

# WINTER *at the beach* Beach & Bluff Bulletin

Mid October 2007 ~ Mid May 2008

## BEACH & BLUFF BUZZ

The oceanfront market may be in a state of transition. Sales and showing activity have slowed dramatically in both the single family and condo markets. In the last 7 months (boy, how time flies!) since the last newsletter, only 5 of the 32 homes that were listed as available in that newsletter have sold and 15 more properties have become available. This sales inactivity may well be due to skyrocketing asking prices: of the 30 currently available oceanfront homes not along the Rincon, 16 are asking above \$10M with 12 asking \$20M or more. Such properties are taking much longer to sell, leaving the impression of a stagnant beach market.

On a brighter note, while there have been relatively few sales since the last newsletter, some have shown very strong appreciation. For example, 8078 Puesta del Sol, a gorgeous 3 story Cape Cod with a pool and spa on a triple lot in the gated Rincon Point enclave, sold privately for \$13,200,000, more than tripling its \$3,811,500 sale in March 2000. 3102 Solimar Beach just sold for \$6,725,000, shattering the previous high sale along the Rincon of \$4,380,000 in 2006. Another notable sale was 1147 Hill Road, a 1,260 sq.ft. ranch home in original 1952 condition that is one row back from Butterfly Beach in Montecito and has no view, but has an easement for beach access. 1147 Hill sold amid multiple offers for its full asking price of \$4,900,000, a big rise over the \$2,200,000 sale price in 2003 of the larger and nicer home right next door at 1143 Hill Road.

Within the Montecito beach area condo market, inventory is building uncomfortably within Bonnymede and Montecito Shores with only a handful of sales since mid-2007. Within the Santa Barbara and Carpinteria condo markets, there hasn't been enough activity to get much of a good reading yet this year. Stay tuned!

All the best,



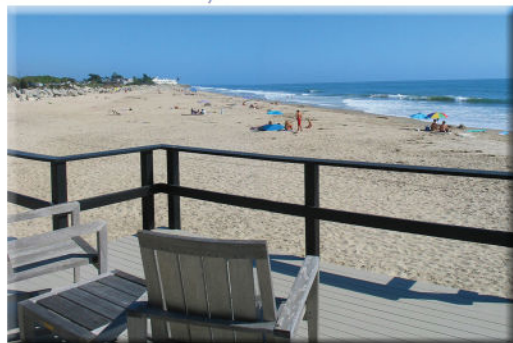
## FEATURED LISTINGS

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**PRUDENTIAL**  
CALIFORNIA REALTY



### 3605 PADARO LANE

\$5,950,000

Right on the sand of Padero Lane's wide & sandy beach.  
Walls of glass to panoramic views. Fabulous beachside deck.  
Cool Modern home by Paul Tuttle seen in *Santa Barbara Architecture*.

[www.3605PADAROLANE.com](http://www.3605PADAROLANE.com)



### 3425 SEA LEDGE LANE

\$4,750,000

Panoramic ocean, island and coastline views.  
Ensnconced within a gated and private enclave.  
Charming & private three bedroom seaside hideaway.

[www.SEALEDGEHOME.com](http://www.SEALEDGEHOME.com)

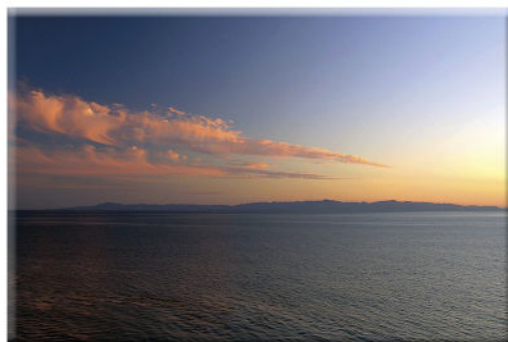


### 1220 SHORELINE DRIVE

\$2,650,000

Darling 2/2.5 cottage featured in *Coastal Living* magazine.  
Across from the wonderful Shoreline Park in Santa Barbara.  
Used as a vacation rental, this grossed over \$123,000 in 2007.

[www.SHORELINEDRIVECOTTAGE.com](http://www.SHORELINEDRIVECOTTAGE.com)



### 157 LA JOLLA DRIVE

\$2,450,000

Gorgeous ocean and island views. Steps from a 70 acre park.  
Vacant half acre parcel with large and level building pad.  
Soils and engineering reports are available upon request.

[www.LAJOLLALOT.com](http://www.LAJOLLALOT.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>
<b>SANTA BARBARA</b>						
5277 Austin Road	\$13,900,000	\$15,000,000	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. Fractional ownership also offered. The lot sold in 8/04 for \$900,000.
3425 Sea Ledge Ln.	4,750,000	4,750,000	5/08	3/1.5	n/a	Reminiscent of a Big Sur cottage, this delightful home has tremendous privacy, hardwood floors, a fireplace and a wonderful private seaside deck.
1220 Shoreline Dr.	2,650,000	2,650,000	5/08	2/2.5	n/a	Featured in <i>Coastal Living</i> magazine, this darling cottage across from Shoreline Park was recently built with top quality materials, design & architecture and has skylights, copper clad doors & windows and a private yard with spa.
157 La Jolla Drive	2,450,000	2,450,000	5/08	n/a	94'	Vacant half acre lot with gorgeous views within steps of the Douglas Preserve. Favorable geologic and engineering reports have been obtained since this sold in 11/05 for \$1,400,000.
<b>MONTECITO</b>						
1461 Edgecliff	43,000,000	43,000,000	5/08	7/7.5	193'	Stunning Cape Cod compound on 2 legal parcels with a 3/3.5 main house, 1,500 sq.ft. 2/2 guest house, exercise room, 2 studios, infinity pool, 7 car garage and tropical landscaping. This sold in 2/05 for \$22,000,000.
1807 Fernald Point	29,500,000	29,500,000	1/08	7/7.5	101'	Fabulous remodeled 7,000 sq.ft. Contemporary with 2 living rooms, a walk-in wine room, 2 pantries, and ocean views from floor to ceiling windows.
1127 Hill Road	24,500,000	24,500,000	5/08	4/5.5	n/a	Nearly done, this new single level 4,450 sq.ft. Tropical style 3/3.5 home has disappearing glass doors, formal dining room, Great room and large master suite. There is also a pool, pool cabana and 1/1 guest house on one acre. This sold in 1/07 for \$12,800,000 and the main home was torn down.
1603 Posilipo Lane	24,000,000	24,000,000	5/08	4/4.5	106'	Beautiful 2 story English Country home built in 1982 on a landscaped 0.4 acre lot remodeled by noted architect Andy Neumann and with a charming carriage house situated above the detached 2 car garage.
1556 Miramar Beach	6,650,000	6,950,000	11/07	2/3	20'	Tri-level built in 1980 with top floor master with large round skylight and 11' ceilings and sweeping ocean views.
<b>PADARO LANE &amp; BEACH CLUB ROAD</b>						
3389 Padaro Lane	37,500,000	37,500,000	3/08	4/3	162'	Contemporary 4/3 home on the largest (1.7 ac.) and widest parcel on the sand of Padaro Lane with guest house and lap pool. This has fabulous new landscaping since it sold in 8/06 for \$27,000,000.
3605 Padaro Lane	5,950,000	5,950,000	5/08	1/2	90'	Striking Modern designed by Paul Tuttle with walls of glass throughout fully taking advantage of outstanding ocean, coastline & mountain views.
<b>SAND POINT ROAD</b>						
591 Sand Point Rd.	32,500,000	32,500,000	4/08	5/4/2	193'	Spectacular appx. 7,000 sq.ft. Contemporary Cape Cod designed by Andy Neumann with Great room, family room, media room and detached guest house all impeccably detailed on one of Sand Point's widest lots.
875 Sand Point Rd.	7,500,000	7,500,000	12/07	4/4	75'	One of the Moroccan style homes in Casa Blanca, this 4/4 home offers a modern interior with archways, a lovely stair-case and gorgeous views. This sold in 4/06 for \$4,950,000 and 1/01 for \$3,300,000.
<b>SANDYLAND ROAD</b>						
4921 Sandyland Rd.	9,500,000	9,500,000	2/08	4/3.5	30'	Newer 2,361 sq.ft. free standing tri-level Craftsman style beach house on the sand with panoramic ocean, island and coastline views. Technically a condo, this property is newly built since it sold in 3/98 for \$855,000.

**RINCON**

5348 Rincon Beach Park Drive	4,250,000	4,750,000	11/07	4/4.5	50'	Tri-level 3,971 sq.ft. Contemporary built in 1991 with 10' ceilings, elevator, granite kitchen, onyx bathrooms and master with fireplace and veranda.
5498 Rincon Beach Park Drive	3,400,000	3,400,000	5/08	3/3	40'	Approvals are in hand for a 5,000 sq.ft. Mediterranean style remodel to the existing 3/3 Contemporary, which sold in 11/06 for \$2,450,000.

## 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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**SANTA BARBARA**

2011 Edgewater Way	2,295,000	2,695,000	1/08	1/1	70'	872 sq.ft. 1/1 Mesa home with beamed ceilings. This sold on spec in 9/03 for \$1,549,000 and had new paint, landscaping, roof and carpet since it sold in 5/03 for \$1,395,000.
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**RINCON**

5446 Rincon Beach Park Drive	2,495,000	2,495,000	4/08	4/2.5	40'	Built in 1959, this bright Contemporary home has open beam ceilings, a river rock fireplace and a new granite kitchen and large new deck.
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## 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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5430 Rincon Beach	2,799,000	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.
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## 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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1633 Posilipo Lane	\$16,900,000	\$18,500,000	n/a	7/5.5	75'	Built in 1900, this 2 story Mediterranean sold for \$10,000,000 in 7/07.
3447 Padaro Lane	15,500,000	19,500,000	10/07	5/3.5	75'	Two homes on a ½ acre lot including a 3/2 main home + 2/1 guest house.
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.
5372 Rincon Beach	3,600,000	4,150,000	8/06	4/4	40'	Newly redone sophisticated 2 story 3/3 Contemporary.
1528-C Miramar Bch	3,195,000	3,195,000	8/07	1/1	n/a	Darling, totally redone cottage just above the beach with easy access.

## 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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**SANTA BARBARA**

3339 Cliff Drive	\$5,000,000	\$5,500,000	\$5,995,000	5/08	7 mo.	106'	Appx. 3,300 sq.ft. 4/3.5 ranch home with an ocean side pool and spa on 1.3 gated acres. Redone since sales in 6/05 for \$4,800,000 and 1/02 for \$3,500,000.
1109 Luneta Plaza	2,200,000	2,400,000	2,600,000	5/08	2 mo.	n/a	Built in 1963 and in original condition, this 2,800 sq.ft. 2 story 4/3 looks down the coast over Leadbetter Beach and the harbor.
1242 Shoreline	1,750,000	n/a	n/a	5/08	n/a	n/a	Remodeled 849 sq.ft. 2/1 1950's cottage across from the park on a corner lot. This sold in 7/02 for 1,161,500. Prior to the redo, this sold for \$700,000 in 12/01.
1374 Shoreline Dr.	1,295,000	n/a	n/a	2/08	n/a	n/a	Fixer 1,035 sq.ft. 3/1 cottage built in 1953 with 2 car garage across the street from Shoreline Park with nice ocean views.



**MONTECITO**

1155 Hill Road	9,000,000	12,000,000	12,000,000	2/08	4 mo.	n/a	Renovated 1907 4/4 board 'n batten carriage house with ocean views from the 2 <sup>nd</sup> floor. Redone since 9/03 sale for \$3,500,000.
24 Hammond Dr.	6,250,000	5,750,000	5,750,000	1/08	2 wks.	n/a	Sea Meadow 3/3 4,398 sq.ft. French Country with upstairs family room with fireplace, and extensive patios. Multiple offers.
1479 Bonnymede	4,000,023	3,475,000	3,475,000	11/07	2 wks.	n/a	Sea Meadow 2/2.5 3,194 sq.ft. home with slate roof, open beam ceilings, upstairs sunroom & brick patios. Multiple offers.
1147 Hill Road	4,900,000	4,900,000	4,900,000	2/08	2 wks.	n/a	Fixer 3/2 cottage with a private deeded easement to the beach.

**PADARO LANE & BEACH CLUB ROAD**

3291 Beach Club Rd.	3,250,000	3,975,000	4,600,000	4/08	1.5 yrs.	n/a	Dramatic 4/3 A-frame with multiple skylights, flagstone patios, ocean view private deck and a lovely garden, koi pond and spa.
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**SANDYLAND ROAD**

4901 Sandyland Rd.	3,950,000	3,999,000	3,999,000	5/08	1 day	30'	Beachfront tri-plex totaling 7 bedrooms/4 baths built in 1957 in fixer condition. This sold overnight.
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**RINCON POINT**

8078 Puesta del Sol	13,200,000	n/a	n/a	5/08	n/a	160'	Three story 6/5 Cape Cod with pool, spa and gardens on 3 lots totaling a half acre. This last sold in 3/00 for \$3,811,500 and had been redone since its 7/94 foreclosure sale for \$2,075,000.
162 Rincon Point Rd.	7,500,000	8,500,000	8,500,000	2/08	3 wks.	70'	On the sand with panoramic views, this 2 story 1970's Contemp. has 4/3 and an add'l studio apt. over the garage. Multiple offers.
8072 Puesta del Sol	3,750,000	4,495,000	5,250,000	11/07	2 yrs	50'	1930's 1,465 sq.ft. 3/2 cottage with a breathtaking view of the world class surfing for which Rincon Point is famous.

**RINCON**

3102 Solimar Beach	6,725,000	7,395,000	8,500,000	3/08	1.4 yrs	80'	Vast 5,742 sq.ft. 5/6.5 Contemp. Medit. on Solimar's largest lot with media room, music studio, office and 3 car garage.
3024 Solimar Beach	4,200,000	4,500,000	4,995,000	2/08	9 mo.	40'	3,689 sq.ft. 1970's tri-level 4/4.5 Contemporary in original condition yet has a great floorplan and very high ceilings.
3532 P.C.H.	3,000,000	3,599,000	3,599,000	11/07	1 mo.	60'	Built in 1975, this 2,637 sq.ft. 2/3 had been redone recently.
5428 Rincon Beach	2,500,000	n/a	n/a	3/08	n/a	40'	This modest 2,404 sq.ft. 2 story home was built in 1960.
3438 P.C.H.	2,495,000	2,595,000	3,490,000	2/08	5 mo.	35'	1,348 sq.ft. 2/2.5 home at Faria Beach. Sold 10/02 for \$925,000.

**PRICE CHANGES**

<u>ADDRESS</u>	<u>NEW LIST PRICE</u>	<u>OLD LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>COMMENTS</u>
4385 Marina Dr.	\$28,950,000	\$39,500,000	\$39,500,000	Phenomenal new 13,200 sq.ft. Italian Villa with 9 brm suites on 2.9 bluff-top acres.
869 Sand Point Rd.	12,900,000	16,000,000	16,000,000	The largest home in the gated Casa Blanca enclave of Moroccan style homes.
685 Sand Point Rd.	12,500,000	9,200,000	9,200,000	Cool 1960's Contemporary with open beam ceilings and walls of glass.
1130 Channel Dr.	11,500,000	9,900,000	9,900,000	Beautifully redone, this 1,503 sq.ft. cottage is across the street from Butterfly Beach.
2425 Finney St. E.	8,950,000	10,000,000	10,000,000	Charming Cape Cod designed by Andy Neumann with open beam ceilings.
3060 Solimar Beach	6,990,000	7,750,000	7,750,000	Fabulous 2 story 3,954 sq.ft. Contemporary with top quality finishes.
1502 Miramar Beach	5,495,000	5,950,000	5,950,000	Darling redone 900+ sq.ft. 2 story Cape Cod cottage.
196 Rincon Point	4,550,000	4,950,000	5,600,000	Right on the creek with lovely ocean views, this is a very private 3/3 Mid-Century.
5368 Rincon Beach	3,650,000	3,895,000	4,500,000	Elegant 3,011 sq.ft. 2 story built in 2002 with travertine floors, wine cellar, etc.
3410 Sea Ledge Ln.	3,495,000	3,595,000	4,400,000	Newly built (2005) 3,500 sq.ft. Tuscan style home with expansive loggia.
5402 Rincon Beach	3,488,000	3,677,000	3,677,000	Beautifully redone 2 story Contemp. with travertine floors and lovely finishes.
6766 Breakers Way	3,399,000	3,649,000	3,995,000	Two story Contemporary with open beam ceilings, family room and big decks.
5364 Rincon Beach	3,100,000	3,400,000	3,590,000	Built in 1990, this two story home has 2 fireplaces, a library and a gym.
5486 Rincon Beach	2,700,000	2,750,000	2,995,000	Very modest 3/2.5 cottage built in 1942. This has new paint and floors.
3386 P.C.H.	2,695,000	2,599,000	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
<b>MONTECITO</b>						
1755 Fernald Point	\$47,000,000	\$47,000,000	7/07	Lot	304'	Two tandem lots totaling 3.55 acres including active plans for a 12,000 sq.ft. Mediterranean home for which the foundation, a 3,000 sq.ft. guest house and tennis court are in place. This sold in 2/01 for \$17,000,000.
1461 Edgecliff	43,000,000	43,000,000	5/08	7/7.5	193'	Stunning Cape Cod compound on 2 parcels with a 3/3.5 main house, 1,500 sq.ft. 2/2 guest house, exercise room, 2 studios, infinity pool, 7 car garage and tropical landscaping. This sold in 2/05 for \$22,000,000.
1807 Fernald Point	29,500,000	29,500,000	1/08	7/7.5	101'	Fabulously remodeled 7,000 sq.ft. Contemporary with 2 living rooms, a walk-in wine room, 2 pantries, extensive use of exotic hardwoods and views of the sea from floor to ceiling windows and decks.
1603 Posilipo Lane	24,000,000	24,000,000	5/08	4/4.5	106'	Beautiful 2 story English Country home built in 1982 on a landscaped 0.4 acre lot remodeled by noted architect Andy Neumann and with a charming carriage house situated above the detached 2 car garage.
1787 Fernald Point	19,950,000	28,500,000	6/06	8/9/2	115'	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.
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.
1556 Miramar Beach	6,650,000	6,950,000	11/07	2/3	20'	Tri-level built in 1980 with top floor master with large round skylight and 11' ceilings and sweeping ocean views from all levels.
1502 Miramar Beach	5,495,000	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.
<b>SUMMERLAND</b>						
2425 Finney St. E.	8,950,000	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.
<b>PADARO LANE &amp; BEACH CLUB ROAD</b>						
3389 Padaro Lane	37,500,000	37,500,000	3/08	4/3	162'	Contemporary 4/3 home on the largest (1.7 ac.) and widest parcel on the sand of Padaro Lane with guest house and lap pool. This has fabulous new landscaping since it sold in 8/06 for \$27,000,000.
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 expensively remodeled 6,000 sq.ft. Contemporary showcase offers exceptional privacy, a 2 story guest apartment and beachside deck.
3605 Padaro Lane	5,950,000	5,950,000	5/08	1/2	90'	Striking Modern designed by Paul Tuttle with walls of glass throughout fully taking advantage of outstanding ocean, coastline & mountain views.
<b>SAND POINT ROAD</b>						
591 Sand Point Rd.	32,500,000	32,500,000	4/08	5/4/2	193'	Spectacular appx. 7,000 sq.ft. Contemporary Cape Cod designed by Andy Neumann with Great room, family room, media room and detached guest house all impeccably detailed on one of Sand Point's widest lots.
869 Sand Point Rd.	12,900,000	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 plus a separate 1/1 guest apartment.
685 Sand Point Rd.	12,500,000	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 sweeping mountain and bird sanctuary views. Great detached art studio with bath.
875 Sand Point Rd.	7,500,000	7,500,000	12/07	4/4	75'	One of the Moroccan style homes in Casa Blanca, this 4/4 home offers a modern interior with archways, a lovely stair-case and gorgeous views. This sold in 4/06 for \$4,950,000 and 1/01 for \$3,300,000.
<b>SANDYLAND ROAD</b>						
4921 Sandyland Rd.	9,500,000	9,500,000	2/08	4/3.5	30'	Newer 2,361 sq.ft. free standing tri-level Craftsman style beach house on the sand with panoramic ocean, island and coastline views. Technically a condo, this property is newly built since it sold in 3/98 for \$855,000.

**RINCON**

3060 Solimar Beach	6,990,000	7,750,000	9/07	4/4	47'	Striking 2 story 3,954 sq.ft. Contemporary with top quality finishes and designer touches throughout. Redone since 10/04 sale for \$4,025,000.
5348 Rincon Beach Park Drive	4,250,000	4,750,000	11/07	4/4.5	50'	Tri-level 3,971 sq.ft. Contemp. built in 1991 with 10' ceilings, elevator, granite kitchen, onyx bathrooms and master with fireplace and veranda.
5502 Rincon Beach Park Drive	3,850,000	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 a lovely 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	3,650,000	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 nice amenities in Seacliff.
5402 Rincon Beach Park Drive	3,488,000	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 wonderful master suite with fireplace & balcony.
5498 Rincon Beach Park Drive	3,400,000	3,400,000	5/08	3/3	40'	Approvals are in hand for a 5,000 sq.ft. Mediterranean style remodel to the existing 3/3 Contemporary, which sold in 11/06 for \$2,450,000.
6766 Breakers Way	3,399,000	3,995,000	6/07	3/2	40'	Built in 1985, this 2 story 1,818 sq.ft. Contemp. has open beam ceilings, a family room with corner fireplace and big viewing decks.
5364 Rincon Beach Park Drive	3,100,000	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.
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.
5430 Rincon Beach	2,799,000	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.
5486 Rincon Beach Park Drive	2,700,000	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.	2,695,000	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/ FRONT BATH</u>	<u>FEET</u>	<u>COMMENTS</u>
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**HOPE RANCH**

4385 Marina Dr.	\$28,950,000	\$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.
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**SANTA BARBARA**

5277 Austin Road	\$13,900,000	\$15,000,000	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 can also be acquired as a fractional ownership. The lot sold in 8/04 for \$900,000.
3425 Sea Ledge Ln.	4,750,000	4,750,000	5/08	3/1.5	n/a	Reminiscent of a Big Sur cottage, this home has tremendous privacy, hardwood floors, a fireplace and a wonderful private seaside deck.
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.	3,495,000	4,400,000	7/07	4/2.5	n/a	Built in 2005, this 3,500 sq.ft. Tuscan style home has an expansive loggia, large great room and sweeping ocean views.
157 La Jolla Dr.	2,450,000	2,450,000	5/08	n/a	94'	Vacant half acre lot with panoramic views within steps of the Douglas Preserve. Favorable geologic and engineering reports have been obtained since this sold in 11/05 for \$1,400,000.

# Available Properties Near the Beach or Bluff

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	COMMENTS
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## SANTA BARBARA

1220 Shoreline Dr.	\$2,650,000	\$2,650,000	5/08	2/2.5	Featured in <i>Coastal Living</i> magazine, this darling cottage across from Shoreline Park was recently built with top quality materials, design & architecture and has skylights, copper clad doors & windows and a private yard with spa.
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## MONTECITO

1086 Channel Dr.	35,000,000	35,000,000	10/07	3/2.5	Mid-Century Modern on a gated and beautifully landscaped half acre lot with spectacular ocean views and easy access across the street to Butterfly Beach.
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.
1127 Hill Road	24,500,000	24,500,000	5/08	4/5.5	Nearly completed, this new single level 4,450 sq.ft. Tropical style 3/3.5 home has disappearing glass doors, formal dining room, Great room and large master suite. There is also a pool, pool cabana and 1/1 guest house on one acre. This sold in 1/07 for \$12,800,000 and the main home was torn down.
1130 Channel Dr.	11,500,000	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.

## RINCON POINT

196 Rincon Point	4,550,000	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 without bath.
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## FEATURED LISTINGS



1528-B MIRAMAR BEACH  
PRICE UPON REQUEST

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](http://www.MIRAMARBEACHHOME.com)



5402 RINCON BEACH PARK DRIVE  
\$3,488,000

Within the gated Seaclyff 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](http://www.SEACLIFFCOLONYHOME.com)

## Beachfront Sales in 2008

<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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### **SANDYLAND ROAD**

4901 Sandyland Rd. \$3,950,000 \$3,999,000 \$3,999,000 5/08 1 day 30' Beachfront tri-plex totaling 7 bedrooms/4 baths built in 1957 in fixer condition. This sold within a day.

### **RINCON POINT**

8078 Puesta del Sol 13,200,000 n/a n/a 5/08 n/a 160' 3 story 6/5 Cape Cod with pool, spa & gardens on 3 lots totaling a half acre. This sold in 3/00 for \$3,811,500 and had been redone since its 7/94 foreclosure sale for \$2,075,000.

162 Rincon Pt. Rd. 7,500,000 8,500,000 8,500,000 2/08 3 wks. 70' On the sand, this 2 story 4/3 1970's Contemp. has an add'l studio apt. over the garage. Sold with multiple offers.

### **RINCON**

3102 Solimar Beach 6,725,000 7,395,000 8,500,000 3/08 1.4 yrs 80' Vast 5,742 sq.ft. 5/6.5 Contemp. Medit. on Solimar's largest lot with media room, music studio, office and 3 car garage.

3024 Solimar Beach 4,200,000 4,500,000 4,995,000 2/08 9 mo. 40' 3,689 sq.ft. 1970's tri-level 4/4.5 Contemporary in original condition yet has a great floorplan and very high ceilings.

5428 Rincon Beach 2,500,000 n/a n/a 3/08 n/a 40' This modest 2,404 sq.ft. 2 story home was built in 1960.

3438 P.C.H. 2,495,000 2,595,000 3,490,000 2/08 5 mo. 35' 1,348 sq.ft. 2/2.5 home at Faria. Sold 10/02 for \$925,000.

## Sales on the Bluff in 2008

<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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### **SANTA BARBARA**

3339 Cliff Drive \$5,000,000 \$5,500,000 \$5,995,000 5/08 7 mo. 106' Appx. 3,300 sq.ft. 4/3.5 ranch home with an ocean side pool and spa on 1.3 gated acres. Redone since sales in 6/05 for \$4,800,000 and 1/02 for \$3,500,000.

## Sales Near the Beach or Bluff in 2008

<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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### **SANTA BARBARA**

1109 Luneta Plaza \$2,200,000 \$2,400,000 \$2,600,000 5/08 2 mo. Built in 1963 and in original condition, this 2,800 sq.ft. 2 story 4/3 home looks down the coast over Leadbetter Beach and the harbor.

1242 Shoreline Dr. 1,750,000 n/a n/a 5/08 n/a Redone 849 sq.ft. 2/1 1950's cottage on a corner lot. Sold in 7/02 for 1,161,500 and, prior to the redo, in 12/01 for \$700,000.

1374 Shoreline Dr. 1,295,000 n/a n/a 2/08 n/a Fixer 1,035 sq.ft. 3/1 cottage built in 1953 with 2 car garage across the street from Shoreline Park with nice ocean views.

### **MONTECITO**

1155 Hill Road 9,000,000 12,000,000 12,000,000 2/08 4 mo. Renovated 1907 4/4 board 'n batten carriage house with ocean views from the 2<sup>nd</sup> floor. Redone since 9/03 sale for \$3,500,000.

24 Hammond Dr. 6,250,000 5,750,000 5,750,000 1/08 2 wks. Sea Meadow 3/3 4,398 sq.ft. French Country with upstairs family room with fireplace and extensive patios. Multiple offers.

1147 Hill Road 4,900,000 4,900,000 4,900,000 2/08 2 wks. Modest 3/2 cottage on a 1/4 ac. with a private deeded easement access to Channel Drive and Butterfly Beach. Multiple offers.

### **PADARO LANE & BEACH CLUB ROAD**

3291 Beach Club 3,250,000 3,975,000 4,600,000 4/08 1.5 yrs. Dramatic 4/3 A-frame with multiple skylights, flagstone patios, ocean view private deck and a lovely garden, koi pond and spa.



## Beachfront Sales in 2007

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FRONT FEET	COMMENTS
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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 Miramar's gated parking area.

### RINCON POINT

8072 Puesta del Sol	3,750,000	4,495,000	5,250,000	11/07	2 yrs	50'	1930's 1,465 sq.ft. 3/2 cottage with a breathtaking view of the world class surfing for which Rincon Point is famous.
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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 fantastic kitchen. The lot (the western-most in Seacliff) sold in 5/05 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.
3532 P.C.H.	3,000,000	3,599,000	3,599,000	11/07	1 mo.	60'	Built in 1975, this 2,637 sq.ft. 2/3 had been redone recently.
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.
6768 Breakers Way	2,500,000	n/a	n/a	7/07	n/a	40'	Modest 1,442 sq.ft cottage in Mussel Shoals on the sand.
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 a beachside 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 Colony on a 5,258 sq.ft. lot.

## Sales on the Bluff in 2007

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FRONT FEET	COMMENTS
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### HOPE RANCH

4025 Bajada	\$15,000,000	\$14,900,000	\$8,950,000	8/07	2 yrs.	145'	This 5,767 sq.ft. 4/4.5 Contemporary built in 2000 and since totally gutted 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 spectacular. 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.
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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.
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#### 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.
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## Sales Near the Beach or Bluff in 2007

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	COMMENTS
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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.
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#### MONTECITO

1104 Channel Dr.	\$25,000,000	n/a	n/a	2/07	n/a	Bought under construction (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 at 1104 Channel Drive (see above) in 12/00 for \$6,000,000. Added since then: a guest house, cabana, pool and spa.
1479 Bonnymede	4,000,023	3,475,000	3,475,000	11/07	2 wks.	Sea Meadow 2/2.5 3,194 sq.ft. home with slate roof, open beam ceilings, upstairs sunroom & brick patios. Multiple offers.

#### 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.
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#### 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.
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#### 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.
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# New Since the Last Newsletter...Condominiums

## NEW LISTINGS

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	FLOOR	ASS'N FEE	COMMENTS
<b>MONTECITO</b>							
8 Seaview Drive	\$5,900,000	\$5,900,000	11/07	2/2.5	2 <sup>nd</sup>	962	Originally a 3 brm unit, this is now a spacious 2 brm with many closets, mirrors and sweeping ocean views. Some upgrades have been made since this sold in 2/07 for \$3,500,000.
1349 Plaza Pacifica	3,500,000	3,500,000	5/08	3/3	2 <sup>nd</sup>	1,414	Phenomenal 2,023 sq.ft. single level 3/3 with nice ocean views. Prior to the redo, this was sold in original condition in 3/01 for \$1,672,000.
1311 Plaza Pacifica	2,100,000	2,100,000	4/08	1/1	1 <sup>st</sup>	558	Beautifully remodeled East facing ocean view 843 sq.ft. first floor unit. Prior to the redo, this sold 2/07 for \$1,340,000 and 4/06 for \$800,000.
1340 Plaza Pacifica	1,998,000	1,998,000	5/08	0/1	2 <sup>nd</sup>	400	Nicely redone 685 sq.ft. South facing ocean view studio. Prior to the redo, this sold in 6/03 for \$595,000 and 7/01 for \$695,000.
25 Seaview Drive	1,998,000	1,998,000	1/08	2/2	2 <sup>nd</sup>	885	This 1,599 sq.ft. Southeast facing unit has very nice ocean views. It last sold 5/06 for \$1,875,000 and no upgrades have occurred since.
75 Seaview Drive	1,895,000	1,895,000	3/08	2/2	1 <sup>st</sup>	885	Redone with carved marble fireplace, crown moldings, mahogany doors, formal dining & granite kitchen. Redone since 3/05 sale for \$1,350,000.
1345 Plaza Sonadores	1,395,000	1,395,000	3/08	0/1	2 <sup>nd</sup>	404	Beautifully redone 525 sq.ft. breezeway studio. Redone since sales in 12/06 for \$842,500 and in 1/01 for \$366,000.
<b>CARPINTERIA</b>							
4825 Sandyland #4	1,995,000	1,995,000	5/08	2/2	2 <sup>nd</sup>	400	Remodeled 966 sq.ft. single level side unit in small gated 8 unit complex. Prior to the remodel, this sold in 5/05 for \$1,200,000.

## NEW ESCROWS PENDING

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	FLOOR	ASS'N FEE	COMMENTS
<b>MONTECITO</b>							
94 Seaview Drive	1,350,000	1,450,000	2/08	2/2	2 <sup>nd</sup>	885	This original condition South-facing unit has partial ocean views. This is situated in Bldg 11 near the tennis court and railroad tracks.

## NEW CLOSED ESCROWS

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIG. LIST PRICE	SALE DATE	MARKET TIME	BRM/BATH	SQ. FEET	FLOOR	COMMENTS
<b>SANTA BARBARA</b>									
56 Barranca #11	\$575,000	\$599,900	\$599,900	5/08	1 mo.	2/2		2 <sup>nd</sup>	Updated unit with fireplace overlooking pool/spa.
<b>MONTECITO</b>									
1367 Plaza Pacifica	4,300,000	4,950,000	4,950,000	4/08	2 wks.	2/2.5	1,773	1 <sup>st</sup>	Beachfront single level end unit in original condition with gorgeous views, 2 fireplaces and a private 2 car garage.
1300 Plaza Pacifica	2,450,000	2,450,000	2,995,000	3/08	4 mo.	3/3	2,136	1 <sup>st</sup>	Rare 3/3 single level with formal dining room, fireplace, breakfast area and 2 patios. In unit laundry.
52 Seaview Dr.	2,000,000	2,350,000	2,350,000	5/08	8 mo.	2/2	1,757	3 <sup>rd</sup>	Redone mtn view penthouse with 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.
74 Seaview Drive	1,825,000	1,875,000	2,000,000	10/07	9 mo.	2/2	1,510	1 <sup>st</sup>	This unit has some views across Sea Meadow. Partly redone since 4/04 sale for \$1,325,000 & 8/99 for \$705k.
1309 Plaza Pacifica	1,600,000	n/a	n/a	4/08	n/a	1/1.5	948	1 <sup>st</sup>	Original condition East facing ocean view unit.
97 Seaview Drive	1,381,500	1,550,000	1,750,000	5/08	4 mo.	2/2		3 <sup>rd</sup>	Top floor South-facing unit in orig. condition with partial ocean views, cathedral ceilings and enclosed balconies.

CARPINTERIA										
4980 Sandyland #204	650,000	750,000	750,000	3/08	3 mo.	2/1	693	2 <sup>nd</sup>	This furnished top floor unit has a very nice ocean views.	
4980 Sandyland #104	610,000	650,000	750,000	11/07	5 mo.	2/1		1 <sup>st</sup>	This furnished unit has a peek of the ocean.	
4902 Sandyland #136	472,500	499,000	625,000	4/08	11 mo.	0/1	442	1 <sup>st</sup>	New kitchen granite counters and appliances and a new bath have been installed since this sold in 12/04 for \$525,000, 7/04 for \$488,000 and 1/90 for \$135,000.	
4950 Sandyland #131	420,000	434,500	459,000	1/08	6 mo.	1/1	584	1 <sup>st</sup>	Sunset Shores East facing unit with new dual paned windows, paint, carpet and kitchen appliances.	

## WITHDRAWN

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	FLOOR	ASS'N FEE	COMMENTS
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MONTECITO							
16 Seaview Dr.	3,500,000	3,500,000	4/07	2/2	3 <sup>rd</sup>	819	Upgraded 1,454 sq.ft. top floor unit with lovely ocean views.
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.
1308 Plaza Sonadores	1,295,000	1,295,000	10/07	1/1	1 <sup>st</sup>	417	Redone corner unit with raised ceilings, new kitchen, bath and laundry.

## PRICE CHANGES

ADDRESS	NEW LIST PRICE	OLD LIST PRICE	ORIGINAL LIST PRICE	COMMENTS
83 Seaview Dr.	\$2,349,000	\$2,395,000	\$2,395,000	Totally remodeled North facing unit with dining room and fireplace.
649-A Verde Mar	1,319,000	1,389,000	1,389,000	This East Beach Townhouse end unit has a newly expanded patio.
56 Barranca #3	618,000	699,000	699,000	Ground floor unit overlooking the pool/spa and courtyard.

## Available Beach Area Condominiums

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	\$1,319,000	\$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 <sup>st</sup>	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	640,000	749,000	4/07	2/2	3 <sup>rd</sup>	427	Corner unit with high ceilings facing the courtyard.
56 Barranca #3	618,000	699,000	9/07	2/2	1 <sup>st</sup>	427	Over looking the pool and courtyard, this ground floor unit has formal dining area, fireplace, 3 patios and its own laundry.

MONTECITO							
8 Seaview Drive	5,900,000	5,900,000	11/07	2/2.5	2 <sup>nd</sup>	962	Originally a 3 brm unit, this is now a spacious 2 brm with many closets, mirrors and sweeping ocean views. Some upgrades have been made since this sold in 2/07 for \$3,500,000.
1349 Plaza Pacifica	3,500,000	3,500,000	5/08	3/3	2 <sup>nd</sup>	1,414	Phenomenal 2,023 sq.ft. single level 3/3 with nice ocean views. Prior to the redo, this was sold in original condition in 3/01 for \$1,672,000.
83 Seaview Dr.	2,349,000	2,395,000	8/07	2/2	2 <sup>nd</sup>	885	Totally remodeled North facing unit with dining room, fireplace and open balconies. Redone since 12/05 sale for \$1,525,000.
73 Seaview Drive	2,199,000	2,250,000	8/07	2/2	2 <sup>nd</sup>	885	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.
1311 Plaza Pacifica	2,100,000	2,100,000	4/08	1/1	1 <sup>st</sup>	558	Beautifully remodeled East facing ocean view 843 sq.ft. first floor unit. Prior to the redo, this sold 2/07 for \$1,340,000 and 4/06 for \$800,000.



29 Seaview Dr.	1,999,000	2,100,000	8/07	2/2	2 <sup>nd</sup>	885	Redone with crown moldings, plantation shutters and granite kitchen counters, this has a formal dining & fireplace. Sold 1/04 for \$1,350,000.
1340 Plaza Pacifica	1,998,000	1,998,000	5/08	0/1	2 <sup>nd</sup>	400	Nicely redone 685 sq.ft. South facing ocean view studio. Prior to the redo, this sold in 6/03 for \$595,000 and 7/01 for \$695,000.
25 Seaview Drive	1,998,000	1,998,000	1/08	2/2	2 <sup>nd</sup>	885	This 1,599 sq.ft. southeast facing unit has very nice ocean views. It last sold 5/06 for \$1,875,000 and no upgrades have occurred since.
75 Seaview Drive	1,895,000	1,895,000	3/08	2/2	1 <sup>st</sup>	885	Redone with carved marble fireplace, crown moldings, mahogany doors, formal dining & granite kitchen. Redone since 3/05 sale for \$1,350,000.
1345 Plaza Sonadores	1,395,000	1,395,000	3/08	0/1	2 <sup>nd</sup>	404	Beautifully redone 525 sq.ft. breezeway studio. Redone since sales in 12/06 for \$842,500 and in 1/01 for \$366,000.

### CARPINTERIA

4825 Sandyland #4	1,995,000	1,995,000	5/08	2/2	2 <sup>nd</sup>	400	Remodeled 966 sq.ft. single level side unit in small gated 8 unit complex. Prior to the remodel, this sold in 5/05 for \$1,200,000.
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## Beach Area Condominium Sales in 2008

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

56 Barranca #11	\$575,000	\$599,900	\$599,900	5/08	1 mo.	2/2		2 <sup>nd</sup>	Updated unit with fireplace overlooking pool/spa.
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### MONTECITO

1367 Plaza Pacifica	4,300,000	4,950,000	4,950,000	4/08	2 wks.	2/2.5	1,773	1 <sup>st</sup>	Beachfront single level end unit in original condition with gorgeous views, 2 fireplaces and a private 2 car garage.
1300 Plaza Pacifica	2,450,000	2,450,000	2,995,000	3/08	4 mo.	3/3	2,136	1 <sup>st</sup>	Rare 3/3 single level with formal dining room, fireplace, breakfast area and 2 patios. In unit laundry.
52 Seaview Dr.	2,000,000	2,350,000	2,350,000	5/08	8 mo.	2/2	1,757	3 <sup>rd</sup>	Redone mtn view penthouse with 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.
1309 Plaza Pacifica	1,600,000	n/a	n/a	4/08	n/a	1/1.5	948	1 <sup>st</sup>	Original condition East facing ocean view unit.
97 Seaview Drive	1,381,500	1,550,000	1,750,000	5/08	4 mo.	2/2		3 <sup>rd</sup>	Top floor South-facing unit in orig. condition with partial ocean views, cathedral ceilings and enclosed balconies.

### CARPINTERIA

4980 Sandyland #204	650,000	750,000	750,000	3/08	3 mo.	2/1	693	2 <sup>nd</sup>	This furnished top floor unit has a very nice ocean views.
4902 Sandyland #136	472,500	499,000	625,000	4/08	11 mo.	0/1	442	1 <sup>st</sup>	New kitchen granite counters and appliances and a new bath have been installed since this sold in 12/04 for \$525,000, 7/04 for \$488,000 and 1/90 for \$135,000.
4950 Sandyland #131	420,000	434,500	459,000	1/08	6 mo.	1/1	584	1 <sup>st</sup>	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 Por la Mar	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 <sup>nd</sup>	Redone end unit with ocean views from all 3 bedrooms. Sold 6/04 for \$785K, 8/00 for \$525K & 9/99 for \$424K.
<b>MONTECITO</b>									
1305 Plaza Pacifica	5,000,000	n/a	n/a	5/07	n/a	2/2	1,694	1 <sup>st</sup>	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.
8 Seaview Drive	3,500,000	3,595,000	4,750,000	2/07	7 mo.	2/2.5	2,106	2 <sup>nd</sup>	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 <sup>rd</sup>	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 <sup>st</sup>	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 <sup>nd</sup>	Redone unit with partial ocean views and hardwood floors. Prior to redo, this sold in 9/04 for \$1,386,000.
74 Seaview Drive	1,825,000	1,875,000	2,000,000	10/07	9 mo.	2/2	1,510	1 <sup>st</sup>	This unit has some views across Sea Meadow. Partly redone since 4/04 sale for \$1,325,000 & 8/99 for \$705k.
23 Seaview Dr.	1,800,000	1,895,000	1,995,000	7/07	4 mo.	2/2	1,731	1 <sup>st</sup>	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 <sup>st</sup>	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 <sup>nd</sup>	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 <sup>nd</sup>	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 <sup>nd</sup>	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 <sup>st</sup>	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 <sup>st</sup>	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 <sup>st</sup>	South facing single story unit with parquet floors & patio.
<b>CARPINTERIA</b>									
4980 Sandyland #104	610,000	650,000	750,000	11/07	5 mo.	2/1		1 <sup>st</sup>	This furnished unit has a peek of the ocean.
4950 Sandyland #124	480,000	525,000	525,000	8/07	1 wk.	1/1	540	1 <sup>st</sup>	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 <sup>st</sup>	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 <sup>st</sup>	Sunset Shores East facing unit sold fully furnished.
4880 Sandyland #50	410,000	429,000	440,000	9/07	2 mo.	1/1		2 <sup>nd</sup>	La Cabana unit in need of updating.
4880 Sandyland #7	300,000	n/a	n/a	10/07	n/a	0/1	494	1 <sup>st</sup>	La Cabana ground floor studio.


# SOPHISTICATED INTERNET MARKETING

All of my listings are aggressively marketed on the Internet. A dedicated website is created for each listing, featuring numerous pages of photographs, graphics and text. This site is then promoted extensively, truly exposing the property to the world.

Shown below are the Home page and the Location page from the dedicated site for my listing at 1220 Shoreline Drive. Please visit the site personally at [www.SHORELINEDRIVECOTTAGE.com](http://www.SHORELINEDRIVECOTTAGE.com) to enjoy it more thoroughly.




*Dream Beach Cottage*  
1220 Shoreline Drive, Santa Barbara




**Directions**

When going North on 101  
Exit Bath Street  
Stay straight on Bath Street  
Left onto West Haley Street  
Left onto Castillo Street  
Right onto Shoreline Dr. to 1220


When going South on 101  
Exit Castillo Street  
Right onto Castillo Street  
Right onto Shoreline Dr. to 1220



Shoreline Park  
is right across the street



Leadbetter Beach  
is within a block down the road



Santa Barbara Harbor  
is a delightful stroll down the beach