



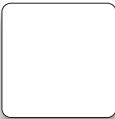
Caspersen Group
REAL ESTATE

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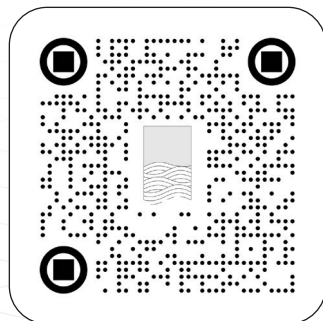


Learn more about us at www.CaspersenGroup.com

BEST OF ENCINITAS

The results are in! See how *Encinitas Advocate* readers ranked their favorite local businesses, ranging from restaurants to fitness studios and even banks. We've included just a few of the featured categories, but be sure to check out the full list by scanning the QR code below.

Did your favorites make the list?



BRUNCH

1. Valentina Restaurant
2. Nectarine Grove
3. GOODONYA Organic Eatery

DESSERT

1. Broad Street Dough Co
2. VG Donut & Bakery
3. Cali Cream Homemade Ice Cream (Tie)
4. Gelato 101 (Tie)

HAPPY HOUR

1. Union Kitchen & Tap
2. Regal Seagull
3. Solterra Winery & Kitchen

HEALTH CLUB

1. F45 Fitness
2. LA Fitness (Tie)
3. Orange Theory Fitness (Tie)
4. EOS Fitness

ARTS AND ENTERTAINMENT

1. San Diego Botanic Garden
2. Piña
3. Mr. Peabody's


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ENCINITAS RANCH

Real Estate Market Report
FEBRUARY 2022

Prepared Especially for
JOE AND JANE DOE



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ENCINITAS RANCH

Real Estate Market Report

Why Now is a Once-in-a-Lifetime Opportunity for Sellers

If you're *thinking* about selling your house in 2022, you truly have a unique opportunity at your fingertips. **Strong demand coupled with limited supply maximizes your leverage** when negotiating the sale. Home sellers are in that exact situation right now. Here's why:



DEMAND IS VERY STRONG

According to the latest *Existing Home Sales Report* from the *National Association of Realtors* (NAR), 6.18 million homes were sold in 2021. This was the largest number of home sales in 15 years. *Lawrence Yun, Chief Economist for NAR*, explains:

"Sales for the entire year finished strong, reaching the **highest annual level since 2006...** With mortgage rates expected to rise in 2022, it's likely that a portion of December buyers were intent on avoiding the inevitable rate increases."

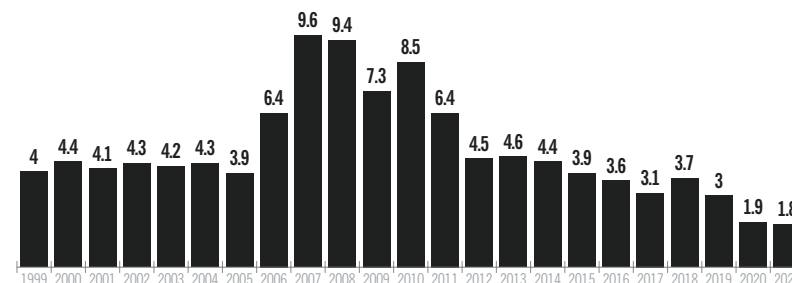
Demand isn't expected to weaken this year, either.

"Total housing inventory at the end of December amounted to 910,000 units, down 18% from November and down 14.2% from one year ago (1.06 million). Unsold inventory sits at a 1.8-month supply at the present sales pace, down from 2.1 months in November and from 1.9 months in December 2020."

The reality is, inventory decreases every year in December. That's just how the typical seasonal trend goes in real estate. However, the following graph emphasizes how this December was lower than any other December going all the way back to 1999.

Inventory of Homes Hits Record Low

Month's Supply of Existing Homes for Sale in December 1999-2021



SUPPLY IS VERY LIMITED

In addition, the *Mortgage Finance Forecast*, published last week by the *Mortgage Bankers' Association* (MBA) also reveals the months' supply of inventory just hit the lowest number of the century. It notes:

Right Now, Sellers Have Maximum Leverage

In the case of homeowners who are thinking about selling, there may never be a better time than right now.

CONTACT US TODAY TO DISCUSS HOW WE CAN HELP YOU TAKE ADVANTAGE OF TODAY'S MARKET

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	Lynwood Drive	6	5.5	4,300	\$3,200,000	01/21/22
Active	Lynwood Drive	4	3.5	4,400	\$3,545,000	01/21/22

Encinitas Ranch Homes Currently Pending

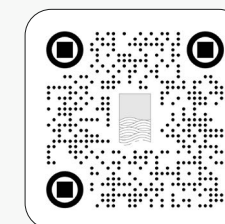
STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Cypress Hills Drive	4	3.5	3,200	\$2,100,000	01/11/22
Pending	Cypress Hills Drive	4	3.5	3,500	\$2,500,000	01/24/22
Pending	Jensen Court	5	4.5	4,900	\$2,925,000	01/20/22
Pending	Jensen Court	4	4.5	4,900	\$3,150,000	10/12/21

Encinitas Ranch Homes Sold In The Last 30 Days

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	696 Cypress Hills Drive	4	4	3,501	\$3,500,000	02/11/22

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Local Business Spotlight



We've had the recent pleasure of working with Sweep's Luck while preparing our clients' homes for market, and couldn't be happier with their work and professionalism.

We want to share the wealth, so please reach out to us to find out how to get a discounted rate on your next chimney sweep!

