



Caspersen Group  
REAL ESTATE

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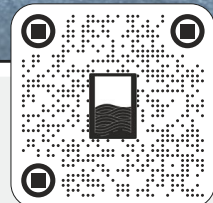
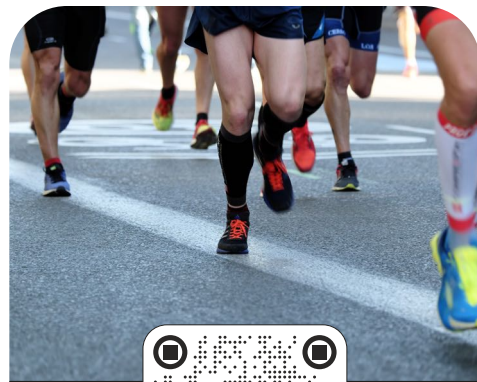
Learn more about us at [www.CaspersenGroup.com](http://www.CaspersenGroup.com)

## Upcoming Events in Your Area

**Joe and Jane,**

It's hard to get the "winter blues" when we live in such a gorgeous climate with so much to offer year round. If the post holiday slump is setting in for you, try one of these upcoming activities or events for a little pick me up!

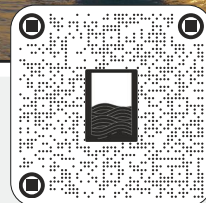
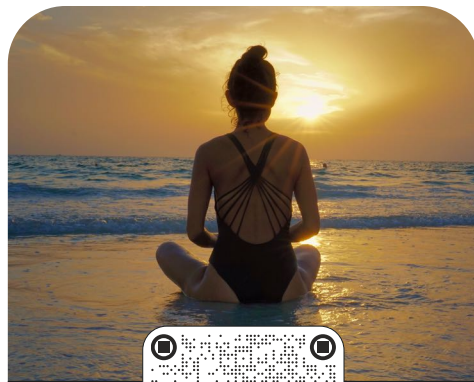
SCAN THE QR CODES BELOW FOR MORE INFORMATION.



**CARDIFF  
KOOK RUN**

February 13<sup>th</sup>  
6:00 AM - 9:30 AM

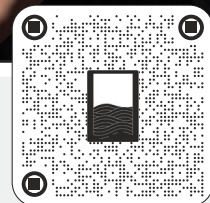
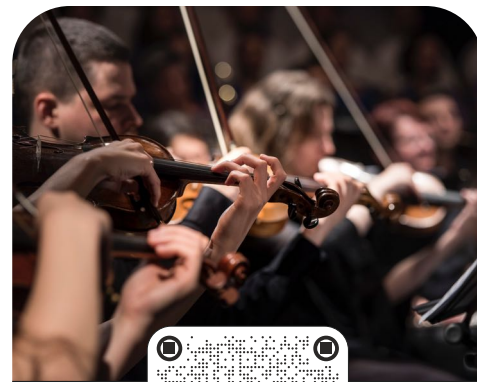
Downtown Encinitas



**YOGA IN BEAUTIFUL PLACES  
- GAELTINE'S DAY EVENT**

February 13<sup>th</sup>  
9:00 AM - 12:00 PM

Moonlight Beach



**MUSIC BY THE SEA  
CONCERT**

February 18<sup>th</sup>  
7:30 PM - 9:00 PM

Encinitas Library



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## ENCINITAS RANCH

Real Estate Market Report  
**JANUARY 2022**

Prepared Especially for  
**JOE AND JANE DOE**





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## Where Did All the Houses Go?

Last year's market was defined by high buyer demand and hardly anything for sale. **Will 2022 be any different?**

Five years ago there were 150. In 2020 there were 100. Last year averaged 50, and by December there were just 20. That's how many detached houses were actively listed for sale in Encinitas, in any given month.

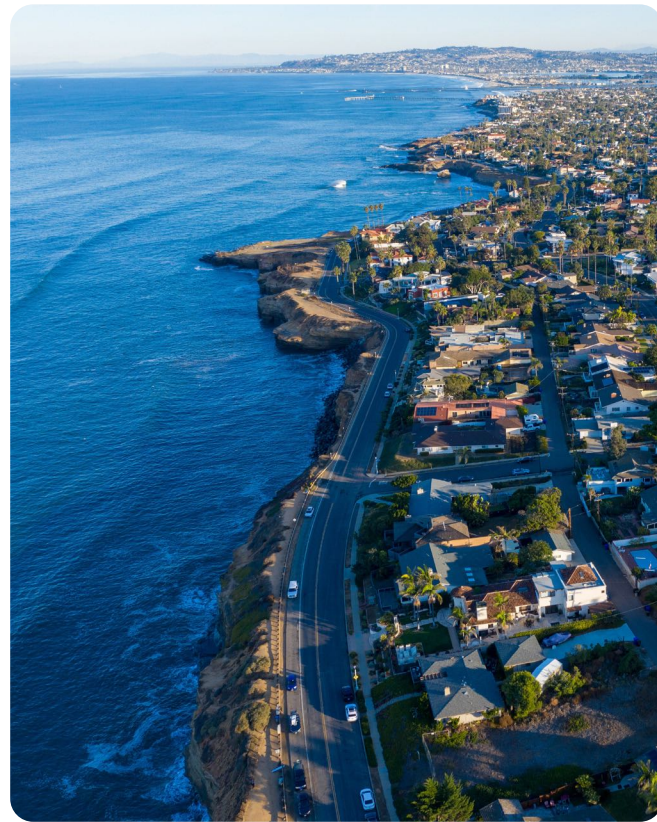
For a homebuyer, or for a seller who will buy after selling (as is often the case), the lack of available homes poses a challenge.

*Will anything change this year?*

**Here's the rub:** It's not that no one is selling.

The total number of homes sold in Encinitas was almost identical in 2021 and 2020, and each was higher than in the previous few years. The biggest reason listing inventory is so low is that anything that hits the market is gone in a flash.

Last year, Encinitas listings went into contract in a median of just seven days—blindingly fast in real estate terms. **For supply to expand, demand must soften first.**



We begin the new year in the same real estate market as 2021, defined by high buyer demand and hardly anything for sale. To succeed in this market requires careful planning, nimble strategy and precise negotiations.

**Joe and Jane,**

Call us today to discuss how we can help you make the most of this year's market conditions.



**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

**There Were No Encinitas Ranch Homes Sold in The Last 30 Days**

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We are honored and humbled to have been named by the *San Diego Business Journal* to their *List of Residential Real Estate Leaders of Influence for 2021*.

This would not have been possible without your continued support, for that which we are extremely grateful. **Scan the QR Code to see the full list!**

