



Caspersen Brothers
 & Associates
 REAL ESTATE

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LEARN MORE ABOUT US AT WWW.CASPERSENBROTHERS.COM

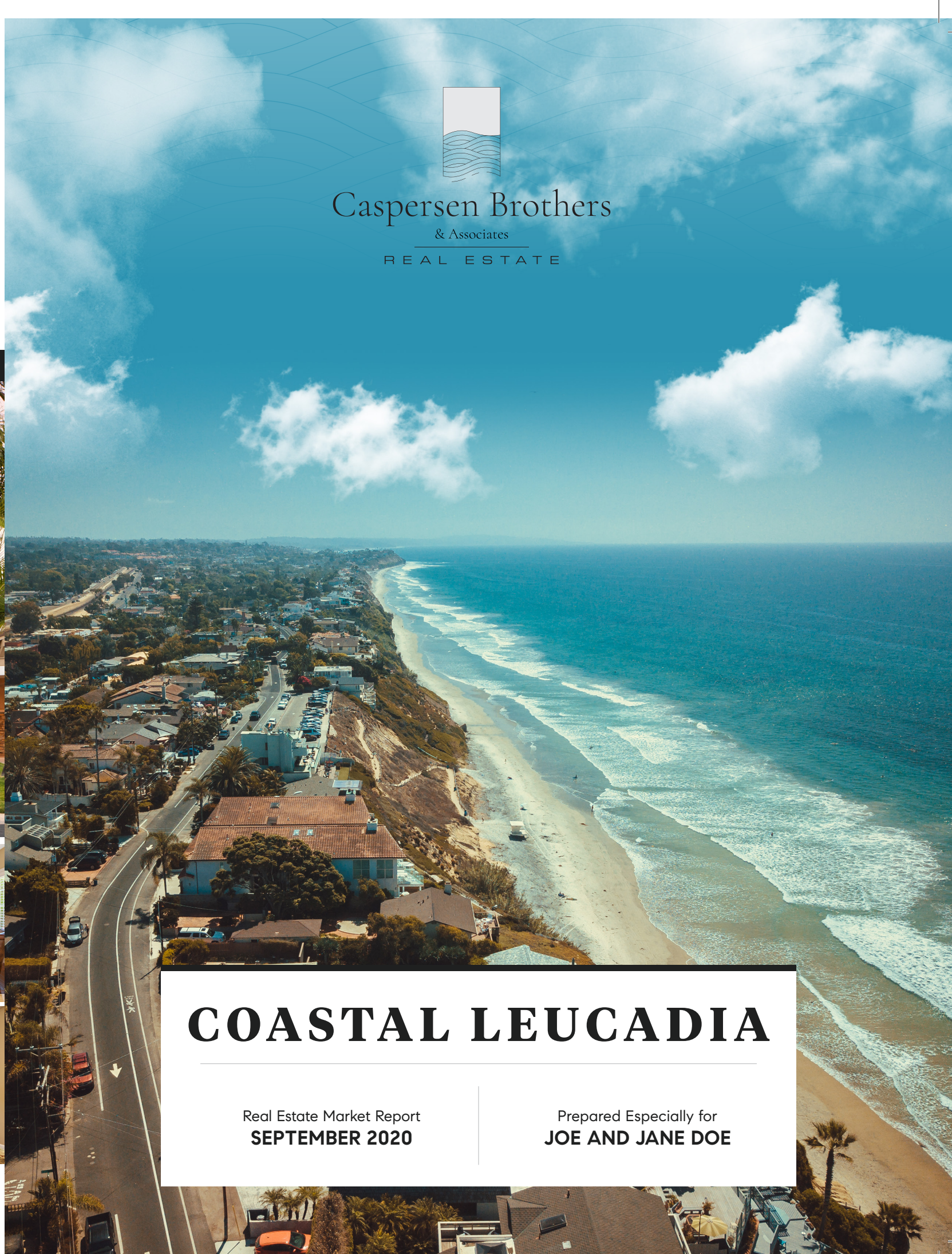
Featured Success by The Caspersen Brothers
1460 SPYGLASS COURT

5 BEDS | 5 BATHS | 4,237 SQ.FT. | SOLD FOR \$2,200,000



SOLD FOR 113% OF CLIENT'S ASKING PRICE · 10 DAYS ON MARKET

Seems like you'd want the best marketer, negotiator and project manager when it comes to such an important asset like your home. We have the influence and ability to get exceptional results. If or when the time comes, we'd love to be of service.



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COASTAL LEUCADIA

Real Estate Market Report
SEPTEMBER 2020

Prepared Especially for
JOE AND JANE DOE



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Selling *Your* Home Virtually

Looking to sell your home but curious how we manage that in today's climate?

Joe and Jane,

Despite recent challenges, people are continuing to move forward with buying and selling homes. So what selling practices are we implementing to keep everyone safe while at the same time making your listing competitive?

While switching our approach for how we list our clients' homes to a more digital one may have been the obvious answer, we go above and beyond to ensure potential buyers are having an immersive viewing experience as if they were in the home themselves.

Here are five strategies we think are key to a strong virtual listing:



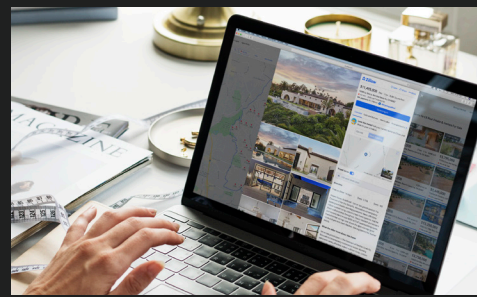
High-Quality Photos

Eye-catching photos have long been a must for any home listing, but with social distancing they are more important than ever. We have professional photos taken, showcasing your home from the best angles. This will catch buyers' attention and help imagine themselves in the space.



Virtual Tours

To make your home stand out and give buyers an in-depth look at the layout, we add high-tech features to your listing, such as a video walkthrough and 3-D tour of your home. Providing homebuyers a holistic virtual experience helps to humanize the space.



Detailed Listing Information

Many agents put a strong emphasis on photos and videos, but let the listing description fall through the cracks. We believe this information is just as important as the visual aspect, and work with professional copywriters to create a compelling summary that highlights the best qualities of your home.



Detailed Neighborhood Information

Potential buyers aren't just looking for the right home, they are looking at the surrounding community. In your listing, we highlight neighborhood amenities, proximity to beaches, restaurants and shops, area schools, and more, to help homebuyers envision their quality of life.



Video Chat

While we can offer social distanced private showings, if this is something you are not comfortable with, we are happy to take you on a virtual showing through the home, answering any questions you may have along the way. We also can set up FaceTime or Zoom calls whenever needed.

Source: corelogic.com

COASTAL LEUCADIA

Real Estate Market Report

Coastal Leucadia Homes Currently Active

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Active	Hygeia Avenue	3	2.5	1,500	\$979,000	09/09/20
Active	Hillcrest Drive	4	3.0	2,400	\$1,999,900	08/10/20
Active	Andrew Avenue	4	3.5	3,900	\$2,499,000	08/19/20
Active	Eolus Avenue	5	4.0	4,700	\$2,600,000	07/30/20
Active	Paxton Way	4	4.5	4,400	\$2,838,000	08/09/20
Active	E Glaucus Street	4	3.5	2,400	\$3,300,000	09/03/20
Active	La Costa Avenue	5	4.5	4,100	\$3,900,000	08/05/20
Active	Sheridan Road	6	5.5	5,600	\$3,995,000	08/31/20

Coastal Leucadia Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	N Vulcan Avenue	2	2.5	1,200	\$799,000	06/16/20
Pending	Nantucket Court	2	2.5	1,800	\$859,000	04/30/20
Pending	Rockport Court	2	2.5	1,800	\$874,999	03/24/20
Pending	Hygeia Avenue	3	2.5	1,600	\$999,000	08/21/20
Pending	Eolus Avenue	2	1.5	1,100	\$1,389,000	08/08/20
Pending	La Costa Avenue	3	3.0	3,200	\$1,495,000	07/03/20
Pending	Bottle Tree Lane	4	3.5	2,900	\$1,799,000	09/01/20
Pending	Eolus Avenue	5	4.5	4,100	\$3,250,000	06/09/20

Coastal Leucadia Homes Sold In The Last 30 Days

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	1653 Tabletop Way	3	3.0	2,520	\$1,765,000	09/04/20
Sold	1525 Halia Court	4	3.5	3,215	\$1,995,000	09/04/20
Sold	1836 Sheridan Road	4	3.5	3,940	\$2,650,000	09/04/20
Sold	1878 Wilstone Avenue	3	2.0	1,560	\$1,465,000	08/31/20
Sold	1488 Coral Berry	3	3.5	2,764	\$1,785,000	08/26/20

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