



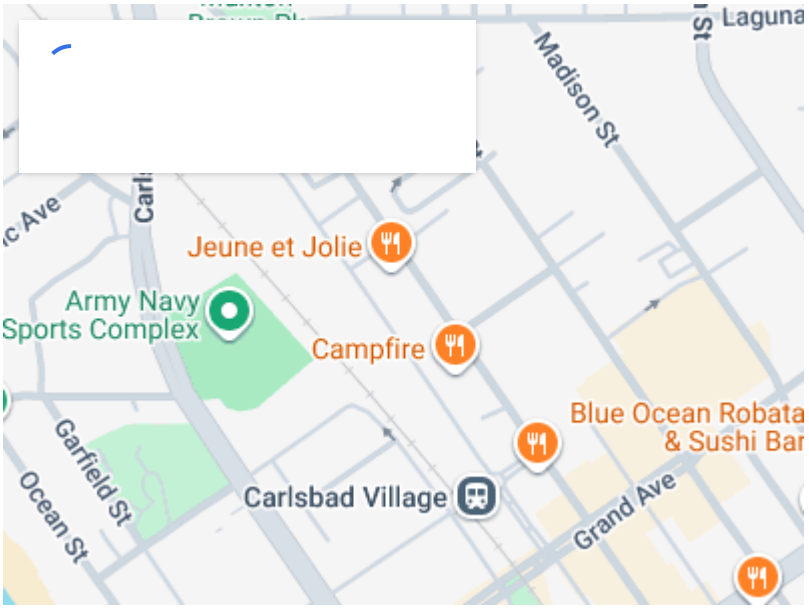
Using the Oceanside Market Update Before You Buy or Sell Good real estate decisions start with good information. Before you call one of the many Oceanside realtors in the area, it helps to have a sense of what the local market is doing. The Eisendrath Team at Premiere Real Estate offers an Oceanside Market Update tool that gives buyers and sellers a clear view of recent activity. A market update typically shows the number of homes for sale, how many have gone under contract, how many have closed and at what prices. It also tracks trends over time, such as whether median prices are rising or falling and how long homes are taking to sell. These figures give context that a single listing or a news headline cannot. For sellers, the update helps answer practical questions. Are homes like mine selling quickly? Are they selling above or below asking price? How many competing homes are on the market right now? That information shapes pricing, timing and preparation. A seller who understands the market is in a stronger position when it comes time to review offers.

Eisendrath Team at Premiere Real Estate | 2677 State St Ste 101, Carlsbad, CA 92008 | (760) 815-8009

For buyers, the update shows how competitive the market is. If homes are selling within days and above asking, buyers need to be prepared to act quickly with strong offers. If inventory is building and homes are sitting longer, buyers may have more room to negotiate on price or repairs. Data works Oceanside realtors best with interpretation. Numbers can be skewed by a few unusual sales or by a mix of property types. That is where an experienced agent adds value, explaining what the figures mean for a specific home, neighborhood or price range and what they do not show. The team supplements the market update with quarterly market reports, giving clients a broader view of trends across Oceanside and North County. Richard and Diane Eisendrath have watched

this market for decades and can put current numbers into perspective. Checking the update regularly in the months before a move is useful too. Watching how prices and days on market shift over time gives a better feel for direction than a single snapshot, and it helps buyers and sellers recognize a good opportunity when one appears. It also makes conversations with an agent more productive, because you arrive with a sense of the numbers and can focus on what they mean for your own situation. To get the latest Oceanside market picture and discuss what it means for you, call the Eisendrath Team at (760) 815-8009. You can also visit the office at 2677 State St Ste 101, Carlsbad, CA 92008, open seven days a week from 8am to 7pm.

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FAQ About Oceanside Realtors

Is it better to be a REALTOR or real estate agent?

Every Realtor is a licensed agent or broker, but not every agent is a Realtor, since that title means membership in the National Association of Realtors and its code of ethics. What matters most for an Oceanside buyer or seller is experience and local knowledge. Richard Eisendrath has held a broker license since 1978 (DRE 00649462), and Diane Eisendrath holds DRE 00769294, both of which can be checked on the state website.

What is the most common complaint filed against realtors?

Complaints usually involve poor communication, pricing advice that did not hold up, or disclosure problems. Asking how an agent will keep you updated, seeing the comparable sales behind any price, and completing disclosures carefully avoid most of them. The Eisendrath Team is BBB accredited and keeps its office open seven days a week from 8am to 7pm.

Is San Diego currently a buyers or sellers market?

It depends on price range and property type, and conditions shift through the year. Months of inventory, days on market and sale to list price ratios for your segment give a clearer answer than countywide headlines. The Eisendrath Team publishes quarterly market reports and an Oceanside Market Update to show what is happening locally.

Which month is the best to sell a house in San Diego?

Spring, roughly March through June, is usually the busiest season for buyers in San Diego County. Oceanside's mild climate and steady relocation demand, including military moves to Camp Pendleton, keep buyers active year round, so the right month often depends on your own timeline and how ready the home is. A free valuation from the Eisendrath Team at (760) 815-8009 includes timing advice.

Which month is considered the most difficult to sell a house?

Late November through early January is typically the slowest stretch, with fewer active buyers during the holidays. Fewer competing listings can work in a seller's favor, though, and homes listed in mid January often catch buyers who planned over the break. Realistic pricing matters more in quieter months.

Are house prices dropping in San Diego?

Price trends vary by neighborhood, price band and property type, and they can change from quarter to quarter. Rather than relying on general headlines, look at recent closed sales for homes like yours in Oceanside. The Eisendrath Team's Oceanside Market Update and quarterly reports track those numbers.

Does the Eisendrath Team have an office in Oceanside?

The team's office is at 2677 State St Ste 101 in Carlsbad Village, a short drive south of Oceanside. From there Richard and Diane Eisendrath serve buyers and sellers across Oceanside, including downtown, South Oceanside, Fire Mountain and the beach areas, as well as Carlsbad and the rest of North County.

Can you help with investment property and 1031 exchanges in Oceanside?

Yes. The team provides cap rate and cash flow analysis for duplexes, fourplexes, apartment buildings and commercial property, and coordinates the real estate side of 1031 exchanges with your tax and legal advisors. Richard Eisendrath leads the team's commercial and multifamily work.

Do you work with first time buyers in Oceanside?

Yes. The team has helped more than 200 first time buyers since 2015, from pre approval and offer strategy to inspections, contingencies and closing. Buyers also get access to the team's network of lenders, inspectors and escrow officers across North County.

What does a free home valuation include?

Oceanside sellers receive a property valuation and pricing plan based on recent comparable sales, current competing listings and local market trends. Richard and Diane Eisendrath explain the reasoning behind the number and suggest preparation and timing. Call (760) 815-8009 to request one.

Are you available on weekends?

Yes. The Eisendrath Team at Premiere Real Estate keeps its office open seven days a week from 8am to 7pm, so Oceanside buyers can tour homes and sellers can review offers on weekends and evenings. Call (760) 815-8009 or visit 2677 State St Ste 101, Carlsbad, CA 92008.