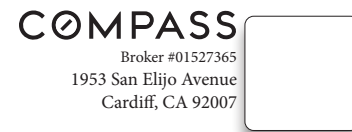




Pete Caspersen
Broker Associate/Founding Agent
DRE# 01772876

Mark Caspersen
Estates Dir./Founding Agent
DRE# 01857725

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619.807.3423
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COMPASS

Learn more about us at www.CaspersenGroup.com

Featured Listings by The Caspersen Group

JOE AND JANE,

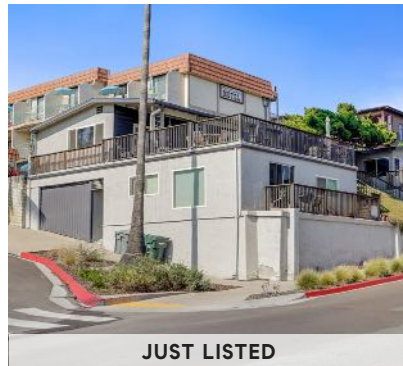
Seems like you'd want the best marketer, negotiator and project manager when it comes to such an important asset like your home. We have the influence and ability to get exceptional results. If or when the time comes, we'd love to be of service.



15+ ACRE LOT

JUST LISTED

3485 LONE JACK ROAD
4 BD | 3 BA | 3,000 SQ.FT.
LISTED FOR \$4,995,000



JUST LISTED

253 B STREET
3 BD | 2 BA | 1,873 SQ.FT.
LISTED FOR \$2,350,000



IN ESCROW

896 CHANNEL ISLAND DR.
5 BD | 5 BA | 3,272 SQ.FT.
LISTED FOR \$3,195,000



IN ESCROW

1126 ALEXANDRA LANE
4 BD | 4 BA | 2,578 SQ.FT.
LISTED FOR \$1,595,000



JUST SOLD IN 1 DAY FOR \$305K OVER ASKING PRICE

6531 MIMULUS
6 BEDS | 7 BATHS | 5,145 SQ.FT.
SOLD FOR \$4,800,000



JUST SOLD FOR \$105K OVER ASKING PRICE

2014 14TH STREET
6 BEDS | 4.5 BATHS | 5,563 SQ.FT.
SOLD FOR \$2,300,000



JUST SOLD IN 1 WEEK FOR \$162K OVER ASKING PRICE

1482 RANCHO ENCINITAS
4 BEDS | 3.5 BATHS | 3,348 SQ.FT.
SOLD FOR \$2,157,000

ENCINITAS RANCH

Real Estate Market Report
AUGUST 2021

Prepared Especially for
JOE AND JANE DOE





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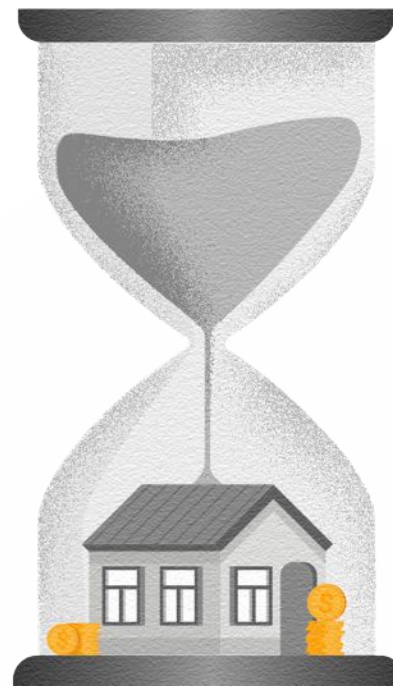
KIND WORDS FROM A HAPPY CLIENT

Mark, Pete and the team at the Caspersen Group absolutely knocked it out of the park on our home sale!! They did an outstanding job for us from start to finish and effortlessly responded to each change that we requested along the way. They also represented our buyer and ethically and seamlessly managed a complex set of requirements from both parties,

and ultimately exceeded all of our expectations. We could not be happier. We originally contacted them because of an astonishing sale price they secured for a property similar to ours — they ended up getting us an even higher sale price before we even got to the listing / open house stage. WE HIGHLY RECOMMEND CASPERSEN GROUP!!

– Five-Star Zillow Review

Waiting To Buy a Home Could Cost You



Joe and Jane,

Don't assume waiting a few years to buy will save you money. Here's a look at how the cost of waiting can add up when mortgage rates and home prices rise.

Call us today to discuss your options if you've been considering buying or selling.

\$750,000 HOME LOAN

	Home Loan Amount	Mortgage Interest Rate	Monthly Mortgage Payment ¹	Annual Home Appreciation Projection
January 2021	\$750,000	2.8%	\$3,082	12.1%
January 2022	\$840,750	3.4%	\$3,729	5.3%
January 2023	\$885,310	3.8%	\$4,125	N/A

Sources: © KCM (Keeping Current Matters) - ¹ Freddie Mac - ² Principal and Interest



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	Rihely Place	4	3.5	3,400	\$1,899,000	06/06/21
Active	Samuel Court	5	5.5	7,300	\$3,599,000	08/12/21
Active	Lynwood Drive	5	5.5	5,500	\$3,795,000	07/04/21

Encinitas Ranch Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Fairway Vista	4	2.5	2,100	\$1,485,000	07/10/21
Pending	Alexandra Lane	4	3.5	2,600	\$1,595,000	07/13/21
Pending	Paloma Court	5	4.5	3,400	\$2,269,000	07/01/21
Pending	Alex Way	5	4.5	3,300	\$2,495,000	06/04/21

Encinitas Ranch Homes Sold In The Last 30 Days

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	1157 Alexandra Lane	3	2.5	2,186	\$1,570,000	07/26/21
Sold	546 Verbena Court	5	5.5	3,5z39	\$1,575,000	08/02/21
Sold	1532 Rainey Court	3	2.5	2,500	\$1,700,000	07/26/21
Sold	674 Cypress Hills Drive	5	4.5	3,347	\$2,199,000	07/16/21

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