

THE RANCHO SANTA FE CHRONICLE

An Inside Look at the Housing Market

Preview for 2019: All indications are stating that 2019 should continue to be a strong year for luxury real estate sales. If you are planning on listing your home for sale in 2019, start planning early on so you can get your property "show ready". As a Seller, you only have one chance to present your property to the "market" and you want that presentation to be the best that it can be. This upfront effort will result in ultimately a stronger sales price and a shorter market time. Always think "less is more". Buyers today are looking for a cleaner, fresher look with a more neutral color palate. Depersonalizing your home, while difficult to do, is also important as you want to give a new home buyer the chance to "visualize" themselves living in your surroundings. I have relationships with home stagers and designers to work hand in hand in this initial prep process. This may cost a little up front, but it will pay off in the long run. I am always happy to assist in any way that I can.

Community	Address	Bed	Bath	SqFT	Acres	List Price	Sales Price	Sale Date	DOM	% change from List Price to Sales Price
Bridges	6925 Corte Spagna	3	3	3,332	0.30	\$2,060,000	\$ 2,060,000	11/07/18	0	0%
Cielo	7929 Camino De La Dora	4	4	4,535	1.58	\$1,953,000	\$ 1,953,000	11/02/18	338	0%
Cielo	7954 Camino De Arriba	5	6	7,629	2.76	\$4,300,000	\$ 3,825,000	11/05/18	185	-11%
Cielo	18179 El Brazo	5	4	4,718	1.72	\$2,495,000	\$ 1,580,000	11/16/18	501	-37%
Cielo	7824 Camino De La Dora	4	3	3,719	1.38	\$1,749,000	\$ 1,575,000	11/19/18	228	-10%
Covenant	6150 La Fremontia	3	3	2,707	0.38	\$2,695,000	\$ 2,350,000	11/02/18	280	-13%
Covenant	15731 Via De Santa Fe	6	4	6,668	2.61	\$3,500,000	\$ 3,500,000	11/05/18	0	0%
Covenant	15696 El Camino Real	4	3	4,835	3.06	\$2,690,000	\$ 2,275,000	11/06/18	246	-15%
Covenant	15230 Las Planideras	2	3	3,002	2.47	\$2,150,000	\$ 2,150,000	11/06/18	0	0%
Covenant	6445 Paseo Delicias	2	2	2,928	1.85	\$2,895,000	\$ 2,790,000	11/09/18	200	-4%
Covenant	16580 Las Cuestas	2	3	3,136	6.17	\$2,650,000	\$ 1,885,000	11/13/18	568	-29%
Covenant	15245 El Camino Real	2	2	2,504	1.98	\$1,695,000	\$ 1,555,000	11/13/18	183	-8%
Covenant	6128 La Flecha	2	2	1,394	0.19	\$ 960,000	\$ 950,000	11/17/18	170	-2%
Covenant	5026 Linea Del Cielo	5	5	7,557	4.25	\$4,425,000	\$ 3,713,000	11/19/18	210	-16%
Covenant	6003 La Flecha	4	4	7,423	1.26	\$5,495,000	\$ 3,750,000	11/26/18	938	-32%
Covenant	6533 Paseo Delicias	4	3	3,916	2.00	\$3,188,000	\$ 2,225,000	11/26/18	203	-30%
Covenant	16711 Los Morros	3	2	2,910	4.79	\$2,750,000	\$ 2,050,000	11/26/18	85	-25%
Covenant	4972 San Elijo Ave	3	3	3,196	2.80	\$2,635,000	\$ 2,200,000	11/28/18	289	-17%
Fairbanks Ranch	6418 Via Dos Valles	6	8	7,524	1.47	\$3,750,000	\$ 3,300,000	11/16/18	126	-12%
Fairbanks Ranch	17680 Circa Oriente	4	4	4,849	1.45	\$2,195,000	\$ 1,915,000	11/28/18	610	-13%

*Sourced from public information. It is deemed reliable, but not guaranteed.

DOM = Days on Market