



Encino Woods News

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How's the market?

Everyone always asks...how's the market? Well I have to say, that in my 23 years in real estate, this is the wonkiest market I have ever seen! There is a total lack of inventory, never been so low. This is keeping prices relatively high and stable. Even though interest rates are high, there are still people wanting and needing to buy a home. Price is the biggest key in this market and really in most markets. If you don't price it correctly from the beginning, then you wind up sitting on the market and having to reduce your price until you find the sweet spot, typically selling for less than had you priced it right in the first place. Going into the Holiday season, it's still a great time to list your home. Less competition and Holiday décor add a nice touch to the ambience. Have a wonderful Holiday season!

**Your Encino Woods
Specialist**



Tip of the month:

A new tradition at the Valley Inn, High Tea on Sundays! Tea Sandwiches, Warm Scones and Delectable Desserts. Sundays from 2-4pm reservation required, \$65 per person

And don't forget about the toy drive on Dec. 2 at the Valley Inn!



Hot Properties

Just Sold/Pending

4700 Sophia 3+3 (1925 sq ft)	\$1,890,000 sold
4947 Edgerton 3+3 (2194 sq ft)	\$2,150,000 sold
16050 Woodley Park 5+3.5 (3862 sq ft)	\$2,250,000 sold
5186 Gloria 5+5.5 (3500sq ft)	\$3,145,000 sold



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