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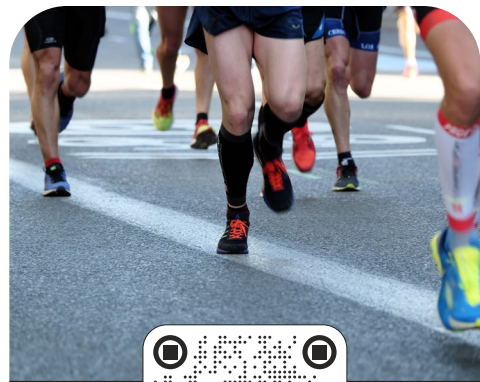
Learn more about us at www.CaspersenGroup.com

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!

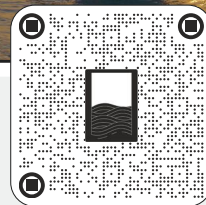
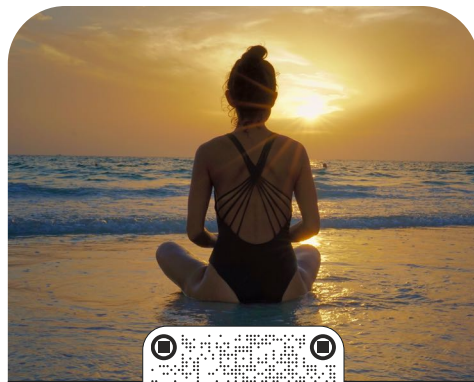
SCAN THE QR CODES BELOW FOR MORE INFORMATION.



**CARDIFF
KOOK RUN**

February 13th
6:00 AM - 9:30 AM

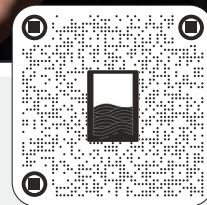
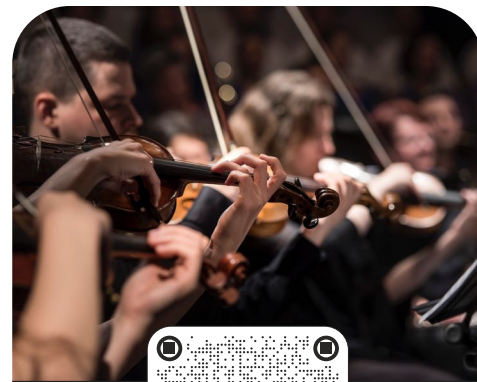
Downtown Encinitas



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

February 13th
9:00 AM - 12:00 PM

Moonlight Beach



**MUSIC BY THE SEA
CONCERT**

February 18th
7:30 PM - 9:00 PM

Encinitas Library



OLIVENHAIN

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.

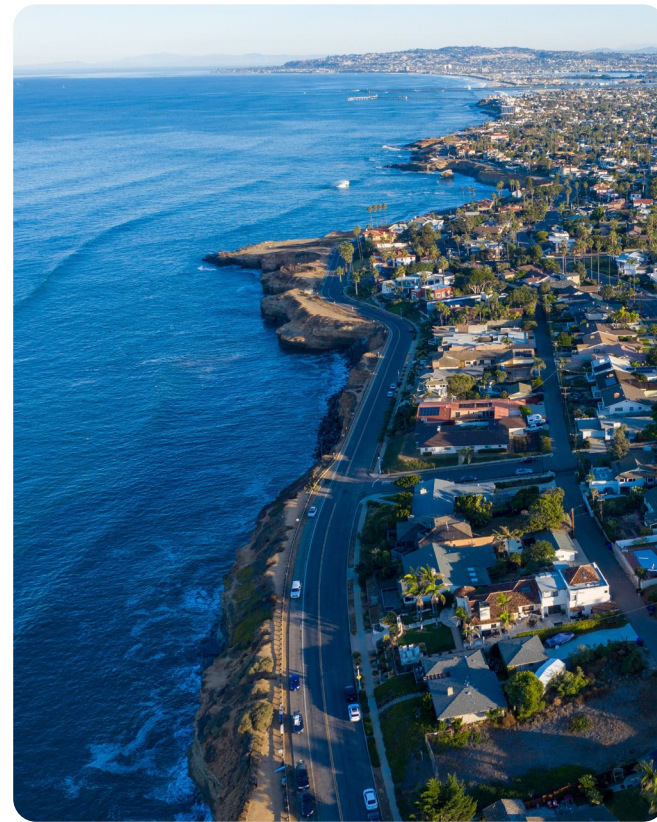
For a homebuyer, or for a seller who will buy after selling (as is often the case), the lack of available homes poses a challenge.

Will anything change this year?

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

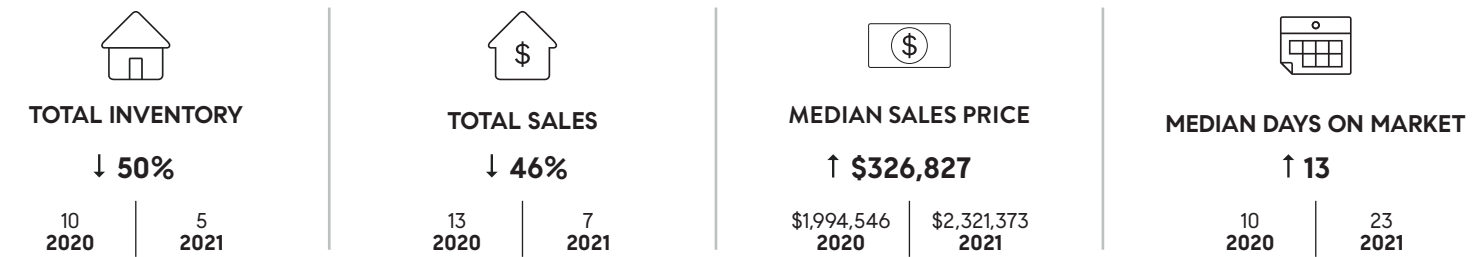
The total number of homes sold in Encinitas was almost identical in 2021 and 2020, and each was higher than in the previous few years. The biggest reason listing inventory is so low is that anything that hits the market is gone in a flash.

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.**

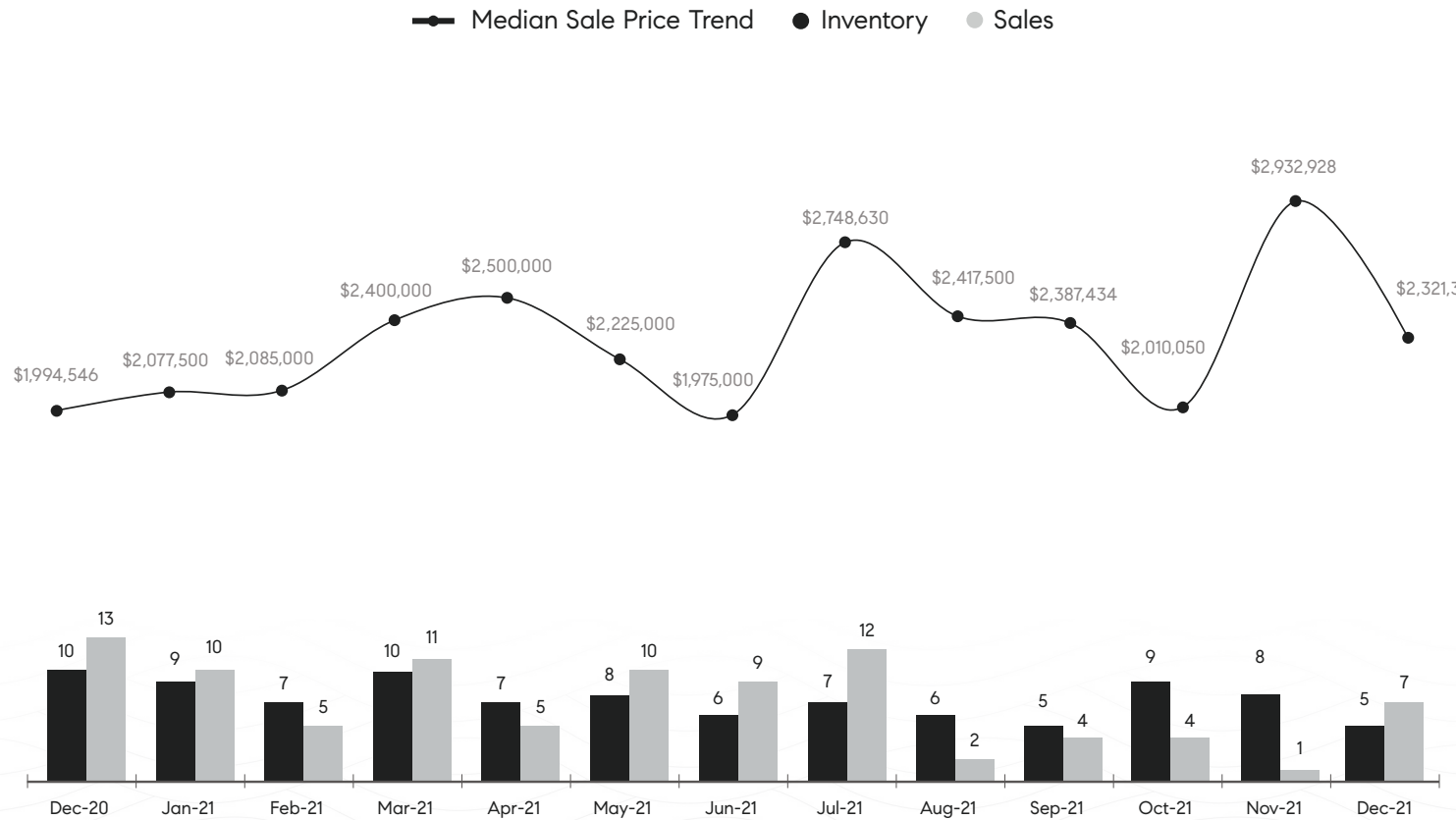


We begin the new year in the same real estate market as 2021, defined by high buyer demand and hardly anything for sale. To succeed in this market requires careful planning, nimble strategy and precise negotiations.

November 2021 vs. 2020 Comparison



Inventory vs. Sales



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Joe and Jane,

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