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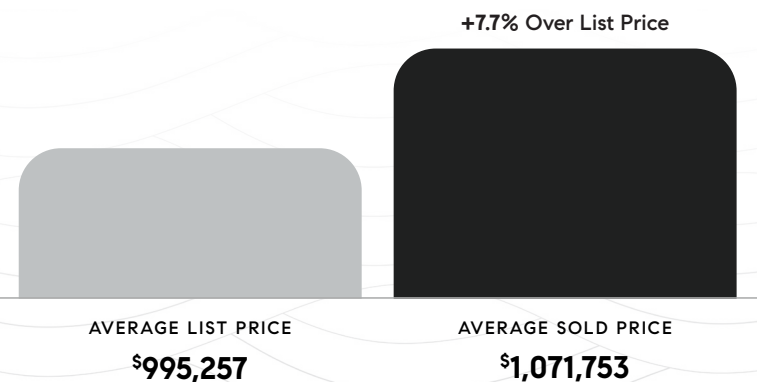
## Smart Pricing & Marketing Strategies Yield *Exceptional* Results

CASPERSEN BROTHERS & ASSOCIATES

Multiple offers are a common occurrence when you list with us. We often have initial offers over asking price. Along with being skilled negotiators, we strategically and effectively map out our pricing and marketing for each listing.

Take a look at some of our recent key examples where, on average, we negotiated **7.7% MORE VALUE** over the highest initial offer — thus, putting **\$76,496 more**, on average, in our clients' pockets.

ADDRESS	LIST PRICE	SOLD PRICE	OVER ASKING	SP/LP
18551 Lancashire Way	\$1,199,000	\$1,255,000	\$56,000	105%
1820 Avenida Mimosa	\$1,195,000	\$1,225,000	\$30,000	103%
1827 Parliament Rd	\$989,900	\$1,200,000	\$210,100	121%
270 Sharp Place	\$989,000	\$1,101,270	\$112,270	111%
365 Ocean View	\$999,000	\$1,060,000	\$61,000	106%
1965 Avenida La Posta	\$995,000	\$1,015,000	\$20,000	102%
1228 Oasis	\$599,900	\$646,000	\$46,100	108%



# ENCINITAS RANCH

Real Estate Market Report

**Joe and Jane,**  
Selling a home in **Encinitas Ranch** requires extensive local knowledge, a great marketing plan, and superior negotiation skills. As your Encinitas Ranch specialists, we are uniquely qualified to help you receive top dollar for your home. Call us today to get started!

### Encinitas Ranch Homes Currently Active

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Active	Lynwood Drive	5	5.5	4,900	\$1,888,888	06/15/20
Active	Lynwood Drive	5	4.5	5,100	\$1,999,000	07/08/20

### Encinitas Ranch Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Ranch Road	3	2.0	2,000	\$1,125,000	05/30/20
Pending	Fairway Vista	3	2.5	2,100	\$1,259,000	07/02/20
Pending	Paloma Court	5	4.5	3,400	\$1,349,500	07/08/20
Pending	Brae Mar Court	4	3.5	3,200	\$1,449,000	05/27/20
Pending	Spyglass Court	5	4.5	4,200	\$1,949,000	08/17/20

### Encinitas Ranch Homes Sold In The Last 30 Days

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	592 Samuel Court	4	3.5	3,187	\$1,335,000	08/03/20
Sold	835 Lynwood Drive	5	5.5	5,388	\$1,740,000	07/31/20