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## The market is transitioning

The past few months have given us more inventory and less sales resulting in more pressure on price. This may be good news for buyers. I just attended a luncheon with the California Association of Realtors® chief economist and she predicted sales for next year will be below this year's levels. Translation, if you are thinking about selling you need to price your home realistically to attract the most buyers. Having been down this road before, my solid marketing plan will get your home sold for the most money and in a timely manner. Let me know if I can help!

**Your Encino Woods  
Specialist**

 **Tip of the month:**  
**Daylight Savings Time ends on Nov. 4 at 2:00AM. Don't forget to Fall Behind! And it's a good time to check your smoke detectors and flash light batteries.**

### *Hot Properties*

16230 Addison 5+5.5 (5430 sq ft)      \$3,195,000 New

### **Just Sold/Pending**

16146 Morrison 4+2 (1826 sq ft)      \$889,000 pending

4912 Libbit 3+2.5 (1967 sq ft)      \$1,150,000 sold

4829 Swinton 4+3 (2200 sq ft)      \$1,171,100 sold

4960 Noeline 3+2 (2326 sq ft)      \$1,300,000 sold

5104 Woodley 5+6.5 (7289 sq ft.)      \$3,540,000 sold

4811 Densmore 5+6.5 (8215 sq ft)      \$3,925,000 sold



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