



# CalaveraHills.info!

Community & Real Estate Information

Landis Real Estate, 3585 Seaview Way, Carlsbad, CA 92008 DRE Lic# 01840332



Tel: (760) 715-6017



Sue & Steve Landis

Steve Landis, Broker, MBA, CDPE, e-Pro, DRE Lic# 01721079  
(760) 716-4402, [steve@landisrealestate.com](mailto:steve@landisrealestate.com)

- ☐ Top 3% of REALTORS nationwide
- ☐ Experienced negotiators – a combined 40 years of successful real estate and business negotiations

Sue Landis, Broker, GRI, CRS, CLHMS, DRE Lic# 01415970  
(760) 715-6017, [sue@landisrealestate.com](mailto:sue@landisrealestate.com)

- ☐ Top REALTORS in zip code 92010 and Calavera Hills in 2007, 2008 & 2009

## [www.LandisRealEstate.com](http://www.LandisRealEstate.com)



Find tips and tools to make selling, buying and financing easier!



## Visit us here!

Search over 10,000 active listings using the industry standard in search tools.

## [www.CalaveraHills.info](http://www.CalaveraHills.info)



Community information, maps, sales data, community virtual tour and more!

## Calavera Hills Market Update – July 2010

Attached home sales in Calavera Hills continue to be brisk. All the developments except *The Crest* have had multiple sales in the last 6 months. This is after a very strong period leading up to the expiration of the federal first time home buyer tax credit. Although homes are taking slightly longer to sell, extremely low interest rates have kept buyers interested in taking action now, rather than staying 'on the fence.' A conventional 30-year fixed loan is currently at 4.5%, historically the lowest rates have been in decades. Although it appears that rates will remain low in the foreseeable future, locking in a low rate now can mean tens of thousands of dollars of saved interest payments through the life of the loan. The sold price per sq ft number for detached homes in Calavera Hills remains around \$250, which has been stable for the last two years. Distressed home (foreclosures and short sales) continue to put downward pressure on home prices, with several in the area. But as we've seen countywide, the numbers have been decreasing marginally as a percent of total sales. The last 6 months the percent is 30% of all sales were short sales and foreclosures; the 6 months prior to that the percentage was 47% of sales.

## SOLD STATS FOR YOUR AREA: (Sold over the last 6 months from the Multiple Listing Service)

Area 3

Price\$=List Price, LP/SF=List Price Per Square Foot, SP=Sold Price, SP/FT=Sold Price Per Square Foot, COE=Close of Escrow date, DOM=Days On Market

### Mystic Point

Property Type: Residential Status: Sold Number of Properties: 7														
#	ML #	Address	Zip	Style	Bd	Bt	Est SF	LTP	Price\$	LP/SF	SP	SP/SF	COE	DOM
1	100015166	4127 Karst Rd	92010	All Other Attached	2	2	1,341	ER	\$359,900	\$268.38	\$350,000	\$261.00	06/24/2010	64
2	100038269	4064 Karst Rd	92010	All Other Attached	2	2	1,341	ER	\$359,900	\$268.38	\$352,500	\$262.86	08/04/2010	8
3	100047243	3659 Jetty Pt	92010	All Other Attached	2	3	1,341	ER	\$356,000	\$265.47	\$356,000	\$265.47	07/29/2010	-8
4	090062592	4090 Karst Rd	92010	Townhome	3	3	1,390	ER	\$399,900	\$287.70	\$385,000	\$276.98	02/19/2010	63
5	100005367	3717 Jetty Point	92010	Townhome	3	3	1,509	EA	\$379,900	\$251.76	\$385,000	\$255.14	07/23/2010	165
6	100001136	3720 Jetty Point	92010	Townhome	3	3	1,509	ER	\$396,000	\$262.43	\$396,000	\$262.43	07/12/2010	8
7	100013475	4015 Peninsula Dr Sold by Landis Real Estate	92010	Townhome	3	3	1,509	ER	\$409,000 - \$429,000	\$284.29	\$409,000	\$271.04	05/28/2010	56
Min					2	2	1,341		356,000	\$251.76	\$350,000	\$255.14		8
Max					3	3	1,509		429,000	\$287.70	\$409,000	\$276.98		165
Average					3	3	1,420		382,943	\$269.77	\$376,214	\$264.99		53

### The Trails

Property Type: Residential Status: Sold Number of Properties: 9														
#	ML #	Address	Zip	Style	Bd	Bt	Est SF	LTP	Price\$	LP/SF	SP	SP/SF	COE	DOM
1	100003597	2967 Greenwich St	92010	Twinhome	3	3	1,362	ER	\$380,000	\$279.00	\$370,000	\$271.66	06/14/2010	167
2	090057734	3038 Glenbrook St	92010	Twinhome	4	3	1,701	ER	\$389,000	\$228.69	\$390,000	\$229.28	03/08/2010	151
3	100008759	3512 Hastings Dr	92010	Twinhome	3	3	1,362	ER	\$405,000	\$297.36	\$405,000	\$297.36	04/07/2010	10
4	100014020	3509 Landsford Wy	92010	Twinhome	3	3	1,362	ER	\$410,000	\$301.03	\$405,000	\$297.36	04/15/2010	8
5	100011741	3034 Glenbrook St	92010	Twinhome	4	3	1,701	ER	\$400,000	\$235.16	\$409,000	\$240.45	03/30/2010	4
6	100012393	3617 Milford Pl	92010	Twinhome	4	3	1,997	ER	\$389,900	\$195.24	\$415,000	\$207.81	07/30/2010	23
7	100003097	3630 Cheshire Ave	92010	Twinhome	4	3	1,701	ER	\$455,900	\$268.02	\$435,000	\$255.73	05/04/2010	39
8	100002953	3615 Harwich Dr	92010	Twinhome	4	3	1,997	ER	\$449,900	\$225.29	\$449,900	\$225.29	04/27/2010	61
9	100003730	3507 LANDSFORD WAY Wy	92010	Twinhome	4	3	2,100	ER	\$499,000	\$237.62	\$460,000	\$219.05	03/09/2010	8
Min					3	3	1,362		380,000	\$195.24	\$370,000	\$207.81		4
Max					4	3	2,100		499,000	\$301.03	\$460,000	\$297.36		167
Average					4	3	1,698		419,856	\$251.93	\$415,433	\$249.33		52

### The Cape

Property Type: Residential Status: Sold Number of Properties: 5														
#	ML #	Address	Zip	Style	Bd	Bt	Est SF	LTP	Price\$	LP/SF	SP	SP/SF	COE	DOM
1	100020853	2986 Lexington Cir	92010	All Other Attached	4	3	1,724	ER	\$415,000	\$240.72	\$410,000	\$237.82	05/19/2010	16
2	100006345	2998 Lexington Cir	92010	Townhome	2	2	1,119	ER	\$349,900	\$312.69	\$343,000	\$306.52	03/29/2010	11
3	100004407	2959 Lancaster Rd	92010	Townhome	4	3	1,724	EX	\$425,000	\$246.52	\$415,000	\$240.72	03/30/2010	37
4	100007444	2999 Brandon Cir	92010	Townhome	4	3	1,724	ER	\$429,000	\$248.84	\$415,000	\$240.72	05/14/2010	60
5	100019567	4661 Woodstock St	92010	Townhome	4	3	1,724	ER	\$419,900 - \$439,900	\$255.16	\$427,000	\$247.68	05/25/2010	7
Min					2	2	1,119		349,900	\$240.72	\$343,000	\$237.82		7
Max					4	3	1,724		439,900	\$312.69	\$427,000	\$306.52		60
Average					4	3	1,603		411,760	\$260.79	\$402,000	\$254.69		26

### The Villas

Property Type: Residential Status: Sold Number of Properties: 4														
#	ML #	Address	Zip	Style	Bd	Bt	Est SF	LTP	Price\$	LP/SF	SP	SP/SF	COE	DOM
1	100004805	3543 Cedarbridge Wy	92010	All Other Attached	2	2	1,112	ER	\$249,999	\$224.82	\$249,999	\$224.82	03/15/2010	4
2	100010747	2882 Andover Ave	92010	All Other Attached	2	2	1,112	ER	\$255,000	\$229.32	\$255,000	\$229.32	04/06/2010	10
3	100015627	2814 Fairfield Ave	92010	All Other Attached	3	2	1,362	ER	\$327,900	\$240.75	\$318,000	\$233.48	06/23/2010	44
4	090070057	2816 Fairfield Ave	92010	All Other Attached	3	2	1,362	ER	\$329,900	\$242.22	\$329,000	\$241.56	04/02/2010	60
Min					2	2	1,112		249,999	\$224.82	\$249,999	\$224.82		4
Max					3	2	1,362		329,900	\$242.22	\$329,000	\$241.56		60
Average					3	2	1,237		290,700	\$234.28	\$288,000	\$232.30		30

### The Crest

Property Type: Residential Status: Sold Number of Properties: 1														
#	ML #	Address	Zip	Style	Bd	Bt	Est SF	LTP	Price\$	LP/SF	SP	SP/SF	COE	DOM
1	100000520	2854 Nantucket Lane	92010	All Other Attached	3	3	1,693	ER	\$369,900	\$218.49	\$365,000	\$215.59	02/28/2010	9
Average					3	3	1,693		369,900	\$218.49	\$365,000	\$215.59		9

Have a question? Want a quick answer? Call us at (760) 716-4402 anytime!

Data from SANDICOR. Inc. for 02/15/10 through 08/15/10 and represents properties listed or sold by various brokers. If your property is currently listed this is not meant as a solicitation