



SG
STAVROSGROUP

Douglas Elliman

ANDY STAVROS

949.290.0139

Andy.Stavros@Elliman.com

DRE #01408840

12 Corporate Plaza #250 | Newport Beach, CA 92660



facebook.com/thestavrosgroup stavrosgroup twitter.com/stavros_andy stavros group

FEATURED SUCCESS

BY THE STAVROSGROUP

JOE AND JANE,

Whether you're buying or selling, we have the influence and ability to get exceptional results. Contact me at **949.290.0139** to learn more.



989 CLIFF DRIVE

Sold for \$13,000,000 | 4 Beds | 6 Baths | 4,041 Est. Sq. Ft.

Highest Sale Recorded in the MLS in Laguna Beach This Year

2430 MONACO DRIVE

Sold for \$8,350,000 | 4 Beds | 5 Baths | 4,158 Est. Sq. Ft.



Presented by **ANDY STAVROS**

Prepared Especially for
JONATHAN AND ANGELA-MARIE WILLIAMS



ANDY STAVROS
949.290.0139

Andy.Stavros@Elliman.com
www.StavrosGroup.com
DRE #01408840



IRVINE COVE

This statistical analysis represents the current market trends during the third quarter in Irvine Cove.

To discuss how best to navigate this market when you're trying to buy or sell, please give us a call to discuss the possibilities.

THIRD QUARTER REVIEW

2
Total Sales
In Q3 2020

1 More Sale than Q3 2019

Avg. Sold Price/List Price Ratio

100%

+12% from Q3 2019

Avg. Price Per Sq. Ft.

\$2,681

-37% from Q3 2019

Avg. Days On Market

0

41 Days Faster than Q3 2019

Avg. Sold Price

\$9,050,000

-30% from Q3 2019

Data based on listings from CRMLS from July 1st to September 30th 2019 and 2020. Information deemed accurate but not guaranteed.



Not all Realtors® are created equal. Our results and processes vary significantly. When the time comes to buy or sell, please consider me for the job!
Andy Stavros 949.290.0139

HOMES SOLD IN THE LAST 30 DAYS

STATUS	ADDRESS	BEDS	BATHS	EST. SQ. FT.	LIST PRICE	SOLD PRICE	SOLD DATE
Sold	2526 Monaco Drive	4	4	3,265	\$7,497,000	\$7,340,000	10/07/20
Sold	2430 Monaco Drive	4	4	4,158	\$8,350,000	\$8,350,000	09/22/20

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4 REASONS TO SELL YOUR HOUSE THIS FALL

JOE AND JANE,

If you're thinking about moving, selling your house this fall might be the way to go. The housing market is prime for sellers right now.

If the timing is right for you and your family, please consider giving us a call.

BUYERS ARE LOOKING

1 Buyers are ready, willing, and able to purchase – and they're in the market right now. Take advantage of the buyer activity currently in the market so you can sell your house in the most favorable terms.

LOW INVENTORY

2 Many homeowners were reluctant to list their homes earlier this year. That will change as the economy continues to recover. The choices buyers have will increase going into the new year. Don't wait too long before you decide to make a move.

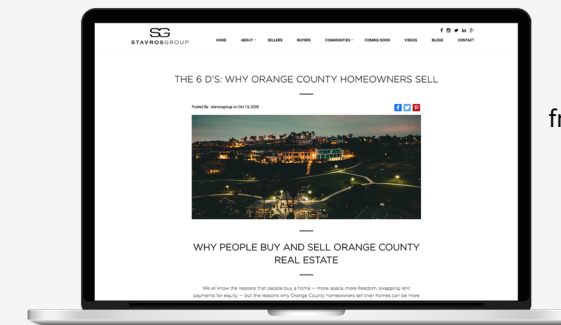
QUICK PROCESS

3 Today's ultra-competitive environment has forced buyers to do all they can to stand out from the crowd, including getting pre-approved for their mortgage financing. This makes the entire selling process much faster and simpler, as buyers know exactly what they can afford before shopping for a home.

YOUR DREAM HOME

4 You've likely spent much of the last six months in your current home. Perhaps you now realize how small it is, and you need more space. If you're working from home, your children are doing virtual school, or you just need more space, your current floor plan may not work for your family's changing needs. It might just be the perfect time to move on to your dream home!

EXPLORE HOW WE CAN HELP YOU TODAY



Joe and Jane,

We all know the reasons that people buy a home — more space, more freedom, swapping rent payments for equity — but the reasons why Orange County homeowners sell their homes can be more complicated... right? Not quite!

Check out our most recent blog post to find out the six main reasons we see people putting their houses on the market. Can you guess any?

Visit www.StavrosGroup.com/Blog for more valuable information