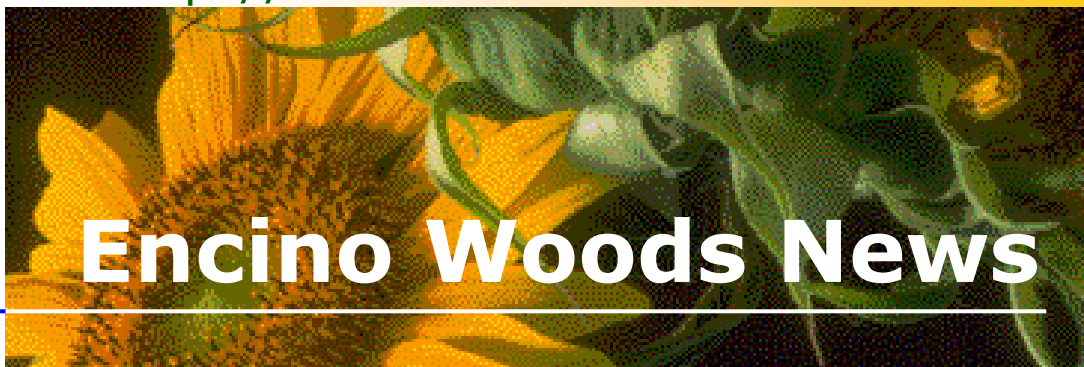




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# Encino Woods News

## Market Update

As summer winds down and interest rates are starting to drop, activity has picked up and inventory is decreasing slightly. I would say we are in a much more balanced market, but there is still strong demand, especially in the under \$2,000,000 market. I just came back from the California Association of Realtors Fall Meetings, and the general consensus is that we are a much more balanced market than we have been in for several years. This is great news for buyers as there are more choices and homes are not flying off the shelf. For sellers this means that pricing is critical and you need to have realistic expectations!

### Your Encino Woods Specialist



### Tip of the Month:

Wishing all those who celebrate and observe, L'Shana Tovah Tikateivu. Best wishes for a sweet and happy and healthy New Year!

I will be collecting left over Halloween candy again this year...and distributing to Hope the Mission and LA Family Housing...thank you in advance

### Hot Properties

#### Just Sold/Pending

4976 Odessa 4+4.5 (3520 sq ft)	\$2,795,000 pending
4747 Firmament 3+3 (1550 sq ft)	\$1,450,000 sold
4841 Swinton 4+3 (2200 sq ft)	\$1,560,000 sold
15508 La Maida 3+3 (2565 sq ft)	\$1,615,000 sold
5000 Odessa 3+2 (2048 sq ft)	\$1,900,000 sold
4817 Gaynor 4+3 (3158 sq ft)	\$1,970,000 sold
16405 Otsego 4+3 (2774 sq ft)	\$2,485,000 sold
15850 Seville 5+5.5 (5386 sq ft)	\$2,800,000 sold
4953 Edgerton 5+6 (4618 sq ft)	\$3,700,000 sold



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