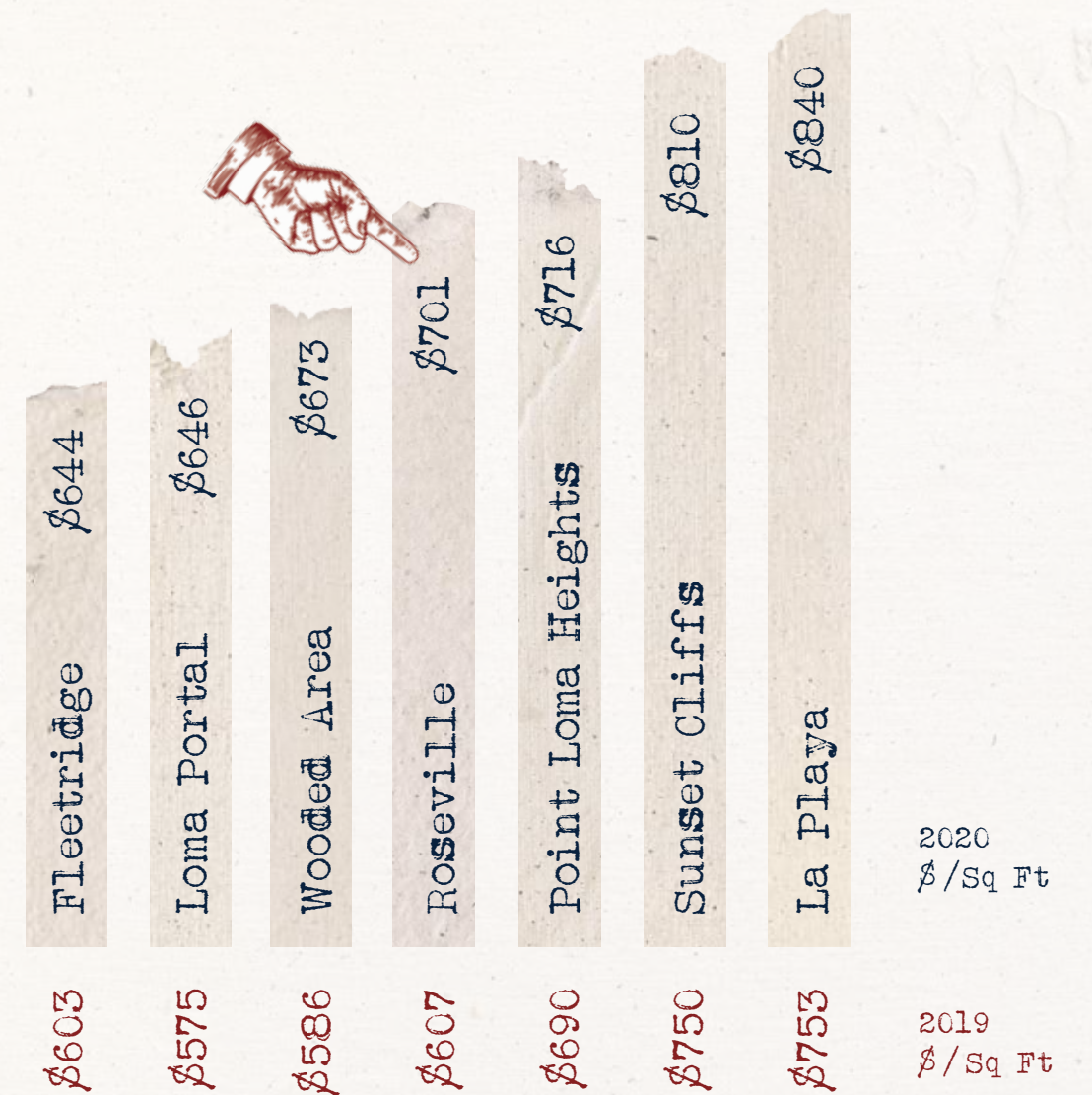
AVG PRICE / SQ FT

\$607

% Increase

YEAR-OVER-YEAR

+15%



2020 • Roseville Statistics



#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
1	1775 Evergreen St	3	1	990	\$750,000	\$758	4	1957
2	3122 Dickens St	2	1	766	\$755,000	\$986	0	1938
3	3370 Talbot St	2	1	847	\$775,000	\$915	14	1938
4	3476 Ullman St	3	2	1,184	\$780,000	\$659	40	1939
5	3322 Zola	2	2	1,085	\$850,000	\$783	6	1936
6	3374 Talbot	2	2	1,287	\$850,000	\$660	10	1940
7	3135 Keats St	2	1	777	\$857,500	\$1,104	22	1942
8	3205 Keats St	3	2	1,612	\$875,000	\$543	15	1950
9	3205 Garrison St	2	1	1,274	\$886,000	\$695	6	1941
10	1654 Locust St	3	2	1,026	\$900,000	\$877	87	1941
11	3135 Emerson	3	2	1,184	\$910,000	\$769	7	1940
12	3020 Byron	4	2	1,211	\$950,000	\$784	28	1912
13	3420 Russell	3	2	1,200	\$959,000	\$799	8	1950
14	3144 Fenelon St	2	1	1,160	\$966,000	\$833	26	1932
15	3707 La Cresta Dr	3	2	1,120	\$1,000,005	\$893	20	1951
16	3144 Fenelon	2	1	1,160	\$1,059,000	\$913	4	1932
17	2210 Clove St	3	2	1,813	\$1,080,000	\$596	7	1930
18	3470 Trumbull St	3	2	1,636	\$1,100,000	\$672	78	1948
19	3211 Keats St	4	3	2,162	\$1,115,000	\$516	28	1947
20	3427 Sterne	2	3	1,240	\$1,200,000	\$968	0	2018
21	3427 Sterne	2	3	1,240	\$1,200,000	\$968	16	1942
22	1376 Evergreen St	4	3	2,484	\$1,200,500	\$483	83	1932
23	3346 Ullman St	3	4	1,935	\$1,230,000	\$636	5	1985
24	1506 Willow St	4	3	2,197	\$1,237,500	\$563	21	1976
25	3414 Jarvis St	4	3	2,314	\$1,269,000	\$548	4	1978
26	3025 Browning St	4	3	2,662	\$1,275,000	\$479	11	1990



#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
27	1030 Leroy St	3	3	2,425	\$1,300,000	\$536	3	1973
28	1622 Plum St	3	2	2,249	\$1,327,000	\$590	12	1927
29	1030 Leroy St	4	3	2,425	\$1,356,500	\$559	8	1973
30	3303 Byron St	3	2	1,672	\$1,421,310	\$850	13	1961
31	1148 Concord St	3	3	2,358	\$1,480,000	\$628	63	2007
32	3453 Hill St	3	3	2,376	\$1,550,000	\$652	15	2007
33	3445 Trumbull St	5	3	3,128	\$1,600,000	\$512	15	2005
34	3332 Hill St	4	4	2,632	\$1,690,000	\$642	13	2017
35	3460 Hill St	3	3	2,340	\$1,695,000	\$724	0	2016
36	3353 Hill St	4	3	3,440	\$1,700,000	\$494	2	1991
37	1656 Willow	4	4	3,909	\$1,975,000	\$505	6	1999
38	3325 Whittier St	4	4	3,717	\$2,015,000	\$542	8	1952
39	1676 Plum St	5	5	2,870	\$2,025,000	\$706	29	2016
AVERAGES		3	2	1,875	\$1,209,341	\$701	19	1962





+63%

Single Family Homes Sold

39 total transactions from 24



+19%

\$ Highest Priced Home

Sold at \$2,025,000 from \$1,700,000



+5%

\$ Lowest Priced Home

Sold at \$750,000 from \$715,000



+19%

\$ Median Home Value

\$1,200,000 from \$1,007,500



+74%

\$ Total Market Volume

\$47,164,000 from \$27,087,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# < \$1M	# \$1M - \$2M	# \$2M - \$3M	# > \$3M	TOTAL\$
2020	39	\$750,000	\$1,200,000	\$2,025,000	14	23	2	0	\$47M
2019	24	\$715,000	\$1,007,500	\$1,700,000	12	12	0	0	\$27M
	+63%	+5%	+19%	+19%	+17%	+91%	--	--	+74%





2020 • Point Loma Heights From Above

2020 Pt Loma Heights

AVG PRICE / SQ FT

\$716

2020 Pt Loma Heights

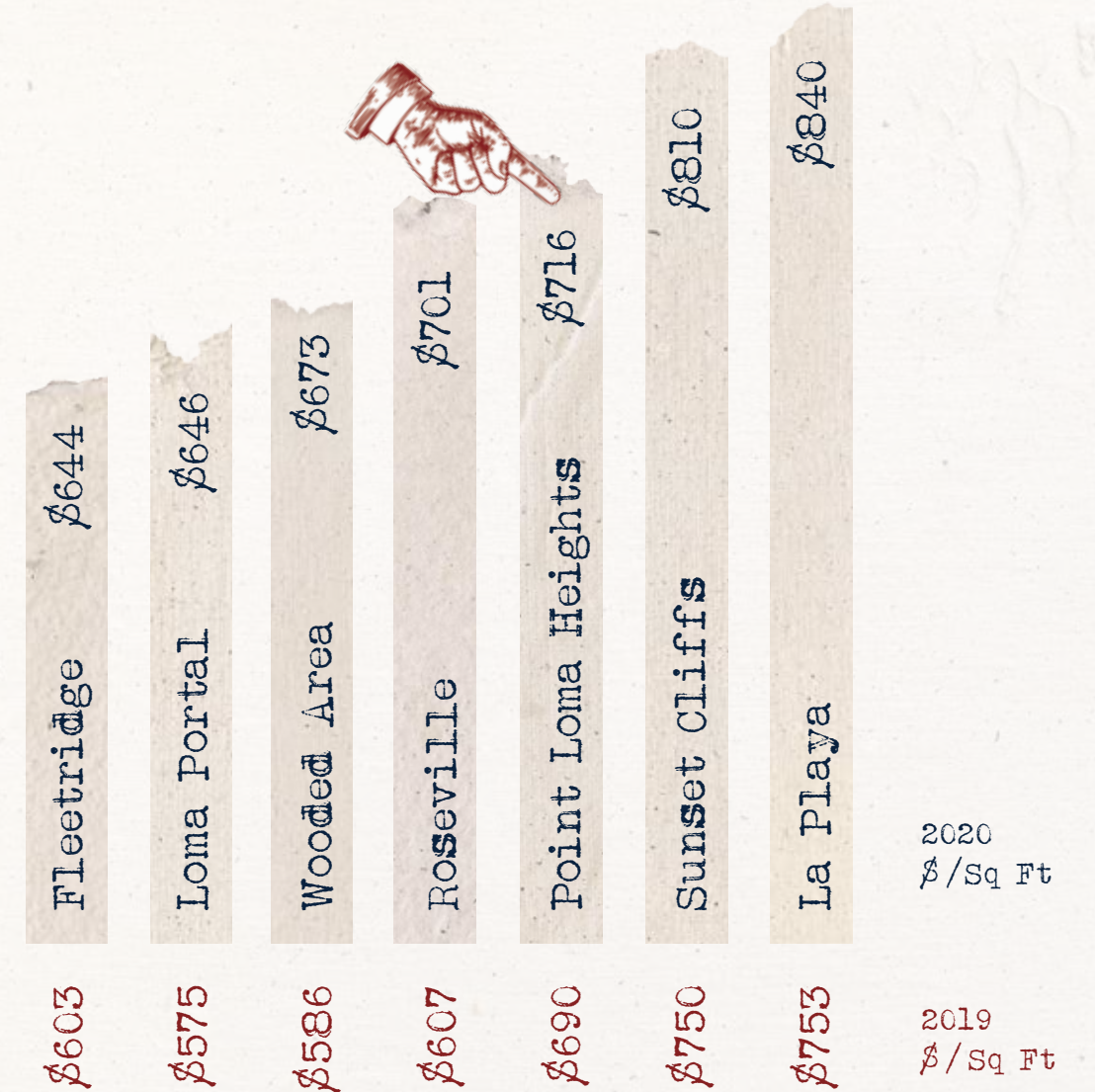
AVG PRICE / SQ FT

\$690

% Increase

YEAR-OVER-YEAR

+4%



2020 • Point Loma Heights Statistics

#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
1	3560 Wawona Dr	3	2	1,120	\$775,000	\$692	41	1955
2	3570 Poe St	2	2	1,050	\$840,000	\$800	0	1951
3	 1728 Catalina Blvd	2	1	901	\$860,000	\$955	26	1948
4	3548 Tennyson St	4	2	1,502	\$885,000	\$589	19	1962
5	1744 Catalina Blvd	3	2	1,212	\$950,000	\$784	18	1952
6	1858 Chatsworth Blvd	3	2	1,670	\$985,000	\$590	14	1927
7	1122 Bangor St	3	3	1,758	\$1,025,000	\$583	14	1951
8	4276 Del Mar Ave	2	1	948	\$1,030,000	\$1,087	8	1951
9	4221 Narragansett Ave	3	2	1,500	\$1,030,000	\$687	0	1955
10	3609 Wawona Dr	3	2	1,569	\$1,047,000	\$667	8	1947
11	4338 Santa Monica	3	2	1,289	\$1,049,000	\$814	5	1951
12	4438 Bermuda Ave	2	1	843	\$1,055,000	\$1,251	2	1950
13	1915 Capistrano	4	3	1,656	\$1,075,000	\$649	147	1926
14	4252 Del Mar Ave	3	1	1,192	\$1,085,000	\$910	5	1980
15	3957 La Cresta Dr	3	2	1,893	\$1,125,000	\$594	5	1951
16	1980 Chatsworth Blvd	4	2	1,788	\$1,140,000	\$638	39	1928
17	4320 Orchard Ave	6	3	2,160	\$1,185,000	\$549	143	1952
18	4406 Coronado Ave	4	4	2,579	\$1,185,000	\$459	42	1967
19	3844 Bernice Dr	4	3	1,958	\$1,205,000	\$615	3	1946
20	3662 Quimby	3	2	1,600	\$1,225,000	\$766	8	1949
21	4486 Del Monte Ave	3	3	2,246	\$1,225,000	\$545	5	1960
22	4440 Del Monte	4	3	1,944	\$1,305,000	\$671	9	1939
23	1953 Venice	3	2	1,826	\$1,305,000	\$715	2	1949

#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
24	630 Gage Dr	2	2	2,008	\$1,320,000	\$657	34	1952
25	4383 Del Monte	4	2	1,925	\$1,340,000	\$696	10	1951
26	4411 Coronado Ave	4	4	1,797	\$1,350,000	\$751	13	1951
27	1591 Guizot St	4	2	2,370	\$1,365,000	\$576	62	1954
28	4327 Narragansett Ave	3	3	2,726	\$1,450,000	\$532	0	2007
29	4475 Niagara Ave	4	3	2,621	\$1,655,000	\$631	0	1912
30	4485 Orchard Ave	3	3	1,550	\$1,675,000	\$1,081	12	1946
31	4505 Newport Ave	4	3	2,530	\$1,787,000	\$706	0	1952
32	4505 Newport Ave	4	3	2,530	\$1,825,000	\$721	42	1952
33	4567 Del Mar Ave	5	5	3,600	\$2,360,000	\$656	0	1943
AVERAGES		3	2	1,814	\$1,233,879	\$716	22	1951



★ ★ ★ ★ ★ ★ ★ ★ 100DollarGuess.com



For ~~\$100...~~ The Loma Theater opened its doors in what year?

Simply visit 100DollarGuess.com to submit your answer for a chance to win \$100 cash.

● 2020 Point Loma Heights

YEAR OVER YEAR REVIEW
2019/2020

●



+32%

Single Family Homes Sold
33 total transactions from 25



+2%

\$ Highest Priced Home
Sold at \$2,360,000 from \$2,325,000



+12%

\$ Lowest Priced Home
Sold at \$775,000 from \$690,000



+19%

\$ Median Home Value
\$1,185,000 from \$1,100,000



+41%

\$ Total Market Volume
\$40,718,000 from \$29,025,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# < \$1M	# \$1M - \$2M	# \$2M - \$3M	# > \$3M	TOTAL\$
2020	33	\$775,000	\$1,185,000	\$2,360,000	6	26	1	0	\$41M
2019	25	\$690,000	\$1,000,000	\$2,325,000	12	12	1	0	\$29M
	+32%	+12%	+19%	+2%	-50%	+117%	--	--	+41%



Hardware & Liquor!



Congratulations Debbie A!

Debbie is actually
a granddaughter to
Cyril Sikes & worked
there as a teenager!



2020 • Loma Portal From Above

2020 Loma Portal

AVG PRICE / SQ FT

\$646

2020 Loma Portal

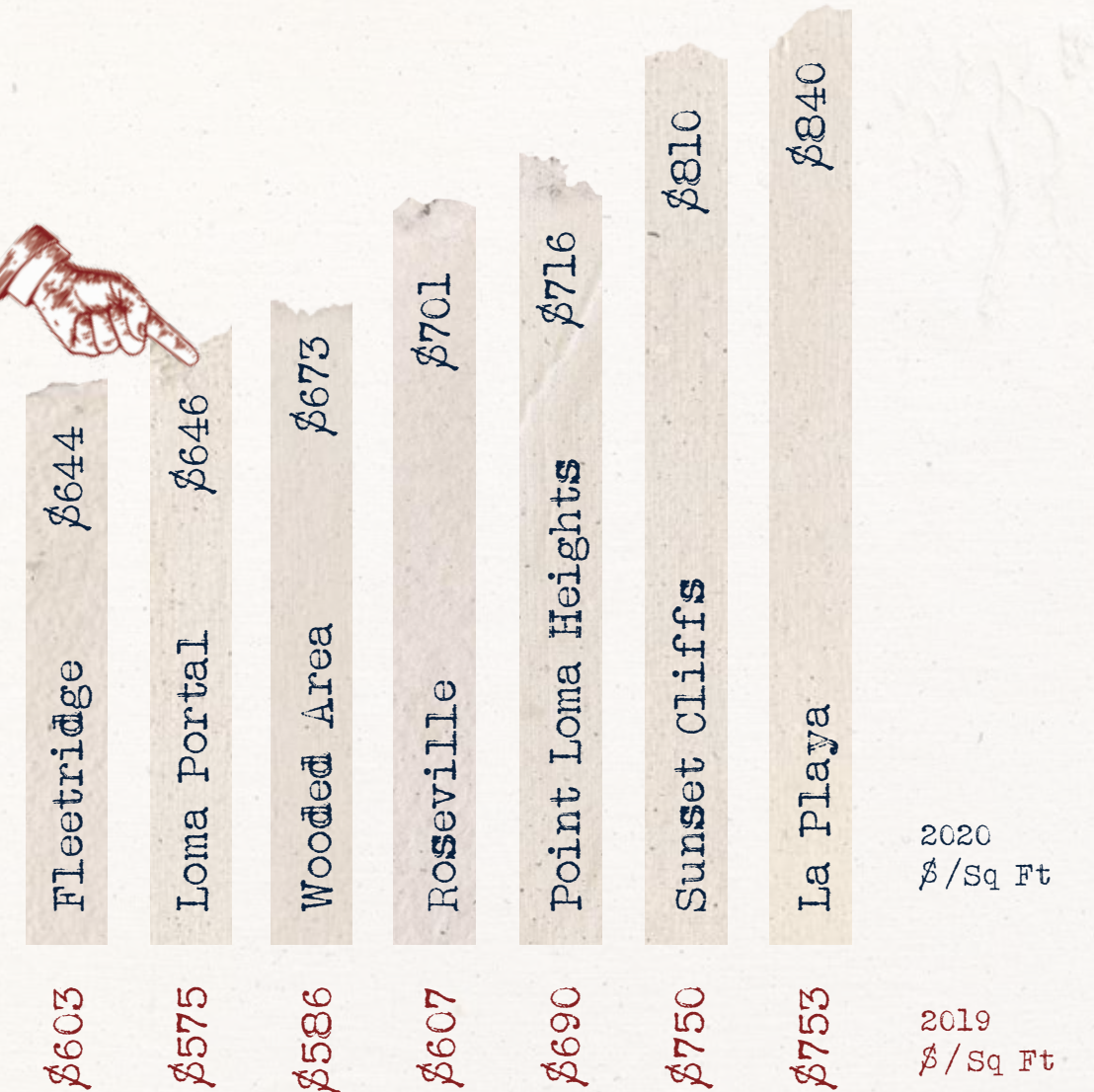
AVG PRICE / SQ FT

\$575

% Increase

YEAR-OVER-YEAR

+12%



2020 • Loma Portal Statistics

#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
1	3522 Poe St	1	1	764	\$650,000	\$851	122	1949
2	3564 Quimby St	3	1	1,224	\$650,000	\$531	22	1950
3	2120 Rosecrans St	3	2	1,120	\$700,000	\$625	15	1954
4	3540 Quimby St	2	1	803	\$700,000	\$872	2	1949
5	2817 Nipoma St	2	1	900	\$725,000	\$806	3	1951
6	3036 Meadow Grove Dr	2	1	810	\$730,000	\$901	31	1970
7	3646 Oleander Dr	2	1	1,229	\$840,000	\$683	38	1951
8	2825 Chatsworth Blvd	3	2	1,239	\$845,000	\$682	6	1953
9	3264 Homer St	3	2	1,393	\$849,000	\$609	2	1956
10	2432 Worden St	4	2	1,595	\$855,000	\$536	5	1968
11	2817 Nipoma St	2	1	900	\$870,000	\$967	7	1951
12	3222 Curtis	2	1	1,028	\$879,000	\$855	7	1929
13	3702 Oleander Dr	3	2	1,048	\$885,000	\$844	37	1951
14	2976 Locust St	2	2	1,484	\$915,000	\$617	20	1938
15	3211 James St	2	2	1,398	\$916,000	\$655	6	1928
16	3420 Wisteria Dr	2	2	1,063	\$930,000	\$875	5	1952
17	3021 James St	3	1	1,277	\$950,000	\$744	12	1913
18	2968 Evergreen St	3	2	1,539	\$962,000	\$625	5	1946
19	3204 Homer St	2	2	1,268	\$975,000	\$769	76	1926
20	3420 Tennyson St	3	2	1,403	\$995,000	\$709	42	2000
21	3212 Homer St	3	2	1,385	\$998,000	\$721	18	1935
22	3620 Voltaire St	3	2	1,108	\$1,000,000	\$903	6	1943
23	3428 Larga Cir	3	2	1,462	\$1,011,000	\$692	5	1960
24	3326 Wisteria Dr	4	2	2,190	\$1,035,000	\$473	4	1952
25	3111 Kingsley St	2	2	1,490	\$1,045,000	\$701	8	1927
26	2708 Poinsettia Dr	4	4	2,479	\$1,060,000	\$428	130	1927
27	2870 Evergreen St	3	2	1,488	\$1,070,000	\$719	25	1925

#	ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT	YR BUILT
28	3714 Elliott St	3	2	1,627	\$1,077,700	\$662	6	1955
29	3572 Quimby St	4	3	1,672	\$1,100,000	\$658	45	1930
30	2932 Poinsettia Dr	3	3	2,150	\$1,100,000	\$512	7	1951
31	3519 Elliott St	4	2	2,200	\$1,105,000	\$502	8	1926
32	3021 Kingsley St	3	2	1,767	\$1,110,000	\$628	2	1925
33	3040 Tennyson St	4	3	2,367	\$1,125,000	\$475	8	1941
34	2750 Poinsettia Dr	3	2	1,900	\$1,130,000	\$595	25	1937
35	3412 Browning St	4	3	1,870	\$1,191,000	\$637	7	1929
36	3231 Xenophon St	3	3	1,892	\$1,215,000	\$642	1	1941
37	2327 Plum St	5	3	3,029	\$1,225,000	\$404	104	1938
38	3745 Oleander Dr	4	3	2,290	\$1,229,900	\$537	16	2019
39	3502 Tennyson St	3	3	2,161	\$1,231,000	\$570	3	1947
40	3414 Whittier St	4	2	2,008	\$1,260,000	\$627	4	1952
41	2675 Clove St	5	4	2,652	\$1,300,000	\$490	8	1937
42	3135 Whittier St	3	3	2,188	\$1,375,000	\$628	12	1952
43	2628 Evergreen St	4	3	2,479	\$1,400,000	\$565	110	1932
44	2628 Evergreen St	4	3	2,479	\$1,400,000	\$565	26	1932
45	3701 Curtis St	4	3	2,050	\$1,435,000	\$700	6	1930
46	2445 Poinsettia Dr	6	4	4,500	\$1,450,000	\$322	29	1965
47	2526 Chatsworth Blvd	3	2	2,066	\$1,475,000	\$714	20	1950
48	3244 Dumas St	5	3	2,853	\$1,550,000	\$543	14	1931
49	3344 Whittier St	5	3	4,015	\$1,845,000	\$460	55	1936
50	2922 Evergreen St	6	4	4,355	\$2,130,000	\$489	31	1912
AVERAGES								
		3	2	1,833	\$1,089,992	\$646	24	1944

2020 Loma Portal

YEAR OVER YEAR REVIEW
2019/2020



+72%

Single Family Homes Sold

43 total transactions from 25



-4%

\$ Highest Priced Home

Sold at \$2,130,000 from \$2,210,000



-11%

\$ Lowest Priced Home

Sold at \$650,000 from \$734,000



-2%

\$ Median Home Value

\$1,035,000 from \$1,050,000



+64%

\$ Total Market Volume

\$45,966,000 from \$27,995,000

Year Over Year \$ Sales & # Unit Distribution

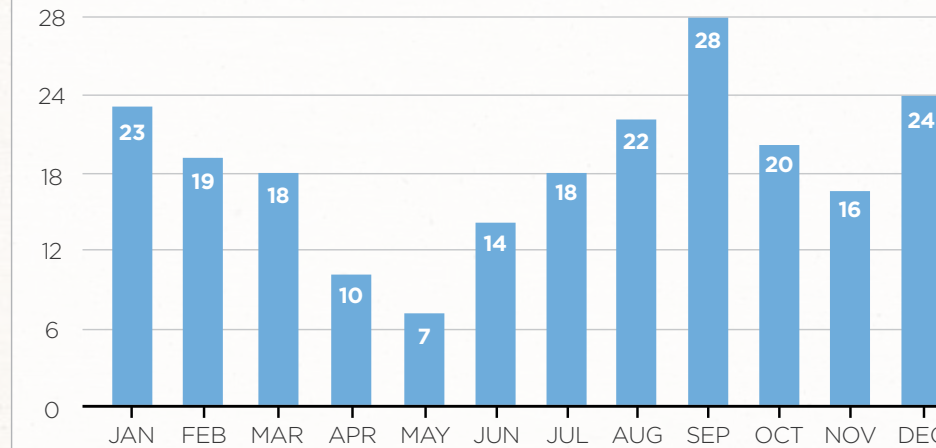
YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# < \$1M	# \$1M - \$2M	# \$2M - \$3M	# > \$3M	TOTAL \$
2020	43	\$650,000	\$1,035,000	\$2,130,000	19	23	1	0	\$46M
2019	25	\$734,000	\$1,050,000	\$2,210,000	11	13	1	0	\$28M
	+72%	-11%	-2%	-4%	+73%	+77%	--	--	+64%



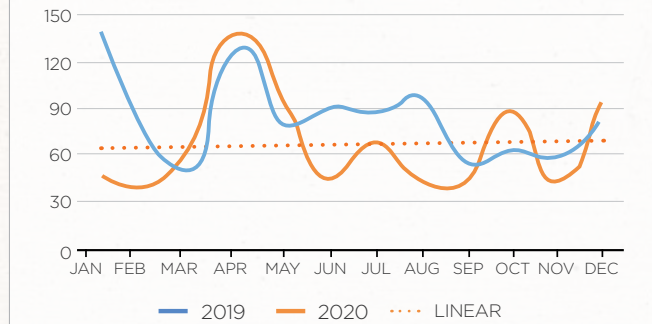


The Point Loma Market at a Glance

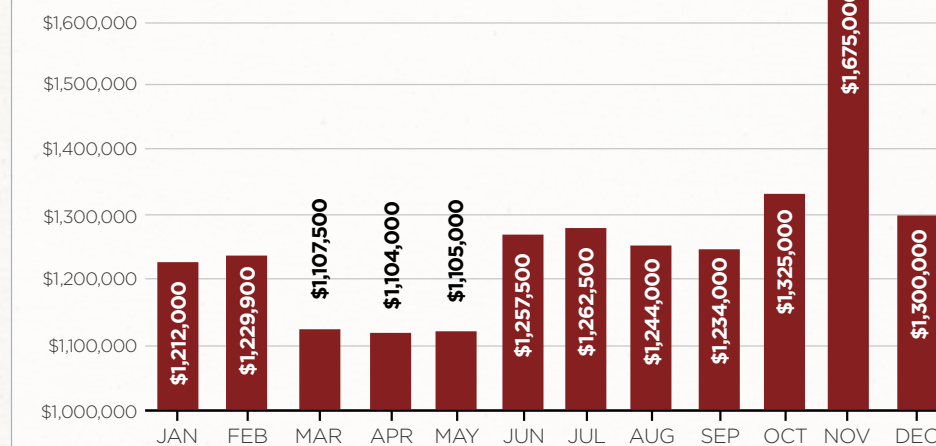
Transactions 2020



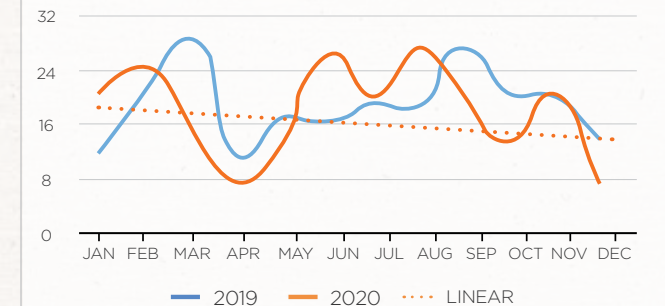
Expected Market Time



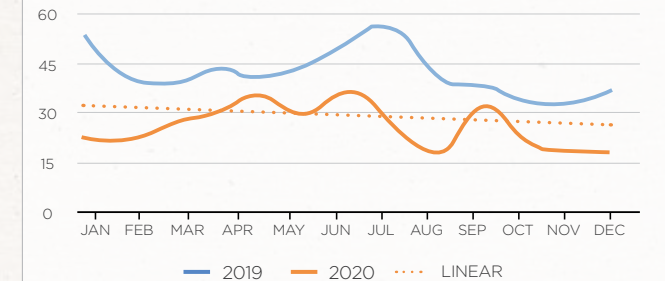
Median Sold Price 2020



Pending Sales • Year Over



Inventory • Year Over Year



92106

January 1, 2020 - December 31, 2020
57% of Home Sales came from 92106.



+25%

Single Family Homes Sold

In 2020: 226 total transactions from 180



+60%

Homes Sold: \$1M-\$2M

Accounts for 60% of the Activity



+7%

\$ Median Home Value

\$1,234,000 from \$1,155,000



+42%

\$ Total Market Volume

\$340,000,000 from \$240,000,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M	TOTAL\$
2020	226	\$551,000	\$1,234,000	\$11,275,000	60	135	21	10	\$340M
2019	180	\$660,000	\$1,155,000	\$4,460,000	55	104	17	4	\$240M
	+25%	-17%	+7%	+153%	+9%	+30%	+24%	+150%	+42%

\$603

Fleetridge \$644

\$575

Loma Portal \$646

\$586

Wooded Area \$673

\$607

Roseville \$701

\$690

Point Loma Heights \$716

\$750

Sunset Cliffs \$810

\$753

La Playa \$840

2019
\$/Sq Ft

2020
\$/Sq Ft

Single Family Homes Sold

In 2020: 172 total transactions from 143

Homes Sold: \$1M-\$2M

Accounts for 62% of the Activity

\$ Median Home Value

\$1,200,000 from \$1,070,000

\$ Total Market Volume

\$233,000,000 from \$178,000,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M	TOTAL\$
2020	172	\$550,000	\$1,200,000	\$3,575,000	47	108	14	3	\$233M
2019	143	\$499,000	\$1,070,000	\$4,232,000	56	75	10	2	\$178M
	+20%	+10%	+12%	-16%	-16%	+44%	+40%	+50%	+31%

92107

January 1, 2020 - December 31, 2020
43% of Home Sales came from 92107.

+20%



62%



+12%



+31%



The Point Loma Market at a Glance

Inventory

As of 12/31/20

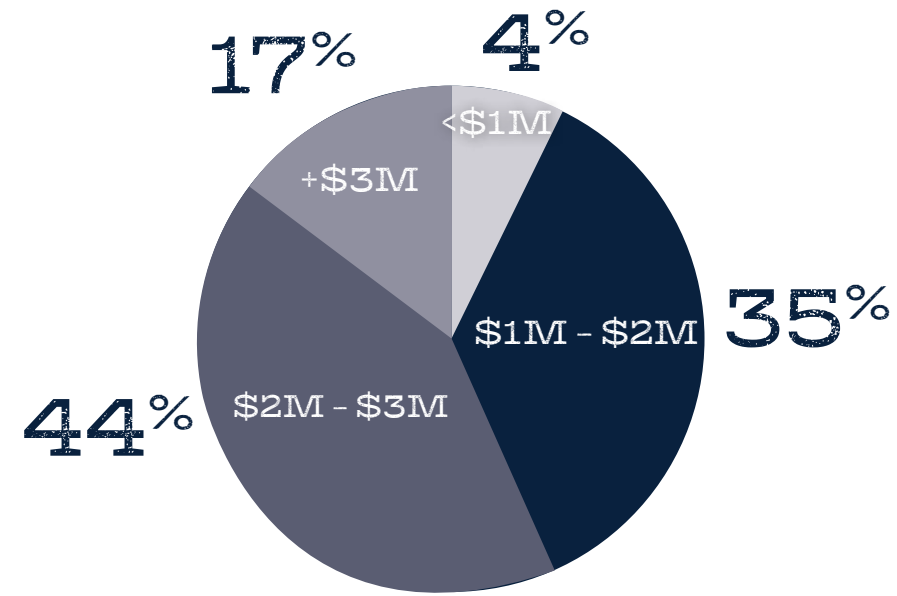
VS.

Sales

2020

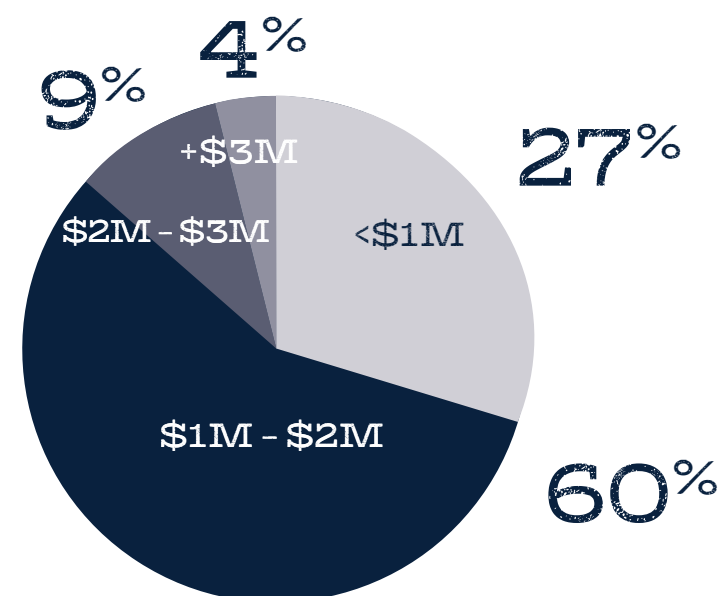
Homes Pending

12/01/20 - 12/31/20



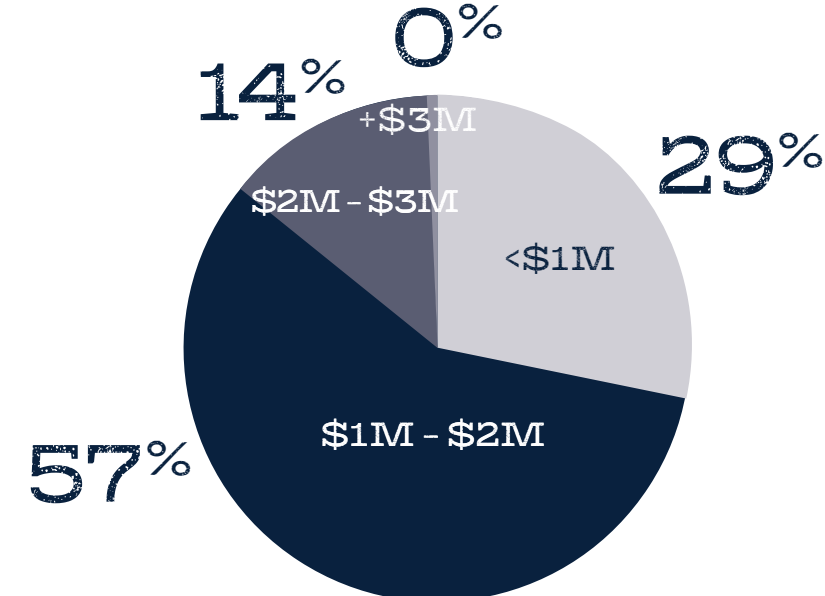
4%	Homes < \$1M	» 1
35%	Homes between \$1M - \$2M	» 8
44%	Homes between \$2M - \$3M	» 10
17%	Homes > \$3M	» 4

100% 23



27%	Homes < \$1M	» 60
60%	Homes between \$1M - \$2M	» 135
9%	Homes between \$2M - \$3M	» 21
4%	Homes > \$3M	» 10

100% 226

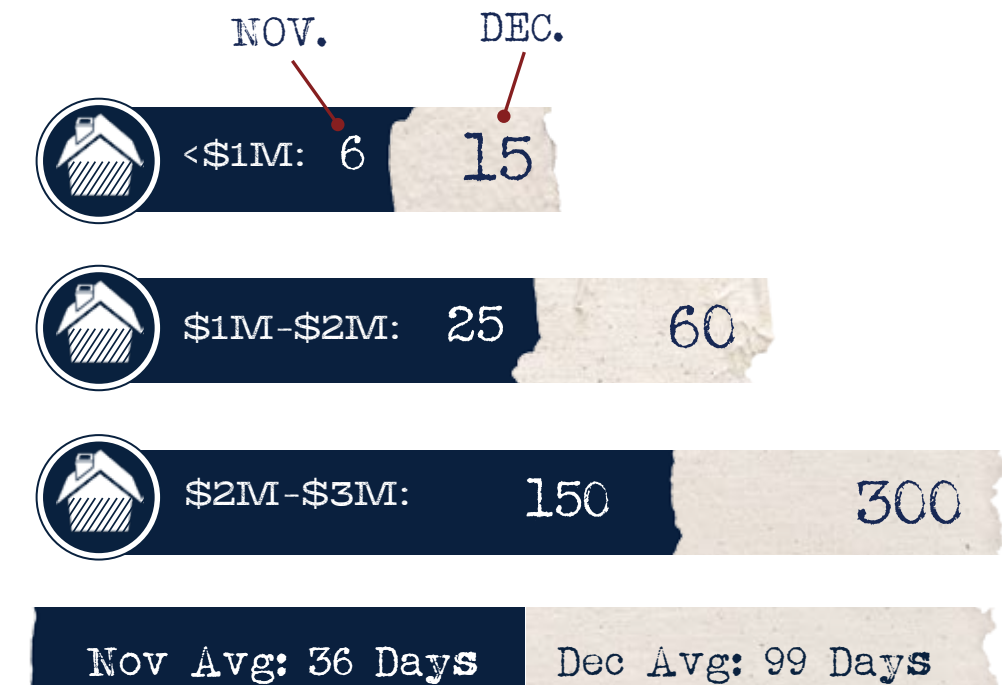


29%	Homes < \$1M	» 2
57%	Homes between \$1M - \$2M	» 4
14%	Homes between \$2M - \$3M	» 1
0%	Homes > \$3M	» 0

100% 7

Expected Market Time Varies Based on Your Home Value

Expected Market Time (in Days: Nov vs. Dec)



Point Loma

A 16 Year Comparison

Transactions

●

Median Price

●

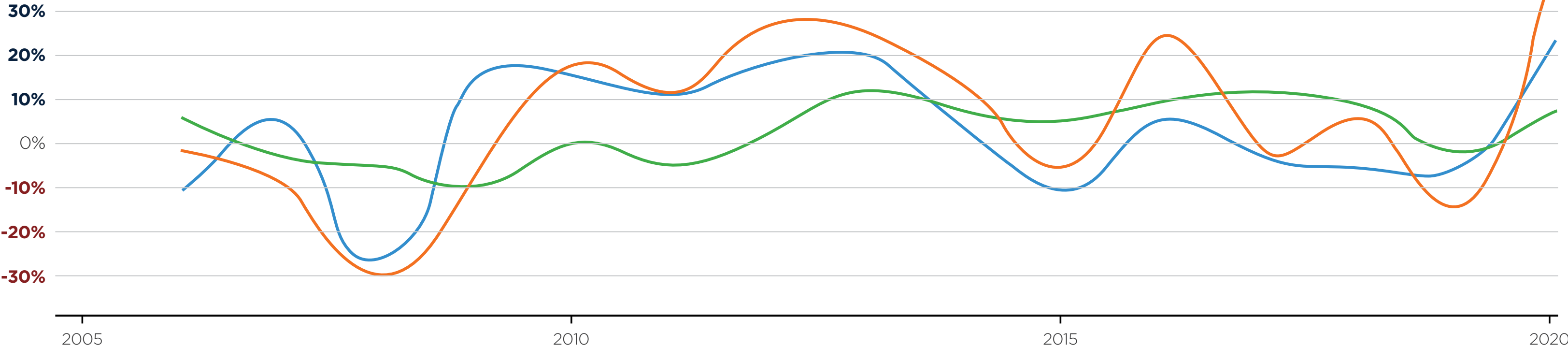
Total Volume

YEAR	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	16 YEAR AVG
# Transactions	165	147	153	112	128	147	162	191	225	231	204	215	204	192	180	226	180
Median Price	\$900,000	\$950,000	\$910,000	\$860,000	\$765,000	\$765,000	\$713,000	\$731,000	\$819,000	\$869,000	\$910,000	\$995,000	\$1,100,000	\$1,189,000	\$1,155,000	\$1,300,000	\$929,063
Total Volume	\$182,000,000	\$178,000,000	\$162,000,000	\$113,000,000	\$107,000,000	\$126,000,000	\$138,000,000	\$174,000,000	\$215,000,000	\$240,000,000	\$224,000,000	\$277,000,000	\$267,000,000	\$279,000,000	\$240,000,000	\$340,000,000	\$203,312,500
# Transactions % Variance		-11%	4%	-27%	14%	15%	10%	18%	18%	3%	-12%	5%	-5%	-6%	-6%	22%	
Median Price % Variance		6%	-4%	-5%	-11%	0%	-7%	3%	12%	6%	5%	9%	11%	8%	-3%	7%	
Total Volume % Variance		-2%	-9%	-30%	-5%	18%	10%	26%	24%	12%	-7%	24%	-4%	4%	-14%	38%	

Median Price % Variance

Transactions % Variance

Total Volume % Variance



Robert's 2020 Home Sales

North of
\$75 MILLION
in 2020

#	ADDRESS	REP	\$ PER SQ FT	DAYS ON MKT	LIST PRICE	SALES PRICE	LIST TO SALES %	TOTAL PROD'N
1	1633 Pentecost Way	Seller	\$326	16	\$195,000	\$265,000	136%	\$265,000
2	3815 3rd Ave	Buyer	--	--	--	--	--	\$350,000
3	4062 Valeta #338	Buyer	--	--	--	--	--	\$439,000
4	2930 Menlo	Buyer	--	--	--	--	--	\$495,000
5	3502 Wisteria	Seller	\$507	12	\$795,000	\$810,000	102%	\$810,000
6	4820 Santa Cruz #4	Seller	\$622	13	\$695,000	\$830,000	119%	\$830,000
7	3322 Zola	Seller	\$783	6	\$795,000	\$850,000	107%	\$850,000
8	1728 Catalina Blvd	Seller	\$954	26	\$795,000	\$860,000	108%	\$860,000
9	5702 Del Cerro Blvd	Seller	\$343	9	\$850,000	\$900,000	106%	\$900,000
10	244 Carter St	Dual	\$357	19	\$495,000	\$520,000	105%	\$1,040,000
11	3470 Trumbull	Buyer	--	--	--	--	--	\$1,100,000
12	4217 Sunray Ln	Buyer	--	--	--	--	--	\$1,154,000
13	3427 Sterne	Seller	\$968	16	\$995,000	\$1,200,000	121%	\$1,200,000
14	2840 Maple St	Seller	\$747	17	\$995,000	\$1,250,767	126%	\$1,250,767
15	3025 Browning St	Seller	\$479	11	\$1,275,000	\$1,275,000	100%	\$1,275,000
16	1030 Leroy	Seller	\$534	3	\$1,295,000	\$1,300,000	100%	\$1,300,000
17	879 Agate #2	Dual	\$633	0	\$595,000	\$655,000	110%	\$1,310,000



Sold Under the Radar



Dual: Represented both Buyer & Seller

#	ADDRESS	REP	\$ PER SQ FT	DAYS ON MKT	LIST PRICE	SALES PRICE	LIST TO SALES %	TOTAL PROD'N
18	3115 Edith Ln	Buyer	\$485	--	--	--	--	\$1,335,000
19	3104 Lytton St	Seller	\$296	13	\$1,575,000	\$1,550,000	98%	\$1,550,000
20	2938 Lawrence St	Dual	\$530	11	\$850,000	\$825,000	97%	\$1,650,000
21	3135 Emerson	Dual	\$769	7	\$995,000	\$910,000	91%	\$1,820,000
22	4172 Hill St	Seller	\$561	9	\$1,795,000	\$1,850,000	103%	\$1,850,000
23	1656 Willow	Seller	\$505	6	\$1,900,000	\$1,975,000	104%	\$1,975,000
24	3427 Sterne	Dual	\$1033	0	\$995,000	\$1,000,000	101%	\$2,000,000
25	1010 Evergreen	Seller	\$710	14	\$2,250,000	\$2,250,000	100%	\$2,250,000
26	952 Rosecrans	Dual	\$400	6	\$995,000	\$1,150,000	116%	\$2,300,000
27	751 Gage Dr	Dual	\$727	0	\$995,000	\$1,200,000	121%	\$2,400,000
28	1207 Trieste	Seller	\$453	13	\$2,500,000	\$2,525,000	101%	\$2,525,000
29	3518 Lowell Way	Dual	\$673	0	\$995,000	\$1,290,000	123%	\$2,580,000
30	3441 Addison	Dual	\$506	14	\$1,695,000	\$1,650,000	97%	\$3,300,000
31	3623 Warner	Dual	\$726	0	\$1,495,000	\$1,780,000	119%	\$3,560,000
32	1006 Evergreen	Dual	\$647	46	\$2,250,000	\$2,050,000	91%	\$4,100,000
33	1014 Evergreen	Dual	\$710	61	\$2,250,000	\$2,250,000	100%	\$4,500,000
34	3575 Via Flores	Dual	\$614	52	\$2,495,000	\$2,415,610	97%	\$4,831,220
35	541 Silvergate Ave	Dual	\$970	15	\$3,975,000	\$3,920,000	99%	\$7,840,000
36	615 San Gorgonio	Dual	\$1270	68	\$4,250,000	\$4,200,000	99%	\$8,400,000

AVERAGES	42% Dual	\$661	16	\$1,467,667	\$1,516,879	104%	\$76,194,987
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* Above data from 01/01/2020

A Few of Robert's 2020 Home Sales



615 San Geronio
Rep. Buyer & Seller
\$1,270 / SQ FT



541 Silvergate
Rep. Buyer & Seller
\$970 / SQ FT



3441 Addison
Rep. Buyer & Seller
Sold in 14 Days • \$506 / SQ FT



3575 Via Flores
Rep. Buyer & Seller
\$614 / SQ FT



1006 Evergreen
Rep. Buyer & Seller
\$647 / SQ FT



1010 Evergreen
Rep. Seller
\$710 / SQ FT



1014 Evergreen
Rep. Buyer & Seller
\$710 / SQ FT



1207 Trieste
Rep. Seller
Sold in 13 Days



751 Gage
Rep. Buyer & Seller
\$739 / SQ FT



3623 Warner
Rep. Buyer & Seller
\$726 / SQ FT



952 Rosecrans
Rep. Buyer & Seller
SOLD AT 116%



3427 Sterne
Rep. Buyer & Seller
\$967 / SQ FT



1656 Willow
Rep. Seller
SOLD AT 104%



3135 Emerson
Rep. Buyer & Seller
Sold in 7 Days • \$768 / SQ FT



2938 Lawrence
Rep. Buyer & Seller
Sold in 11 Days • \$530 / SQ FT



3104 Lytton
Rep. Seller
Sold in 13 Days

★ Robert will Sell Your Home ★

FASTER & For More Money

AGENT

PRODUCTION

SOLD/LIST

DAYS/MKT

Robert

\$75+M

104%

16

Avg Agent

\$2M

98%

26


**ROBERT
REALTY**

x30
MORE\$

+6%
MORE\$

+38%
FASTER

Data since
01/01/20

Robert has Buyers!

3611 Hyacinth

San Diego, CA 92106

Wednesday Dec. 16th 2020
12PM - 1PM • In Just 60 Minutes

32
BUYERS



8
OFFERS

Appraised at \$1,100,000
Listed at \$995,000

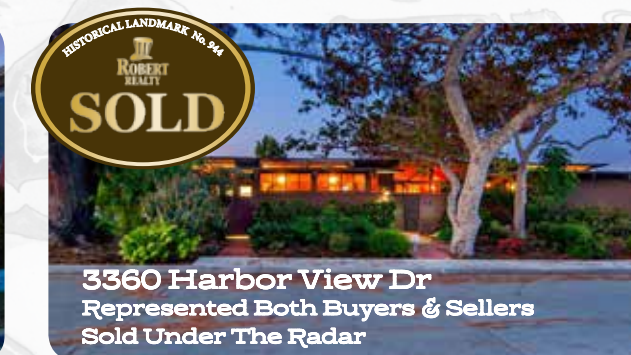
Sold for \$1,200,000



Mills Act • Point Loma's Historical Side

Mills Act Properties have the capacity to be Sold at **PREMIUMS** due to the **Tax Savings Differential** they enjoy.

Robert has developed a formula that
Capitalizes & Quantifies the Differential.





NOW MORE THAN EVER, THE
IMPORTANCE & SUCCESS OF ROBERT'S

Under The Radar Approach

• Private, Exclusive & Safe •



No Signage



No Open Houses



No Physical Intrusion

Sell at Your Own Discretion
Safely & Privately



751 Gage
3 BR • 2 BA • 1,624 ESF
REPRESENTED BUYER & SELLER



3623 Warner
2 BR • 3 BA • 2,126 ESF
REPRESENTED BUYER & SELLER



3518 Lowell
3 BR • 3 BA • 2,292 ESF
REPRESENTED BUYER & SELLER



3427 Sterne
2 BR • 2.5 BA • 1,240 ESF
REPRESENTED BUYER & SELLER



879 Agate #2
2 BR • 3 BA • 1,063 ESF
REPRESENTED BUYER & SELLER



2020 Sold Under The Radar

“As an agent, the important thing to do right now is to be innovative and meet the needs of our buyers and sellers in ways that are relevant with the continued challenges we are facing with the Corona Virus. My sellers rest assured knowing I know how to protect their equity by acting fast and protecting them from the virus during the showing process.”

• Robert

★ A Pandemic Success Story ★



1965 Marriage Reception. Charlene lived her whole life in Point Loma. The grade school auditorium near our home was named in honor of her 17 years of service at our children's grade school.



2000: Family Tree of 11 children expanded into 55 grandchildren. All of our children are married. We now have 55 grandchildren and starting to have great grandchildren.



Leaving our home in 2010 for 18 months to serve a French speaking mission in Brussels, Belgium. Did not work out since the required H1N1 vaccine triggered an immune response in Charlene that caused a heart attack, resulting in her death just 4 weeks later. So, 2 different viruses (H1N1 and COVID19) completely changed our lives.

Who are the Bradshaw's?

“

I have no hesitation in recommending Robert Reality to any person who wishes to sell their home currently or any time in the future. He earned my respect for his straightforward expert counsel and was willing to help me meet all requirements to provide documentation necessary to sell the house and to help me in my responsibilities to clear out the house and property. He and his staff went beyond the selling of my home by providing information and help that I needed to do due diligence.

Why did I sell my home? The state of California shut down all short-term rentals early in 2020. I turned my home into a short-term rental so that I and my family could stay in my home whenever we wanted to and with the property management, I knew my home would not be vacant and would be maintained. The decision to sell my home was very hard to make since

my wife Charlene and I purchased this home in 1968 and raised our 11 children in this home. The depth and joy that we had in this home was significant. The thought of my home being empty for an unpredictable time was more than I thought wise so proceeded to ask Robert to sell my home. Robert had competency in requirements management as it pertained to real estate and he expertly translated all requirements into actionable processes and documentation to move my home to market from March 26, 2020 to an offer on April 2 followed by a fully acceptable offer on April 9, 2020. Escrow closed on Tuesday May 19, 2020 as agreed upon. This was less than 60 days from the time we first spoke.

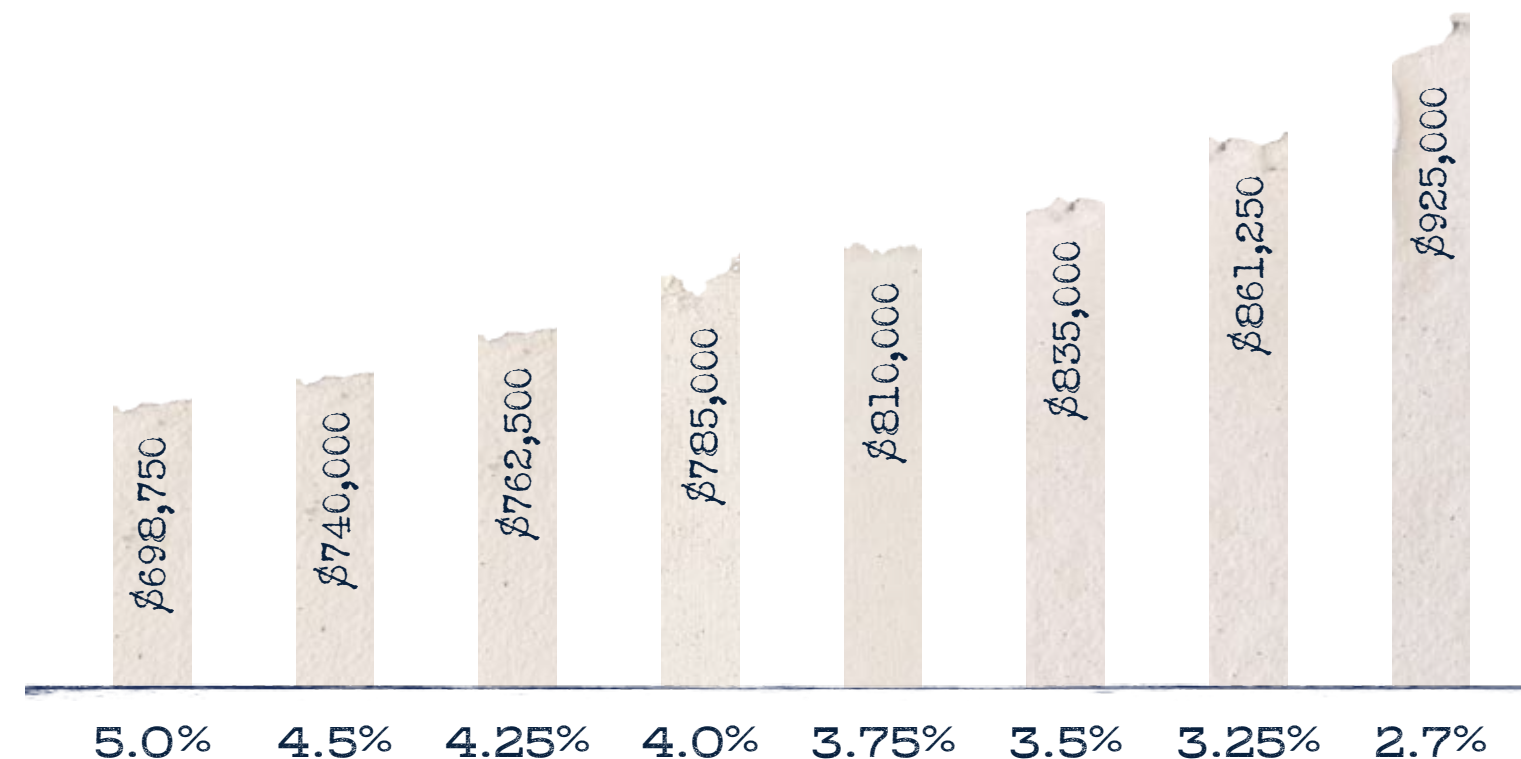
- Gerald Bradshaw

”

Let's Talk Purchasing Power

Interest Rates Impact on Affordability

For a \$3,000 Monthly Mortgage



Additional Purchasing Power For The Same Payment:
\$226,250 Driving Appreciation

The Story of Devonshire

from one family to the next



The Story of Devonshire

from one family to the next



Carson & Aida
Bought 3410 Carleton
Sold 1911 Chatsworth
for a Better Location

.....
"Robert pulled off a miracle for us!! We have been looking to move to a better located home in Point Loma for a while, but we needed to sell our home simultaneously to make that happen. We trusted Robert to guide us through this stressful process and he helped us make this long shot happen in a very short period of time. We are so happy to get into our dream location and a great home."



The Shelby's
Bought 1069 Devonshire
Sold 3410 Carleton
for a Bigger Family Home

.....
"Robert found us our first home in 2011 when we were a family of 2. Eight years later we grew to a family of 5 and he pulled off the impossible. He got our family into a home we can grow into located on our dream street and location."



Norm James
Sold 1069 Devonshire
Bought in Florida to
be with Family

.....
"Robert's worry-free competent, creative, and aggressive personal touch as both the listing AND selling broker of this "win-win" real estate transaction VALIDATED our original belief that he would get the job done."

Keeping Calm & Selling On... Even in Challenging Times.

Pandemic Testimonials



"Recommendations really do matter. We were referred to Robert Antoniadis from a client/friend and cannot express how exceptional his service and attention to detail was in the selling our Point Loma home. Robert will always put your interest first, which is why we highly recommend Robert Realty."

Cheryl & Gary Nogle
Former Owners • 3623 Warner



4062 Valeta #338



"Thank you so much Robert! This is too cool. We are so excited and really appreciate all of your hard work!"

Thomas & Michele
Current Owners
'4062 Valeta #338



3623 Warner



"You made it possible to sell my home in an unpredictable environment. I am grateful for all of your advice and help in accomplishing this complex process. He earned my respect for his straight-forward expert counsel. He and his staff helped in tasks that went beyond his fiduciary duty."

Gerald Bradshaw
Former Owner • 3502 Wisteria

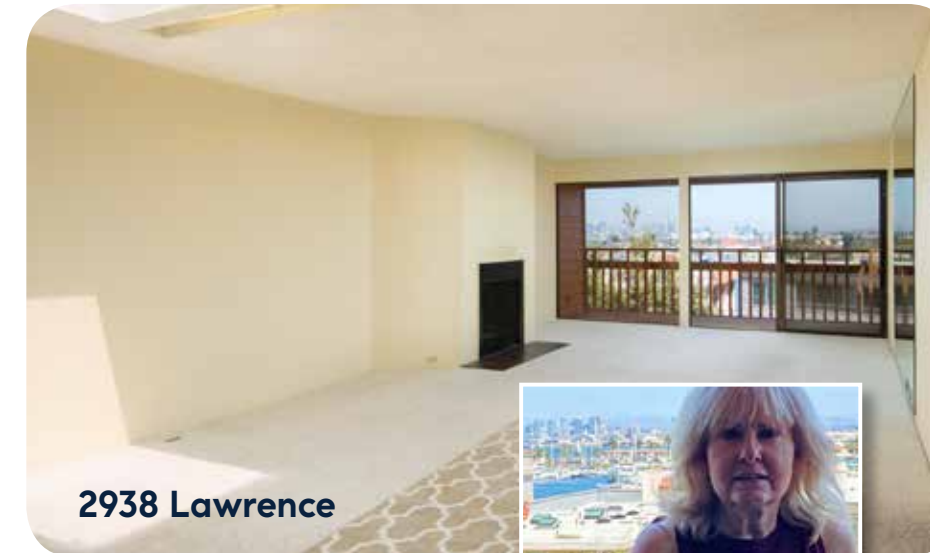


3502 Wisteria



"Great to work with Robert and his team. He is honest, responsive, created a great transaction strategy and put our family's interests first. We had a great experience with Robert & his team!"

Chris & Amy C.
Former Owners • 3322 Zola
& Current Owners 3115 Edith



2938 Lawrence



3322 Zola



"I met Robert Antoniadis when I responded to an ad he had in the Union Tribute. I had an unpleasant experience with another realtor and did not want to get involved again but the property he was selling was very appealing to me. He ended up not only representing the Sellers but me as well as I listed my home with him. He is extremely knowledgeable. He is a man of his word. He does what he says he will do. He is hard working and trustful. He sold my home in two weeks. It was a very pleasant experience. I highly recommend him."

Judith R.
Former Owner • 5702 Del Cerro Blvd
& Current Owner 2938 Lawrence

“

“I can’t recommend Robert Antoniadis more highly. He won my trust from day one, that trust grew throughout our transaction. Robert started working on my behalf long before our contract was signed, quickly removing a long-standing obstacle to the sale by virtue of his extensive knowledge and goodwill in the neighborhood. He continued to level obstacles by providing the right people to get the house ready for sale quickly and inexpensively. His strategic plan, from pricing to marketing to negotiation, was brilliant. He provided excellent service, and hand holding when needed, anticipating and taking care of every detail. Selling a home after 40 years could have been a painful process, but working with Robert made it pain-free, easy and fun. He is my hero, and if you list your home with him, I bet he’ll be yours, too.”

Denise Paccione • Former Owner
3221 Harbor View Place



621 San Elijo



“

“Robert is a dominant force in Point Loma real estate, with many years experience, a dogged determination to negotiate the best deal for his client, and the raw talent to close the deal. Real estate is a genuine and natural passion for him. Gone are the days when you could negotiate your own deal. Real estate is now a complex and litigious world, full of hazards understood by only a few agents: Robert is one. He is a stickler for details, always thoroughly prepared, quick to assess the subtle nuance of human interaction, intuitively knowing the best way to bring a deal together. There is no more effective negotiator out there. No one works harder or does it better.

Robert is intensely loyal to his clients, with a laser focus, curiously more interested in their bottom line than his own. He is always available by phone or text - there is no harder worker.”

Carey Pratt & Stephen Hopkins
Former Owners • 621 San Elijo

“

“Robert did a wonderful job in assisting us in selling our house. Within two weeks of meeting Robert we had multiple offers above the asking price. We were in escrow within three weeks. From day one, Robert was on top of things. In the first two days the house had been photographed, appraised and inspected. This diligence not only expedited the date of sale but help maximize the selling price. My wife and I would like to thank Robert for all of his hard work and assistance.”

Michael & Debbie McDonnell
Former Owners • 1021 Santa Barbara



1021 Santa Barbara

“

“Robert found us our first home in 2011 when we were a family of 2. Eight years later we grew to a family of 5 and he pulled off the impossible. He got our family into a home we can grow into located on our dream street and location.”

The Shelby’s • Former Owners
3410 Carleton



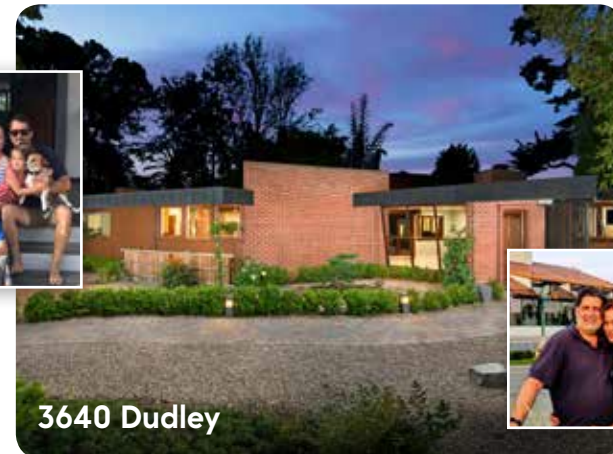
3410 Carleton

“

“Robert we really appreciate everything. You’re a hardworking dude and you helped us out and got it done. Whhhhat! Roberto!!! Best realtor in the game!!

Can’t wait to buy another one with you!”

Chad & Maya • Current Owners
3640 Dudley



3640 Dudley

“

“Robert’s worry-free competent, creative, and aggressive personal touch as both the listing AND selling broker of this “win-win” real estate transaction VALIDATED our original belief that he would get the job done.”

P.N. James • Brother of Former Owner
1069 Devonshire



1069 Devonshire

“

“Robert pulled off a miracle for us! We needed to sell our home simultaneously. We trusted Robert to guide us through this stressful process and he helped us make this long shot happen in a very short period of time. We are so happy to get into our dream location and a great home. Thank you for working so hard for us!”

Carson & Adia Edginton • Former Owners
1911 Chatsworth



1911 Chatsworth

“Working with Robert and his team was a great experience. Straightforward, honest, and really delivered for our family. No one knows the details of the 92106/92107 market better than Robert and no one works any harder to make it happen.

Charles & Katrin • Former Owners
3640 Dudley



We Do Home Rentals!



If you need your Single Family Detached Home
or 1-4 Unit Rented, Robert will take care of it.
He will find the tenant, screen the tenant
and prepare the lease.

619.852.8827



Simply. Free. Notary...It's that Easy.

619.852.8827

Robert Cares



Once A Client, Always A Client.

Robert's hyper local approach to real estate is more than just business. Robert cares for his clients as friends.

With over 100 testimonials & North of \$1/2 Billion in sales,
Robert is & has been #1 in Point Loma for a reason.

Robert Never Forgets A Birthday

Happy Birthday!





See our Monthly Newspaper Online!

Track Point Loma's Market Trends & Home Values
simply by visiting Robert's Website:

www.RobertRealtySD.com/monthly-newspaper

If you'd like to receive a copy of Robert's monthly newspaper
simply subscribe directly from Robert's website above!

Our \$100 Guess Winners

From Our 2020 Newspaper \$100 Guess Submissions...
Congratulations!



Chelsea T!



Debbie A!



Kent W!



Terry T!



Penny D!



Richard!



Judy B!



Dixie H!



Courtney G!



Scott Family!



The Scott's!

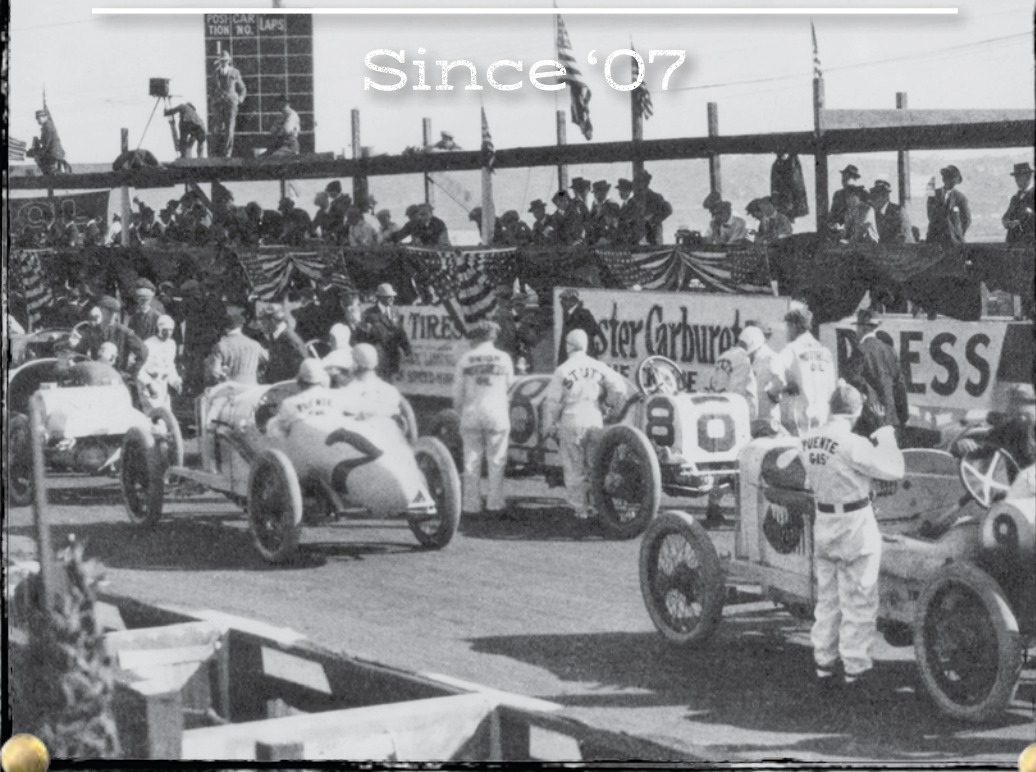


Cheryl C!

North of

\$1/2 BILLION

Since '07



Call, Text or Email Robert
for a No Obligation Consultation.

(619) 852-8827

ROBERT ANTONIADIS

Broker | DRE #01727428

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Robert@RobertRealtySD.com

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