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LEARN MORE ABOUT US AT [WWW.CASPERSENBROTHERS.COM](http://WWW.CASPERSENBROTHERS.COM)

## Featured Listings by The Caspersen Brothers

JOE AND JANE,

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.



ACTIVE

### 16568 LA GRACIA

5 BEDS | 7 BATHS | 8,251 SQ.FT.  
 LISTED FOR \$11,495,000



SOLD FOR 101% OF ASKING PRICE

### 938 DORIS DRIVE

4 BEDS | 2 BATHS | 1,618 SQ.FT.  
 SOLD FOR \$1,252,000



JUST SOLD · REP. BUYER

### 18192 VIA ASCENSO

5 BEDS | 6 BATHS | 7,779 SQ.FT.  
 SOLD FOR \$3,700,000



SOLD · REP. BUYER & SELLER

### 182 HILLCREST DRIVE

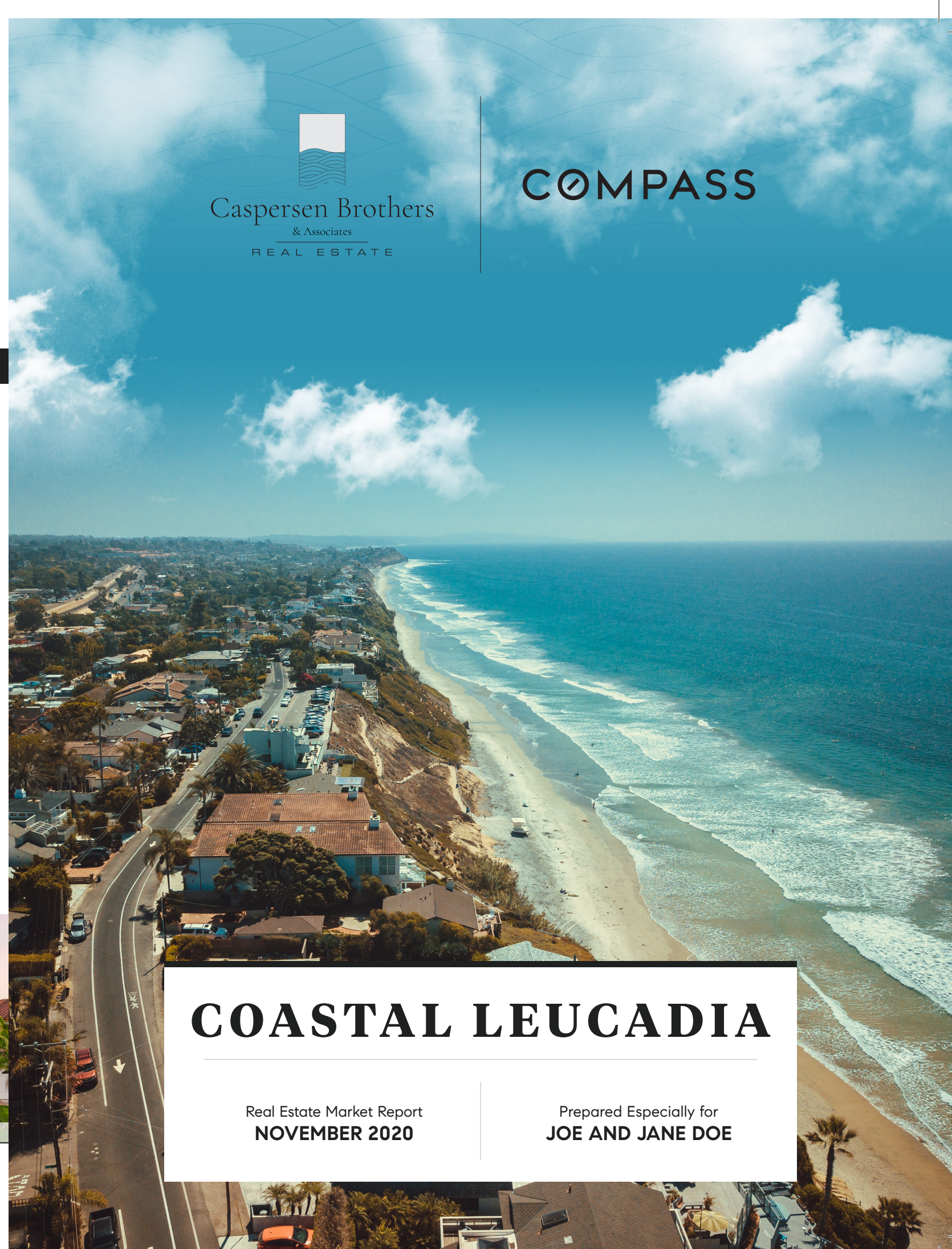
3 BEDS | 2 BATHS | 1,381 SQ.FT.  
 SOLD FOR \$1,430,000



SOLD FOR 102% OF ASKING PRICE

### 1837 AVENIDA MIMOSA

4 BEDS | 3 BATHS | 2,355 SQ.FT.  
 SOLD FOR \$1,300,000



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# COASTAL LEUCADIA

Real Estate Market Report  
 NOVEMBER 2020

Prepared Especially for  
 JOE AND JANE DOE



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CaspersenBrothers



# COASTAL LEUCADIA

## Real Estate Market Report

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

### Coastal Leucadia Homes Currently Active

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Active	N Vulcan Avenue	3	2.0	900	\$1,088,000	05/28/20
Active	Orpheus Avenue	3	1.0	1,200	\$1,199,900	10/22/20
Active	Stonesteps Way	3	3.0	2,700	\$2,190,000	10/13/20
Active	Andrew Avenue	4	2.5	3,900	\$2,199,000	10/30/20
Active	Paxton Way	4	4.5	4,400	\$2,799,000	08/09/20
Active	La Costa Avenue	5	4.5	4,100	\$3,500,000	08/05/20

### Coastal Leucadia Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Hillcrest Drive	4	3.0	2,400	\$1,999,900	08/10/20
Pending	Hygeia Avenue	5	4.0	3,900	\$2,495,000	09/27/20

### Coastal Leucadia Homes Sold In The Last 30 Days

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	1472 Bottle Tree Lane	5	3.5	2,853	\$1,675,000	10/29/20
Sold	1866 Sheridan Road	7	5.5	5,605	\$3,930,000	10/29/20
Sold	385 E Glaucus Street	5	3.5	2,392	\$3,300,000	10/28/20
Sold	937 Hygeia Avenue	3	2.5	1,505	\$987,000	10/26/20
Sold	182 Hillcrest Drive	3	2.0	1,381	\$1,430,000	10/26/20
Sold	1655 Eolus Avenue	3	1.5	1,137	\$1,375,000	10/19/20

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Wishing you a joyous

# Holiday Season

During this season, and especially after the year we've had, it feels good to reflect on and acknowledge our many blessings — our families and friends, our amazing team and our loyal clients, and you, our broader community. We truly appreciate your support and look forward to serving you in the year ahead.

Warm regards,  
The Caspersen Brothers

## THREE WAYS LOW INVENTORY IS A WIN FOR SELLERS

The number of houses for sale today is significantly lower than the high buyer activity in the current housing market. When the demand for homes is higher than what's available for sale, it's a great time for homeowners to sell their house. Here are three ways low inventory can help you win if you're ready to make a move this fall.

1

### HIGHER PRICES

With so many more buyers in the market than homes available for sale, homebuyers are frequently entering into bidding wars for the houses they want to purchase. This buyer competition drives home prices up. As a seller, this can definitely work to your advantage, potentially netting you more for your house when you close the deal.

2

### RISING EQUITY

Rising prices mean homes are also gaining value, which drives an increase in the equity you have in your home. This year-over-year growth in equity gives you the ability to put that money toward a down payment on your next home or to keep it as extra savings.

3

### BETTER TERMS

When we're in a sellers' market like we are today, you're in the driver's seat if you sell your house. You have the power to sell on your terms, and buyers are more likely to work with you if it means they can finally move into their dream home.

Joe and Jane,

If you're interested in taking advantage of the current market, contact us today to discuss.