



Jodie Francisco, SRES®
Your "Eye" On Real Estate
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**Your Encino Woods
Specialist**

 **Tip of the
month:
Wishing
everyone a
Happy
Hannukah, a
Merry
Christmas
and a happy
and healthy
new year!**

There is a lot of demand still for homes

There are some very aggressive agents out there trying to get listings for their buyers and are using less than ethical methods. In one case an agent said he had a buyer and the seller wouldn't have to put the house on the market. He represented both sides and then turned around and tried to sell the property for \$200,000 more. Another ploy is to give you a very generous offer and then renegotiate once you are in escrow. Please call me if you are thinking about selling and we can discuss the best ways to get you the most money. Thank you!

Hot Properties

Just Sold

5188 Brian Lane 5+3.5 (2733 sq ft)	\$945,000 sold
4949 Libbit 3+3 (2119 sq ft)	\$1,030,000 sold
4917 Edgerton 5+5.5 (3971 sq ft)	\$2,280,000 sold
15525 Morrison 5+4 (3345 sq ft)	\$1,500,000 sold
15515 Morrison 5+5.5 (4034 sq ft)	\$1,900,000 sold
5040 Odessa 5+5.5 (5571 sq ft)	\$3,249,000 pending



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