



**Jodie Francisco, SRES®**  
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## Starting 2021 with a BANG!

The housing market has been the bright shining star during this pandemic and there are currently no signs of it letting up. If you have been thinking about selling in the past few years, now would be the absolute best time to pull the trigger. Correctly priced homes are selling within a week of being on the market. The lack of inventory combined with the lowest interest rates of the century have created the most favorable seller's market in our lifetime. Additionally, if you are over 55, Proposition 19 goes into effect April 1, 2021, which will allow you to take your existing property tax basis with you anywhere in the state. Please check with your tax professional for all proposition 19 details. So if you are thinking about selling, please give me a call and let's discuss the best strategy for you!

### Your Encino Woods Specialist



### Tip of the month:

I am hoping that with the numbers getting better, that I may be able to deliver the newsletter in person once again...(socially distant and masked of course)...hoping possibly in February!  
Miss you all!

### Hot Properties

#### Just Sold/Pending

4919 Noeline 3+3 (2010 sq ft)	\$9200 leased
16206 Morrison 6+3.5 (3943 sq ft)	\$2,395,000 pending
15961 Dickens 3+3 (2417 sq ft)	\$1,177,000 sold
16201 Dickens 4+2.5 (2408 sq ft)	\$1,249,000 sold
5005 Gaviota 5+6.5 (6560 sq ft)	\$2,850,000 sold
4953 Noeline 5+6 (5134 sq ft)	\$3,255,000 sold



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