



DECEMBER 2025  
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## Merry Christmas & A Happy New Year



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Robert's Spotlight Listing:  
**952 Rosecrans St**  
Incredible Rental Opportunity  
Just 2 Blocks To The Bay

As we close out 2025, having completed 11 of 12 months (92%) of the year, on a Year Over Year basis. Point Loma homes (**Units**) **SOLD** (Jan 1 – Nov 28) 2025 have decreased **-3%** from 2024, (**124 vs 128**). 📉

The 2025 level of homes (**units**) **SOLD** for the year is tracking to fall short **-27%** from the Pre 2019 Covid level of homes **SOLD** in Point Loma (**132 vs 180**). The 20 YR Avg approximates **174** Point Loma Yearly Home Sales. This makes it 4 consecutive 🟢🟢🟢 years in a row, years 2022 through 2025 Point Loma Homes Sales have contracted **25%** 📉 off their historical levels of activity. For perspective, 📉 with **132** Total Point Loma Homes Sold in 2025, Total Sold transactions for the year have receded 📉 back to 2009 levels of units **SOLD** mirroring 📉 levels of 📉 The Great Recession (128 units in 2009). 📉

**YTD**, (01/01/25 - 11/28/25) the **Average Number** of homes **SOLD per Mth** this year has decreased to (**11**) **-8%** over last year (01/01/24-11/28/24) which was (**12**) Homes per Month. The YTD 2025 Average (**11**) Homes Sold per month is **-15%** less than the 5-Year Trailing 📉 YTD (01/01-11/28) Average per month which is (13) homes per month. 📉

On a **YTD Month over Month** basis, (01/01/25 - 11/28/25) the **YTD Number** of homes **SOLD Per Mth Average** (**11**) remained flat from (01/01/25 - 10/31/25) YTD Number of homes **SOLD** Average which was also 11 homes per month. 📉

2025 **Total YTD Dollars** Transacted **\$282,000,000** (Jan 1 through to Nov 28, 2025) vs. \$274,000,000 (Jan 1 - Nov 28, 2024) represents a **+3%** increase in Total Dollars transacted over the 2024. 2025 Total YTD Dollars transacted are also **+3%** more than the 5 Year Trailing Average which is \$273,000,000. Annualized at our current pace, 📈 Total Dollars transacted for this year 2025 will approximate \$308,000,000, which mirrors 2018 levels pre-Covid of \$300,000,000 Total Dollars transacted. 📈

With interest rates hovering 📉 the lowest they have been all year at **6.22%** as at 12/01/25, the **YTD 2025 Median Sales Price** (01/01/25-11/28/25) in Point Loma drifted 📈 higher to **\$1,900,000** **+4%** from \$1,823,000 (01/01/24-11/28/24). This is attributable to (i) **Supply** being finite 📉 and sought after by virtue of being encapsulated 📉 on a Peninsula with the bay to the east, ocean to the west. Supply has demonstrated its stability 📉 in 2025 finishing 2025 with almost the exact same number of units we began 2025 with at **25** homes For Sale. (ii) **Demand** though off a low single 📉 digit **-3%** from 2024 benefitted and was propped up by the tail end 📉 of a demographic sweet spot 📈 of built in replacement demand of first-time home Buyers (that entered the house formation age (28-32) where couples date, 📈 mate, 📈 rent 📈 & buy 📈 homes, start families 📈 and consume 📈 which helped stabilize 📈 and maintain 2025 Point Loma Home values. Notwithstanding this, it appears the YTD 2025 Median will be drifting South 📉 **-5%** as we work our way through Christmas 📉 & New Years. 📉 This is attributable to (i) the current Median of Pending Homes, (not SOLD yet but under contract) approximates \$1,800,000, (ii) the Median of Homes that went off market in the last 30 days also approximates \$1,800,000. 📉

The **YTD 2025** (01/01- 11/28) **\$1,900,000 Median Sales Price** is **+17%** higher than the 5 Year YTD Median Sales Price Trailing Average which is \$1,622,000. 📈

On a **YTD Month over Month** basis, (01/01/25-11/28/25) the **YTD Median Sales Price** **\$1,900,000** has decreased **-1%** from last month's YTD (01/01/25 - 10/31/25) Median Sales Price which was \$1,923,000. 📉

Point Loma **YTD** (01/01/25-11/28/25) Single Family Detached Homes **SOLD Median Days on Market** this year is (**19**) Days, represents a **-10%** decrease of market time over last year YTD (01/01/24 - 11/28/24) which was (21) Days on Market. This is not surprising as interest rates since May of this year have hovered with duration (2/3), 67% of the year **below 7%** helping the market move faster. Last year, 2024 interest rates hovered with duration (2/3) 67% of the year **over 7%**

resulting in a slower market requiring more time to sell. Contemporaneously, the YTD (01/01/25 -11/28/25) **SOLD** Median Days on Market for homes has lengthened **+19%** (**19 vs 16**) in relation to the YTD (01/01-11/28) 5-Year **SOLD** YTD Median Days on Market Trailing 📈 Average. 📈

On a **YTD Month over Month** basis, (01/01/25 -11/28/25) the **YTD SOLD Median Days on Market** (**19**) has remained flat from (01/01/25 - 11/28/25) YTD **SOLD** Median Days on Market which was also (19) Days. 📉

The (01/01/25 - 11/28/25) **YTD Sold / List Ratio** remained flat at **98%**, with last year (01/01/24 - 11/28/24) when the YTD Sold / List Ratio was also 98%. The 2025 (01/01 - 11/28) YTD Sold/List Ratio **98%** decreased **-1%** in relationship to The 5-Year Trailing 📉 Average (01/01-11/28) YTD **SOLD/List Ratio** of **99%** 📉

On a **Month over Month** basis, (01/01/25 -11/25/25) the **YTD SOLD / List Ratio** of **98%** remained unchanged from (01/01/25 - 10/31/25) which also resulted in a YTD **SOLD / List Ratio** of 98%. 📉

The Point Loma (01/01/25-11/28/25) **YTD Median Sales Price Per Sq Ft** decreased **-3%** to **\$927** per Sq Ft from \$957 last year (01/01/24-11/28/24). 📉

The (01/01/25 - 11/28/25) **YTD Median Sales Price** of **\$927 Per Sq Ft** has increased **+11%** over the (01/01-11/28) 5- Year YTD Trailing Average Median Sales Price Per Sq Ft which was \$835. On a **YTD Month over Month** basis, the **\$927** YTD (01/01/25-11/28/25) Median Sales Price Per Sq Ft increased **+1%** over (01/01/25 - 10/31/25) which resulted in a YTD Median Sales Price Per Sq Ft of \$914 Sq Ft. 📈

The 11/28/25 YTD Median Point Loma Home SOLD being:

### 2025 Median Home Sold:

🏠 3 BR 🛀 3 BA 📏 2,270 SQ FT 📅 1955

January 1<sup>st</sup> - Nov 28<sup>th</sup> (2025 vs. 2024)

<b>-3%</b>	📍	<b># Homes Sold</b> 124 vs. 128 Homes
<b>+3%</b>	📍	<b>Total \$ Transacted</b> \$282M vs. \$274M
<b>+4%</b>	📍	<b>Median Sales Price</b> \$1,900,000 vs. \$1,823,000
<b>-3%</b>	📍	<b>Median \$/Sq</b> \$927 vs. \$957
<b>-10%</b>	📍	<b>Median Days/Mkt</b> 19 Days vs. 21 Days
<b>+0%</b>	📍	<b>Sold/List Ratio</b> 98% vs. 98%

**Now analyzing what transpired last month only in the Month of November (11/01 - 11/28) reveals the following:**

Year over Year, The **Number of SOLD** homes last month November 2025 (**8**) increased **+14%** from November 2024 when only (7) homes were also SOLD. 📈

November Single Family Detached Home Sales (8) decreased **-20%** from the 5-Year Average for the Number of SOLD homes in the Month of November which equals (10) homes SOLD. 📉

2025 on a **Month over Month** basis, the **Number of SOLD** homes in November this year (**8**), decreased **-38%** over the previous month October 2025 when (13) Single Family Detached Homes were also Sold. 📉

**Total Dollars SOLD** this year **In the Month** of November (11/01/25-11/28/25) **\$14,000,000** increased **+8%** compared to the \$13,000,000 that SOLD in the month of November 2024. The **\$14,000,000** of SOLD transactions in the month of November this year decreased **-26%** over the 5-Year Trailing Avg Total Dollars SOLD in November which was \$19,000,000.

On a **Month over Month** basis, (11/01/25-11/28/25) versus (10/01/25-10/31/25), the Total Dollars SOLD decreased **-48%** to \$14,000,000 in November from \$27,000,000 in October.

The **Median Sales Price Sold** in the **Month** of November (11/01/25-11/28/25) **\$1,750,000** decreased **-10%** from last year (11/01/24 - /11/28/24) which produced a Median Sales Price Value of \$1,950,000.

For the period (11/01/25 - 11/28/25) the **\$1,750,000** Median Sales Price decreased **-1%** over (11/01-11/28) 5-Year Median Sales Price Trailing Avg which is \$1,772,000.

The November (11/01/25 - 11/28/25) Median Sales Price **\$1,750,000** retracted **-15%** from last month's (10/01/25 -10/31/25) Median Sales Price which was \$2,050,000. The 2025 December Median Sales Price of \$1,750,000 will ascend higher through Christmas into the year due to the fact (i) the Median Pending Sales Value as at 11/28/25 is \$1,800,000 and (ii) the Median Value of Point Loma Homes that came off market and went into escrow the last 30 days is also \$1,800,000 as at 11/28/25.

On a Year over Year basis, the November **Sold / List %** for the period (11/01/25 - 11/28/25) increased **+1%** to 98% from 97% last year for the equivalent period (11/01/24 - 11/28/24). The November (11/01/25 - 11/28/25) **Sold / List %**, **98%** increased **+1%** over the 5-YR July (11/01-11/28) SOLD /List ratio which was 97%.

On a **Month over Month** Basis, (11/01/25-11/28/25) the **98% Sold / List %** improved **+2%** over last month (10/01/25 - 10/31/25) which was 96%.

The November (11/01/25 - 11/28/25) **Median Sales Price per Sq Ft \$1,065** increased **+17%** over the November (11/01/24 - 11/28/24) Median Sales Price per Sq Ft \$913.

The November 2025 **\$1,065** (11/01/25 - 11/28/25) Median Sales Price per Sq Ft increased **+23%** over the 5-YR Oct (11/01-11/28) Trailing Avg of \$866 per Sq Ft.

The **Month** of November (11/01/25 - 11/28/25) **Median Sales Price Per Sq Ft \$1,065** increased **+22%** on a Month over Month basis from last month (10/01/25 - 10/31/25) which was Sq Ft of \$873 Sq Ft.

Analyzing the **Number** of homes in Point Loma that Sellers received and accepted an offer, that **Went Off Market**, the (7) in the Month of November 2025, decreased **-22%** from the (9) homes that went Off Market in November 2024.

The **Number** of homes in Point Loma this year that **Went Off Market (7)** in the month of November (11/01/25-11/28/25), contracted **-58%** in comparison to the 5-Year Avg (11) for homes that Sellers received and accepted an offer that Went Off Market for the same period (11/01-11/28).

On a **Month over Month** basis, the **Number** of homes that Sellers received and accepted an offer that **Went Off Market** (11/01/25 - 11/28/25) (7) increased **+40%** from last month (10/01/25 - 10/31/25) which was (5).

The December 2025 **Expected Market Time** of (111) Days, (3.7 mths) from the time you list your home for sale to the time an offer is accepted, is arrived at by dividing Current Inventory of homes for sale (26) by the Sales Velocity the last 30 Days, (Off Market/Pending Sales the last thirty days) (7).

The current **Supply**/Inventory of homes available for sale in Pt Loma appears to be on track to finish the year at **25 Units**, though that approximates **-50%** less than

pre-Covid 2019 average levels of (47) homes for sale, it is **+32%** higher than the average Inventory levels (19) of the last 4 years, (2021-24).

The December 2025 **Expected Market Time** has lengthened **+19%** to 111 Days from last year at this time when the Expected Market Time was 93 days. The December 2025 **Expected Market Time** of 111 Days is **+9%** longer than the 5-Year December Expected Market Time Trailing Avg which is (102) Days.

On a **Month over Month** basis, the December 2025 **Expected Market Time** of 111 Days has contracted **-38%** from the previous Month November 2025 which had an associated (180) Days EMT.

Less than 60 Days is considered a Hot Seller's Market. 60-90 days is considered a Slight Seller's Market. 90-120 Days is considered a balanced market. 120-150 Days a slight Buyers' Market, providing single digit price concessions/reductions in negotiations between Sellers and Buyers. 150 Days + is a Buyers' market where double-digit price concessions/reductions begin to appear in negotiations between Sellers and Buyers.

**In conclusion**, as we move into 2026 with a Dovish Fed and their dual mandate of **full employment** and **price stability** now favoring **labor** over **inflation** due to:

- (i) A weaker labor market as evidenced by a **4.40%** unemployment rate compared to **4.10%** last year at this time and **4.30%** last month.
- (ii) US job openings down from 7,649,000 to 7,227,000 **-5.52%** from one year ago.

As a result of a **more neutral/less restrictive** Fed policy moving into 2026 to help shore up a weaker labor market, the 10-year treasury today at 4.02% and corresponding 30-year mortgage at 6.22%, are both poised to continue to soften in 2026.

4 consecutive years of unit home sales off **-25%** from the Point Loma average appears to be poised to fade into the rear-view mirror. 2026 is poised to benefit Point Loma Home Sellers with softening rates that will make their homes more affordable to potential Buyers, casting a wider potential net, attracting additional attention, increasing competition, and multiple potential offers.

The caveat here is we do not know what we do not know, what lurks around the bend over the hill that can dramatically affect the flight to safety that the 10 YR Yield provides.

The fall of 2019 was setting 2020 Point Loma Home Sales up to be a banner year. Who could foresee in the fall of 2019 that COVID was just around the bend, (March of 2020) and its associated volatile, whipsaw effects on housing. As we work our way through the Holidays to year end, Point Loma Home Sales comprised of **Supply** /New listings and **Demand** /New Escrows will experience traditional seasonal declines softening, gradually descending.

This is due to the distractions of The Holidays as Sellers shift their focus to family and the holidays and prefer to wait until after the Super Bowl. (Go Bills!) to List, Sell, Buy property. Notwithstanding the above, with the softening on interest rates today at **6.22%** that were hovering over 7% last year at this time, Buyers and Sellers that were waiting on the sidelines are helping to **Trump** seasonality and stimulate sales activity higher.

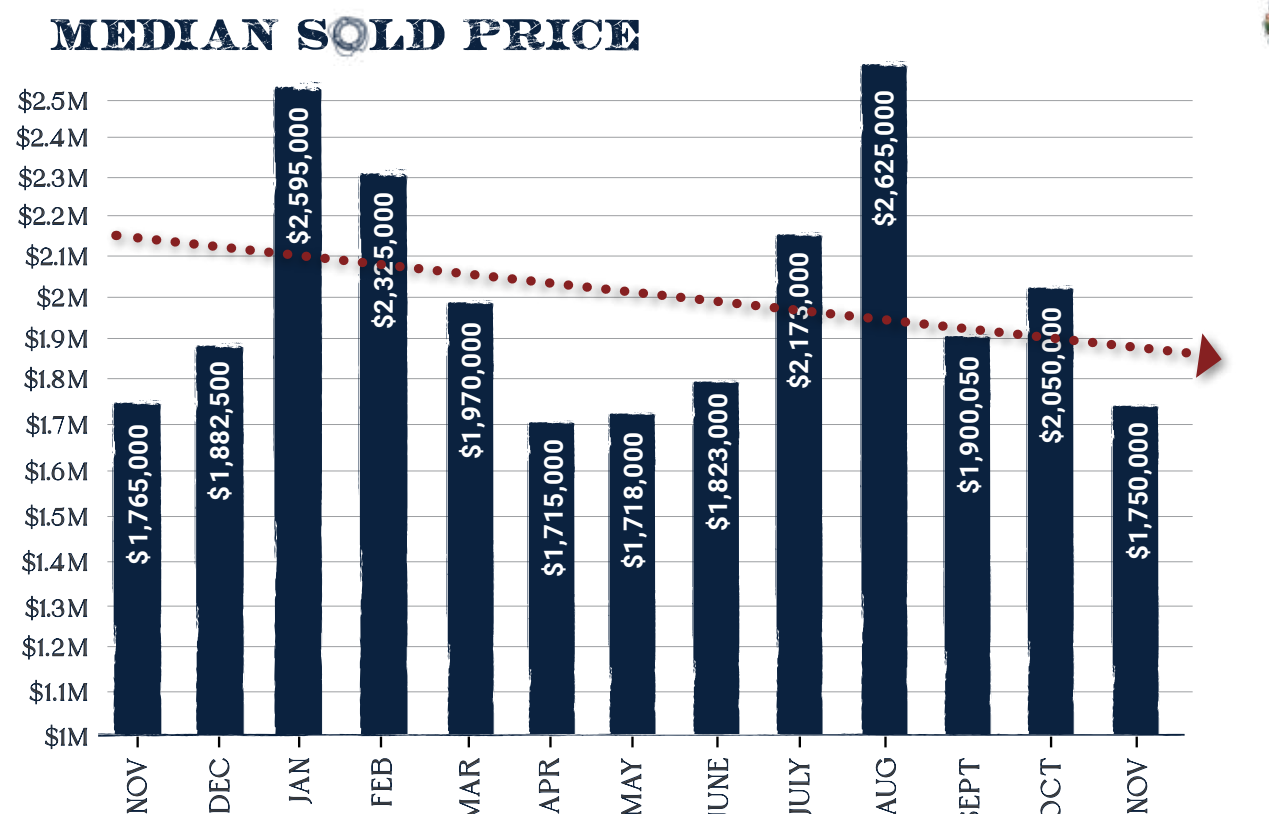
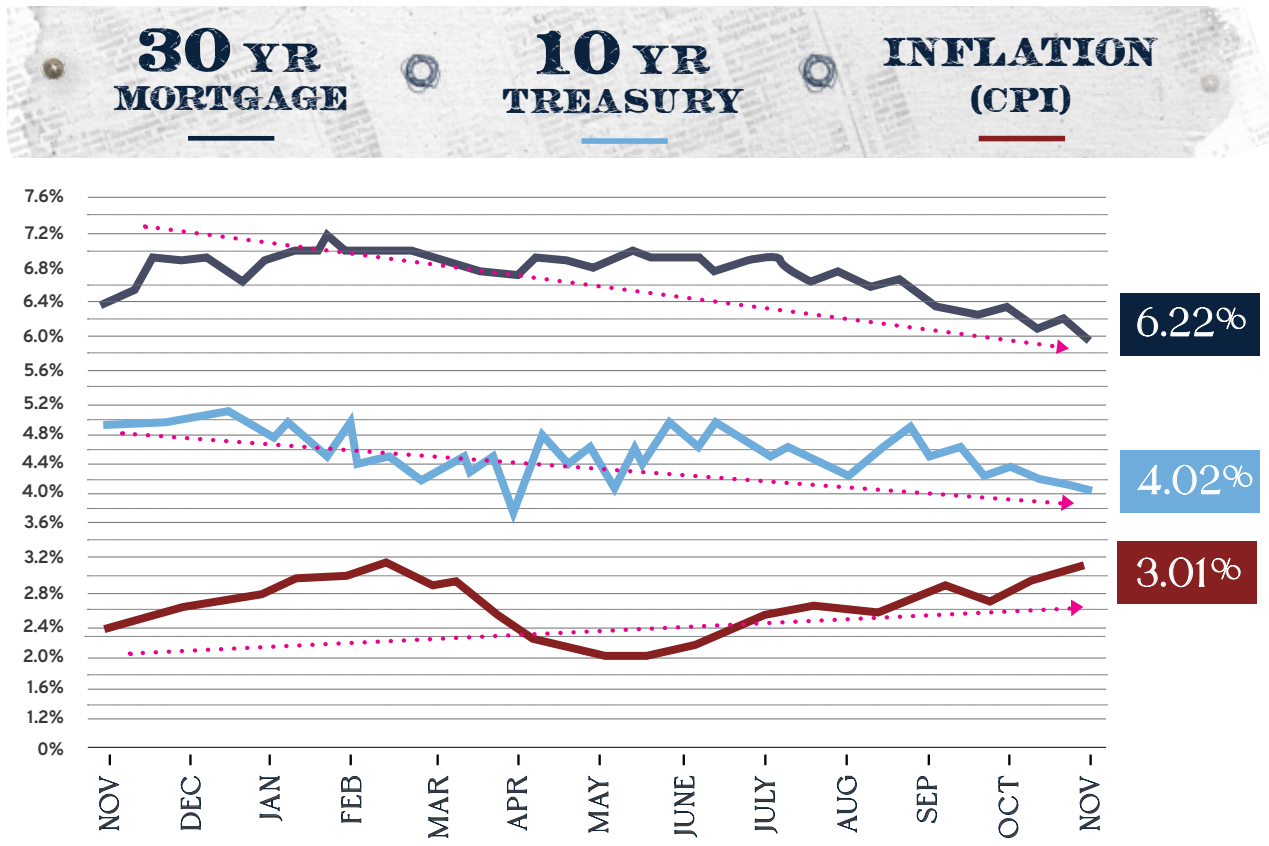
I hope you and yours can enjoy the Holidays surrounded by four fabulous micro climates providing arguably the best weather on the entire continent and planet; coastal, inland, mountain and desert with family, friends, food, fellowship, & Christmas Cheer. The dirt, soil, and sandstone that makes up The Peninsula that is coveted, finite and limited by virtue of being encapsulated by San Diego Bay to the East and Pacific Ocean to the West will continue to hold steadfast, solid as Point Loma sandstone value in the short run 2025/2026 and provide appreciation over the long term 2026 and beyond. That is the very reason values are holding and not plunging. Case in point, the 2024 Point Loma Home Sales Median was \$1,823,000.

Here we are closing out 2025 with a solid **2025 Sales Price Median** of **\$1,900,000**, within (+/-) low single digits, 4% of last year's Median. Owners of Real Property in Point Loma, that is something to give thanks regardless the season.

Wishing you and yours a Merry Christmas and a Happy New Year.

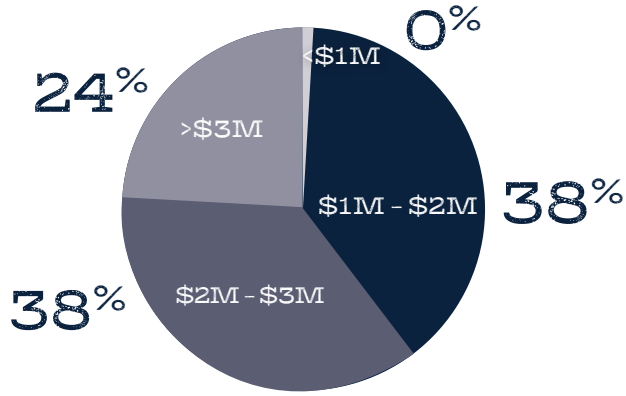


**- Robert**



## INVENTORY

AS OF 11/28/25

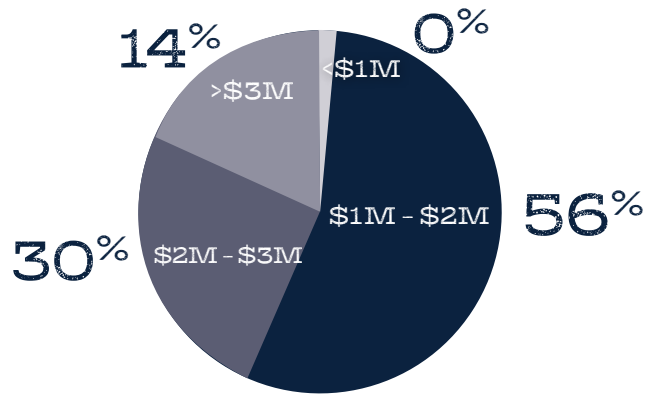


0%	Homes <\$1M	>	0
38%	Homes between \$1M - \$2M	>	10
38%	Homes between \$2M - \$3M	>	10
24%	Homes >\$3M	>	6

100% 26

## SALES

01/01/25 - 11/28/25

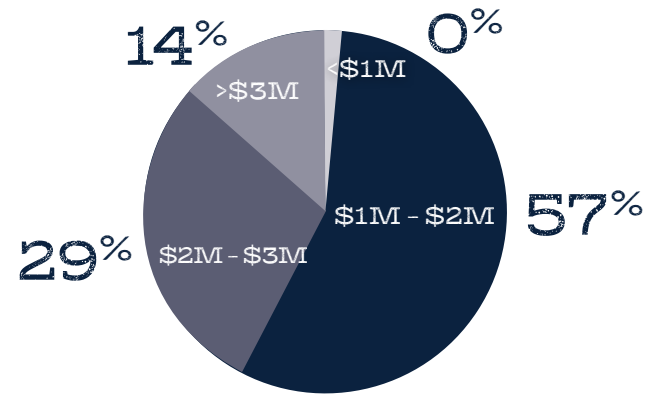


0%	Homes <\$1M	>	0
56%	Homes between \$1M - \$2M	>	70
30%	Homes between \$2M - \$3M	>	37
14%	Homes >\$3M	>	17

100% 124

## OFF MARKET

11/01/25 - 11/28/25

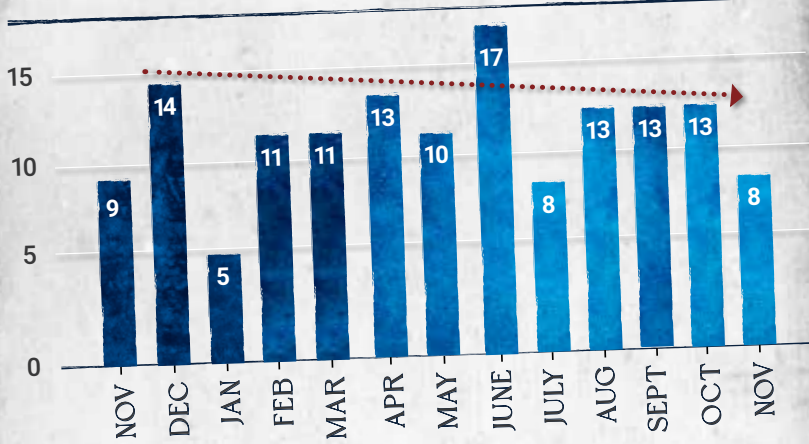


0%	Homes <\$1M	>	0
57%	Homes between \$1M - \$2M	>	4
29%	Homes between \$2M - \$3M	>	2
14%	Homes >\$3M	>	1

100% 7

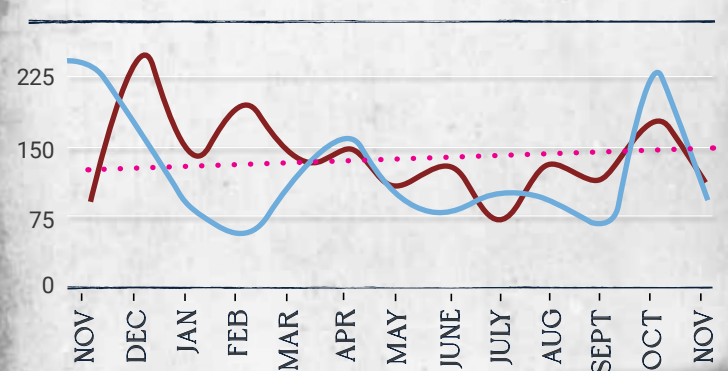
## # Total Transactions

2024/2025



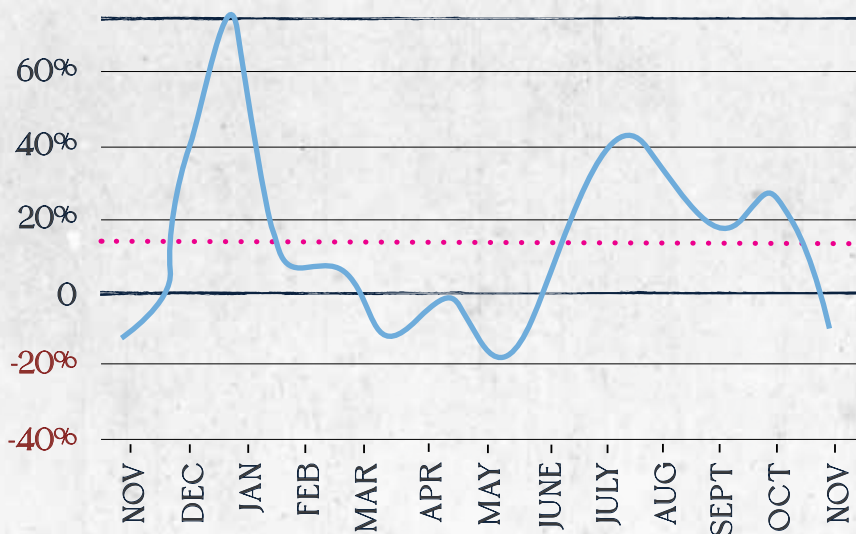
## Expected Market Time

— 2025/24 — 2024/23 ... AVG

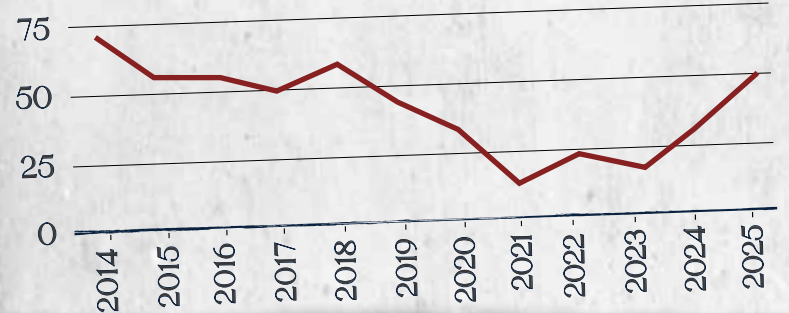


## MEDIAN PRICE

YEAR OVER YEAR % CHANGE

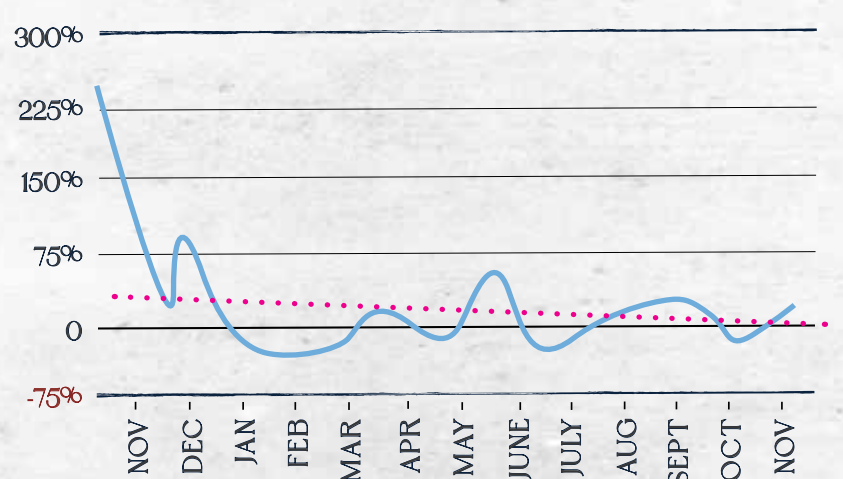


## INVENTORY TREND



## # TOTAL TRANSACTIONS

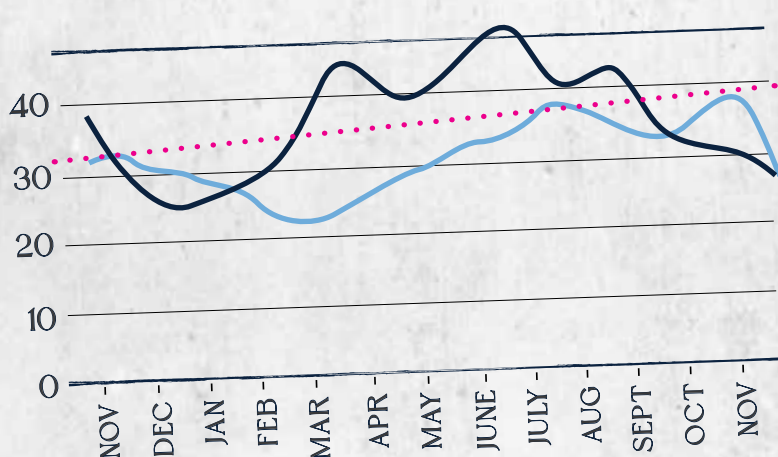
YEAR OVER YEAR % CHANGE



## INVENTORY

YEAR OVER YEAR

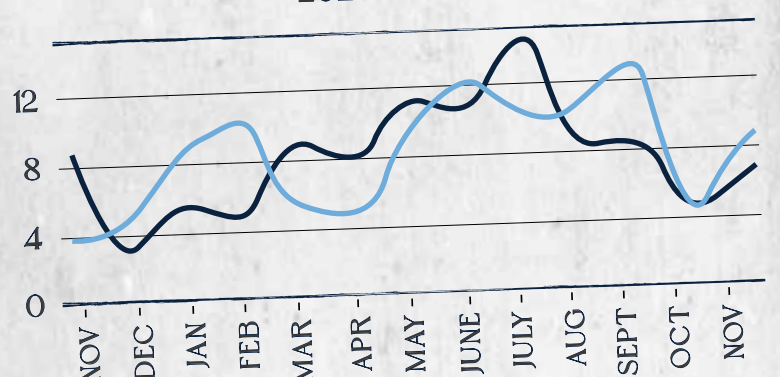
— 2024/25 — 2023/24 ... AVG



## PENDING SALES






YEAR OVER YEAR

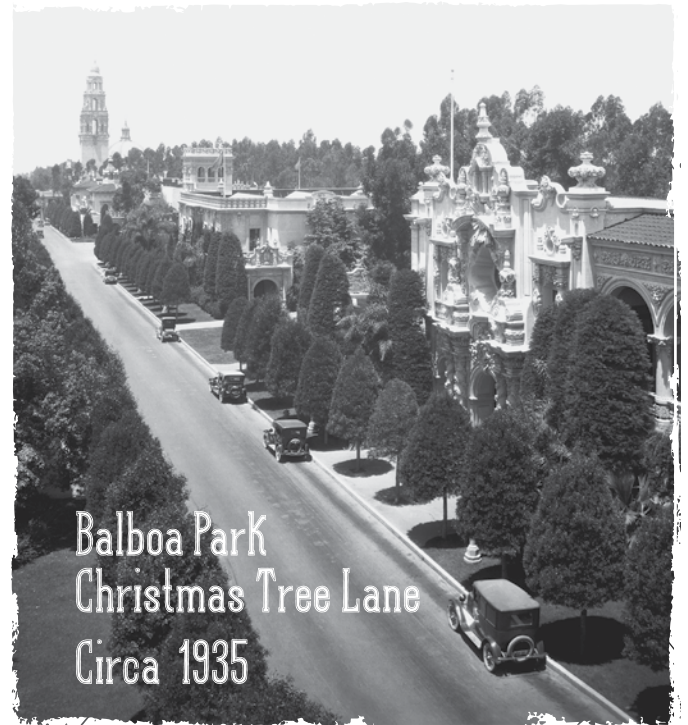
— 2025 — 2024



92106

**POINT LOMA MARKET**  
11 MONTH YEAR OVER YEAR REVIEW

	<b>-3%</b>	<b>SINGLE FAMILY HOMES SOLD</b> 124 transactions from 128
	<b>-9%</b>	<b>HIGHEST PRICED HOME</b> \$10,700,000 from \$11,700,000
	<b>+38%</b>	<b>LOWEST PRICED HOME</b> \$1,050,000 from \$760,000
	<b>+4%</b>	<b>MEDIAN HOME VALUE</b> \$1,900,000 from \$1,823,000
	<b>+3%</b>	<b>TOTAL MARKET VOLUME</b> \$282,000,000 from \$274,000,000








**YEAR OVER YEAR \$ SALES & # UNIT DISTRIBUTION**

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# < \$1M	# \$1M - \$2M	# \$2M - \$3M	# > \$3M	TOTAL \$	
2025	124	\$1,050,000	\$1,900,000	\$10,700,000	0	70	37	17	\$282M	
2024	128	\$760,000	\$1,823,000	\$11,700,000	2	77	31	18	\$274M	
		<b>-3%</b>	<b>+38%</b>	<b>+4%</b>	<b>-9%</b>	--	<b>-9%</b>	<b>+19%</b>	<b>-6%</b>	<b>+3%</b>

**POINT LOMA MARKET**  
11 MONTH YEAR OVER YEAR REVIEW

92107



	<b>+3%</b>	<b>SINGLE FAMILY HOMES SOLD</b> 115 transactions from 112
	<b>-29%</b>	<b>HIGHEST PRICED HOME</b> \$5,275,000 from \$7,400,000
	<b>+11%</b>	<b>LOWEST PRICED HOME</b> \$825,000 from \$745,000
	<b>+9%</b>	<b>MEDIAN HOME VALUE</b> \$1,815,000 from \$1,663,000
	<b>+6%</b>	<b>TOTAL MARKET VOLUME</b> \$237,000,000 from \$224,000,000

**YEAR OVER YEAR \$ SALES & # UNIT DISTRIBUTION**

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# < \$1M	# \$1M - \$2M	# \$2M - \$3M	# > \$3M	TOTAL \$
2025	115	\$825,000	\$1,815,000	\$5,275,000	0	70	37	17	\$237M
2024	112	\$745,000	\$1,663,000	\$7,400,000	2	70	31	12	\$224M
		<b>+3%</b>	<b>+11%</b>	<b>+9%</b>	<b>-29%</b>	--	<b>-19%</b>	<b>+42%</b>	<b>+6%</b>

# EAT THE RAINBOW

HOW COLORFUL FOODS CAN BRIGHTEN YOUR PLATE & BOOST YOUR HEALTH



**MATTHEW JOHNSON** - If you've ever been told to "eat your fruits and vegetables," you're not alone — it's a message we've all heard since childhood. But there's a fun twist that makes that advice more inspiring, easier to remember, and proven to improve your health: eat the rainbow. No, we're not talking about candy. "Eating the rainbow" means filling your plate with a colorful variety of fruits and vegetables — red, orange, yellow, green, blue, and purple — every day. Each color represents a different set of nutrients, antioxidants, and health benefits. When you eat a variety of colors, you're giving your body a powerful mix of everything it needs to feel and function at its best.

## WHY COLOR MATTERS

The vibrant colors in fruits and vegetables come from natural compounds called phytonutrients — plant chemicals that protect plants from the elements and, in turn, protect us from disease. Each color group has its own unique benefits. Together, they form a symphony of nutrition that supports your immune system, brain, heart, skin, and overall well-being. In short, if your plate looks like a rainbow, it's likely packed with nutrients.

**Red: The Heart-Healthy Powerhouse.** Red fruits and vegetables get their color from lycopene and anthocyanins, antioxidants known for protecting

the heart & fighting inflammation. They're also rich in vitamin C, which supports immune health and skin elasticity. **Top picks:** Tomatoes, red peppers, strawberries, raspberries, watermelon, cherries, & beets.

**HEALTH HIGHLIGHTS:** Lycopene has been linked to lower risks of heart disease and certain cancers, especially prostate cancer. Red produce can also help support healthy blood pressure and circulation.

**Orange & Yellow: The Immunity and Eye-Health Heroes.** This sunny section of the spectrum is full of beta-carotene, which the body converts into vitamin A - essential for healthy vision, skin, and immune function. These foods also provide vitamin C and antioxidants that protect against cell damage.

**Top picks:** Carrots, sweet potatoes, oranges, mangoes, yellow peppers, peaches, cantaloupe, and pineapple.

**HEALTH HIGHLIGHTS:** Beta-carotene gives orange and yellow produce their bright hue and helps keep your eyes sharp. Vitamin C supports collagen production for healthy skin and joints.

**Green: The Everyday Detoxifiers.** Green vegetables are nutritional gold. They contain chlorophyll, folate, vitamin K, iron, and calcium — all crucial for maintaining healthy bones, blood, and digestion. Leafy greens in particular are among the most nutrient-dense foods on Earth.

**Top picks:** Spinach, kale, broccoli, asparagus, Brussels sprouts, green beans, avocados, and kiwis.

**HEALTH HIGHLIGHTS:** Green foods support liver health, boost immunity, and may help lower cholesterol. The fiber in green vegetables also aids digestion and promotes satiety — helping you feel full longer.

**Blue & Purple: The Brain and Longevity Boosters.** Blue and purple produce owe their rich colors to anthocyanins, powerful antioxidants that have been shown to improve brain health, memory, and heart function. These foods also support healthy aging by fighting oxidative stress — the cellular damage that contributes to aging and disease.

**Top picks:** Blueberries, blackberries, purple grapes, plums, eggplant, and red cabbage.

**HEALTH HIGHLIGHTS:** Studies suggest that regularly eating blueberries and other dark-colored fruits can improve memory, balance, and overall brain performance. They're also anti-inflammatory and promote healthy arteries.

**White & Brown: The Unsung Heroes.**

While not technically part of the rainbow, white and tan produce deserve a place on your plate. These foods often contain allicin, a compound with strong antibacterial and antiviral properties, and potassium, which supports heart and muscle function.

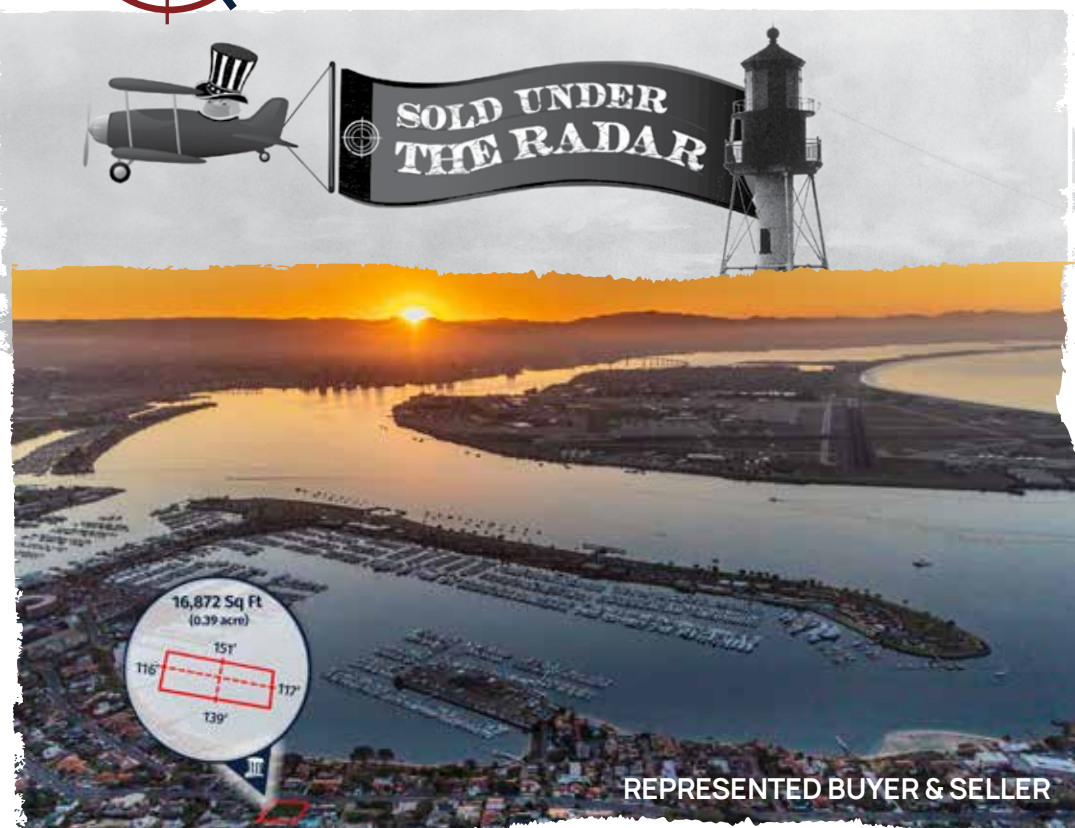
**Top picks:** Garlic, onions, cauliflower, mushrooms, potatoes, parsnips, and bananas.

**HEALTH HIGHLIGHTS:** White vegetables can help lower cholesterol and blood pressure while strengthening bones and supporting the immune system. Mushrooms, in particular, offer immune boosting benefits and are one of the few plant-based sources of vitamin D.

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## ROBERT'S UNDER THE RADAR APPROACH

PRIVATE & DISCRETE - NO SIGNAGE, NO OPEN HOUSES



REPRESENTED BUYER & SELLER

766 Rosecrans • 117' X 139' LA PLAYA LOT

North of  
**\$30 MILLION**

Sold Under The Radar



REPRESENTED BUYER & SELLER  
459 Tavera Pl  
4 BR • 5 BA • 4,742 ESF



REPRESENTED BUYER & SELLER  
3710 Pio Pico  
2 BR • 1 BA • 1,204 ESF



REPRESENTED BUYER & SELLER  
1640 Chatsworth Blvd  
3 BR • 2 BA • 1,567 ESF



REPRESENTED BUYER & SELLER  
3617 Fenelon  
3 BR • 2 BA • 2,312 ESF

ROBERT'S  
**2025**  
HOME SALES

JUST NORTH OF  
**\$29 MILLION**  
SOLD IN 2025



ROBERT REPRESENTED  
BOTH BUYER & SELLER

#	ADDRESS	REP	\$ PER SQ FT	DAYS ON MKT	LIST PRICE	SALES PRICE	SOLD/ LIST %	TOTAL PROD'N
1	1419-21 Cypress	Seller	\$1,070	3	\$895,000	\$920,000	103%	\$920,000
2	4756 Glenside Rd	Buyer	--	--	--	--	--	\$998,000
3	1852 Locust St	Seller	\$1,170	28	\$1,295,000	\$1,250,000	97%	\$1,250,000
4	3637 Richmond St	Seller	\$808	4	\$1,495,000	\$1,450,000	97%	\$1,450,000
5	3040 Tennyson St	Seller	\$692	20	\$1,695,000	\$1,675,000	99%	\$1,675,000
6	3728 Curtis St	Seller	\$423	24	\$1,995,000	\$1,900,000	95%	\$1,900,000
7	3706 Jennings St	Buyer	--	--	--	--	--	\$2,100,000
8	3115 Edith	Seller	\$763	4	\$2,150,000	\$2,100,000	98%	\$2,100,000
9	1300 W Walnut	Seller	\$580	6	\$1,995,000	\$2,450,000	123%	\$2,450,000
10	675 Silvergate	Buyer	--	--	--	--	--	\$2,595,000
11	1575-85 Cable St	Seller	\$555	22	\$2,635,000	\$2,600,000	99%	\$2,600,000
12	4692 Niagara Ave	Dual	\$1,092	7	\$1,750,000	\$1,600,000	91%	\$3,200,000
13	812 San Antonio Pl	Dual	\$1,171	41	\$3,500,000	\$3,100,000	89%	\$6,200,000

<b>AVERAGES/TOTAL</b>	<b>\$832</b>	<b>16</b>	<b>\$1,940,500</b>	<b>\$1,904,500</b>	<b>100%</b>	<b>\$29,438,000</b>
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**SIMPLY PUT: ROBERT WILL SELL YOUR HOME  
FASTER AND FOR MORE MONEY**

AGENT	PRODUCTION	SOLD/LIST	DAYS / MKT
Robert	\$29M	100%	16
Avg Agent	\$2M	98%	36

**+55%**  
FASTER

**+13x**  
MORE \$

**+2%**  
MORE \$

**COZY READS FOR A COLD NIGHT**



When the days grow short and the air takes on that unmistakable chill, there's nothing quite like settling in for a cozy night at home. A warm blanket, a mug of something comforting, and a good story, whether on the page or the screen, can turn even the frostiest evening into something special.

Here are a few of our staff's favorite books and movies to curl up with this winter, along with some beloved reader suggestions.

**BOOKS TO SAVOR BY THE FIRE**

**THE NIGHT CIRCUS** by Erin Morgenstern

For those who love a touch of magic, The Night Circus is a feast for the imagination. Morgenstern's lush prose transports readers to a mysterious traveling circus that appears without warning, filled with wonder, romance, and enchantment. Perfect for anyone who enjoys getting lost in another world while the wind howls outside.

**A MAN CALLED OVE** by Fredrik Backman

Sometimes, cozy doesn't mean lighthearted, it means heartwarming. This modern classic about a grumpy widower whose life changes when new neighbors move in is full of humor, humanity, and redemption. Readers say it's "like a hug in book form."

**WINTER SOLSTICE** by Rosamunde Pilcher

Set in the Scottish Highlands, this gentle story of unlikely friendships and new beginnings is the literary equivalent of a roaring fire. Pilcher's writing captures the quiet beauty of the season and the power of connection during the darkest days of the year. Readers say it's "like a hug in book form."

**REMARKABLY BRIGHT CREATURES** by Shelby Van Pelt

This novel follows an unlikely bond between a grieving woman and a giant Pacific octopus. It's quirky, tender, uplifting and a great reminder of the magic in unexpected friendships.

## November

11/3	JOSEPH MCGOLDRICK
11/6	MATT MELOS
11/8	JUDITH REVAK
11/8	NANCY DAVIDSON
11/11	KIMBERLY OWEN
11/11	PARESH PATEL
11/12	KENT SMITH
11/15	KAZUKO DIBIASE
11/15	JULIE HART
11/17	TIM FLEMING
11/20	NATHAN NOUSKAJIAN
11/22	OLIVIA NOUSKAJIAN
11/23	CAROLYN KUTZKE
11/23	KEN PYATT
11/23	MARY MATHESON
11/26	WILLIAM DIBIASE
11/27	JAMIE HASBY

## December

12/14	UILIS VOLPATO
12/15	MITCH LATHROP
12/18	LIBBY FERMANIAN
12/23	CHRISTINE MICHELLE
12/24	CAROLINA FINCH
12/24	CANDICE KASPERICK
12/26	SONDRA DUNSTER
12/26	CLAUDIA HEMMI
12/27	JASON VELTZ
12/30	ERICA KOONIN

### Ingredients:

- 1 lb crimini mushrooms, rinsed, sliced
- 1 tbsp butter
- 1 medium sized yellow onion
- 1 cup celery chopped
- 2 tbsp minced garlic
- 2 cups chicken broth
- 1 lb sourdough bread (can use gluten free!) cut into 1" cubes
- 12oz marinated artichoke hearts, drained, chopped
- 1 cup Parmesan cheese
- 1 1/2 tsp poultry seasoning
- 1 1/2 tsp fresh (or dried) minced rosemary
- 1 egg
- salt & pepper

### Directions:

1. Preheat oven to 350. In a 12" frying pan (cast iron preferred) over high heat, cook butter and onions for approx 5 min till translucent, then add garlic and stir for one minute.
2. Add mushrooms and celery and cook for approx 10-15 min until lightly browned. Pour into large metal bowl.
3. Add a bit of broth to the pan with high heat for 20 seconds to stir and get the browned veggies scraped out and add to bowl.
4. Pour 2 cups broth into bowl and add bread, artichoke hearts, Parmesan, poultry seasoning, rosemary, salt & pepper, Stir well then add beaten egg and mix.
5. Once stirred, pour mix into shallow 9" x 13" casserole dish. For moist stuffing: cover with foil. For crispy-top stuffing: leave uncovered.
6. Bake at 350 for 50 minutes. Enjoy!

## HOLIDAY STUFFING

### ARTICHOKE, PARMESAN, SOURDOUGH

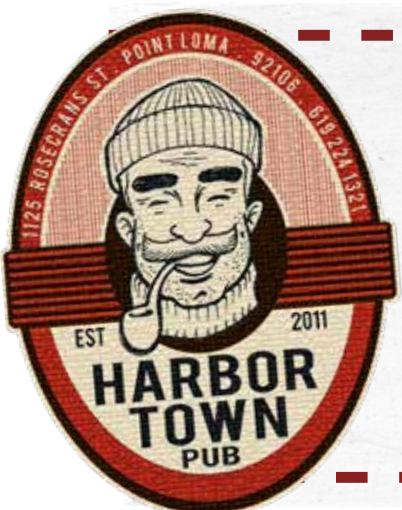
**SHHHH...**  
THIS RECIPE IS FROM A  
FRIEND OF ROBERT'S





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Bring this to Harbor Town Pub. First 50 people receive \$20 towards food/drinks. Dine in only. Expires Jan 15<sup>th</sup>, 2026.



# FREE HAIRCUT!

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Congrats to our last issue's winner Bill M!

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8 sessions @ \$125 per Hr (\$1000 Value) with Anne at FIT in Mission Beach. Visit [100DollarGuess.com](http://100DollarGuess.com) to enter drawing by Jan 15<sup>th</sup>.

FIT | 3115 Ocean Front Walk | San Diego, CA 92109



Publisher Robert Realty



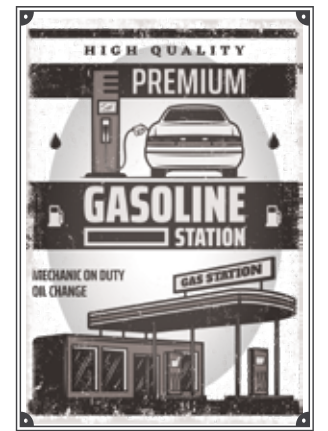
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# FREE GASOLINE!



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Last Issue's \$500 Winner, Earnie T!



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## THE ART OF SLOW LIVING FINDING JOY IN A BUSY SEASON



**JOSH ROBINSON** - The final month of the year always seems to move at lightning speed. Between the holiday gatherings, year-end deadlines, and endless to-do lists, it's easy to reach December feeling more frazzled than festive. But what if, instead of rushing to the finish line, we slowed down and truly savored the season? The concept of slow living invites us to do just that. It's not about doing less for the sake of minimalism or abandoning your plans altogether. It's about being intentional with your time, creating space for what matters most, and reconnecting with the simple pleasures that often get lost in the hustle.

Start by simplifying. Clear countertops, fold blankets neatly, and keep only what you love in view. If you have holiday decorations up, consider using natural elements like evergreen sprigs, dried oranges, or beeswax candles to add a touch of nature's calm.

Lighting also matters more than we realize. Swap harsh overhead bulbs for soft, warm light sources like lamps, candles, or string lights that create a cozy glow. You'll be surprised how quickly this subtle change can make your space feel more inviting and restful.

### EMBRACING "ENOUGH"

During the holidays, it's tempting to go overboard by buying more gifts, cooking elaborate meals, or trying to attend every gathering. But embracing the idea of "enough" can bring a surprising sense of peace. Ask yourself: What's truly meaningful to me and my family this year? Maybe it's baking cookies together instead of buying dozens of gifts or choosing one special outing instead of filling every weekend with activities. By saying no to excess, you make room for deeper connection and more authentic joy.

In a world that prizes productivity, slowing down can feel countercultural, but it's one of the most rewarding choices we can make. December, with its blend of celebration and reflection, offers the perfect opportunity to practice it. So, take a deep breath. Brew the cocoa, light the candles, play your favorite music, and give yourself permission to move at your own pace. The world will still turn, the holidays will still come and go, but you'll be there to truly experience them.

### SAVORING THE EVERYDAY

Slow living is rooted in mindfulness, the idea that life feels richer when we fully experience the present moment. This can be as simple as brewing a pot of tea and sitting quietly before the day begins or pausing to enjoy the glow of twinkle lights on a winter evening. Try noticing the sensory details around you this season: the crisp scent of pine, the comforting warmth of a favorite sweater, or the satisfying sound of laughter filling a home. When we slow down enough to notice these small joys, ordinary moments become extraordinary.

### CREATING CALM IN YOUR HOME

Our surroundings play a powerful role in how we feel. A cluttered or chaotic space can amplify stress, while a calm, organized environment encourages relaxation and creativity.

# ROBERT'S SPOTLIGHT LA PLAYA LISTING

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Turn-Key La Playa Living • Tremendous Potential

5 BR 4 BA 2,872 SF \$1,750,000



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# PUZZLES: SIMPLE FUN

## + REAL BENEFITS FOR YOUR BRAIN



**CARMEN REYES** - Puzzles may seem like a simple pastime, yet research shows they offer meaningful benefits for brain health. Whether you enjoy jigsaw puzzles, crosswords, Sudoku, or logic games, these activities provide mental exercise that supports memory, focus, and problem solving.

One of the strongest studies on the topic comes from Duke University School of Medicine and Columbia University. According to researchers at Duke, older adults with mild cognitive impairment who completed regular computerized crossword puzzles over a 12 week period showed better memory and everyday functioning than those who played computerized cognitive games that were not puzzle based.

The team also reported that the crossword group experienced slower shrinkage in certain brain regions on MRI, which is a promising sign for long term cognitive health. According to Columbia University's summary of the same study, these improvements continued for more than a year when completed occasional "booster" puzzle sessions.

Jigsaw puzzles offer their own set of benefits. According to a 2018 study published in the journal *Frontiers in Aging Neuroscience*, long time puzzlers tend to show stronger visuospatial reasoning, better attention, and improved working memory. The study notes that jigsaw puzzling engages multiple cognitive systems at once, which may help support long term brain health when practiced consistently.

Experts also highlight that puzzles activate several different skills at the same time. According to a review from Baylor College of Medicine, puzzles encourage attention to detail, pattern recognition, and problem solving, and the process of searching for pieces or clues helps keep memory pathways active. This type of mental engagement strengthens neural connections and supports overall cognitive resilience. Puzzles are also widely accessible. They do not require special equipment, and they can be done individually or as a shared activity with family or friends. According to wellness guidance from Tufts Health Plan,

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### & JUST FOR FUN!

### LET'S PLAY SOME GAMES



## Sudoku

created by Crosswords Ltd.

5	9		7	4			1
			9	1			
		8				6	
		9		7	1		
7		6		3			4
		3	4			2	
		7				3	
		1		6			
3		8		2		9	5

## SCRABBLE G R A M S

A <sub>1</sub>	A <sub>1</sub>	I <sub>1</sub>	L <sub>1</sub>	D <sub>2</sub>	M <sub>3</sub>	R <sub>1</sub>			
E <sub>1</sub>	E <sub>1</sub>	E <sub>1</sub>	D <sub>2</sub>	B <sub>3</sub>	W <sub>4</sub>	D <sub>2</sub>			
A <sub>1</sub>	E <sub>1</sub>	U <sub>1</sub>	L <sub>1</sub>	P <sub>3</sub>	K <sub>5</sub>	M <sub>3</sub>			
E <sub>1</sub>	E <sub>1</sub>	I <sub>1</sub>	M <sub>3</sub>	C <sub>3</sub>	D <sub>2</sub>	N <sub>1</sub>			

PAR SCORE 175-185  
BEST SCORE 232  
FOUR RACK TOTAL  
TIME LIMIT: 20 MIN

**DIRECTIONS:** Make a 2- to 7-letter word from the letters in each row. Add points of each word, using scoring directions at right. Finally, 7-letter words get 50-point bonus. "Blanks" used as any letter have no point value. All the words are in the Official SCRABBLE® Players Dictionary.

**SCRABBLE G R A M S SOLUTION**

60 RACK 1 = 60  
68 RACK 2 = 68  
42 RACK 3 = 42  
62 RACK 4 = 62  
TOTAL 232  
PAR SCORE 175-185

**SCRABBLE G R A M S**

SLAP BRAWL  
TONE GROW  
UNDERBITE  
DISPATCHER  
AGENT SNAKEEYES  
ALEX DIGGEST  
HEADERS FAUN  
THRUSTERS TUBE  
RENTS ENUMERATE  
DROOP EASE GLEN  
SOINNY SLEID EMIWA

5	9	2	7	4	8	3	1	
4	3	6	9	8	1	5	7	2
1	7	8	3	2	5	6	4	9
8	4	9	2	5	7	1	6	3
7	2	5	6	1	3	9	8	4
1	3	4	9	8	2	5	7	
2	8	7	5	4	9	3	1	6
9	5	4	1	3	6	7	2	8
3	6	1	8	7	2	4	9	5

1	2	3	4		5	6	7	8		9	10	11	12	13		
14					15					16						
17					18					19						
20										21		22				
		23						24			25					
26	27							28								
29								30								
31								32					33	34	35	
								36					37			
38	39	40											41			
42													43			
44								45					46		47	48
49								50					51			
52													53			54
55													56			57

### ACROSS

- 1 Duel invitation
- 5 Advanced
- 9 Donnybrook
- 14 Bring (down)
- 15 Farm
- 16 Harris of NPR's "Pop Culture Happy Hour"
- 17 Target of some orthodontic work
- 19 Keypad key
- 20 Taxi driver?
- 22 Louganis who is the only man to sweep the diving events in consecutive Olympics
- 23 Deux et trois
- 24 Burning
- 26 Operative
- 28 Ones on a roll
- 29 "\_\_\_ in there"
- 30 Part of Reno's nickname
- 31 Brew made with warm fermentation
- 32 Authority on acts of congress
- 33 Letters with a link, maybe
- 34 Some banners
- 37 Satyr kin
- 38 Propulsion devices
- 41 Prepares for a break
- 42 Tight squeezes
- 43 \_\_\_ sock
- 44 Terse confirmation
- 45 Public image
- 49 Lets
- 51 Tick off
- 52 Flag
- 53 Edge (into)
- 54 Weldon of NPR's "Pop Culture Happy Hour"
- 55 Boyo
- 56 Really go downhill
- 57 2021 US Open winner Raducanu

### DOWN

- 1 Important element in lath and plaster construction
- 2 "RuPaul's Drag Race" guest judge Love
- 3 Finish line?
- 4 Leaf \_\_\_
- 5 Letters of orientation
- 6 NHL great Lindros
- 7 "This isn't about you"
- 8 Elementary school grads, typically
- 9 PDA participant, possibly
- 10 Curl
- 11 Off the mark
- 12 Allergy sound
- 13 Cup sizes
- 18 Fulminate
- 21 Ones using yard sticks?
- 25 Top
- 26 Clicking sound?
- 27 Actress Gadot
- 28 Parlor game that produces a Bacon number
- 30 Pummel
- 32 Casual meeting
- 33 "What were they thinking" gesture
- 34 Guffaw
- 35 Connections
- 36 Harlem Renaissance figure
- 37 Creator of Imperial Easter eggs
- 38 Classic Fords
- 39 Straight
- 40 Spoil, perhaps
- 41 Rock, in a way
- 43 On the clock
- 46 Circuit component
- 47 Article
- 48 "Peacemaker" star John
- 50 Notice

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SOLD!

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SOLD!

3115 Edith  
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Sold \$2,100,000



SOLD!

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Sold \$1,900,000



SOLD!

3040 Tennyson St  
4 BR • 3 BA • 2,422 SF  
Sold \$1,675,000



SOLD!

4692 Niagara Ave  
3 BR • 2 BA • 1,464 SF  
Sold \$1,600,000



SOLD!

3637 Richmond St  
2 BR • 2 BA • 1,794 SF  
Sold \$1,450,000



SOLD!

1852 Locust St  
3 BR • 1.5 BA • 1,106 SF  
Sold \$1,250,000



SOLD!

Buyer Sale

3706 Jennings St  
3 BR • 3 BA • 1,950 SF  
Sold \$2,100,000



SOLD!

Buyer Sale

675 Silvergate  
4 BR • 3.5 BA • 2,990 SF  
Sold \$2,595,000



SOLD!

1419-21 Cypress  
2 BR • 2 BA • 860 SF  
Sold \$920,000

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