

CHECK OUT OUR PREFERRED PARTNERS OFFERS INSIDE!

SAN DIEGO

RESIDENT

MISSION HILLS



3510 Dove St., San Diego

4 beds • 3.5 baths • 3,984 sq. ft.

This home last sold for \$2,950,000 on Oct 25, 2021.

Home Sold By Todd Armstrong (DRE# 01256527)

armstrongestates.com | MARCH • 2023

LOCAL UMBRELLA PUBLISHING



COMPASS

TODD ARMSTRONG (DRE# 01256537)

ARMSTRONG & ASSOCIATES



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(DRE# 01990576)



Sofia Arthur
(DRE# 02100243)



Michelle Tharayil
(DRE# 01924920)



Scott Robeson
(DRE# 02019463)



Todd Armstrong
(DRE# 01256537)



Jonathan Bernard
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Jeff Brick
(DRE# 02156850)



Jill Eastman
(DRE# 01809507)



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Michael Nyland
(BUSINESS DEVELOPMENT DIR.)



Ryan Dick
(DRE# 01951618)



Jov Sanchez
(EXECUTIVE ASSISTANT)



ARMSTRONG & ASSOCIATES | COMPASS

1920 Fort Stockton Dr., Ste C.
San Diego, CA 92103
(858) 229-8752
todd.armstrong@compass.com

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\$70+M

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VOLUME

125+

CLIENTS SERVED
TO DATE

78+

TOTAL
TRANSACTIONS

100+

COMBINED YEARS
OF EXPERIENCE

Compass is a real estate broker licensed by the State of California operating under multiple entities. License Numbers 01991628, 1527235, 1527365, 1356742, 1443761, 1997075, 1935359, 1961027, 1842987, 1869607, 1866771, 1527205, 1079009, 1272467. All material is intended for informational purposes only and is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description or measurements (including square footage). This is not intended to solicit property already listed. No financial or legal advice provided. Equal Housing Opportunity. Photos may be virtually

MISSION HILLS HERITAGE

OUR VALUE TO THE COMMUNITY

4405 Trias St., San Diego

5 beds • 5 baths • 5,300 sq. ft.

This home last sold for

\$2,940,000 on Dec 18, 2020.

Home Sold By Todd Armstrong (DRE# 01256527)

Hello Neighbors of Mission Hills,

We are very excited to announce a new feature for our magazine that will spotlight a "Historical Home of the Month" and partnership with the Mission Hills Heritage.

The Mission Hills Heritage Mission statement:

To preserve and protect the character, charm and historic resources of Mission Hills for the education and benefit of the public.

Is your home historical significant?

Would you like to have your home featured in our magazine? If so, let's connect and get your home in the magazine. Any and all historical photos and stories you may have of your home will be considered for publication. Please call or email Todd Armstrong at **858-229-8752** or **Todd.Armstrong@compass.com**. Cost? It's absolutely FREE. Show us what you got!



This incredible Mills Act home is on the Historical Landmark Registry of homes with ties to Abe Lincoln. Owners performed a major remodel to this 2003 Designer Showcase home including the addition of a 33x17 heated pool complete with spa and waterfalls & landscaping. This craftsman gem is approx 5,300 SF with all the modern conveniences you'd expect with four bedrooms & optional bedroom, three full bathrooms, two half baths. Beautiful three car garage with epoxy flooring plus a livable attic space of 1,500 sq ft.

Other features include newer sewer lines, New garage floor surface New window coverings New security system New dishwasher New water purifier, 75 gallon water tank, Many electrical upgrades New fans This home features leaded glass in nearly every window. New cedar roof. Rare three car garage 1/2 bath off pool area. Dual zoned air conditioners, stand up basement with some concrete flooring, plenty of storage Accurate and complete craftsmans detailing throughout. Every window was removed and restored back to original working condition using the original glass. Own one of San Diego's most prestigious homes in north Mission Hills.



3510 Dove St., San Diego

4 beds • 3.5 baths • 3,984 sq. ft.

This home last sold for \$2,950,000 on Oct 25, 2021.

Home Sold By Todd Armstrong (DRE# 01256527)

Welcome to Inspiration View located in coveted Mission Hills where Spanish Mediterranean meets old Hollywood. This is San Diego's Historic Site No. 1037 known as the "Oakley J. Hall House". This stunning classic estate is an exemplary example of a Mediterranean influenced Spanish Eclectic Style and features incredible sit down ocean, bay and city skyline views overlooking a usable 1/2 acre lot allowing plenty of room for a pool and possible ADU but with incredible privacy. Rich in history, Inspiration View subdivision was created in September 2, 1925 by Henry & Elia Bear, constructed in 1926 & finally purchased by Oakley J and Grace P. Hall in 1927. This four bedroom, three and a half bath home is in amazing condition with all the charm you'd expect in a home of this caliber. This first thing you notice is the striking gumwood door echoed in the beams of the exceptionally large and gracious dining room. On the right of the entrance is a large living room with coved ceilings and fine wood flooring, one part of it parqueted and illuminated by a window made of bottle glass. Much of the home is original wbut excellent condition featuring coved ceilings in the expansive living room with what appears to be a Batchelder tile fireplace, gleaming original wood flooring throughout, phone nook, maids quarters, office space & a detached two car garage.

Other features include three expansive bedrooms upstairs with two large bathrooms and a separate primary bedroom suite with large bath, walk-in closet & dressing room plus a sitting area with spectacular Riviera-like views stretching from Coronado to Point Loma. Below the home is a walk-in basement area that has potential to be a perfect attached, guest house. The possibilities are limitless. Bring vision and turn this into your dream home for generations to come.

FOR SALE





1051 Candlecrest Dr., Thousand Oaks

7 beds • 8 baths • 10,110 sq. ft. • \$8,600,000

TODD ARMSTRONG (DRE# 01256357)



View a video tour of this home.



FOR SALE



0 Mactan Rd., Valley Center
10.77 acres • \$499,999

COMING SOON

A&A has several "off market" new listings, brand new construction, and other coming soon properties. These are Private and Exclusive properties ONLY AVAILABLE to A&A clients. If you are not working with an agent & would like to work with us and gain access to our "Private Exclusive inventory", simply scan this QR code and fill out our simple 1 minute questionnaire. We would love to work with you!



1796 Sutter St., Mission Hills
Sold By Todd Armstrong (DRE# 01256537)

Price it Right. Sell it Fast.

COMPASS

In today's fast-paced market, the secret to making the most money from your sale is working with a market expert to create buyer interest right away.

Here's how I help Mission Hills sellers maximize their home value and minimize their stress through every stage of the transaction.

I use live data to competitively price your home based on today's market.

With access to real time market data, I provide sellers with a curated valuation strategy that drives results. Compass proprietary technology allows you to see how your home price compares to similar listings, so you can sell with confidence.

I know how to curate a strategic first impression to drive buyer excitement.

By expertly staging and strategically marketing your home early, I know how to intentionally create buyer interest, drive early offers, and make your sale as profitable as possible.



I develop personalized solutions for your goals throughout the entire transaction.

Whether you need to increase your property value, expedite your sale, or get the help you need to simultaneously sell your current home and buy your next one, I'll provide you with custom solutions that are just as unique as your home.

Get in touch today to learn more about maximizing your home value and making the most of your sale.



Compass is a real estate broker licensed by the State of California operating under multiple entities. License Numbers 01991628, 1527235, 1527365, 1356742, 1443761, 1997075, 1935359, 1961027, 1842987, 1869607, 1866771, 1527205, 1079009, 1272467. All material is intended for informational purposes only and is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description or measurements (including square footage). This is not intended to solicit property already listed. No financial or legal advice provided. Equal Housing Opportunity. Photos may be virtually staged or digitally enhanced and may not reflect actual property conditions.



Todd Armstrong

DRE# 01256537
REALTOR®
858.229.8752

todd.armstrong@compass.com

SOLD



11255 Tierrasanta, San Diego
2 beds • 2 baths
1,120 sq. ft. • \$550,500
SCOTT ROBESON (DRE# 02019463)



16226 Camden Cir., San Diego
3 beds • 4 baths
2,034 sq. ft. • \$1,143,500
JILL EASTMAN (DRE# 01809507)



3243 Grim Ave, San Diego

3 beds • 2 baths

1,612 sq. ft. • \$1,200,000

RYAN DICK (DRE #01951618)



IN ESCROW



507 Broadway St., San Diego
3 beds • 1.5 baths • 1,055 sq. ft • \$530,000
TODD ARMSTRONG (DRE# 01256537)



2849 E Street, Unit 8, San Diego
1 bed • 1 bath • 628 sq. ft • \$279,000
RYAN DICK (DRE# 01951618)



700 Front St. #908, San Diego
1 bed • 1.5 baths 1,320 sq. ft. • \$990,000
JEFF BRICK (DRE# 02156850)



15718 Fruitvale Rd., Valley Center
3 beds • 3 baths • 4,393 sq. ft. • \$1,099,999
SCOTT ROBESON (DRE# 02019463)



1131 Connecticut St., Imperial Beach
4 beds • 2 baths • 1,350 sq. ft. • \$884,900

2248 Washington St., San Diego
3 beds • 2 baths 1,973 sq. ft. • \$699,000
JILL EASTMAN (DRE# 01809507)



WHAT THE HECK IS MARKET ABSORPTION RATE?

The market absorption rate is a metric used in real estate that measures the rate at which available properties are being sold or leased in a particular market over a given period of time. Specifically, it represents the rate at which properties are being absorbed by buyers or renters.

In the case of Mission Hills San Diego, the market absorption rate would refer to the rate at which properties in Mission Hills are being sold or leased by buyers or renters. This rate can be calculated by taking the number of properties sold or leased in a given time period (e.g. a month) and dividing it by the total number of available properties in the market.

For example, if there were 100 properties available for sale or rent in Mission Hills San Diego in January, and 10 of those properties were sold or leased during that month, the market absorption rate would be 10%. This means that 10% of the available properties were absorbed by buyers or renters in that time period.

The market absorption rate can be a useful tool for real estate professionals, as it provides insight into the overall health and activity of the market. A high absorption rate indicates a strong demand for properties in the area, while a low absorption rate suggests a slower market with less demand. Understanding the market absorption rate can help buyers, sellers, and investors make informed decisions about pricing, marketing, and timing.



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WHILE SUPPLIES
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HOWLISTIC is San Diego's premiere dog/cat natural food and supply store! Known for providing the healthiest choices for your animal companions. Our products are the finest quality and everything is carefully sourced to be the best for your companions and our planet.

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.....
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MISSION HILLS FINANCIAL



ADVICE FOR A TURBULENT MARKET

We believe staying strong during market downturns is key to successful investing. Rather than fearing the current state of the economy, we feel it is important to view it as an opportunity to capitalize on undervalued assets. Remember, markets are cyclical and downturns have historically led to recovery although past performance does not guarantee future results. If you have any questions or concerns about your investments, retirement, or how to capitalize on market downturns, please reach out to us. With over 30 years of experience serving the San Diego community, we're here to help. Give us a call and book a free consultation today.

1633 West Lewis St. | (619) 294-9420 | MissionHillsFinancial.com

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SAN DIEGO EXTERIOR DESIGNS



.....
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INSTAGRAM: SDEXTERIORS
.....

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MISSION HILLS NURSERY



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1525 Fort Stockton Dr., San Diego, 92103 | (619) 295-2808 | MissionHillsNursery.com



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TOPS HAIR & NAIL SALON

BOOTH RENT AVAILABLE!

Hello! Tops Salon located in Mission Hills is looking to add more hairstylists to our team. We are on Goldfinch Street with great walkability and many delicious restaurants nearby. Our team is full of close-knit staff that respects and appreciates talent. Tops is a full-service salon. Currently we offer hair, nails, facials, waxing and lashes/brows. The salon is looking for full-time and part-time booth renters with partial or full clientele. Experienced stylists that can build more! Included: towels, smocks, backbar, waiting area, locker (full time/part-time) and prime Mission Hills location! For interest or questions, please contact us at topsmisionhills@gmail.com or call Doug (619) 806-1525



Follow our Instagram @topssalon_missionhills



4040 Goldfinch St., San Diego, CA 92103 | (619) 295-1525 | topssalon.com

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CINEMA UNDER THE STARS



YELP REVIEW: Great venue for watching old & new movies outdoors. This place has everything to make a fun & comfortable experience! Nice heat lamps, **comfy** recliners, blankets, affordable concession, yummy popcorn, and excellent customer service. This would be a fun thing to do with out-of-town guests too! We also hear that it's very popular as a private rental space! What's not to love about this theater venue? —Elena K., San Diego

Follow us on Facebook



Cinema
Under
The Stars

4040 Goldfinch Street, San Diego, CA 92103 | (619) 295-4221 | topspresents.com

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Fisher Gross Kitchen & Bath Studio, was founded in 1999 to participate with homeowners and industry professionals in creating custom residential designs and remodels. Our vision is to create an elevated experience through exceptional service. With each of our clients, we strive to establish value in an industry where choices are limitless. Fisher Gross Inc. specializes in custom cabinetry for residential remodeling projects. Our designs begin with the fundamental aspects of space, moving into the functional necessities while focusing on the personal needs of the homeowner. Every detail is evaluated as to its effect on the balance and harmony of the entire space. We believe that every area we design for you must be practical, durable, multi-functional and beautiful. By combining wide selections of styles, functions and features, Fisher Gross Inc. will create that unique space for you to live in and enjoy for years to come.

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ELMER'S MOVING



FREE NO OBLIGATION QUOTE FOR ALL *RESIDENTS* OF MISSION HILLS (WE DO JUNK HAULING TOO!)

Elmer's Moving provides elite moving services based in San Diego, California. We are fast, hardworking, and protect your items with the utmost care. We are extremely professional and provide local and long-distance moving, piano moving, office and commercial moving, in-home moves, loading and unloading services, and packing and unpacking services.

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to celebrate local women-owned business' including blind & visually impaired artists through art, music and handmade gifts

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- COMPLIMENTARY YOGA SESSION
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MISSION HILLS MARKET REPORT

SINGLE FAMILY

JANUARY

Key Metrics	2022	2023	Percent Change
New Listings	25	12	-52.0%
Pending Sales	13	11	-15.4%
Closed Sales	8	4	-50.0%
Median Sales Price*	\$1,805,000	\$1,625,000	-10.0%
Percent of Original List Price Received*	100.6%	99.8%	-0.8%
Days on Market Until Sale	30	24	-20.0%
Inventory of Homes for Sale	23	20	-13.0%
Months Supply of Inventory	1.4	2.1	+50.0%

TOWNHOUSE-CONDO

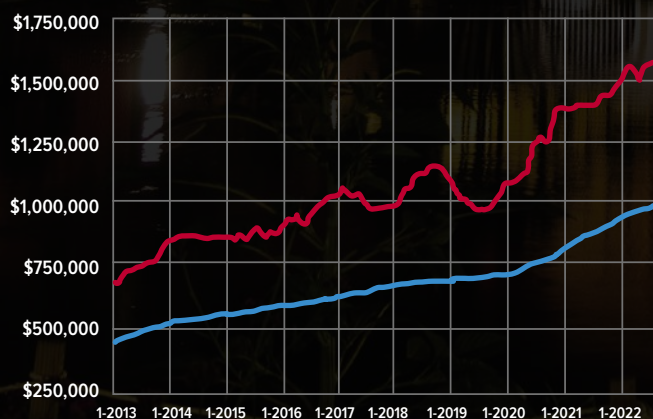
JANUARY

Key Metrics	2022	2023	Percent Change
New Listings	34	23	-32.4%
Pending Sales	31	20	-35.5%
Closed Sales	20	9	-55.0%
Median Sales Price*	\$607,500	\$601,000	-1.1%
Percent of Original List Price Received*	102.5%	97.7%	-4.7%
Days on Market Until Sale	20	40	+100.0%
Inventory of Homes for Sale	16	18	+12.5%
Months Supply of Inventory	0.5	0.9	+80.0%

Median Sales Price - SINGLE FAMILY

Rolling 12-Month Calculation

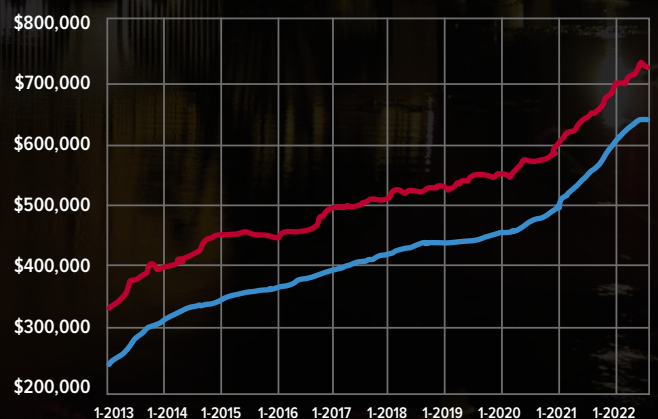
All MLS —
92103 —



Median Sales Price - TOWNHOUSE/CONDO

Rolling 12-Month Calculation

All MLS —
92103 —



Provided by the Greater San Diego Association of REALTORS®. Current as of February 5, 2023. All data from the San Diego MLS. Report © 2023 ShowingTime. Percent changes are calculated using rounded figures.

FOR LEASE



525 Olive St., Bankers Hill • Prices range from \$3,230 - \$13,025/mo • TODD ARMSTRONG (DRE# 01256537)



The residences at 525 Olive surround you with unparalleled views of park, sky, and bay. Inside, the well appointed interiors offer an elegant, beautiful refuge with designer-selected finishes and appliances that creates an elevated living experience. You've never seen views like this. It's just incredible! MODERN LIVING. NATURALLY. 525 Olive is rising above Balboa Park and is the highest residential address in the city, with unparalleled views spanning every horizon. Multiple Units & floor plans available. Floor plans include studios; spacious one-, two- and three-bedroom residences; and ultra-luxury penthouses. Please register your clients & arrange showings with the A&A team.

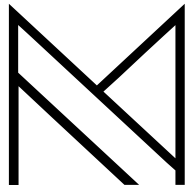
Penthouse Tour event on March 16th, 5pm-8 pm

Join us for an evening of fun, networking, music, drinks, wine and delicious food while touring our last remaining penthouse units.

Email Todd to RSVP to the event at todd.armstrong@compass.com



Scan code to take a video tour of 525 Olive. Contact Armstrong & Associates for leasing information.



MÖDE

HILLCREST



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CALENDAR

SAN DIEGO



March 12

CHERRY BLOSSOM FESTIVAL

Balboa Park, 2215 Pan American Road. E., San Diego

balboapark.org

The Japanese Friendship Garden in Balboa Park hosts the Cherry Blossom Festival. Come gaze at the beautiful Cherry Blossom's, watch live performances, crafts and two different refreshment gardens that include dessert, tea, beer and sake. A must-see event!



3.11
ANNUAL ST PATRICK'S DAY PARADE AND IRISH FESTIVAL IN BALBOA PARK
Sixth Ave & Laurel St., Downtown, San Diego
stpatssparade.org

The annual San Diego St. Patrick's Day Parade is once again upon us. Two stages with live entertainment, numerous food booths, a beer garden, craft and vending booths and everything in between. This family fun festival is free to attend and everything Irish!



3.12
BUSKER FEST 2022

Seaport Village, 849 West Harbor Drive, San Diego
seaportvillage.com

Top performers in Seaport Village hosts the Busker Fest at Seaport Village. Talented professionals from all over America

swallow swords, extreme body contortion, juggling, storytelling, unicycles and tons of other bizarre acts. This free event is spread out across the Bayfront Village.



3.12
MARC ANTHONY
Pechanga Arena, 3500 Sports Arena Blvd, San Diego
pechangaarenasd.com

The ambassador of all things Latin Marc Anthony graces the Pechanga Arena. Over seven billion views on Youtube and over 30 Billboard chart hits, Marc is no stranger to talent.



3.30
SAN DIEGO PADRES VS. COLORADO ROCKIES

Petco Park, 100 Park Blvd, San Diego,
mlb.com/padres/ballpark

Come check out the Padres home opener at the iconic Petco Park. Last season our Padres almost did it, come cheer for the team to make this year the year. A talented team at a start of the art venue, all surrounded by gorgeous views of San Diego.

The Abandoned Mushroom House on Blacks Beach San Diego

A unique mushroom-shaped building hides at bottom of the cliffs at Blacks Beach. The architect Dal Nagle designed it and built it in 1968 to withstand naturally occurring rock slides, earthquakes, and waves. The original name was the Pavillion, and you could access it from the cliffs via a nearly vertical tramway running almost 300 feet down the cliff. It was also used as a guest house, and it offers a 180-degree view from Torrey Pines State Park to La Jolla





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Hunter and his team have helped us since 2019, with two VA loan purchases and two refinances. Great customer service and easy loan process. I personally recommend Hunter and his team for all your home lending needs. Thank you to the Zinkil team! —Marisa L.



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armstrongstates.com

3510 Dove St., San Diego

4 beds • 3.5 baths • 3,984 sq. ft.

This home last sold for \$2,950,000 on Oct 25, 2021.

Home Sold By Todd Armstrong (DRE# 01256527)

