

BEACH & BLUFF BUZZ

■ The extraordinary appreciation of our oceanfront market is a local secret no longer. On Sept. 7th in a featured article, the *Wall Street Journal* proclaims Carpinteria to be the “New Gold Coast.” Highlighting the purchase by “New York billionaire hedge-fund manager Bruce Kovner” on Padaro Lane, the *WSJ* article trumpets Carpinteria’s “arrival on the luxury-estate scene” and illustrates how its “eye-popping sales” are “defying the downdraft in the national housing market.” Please call me if you would like a copy of the article.

■ As a footnote to the Kovner purchase, in the last *Bulletin* I noted that his purchase totaled \$69M. Since that was published, Kovner went on to buy the remaining 3 acre lot behind the gates at Loon Point for \$15,000,000 and has entered into an agreement to buy 7 of Kevin Costner’s adjacent 17.25 acres (the polo field known as “Rancho Carinoso”) at an as yet unknown price (that 7 acres has yet to be formally subdivided and the purchase will presumably close when that occurs.) Given the huge purchase prices already documented for lesser land, expect Kovner’s completed acquisition to total well over \$100,000,000.

■ Another “private sale” horror story: A woman walks into an open house one Sunday and tells the agent there that she thinks she “undersold” her beachfront Montecito home at \$9M following an “unsolicited offer.” The next day, that agent writes up a \$10M “back up” offer, which the woman (who is represented by her own realtor, a long time friend) accepts. Buyer #1 turns out to be a flake and Buyer #2 closes the deal. Within weeks of the closing, Buyer #2 gets his own unsolicited offer: at \$16,000,000! Yikes! Now the property (at 1633 Posilipo Lane) is “quietly available” at \$18M. As I said in the last newsletter, don’t make the mistake that seller made...let’s talk about how I ensure my sellers get the most money they possibly can.

Jeff

FEATURED LISTINGS

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PRUDENTIAL
CALIFORNIA REALTY



3447 PADARO LANE

\$19,500,000

Right on the sand with panoramic views, this exceptionally private property has a vast 75' of beach frontage on a 1/2 acre with two homes, a 3/2.5 beachfront Contemporary and a darling 2/1 guest house.

www.PADAROLANECOMPOUND.com



1528-B MIRAMAR BEACH

\$4,500,000

On the sand of Montecito’s famed Miramar Beach, this delightful 2/2 single level home has a wall of glass to panoramic ocean, island and coastline views and a vast deck for beachside entertaining and relaxing.

www.MIRAMARBEACHHOME.com



5402 RINCON BEACH PARK DRIVE

\$3,677,000

Within the gated Seacliff Beach Colony, this exciting 3/2 beachfront Contemporary has walls of glass, travertine floors, a granite kitchen & a stunning master suite with fireplace and private seaside balcony.

www.SEACLIFFCOLONYHOME.com



52 SEAVIEW DRIVE

\$2,350,000

Rarely are penthouses available within the guarded Montecito Shores condominium enclave across from the Four Seasons Biltmore Hotel. This single level 2/2 has a formal dining room, fireplace and balcony.

www.52SEAVIEWDRIVE.com

New Since the Last Newsletter...

NEW LISTINGS

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
HOPE RANCH						
4385 Marina Dr.	\$39,500,000	\$39,500,000	5/07	10/9/2	204'	Phenomenal new 13,200 sq.ft. Italian Villa with 9 brm suites, attached guest quarters, formal dining room, family room, eat in kitchen, library, media room, office and look-out room. The 2.9 acres includes pool, spa, outdoor theater, small vineyard, garden train and equestrian facilities.
SANTA BARBARA						
3339 Cliff Drive	5,995,000	5,995,000	9/07	4/3.5	106'	Appx. 3,300 sq.ft. ranch home with an ocean side pool and spa on 1.3 gated acres. Redone since sales in 6/05 for \$4,800,000 & 1/02 for \$3.5M.
3410 Sea Ledge Ln.	3,595,000	4,400,000	7/07	4/2.5	n/a	Newly built (2005) 3,500 sq.ft. Tuscan style home with expansive loggia, large great room and sweeping ocean views.
5277 Austin Road	2,000,000	2,000,000	8/07	5/6.5	145'	Gorgeous brand new 6,600 sq.ft. Cape Cod with state of the art amenities such as a home theater, wine cellar, walk-in humidor, gym, sauna, pool & spa. This is a fractional ownership. The lot sold in 8/04 for \$900,000.
MONTECITO						
1633 Posilipo Lane	18,000,000	18,000,000	n/a	7/5.5	75'	Built in 1900, this 2 story Mediterranean home is used as a duplex with 4/3.5 in front and 3/2 in back. The half acre lot has ample room for gardens. Sold for \$10,000,000 in 7/07 & \$1,400,000 in 7/95. This is "quietly" available following a steal of a private sale. See the Beach Buzz.
1502 Miramar Beach	5,950,000	5,950,000	8/07	2/2	35'	Darling redone 900+ sq.ft. 2 story Cape Cod next to the public access stairway. This has been totally redone since 3/99 sale for \$875,000.
1528-B Miramar Bch	4,500,000	4,500,000	10/07	2/2	40'	This is an undivided half interest in a 2 story Cape Cod home providing exclusive use of the 2/2 lower level and unique rights of ownership.
1528-C Miramar Bch	3,195,000	3,195,000	8/07	1/1	n/a	Built in 1950 as a garage, but converted into a darling, totally redone home, this has beach access and great views. Redone since 12/97 sale for \$800,000 and 11/95 sale for \$475,000.
PADARO LANE & BEACH CLUB ROAD						
3265 Padaro Lane	24,000,000	24,000,000	6/07	5/6.5	18'	Situated atop a protected knoll with great views, this gated and completely and fabulously remodeled 6,000 sq.ft. Contemporary showcase offers exceptional privacy, a 2 story guest apartment and beachside deck.
3445/3447 Padaro	19,500,000	19,500,000	10/07	5/3.5	75'	Right on the sand with panoramic views, this 3/2.5 two story Contemp. has cathedral ceilings, walls of glass and a large private deck. There is also a detached with a darling 2/1 guest house on just over a half acre.
SAND POINT ROAD						
869 Sand Point Rd.	16,000,000	16,000,000	7/07	4/4/2	100'	The largest home in the gated Casa Blanca enclave of Moroccan style homes, this has 3 brms, 2 offices + a separate 1/1 guest apt. Casa Blanca residents enjoy a spectacular community clubhouse, pool & tennis court.
685 Sand Point Rd.	9,200,000	9,200,000	10/07	4/4	99'	Cool 1960's Contemp. with open beam ceilings and walls of glass that take full advantage of both the ocean and coastline but also the fabulous mountain and bird sanctuary views. Great detached art studio with bath.
RINCON POINT						
196 Rincon Point	4,950,000	5,600,000	7/07	4/3	n/a	Right on the creek with lovely ocean views, this very private 3/3 Mid-Century home has an attached second story studio and a nice setting.
RINCON						
3060 Solimar Beach	7,750,000	7,750,000	9/07	4/4	47'	Fabulous 2 story 3,954 sq.ft. Contemporary with top quality finishes and designer touches throughout. Redone since 10/04 sale for \$4,025,000.

5402 Rincon Beach Park Drive	3,677,000	3,677,000	10/07	3/2.5	40'	Beautifully redone 2,147 sq.ft. 2 story Contemp. with travertine floors, granite kitchen and a fabulous master suite with fireplace & balcony.
6766 Breakers Way	3,649,000	3,995,000	6/07	3/2	40'	Built in 1985, this 2 story 3,039 sq.ft. Contemp. in Mussel Shoals has open beam ceilings, a family room with corner fireplace and big viewing decks.
3438 P.C.H.	3,200,000	3,490,000	8/07	2/2.5	40'	This 3,485 sq.ft. Contemporary style home at Faria Beach has a rooftop deck with 360 degree views.

NEW ESCROWS PENDING

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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MONTECITO						
1479 Bonnymede	3,475,000	3,475,000	9/07	2/2.5	n/a	Rarely available Sea Meadow home with slate roof, open beam ceilings, abundant French doors, upstairs sunroom & brick patios. Multiple offers.

RINCON POINT						
8072 Puesta del Sol	4,495,000	5,250,000	9/05	3/2	50'	Charming 1930's 1,465 sq.ft. cottage with a breathtaking view of the world class surfing for which Rincon Point is famous.

RINCON						
5430 Rincon Beach Park Drive	3,050,000	3,050,000	10/06	2/2	40'	Modest 1,465 sq.ft. 2/2 cottage within Seacliff on a 4,198 sq.ft. lot.

FELL OUT OF ESCROW

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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SUMMERLAND						
2425 Finney St. E.	\$10,000,000	\$10,000,000	2/07	4/5.5	40'	Charming Cape Cod designed by Andy Neumann with hardwood floors, cathedral beam ceilings, vast brick patios, and a 3-car garage.

WITHDRAWN

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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RINCON						
5364 Rincon Beach Park Drive	\$3,400,000	\$3,590,000	2/07	3/2.5	40'	Built in 1990, this 2,290 sq.ft. two story home has a living/dining room with fireplace, a library, master suite with fireplace, office and gym.

NEW CLOSED ESCROWS

<u>ADDRESS</u>	<u>SALE PRICE</u>	<u>FINAL LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>SALE DATE</u>	<u>TIME ON MARKET</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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HOPE RANCH							
4025 Bajada Ln.	\$15,000,000	\$14,900,000	\$8,950,000	8/07	2 yrs.	145'	5,767 sq.ft. 4/4.5 Contemporary built in 2000 and since gutted and redone, this features a pool, spa & cabana and beach access on 1.46 ac. Prior to redo, this sold 9/04 for \$8,750,000.
4353 Marina Dr.	12,650,000	14,500,000	14,500,000	5/07	7 mo.	397'	"Moon Shadows," a unique 5/4.5 4,271 sq.ft. Contemporary on 4.2 ac. with 2 guest homes, free form pool with fountain, paths to a sheltered beach cove and great views. The legality of the seaside guest house (a likely tear down) is in question, but the land and trees are fabulous. Sold 12/03 for \$7,000,000.
4187 Creciente Dr.	10,500,000	10,950,000	11,900,000	5/07	2 yrs.	90'	Built in 1997, this 9,196 sq.ft. 5/6/2 home has a built-in home theater, power generator and 1/1 guest house on 2 acres with free form black bottom pool and spa.

4347 Marina Dr.	7,500,000	8,250,000	8,795,000	4/07	1.6 yrs.	n/a	Designed by Wallace Neff, this 1970 5/5.5 5,051 sq.ft. Contemp. has a pool and spa on 1.54 acres. Not quite bluff-front, but looks it. This has been freshened since its sale in 8/05 for \$7,750,000.
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SANTA BARBARA

1547 Shoreline Dr.	4,500,000	4,995,000	5,895,000	7/07	1 yr.	85'	This 4/4.5 Contemporary Craftsman has beautiful woodwork, game rm, office, sauna and detached studio on over a 1/2 acre.
1631 Shoreline Dr.	2,650,000	n/a	n/a	6/07	n/a	94'	Modest 2/2 1,827 sq.ft. cottage built in 1967 on a half acre with sweeping ocean views near Shoreline Park.
2211 Edgewater Way	2,211,000	2,500,000	2,500,000	4/07	2 mo.	75'	Modest 1,030 sq.ft. 1950's 2/2 cottage on 0.59 acres with whitewater views and a prior severe drainage problem.

MONTECITO

1633 Posilipo Lane	10,000,000	n/a	n/a	7/07	n/a	75'	Built in 1900, this 2 story Mediterranean home is used as a duplex with 4/3.5 in front and 3/2 in back. The half acre lot has ample room for gardens. Sold 7/95 for \$1,400,000.
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PADARO LANE & BEACH CLUB ROAD
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2773 Padaro Lane	15,000,000	n/a	n/a	7/07	n/a	383'	This vacant 3 ac. lot is the western-most of the 4 lots (15 ac. in total) at Loon Pt. all bought by one buyer for \$83,275,000 in all.
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RINCON POINT

185 Rincon Point	2,850,000	3,150,000	3,950,000	6/07	1.4 yrs	n/a	Charming 3/3 Nantucket with partial ocean views over the creek mouth. New bedroom and bath since 5/98 sale for \$1,200,000.
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RINCON

5518 Rincon Beach Park Drive	3,650,000	3,750,000	3,750,000	9/07	2 mo.	40'	Brand new, this gorgeous 2 story 3,000 sq.ft. 3/3 Cape Cod has 10' ceilings, hickory floors and a fabulous kitchen. The lot was purchased in 5/95 for \$925,000. Developed on spec.
3784 P.C.H.	3,625,000	3,995,000	4,495,000	6/07	9 mo.	59'	This 1970's 2 story 2,116 sq.ft. 4/2.5 Contemp. has cathedral beam ceilings and floor to ceiling glass throughout.
4224 Faria Road	2,525,000	2,895,000	3,250,000	9/07	1.2 yrs	40'	Redone 1960's 1,438 sq.ft. 2/1 cottage with new double pane glass, floors and kitchen. There is a permitted seawall.
5474 Rincon Beach Park Drive	2,500,000	2,695,000	2,695,000	5/07	1 mo.	40'	Built in 1959, this 1,860 sq.ft. 4/2 cottage has open beam ceilings, tile floors and cool retro bath tiles.
3828 P.C.H.	2,375,000	2,495,000	2,495,000	6/07	3 wks.	40'	Built in 1983, this 1,472 sq.ft. 3/2 Faria Beach home has new carpet, fresh paint, and a 2 car garage.
5412 Rincon Beach Park Drive	2,250,000	2,450,000	2,450,000	5/07	1 wk.	40'	This 2/1.5 1,061 sq.ft. cottage is priced at land value and has a sitting room, office, interior patio, patio and 2 car garage.
5514 Rincon Beach Park Drive	2,160,000	2,375,000	2,950,000	5/07	1.9 yrs.	40'	This 1950's 868 sq.ft. 2/1 cottage is close to the western end of the gated Seacliff Beach Colony.
4267 Faria Road	1,550,000	1,749,000	1,995,000	8/07	1 yr.	n/a	This redone 2 story 3/3 1,608 sq.ft. 1960's Contemp. has stone fireplaces, new kitchen appliances and new baths.

PRICE CHANGES

ADDRESS	NEW LIST PRICE	OLD LIST PRICE	ORIGINAL LIST PRICE	COMMENTS
3102 Solimar Beach	\$7,650,000	\$7,995,000	\$8,500,000	Vast 5,742 sq.ft. Contemporary Mediterranean on Solimar's largest lot.
3024 Solimar Beach	4,500,000	4,995,000	4,995,000	3,689 sq.ft. 1970's tri-level Contemp. is in original condition, but with great bones.
3291 Beach Club Rd.	3,975,000	4,400,000	4,600,000	Dramatic A-frame on gated Beach Club Road with beach access to Padaro Lane.
5502 Rincon Beach	3,950,000	4,195,000	4,195,000	Partly redone and charming partial 2 story Cape Cod cottage.
5368 Rincon Beach	3,895,000	3,995,000	4,500,000	Elegant 3,011 sq.ft. 2 story built in 2002 with travertine floors, wine cellar, etc.
5372 Rincon Beach	3,600,000	3,950,000	4,150,000	Newly redone sophisticated 2 story 3/3 Contemporary with detached guest suite.
6708 Breakers Way	2,950,000	3,157,000	3,500,000	Two story home ideal for use as a duplex in Mussel Shoals.
5486 Rincon Beach	2,750,000	2,995,000	2,995,000	Very modest 3/2.5 cottage built in 1942.
3386 P.C.H.	2,599,000	2,895,000	2,395,000	Contemporary built in 1995 on stilts at the eastern end of ungated Faria.

Available Beachfront Properties

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/ BATH	FRONT FEET	COMMENTS
MONTECITO						
1787 Fernald Point	25,000,000	28,500,000	6/06	8/9/2	162'	Behind the gates at Fernald Cove, "Villa Pellican" is a dramatic, private and remodeled 1930's Monterey Colonial grand beachfront estate with guest house, beachside cabana and 3 car garage.
1633 Posilipo Lane	18,000,000	18,000,000	n/a	7/5.5	75'	Built in 1900, this 2 story Mediterranean home is used as a duplex with 4/3.5 in front and 3/2 in back. The half acre lot has ample room for gardens. Sold for \$10,000,000 in 7/07 & \$1,400,000 in 7/95. This is "quietly" available following a steal of a private sale. See the Beach Buzz.
1795 Fernald Point	9,000,000	9,000,000	11/06	Lot	31'	Vacant 1/3 acre lot adjacent to Villa Pellican and offered separately only after Villa Pellican sells. Includes plans for a 2,400 sq.ft. 4 brm home.
1502 Miramar Beach	5,950,000	5,950,000	8/07	2/2	35'	Darling redone 900+ sq.ft. 2 story Cape Cod next to the public access stairway. Totally redone since 3/99 sale for \$875,000.
1528-B Miramar Bch	4,500,000	4,500,000	10/07	2/2	40'	This is an undivided half interest in a 2 story Cape Cod home with the exclusive use of the 2/2 lower level and unique rights of ownership.
SUMMERLAND						
2425 Finney St. E.	10,000,000	10,000,000	2/07	4/5.5	40'	Charming Cape Cod designed by Andy Neumann with hardwood floors, cathedral beam ceilings, vast brick patios, and a 3-car garage.
PADARO LANE & BEACH CLUB ROAD						
3265 Padaro Lane	24,000,000	24,000,000	6/07	5/6.5	18'	Situated atop a protected knoll with great views, this gated and completely and fabulously remodeled 6,000 sq.ft. Contemporary showcase offers exceptional privacy, a 2 story guest apartment and beachside deck.
3445/3447 Padaro	19,500,000	19,500,000	10/07	5/3.5	75'	Right on the sand with panoramic views, this 3/2.5 two story Contemp. has cathedral ceilings, walls of glass and a large private deck. There is also a detached with a darling 2/1 guest house on just over a half acre.
SAND POINT ROAD						
869 Sand Point Rd.	16,000,000	16,000,000	7/07	4/4/2	100'	The largest home in the gated Casa Blanca enclave of Moroccan style homes, this has 3 brms, 2 offices + a separate 1/1 guest apt. Casa Blanca residents enjoy a spectacular community clubhouse, pool & tennis court.
685 Sand Point Rd.	9,200,000	9,200,000	10/07	4/4	99'	Cool 1960's Contemp. with open beam ceilings and walls of glass that take full advantage of both the ocean and coastline but also the fabulous mountain and bird sanctuary views. Great detached art studio with bath.
RINCON						
3060 Solimar Beach	7,750,000	7,750,000	9/07	4/4	47'	Fabulous 2 story 3,954 sq.ft. Contemporary with top quality finishes and designer touches throughout. Redone since 10/04 sale for \$4,025,000.
3102 Solimar Beach	7,650,000	8,500,000	9/06	5/6.5	80'	Vast 5,742 sq.ft. Contemporary Mediterranean on Solimar's largest lot with soaring ceilings, walls of glass, media/family room, custom music studio, office and 3 car garage.
3024 Solimar Beach	4,500,000	4,995,000	4/07	4/4.5	40'	This 3,689 sq.ft. 1970's tri-level Contemporary is in original condition yet has a great floorplan, very high ceilings and is easily updated.
5502 Rincon Beach Park Drive	3,950,000	4,195,000	2/07	3/3	40'	Partly redone and charming partial 2 story Cape Cod cottage with soaring ceilings, new wood floors and gorgeous new patio with outdoor fireplace. Offered furnished. Prior to the redo, this sold in 6/05 for \$3,372,800.
5368 Rincon Beach Park Drive	3,895,000	4,500,000	2/06	4/3.5	40'	Elegant 3,011 sq.ft. 2 story built in 2002 with travertine floors, wine cellar, gourmet kitchen, marble fireplace and other lovely amenities in Seaclyff.
5402 Rincon Beach Park Drive	3,677,000	3,677,000	10/07	3/2.5	40'	Beautifully redone 2,147 sq.ft. 2 story Contemp. with travertine floors, granite kitchen and a fabulous master suite with fireplace & balcony.
6766 Breakers Way	3,649,000	3,995,000	6/07	3/2	40'	Built in 1985, this 2 story 3,039 sq.ft. Contemp. has open beam ceilings, a family room with corner fireplace and big viewing decks.
5372 Rincon Beach Park Drive	3,600,000	4,150,000	8/06	4/4	40'	Newly redone sophisticated 2 story 3/3 Contemporary with 2 fireplaces, a detached guest suite, built-in fire-pit and vast deck.

3438 P.C.H.	3,200,000	3,490,000	8/07	2/2.5	40'	This 3,485 sq.ft. Contemporary style home at Faria Beach has a rooftop deck with 360 degree views.
6708 Breakers Way	2,950,000	3,500,000	5/06	3/3	40'	Two story home ideal for use as a duplex with a family room and 1/1 on the 1st floor and living room, kitchen and 2/2 on the 2nd floor. Each floor is separately metered. There is also a 2-car garage and hot tub.
5486 Rincon Beach Park Drive	2,750,000	2,995,000	2/07	3/2.5	40'	Very modest 3/2.5 cottage built in 1942. This has new paint and floors since it sold in 9/05 for \$2,500,000.
3386 P.C.H.	2,599,000	2,395,000	5/05	2/2	62'	Built in 1995 on stilts at the eastern end of ungated Faria, this Contemp. has a rooftop deck. This sold in 7/04 for \$1,725,000, 4/03 for \$1,295,000 and as a tear-down/lot for \$475,000 in 11/00.

Available Properties on the Bluff

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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4385 Marina Dr.	\$39,500,000	\$39,500,000	5/07	10/9/2	204'	Phenomenal new 13,200 sq.ft. Italian Villa with 9 brm suites, attached guest quarters, formal dining room, family room, eat in kitchen, library, media room, office and look-out room. The 2.9 acres includes pool, spa, outdoor theater, small vineyard, garden train and equestrian facilities.

SANTA BARBARA						
3339 Cliff Drive	5,995,000	5,995,000	9/07	4/3.5	106'	Appx. 3,300 sq.ft. ranch home with an ocean side pool and spa on 1.3 gated acres. Redone since sales in 6/05 for \$4,800,000 & 1/02 for \$3.5M.
5289 Austin Road	4,500,000	4,500,000	6/06	3/3.5	134'	Brand new 3,000 sq.ft. Cape Cod on More Mesa with media room, gourmet kitchen, library, 9' ceilings, black Brazilian walnut floors and many French doors. This sold as a lot in 2/04 for \$1,150,000.
3410 Sea Ledge Ln.	3,595,000	4,400,000	7/07	4/2.5	n/a	Newly built (2005) 3,500 sq.ft. Tuscan style home with expansive loggia, large great room and sweeping ocean views.
5277 Austin Road	2,000,000	2,000,000	8/07	5/6.5	145'	Gorgeous brand new 6,600 sq.ft. Cape Cod with state of the art amenities such as a home theater, wine cellar, walk-in humidior, gym, sauna, pool & spa. This is a fractional ownership. The lot sold in 8/04 for \$900,000.

Available Properties Near the Beach

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>COMMENTS</u>
MONTECITO					
1169 Hill Road	\$32,800,000	\$36,800,000	1/07	4/4/2	Newly rebuilt single level Mediterranean home steps from the Biltmore on appx. 3/4 ac. This is offered with the 2 front lots, one improved with a tennis court, totaling 0.75 acres at 1174 Channel Drive.
1130 Channel Dr.	9,900,000	9,900,000	1/07	3/3	Beautifully redone, this 1,503 sq.ft. cottage has vaulted ceilings, new plank wood floors and a gourmet kitchen on 0.31 ac. Includes approved plans for a major addition. This sold in 9/04 for \$4,599,000.
1528-C Miramar Bch	3,195,000	3,195,000	8/07	1/1	Built in 1950 as a garage, but converted into a darling, totally redone cottage, this home has beach access and ocean views. Redone since 12/97 sale for \$800,000 and 11/95 sale for \$475,000.

PADARO LANE & BEACH CLUB ROAD					
3291 Beach Club	3,975,000	4,600,000	9/06	4/3	Dramatic A-frame with hardwood floors, granite kitchen, professional lighting, Italian tiles, multiple skylights, flagstone patios & ocean view private deck. The lower level opens onto to a delightful garden with koi pond and spa.

RINCON POINT					
196 Rincon Point	4,950,000	5,600,000	7/07	4/3	Right on the creek with lovely ocean views, this very private 3/3 Mid-Century home has an attached second story studio and a nice setting.

Beachfront Sales in 2007

<u>ADDRESS</u>	<u>SALE PRICE</u>	<u>FINAL LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>SALE DATE</u>	<u>TIME ON MARKET</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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MONTECITO

1633 Posilipo Ln.	\$10,000,000	n/a	n/a	7/07	n/a	75'	Built in 1900, this 2 story Mediterranean home is used as a duplex with 4/3.5 in front and 3/2 in back. The half acre lot has ample room for gardens. Sold 7/95 for \$1,400,000.
1530 Miramar Bch	5,600,000	\$5,800,000	\$5,800,000	3/07	1 day	62'	Modest 1,178 sq.ft. cottage on 3 lots, 2 of them beachfront, with the only garage within the gated parking area.

RINCON

5518 Rincon Beach Park Drive	3,650,000	3,750,000	3,750,000	9/07	2 mo.	40'	Brand new, this gorgeous 2 story 3,000 sq.ft. 3/3 Cape Cod has 10' ceilings, hickory floors and a fabulous kitchen. The lot (western-most in Seacliff) sold in 5/95 for \$925,000.
3784 P.C.H.	3,625,000	3,995,000	4,495,000	6/07	9 mo.	59'	This 1970's 2 story 2,116 sq.ft. 4/2.5 Contemp. has cathedral beam ceilings and floor to ceiling glass throughout.
4224 Faria Road	2,525,000	2,895,000	3,250,000	9/07	1.2 yrs	40'	Redone 1960's 1,438 sq.ft. 2/1 cottage with new double pane glass, floors and kitchen. There is a permitted seawall.
5474 Rincon Beach Park Drive	2,500,000	2,695,000	2,695,000	5/07	1 mo.	40'	Built in 1959, this 1,860 sq.ft. 4/2 cottage has open beam ceilings, tile floors and cool retro bath tiles.
3828 P.C.H.	2,362,500	2,495,000	2,495,000	6/07	3 wks.	40'	Built in 1983, this 1,472 sq.ft. 3/2 Faria Beach home has new carpet, fresh paint, and a 2 car garage on a 3,345 sq.ft lot.
5412 Rincon Beach Park Drive	2,250,000	2,450,000	2,450,000	5/07	1 wk.	40'	This modest 896 sq.ft. 2/1.5 cottage is on a 3,720 sq.ft. lot with beachside patio and 2 car garage.
5514 Rincon Beach Park Dr.	2,160,000	2,375,000	2,950,000	5/07	1.9 yrs.	40'	This 1950's 868 sq.ft. 2/1 cottage is close to the western end of the Colony on a 5,258 sq.ft. lot.

Sales on the Bluff in 2007

<u>ADDRESS</u>	<u>SALE PRICE</u>	<u>FINAL LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>SALE DATE</u>	<u>TIME ON MARKET</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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HOPE RANCH

4025 Bajada	\$15,000,000	\$14,900,000	\$8,950,000	8/07	2 yrs.	145'	5,767 sq.ft. 4/4.5 Contemporary built in 2000 and since gutted and redone, this features a pool, spa & cabana and beach access on 1.46 ac. Prior to redo, this sold 9/04 for \$8,750,000.
4353 Marina Dr.	12,650,000	14,500,000	14,500,000	5/07	7 mo.	397'	"Moon Shadows," a unique 5/4.5 4,271 sq.ft. Contemporary on 4.2 ac. with 2 guest homes, free form pool with fountain, paths to a sheltered beach cove and great views. The legality of the seaside guest house (a likely tear down) is in question, but the land and trees are fabulous. Sold 12/03 for \$7,000,000.
4187 Creciente	10,500,000	10,950,000	11,900,000	5/07	2 yrs .	90'	Built in 1997, this 9,196 sq.ft. 5/6/2 home has a built-in home theater, power generator and 1/1 guest house on 2 acres with free form black bottom pool and spa.

SANTA BARBARA

1547 Shoreline	4,500,000	4,995,000	5,895,000	7/07	1 yr.	85'	This 4/4.5 Contemporary Craftsman has beautiful woodwork, game rm, office, sauna and detached studio on over a 1/2 acre.
1631 Shoreline	2,650,000	n/a	n/a	6/07	n/a	94'	Modest 2/2 1,827 sq.ft. cottage built in 1967 on a half acre with sweeping ocean views near Shoreline Park.
2211 Edgewater	2,211,000	2,500,000	2,500,000	4/07	2 mo.	75'	Modest 1,030 sq.ft. 1950's 2/2 cottage on 0.59 acres with white-water views and a prior severe drainage problem.
2327 Edgewater	1,950,000	2,500,000	2,500,000	2/07	2 mo.	50'	Very modest 1940's 2,029 sq.ft. 4/2 cottage on a flag lot.

SUMMERLAND

2375 Finney E. 7,900,000 7,950,000 7,950,000 1/07 2 days 108' Nicely redone 3,103 sq.ft. 4/4.5 Cape Cod with vast decks and private stairs to the sand. Redone since 5/96 sale for \$1,500,000.

PADARO LANE & BEACH CLUB ROAD

2781 Padaro Ln. 83,275,000 35,000,000 35,000,000 2-7/07 9 mo. 281' Incomparable 8,000 sq.ft. blufftop Tuscan style villa with theater and wine cellar on 3 landscaped acres with pool, spa, private bluff-top "beach" and guest house behind the gates at Loon Point. Additionally, the same buyer acquired the remaining 3 lots behind the gates, one of which included a partially completed home. These 4 lots (which total 15 acres) were last all sold together for \$4,000,000 in 9/92.

Sales Near the Beach or Bluff in 2007

<u>ADDRESS</u>	<u>SALE PRICE</u>	<u>FINAL LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>SALE DATE</u>	<u>TIME ON MARKET</u>	<u>COMMENTS</u>
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HOPE RANCH

4347 Marina Dr. \$7,500,000 \$8,250,000 \$8,795,000 4/07 1.6 yrs. Designed by Wallace Neff, this 1970 5/5.5 5,051 sq.ft. Contemp. has a pool and spa on 1.54 acres. Not quite bluff-front, but looks it. This has been freshened since its sale in 8/05 for \$7,750,000.

MONTECITO

1104 Channel Dr. \$25,000,000 n/a n/a 2/07 n/a Now under construction, and bought as is (not subject to completion), this will be a 4,445 sq.ft. 4/4.5 modern Asian style main home, attached 800 sq.ft. 1/1 guest house and 500 sq.ft pool cabana on 1.12 acres. This lot sold with an adjacent 3/3 ranch home on 1 acre in 12/00 for \$6,000,000. The ranch home (1127 Hill Road) just sold in 1/07 for \$12,800,000.

1127 Hill Road 12,800,000 15,950,000 15,950,000 1/07 2.1 yrs. Bright 3,866 sq.ft. 3/3 ranch home with views and Asian gardens on 1 acre. This sold with an adjacent 1 acre lot (now in framing; see above) in 12/00 for \$6,000,000. Added since then: a guest house, cabana, pool and spa.

PADARO LANE & BEACH CLUB ROAD

3485-A Padaro Ln 3,950,000 4,200,000 6,700,000 3/07 9 mo. Newer 2 story 2/2 2,472 sq.ft. home with attached 1/1 guest suite. This home is situated on and overlooks the slough to the ocean.

RINCON POINT

185 Rincon Point 2,850,000 3,150,000 3,950,000 6/07 1.4 yrs Very charming 3/3 Nantucket cottage with partial ocean views over the creek mouth. A bedroom and bath have been added since the 5/98 sale for \$1,200,000.

RINCON

4267 Faria Road 1,550,000 1,749,000 1,995,000 8/07 1 yr. This remodeled 2 story 3/3 1,608 sq.ft. 1960's Contemporary has stone fireplaces, new kitchen appliances and new baths.

Sales information is provided through the S.B. County tax assessment rolls and the "Cort Grant Deed Printout for the South County," a public record reporting service.

New Since the Last Newsletter...Condominiums

NEW LISTINGS

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	FLOOR	ASS'N FEE	COMMENTS
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SANTA BARBARA

649-A Verde Mar	\$1,389,000	\$1,389,000	4/07	2/2	1-2	304	This end unit has a split level plan wherein both bedrooms have their own level and the living room has a fireplace. Newly expanded patio.
50 Barranca #10	749,000	749,000	4/07	2/2	3rd	427	Corner unit with high ceilings facing the courtyard with an upgraded kitchen, skylights and fireplace.
56 Barranca #3	699,000	699,000	9/07	2/2	1st	427	Over looking the pool and courtyard, this ground floor unit has formal dining area, fireplace, 3 patios and its own in-unit laundry.

MONTECITO

1300 Plaza Pacifica	2,650,000	2,995,000	9/07	3/3	1st	1,302	Rarely available 3 bedroom single level unit with formal dining room, fireplace, breakfast area and 2 patios. In unit laundry. Original owner.
83 Seaview Drive	2,395,000	2,395,000	8/07	2/2	2nd	819	Totally remodeled North facing unit with dining room, fireplace and open balconies. Redone since 12/05 sale for \$1,525,000.
52 Seaview Drive	2,350,000	2,350,000	8/07	2/2	3rd	819	Beautifully redone penthouse with lovely mtn views, open balconies, formal dining room & fireplace. Prior to the redo, this sold in 5/03 for \$1,100,000 and in 4/98 for \$570,750.
73 Seaview Drive	2,199,000	2,250,000	8/07	2/2	2nd	819	Beautifully redone with built in office, heated hardwood floors & crown molding. Last sold 11/06 for \$1,950,000. Prior to the redo, this sold 3/05 for \$1,533,500, 1/02 for \$860,000 & 4/00 for \$735,000.
29 Seaview Drive	1,999,000	2,100,000	8/07	2/2	2nd	819	Redone with crown moldings, plantation shutters and granite kitchen counters, this has a formal dining & fireplace. Sold 1/04 for \$1,350,000.
1366 Plaza Sonadores	1,449,000	1,525,000	10/07	2/2.5	2-3	743	Redone south facing unit with built-ins in the living room such as a flat-screen and surround sound. Sold 8/03 for \$925K and 8/01 for \$885K.
1308 Plaza Sonadores	1,295,000	1,295,000	10/07	1/1	1st	417	Redone corner unit with raised ceilings, new kitchen, bath and laundry. Offered furnished. Prior to the redo, this sold in 9/05 for \$750,000.
1324 Plaza Sonadores	967,000	996,000	3/07	1/1	1st	380	South facing ground floor condo with a nice 300 sq ft. sunny patio.

CARPINTERIA

4902 Sandyland #136	579,000	625,000	4/07	0/1	1st	348	Redone with granite counters and appliances in kitchen and a new bath. Prior to the redo, this sold in 12/04 for \$525,000, 7/04 for \$488,000 and 1/90 for \$135,000.
4950 Sandyland #131	434,500	459,000	6/07	1/1	1st	348	Sunset Shores East facing unit with new dual paned windows, paint, carpet and kitchen appliances.

NEW ESCROWS PENDING

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	FLOOR	ASS'N FEE	COMMENTS
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MONTECITO

74 Seaview Drive	\$1,875,000	\$2,000,000	1/07	2/2	1st	819	This 1,510 sq.ft. unit has some views across Sea Meadow. This was partly redone since it sold in 4/04 for \$1,325,000 & 8/99 for \$705,000.
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CARPINTERIA

4980 Sandyland #104	650,000	750,000	4/07	2/1	1st	383	This Sunset Shores unit has a peek of the ocean & is offered furnished.
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NEW CLOSED ESCROWS

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIG. LIST PRICE	SALE DATE	MARKET TIME	BRM/ BATH	SQ. FEET	FLOOR	COMMENTS
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SANTA BARBARA									
661-D Del Parque	\$1,625,000	\$1,599,000	\$1,750,000	3/07	1 mo.	2/2	1,350	1-2	Front row East Beach end unit townhome with ocean views, new carpet, flooring and paint. 2 car garage.
659-F Del Parque	1,300,000	1,350,000	1,499,000	2/07	4 mo.	2/2	1,414	1-2	Redone nicely, this poolside unit has a fireplace, skylights and a spa tub. Redone since sale in 1/01 for \$700,000.
647-D Por la Mar	1,100,000	1,365,000	1,365,000	9/07	5 mo.	3/2	1,568	1-2	This poolside & clubhouse location is South facing with fireplace and large tiled patio. Sold 1/01 for \$680,000.
641-D Del Parque	1,100,000	1,200,000	1,200,000	6/07	1 mo.	2/2	1,374	1-2	Quiet, peaceful, south-facing end unit in need of up-grading. This was a trust sale.
50 Barranca #7	737,000	749,900	749,900	4/07	3 mo.	3/2	1,395	2 nd	Redone end unit with ocean views from all 3 bedrooms. Sold 6/04 for \$785K, 8/00 for \$525K & 9/99 for \$424K.

MONTECITO									
1305 Plaza Pacifica	5,000,000	n/a	n/a	5/07	n/a	2/2	1,694	1 st	Gorgeous redone beachfront single level. Sold 1/06 for \$4,000,000, 7/04 for \$2,875,000 and, prior to redo, in 2/96 for \$1,100,000 and 4/93 for \$915,000.
1385 Plaza Pacifica	3,700,000	3,700,000	3,700,000	6/07	1 mo.	2/2.5	1,676	2-3	Beachfront South-facing townhouse in original condition with whitewater views and a rare 2 car enclosed garage.
23 Seaview Drive	1,800,000	1,895,000	1,995,000	7/07	4 mo.	2/2	1,731	1 st	Newly painted and upgraded unit with fireplace, dining room and large secluded patio.
1350 Plaza Pacifica	1,800,000	1,895,000	1,895,000	4/07	1 mo.	2/2.5	1,694	1 st	South-facing corner unit with fireplace and laundry.
1384 Plaza Sonadores	1,625,000	n/a	n/a	4/07	n/a	2/2	1,576	2 nd	Single level overlooking the tennis court. This last sold in 4/04 for \$950,000.
1311 Plaza Pacifica	1,340,000	n/a	n/a	2/07	n/a	1/1	843	1 st	East facing first floor unit. This sold 4/06 for \$800,000.
1324 Plaza Sonadores	900,000	950,000	996,000	9/07	6 mo.	1/1	738	1 st	South facing single story unit with large patio.
1363 Plaza Sonadores	895,000	950,000	950,000	5/07	2 mo.	1/1	783	1 st	South facing single story unit with parquet floors & patio.

CARPINTERIA									
4950 Sandyland #124	480,000	525,000	525,000	8/07	1 wk.	1/1	540	1 st	Sunset Shores South facing unit sold furnished. Last sold in 9/01 for \$245,000.
4950 Sandyland #126	450,000	479,000	499,000	4/07	7 mo.	1/1	436	1 st	Sunset Shores East facing unit sold fully furnished.
4880 Sandyland #50	410,000	429,000	440,000	9/07	2 mo.	1/1		2 nd	La Cabana unit greatly in need of updating.
4880 Sandyland #7	300,000	n/a	n/a	10/07	n/a	0/1	494	1 st	La Cabana ground floor studio.

WITHDRAWN

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/ BATH	ASS'N FLOOR	FEE	COMMENTS
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CARPINTERIA							
4902 Sandyland #245	\$475,000	\$499,000	6/06	0/1	2 nd	348	Sunset Shores mtn view studio w/skylights. Sold in 5/05 for \$470,000.

Available Beach Area Condominiums

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/ BATH	ASS'N FLOOR	FEE	COMMENTS
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SANTA BARBARA							
649-A Verde Mar	\$1,389,000	\$1,389,000	4/07	2/2	1-2	304	This end unit has a split level plan wherein both bedrooms have their own level and the living room has a fireplace. Newly expanded patio.

20 Barranca #2	1,295,000	1,585,000	8/06	2/2	1 st	375	Front row 1,391 sq.ft. condo with Brazilian cherry floors, African mahogany accents, red oak cabinetry, slate tile bathrooms and granite kitchen. This has been redone since it sold in 9/03 for \$785,000.
50 Barranca #10	749,000	749,000	4/07	2/2	3 rd	427	Corner unit with high ceilings facing the courtyard with upgraded kitchen, skylights and fireplace
56 Barranca #3	699,000	699,000	9/07	2/2	1 st	427	Over looking the pool and courtyard, this ground floor unit has formal dining area, fireplace, 3 patios and its own laundry.

MONTECITO

16 Seaview Dr.	3,500,000	3,500,000	4/07	2/2	3 rd	819	Upgraded 1,454 sq.ft. top floor unit with lovely ocean views, crown moldings and balcony heating. Sold 11/05 for \$2.5 and 1/02 for \$2.1.
1300 Plaza Pacifica	2,650,000	2,995,000	9/07	3/3	1 st	1,302	Rarely available 3 bedroom single level unit with formal dining room, fireplace, breakfast area and 2 patios. In unit laundry. Original owner.
83 Seaview Dr.	2,395,000	2,395,000	8/07	2/2	2 nd	819	Totally remodeled North facing unit with dining room, fireplace and open balconies. Redone since 12/05 sale for \$1,525,000.
52 Seaview Dr.	2,350,000	2,350,000	8/07	2/2	3 rd	819	Beautifully redone penthouse with lovely mtn views, open balconies, formal dining room & fireplace. Prior to the redo, this sold in 5/03 for \$1,100,000 and in 4/98 for \$570,750.
29 Seaview Dr.	1,999,000	2,100,000	8/07	2/2	2 nd	819	Redone with crown moldings, plantation shutters and granite kitchen counters, this has a formal dining & fireplace. Sold 1/04 for \$1,350,000.
1366 Plaza Sonadores	1,449,000	1,525,000	10/07	2/2.5	2-3	743	Redone south facing unit with built-ins in the living room such as a flat-screen and surround sound. Sold 8/03 for \$925K and 8/01 for \$885K.
1308 Plaza Sonadores	1,295,000	1,295,000	10/07	1/1	1 st	417	Redone corner unit with raised ceilings, new kitchen, bath and laundry. Offered furnished. Prior to the redo, this sold in 9/05 for \$750,000.
1324 Plaza Sonadores	967,000	996,000	3/07	1/1	1 st	380	South facing ground floor condo with a nice 300 sq ft. sunny patio.

CARPINTERIA

4902 Sandyland #136	579,000	625,000	4/07	0/1	1 st	348	Redone with granite counters and appliances in kitchen and a new bath. Prior to the redo, this sold in 12/04 for \$525,000, 7/04 for \$488,000 and 1/90 for \$135,000.
4950 Sandyland #131	434,500	459,000	6/07	1/1	1 st	348	Sunset Shores East facing unit with new dual paned windows, paint, carpet and kitchen appliances.

Beach Area Condominium Sales in 2007

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIG. LIST PRICE	SALE DATE	MARKET TIME	BRM/ BATH	SQ. FEET	FLOOR	COMMENTS
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SANTA BARBARA

661-D Del Parque	\$1,625,000	\$1,599,000	\$1,750,000	3/07	1 mo.	2/2	1,350	1-2	Front row East Beach end unit townhome with ocean views, new carpet, flooring and paint. 2 car garage.
661-C Del Parque	1,620,000	1,620,000	1,620,000	3/07	1 wk.	3/2	1,664	1-2	Front row East Beach Townhome with sweeping ocean views, cathedral ceilings and attached 2 car garage.
659-F Del Parque	1,300,000	1,350,000	1,499,000	2/07	4 mo.	2/2	1,414	1-2	Redone nicely, this poolside unit has a fireplace, skylights and a spa tub. Redone since sale in 1/01 for \$700,000.
647-D Por la Mar	1,100,000	1,365,000	1,365,000	9/07	5 mo.	3/2	1,568	1-2	This poolside & clubhouse location is South facing with fireplace and large tiled patio. Sold 1/01 for \$680,000.
641-D Del Parque	1,100,000	1,200,000	1,200,000	6/07	1 mo.	2/2	1,374	1-2	Quiet, peaceful, south-facing end unit in need of up-grading. This was a trust sale.
50 Barranca #7	737,000	749,900	749,900	4/07	3 mo.	3/2	1,395	2 nd	Redone end unit with ocean views from all 3 bedrooms. Sold 6/04 for \$785K, 8/00 for \$525K & 9/99 for \$424K.

MONTECITO

1305 Plaza Pacifica	5,000,000	n/a	n/a	5/07	n/a	2/2	1,694	1 st	Gorgeous redone beachfront single level. Sold 1/06 for \$4,000,000, 7/04 for \$2,875,000 and, prior to redo, in 2/96 for \$1.1 & 4/93 for \$915,000.
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1385 Plaza Pacifica	3,700,000	3,700,000	3,700,000	6/07	1 mo.	2/2.5	1,676	2-3	Beachfront South-facing townhouse in original condition with whitewater views and a rare 2 car enclosed garage.
8 Seaview Drive	3,500,000	3,595,000	4,750,000	2/07	7 mo.	2/2.5	2,106	2 nd	This unusual unit, which was originally a 3 brm and is now a spacious 2 brm with many closets and mirrors, has sweeping ocean views.
1500-D Miramar	3,400,000	n/a	n/a	3/07	n/a	3/2	1,353	1-2	Rarely available 3/2 Pinecliff condo with a panoramic view over the beachfront Miramar Beach houses and use of the Assn's beachfront deck with BBQ facilities.
50 Seaview Drive	2,425,000	2,795,000	3,350,000	1/07	5 mo.	3/2	2,183	3 rd	Unique top floor unit with added loft with 2 bedrooms and an office, and ocean views over Sea Meadows.
3 Seaview Drive	2,250,000	2,650,000	2,650,000	2/07	2 wks	3/2.5	2,234	1 st	Redone with travertine floors, plantation shutters and crown molding. Great ocean views from the patio. Sold in 7/03 for \$1,800,000 and 11/95 for \$725,000.
1372 Plaza Pacifica	2,200,000	2,650,000	2,650,000	2/07	2 mo.	2/2.5	1,694	2 nd	Redone unit with partial ocean views and hardwood floors. Prior to redo, this sold in 9/04 for \$1,386,000.
23 Seaview Dr.	1,800,000	1,895,000	1,995,000	7/07	4 mo.	2/2	1,731	1 st	Newly painted and upgraded unit with fireplace, dining room and large secluded patio.
1350 Plaza Pacifica	1,800,000	1,895,000	1,895,000	4/07	1 mo.	2/2.5	1,694	1 st	South-facing corner unit with fireplace and laundry.
43 Seaview Dr.	1,750,000	1,850,000	1,850,000	3/07	1 mo.	2/2	1,716	2 nd	Bright unit with some ocean views, remodeled baths and kitchen and new wood floors. Sold 2/04 for \$1,350,000.
1384 Plaza Sonadores	1,625,000	n/a	n/a	4/07	n/a	2/2	1,576	2 nd	Single level overlooking the tennis court. This last sold in 4/04 for \$950,000.
1323 Plaza Sonadores	1,438,500	1,575,000	1,750,000	1/07	1 yr.	2/2	1,392	2 nd	South facing single story unit with remodeled granite kitchen and baths near the gate house.
1311 Plaza Pacifica	1,340,000	n/a	n/a	2/07	n/a	1/1	843	1 st	East facing first floor unit. This sold 4/06 for \$800,000.
1324 Plaza Sonadores	900,000	950,000	996,000	9/07	6 mo.	1/1	738	1 st	South facing single story unit with large patio.
1363 Plaza Sonadores	895,000	950,000	950,000	5/07	2 mo.	1/1	783	1 st	South facing single story unit with parquet floors & patio.

CARPINTERIA

4950 Sandyland #124	480,000	525,000	525,000	8/07	1 wk.	1/1	540	1 st	Sunset Shores South facing unit sold furnished. Last sold in 9/01 for \$245,000.
4880 Sandyland #36	460,000	525,000	625,000	1/07	10 mo.	1/1	612	1 st	North facing La Cabana end unit. Sold 5/00 for \$182k.
4950 Sandyland #126	450,000	479,000	499,000	4/07	7 mo.	1/1	436	1 st	Sunset Shores East facing unit sold fully furnished.
4880 Sandyland #50	410,000	429,000	440,000	9/07	2 mo.	1/1		2 nd	La Cabana unit greatly in need of updating.
4880 Sandyland #7	300,000	n/a	n/a	10/07	n/a	0/1	494	1 st	La Cabana ground floor studio.

Photos of every property mentioned
in this newsletter can be viewed at:

www.SANTABARBARABEACHTOUR.com

ALL YOU NEED TO KNOW ABOUT THE
SANTA BARBARA BEACH MARKET

WINTER
at the beach

1170 Coast Village Road ■ Montecito, CA 93108