

BEACH & BLUFF BUZZ

As the midpoint of 2009 approaches, oceanfront values have to date continued their significant downward trend from their 2007 height. Buyers are reluctant to step forward unless they perceive such a compelling value (read "steal") that they cannot "get hurt" by a market they believe is continuing to fall.

The two properties I described as "screaming deals" in the last newsletter, 3445 Padaro Lane and 1631 Posilipo Lane, have now sold and exemplify the current market. 3445 Padaro sold for \$6,350,000, well below its final \$8,150,000 asking price and the \$10.5MM price at which it fell out of escrow in July 2008. 1631 Posilipo Lane just closed for \$8.3MM, well under its pre-remodel acquisition price of \$10MM in July 2007 and at almost half of the \$16MM unsolicited offer the owner turned down mere weeks after that July 2007 purchase.

On the bluff, it is difficult to gauge the market due to lack of activity, mostly because very little has been available for sale. As there was only one bluff-top sale in 2008 and none to date in 2009, there is no actual proof it has fallen at all. Yet the current \$15,750,000 asking price of 4385 Marina Drive, a spectacular new 13,200 sq.ft. villa on 2.9 magnificently landscaped acres in Hope Ranch, down drastically from its initial \$39,500,000 price in May 2007, shows that market may well be troubled too.

The beach area condo market has been unbelievably quiet, with only a single closed escrow in the 7 months since the last newsletter. In short, inventory is rising, asking prices are falling and buyers are waiting.

Believe me, I do not wish to appear to be an Eeyore and I do very much believe this downturn will be short lived. But I have also always strived to be honest and straight-forward in my career and I believe it would be a disservice not to do so here as well. Here's hoping the next newsletter is filled with much, much better news!

All the best,

FEATURED LISTINGS

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PRUDENTIAL
CALIFORNIA REALTY



3271 PADARO LANE

NEWLY OFFERED AT \$22,500,000

New 7,250 sq.ft. 6/6.5 Cape Cod dream home of exceptional beauty. Commanding whitewater views from Padaro's best knolltop location. On 3 lots with 105' of frontage, private sandy area & beachside deck.

www.PADAROLANEESTATE.com



1453 BONNYMEDE DRIVE

NEWLY OFFERED AT \$29,650,000

Elegant 7,150 sq.ft. 5/5.5 French Country home on the sand. Ensconced within the gated & lushly landscaped Sea Meadow enclave. Superb craftsmanship & materials, private whitewater view terraces.

www.SEAMEADOWESTATE.com



3010 SOLIMAR BEACH DRIVE

NEWLY OFFERED AT \$2,750,000

This cottage has been loved by the same family for over 60 years. Situated on the sand within the Rincon's most desirable gated enclave. Adjacent open space for added privacy. Community tennis & gardens.

www.SOLIMARCOTTAGE.com



8050 PUESTA DEL SOL

NEWLY OFFERED AT \$3,400,000

Charming 2/2 cottage on the sand within gated Rincon Point. Panoramic ocean, coastline & surfline views. Vast beachside deck. South-facing with stone fireplace, walls of glass & built-in bookcases.

www.RINCONPOINTCOTTAGE.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						
1555 Roble Drive	\$34,000,000	\$34,000,000	4/08	6/6/2	1058'	Truly spectacular landscaping and absolute privacy are enjoyed upon this 14.52 acre property with a newer 9,000 sq.ft. English Cottage style home, 2 outbuildings, a sand volleyball court and a seaside softball diamond.
MONTECITO						
1453 Bonnymede	29,650,000	29,650,000	6/09	5/5.5	~~	Superb 7,150 sq.ft. Sea Meadow home on the sand of exceptional quality with a Walnut library, stone floors, custom steel & glass doors, family room, gorgeous master & full basement. www.SeaMeadowEstate.com .
PADARO LANE & BEACH CLUB ROAD						
3271 Padaro Lane	22,500,000	22,500,000	4/09	6/6.5	105'	Stunning new 7,287 sq.ft. Cape Cod on the coveted knoll with private sandy play area, beachside deck and gorgeous landscaping on 3 lots. Offered furnished, this home has 2 master suites & an attached guest apt. Please view at www.PadaroLaneEstate.com .
3555-1/2 Padaro Lane	8,400,000	7,995,000	4/09	3/3	25'	Well designed newer 2 story 2,139 sq.ft. 2/2.5 Cape Cod with 2 fireplaces and a den. This is one of only two half lots on Padaro Lane with a true width of ±19'. Totally redone since 6/04 sale for \$5,050,000.
SAND POINT ROAD						
571 Sand Point Rd.	15,900,000	15,900,000	5/09	3/4/2	126'	Built in 1992, this 4,963 sq.ft. Cape Cod home has 2 brms in the main house plus a 1 brm guest house, vast beachside deck and lap pool.
607 Sand Point Rd.	10,850,000	10,850,000	5/09	4/3.5	99'	Redone 1970's 3,500 sq.ft. nautically inspired Cape Cod with ocean, mtn and sanctuary views, a beachside study and two inviting living rooms.
849 Sand Point Rd.	4,900,000	5,500,000	12/08	2/2	241'	Just west of Casa Blanca, this modest cottage comes with approved plans for a new home. This sold in 4/04 for \$3,500,000.
RINCON POINT						
8050 Puesta del Sol	3,400,000	3,985,000	1/09	2/2	51'	Panoramic coastline views down the coast, floor to ceiling walls of glass and a vast beachfront deck are enjoyed from this 1970's cottage with stone fireplace. www.RinconPointCottage.com .
RINCON						
3144 Solimar Beach	5,850,000	5,850,000	3/09	3/3.5	75'	Elegant Contemporary with white-washed floors, a very large master with sitting area and private balcony, a glass enclosed spa & 3 car garage.
3020 Solimar Beach	4,995,000	5,195,000	1/09	3/3.5	40'	Redone in 2006, this 2 story 2,500 sq.ft. Cape Cod has a landscaped front courtyard entrance, gourmet kitchen and living room French doors.
3870 P.C.H.	3,100,000	3,100,000	2/09	2/2	41'	Fully furnished 2/2 right on the sand with 2 nd story master suite, new paint and carpet. This is not within the gates of Faria Beach.
4280 Faria Road	2,950,000	2,950,000	4/09	3/3	53'	Updated 2/2 home with detached 1/1 guest house. The existing 2nd story no longer conforms to the CCR's, so if this house is remodeled, the 2nd story might have to be removed. This sold in 8/01 for \$1,205,000.
3010 Solimar Beach	2,750,000	2,750,000	6/09	2/2	40'	This cottage has been loved by the same family for over 60 years. It is adjacent to common open space, providing extra privacy & spaciousness.
4252 P.C.H.	2,495,000	2,495,000	4/09	3/2	n/a	Built in 1981 and recently redone, this 1,875 sq.ft. 3/2 home behind the gates at Faria is one row back from the beach with sweeping views. This sold in 3/06 for \$2,000,000, 11/02 for \$951,500 and 3/00 for \$725,000.
5444 Rincon Beach Beach Park	2,099,000	2,099,000	1/09	3/3	40'	A new master bedroom and a loft was recently added to this cottage, which was built in 1956 behind the gates at Seacliff Beach Colony.
5412 Rincon Beach Park Drive	1,690,000	1,750,000	2/09	2/1.5	40'	This is a short sale of a modest 2/1.5 cottage is on a 3,720 sq.ft. lot with beachside patio and 2 car garage. This sold in 5/07 for \$2,250,000.

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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RINCON

5488 Rincon Beach Park Drive	2,985,000	2,985,000	3/09	3/3	40'	Beautiful spacious home built in 1991 with open living room, dining room & gourmet kitchen, spacious library, upstairs great room with pool table area, loft and full entertainment bar.
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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

1220 Shoreline Dr.	\$1,700,000	\$1,950,000	\$2,650,000	2/09	8 mo.	n/a	Featured in <i>Coastal Living</i> magazine, this darling 2/2.5 cottage was recently built with top quality including skylights, copper clad windows & spa. Sold as a fixer in 8/03 for \$1,000,000.
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MONTECITO

10 Via del Mar	10,600,000	9,750,000	9,750,000	11/08	2 wks.	n/a	Gorgeous ocean & mtn view 4,250 sq.ft. 3/4.5 French Country in Sea Meadow with groin vaulted ceilings, limestone floors & 4 fireplaces. Multiple offers. This sold in 7/00 for \$5,100,000.
1631 Posilipo Lane	8,300,000	8,900,000	17,750,000	5/09	7 mo.	75'	Remodeled 1900's 2 story 4/3.5 4,189 sq.ft. Medit. with attached 3/2 guest apt. on a gated & nicely landscaped 1/2 acre. Prior to the redo, this sold privately for \$10,000,000 in 7/07.
28 Hammond Dr.	5,300,000	5,450,000	5,450,000	12/08	2 wks.	n/a	Redone 2 story 4/3.5 Sea Meadow home with Cape Cod interior including walnut floors and coiffered wood ceilings. This was remodeled since its 8/05 sale for \$3,700,000.

PADARO LANE & BEACH CLUB ROAD

3445 Padaro Lane	6,350,000	8,150,000	9,950,000	3/09	8 mo.	75'	Two homes on a half acre lot including a 2,039 sq.ft. 3/2.5 main home and a detached 830 sq.ft. 2/1 guest house.
3284 Beach Club Rd.	6,100,000	6,850,000	9,950,000	4/09	4 mo.	68'	Built in 1970, this 1,701 sq.ft. 2/2 Contemporary has a 451 sq.ft. loft over the garage and some nice landscaping with sand.

SAND POINT ROAD

685 Sand Point Rd.	7,290,000	9,500,000	9,200,000	12/08	11 mo.	99'	Cool 1960's 4/4 Contemp. with open beam ceilings and walls of glass to 360° views. Great detached art studio with bath.
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RINCON POINT

168 Rincon Point Rd.	5,500,000	6,500,000	6,500,000	4/09	1 mo.	70'	Right on the surf break, this 1970's wood & glass 2 story 3/4 2,312 sq.ft. Contemp. includes a detached studio with bath over the detached 2 car garage. Easy access to a broad sandy beach.
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RINCON

3032 Solimar Beach	3,100,000	2,950,000	2,950,000	4/09	1 wk.	60'	Built in 1951, this 2 story 1,664 sq.ft. cottage has 2/2 + a den and a detached room with 1/2 bath on a very wide (60') parcel.
3438 P.C.H.	Exchange	2,895,000	2,895,000	3/09	3 mo.	35'	This 1,348 sq.ft. 2/2.5 Contemporary has a rooftop deck. Sold 2/08 for \$2,495,000 and 10/02 for \$925,000.
4166 Faria Road	1,875,000	2,275,000	2,275,000	2/09	1 mo.	38'	Built in 1945, this 2 story 1,260 sq.ft. 2/1.5 cottage has a river rock fireplace and 2 car garage behind the gates at Faria Beach.

PRICE CHANGES

<u>ADDRESS</u>	<u>NEW LIST PRICE</u>	<u>OLD LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>COMMENTS</u>
3443 Padaro Lane	\$29,000,000	\$37,500,000	\$37,500,000	Spectacular gated 4,848 sq.ft. Contemporary on 1.13 acres with 790 sq.ft. guest house.
1169 Hill Road	26,800,000	32,800,000	36,800,000	Newly rebuilt single level Mediterranean home steps from the Biltmore.
1801 Fernald Point	26,500,000	29,950,000	29,950,000	Striking 9,179 sq.ft. tri-level Contemporary with extensive use of exotic woods.
1787 Fernald Point	24,750,000	24,950,000	28,500,000	Behind the gates at Fernald Cove, "Villa Pellican" is a dramatic Monterey Colonial.
4385 Marina Dr.	15,750,000	19,500,000	39,500,000	Phenomenal new 13,200 sq.ft. Italian Villa on 2.9 acres with pool, spa & vineyard.
1127 Hill Road	14,500,000	19,997,000	24,500,000	Newly completed single level 4,450 sq.ft. Tropical style 3/3.5 home with guest house.
5277 Austin Road	11,900,000	12,900,000	15,000,000	Gorgeous brand new 6,600 sq.ft. Cape Cod with state of the art amenities.
1813 Fernald Point	8,500,000	9,100,000	10,750,000	Tri-level Contemporary with walls of glass, a darkroom, wine cellar and spa.
1130 Channel Dr.	6,975,000	7,900,000	9,900,000	Beautifully redone, this 1,503 sq.ft. cottage has vaulted ceilings.
2425 Finney St. E.	6,500,000	8,950,000	10,000,000	Charming Cape Cod designed by Andy Neumann with cathedral beam ceilings.
2916 Solimar Beach	6,200,000	6,850,000	6,850,000	Built in 2004, this 3,955 sq.ft. Contemporary has high ceilings & travertine floors.
3060 Solimar Beach	6,100,000	6,499,000	7,750,000	Striking 2 story 3,954 sq.ft. Contemporary with top quality finishes.
4763 Sandyland Rd.	5,900,000	7,249,000	7,500,000	Spacious 3,100± sq.ft. ground floor condo on the sand.
4921 Sandyland Rd.	5,195,000	6,595,000	9,500,000	Newer 2,361 sq.ft. free standing tri-level Craftsman style beach house.
1556 Miramar Beach	4,950,000	5,495,000	6,950,000	Tri-level built in 1980 with top floor master with large round skylight.
849 Sand Point Rd.	4,900,000	5,500,000	5,500,000	Just west of Casa Blanca, this modest cottage comes with approved plans.
5348 Rincon Beach	3,949,000	4,250,000	4,750,000	Tri-level 3,971 sq.ft. Contemp. built in 1991 with 10' ceilings.
3386 P.C.H.	3,095,000	2,695,000	2,395,000	The price keeps rising on this home on stilts at the eastern end of ungated Faria.
5364 Rincon Beach	2,950,000	2,985,000	3,590,000	Built in 1990, this is 2,290 sq.ft. two story home in Seacliff Beach Colony.
6766 Breakers Way	2,795,000	3,250,000	3,995,000	Built in 1985, this 2 story 1,818 sq.ft. Contemp. has open beam ceilings.
6708 Breakers Way	2,399,000	2,950,000	3,500,000	Two story home ideal for use as a duplex.
5364 Rincon Beach	3,045,000	3,075,000	3,590,000	Built in 1990, this is a 2,290 sq.ft. two story home.
2011 Edgewater Way	1,895,000	2,295,000	2,695,000	872 sq.ft. one bedroom bluff-top Mesa home with beamed ceilings.

Available Beachfront Properties

VISIT www.SANTABARBARABEACHTOUR.com TO VIEW PHOTO TOURS OF ALL OF THESE PROPERTIES.

<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>
MONTECITO						
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.
1453 Bonnymede	29,650,000	29,650,000	6/09	5/5.5	~~	Superb 7,150 sq.ft. Sea Meadow home on the sand of exceptional quality with a Walnut library, stone floors, custom steel & glass doors, family room, gorgeous master & full basement. www.SeaMeadowEstate.com .
1801 Fernald Point	26,500,000	29,950,000	10/08	4/6/2	99'	Striking 9,179 sq.ft. tri-level Contemporary with extensive use of exotic woods, a pool, spa and outdoor terraces and entertaining areas.
1787 Fernald Point	24,750,000	28,500,000	6/06	8/9/2	146'	Behind the gates at Fernald Cove, "Villa Pellican" is a dramatic & private 1930's Monterey Colonial grand beachfront estate on 2 parcels with guest house, beachside cabana and 3 car garage.
1813 Fernald Point	8,500,000	10,750,000	8/08	3/3.5	50'	Built in 1977, this 3 level Contemporary has walls of glass, a darkroom, wine cellar and spa. The lowest level serves as a separate guest apt.
1556 Miramar Beach	4,950,000	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.

SUMMERLAND

2425 Finney St. E. 6,500,000 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

3389 Padaro Lane 29,950,000 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.

3443 Padaro Lane 29,000,000 37,500,000 7/08 4/6.5 79' Spectacular gated 4,848 sq.ft. Contemp. on 1.13 acres with guest house, lighted tennis court and spa. Totally redone since 2/06 sale for \$20,750,000.

3282 Beach Club Rd. 25,000,000 25,000,000 10/08 4/3.5 81' Gorgeous 1995 built 4,860 sq.ft. Andy Neumann Contemporary with corduroy limestone walls and mahogany wood and other exciting touches.

3271 Padaro Lane 22,500,000 22,500,000 4/09 6/6.5 105' Stunning new 7,287 sq.ft. Cape Cod on the coveted knoll with private sandy play area, beachside deck and gorgeous landscaping on 3 lots. Offered furnished, this home has 2 master suites & an attached guest apt. Please visit www.PadaroLaneEstate.com.

3246 Beach Club Rd. 21,000,000 23,000,000 7/08 4/4 103' Built in 1959, this appx. 3,000 sq.ft. two story home has views to the South-east within the gates of Beach Club Road.

3265 Padaro Lane 18,500,000 24,000,000 6/07 5/6.5 18' Gated and completely remodeled 6,000 sq.ft. Contemporary on the knoll with attached 2 story guest apartment and brick staircase to beachside deck.

3555-1/2 Padaro Lane 8,400,000 7,995,000 4/09 3/3 25' Well designed newer 2 story 2,139 sq.ft. 2/2.5 Cape Cod with 2 fireplaces and a den. This is one of only two half lots on Padaro Lane with a true width of ±19'. Totally redone since 6/04 sale for \$5,050,000.

SAND POINT ROAD

591 Sand Point Rd. 27,500,000 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.

571 Sand Point Rd. 15,900,000 15,900,000 5/09 3/4/2 126' Built in 1992, this 4,963 sq.ft. Cape Cod home has 2 brms in the main house plus a 1 brm guest house, vast beachside deck and lap pool.

607 Sand Point Rd. 10,850,000 10,850,000 5/09 4/3.5 99' Redone 1970's 3,500 sq.ft. nautically inspired Cape Cod with ocean, mtn and sanctuary views, a beachside study and two inviting living rooms.

849 Sand Point Rd. 4,900,000 5,500,000 12/08 2/2 241' Situated just west of Casa Blanca, this cottage has awesome coastline views and comes with approved plans for a new home. The master brm has been made into 2 bedrooms since this sold in 4/04 for \$3,500,000.

SANDYLAND ROAD

4763 Sandyland Rd. 5,900,000 7,249,000 8/08 3/2.5 75' Vast 3,100± sq.ft. ground floor condo with living room, family room, 2 fireplaces, huge kitchen and deck. In 1/03, this whole bldg sold for \$4M. It then was divided into 2 condos; this unit sold in 10/05 for \$4,500,000.

4921 Sandyland Rd. 5,195,000 9,500,000 2/08 4/3.5 30' Newer 2,361 sq.ft. free standing tri-level Craftsman style beach home. Technically a condo, this is newly built since it sold in 3/98 for \$855,000.

RINCON POINT

8050 Puesta del Sol 3,400,000 3,985,000 1/09 2/2 51' Panoramic coastline views down the coast, floor to ceiling walls of glass and a vast beachfront deck are enjoyed from this 1970's cottage with stone fireplace. www.RinconPointCottage.com.

RINCON

2916 Solimar Beach 6,200,000 6,850,000 9/08 4/3.5 40' Built in 2004, this 3,955 sq.ft. Contemporary has high ceilings, travertine floors and detailing in onyx, granite and cherry wood. The lot was purchased in 10/01 for \$1,325,000.

3060 Solimar Beach 6,100,000 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.

3144 Solimar Beach 5,850,000 5,850,000 3/09 3/3.5 75' Elegant Contemporary with white-washed floors, a very large master with sitting area and private balcony, a glass enclosed spa & 3 car garage.

3020 Solimar Beach 4,995,000 5,195,000 1/09 3/3.5 40' Redone in 2006, this 2 story 2,500 sq.ft. Cape Cod has a landscaped front courtyard entrance, gourmet kitchen and living room French doors.

5348 Rincon Beach Park Drive	3,949,000	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.
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.
3870 P.C.H.	3,100,000	3,100,000	2/09	2/2	41'	Fully furnished 2/2 right on the sand with 2 nd story master suite, new paint and carpet. This is not within the gates of Faria Beach.
3386 P.C.H.	3,095,000	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.
4280 Faria Road	2,950,000	2,950,000	4/09	3/3	53'	Updated 2/2 home with detached 1/1 guest house. The existing 2nd story no longer conforms to the CCR's, so if this house is remodeled, the 2nd story might have to be removed. This sold in 8/01 for \$1,205,000.
5364 Rincon Beach Park Drive	2,950,000	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.
6766 Breakers Way	2,789,000	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.
3010 Solimar Beach	2,750,000	2,750,000	6/09	2/2	40'	This cottage has been loved by the same family for over 60 years. It is adjacent to common open space, providing extra privacy & spaciousness.
6708 Breakers Way	2,399,000	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.
5444 Rincon Beach Park Drive	2,099,000	2,099,000	1/09	3/3	40'	A new master bedroom and a loft was recently added to this cottage, which was built in 1956.
5412 Rincon Beach Park Drive	1,690,000	1,750,000	2/09	2/1.5	40'	This is a short sale of a modest 2/1.5 cottage is on a 3,720 sq.ft. lot with beachside patio and 2 car garage. This sold in 5/07 for \$2,250,000.

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>
HOPE RANCH						
1555 Roble Drive	\$34,000,000	\$34,000,000	4/08	6/6/2	1058'	Truly spectacular landscaping and absolute privacy are enjoyed upon this 14.52 acre property with a newer 9,000 sq.ft. English Cottage style home, 2 outbuildings, a sand volleyball court and a seaside softball diamond.
4385 Marina Dr.	15,750,000	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						
5277 Austin Road	11,900,000	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 considered. The lot sold in 8/04 for \$900,000.
2011 Edgewater Way	1,895,000	2,695,000	1/08	1/1	70'	Modest 872 sq.ft. 1/1 Mesa home with beamed ceilings.

Available Properties Near the Beach or Bluff

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>COMMENTS</u>
SANTA BARBARA					
1232 Shoreline Dr.	\$2,599,000	\$2,599,000	10/08	3/2	Fully rebuilt and spacious Contemporary across from Shoreline Park with high volume ceilings, gourmet kitchen, hardwood floors & luxurious master bath.

MONTECITO

1169 Hill Road	26,800,000	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	14,500,000	24,500,000	5/08	4/5.5	Newly completed, this new 4,450 sq.ft. Tropical style 3/3.5 home has 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 has since been torn down and rebuilt.
1130 Channel Dr.	6,975,000	9,900,000	1/07	3/3	Beautifully redone 1,503 sq.ft. cottage across from Butterfly Beach on 0.31 ac. Includes approved plans for a major addition. This sold in 9/04 for \$4,599,000.

SUMMERLAND

2350 Finney Street	5,750,000	6,450,000	7/08	3/4	Brand new Contemporary designed by Jan Hochhouser with slate floors, steel doors & windows, copper roof and other quality finishes. This home has easy beach access down a gentle path. Visit SummerlandContemporary.com.
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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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RINCON

4252 P.C.H.	2,495,000	2,495,000	4/09	3/2	Built in 1981 and recently redone, this 1,875 sq.ft. 3/2 home behind the gates at Faria is one row back from the beach with sweeping views. This sold in 3/06 for \$2,000,000, 11/02 for \$951,500 and 3/00 for \$725,000.
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Beachfront Sales in 2009

VISIT www.SANTABARBARABEACHTOUR.com TO VIEW PHOTO TOURS OF ALL OF THESE PROPERTIES.

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FRONT FEET	COMMENTS
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MONTECITO

1631 Posilipo Lane	\$8,300,000	\$8,900,000	\$17,750,000	5/09	7 mo.	75'	Redone 1900's 2 story 4/3.5 4,189 sq.ft. Medit. with attached 3/2 guest apt. on a gated & nicely landscaped 1/2 acre. Prior to the redo, this sold privately for \$10,000,000 in 7/07.
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PADARO LANE & BEACH CLUB ROAD

3445 Padaro Lane	6,350,000	8,150,000	9,950,000	3/09	8 mo.	75'	Two homes on a half acre lot including a 2,039 sq.ft. 3/2.5 main home and a detached 830 sq.ft. 2/1 guest house.
3284 Beach Club	6,100,000	6,850,000	9,950,000	4/09	4 mo.	68'	Built in 1970, this 1,701 sq.ft. 2/2 Contemp. has a 451 sq.ft. loft over the garage and some nice landscaping with sand.

RINCON POINT

168 Rincon Point	5,500,000	6,500,000	6,500,000	4/09	1 mo.	70'	Right on the surf break, this 1970's wood & glass 2 story 3/4 2,312 sq.ft. Contemp. includes a detached studio with bath over the detached 2 car garage.
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RINCON

3032 Solimar Beach	3,100,000	2,950,000	2,950,000	4/09	1 wk.	60'	Built in 1951, this 2 story 1,664 sq.ft. cottage has 2/2 + a den and a detached room with 1/2 bath on a very wide (60') lot.
3438 P.C.H.	Exchange	2,895,000	2,895,000	3/09	3 mo.	35'	This 1,348 sq.ft. 2/2.5 Contemp. has a rooftop deck. This sold in 2/08 for \$2,495,000 and 10/02 for \$925,000.
4166 Faria Road	1,875,000	2,275,000	2,275,000	2/09	1 mo.	38'	Built in 1945, this 2 story 1,260 sq.ft. 2/1.5 cottage has a river rock fireplace and 2 car garage.

Sales on the Bluff in 2009

None to date.

Sales Near the Beach or Bluff in 2009

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	COMMENTS
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SANTA BARBARA

1220 Shoreline Dr. \$1,700,000 \$1,950,000 \$2,650,000 2/09 8 mo. Featured in *Coastal Living* magazine, this darling 2/2.5 cottage was recently built with top quality including skylights, copper clad windows & spa. Sold as a fixer in 8/03 for \$1,000,000.

Beachfront Sales in 2008

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FRONT FEET	COMMENTS
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SUMMERLAND

2375 Finney St. E. \$8,000,000 \$11,500,000 \$11,500,000 10/08 3 mo. 108' Nicely redone 3,103 sq.ft. 4/4.5 Cape Cod with private stairs to the sand. This sold 1/07 for \$7,900,000 and was redone since 5/96 sale for \$1,500,000.

PADARO LANE & BEACH CLUB ROAD

3517 Padaro Lane 6,150,000 7,250,000 7,850,000 10/08 2 mo. 50' Nicely redone 2/1 cottage on the sand, plus a studio with bath and a 1/1 apt above the detached 2 car garage. Redone since 4/04 sale for \$4,500,000 and 6/00 sale for \$3,150,000.

3605 Padaro Lane 5,750,000 5,950,000 5,950,000 7/08 1 mo. 90' Striking one bedroom Modern designed by Paul Tuttle with walls of glass fully taking advantage of outstanding views. This sold in 3/99 for \$1,250,000.

SAND POINT ROAD

685 Sand Point Rd. 7,290,000 9,500,000 9,200,000 12/08 11 mo. 99' Cool 1960's 4/4 Contemp. with open beam ceilings & walls of glass to 360° views. Great detached art studio with bath.

SANDYLAND COVE

4405 Ave. del Mar 5,740,000 n/a n/a 9/08 n/a 38' 1930's 940 sq.ft. cottage with detached 2 car garage with a tiny room and bath. This sold privately to the neighbor, who had also tried to buy it when it sold in 11/04 for \$4,300,000.

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 and 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.

5368 Rincon Beach Park Drive 3,400,000 3,590,000 4,500,000 10/08 2.5 yrs. 40' Elegant 3,011 sq.ft. 2 story 4/3.5 built in 2002 with travertine floors, wine cellar, gourmet kitchen and marble fireplace.

5402 Rincon Beach Park Drive 3,122,500 3,488,000 3,677,000 7/08 8 mo. 40' Beautifully redone 2,147 sq.ft. 2 story 3/2.5 Contemp. with travertine floors, granite kitchen, master suite with fireplace.

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.

5446 Rincon Beach Park Drive	2,395,000	2,495,000	2,495,000	6/08	4 days	40'	Two story 4/2.5 bath cottage built in 1959 with a river stone fireplace, redone kitchen, open beam ceilings and new deck.
5430 Rincon Beach	1,900,000	1,990,000	3,050,000	10/08	2 yrs.	40'	Modest 1,465 sq.ft. 2/2 cottage on a 4,198 sq.ft. lot.

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.
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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

3410 Sea Ledge	\$2,845,000	\$3,495,000	\$4,400,000	10/08	1.3 yrs.	Built in 2005, this 3,500 sq.ft. 4/2.5 Tuscan style home has a large loggia and nice great room. The lot sold in 8/00 for \$300,000.
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

10 Via del Mar	10,600,000	9,750,000	9,750,000	11/08	2 wks.	Gorgeous ocean & mtn view 4,250 sq.ft. 3/4.5 French Country in Sea Meadow with groin vaulted ceilings, limestone floors & 4 fireplaces. Multiple offers. This sold in 7/00 for \$5,100,000.
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 nd 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.
28 Hammond Dr.	5,300,000	5,450,000	5,450,000	12/08	2 wks.	Redone 2 story 4/3.5 Sea Meadow home with Cape Cod interiors including walnut floors and coffered wood ceilings. This has been redone since its 8/05 sale for \$3,700,000.
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.
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New Since the Last Newsletter...Condominiums

NEW LISTINGS

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

647-B Por la Mar	\$1,250,000	\$1,350,000	1/09	3/2	1-2	\$400	Furnished and updated East Beach Townhouse near the pool with a private patio and attached two car garage.
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MONTECITO

40 Seaview Drive	1,810,000	1,810,000	4/09	2/2	1 st	958	This 1,731 sq.ft. ground floor condo has a formal dining room and fireplace. This has been redone since its sale in 8/02 for \$960,000.
94 Seaview Drive	1,395,000	1,495,000	3/09	2/2	2 nd	958	A peek of the ocean is had from this thoroughly remodeled condo with new kitchen, baths & moldings. Redone since 6/08 sale for \$1.2.
1315 Plaza Sonadores	895,000	895,000	3/09	1/1	1 st	434	Updated East facing single level condo with private patio.

CARPINTERIA

4700 Sandyland #5	590,000	590,000	5/09	1/1	1 st	388	Solimar Sands ground floor unit with den and mountain views.
4700 Sandyland #16	545,000	545,000	3/09	1/1	1 st	388	Solimar Sands ground floor unit sold furnished. Community pools.

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>FLOOR</u>	<u>ASS'N FEE</u>	<u>COMMENTS</u>
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SANTA BARBARA

657-E Del Parque	1,450,000	1,599,000	1/09	3/2.5	1-2	400	Front row ocean view townhouse with 2 fireplaces, 400 sq.ft. finished attic with skylight, new master bath, shutters & dual paned windows.
645-B Costa del Mar	1,185,000	1,185,000	3/09	2/2.5	1-2	400	Remodeled East Beach Townhouse with wood floors, marble baths, front garden patio, West facing deck & attached 2 car garage.
50 Barranca #9	619,000	619,000	5/09	2/2	3 rd	440	Top floor ocean view end unit with cathedral ceilings, upgraded baths and kitchen, a fireplace and newer paint and carpet.
50 Barranca #6	499,000	569,000	7/08	2/2	2 nd	298	This pool view unit is a short sale subject to lender approval. This sold in 3/04 for \$587,000 and was redone since sale in 8/02 for \$464,000.

CARPINTERIA

4880 Sandyland #30	397,000	488,000	3/09	1/1	1 st	260	Short sale in La Cabana. Redone unit with travertine kitchen counters, custom cabinetry and spa style soaking tub in the redone bath.
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NEW CLOSED ESCROWS

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

653-C Verde Mar	\$850,000	\$979,000	\$979,000	1/09	2 mo.	2/2.5	1,076	1-2	East Beach Townhouse with 2 master suites, fireplace, and 2 car garage steps from the community pool.
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PRICE CHANGES

<u>ADDRESS</u>	<u>NEW LIST PRICE</u>	<u>OLD LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>COMMENTS</u>
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1349 Plaza Pacifica	\$2,999,900	\$3,350,000	\$3,500,000	Phenomenal 2,023 sq.ft. single level 3/3 with nice ocean views.
83 Seaview Dr.	1,995,000	2,175,000	2,395,000	Totally remodeled North facing unit with dining room and fireplace.
1311 Plaza Pacifica	1,750,000	1,899,000	2,100,000	Beautifully remodeled East facing ocean view 843 sq.ft. first floor unit.
79 Seaview Drive	1,595,000	1,950,000	1,950,000	Gorgeous remodel with an upscale Hampton's feel.
4825 Sandyland #4	1,399,900	1,599,000	1,995,000	Remodeled 966 sq.ft. single level side unit in small gated 8 unit complex.
20 Barranca #2	1,275,000	1,395,000	1,585,000	Front row 1,391 sq.ft. condo with Brazilian cherry floors.
4975 Sandyland #206	1,050,000	1,249,900	1,295,000	This Carpinteria Shores unit has been upgraded since 11/03 sale for \$567,000.
1324 Plaza Sonadores	795,000	895,000	995,000	738 sq.ft. South facing unit with fresh paint, carpet & designer touches.

Available Beach Area Condominiums

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>FLOOR</u>	<u>ASS'N FEE</u>	<u>COMMENTS</u>
SANTA BARBARA							
20 Barranca #2	\$1,275,000	\$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.
647-B Por la Mar	1,250,000	1,350,000	1/09	3/2	1-2	400	Furnished and updated East Beach Townhouse near the pool with a private patio and attached two car garage.
MONTECITO							
15 Seaview Drive	3,495,000	3,495,000	11/08	3/2.5	3 rd	1,040	Lovely ocean views are enjoyed from this beachfront penthouse with formal dining, fireplace and open beam vaulted ceilings. Redone since its 1/02 sale for \$2.1. www.MontecitoShoresCondo.com
1300 Plaza Pacifica	3,325,000	3,325,000	11/08	3/3	1 st	1,355	Newly redone with Carrera marble, wood floors, etc., this 2,136 sq.ft. 3/3 single level has formal dining, fireplace, breakfast area and 2 patios. Prior to the redo, this sold in 3/08 for \$2,450,000.
1349 Plaza Pacifica	2,999,900	3,500,000	5/08	3/3	2 nd	1,414	Gorgeous 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.	1,995,000	2,395,000	8/07	2/2	2 nd	958	Totally remodeled North facing unit with dining room, fireplace and open balconies. Redone since 12/05 sale for \$1,525,000.
40 Seaview Drive	1,810,000	1,810,000	4/09	2/2	1 st	958	This 1,731 sq.ft. condo has a formal dining room and fireplace. It has been redone since its sale in 8/02 for \$960,000.
29 Seaview Drive	1,750,000	2,100,000	8/07	2/2	2 nd	958	Northwest facing 1,731 sq.ft. unit with formal dining room, fireplace, plantation shutters and granite kitchen. Sold 1/04 for \$1,350,000.
1311 Plaza Pacifica	1,750,000	2,100,000	4/08	1/1	1 st	558	Beautifully redone East facing ocean view 843 sq.ft. unit. Prior to the redo, this sold 2/07 for \$1,340,000 and 4/06 for \$800,000.
79 Seaview Drive	1,595,000	1,950,000	11/08	2/2	2 nd	958	Gorgeous remodel with an upscale Hampton's feel. This sold in 9/06 for \$2,095,000. Prior to the remodel, this sold in 6/05 for \$1,700,000.
94 Seaview Drive	1,395,000	1,495,000	3/09	2/2	2 nd	958	A peek of the ocean is had from this thoroughly redone condo with a new kitchen, baths, mouldings, etc. Redone since 6/08 sale for \$1.2.
1315 Plaza Sonadores	895,000	895,000	3/09	1/1	1 st	434	Updated East facing single level condo with private patio.
1324 Plaza Sonadores	795,000	995,000	8/08	1/1	1 st	434	738 sq.ft. South facing unit. Sold 9/07 for \$900K & 5/04 for \$712K.
CARPINTERIA							
4825 Sandyland #4	1,399,900	1,995,000	5/08	2/2	2 nd	400	Remodeled 966 sq.ft. single level side unit in gated 8 unit complex. Prior to the remodel, this sold in 5/05 for \$1,200,000.
4975 Sandyland #206	1,050,000	1,295,000	6/08	2/1	2 nd	318	This Carpinteria Shores unit has been upgraded since it sold in 11/03 for \$567,000. This is not a condo; bank financing is unavailable.
4700 Sandyland #5	590,000	590,000	5/09	1/1	1 st	388	Solimar Sands ground floor unit with den and mountain views.
4700 Sandyland #16	545,000	545,000	3/09	1/1	1 st	388	Solimar Sands ground floor unit sold furnished. Community pool.

Beach Area Condominium Sales in 2009

<u>ADDRESS</u>	<u>SALE PRICE</u>	<u>FINAL LIST PRICE</u>	<u>ORIG. LIST PRICE</u>	<u>SALE DATE</u>	<u>MARKET TIME</u>	<u>BRM/ BATH</u>	<u>SQ. FEET</u>	<u>FLOOR</u>	<u>COMMENTS</u>
SANTA BARBARA									
653-C Verde Mar	\$850,000	\$979,000	\$979,000	1/09	2 mo.	2/2.5	1,076	1-2	East Beach Townhouse with 2 master suites, fireplace, and 2 car garage steps from the community pool.

Beach Area Condominium Sales in 2008

<u>ADDRESS</u>	<u>SALE PRICE</u>	<u>FINAL LIST PRICE</u>	<u>ORIG. LIST PRICE</u>	<u>SALE DATE</u>	<u>MARKET TIME</u>	<u>BRM/ BATH</u>	<u>SQ. FEET</u>	<u>FLOOR</u>	<u>COMMENTS</u>
SANTA BARBARA									
56 Barranca #3	\$610,000	\$618,000	\$699,000	7/08	3 mo.	2/2	1,263	1 st	Overlooking the pool, this unit has formal dining, fireplace, 3 patios and its own laundry.
50 Barranca #10	595,000	640,000	749,000	8/08	1.3 yrs	2/2	1,231	3 rd	Corner unit with high ceilings facing the courtyard.
56 Barranca #11	575,000	599,900	599,900	5/08	1 mo.	2/2		2 nd	Updated unit with fireplace overlooking pool/spa.
MONTECITO									
1367 Plaza Pacifica	4,300,000	4,950,000	4,950,000	4/08	2 wks.	2/2.5	1,773	1 st	Beachfront end unit in original condition with lovely views, 2 fireplaces and a private 2 car garage.
36 Seaview Drive	3,300,000	3,800,000	4,300,000	10/08	3 wks.	3/2.5	2,024	3 rd	Original condition Southeast facing 3 brm top floor with lovely ocean views over the Sea Meadow rooftops.
1300 Plaza Pacifica	2,450,000	2,450,000	2,995,000	3/08	4 mo.	3/3	2,136	1 st	Rare 3/3 single level with formal dining room, fireplace, breakfast area and 2 patios. In unit laundry.
95 Seaview Drive	2,225,000	2,695,000	2,695,000	11/08	3 mo.	2/2		2 nd	Nicely redone ocean view unit with fireplace & formal dining. Prior to the redo, this sold in 12/05 for \$1.6.
52 Seaview Drive	2,000,000	2,350,000	2,350,000	5/08	8 mo.	2/2	1,757	3 rd	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.
9 Seaview Drive	1,800,000	n/a	n/a	8/08	n/a	3/2.5	2,014	2 nd	Bright with ocean views. Sold redone in 10/05 for \$2,450,000 and prior to the redo in 10/02 for \$1.8.
25 Seaview Drive	1,800,000	1,998,000	1,998,000	7/08	5 mo.	2/2	1,599	2 nd	Southeast facing unit with nice ocean views in need of upgrading. This sold in 5/06 for \$1,875,000.
1309 Plaza Pacifica	1,600,000	n/a	n/a	4/08	n/a	1/1.5	948	1 st	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 rd	Top floor unit in orig. condition with partial ocean views, cathedral ceilings and enclosed balconies.
94 Seaview Drive	1,200,000	1,350,000	1,450,000	6/08	1 mo.	2/2	1,795	2 nd	Orig. condition South-facing unit with ocean peek.
CARPINTERIA									
4980 Sandyland #204	650,000	750,000	750,000	3/08	3 mo.	2/1	693	2 nd	This furnished top floor unit has a nice ocean views.
4902 Sandyland #136	472,500	499,000	625,000	4/08	11 mo.	0/1	442	1 st	Redone unit since it 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 st	Sunset Shores East facing unit with new dual paned windows, paint, carpet and kitchen appliances.



 1170 COAST VILLAGE ROAD ■ MONTECITO, CA 93108