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REAL ESTATE

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Learn more about us at 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.



COMING SOON

15878 BASS LANE

4 BEDS | 3.5 BATHS | 2,537 SQ.FT.



ACTIVE

525 FORD AVENUE

4 BEDS | 5.5 BATHS | 4,025 SQ.FT. | **LISTED FOR \$2,650,000**



IN ESCROW

573 S. SIERRA AVENUE #8

2 BEDS | 2.5 BATHS | 1,375 SQ.FT.

LISTED FOR \$995,000



JUST SOLD FOR \$115K OVER ASKING PRICE!

2579 ARNETT STREET

4 BEDS | 2.5 BATHS | 1,702 SQ.FT.

SOLD FOR \$1,310,000



JUST SOLD - REPRESENTED BUYER & SELLER

1776 AVENIDA LA POSTA

3 BEDS | 2 BATHS | 1,605 SQ.FT.

SOLD FOR \$1,200,000

ENCINITAS RANCH

Real Estate Market Report
MARCH 2021

Prepared Especially for
JOE AND JANE DOE



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ENCINITAS RANCH

Real Estate Market Report

Five Reasons to Sell Your House This Spring



1. Buyer Demand is Strong Right Now

Buyers are active in the market. ShowingTime, which tracks the average number of buyer showings on residential properties, recently announced that buyer showings are up 51.5% compared to this time last year.

When your house is positioned to get a ton of attention from competitive buyers, you're in the best spot possible as the seller.



2. Low Inventory

Purchaser demand is so high, the market is running out of available houses for sale. Houses are essentially selling as fast as they're hitting the market – in fact, NAR reports that the average house is on the market for only 21 days.

It's this imbalance between high buyer demand and a low supply of houses for sale that gives sellers such an advantage. A seller will always negotiate the best deal when demand is high and supply is low. That's exactly what's happening in the real estate market today.



3. The Selling Season is Here!

Clearly, many more people are interested in buying than selling this spring, creating the ultimate sellers' market. When this happens, homeowners in a position to sell have the upper hand in negotiations.



4. Growing Equity

According to the latest data from CoreLogic, as of the third quarter of 2020, the average homeowner gained \$17,000 in equity over the past year, and that number continues to grow as home values appreciate. Equity is a type of forced savings that grows during your time as a homeowner and can be put toward bigger goals like buying your next dream home.



5. Find your Next Dream Home

So much has changed over the past year, including what many of us need in a home. Whether it's a house that has the features suited to working remotely, space for virtual or hybrid schooling, a home gym or theater, or something else, selling this spring gives you a chance to make a move and find the home of your dreams. Contact us today to discuss your real estate journey during this spring.

John and Jane,

When selling a house, most homeowners hope for a quick and profitable transaction that puts them in a position to make a great move. If you're waiting for the best time to win as a seller, the market is calling your name this spring.

Today's housing market belongs to the sellers. If you've considered making a move but have been waiting for the right market conditions, your wait may be over.

Here are five reasons why this is the perfect time to sell your house if you're ready.

©Keeping Current Matters (KMC)

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	Rihely Place	5	4.5	3,300	\$1,625,000	03/01/21
Active	Fariway Vista	4	2.5	2,700	\$1,750,000	03/09/21
Active	Cypress Hills Drive	4	3.5	3,800	\$2,100,000	02/19/21
Active	Heritage Lane	5	4.5	3,400	\$2,150,000	02/26/21
Active	Lynwood Drive	5	5.5	5,400	\$2,600,000	03/01/21

Encinitas Ranch Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Alexandra Lane	3	2.0	1,600	\$1,325,000	02/25/21
Pending	Lynwood Drive	4	3.5	4,400	\$1,800,000	01/28/21
Pending	Cypress Hills Drive	5	4.0	4,600	\$2,405,000	03/02/21
Pending	Lynwood Drive	4	4.5	5,200	\$2,800,000	03/07/21

There Were No Encinitas Ranch Homes Sold in the Last 30 Days

When the time comes to buy or sell, or if you have any real estate questions, please consider giving us a call.

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