

BEACH & BLUFF BUZZ

Perhaps due to the uncertainty that election years bring to real estate markets generally, the volume of sales within the beach market has been relatively low this year. In each market segment, I note the following:

- **Blufftop:** There have been only 2 sales along the blufftop this year, the one discussed on the Mesa in the last newsletter and 3111 Padaro Lane. After almost 3 years on the market, it finally sold to the next door neighbor for \$10,950,000 once its initially ridiculous \$22M asking price was reduced to a reasonable \$11.9M.
- **Montecito thru Carpinteria:** There have been only 4 beachfront sales from Montecito to Sandyland Cove so far this year, about half the average over the last 6 years, and none so far have closed above \$10M (although happily my \$13.5M listing at 3319 Padaro Lane is currently pending.)
- **Rincon:** A relatively low number (5) of Rincon properties have closed to date in 2016, with prices showing mild appreciation and the “floor” now generally selling in the low 2M’s.
- **Beach Condos:** This is the strongest segment in the current beach market. Contrary to the beach home market, the volume of beach condos is on track with prior years and the selling prices have shown strong appreciation. One example is 40 Barranca Avenue #2, purchased on spec in May for \$1,034,000 and, after a quick \$40,000 redo, resold in August for a whopping \$1,800,000, almost \$400,000 more than the next highest sale ever in that complex. Another example is 48 Seaview Drive, which sold last year for \$1,859,000 and resold this summer for \$1,975,000, a 6% increase year over year.

Now that the bitter election is over, here’s hoping the beach market mirrors the gains seen in the stock market, which as of this writing is rallying to record heights.

All the best,
Kathy

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BERKSHIRE HATHAWAY
LUXURY PROPERTIES



FEATURED LISTINGS



26 SEAVIEW DRIVE
WWW.26SEAVIEWDRIVE.COM

1398 PLAZA PACIFICA
WWW.BONNYMEDECONDO.COM

Beautiful whitewater ocean and island views, together with the lovely sound of ocean waves, are enjoyed from this stunning single level condo. Situated on the 2nd floor, this private two bedroom/two bath home has a bright and spacious seaside living room, ocean view dining area, sumptuous ocean view master suite with seaside office area, large ocean view kitchen with custom Oak cabinetry and radiant heating.

Newly and beautifully remodeled, this elegant and sophisticated top floor single level Bonnymede condominium offers walls of glass to lovely ocean and garden views. Exquisite design and exceptional quality harmonize within this spacious air conditioned 2,491 sq.ft. home with two bedrooms, an office/den and three full baths, dramatic see through zinc encased fireplace, solid White Oak floors and custom finishes.

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>
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HOPE RANCH

4015 Bajada Lane	19,500,000	19,500,000	10/16	6/5.5	231'	Gorgeous 1999 built 5,851 sq.ft. Spanish Colonial Revival with library, 3 fireplaces, pool, spa, outdoor BBQ area and easy beach access.
4305 Marina Dr.	12,500,000	12,500,000	11/16	2/3	185'	1950's 3,691 sq.ft. ranch home on 2.47 acres with direct beach access, avocado orchard, tennis court, horse facilities and separate office.

SUMMERLAND

2311 Finney Street	3,595,000	3,850,000	7/16	2/2.5	n/a	Cape Cod 1,919 sq.ft. built in 1986 with path to the beach, 2 fireplaces, ocean view deck, open beam ceilings & garage at end of private cul-de-sac.
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SANTA CLAUS LANE

3715-A Santa Claus Ln	4,975,000	4,975,000	10/16	2/4	n/a	Brand new 2 story mixed use condo. Upstairs living space with 2 brms, luxe finishes, fireplace and private deck. Downstairs are 2 "commercial" spaces.
3715-C Santa Claus Ln	4,275,000	4,275,000	10/16	1/3	n/a	Brand new 2 story mixed use condo. Upstairs living space with 1 brm, lovely finishes, fireplace & large deck. Downstairs is a "commercial" space.

SAND POINT ROAD

571 Sand Point Rd.	26,500,000	26,500,000	7/16	4/4/2	126'	Recently redone 1990's 4,963 sq.ft. Cape Cod with 3/3/2 in the main house plus an extra 3,000 sq.ft. lower level, a 1/1 guest house, deck, spa and lap pool. Prior to redo, sold 10/10 for \$10,700,000.
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RINCON POINT

8113 Puesta del Sol	2,495,000	3,000,000	6/16	3/2	n/a	Redone cottage within gated Rincon Point with large yard and open kitchen with skylights one house back from beach with close beach access.
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RINCON

3772 P.C.H.	4,995,000	4,995,000	5/16	3/4	64'	Two story 3,200 sq.ft. 3/4 wood and glass Contemp. built in 1978 with soaring ceilings, walls of glass, large patio and deck and 3 car garage.
5454 Rincon Beach Park Drive	4,750,000	4,750,000	9/16	4/4	40'	Cape Cod 3,200 sq.ft. 4/4 built in 2009 with limestone floors, 2 fireplaces, granite kitchen, a sweeping staircase to 2 nd floor, built-in BBQ. Sold as new in 10/09 for \$3,975,000. The lot sold for 2,400,000 in 1/06.

WITHDRAWN

<u>ADDRESS</u>	<u>FINAL LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>ADDRESS</u>	<u>FINAL LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>
1473 Edgecliff Ln.	\$13,400,000	\$14,444,000	12/15	1509 Shoreline Dr.	\$5,900,000	\$5,900,000	10/15
3447 Padaro Lane	12,500,000	12,500,000	1/16	1159 Hill Road	5,435,000	5,840,000	11/15

PRICE CHANGES

<u>ADDRESS</u>	<u>NEW LIST PRICE</u>	<u>OLD LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>ADDRESS</u>	<u>NEW LIST PRICE</u>	<u>OLD LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>
3443 Padaro Lane	\$19,900,000	\$23,750,000	\$23,750,000	1205 Hill Road	\$6,250,000	\$7,095,000	\$7,895,000
4145 Creciente Dr.	18,000,000	21,500,000	21,500,000	3485-A Padaro Lane	5,750,000	5,995,000	5,995,000
849 Sand Point Rd.	13,500,000	12,575,000	10,800,000	36 Hammond Dr.	4,850,000	5,250,000	6,850,000
3353 Padaro Lane	10,900,000	12,000,000	12,000,000	15 Lookout Park	3,995,000	4,500,000	4,500,000
3102 Solimar Beach	7,999,000	8,500,000	8,500,000	6614 Old P.C.H.	2,700,000	3,300,000	3,300,000
1813 Fernald Point	6,950,000	7,750,000	8,250,000				

NEW ESCROWS PENDING

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/ BATH	FRONT FEET	COMMENTS
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MONTECITO

1548 Miramar Beach \$1,150,000 \$1,150,000 6/16 0/2 27' 25% interest in darling beachfront cottage with fireplace on two levels, each with deck, giving buyer use 1 week/mo. MiramarBeachHome.com

PADARO LANE & BEACH CLUB ROAD

3319 Padaro Lane 13,500,000 13,500,000 6/16 3/3.5 84' Redone 3/3.5 cottage on the knoll on 0.64 ac. with panoramic views of the entire cove. Sold 9/15 for \$13,000,000. www.3319PadaroLane.com
 3284 Beach Club Rd. 7,950,000 8,250,000 1/16 2/2 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. Sold 4/09 for \$6,100,000.

RINCON

5470 Rincon Beach Park Dr. 2,600,000 3,250,000 6/16 4/3.5 40' Modest 2,813 sq.ft. 1960's home with concrete wall construction and outside staircase between floors on one of the deepest lots in Seacliff Colony.
 6741 Breakers Way 1,399,000 1,795,000 9/15 3/3 n/a Redone 2,913 sq.ft. multi-level home with living room, family room, office, roof-top deck and a 3 car garage. Prior to redo, sold 6/02 for \$625,000.

NEW CLOSED ESCROWS

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

1205 Hill Road \$6,240,000 \$6,250,000 \$7,895,000 9/16 8 mo. n/a Partial ocean view 2,603 sq.ft. 1930's 3/3.5 cottage with pool & spa on 0.6 ac. next to the Biltmore with an easement to the beach. Sold 7/10 for \$6,500,000.
 1464 Bonnymede Dr. 4,075,500 4,495,000 4,750,000 11/16 11 mo. n/a Bright 4/4 Sea Meadow 3,886 sq.ft. with sunken living room, formal dining, 2 masters and a guest/staff bedroom off laundry.
 1502 Miramar Beach 2,575,000 n/a n/a 10/16 n/a 35' Short sale of a 1920's 954 sq.ft. 2 story 2/2 Cape Cod next to the public access stairway. Redone since 3/99 sale for \$875,000.

PADARO LANE & BEACH CLUB ROAD

3111 Padaro Lane 10,950,000 11,900,000 22,000,000 5/16 2 3/4 yrs 186' 2.02 ac. bluff-top lot with shared access to a beach stairway and 3 structures: a 2 story 3/3 1960's home, modest 1/1 guest house and garage/workshop. Bought by the next door neighbor.
 3551 Padaro Lane 6,367,500 7,450,000 7,450,000 9/16 3 mo. 50' Built in 1950, this 2,916 sq.ft. home has 2/2 upstairs, a 2/1 apt. & studio apt. down. Improved since 10/13 sale for \$4,850,000.
 3553 Padaro Lane 5,400,000 5,950,000 5,950,000 6/16 9 mo. 50' Charming 1,240 sq.ft. 1950's 1/2 cottage with wood ceilings, fireplace and bonus room and (unpermitted) bath off the garage.

RINCON

4245 Faria Road 1,450,000 1,589,000 1,725,000 7/16 4 mo. n/a Within the gates at Faria, this redone 2 story 1,180 sq.ft. 2/2 Contemp. has partial ocean views, bamboo floors, 2 car garage and ocean view deck. Redone since 12/11 sale for \$750,000.

AVAILABLE BEACHFRONT PROPERTIES

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/ BATH	FRONT FEET	COMMENTS
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MONTECITO

1813 Fernald Point \$6,950,000 \$8,250,000 2/16 3/3.5 50' Remodeled 1970's 3 level 3,942 sq.ft. 3/3.5 Contemporary with walls of glass, large wine cellar and a lowest level which serves as a separate guest apt. Redone since 7/10 sale for \$5,100,000.

PADARO LANE & BEACH CLUB ROAD

3271 Padaro Lane	33,500,000	33,500,000	6/16	6/6.5	105'	Stunning 2008 7,287 sq.ft. Cape Cod on the knoll with private sandy play area, beachside deck, & lovely landscaping on 3 lots. This home has 2 master suites & an attached guest apt. Sold new in 12/09 for \$17,500,000.
3443 Padaro Lane	19,900,000	23,750,000	3/16	4/6.5	79'	Spectacular gated 6,862 sq.ft. Contemp. on 1.13 acres with 790 sq.ft. guest house, lighted tennis court and spa. More than \$4M went into gutting and remodeling the main house since this sold in 2/06 for \$20,750,000.
3485 Padaro Lane	12,900,000	12,900,000	6/13	6/4/2	87'	Unique offering of 2 homes on 2 lots next to the slough: a newer 2 story 2/2 2,472 sq.ft. non-beachfront home with 1/1 guest suite and a darling 100 yr old 859 sq.ft. 2/2 cottage on the sand. The beachfront house was bought for \$4M in 12/12 and the back house for \$5.1M in 12/09.
3353 Padaro Lane	10,900,000	12,000,000	4/16	3/2	76'	Remodeled 1960's 2,238 sq.ft. with den, wood ceilings and lovely finishes on a 0.37 ac. slightly elevated lot with easy beach access & a huge deck. This has been expanded and redone since it sold in 2/00 for \$2,450,000.

SAND POINT ROAD

571 Sand Point Rd.	26,500,000	26,500,000	7/16	4/4/2	126'	Gorgeous recently redone 1990's 4,963 sq.ft. Cape Cod with 3/3/2 in the main house plus an extra 3,000 sq.ft. lower level, a 1/1 guest house, deck, spa and lap pool. Prior to redo, sold 10/10 for \$10,700,000.
849 Sand Point Rd.	13,500,000	10,800,000	8/13	4/4.5	241'	Beautiful newer 3,365 sq.ft. Cape Cod West of Casa Blanca. This sold in 2/13 for \$8,300,000 and as a tear down in 4/04 for \$3,500,000.
871 Sand Point Rd.	7,990,000	6,500,000	8/13	4/3/2	100'	5,390 sq.ft. Casa Blanca with floating staircase, 2 story LR, master with fireplace, sitting room & gym, & guest qtrs. Sold 5/00 for \$3,550,000.
501 Sand Point Rd.	3,250,000	3,000,000	9/14	Lot	500'+	Vacant lot with sewer and water meter in place and unparalleled views of the ocean, coastline, sanctuary and mountains, but development arduous.

RINCON

3102 Solimar Beach	7,999,000	8,500,000	4/15	5/6.5	80'	Redone 5,742 sq.ft. 5/6.5 Contemp. Medit. on Solimar's largest lot with soaring ceilings, media/family room, custom music studio, office and 3 car garage. Last sold 3/08 for \$6,725,000.
3772 P.C.H.	4,950,000	4,995,000	5/16	3/4	64'	Two story 3,200 sq.ft. 3/4 wood and glass Contemp. built in 1978 with soaring ceilings, walls of glass, large patio and deck and 3 car garage.
5454 Rincon Beach Park Drive	4,750,000	4,750,000	9/16	4/4	40'	Cape Cod 3,200 sq.ft. 4/4 built in 2009 with limestone floors, 2 fireplaces, granite kitchen, a sweeping staircase to 2 nd floor, built-in BBQ. Sold as new in 10/09 for \$3,975,000. The lot sold for 2,400,000 in 1/06.
6614 Old P.C.H.	2,700,000	3,300,000	4/16	3/2	67'	Redone 1,911 sq.ft. 1970's 3/2 single story cottage with stone fireplace, office and 10' x 50' deck adjacent to the Cliff House in Mussel Shoals.
6698 Breakers Way	1,875,000	1,748,000	7/12	Lot	40'	Vacant lot with approved plans for a 3,800 sq.ft. home. This is half of the 80' double lot with tear down that sold in 3/06 for \$2,950,000.

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>
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HOPE RANCH

4305 Marina Dr.	\$25,000,000	\$35,000,000	8/15	4/6.5	200'	Spectacular brand new 10,143 sq.ft. Contemp. with smart home tech, office, family room, pool, spa, tennis court and beach access on 3.7 acres.
4015 Bajada Lane	19,500,000	19,500,000	10/16	6/5.5	231'	Gorgeous 1999 built 5,851 sq.ft. Spanish Colonial Revival with library, 3 fireplaces, pool, spa, outdoor BBQ area and easy beach access.
4145 Creciente Dr.	18,000,000	21,500,000	2/15	6/6/3	309'	Sprawling 1950's 11,574 sq.ft. island style Contemp. on a gated 4.02 ac. lot with tennis court, pool, sprawling lawns, beach access & bluff top patios.
4653 Via Roblada	16,950,000	19,500,000	7/15	5/4.5	400'	13 acre oceanfront orchard property with 4,900 sq.ft. 5/4.5 adobe home, guest facilities and pool.
4305 Marina Drive	12,500,000	12,500,000	11/16	2/3	185'	1950's 3,691 sq.ft. ranch home on 2.47 acres with direct beach access, avocado orchard, tennis court, horse facilities and separate office.

SANTA BARBARA

3349 Cliff Drive 11,995,000 11,995,000 4/16 4/7.5 85' Newly redone and expanded 5,500 sq.ft. gated 1940's hacienda with pool, spillway hot tub, outdoor fireplace and bluff-top fire pit on 1.45 acres.

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>
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MONTECITO

1104 Channel Dr. 37,500,000 37,500,000 3/16 5/6.5 Built in 2008, this is a 6,497 sq.ft. 4/5.5 Contemp. with pool, spa, 746 sq.ft. pool cabana with fireplace, 640 sq.ft. gym and 3 car garage on 1.13 acres. Sold 2/07 for \$25M while still under construction and not subject to its completion. Sold 12/00 as vacant lot with 1127 Channel Dr. for \$6,000,000.

1086 Channel Dr. 19,500,000 19,950,000 11/11 3/2.5 Mid-Century Modern on a gated and beautifully landscaped 0.81 acre lot with great ocean views and easy access across the street to Butterfly Beach.

1127 Hill Road 17,200,000 17,200,000 3/16 4/4.5 Redone island style 4,604 sq.ft. 4/4.5 with 878 sq.ft. 1/1 guest house with fireplace, pool and 820 sq.ft. 1/1 pool house. Sold 9/09 for \$11M and 1/07 for 12.8M. Sold with vacant lot at 1104 Channel Dr. in 12/00 for \$6M.

36 Hammond Dr. 4,850,000 6,850,000 9/12 4/4 Grand 5,200 sq.ft. Sea Meadow home with open beam ceilings, abundant French windows, formal dining, office and slate patios.

SUMMERLAND

2311 Finney Street 3,595,000 3,850,000 7/16 2/2.5 Cape Cod 1,919 sq.ft. built in 1986 with path to the beach, 2 fireplaces, large ocean view deck, open beam ceilings and garage at end of private cul-de-sac.

PADARO LANE & BEACH CLUB ROAD

3485-A Padaro Lane 5,750,000 5,995,000 3/16 4/3.5 Built in 1991, this 2,472 sq.ft. home on the slough has lovely ocean views, open beam ceilings, fireplace and beach access. Sold for \$5.1M in 12/09.

SANTA CLAUS LANE

3715-A Santa Claus 4,975,000 4,975,000 10/16 2/4 Brand new 2 story mixed use condo. Upstairs living space with 2 brms, luxury finishes, fireplace and large private deck. Downstairs are 2 "commercial" spaces.

3715-C Santa Claus 4,275,000 4,275,000 10/16 1/3 Brand new 2 story mixed use condo. Upstairs living space with 1 brm, gorgeous finishes, fireplace and large deck. Downstairs is a "commercial" space.

RINCON POINT

8113 Puesta del Sol 2,495,000 3,000,000 6/16 3/2 Redone cottage within gated Rincon Point with large yard and open kitchen with skylights one house back from beach with beach access just across the road.

RINCON

6670 Old P.C.H. 2,400,000 1,895,000 10/14 5/3 Redone ocean view Contemp. duplex with limestone, glass tile accents, Caesar stone counters & a roof top deck. The lower unit has 2/1 & the upstairs has 3/2.

6727 Breakers Way 1,550,000 1,550,000 5/16 3/3 Bright 2,913 sq.ft. multi-level Contemp. with living room, family rm, office, roof-top deck and 3 car garage. www.MusselShoalsHome.com. Sold 12/03 for \$945,000 and 10/01 for \$670,000.

BEACHFRONT SALES IN 2016

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

1508 Miramar Beach \$5,225,000 n/a n/a 1/16 n/a 31' Legal duplex with 800 sq.ft. 2/2 top level and 750 sq.ft. 2/2 lower level, each with fireplace, granite kitchen, tile floors and in unit laundry on a 1,700 sq.ft. lot. This sold privately.

1502 Miramar Beach	2,575,000	n/a	n/a	10/16	n/a	35'	Short sale of a 1920's 954 sq.ft. 2 story 2/2 Cape Cod next to the public access stairs. Redone since 3/99 sale for \$875,000.
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PADARO LANE & BEACH CLUB ROAD

3551 Padaro Lane	6,367,500	\$7,450,000	\$7,450,000	9/16	3 mo.	50'	This 1950's 2,916 sq.ft. home has 2/2 upstairs, a 2/1 apt. & studio apt. down. Improved since 10/13 sale for \$4,850,000.
3553 Padaro Lane	5,400,000	5,950,000	5,950,000	6/16	9 mo.	50'	Charming 1,240 sq.ft. 1950's 1/2 cottage with wood ceilings, fireplace and bonus room and bath off the garage.

RINCON

3144 Solimar Beach	5,100,000	n/a	n/a	1/16	n/a	75'	Built in 1990, this 3/3.5 3,378 sq.ft. Contemp. with white-washed floors, a glass enclosed spa & 3 car garage. This has been upgraded since its 7/14 sale for \$4,400,000.
2854 P.C.H.	2,900,000	3,095,000	3,095,000	1/16	2 wks	40'	Recently redone 1,298 sq.ft. 1940's 3/2 with fireplace, courtyard & 2 car garage. Redone since sold 4/11 for \$1,665,000.
3870 P.C.H.	2,300,000	2,450,000	2,495,000	3/16	3 mo.	41'	1950's 1,342 sq.ft. 2 story 2/2 with stone fireplace, open beam ceilings, large 2nd story deck and approved seawall.
3924 P.C.H.	2,250,000	2,395,000	2,395,000	3/16	4 mo.	39'	Redone 2 story 1,530 sq.ft. 4/2 with large deck & spa. Prior to the redo, this sold in 2/13 for \$1,645,000.
3968 P.C.H.	1,790,000	1,950,000	1,950,000	1/16	3 mo.	34'	Redone 1920's 1,342 sq.ft. 2/2 cottage with an open floor-plan, skylights and a brick fireplace in the great room. Large deck with fire pit.

SALES ON THE BLUFF IN 2016

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

1625 Shoreline Dr.	\$3,850,000	n/a	n/a	1/16	n/a	94'	1960's 1,934 sq.ft. single story 3/2 on a 0.46 acre parcel.
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PADARO LANE & BEACH CLUB ROAD

3111 Padaro Lane	10,950,000	\$11,900,000	\$22,000,000	5/16	2¾ yrs	186'	2.02 ac. bluff-top lot with shared access to beach stairs and 3 structures: 2 story 3/3 1960's home, modest 1/1 guest home and garage/workshop. Bought by the next door neighbor.
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SALES NEAR THE BEACH OR BLUFF IN 2016

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

1413 Shoreline Dr.	\$2,600,000	n/a	n/a	1/16	n/a	Redone 1,770 sq.ft. 1920's 2/1 cottage with partial ocean views, wood floors, fireplace on a 1/4 ac. Sold 11/12 for \$1,300,000.
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MONTECITO

1205 Hill Road	6,240,000	\$6,250,000	\$7,895,000	9/16	8 mo.	Partial ocean view 2,603 sq.ft. 1930's 3/3.5 cottage with pool and spa on 0.6 ac. next to the Biltmore with an easement to the beach. Sold 7/10 for \$6,500,000.
1460 Bonnymede Dr.	5,465,000	5,975,000	6,450,000	2/16	2 yrs.	Sea Meadow 4,260 sq.ft. 4/4.5 with 2 story atrium, family room with stone fireplace, and a stone outdoor fireplace and patio. Sold 10/03 for \$4,475,000.
40 Hammond Dr.	4,650,000	4,950,000	4,950,000	2/16	3 mo.	South facing 4,606 sq.ft. 4/3 Sea Meadow home with ocean peeks, formal dining, family room and an office/4th bedroom.
1464 Bonnymede Dr.	4,075,500	4,495,000	4,750,000	11/16	11 mo.	Bright 4/4 Sea Meadow 3,886 sq.ft. with sunken living room, formal dining, 2 masters and a guest/staff bedroom off laundry.
1473 Bonnymede Dr.	3,625,000	4,000,000	5,450,000	2/16	5.5 yrs	South facing 4/3 Sea Meadow with limestone & wood floors, formal dining, office/4th brm, 2 fireplaces and private terrace.

RINCON

4245 Faria Road 1,450,000 1,589,000 1,725,000 7/16 4 mo. Within the gates at Faria, this redone 2 story 1,180 sq.ft. 2/2 Contemp. has partial ocean views, bamboo floors, 2 car garage and ocean view deck. Redone since 12/11 sale for \$750,000.

NEW SINCE THE LAST NEWSLETTER...CONDOMINIUMS**NEW LISTINGS**

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

20 Barranca Ave. #2 \$1,099,000 \$1,125,000 7/16 2/2 1st 588 Front row views from redone unit with cherry floors, granite kitchen, fireplace & wet bar. Redone since sale in 9/03 for \$785,000.

46 Barranca Ave. #1 895,000 995,000 8/16 3/2 1st 635 Single level with fireplace, hardwood floors, redone kitchen and baths, crown moldings, new doors and hardware and partial ocean views.

66 Barranca Ave. #1 799,500 799,500 8/16 2/2 1st 635 Poolside unit redone in 2004 with granite counters and maple cabinets. Last sold furnished in 8/14 for \$739,000 and 5/13 for \$745,000.

MONTECITO

1398 Plaza Pacifica 3,495,000 3,850,000 8/16 2/3 2nd 1,445 Newly redone sophisticated East facing ocean view top floor single level end unit with 2 sided fireplace, exquisite materials. Prior to redo, sold 1/16 for \$2,350,000. www.BonnymedeCondo.com.

26 Seaview Drive 3,450,000 3,800,000 7/16 2/2 2nd 1,063 Fabulous ocean views from redone 1,788 sq.ft. with hardwood floors and beautiful finishes. Redone since 11/06 sale for \$2,100,000 and 2/05 for 1,650,000. www.26SeaviewDrive.com

1307 Plaza Pacifica 2,950,000 2,950,000 7/16 1/1.5 1st 1,100 Totally redone 938 sq.ft. with lovely ocean views, heated floors, custom built-ins and fabulous finishes. Sold 12/10 for \$1,345,000 as redone. This was in original condition when sold in 4/08 for \$1,600,000.

1382 Plaza Pacifica 2,700,000 2,800,000 5/16 2/2.5 2-3 1,255 This 1,686 sq.ft. partially updated townhouse with ocean peeks last sold in 6/02 for \$965,000 and 1/00 for \$775,000.

74 Seaview Drive 1,925,000 1,925,000 10/16 2/2 1st 1,063 Redone 1,599 sq.ft. South facing with ocean peek. Sold 10/15 for \$1.8M Redone since sales in 10/07 for \$1,825,000 and 4/04 for \$1,325,000.

1320 Plaza Sonadores 1,149,000 1,350,000 7/16 1/1 1st 765 Redone 813 sq.ft. South facing end unit. Redone since sales in 1/04 for \$750,000, 8/01 for \$535,000 and 6/01 for \$435,000.

SUMMERLAND

15 Lookout Park #B 3,850,000 3,850,000 6/16 2/1.5 1-2 Big Sur feeling wood and glass with sunken living room with fireplace, 2 seaside decks and privacy in rare 2 unit beachfront building.

CARPINTERIA

4975 Sandyland #206 1,249,000 1,249,000 9/16 2/1 2nd 398 Beachfront 690 sq.ft. with 180° ocean views. Sold 11/03 for \$567,000.

4846 Sandyland 1,095,000 1,250,000 11/16 3/2.5 2-3 163 Redone with fireplace, plantation shutters, ceiling fans, wainscoting, mountain views and ocean peeks. Small 5 unit complex.

4700 Sandyland #58 849,000 849,000 7/16 2/2 2-3 540 South facing 828 sq.ft. with partial ocean views. Sold 8/04 for \$700,000.

4880 Sandyland #61 799,900 799,900 7/16 2/1 2nd 350 Darling redone 780 sq.ft. beachy unit with board n' batten wainscoting, new floors, new appliances, etc. Prior to redo, sold 5/15 for \$600,000.

4980 Sandyland #213 399,000 429,000 9/15 0/1 2nd 378 Updated with skylight, plantation shutters and mountain views.

NEW CLOSED ESCROWS

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIG. LIST PRICE	SALE DATE	MARKET TIME	BRM/ BATH	SQ. FEET	FLOOR	COMMENTS
SANTA BARBARA									
40 Barranca #2	\$1,800,000	n/a	n/a	8/16	n/a	2/2	1,188	2 nd	Redone on spec. Panoramic ocean views from end unit with no adjacent neighbors. Sold privately. Sold 5/16 for \$1,034,000 and 9/00 for \$510,000.
40 Barranca #2	1,034,000	n/a	n/a	5/16	n/a	2/2	1,188	2 nd	Panoramic ocean views from end unit with no adjacent neighbors. Sold privately. Last sold 9/00 for \$510,000.
643-E Costa del Mar	860,000	885,000	885,000	8/16	1 mo.	2/2	1,374	1-2	Redone 1,374 sq.ft. end unit East Beach Townhouse with fireplace, private patio and attached 2 car garage.
50 Barranca #8	840,000	875,000	995,000	2/16	6 mo.	3/2	1,395	2 nd	Redone single level unit with wood floors, new kitchen, fireplace and crown moldings. Sold 12/03 for \$595,000.
645-C Costa del Mar	755,000	849,000	979,000	6/16	8 mo.	2/2.5	1,079	1-2	East Beach Townhouse with pool and greenbelt views.
MONTECITO									
3 Seaview Drive	3,300,000	3,600,000	3,600,000	9/16	7 mo.	3/2.5	2,234	1 st	Redone 3/2.5 with nice ocean views from patio. Redone in part since sales in 12/11 for \$2,300,000, 2/07 for \$2,250,000 and 7/03 for \$1,800,000.
1337 Plaza Pacifica	2,500,000	2,750,000	2,750,000	5/16	1 day	2/2.5	1,686	2-3	Whitewater ocean and coastline views from both levels of this townhouse with fireplace, wet bar and laundry.
48 Seaview Drive	1,975,000	n/a	n/a	9/16	n/a	2/2	1,724	2 nd	Newly redone partial ocean view East facing unit with fireplace with open kitchen to formal dining room. Sold 8/15 for \$1,859,000.
39 Seaview Drive	1,850,000	1,925,000	1,925,000	9/16	1 mo.	2/2	1,798	1 st	Newly redone 1,798 sq.ft. with ocean peeks, White Oak floors, new doors and windows, fireplace, formal dining and two patios. Redone since 1/16 sale for \$1,330,875.
58 Seaview Drive	1,650,000	1,798,000	1,798,000	8/16	2 mo.	2/2	1,731	1 st	Bright Southeast facing condo with partial ocean views, private patio, enclosed sunroom, fireplace, built-in bookshelves, formal dining and wood floors.
CARPINTERIA									
4980 Sandyland #216	820,000	849,900	849,000	9/16	3 wks	1/1	693	2 nd	Redone and furnished in Sunset Shores. Redone since sale in 7/14 for \$580,160.
4700 Sandyland #4	784,000	799,500	799,500	8/16	2 mo.	2/1	700	1 st	Remodeled unit with Carpinteria Salt Marsh views. Sold 9/06 for \$792,500.
4700 Sandyland #13	745,000	759,000	759,000	6/16	1 mo.	1/1	700	1 st	Solimar Sands 1/1 plus den next to pool with mtn views, updated kitchen and tile floors. Sold 11/13 for \$699,000.
4980 Sandyland #104	680,000	699,000	699,000	9/16	3 wks	2/1	748	1 st	This furnished unit has a peek of the ocean. The floors have been tiled since 11/07 sale for \$610,000.
4902 Sandyland #138	488,675	549,000	549,000	9/16	6 mo.	0/1	384	1 st	Redone Sunset Shores studio with patio, granite kitchen and bath. Sold 8/12 for \$369,000 and prior to redo, in 5/00 for \$182,500.
4902 Sandyland #241	415,000	425,000	599,000	7/16	7 mo.	1/1	435	2 nd	Updated Sunset Shores end unit with mountain views.

AVAILABLE BEACH AREA CONDOMINIUMS

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/ BATH	ASS'N FLOOR	FEE	COMMENTS
SANTA BARBARA							
20 Barranca Ave. #2	\$1,099,000	\$1,125,000	7/16	2/2	1 st	588	Front row views from redone unit with cherry floors, granite kitchen, fireplace & wet bar. Redone since sale in 9/03 for \$785,000.
46 Barranca Ave. #1	895,000	995,000	8/16	3/2	1 st	635	Single level with fireplace, hardwood floors, redone kitchen and baths, crown moldings, new doors and hardware and partial ocean views.

66 Barranca #1 799,500 799,500 8/16 2/2 1st 635 Poolside unit redone in 2004 with granite counters and maple cabinets. Last sold furnished in 8/14 for \$739,000 and 5/13 for \$745,000.

MONTECITO

1356/8 Plaza Pacifica 3,650,000 4,299,000 7/15 3/3.5 1st 1,763 Unique offering of two one-brm units that have been combined to form a lovely West facing 1,763 sq.ft. 3 bedroom end unit with huge terrace.

1398 Plaza Pacifica 3,495,000 3,850,000 8/16 2/3 2nd 1,445 Newly redone sophisticated East facing ocean view top floor single level end unit with 2 sided fireplace, exquisite materials. Prior to redo, sold 1/16 for \$2,350,000. www.BonnymedeCondo.com

26 Seaview Drive 3,450,000 3,800,000 7/16 2/2 2nd 1,063 Fabulous ocean views from redone 1,788 sq.ft. with hardwood floors and beautiful finishes. Redone since 11/06 sale for \$2,100,000 and 2/05 for 1,650,000. www.26SeaviewDrive.com

1375 Plaza Sonadores 2,995,000 2,995,000 4/16 2/2.5 2-3 1,082 Redone 1,540 sq.ft. South facing townhome end unit with new kitchen (opened to the living room), French Oak floors, baths, etc. Redone since 8/15 sale for \$1,550,000.

1307 Plaza Pacifica 2,950,000 2,950,000 7/16 1/1.5 1st 1,100 Totally redone 938 sq.ft. with lovely ocean views, heated floors, custom built-ins and fabulous finishes. Sold 12/10 for \$1,345,000 as redone. This was in original condition when sold in 4/08 for \$1,600,000.

1382 Plaza Pacifica 2,700,000 2,800,000 5/16 2/2.5 2-3 1,255 This 1,686 sq.ft. partially updated townhouse with ocean peeks last sold in 6/02 for \$965,000 and 1/00 for \$775,000.

1383 Plaza Sonadores 2,295,000 2,295,000 6/16 2/2.5 2-3 1,030 Redone 1,410 sq.ft. South facing townhome with fireplace, walnut floors, custom cabinets & granite kitchen. Sold 11/12 for \$1,100,000.

74 Seaview Drive 1,925,000 1,925,000 10/16 2/2 1st 1,063 Redone 1,599 sq.ft. South facing with ocean peek. Sold 10/15 for \$1.8M Redone since sales in 10/07 for \$1,825,000 and 4/04 for \$1,325,000.

1319 Plaza Sonadores 1,795,000 2,695,000 7/15 3/2.5 1st 1,175 East facing 1,624 sq.ft. 3 brm with marble entrance, travertine and bamboo floors.

1320 Plaza Sonadores 1,149,000 1,350,000 7/16 1/1 1st 765 Redone 813 sq.ft. South facing end unit. Redone since sales in 1/04 for \$750,000, 8/01 for \$535,000 and 6/01 for \$435,000.

SUMMERLAND

15-A Lookout Park 3,995,000 4,500,000 4/16 2/2.5 1-2 Redone & private 1,743 sq.ft. townhouse right on the sand, offered fully furnished. Redone since 11/00 sale for \$2,500,000.

15-B Lookout Park 3,850,000 3,850,000 6/16 2/1.5 1-2 Big Sur feeling wood and glass with sunken living room with fireplace, 2 seaside decks and privacy in rare 2 unit beachfront building.

CARPINTERIA

4975 Sandyland #206 1,249,000 1,249,000 9/16 2/1 2nd 398 Beachfront 690 sq.ft. with 180° ocean views. Sold 11/03 for \$567,000.

4846 Sandyland 1,095,000 1,250,000 11/16 3/2.5 2-3 163 Redone with fireplace, plantation shutters, ceiling fans, wainscoting, mountain views and ocean peeks. Small 5 unit complex.

4700 Sandyland #58 849,000 849,000 7/16 2/2 2-3 540 South facing 828 sq.ft. with partial ocean views. Sold 8/04 for \$700,000.

4880 Sandyland #61 799,900 799,900 7/16 2/1 2nd 350 Darling redone 780 sq.ft. beachy unit with board n' batten wainscoting, new floors, new appliances, etc. Prior to redo, sold 5/15 for \$600,000.

4902 Sandyland #245 399,000 495,000 5/15 0/1 2nd 378 Mountain view studio with new paint & carpet. Sold 5/05 for \$470,000.

4980 Sandyland #213 399,000 429,000 9/15 0/1 2nd 378 Updated with skylight, plantation shutters and mountain views.

BEACH AREA CONDOMINIUM SALES IN 2016

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

40 Barranca #2	\$1,800,000	n/a	n/a	8/16	n/a	2/2	1,188	2 nd	Redone on spec. Panoramic ocean views from end unit with no adjacent neighbors. Sold privately. Sold 5/16 for \$1,034,000 and 9/00 for \$510,000.
40 Barranca #2	1,034,000	n/a	n/a	5/16	n/a	2/2	1,188	2 nd	Panoramic ocean views from end unit with no adjacent neighbors. Sold privately. Last sold 9/00 for \$510,000.

641-B Por la Mar	905,000	939,000	939,000	2/16	4 mo.	2/2.5	1,100	1-2	E. beach Townhouse with 2 master suites, 2 patios and 2 car garage. Redone since sale in 8/12 for \$695,000.
50 Barranca #8	840,000	875,000	995,000	2/16	6 mo.	3/2	1,395	2 nd	Redone single level unit with wood floors, new kitchen, fireplace and crown moldings. Sold 12/03 for \$595,000.
643-E Costa del Mar	860,000	885,000	885,000	8/16	1 mo.	2/2	1,374	1-2	Redone 1,374 sq.ft. end unit East Beach Townhouse with fireplace, private patio and attached 2 car garage.
645-C Costa del Mar	755,000	849,000	979,000	6/16	8 mo.	2/2.5	1,079	1-2	East Beach Townhouse with pool and greenbelt views.

MONTECITO

1385 Plaza Pacifica	4,650,000	4,795,000	4,950,000	1/16	7 mo.	2/2.5	1,676	2-3	Redone Contemp. beachfront South-facing townhouse with whitewater views and a rare 2 car enclosed garage. Prior to the redo, this sold for \$3,700,000 in 6/07.
6 Seaview Drive	4,125,000	n/a	n/a	1/16	n/a	2/2.5	2,374	1 st	Beachfront Southeast facing ground floor with patio in original condition with great ocean and coastline views.
7 Seaview Drive	4,000,000	n/a	n/a	2/16	n/a	2/2.5	2,460	2 nd	Beachfront with sweeping ocean views from every room, formal dining and fireplace in dated condition.
15 Seaview Drive	3,950,000	3,975,000	3,975,000	3/16	1 wk.	3/2.5	2,374	3 rd	West facing with whitewater views, living room with open beam vaulted ceilings and fireplace, formal dining. Sold 1/02 for \$2,100,000. www.MontecitoPenthouse.com
3 Seaview Drive	3,300,000	3,600,000	3,600,000	9/16	7 mo.	3/2.5	2,234	1 st	Redone 3/2.5 with nice ocean views from patio. Redone in part since sales in 12/11 for \$2,300,000, 2/07 for \$2,250,000 and 7/03 for \$1,800,000.
1337 Plaza Pacifica	2,500,000	2,750,000	2,750,000	5/16	1 day	2/2.5	1,686	2-3	Whitewater ocean and coastline views from both levels of this townhouse with fireplace, wet bar and laundry.
1398 Plaza Pacifica	2,350,000	2,595,000	2,595,000	1/16	3 days	2/3	2,234	2 nd	East facing partial ocean view top floor single level 2/3 end unit with 2 sided fireplace in living room.
48 Seaview Drive	1,975,000	n/a	n/a	9/16	n/a	2/2	1,724	2 nd	Newly redone partial ocean view East facing unit with fireplace with open kitchen to formal dining room. Sold 8/15 for \$1,859,000.
39 Seaview Drive	1,850,000	1,925,000	1,925,000	9/16	1 mo.	2/2	1,798	1 st	Newly redone 1,798 sq.ft. with ocean peeks, White Oak floors, new doors and windows, fireplace, formal dining and two patios. Redone since 1/16 sale for \$1,330,875.
53 Seaview Drive	1,700,000	1,795,000	2,250,000	4/16	1¼ yrs	2/2	1,731	3 rd	Treetop & mtn views, fireplace, formal dining, wet bar, sound system, A/C & forced air heat. Sold 6/04 for \$1.3.
58 Seaview Drive	1,650,000	1,798,000	1,798,000	8/16	2 mo.	2/2	1,731	1 st	Bright Southeast facing condo with partial ocean views, private patio, enclosed sunroom, fireplace, built-in bookshelves, formal dining and wood floors.
39 Seaview Drive	1,330,875	1,439,000	1,439,000	1/16	2 wks	2/2	1,798	1 st	Dated west facing ground floor 2/2 unit with parquet floors, fireplace, wet bar, formal dining room and peeks of the ocean from the patio and kitchen.

CARPINTERIA

4980 Sandyland #216	820,000	849,900	849,000	9/16	3 wks	1/1	693	2 nd	Redone and furnished in Sunset Shores. Redone since sale in 7/14 for \$580,160.
4700 Sandyland #4	784,000	799,500	799,500	8/16	2 mo.	2/1	700	1 st	Remodeled unit with Carpinteria Salt Marsh views. Sold 9/06 for \$792,500.
4700 Sandyland #13	745,000	759,000	759,000	6/16	1 mo.	1/1	700	1 st	Solimar Sands 1/1 plus den next to pool with mtn views, updated kitchen and tile floors. Sold 11/13 for \$699,000.
4980 Sandyland #104	680,000	699,000	699,000	9/16	3 wks	2/1	748	1 st	This furnished unit has a peek of the ocean. The floors have been tiled since 11/07 sale for \$610,000.
4902 Sandyland #138	488,675	549,000	549,000	9/16	6 mo.	0/1	384	1 st	Redone Sunset Shores studio with patio, granite kitchen and bath. Sold 8/12 for \$369,000 and prior to redo, in 5/00 for \$182,500.
4902 Sandyland #241	415,000	425,000	599,000	7/16	7 mo.	1/1	435	2 nd	Updated Sunset Shores end unit with mountain views.