



**Caspersen Brothers**  
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 REAL ESTATE

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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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# ENCINITAS RANCH

Real Estate Market Report  
**NOVEMBER 2020**

Prepared Especially for  
**JOE AND JANE DOE**

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# ENCINITAS RANCH

## Real Estate Market Report

### Encinitas Ranch Homes Currently Active

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Active	Lynwood Drive	5	4.5	5,100	\$1,500,000	10/09/20
Active	Jensen Court	5	3.5	4,400	\$1,750,000	09/10/20
Active	Lynwood Drive	5	5.5	4,900	\$1,798,000	06/15/20

### Encinitas Ranch Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Verbena Court	6	4.5	3,900	\$1,549,000	10/16/20
Pending	Samuel Court	5	4.5	3,600	\$1,845,000	09/02/20

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

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	719 Rihely Place	4	3.5	2,775	\$1,180,000	11/12/20
Sold	709 Rihely Place	5	4.5	3,272	\$1,462,000	11/10/20
Sold	633 Lynwood Drive	5	5.5	5,376	\$2,325,000	11/10/20

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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.

## THERE'S NOTHING LIKE A HAPPY CLIENT

"We had the pleasure of working with Pete and Mark Caspersen, of the Caspersen Team at Compass, to sell our home in Encinitas. The experience and outcome exceeded our expectations in all regards. When selecting a Realtor® we looked for these (6) attributes: market knowledge, marketing capabilities and strong social presence, problem solving mindset, negotiating skills, hustle and tenacity, and honesty and integrity. In every respect, Pete, Mark, and their team excelled. They used their marketing knowledge and capabilities provided by Compass to properly position and market our property, including a very strong social

media presence, with excellent photos and video. When issues came up through the process, they brought solutions to the table vs. dumping the problem on us to figure out. Their hustle was exemplary, often taking only seconds to respond to texts, emails and calls. Finally, we could always count on the truth on all situations and inquiries, even if it was not positive news. The relationship we had with the Caspersen Brothers was a partnership, with clearly aligned goals and desired outcomes. The end result was multiple offers over the asking price. I would highly recommend the Caspersen Team."

— CARL & LINDY BURROW

Spyglass Court, Encinitas Ranch Sellers