



# Encino Woods News

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Your "Eye" On Real Estate  
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## Real Estate Outlook for 2007

Happy new year! 2007 is looking to be a good year for real estate. It appears that the worst is over, and prices are leveling off. Interest rates are at 13 month lows, and buyers who held out last year, are once again jumping into the market. If you are thinking of buying, it's a great time, as there is more inventory than in years past, and you have room to negotiate on a home. For sellers, if you price your house realistically, present it in the best possible light, and allow for a little more time, then the home should sell. As always I am here to answer any real estate questions that you might have!

### Your Encino Woods Specialist



### Tip of the Month:

If you are curious about real estate prices, feel free to check out my redesigned web site. You can look up properties from San Diego to Santa Barbara, as well as other useful information. Go to [www.jodiefrancisco.com](http://www.jodiefrancisco.com). Let me know what you think!

Thanks!

## Hot Properties

4950 Edgerton 3+2 (2046 sq ft)	\$899,000
4901 Libbit 3+3 (2348 sq ft)	\$959,000
5135 Gloria 4+3 (2900 sq ft)	\$1,299,000
<b>Just Sold/Pending</b>	
16523 Esprit ln 5+4.5 (4420 sq ft)	\$1,200,000 sold
16116 Otsego 3+2 (1632 sq ft)	\$870,000 sold
16452 Moorpark 3+3 (1993 sq ft)	\$780,000 sold

If your home is currently listed this is not intended as a solicitation. Information from CrisNet MLS or public records and does not necessarily represent sales of Prudential John Aaroe or Jodie Francisco