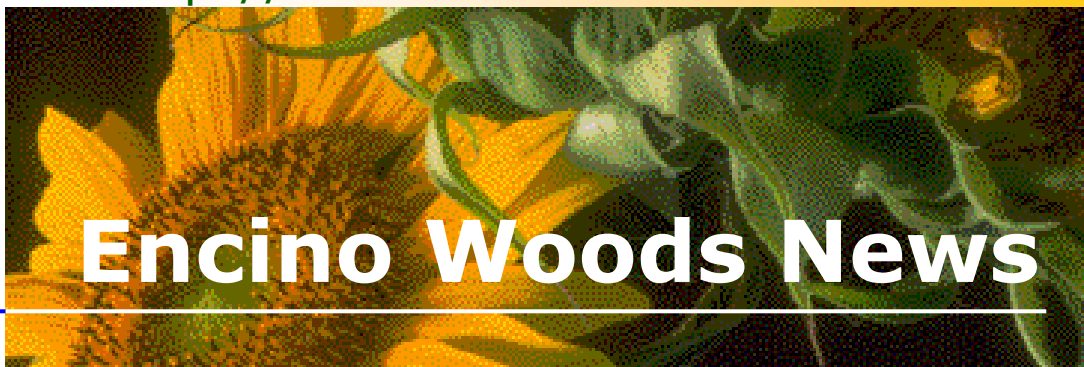


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Encino Woods News

Don't Leave \$200,000 on the Table

Getting letters from someone who says they “love your home” and wants to buy it without the hassle of listing? **Be careful. These letters aren't always what they seem.**

Many come from investors—or even licensed real estate agents—looking for an off-market deal. Their goal is to buy your home without creating competition from other buyers.

And that can cost you—big time.

Two homes in our neighborhood recently sold off-market for **at least \$200,000 less than they likely would have sold for on the open market.**

Before you sign anything, get a second opinion from a local real estate professional. **That unsolicited “buyer” letter could cost you six figures.**

Your Encino Woods Specialist



Tip of the Month:

L'shanah Tovah u'metukah. For all those who celebrate and may you have an easy fast and be inscribed for a happy and healthy new year!

Just Sold/Pending

1172 Kirkford Way 2+1 (924 sq ft)	\$557,500 pending
16425 Otsego 4+3 (2763 sq ft)	\$1,675,000 sold
4625 Petit 4+4 (3561 sq ft)	\$2,050,000 sold
16214 Morrison 5+5 (3743 sq ft)	\$2,165,000 sold
4825 Woodley 5+5.5 (4273 sq ft)	\$2,955,000 sold
16800 Oak View 5+5 (4282 sq ft)	\$3,995,000 sold



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If your home is currently listed this is not intended as a solicitation. Information from public records or CRMLS as of 09/18/2026 and does not necessarily represent sales of Berkshire Hathaway or Jodie Francisco. Properties listed/sold by Jodie Francisco in **Bold**.