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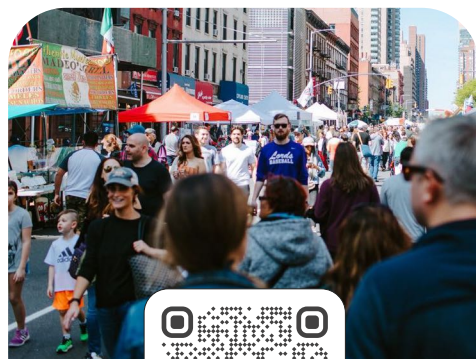


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# SPRING LOCAL EVENTS

There is no doubt an abundance of activities to do around the San Diego area, but if you're looking for some new ideas, then check out the following local events happening this spring!

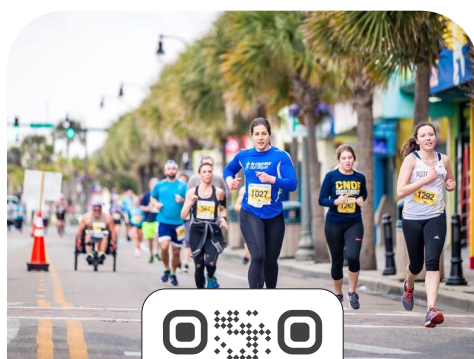
Scan the QR codes below for more information.



### ENCINITAS SPRING STREET FAIR

April 9th - 10th  
9 AM - 5 PM

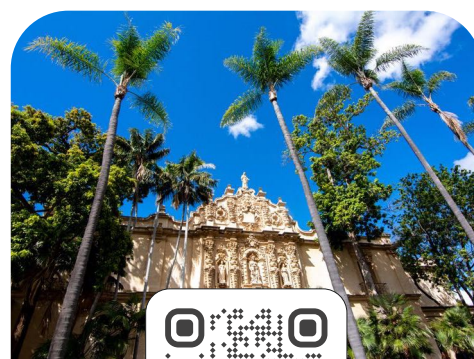
**Coast Highway 101**  
between D St to J St  
Encinitas



### LA JOLLA HALF MARATHON & 5K

Saturday, April 16th  
Starts at 6:30 AM

**Del Mar Fairgrounds**  
2260 Jimmy Durante Blvd  
Del Mar, CA 92014



### SAN DIEGO EARTH FAIR 2022

Sunday, April 24th  
10 AM - 5 PM

**Balboa Park**  
1549 El Prado  
San Diego, CA 92101



# OLIVENHAIN

REAL ESTATE MARKET REPORT  
**MARCH 2022**

Prepared Especially for  
**JOE AND JANE DOE**



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# SUPPLY & DEMAND IN HOUSING

JOE AND JANE,

Today's housing market is the direct result of low supply and high buyer demand.

**HERE'S WHAT THAT MEANS FOR YOU AND YOUR PLANS TO SELL OR BUY.**

## SELLERS



Know your house will be the center of attention and that it'll likely sell quickly and get multiple offers.

## BUYERS



Expect competition, be ready to move fast, and be prepared to submit your strongest offer.

Even with these conditions, more homes sold last year than in any year since 2006.

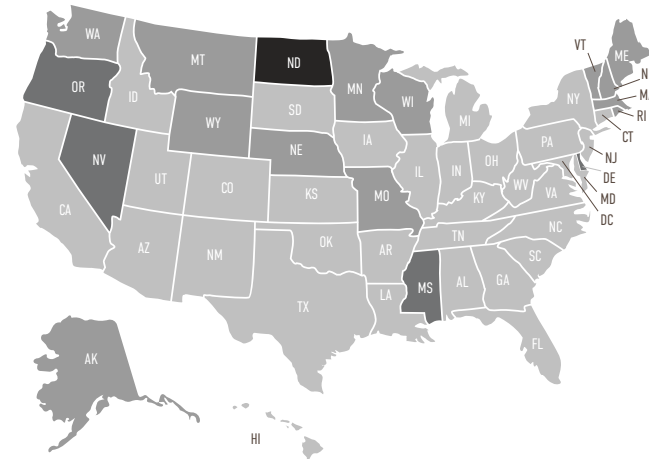
Whether you're a homebuyer, seller, or both, knowledge truly is power. Connect with us to stay on top of current market conditions and help in achieving your real estate goals.

**619.807.3423**

©Keeping Current Matters

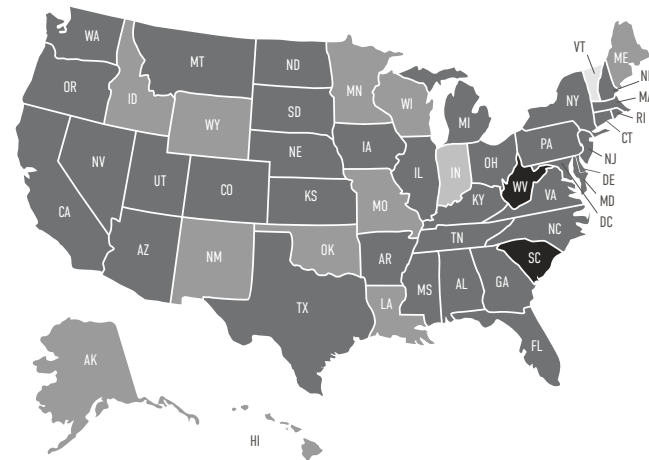
## SELLER TRAFFIC

Very Strong Strong Stable Weak Very Weak



## BUYER TRAFFIC

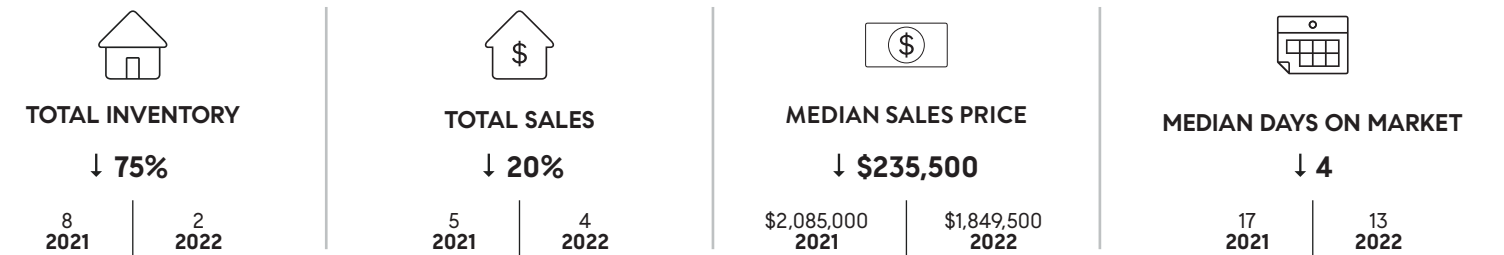
Very Strong Strong Stable Weak Very Weak



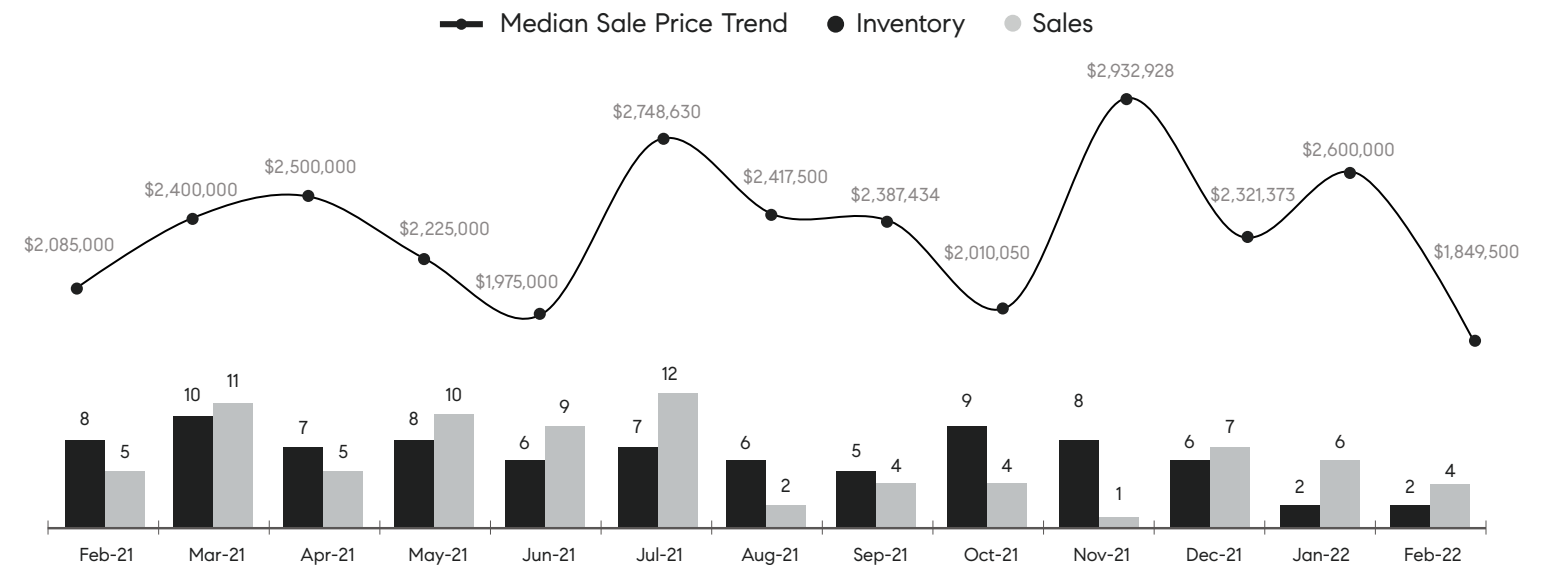
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## Real Estate Market Report Single Family Homes

February 2022 vs. 2021 Comparison



## Inventory vs. Sales



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## Client Testimonial

“Pete helped my wife and I buy our first home in Encinitas. He helped us get up to speed with everything we didn't know (which was a lot) and then helped guide us through a unique market given COVID, supply, and supply chain oddness. He was so great to work with, and I don't think we could have had a better person to help us with our home buying journey. 15/10 experience!!”

- Encinitas Buyer