



SDAR UPDATE

THE SCOOP - POWER HOUR Q&A

Q: How does the current market compare to prior to the 2008 crash?

A: The issues seen in 2008 were different. Demand will continue to exceed supply in San Diego for some time to come.

Q: What do you expect interest rates to do this year? Are they sustainable?

A: Expect an incremental increase with mild price pressure.

Q: What are the current rules surrounding cover letters being submitted with offers?

A: In a competitive real estate market, it is not uncommon for a buyer to submit a personal letter to the seller, sometimes including a photo of the buyer, as a way to make the buyer's offer stand out among the many the seller may have received. Many real estate agents suggest it, and even help their buyers write the letters. In competitive markets everyone is looking for an edge. But these letters may raise issues, please visit the California Association of REALTORS® (password required) to read more about the rules pertaining to this issue.

<https://www.car.org/login?returnUrl=%2Friskmanagement%2Fqa%2Ffair-housing-folder%2Fbuyerletters>

Q: Have SDAR Service Centers reopened to members yet?

A: At this time, for the safety of our staff, service centers have not reopened. If you need supplies, members can visit our Ronson Court location in Kearny Mesa, or call our Member Services Department at (858) 715-8040 to order supplies. We will then have your supplies delivered to your preferred address.

