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**Your Encino Woods  
Specialist**

 **Tip of the  
month:**

I wanted to take a moment to thank you all for your referrals and support this year. It has meant the world to me! Wishing everyone a very happy holiday season and a **HEALTHY!!!** New year!

## Recap of 2020

This has been one crazy year, and against all odds, Real Estate made a very quick V like recovery after the initial shock of the pandemic wore off. January thru March sales were humming along and then BAM the emergency order took effect and Real Estate was not deemed and "essential" business. Sellers pulled their listings off the market, buyers held off on purchasing, and then in May, it was like the floodgates opened up, and sellers started returning to the market and buyers returned in droves. This led to multiple offers on most properties that were priced well to begin with. In November of this year, in the San Fernando Valley, there were 894 listings on the market and that was an 8.9% decrease from 2019, and represents only a 1.4 month supply. CAR economists are bullish on the outlook for 2021. It truly is a great time to sell, and I would love to help you maximize your profit!

### *Hot Properties*

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

15506 Huston 4+2 (1936 sq ft)	\$1,462,000 sold
5084 Gloria 3+2.5 (2804 sq ft)	\$1,700,000 sold
5170 Gloria 5+5.5 (4748 sq ft)	\$1,810,000 sold
16459 Otsego 6+6.5 (5372 sq ft)	\$2,082,500 sold
5125 Sophia 5+4 (3626 sq ft)	\$2,195,000 sold
15526 Morrison 4+3.5 (3221 sq ft)	\$2,321,500 sold
5173 Collett 5+5.5 (4864 sq ft)	\$3,290,000 sold



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