



# TERRY'S

## tidbits



Fall 2019

In my 15 year career, I have been lucky (if you can call it that!) enough to see both the best of times and the worst of times in the Real Estate market. I am honored to have been trusted to help so many people make their housing goals a reality. I find myself in recent years selling the same house for a second time. And as we are experiencing a robust and sometimes aggressive housing market, I am often asked, "Have we hit the top of the market?" or "Is the market softening?" Well, if only the answer was that simple!

You may have heard me talk about this before. How you know you are at the top or bottom of something is by hitting top or bottom, and the relative movement in the other direction...the "bounce." By the time that happens we are already moving the other direction. What I DO know, is that the housing market is fluid, ebbing and flowing with larger concepts of both foreign and domestic economies, politics, and more. There is no perfect, easy answer to these questions. What I have come to find, though, is that in ANY market, families need homes; people get new jobs and need to relocate; nests empty; in short, life happens, and life happens in homes.

So regardless of whether the market heating up, or cooling down, it is imperative to have someone with experience who you can trust to help navigate through new territory. As a Realtor®, I must subscribe to a Code of Ethics which includes my responsibilities to clients, fellow Realtors and the public. Unfortunately (as in any profession) not everyone takes this concept of a higher calling as seriously as they should. And in a culture of technology, we need to remind ourselves that there is no substitute for a sincere listening ear, sage advice coming from local market experience, an extra set of helping hands, and a commitment to abide by not only these Realtor's Code of Ethics, but a long list of my own.

As always, See you in the 'Hood ~ Terry

## On the BLOG *archives*

### Staying Motivated When Your Goals Feel Hard

*"You'll rarely feel like doing what is good for you, but that doesn't mean it isn't worth doing!"*



### Taking Risks and the Unexpected Joy of Living With Less

*"Ultimately, what we really want with us lives in our hearts, not on our walls."*



To read these and more  
[www.VarosRealEstate.com/blog](http://www.VarosRealEstate.com/blog)

# Neighborhood sales Since June 1

Address	BR	Bth	SqFt	DOM	Orig Price	SP	% Change
181 Euclid Ave	4	1	1501	5	\$630,000.00	\$570,000.00	-9.52%
109 Dorchester Ave	2	1	1043	24	\$599,950.00	\$600,000.00	0.01%
924 Broadmoor Blvd	2	1	779	14	\$589,000.00	\$600,000.00	1.87%
459 Arroyo Ave.	2	1	1142	14	\$575,000.00	\$641,000.00	11.48%
369 Garcia Ave	2	1	1107	21	\$639,000.00	\$650,000.00	1.72%
106 Dorchester Ave	3	2	1576	0	\$680,000.00	\$680,000.00	0.00%
315 W Broadmoor Blvd ***	2	1	1144	7	\$650,000.00	\$700,000.00	7.69%
239 Peralta Ave	2	1	1234	14	\$625,000.00	\$728,000.00	16.48%
343 Farrelly Dr	3	2	1375	9	\$675,000.00	\$729,000.00	8.00%
111 Sunnyside Dr	2	1	1040	9	\$650,000.00	\$735,000.00	13.08%
380 Haas Ave	4	2	2382	31	\$789,000.00	\$750,000.00	-4.94%
639 Joaquin Ave	3	2	1334	15	\$688,000.00	\$750,000.00	9.01%
280 Farrelly Dr	3	2	1441	0	\$750,000.00	\$757,000.00	0.93%
763 Joaquin Ave	3	2	1391	31	\$817,000.00	\$769,000.00	-5.88%
567 Haas Avenue	2	1	1141	12	\$749,000.00	\$810,000.00	8.14%
162 Georgia Way	2	1	1546	5	\$729,995.00	\$810,000.00	10.96%
547 Kenilworth Ave	3	1	1202	0	\$825,000.00	\$825,000.00	0.00%
954 Lee Ave	3	1	1813	23	\$849,000.00	\$825,000.00	-2.83%
810 Arbor Dr	3	2	1767	6	\$825,000.00	\$825,000.00	0.00%
383 Warwick Ave ***	3	2	1451	6	\$769,000.00	\$853,000.00	10.92%
800 Collier Dr	3	2	1565	14	\$829,000.00	\$865,000.00	4.34%
221 Cherrywood Ave	3	2	1990	14	\$789,000.00	\$869,000.00	10.14%
136 Oakes Blvd	3	1	1516	9	\$798,000.00	\$890,000.00	11.53%
938 Dowling Blvd ***	4	2	1621	7	\$849,000.00	\$900,000.00	6.01%
568 Fortuna Ave	2	2	1840	0	\$789,000.00	\$901,000.00	14.20%
790 Rodney Dr	5	2	2226	8	\$869,000.00	\$925,000.00	6.44%
249 Broadmoor Blvd	3	2	1900	44	\$925,000.00	\$950,000.00	2.70%
875 Bancroft	4	2	2074	14	\$879,000.00	\$970,000.00	10.35%
231 Oakes Blvd ***	3	2	1878	5	\$859,000.00	\$975,000.00	13.50%
632 Begier	3	2	1911	16	\$959,000.00	\$995,000.00	3.75%
707 Collier Dr	4	2	3120	26	\$998,000.00	\$998,000.00	0.00%
393 Dowling Blvd	5	3	3136	106	\$1,099,000.00	\$1,099,000.00	0.00%
541 Kenilworth Ave ***	4	4	2281	6	\$978,000.00	\$1,100,000.00	12.47%
800 Bancroft Ave	3	2	1986	14	\$975,000.00	\$1,130,000.00	15.90%
710 Arbor Dr	3	2	2426	11	\$995,000.00	\$1,150,000.00	15.58%

\*\*\* My Buyer or Seller

Sales data taken from Bay East Association of Realtors MLS

Zucchini  
Fritters



- 1 1/2 pounds zucchini, grated
- 1 teaspoon salt
- 1/4 cup all-purpose flour
- 1/4 cup grated Parmesan
- 2 cloves garlic, minced
- 1 large egg, beaten
- Salt & freshly ground black pepper, to taste
- 2 tablespoons olive oil
- Place grated zucchini in a colander over the sink. Add salt and gently toss to combine; let sit for 10 minutes. Using a clean dish towel or cheese cloth, drain zucchini completely.
- In a large bowl, combine zucchini, flour, Parmesan, garlic and egg; season with salt and pepper, to taste.
- Heat olive oil in a large skillet over medium high heat. Scoop tablespoons of batter for each fritter, flattening with a spatula, and cook until the underside is nicely golden brown, about 2 minutes. Flip and cook on the other side, about 1-2 minutes longer.
- Serve immediately.

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