



**Jodie Francisco, SRES®**  
Your "Eye" On Real Estate  
Prudential California Realty  
818-817-4236  
818-970-3936  
[jodiefrancisco@aol.com](mailto:jodiefrancisco@aol.com)  
DRE License # 01330628

**Your Encino Woods  
Specialist**

 **Tip of the  
Month:**  
Neighborhood  
garage sale  
interest list, please  
let me know if you  
would be  
interested in  
participating in  
October? Call  
818-817-4236 or  
email me at  
[jodiefrancisco@  
Aol.com](mailto:jodiefrancisco@aol.com)

## Short Sales

Many of you have asked me what is a short sale? A short sale is where the owner owes more on the property than what the market value is. It may or may not be in foreclosure. The short sale process begins by listing the property and contacting the bank and submitting a hardship letter along with other financial information. The bank will ultimately decide whether they will accept less than the full amount owed on the property. I am a certified short sale specialist and I'm happy to answer any questions that you might have.

## Hot Properties

### Just Listed

|                                 |           |
|---------------------------------|-----------|
| 5055 Gaviota 3+2 (2109 sq ft)   | \$799,000 |
| 16124 Magnolia 3+1 (1247 sq ft) | \$549,000 |

### Just Sold/Pending

|                                 |                     |
|---------------------------------|---------------------|
| 4908 Libbit 3+3 (2027 sq ft)    | \$720,000 pending   |
| 16426 Moorpark 3+2 (1449 sq ft) | \$585,000 pending   |
| 4900 Odessa 3+2 (1724 sq ft)    | \$742,500 sold      |
| 4924 Gloria 4+6 (6678 sq ft)    | \$1,630,000 sold ss |



[www.facebook.com/EncinoWoods](http://www.facebook.com/EncinoWoods)