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State of the Real Estate Industry

As we kick off 2019, everyone is asking me how's the market? Sales are starting off a little slowly this year, with the California Association of Realtors predicting about a 5% drop in sales this year. Prices are at all time highs and inventory is still below what we consider a balanced market. If you are thinking about selling, or buying, please allow me to discuss what your best options are! Thank you.

**Your Encino Woods
Specialist**



Tip of the month:
To our Encino neighbors bring this newsletter to Larsen's Steakhouse (Encino location only) thru the end of February (*not redeemable on Valentines Day Weekend*) and receive a complimentary appetizer (\$25 maximum value). Our General Manager Joe Baylis is looking forward to meeting you.

Hot Properties

Just Sold/Pending

16146 Morrison 4+2 (1826 sq ft)	\$880,000 sold
4953 Edgerton 4+3 (2902 sq ft)	\$1,140,000 sold
16126 Hartsook 3+2 (2701 sq ft)	\$1,165,000 sold
16234 Morrison 3+3 (2389 sq ft)	\$1,356,000 sold
16108 Dickens 5+5.5 (5007 sq ft)	\$2,750,000 sold
16230 Addison 5+5.5 (5430 sq ft)	\$3,100,000 sold



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If your home is currently listed this is not intended as a solicitation. Information from CrisNet MLS as of 01/22/2019 or public records and does not necessarily represent sales of Berkshire Hathaway or Jodie Francisco. Properties listed/sold by Jodie Francisco in Bold.