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## Know the Trendlines not the Headlines!

There has been a lot of sensationalism about what is happening in the Real Estate Industry, and many of you have asked me about the “headlines”. First and foremost nothing has been approved yet, and I am following the trendlines not the headlines. The parties have agreed to a settlement, but the court and DOJ among others have to still agree to it. At the heart of the matter is seller’s offer of compensation to the buyer’s broker. There are a lot of nuances in the settlement agreement that may change how we are doing business, but rest assured we still are bound by our association’s “Code of Ethics” and we will continue to deliver the best and highest price that we can to sellers and represent buyers with the same fiduciary care. Feel free to call me to discuss more in depth!

**Your Encino Woods Specialist**

 **Tip of the month:**

If you want to increase your engagement on an Instagram post, just make a mistake in the caption on the post!

;-)

### *Hot Properties*

#### **Just Sold/Pending**

16012 Moorpark#304A 2+2 (1650 sq ft)	\$818,000 sold
16728 Morrison 2+2 (1081 sq ft)	\$1,595,000 sold
15459 Dickens 5+5 (4496 sq ft)	\$2,700,000 sold
4910 Texhoma 5+6.5 (5300 sq ft)	\$3,650,000 sold

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