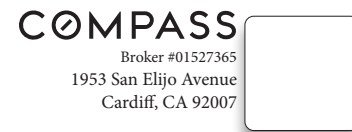




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Learn more about us at www.CaspersenGroup.com

2021 Sales Highlights by The Caspersen Group



54

Total Transactions



\$2,011,842

Avg. Sales Price



18

Avg. Days on Market



106%

Avg. Sales Price/List Price Ratio

Featured Sales from 2021



16568 LA GRACIA
 RANCHO SANTA FE
 SOLD FOR \$10,850,000



6531 MIMULUS
 RANCHO SANTA FE
 SOLD FOR \$4,800,000



1809 GWYNN DRIVE
 CARDIFF BY THE SEA
 SOLD FOR \$3,625,000



REP. BUYER & SELLER

253 B STREET
 ENCINITAS
 SOLD FOR \$3,523,000



901 CHANNEL ISLAND DR
 ENCINITAS
 SOLD FOR \$3,500,000



242 DATE AVE
 CARLSBAD
 SOLD FOR \$3,150,000



896 CHANNEL ISLAND DR
 ENCINITAS
 SOLD FOR \$3,100,000



1461 SPYGLASS CT
 ENCINITAS
 SOLD FOR \$2,400,000



REP. BUYER & SELLER

2014 14TH ST
 ENCINITAS
 SOLD FOR \$2,300,000



1482 RANCHO ENCINITAS
 ENCINITAS
 SOLD FOR \$2,157,000

ENCINITAS RANCH

Real Estate Market Report
DECEMBER 2021

Prepared Especially for
JOE AND JANE DOE



Happy Holidays!



Dear Friends & Neighbors,

With 2021 coming to a close, we realize how honored we are to have been able to serve our community for another year.

The **Caspersen Group** would not be what it is without the continued support of our friends and family, loyal clients, and broader community and for that, we are eternally grateful. This year we have been able to help over 50 families and counting move onto the next chapter of their lives. See some of our highlights from this year on the back page!

We hope you all have a wonderful holiday season full of love, laughter and good health and we look forward to serving you in the new year!

Warm Regards,
Pete & Mark Caspersen



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!

There Are No Encinitas Ranch Homes Currently Active

Encinitas Ranch Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Jensen Court	4	4.5	4,900	\$3,150,000	10/12/21

Encinitas Ranch Homes Sold In The Last 30 Days

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	535 Samuel Court	3	2.5	2,409	\$1,993,750	11/30/21
Sold	1463 Paseo De Las Flores	4	4.5	4,318	\$3,760,000	11/22/21
Sold	1445 Ranch Road	4	2.5	2,116	\$1,600,000	11/12/21

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KIND WORDS FROM A HAPPY CLIENT

"Pete helped us "thread the needle" on our offer and land us the house against 10 other offers. He was a great guide during the transaction and continues to be a great resource after."

— Five-Star Review