

WORKING FOR YOU

“ Sharon was excellent in all aspects. She is a caring person who wants her customers to be satisfied with their purchase. I highly recommend her to anyone wanting a full-service, reliable, and kind REALTOR®.”
– Betty P.

“ Joel and his team provided us with a successful sale of a unique property. Their understanding of the marketplace positioned the asset advantageously. Their creativity presented the home elegantly. Joel's legal background and skills afforded us the assistance we needed during the period prior to closing. We recommend him highly.”
– Ann and Doug L.



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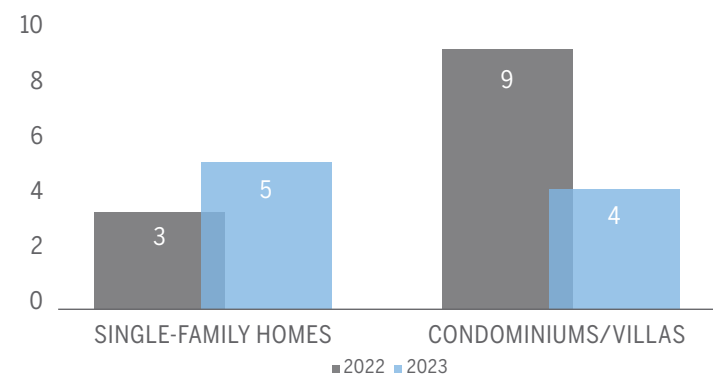
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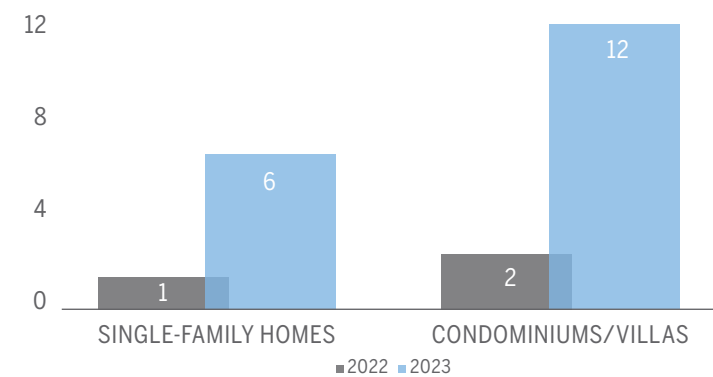


2023 MID-YEAR MARKET REPORT

SALES



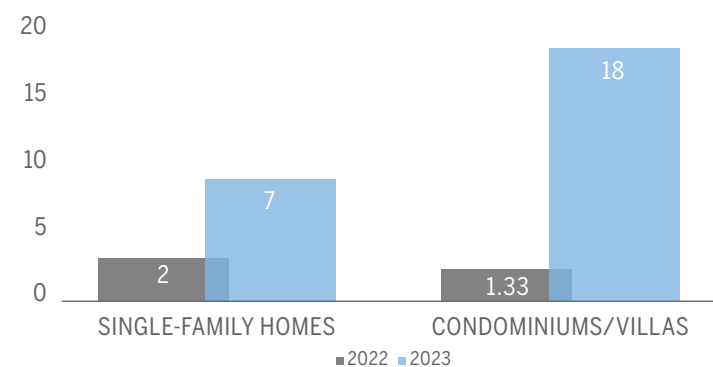
ACTIVE LISTINGS



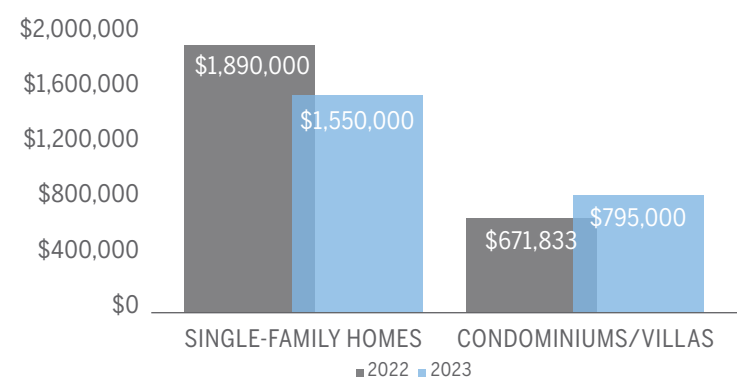
- The number of sales in single-family homes increased slightly over last year. However, the sales for condominiums/villas have decreased.
- Active listing numbers have increased in both categories.
- The average sales price for single-family homes has decreased from last year, however the price per square foot has increased.
- The average sales price and price per square foot for condominiums/villas has increased from year to year.

As you can see, the biggest change between years continues to be the rise in inventory of available properties. While inventory has increased, it remains at a historically low level.

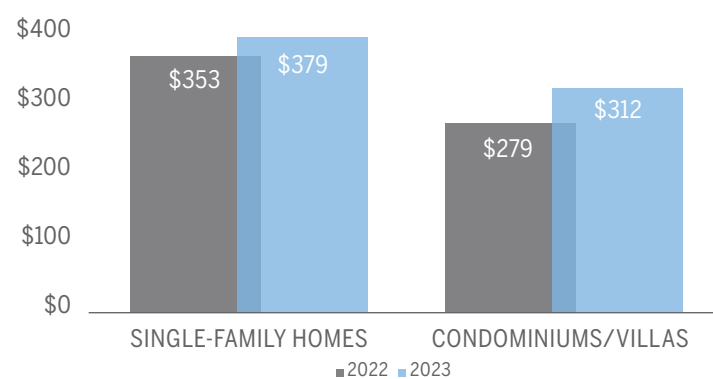
MONTH'S SUPPLY



AVERAGE SOLD PRICE



AVERAGE SALES PRICE/SQUARE FOOT



OUR PRESTANCIA SALES SUCCESS SPEAKS FOR ITSELF

Highest sales price in the last 5 YEARS

Highest price per square foot EVER at \$485.50

Over \$4.7 million closed and pending in 2022

Over \$15.2 million closed and pending in 2021

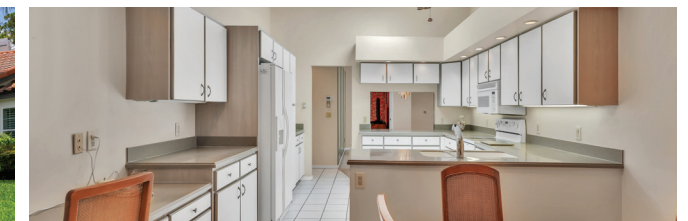
No. 1 in sales volume for 2021 and 2022

Over \$66 million in Prestancia sales over the last seven years

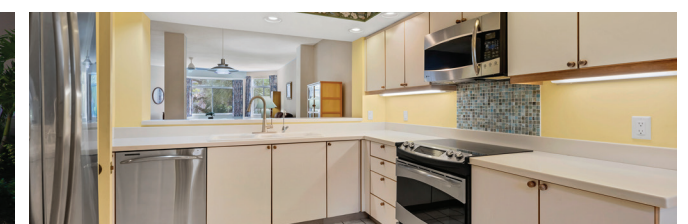
ACTIVE LISTINGS



4464 CALLE SERENA | \$749,000



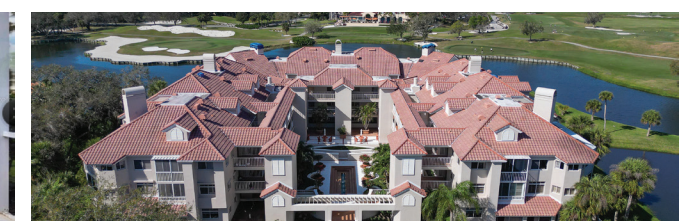
4634 MIRADA WAY #13 | \$395,000



PENDING LISTINGS



4197 BOCA POINTE DRIVE | \$1,475,000



4634 MIRADA WAY #25 | \$424,900

SOLD



7340 REGINA ROYALE #71 | \$465,000

