

# BEACH & BLUFF BULLETIN

WINTER  
*at the beach*

June 2017 ~ June 2018

## BEACH & BLUFF BUZZ

With the exception of the Santa Barbara blufftop, the very few sales to date this year show a beach market that appears to be retreating somewhat from the fairly robust market of 2017:

■ **Blufftop:** Both Santa Barbara blufftop sales in 2018 sold virtually overnight and clearly have established that the “floor” of sale prices now exceeds \$3M for even the most modest of oceanfront homes. However, the “ceiling” of the high end still appears to be below \$20M, with properties asking over \$10M taking years to sell.

■ **Montecito thru Carpinteria:** With no sales so far this year, this segment of the market is clearly struggling, whereas during 2017, even a tiny 800 sq.ft. studio on Miramar Beach sold in the high \$3M range, and all 4 Padaro Lane sales exceeded \$10M. It is certainly possible that the heartbreaking debris flow in Montecito has played a role in this year’s inactivity in this segment of the market.

■ **Rincon:** The 3 sales along the Rincon to date put it on track to match 2017’s 6 total sales in volume. Most notable is the overnight \$4,450,000 Solimar Beach sale of a modest home, proving Solimar Beach Colony continues to attract the strongest interest and highest prices along the Rincon.

■ **Beach Condos:** While the pricing and activity in the Santa Barbara beach condo market have stayed steady between 2017 and 2018, the volume of sales in Montecito and Carpinteria has fallen dramatically. There is no doubt that the January flooding of Bonnymede has adversely impacted that complex, but it is not clear why the Carpinteria market is struggling, with only 1 sale to date in 2018 compared to 10 in 2017.

Hopefully, the 2018 beach market will soon regain the momentum that began during 2017!

All the best,

**KATHLEEN WINTER**

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BERKSHIRE HATHAWAY  
LUXURY PROPERTIES



## FEATURED LISTINGS



\$19,950,000 PARADISEONPADARO.COM



\$9,750,000 SANDPOINTSANCTUARY.COM



\$7,800,000 PADAROLANEHOME.COM



\$5,795,000 PADAROCOTTAGE.COM



\$4,850,000 SEAMEADOWHOME.COM



\$4,650,000 FARIABEACHHOME.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>HOPE RANCH</b>						
4151 Creciente Dr.	\$14,950,000	\$14,950,000	4/18	7/6.5	100'	Redone 1928's 6,131 sq.ft. Medit. by famed architect James Plunkett on 1.24 ac. with Venetian plaster, infinity pool, spa, guest suite, 3 car garage.
4295 Marina Drive	12,900,000	12,900,000	11/17	4/4/3	195'	Redone 1950's 3,380 sq.ft. adobe main home with 1/1 guest house, game room, pool, tennis court & orchard on 3.30 ac. with direct beach access.
<b>SANTA BARBARA</b>						
3219 Cliff Drive	11,200,000	12,888,000	7/17	6/5.5	100'	Remodeled 1990's 6,691 sq.ft. private Medit. on 1.3 ac. with luxury finishes. Redone since sold in 8/14 for \$8,400,000 and 6/00 for \$3,750,000.
1547 Shoreline Dr.	7,995,000	7,995,000	5/18	4/6/2	82'	Updated 1990's 5,100 sq.ft. 4/4.5 Contemporary with mahogany accents, formal dining, travertine and hardwood floors, detached structure with patios and hot tub on 1/2 ac. Updated since 7/07 sale for \$4,500,000.
3429 Sea Ledge Ln.	7,500,000	7,500,000	6/18	3/3.5	135'	Charming 3,027 sq.ft. cottage with flagstone floors, open beam ceilings, 3 fireplaces & lovely yard .9 ac. Prior to redo, this sold in 3/00 for \$2M.
1553 Shoreline Dr.	3,495,000	3,495,000	5/18	Lot	85'	Vacant 0.52 acre blufftop lot. Sold 1/04 for \$1,600,000.
<b>MONTECITO</b>						
1631 Posilipo Ln.	11,900,000	11,900,000	5/18	5/3.5	75'	Redone 1900's 2 story 3/3.5 4,187 sq.ft. Medit. with attached 3/2 guest apt. on a gated & nicely landscaped 1/2 acre. Updated since 5/09 sale for \$8,300,000. Prior to the redo, this sold privately for \$10,000,000 in 7/07.
1155 Hill Road	9,500,000	9,500,000	6/18	4/4	n/a	Remodeled 4,208 sq.ft. 3/3 Board n' Batten carriage house with 1/1 guest house on 0.4 ac and partial ocean views from 2 <sup>nd</sup> story patio. Sold 2/08 for \$9,000,000. Prior to redo, sold 9/03 for \$3,500,000.
1506 Miramar Beach	5,800,000	5,800,000	6/18	2/2	25'	Redone 2 story 1,197 sq.ft. 1950's cottage with open beam ceilings, laundry, Franklin stove and 2 beachfront decks.
1483 Bonnymede Dr.	4,850,000	4,850,000	5/18	3/3	n/a	Within guarded and gated Sea Meadow, 4,000 sq.ft. French Country with open beam ceilings, French doors, formal dining, 2 fireplaces, 2 ocean view balconies and a gorgeous private yard with fountain. SeaMeadowHome.com
<b>PADARO LANE &amp; BEACH CLUB ROAD</b>						
3365 Padaro Lane	19,500,000	19,500,000	Pocket	6/6.5	100'	Lovely 3,891 sq.ft. 4/4.5 Contemp. with pool, spa, 2/2 guest house and gorgeous landscaping on appx. 1 acre. ParadiseOnPadaro.com
3493 Padaro Lane	7,800,000	8,850,000	8/17	3/2	62'	Charming 1940's 1,749 sq.ft. redwood Board n' Batten cottage with large deck with spa, open beam ceilings & wood floors. PadaroLaneHome.com
3525 Padaro Lane	7,775,000	7,775,000	6/18	2/2	50'	1950's 1/1 above 1 car garage with detached 1/1 cabana on the sand.
<b>SAND POINT ROAD</b>						
571 Sand Point Rd.	26,500,000	26,500,000	6/18	4/4/2	126'	Gorgeous 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.
791 Sand Point Rd.	9,750,000	9,750,000	Pocket	3/2.5	109'	1950's 2,300 sq.ft. cottage on a lovely lot with ocean, island and coastline views and fabulous mtn and bird sanctuary views. SandPointSanctuary.com
879 Sand Point Rd.	8,750,000	8,750,000	3/18	5/4.5	100'	Built in 2003, this 5,656 sq.ft. is the Western-most in the Moroccan Casa Blanca enclave. Stone floors, formal dining, master with fireplace. Redone since 12/04 sale for \$5,250,000. The lot sold in 1/01 for \$1,465,000.
<b>RINCON POINT</b>						
8050 Puesta del Sol	3,950,000	4,400,000	3/18	2/2	51'	1970's 2/2 1,481 sq.ft. cottage with stone fireplace, large deck and views. Next to the public beach access to famous Rincon Pt. surf. Sold 10/10 for \$1,800,000.



8110 Buena Fortuna 2,675,000 2,995,000 8/17 3/2.5 n/a Two story 2,199 sq.ft. Contemporary with large walled yard, high ceilings, marble floors, and deeded beach access within gated Rincon Point.

<b>RINCON</b>							
4014 P.C.H.	4,650,000	4,650,000	6/18	3/3	40'	Stunning 3,159 sq.ft. Contemp. with floating aluminum staircase, 2 fireplaces, travertine floors and large deck. FariaBeachHome.com	
5372 Rincon Beach Park Drive	4,250,000	4,995,000	2/18	4/4	40'	Remodeled 2 story 3/3 Contemp. with 2 fireplaces, a detached suite, firepit & vast deck. Redone since 2/14 sales for \$2,900,000 & 3/11 for \$2,275,000.	
5514 Rincon Beach Park Drive	2,900,000	2,900,000	6/18	2/1	40'	Sweet redone 868 sq.ft. cottage built in 1940 with fireplace, deck & firepit. Redone since 5/07 sale for \$2,160,000.	
4165 Faria Road	2,495,000	2,495,000	6/18	3/2	n/a	2 story 1,804 sq.ft. Contemp. with spa and partial views over rooftops.	
5406 Rincon Beach Park Drive	2,495,000	2,495,000	6/18	2/2	40'	Darling remodeled 1950's 810 sq.ft. cottage with deck, spa and firepit and fenced tropical back yard in gated enclave.	
3968 P.C.H.	2,399,000	2,495,000	10/17	2/2	34'	Newly redone 1920's 1,286 sq.ft. 2/2 cottage with an open floorplan, skylights and a brick fireplace in the great room. Large deck with fire pit. Prior to redo, sold 1/16 for \$1,790,000.	

## **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>
3055 Padaro Lane	\$22,500,000	\$28,500,000	2/17	3353 Padaro Lane	\$9,900,000	\$12,000,000	4/16
4321 Marina Drive	12,500,000	12,500,000	11/16	5518 Rincon Beach	3,300,000	4,350,000	3/17

## **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>
2825 Padaro Lane	\$49,000,000	\$60,000,000	\$60,000,000	3611 Padaro Lane	\$5,795,000	\$5,950,000	\$6,500,000
4347 Marina Drive	24,900,000	32,750,000	32,750,000	5454 Rincon Beach Pk.	3,990,000	4,495,000	4,750,000
1186 Channel Drive	22,000,000	19,500,000	19,500,000	3715-C Santa Claus	3,150,000	3,650,000	4,275,000
849 Sand Point Road	11,995,000	13,500,000	10,800,000	2311 Finney Street	2,395,000	3,200,000	3,850,000

## **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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<b>SANTA BARBARA</b>						
1419 Shoreline Dr.	\$2,700,000	\$2,700,000	9/17	4/3	102'	1940's single level 2,836 sq.ft. fixer with a flat roof on a flag lot one parcel west of Shoreline Park.

<b>SUMMERLAND</b>						
2311 Finney Street	2,395,000	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.

<b>SANTA CLAUS LANE</b>						
3717 Santa Claus Ln.	3,350,000	3,350,000	2/18	2/3	n/a	Brand new 2 story mixed use condo. Upstairs living space with 2/2, wide plank floors, fireplace and large deck. Downstairs is a "commercial" space.

<b>RINCON</b>						
5454 Rincon Beach Park Drive	3,990,000	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 <sup>nd</sup> floor, built-in BBQ. Sold as new in 10/09 for \$3,975,000. The lot sold for 2,400,000 in 1/06.
6727 Breakers Way	1,160,000	1,160,000	5/18	3/3	n/a	Bright 2,913 sq.ft. multi-level Contemp. with living room, family rm, office, rooftop deck and 3 car garage. Sold 12/03 for \$945,000 and 10/01 for \$670,000.

## NEW CLOSED ESCROWS

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FRONT FEET	COMMENTS
<b>HOPE RANCH</b>							
4305 Marina Dr.	\$17,500,000	\$19,500,000	\$35,000,000	10/17	2 yrs.	200'	Fab. new 10,143 sq.ft. 4/6.5 Contemp. with smart home tech, office, family room, pool, spa, tennis & beach access on 3.7 ac.
4145 Creciente Dr.	11,500,000	14,000,000	21,500,000	2/18	3 yrs.	309'	Sprawling 1950's 11,574 sq.ft. 6/6/3 island style Contemp. on a gated 4.02 ac. lot with tennis court, pool and beach access.
4653 Via Roblada	10,000,000	11,995,000	19,500,000	5/18	2¼ yrs.	400'	13 ac. orchard with 5,120 sq.ft. 1960's 5/4.5 adobe home, guest facilities and pool.
<b>SANTA BARBARA</b>							
1611 Shoreline Dr.	3,870,000	3,950,000	3,950,000	8/18	2 wks.	97'	Built in 1974, this modest 1970's 2,825 sq.ft. 4/3.5 Medit. has a rose garden and spacious rooms. Sold 12/02 for \$2,100,000.
2339 Edgewater	3,395,000	3,395,000	3,395,000	4/18	1 wk.	37'	Modest 2,000 sq.ft. 1940's 4/2 on 1 ac. with long driveway and detached garage close to Mesa steps.
2321 Edgewater	1,900,000	n/a	n/a	10/17	n/a	n/a	Modest 2 story 1950's 1,605 sq.ft. 2/1.5 A-frame with ocean peeks & carport. Sold 2/14 for \$1,325,000 and 3/00 for \$750K.
2511 Medcliff Rd.	1,625,000	1,725,000	1,725,000	2/18	2 wks.	n/a	Modest 1950's 1/1 cottage on non-oceanfront 0.47 ac. within a block of the Wilcox Property and near the Mesa Steps.
<b>MONTECITO</b>							
1154 Channel Dr.	11,500,000	13,750,000	13,750,000	5/18	2 mo.	n/a	1970's 3,844 sq.ft. 2 story 4/4.5 Medit. with pool/spa overlooking Butterfly Beach. Sold with approved plans for Industrial Modern redo. Plans approved since 8/13 sale for \$8,800,000.
1143 Hill Road	6,495,000	6,495,000	6,495,000	5/18	1 wk.	n/a	Redone 1,986 sq.ft. 1950's 4/4 one house back from beach with deeded access. Sold 6/14 for \$4,850,000, 10/03 for \$2,200,000 & 5/01 for \$1,450,000.
1558 Miramar Beach	3,850,000	4,050,000	4,800,000	11/17	7 mo.	11'	Well built narrow 1,186 sq.ft. 3 story 3/2 Contemp. duplex built in 1996 with exotic woodwork and efficient design. 871 sq.ft. lot. This sold for \$3,350,000 in 1/14 and \$3,500,000 in 3/11.
1479 Bonnymede Dr.	3,740,000	n/a	n/a	8/17	n/a	n/a	Sea Meadow 2/2.5 3,194 sq.ft. with slate roof, open beam ceilings, brick patios and sunroom. Sold 11/07 for \$4,000,023.
<b>PADARO LANE &amp; BEACH CLUB ROAD</b>							
3271 Padaro Lane	21,750,000	24,900,000	33,500,000	12/17	1½ yrs	105'	Stunning 2008 7,287 sq.ft. 6/6.5 Cape Cod on the knoll with private sandy area, beachside deck & lovely landscaping on 3 lots with attached guest apt. Sold new in 12/09 for \$17,500,000.
3443 Padaro Lane	18,600,000	18,750,000	18,750,000	10/17	1 wk.	79'	Spectacular gated 6,862 sq.ft. 4/6.5 Contemp. on 1.13 acres with 790 sq.ft. guesthouse, lighted tennis court and plunge pool. Foreclosed 8/17 for unknown sum. Over \$4M went into a remodel since 2/06 sale for \$20,750,000. 3443PadaroLane.com
3485 Padaro Lane	10,100,000	12,500,000	12,900,000	6/17	4 yrs.	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.
3236 Beach Club Rd.	2,725,000	2,395,000	2,395,000	6/17	1 day	n/a	Built in 1975, this 1,521 sq.ft. single level 2/2 home has lovely ocean views, easy beach access, a detached art studio and an attached 2 car garage. Sold amidst multiple offers.
<b>SANTA CLAUS LANE</b>							
3715-A Santa Claus	3,550,000	3,950,000	4,975,000	12/17	1 yr.	n/a	Brand new 2 story mixed use condo. Upstairs 2/2 home with luxury finishes, fireplace and large private deck. Downstairs are 2 "commercial" spaces, each with full bath.

**SAND POINT ROAD**

845 Sand Point Rd. 12,000,000 n/a n/a 10/17 n/a 106' Redone 3,800 sq.ft. 4/6 Cape Cod with pool, theater, and 3 fireplaces. Prior to redo, sold 1/00 for \$2,250,000.

**SANDYLAND COVE**

4555 Ave. del Mar 8,700,000 8,995,000 8,995,000 6/17 3 wks 76' Modest 1,531 sq.ft. 3/2 cottage and 1/1 guest house on a double lot with a gorgeous Cypress tree. Sold 7/06 for \$5,675,000.

**RINCON**

3108 Solimar Beach 4,450,000 4,800,000 4,800,000 6/18 3 wks 60' Modest 2,434 sq.ft. 3/3 built in 1967 on a large lot with spa.  
 3772 P.C.H. 4,100,000 4,320,000 4,995,000 8/17 1 yr. 64' Two story 1970's 3,200 sq.ft. 3/4 wood and glass Contemp. with soaring ceilings, walls of glass, large patio and 3 car garage.  
 3532 P.C.H. 3,025,000 3,297,000 3,397,000 12/17 6 mo. 60' Redone 1970's 2,637 sq.ft. 3/3 Contemporary with walls of glass in the 2 story living rm with fireplace. Sold 11/07 for \$3,000,000.  
 2854 P.C.H. 2,850,000 2,950,000 3,290,000 9/17 5 mo. 40' Recently redone 1,298 sq.ft. 1940's 3/2 with fireplace, courtyard & 2 car garage. Re-landscaped & freshened since it sold 1/16 for \$2,900,000. Redone since sold 4/11 for \$1,665,000.  
 4280 Faria Road 2,600,000 2,749,000 2,950,000 6/17 4 mo. 53' Updated 2/2 home detached guest studio, spa, outdoor fireplace and sauna. Sold 9/11 for \$1,320,000 and 8/01 for \$1,205,000.  
 6694 Breakers Way 2,470,000 2,699,000 2,899,000 1/18 5 mo. 42' 2 story 1960's 1,847 sq.ft. 3/2 next to the pier in Mussel Shoals with fireplace, large 2<sup>nd</sup> floor balcony and 240° degree views.  
 3968 P.C.H. 2,175,000 2,299,000 2,495,000 6/18 4 mo. 34' Newly redone 1920's 1,286 sq.ft. 2/2 cottage with an open floor-plan, skylights and a brick fireplace in the great room. Prior to redo, sold 1/16 for \$1,790,000.  
 3726 P.C.H. 2,175,000 2,300,000 2,450,000 9/17 3 mo. 39' Built in 1963, this 1,454 sq.ft. single level 3/2 home has a fireplace and 2 car garage.  
 6733 Breakers Way 1,033,500 1,195,000 1,325,000 9/17 4 mo. n/a Multi-level 2,811 sq.ft. 3/3.5 Contemp. with living room, family room, office, rooftop deck & 3 car garage. Sold 3/00 for \$600K.

**AVAILABLE BEACHFRONT 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>
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**MONTECITO**

1491 Edgecliff Ln. \$25,000,000 \$25,000,000 5/17 3/3.5 100' Newer island style compound with 3,531 sq.ft. main home, 3 additional cottages, verandas and tropical landscaping on a .65 ac. corner lot. A tear down on the property sold in 5/05 for \$9,000,000.  
 1631 Posilipo Ln. 11,900,000 11,900,000 5/18 5/3.5 75' Redone 1900's 2 story 3/3.5 4,187 sq.ft. Medit. with attached 3/2 guest apt. on a gated & nicely landscaped 1/2 acre. Updated since 5/09 sale for \$8,300,000. Prior to the redo, this sold privately for \$10,000,000 in 7/07.  
 1506 Miramar Beach 5,800,000 5,800,000 6/18 2/2 25' Redone 2 story 1,197 sq.ft. 1950's cottage with open beam ceilings, Franklin stove, laundry and 2 beachfront decks.

**PADARO LANE & BEACH CLUB ROAD**

3365 Padaro Lane 19,500,000 19,500,000 Pocket 6/6.5 100' Lovely 3,891 sq.ft. 4/4.5 Contemp. with pool, spa, 2/2 guest house and gorgeous landscaping on appx. 1 acre. ParadiseOnPadaro.com  
 3493 Padaro Lane 7,800,000 8,850,000 8/17 3/2 62' Charming 1940's 1,749 sq.ft. redwood Board n' Batten cottage with large deck with spa, open beam ceilings & wood floors. PadaroLaneHome.com  
 3525 Padaro Lane 7,775,000 7,775,000 6/18 2/2 50' 1950's 1/1 above 1 car garage with detached 1/1 cabana on the sand.  
 3611 Padaro Lane 5,795,000 6,395,000 12/16 2/3 220' Darling redone 1,279 sq.ft. home with open beam and pole ceilings, stone fireplace, travertine floors, and vast beach frontage. PadaroCottage.com

**SAND POINT ROAD**

571 Sand Point Rd.	26,500,000	26,500,000	6/18	4/4/2	126'	Gorgeous 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.	11,995,000	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.
791 Sand Point Rd.	9,750,000	9,750,000	Pocket	3/2.5	109'	1950's 2,300 sq.ft. cottage on a lovely lot with ocean, island and coastline views & fabulous mtn and bird sanctuary views. SandPointSanctuary.com
879 Sand Point Rd.	8,750,000	8,750,000	3/18	5/4.5	100'	Built in 2003, this 5,656 sq.ft. is the Western-most in the Moroccan Casa Blanca enclave. Stone floors, formal dining, master with fireplace. Redone since 12/04 sale for \$5,250,000. The lot sold in 1/01 for \$1,465,000.
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 POINT**

8050 Puesta del Sol	3,950,000	4,400,000	3/18	2/2	51'	1970's 2/2 1,481 sq.ft. cottage with stone fireplace, large deck and views. Next to the public beach access to famous Rincon Pt. surf. Sold 10/10 for \$1,800,000.
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**RINCON**

4014 P.C.H.	4,650,000	4,650,000	6/18	3/3	40'	Stunning 3,159 sq.ft. Contemp. with floating aluminum staircase, 2 fireplaces, travertine floors and large deck. FariaBeachHome.com
5372 Rincon Beach Park Drive	4,250,000	4,995,000	2/18	4/4	40'	Remodeled 2 story 3/3 Contemp. with 2 fireplaces, a detached suite, fire-pit and vast deck. Completely redone since 2/14 sales for \$2,900,000 and 3/11 for \$2,275,000.
5514 Rincon Beach Park Drive	2,900,000	2,900,000	6/18	2/1	40'	Sweet redone 868 sq.ft. cottage built in 1940 with fireplace, deck & firepit. Redone since 5/07 sale for \$2,160,000.
5406 Rincon Beach Park Drive	2,495,000	2,495,000	6/18	2/2	40'	Darling remodeled 1950's 810 sq.ft. cottage with deck, spa and firepit and fenced tropical back yard in gated enclave.
6614 Old P.C.H.	2,475,000	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	1,799,000	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**

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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.
4151 Creciente Dr.	14,950,000	14,950,000	4/18	7/6.5	100'	Redone 1928's 6,131 sq.ft. Medit. by famed architect James Plunkett on 1.24 ac. with Venetian plaster, infinity pool, spa, guest suite, 3 car garage.
4295 Marina Drive	12,900,000	12,900,000	11/17	4/4/3	195'	Redone 1950's 3,380 sq.ft. adobe main home with 1/1 guest house, game room, pool, tennis court & orchard on 3.30 ac. with direct beach access.

**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.
3219 Cliff Drive	11,200,000	12,888,000	7/17	6/5.5	100'	Remodeled late 1990's 6,691 sq.ft. private Medit. on 1.3 ac. with luxury finishes and craftsmanship. Redone since sold in 8/14 for \$8,400,000 and 6/00 for \$3,750,000.
1547 Shoreline Dr.	7,995,000	7,995,000	5/18	4/6/2	82'	Updated 1990's 5,100 sq.ft. 4/4.5 Contemporary with mahogany accents, formal dining, travertine and hardwood floors, detached structure with patios and hot tub on 1/2 ac. Updated since 7/07 sale for \$4,500,000.

3429 Sea Ledge Ln.	7,500,000	7,500,000	6/18	3/3.5	135'	Charming 3,027 sq.ft. cottage with flagstone floors, open beam ceilings, 3 fireplaces & lovely yard .9 ac. Prior to redo, this sold in 3/00 for \$2M.
1553 Shoreline Dr.	3,495,000	3,495,000	5/18	Lot	85'	Vacant 0.52 acre blufftop lot. Sold 1/04 for \$1,600,000.

### PADARO LANE & BEACH CLUB ROAD

2825 Padaro Ln.	49,000,000	60,000,000	2/17	2/1	505'	10.25 ac. parcel with beach access, a shared well & small 2/1 1940's cottage. This sold in 3/06 for \$28.5M when comprised of 17.25 ac. In 2007, 7 ac. were sold off for \$25M to the next door neighbor, but it took until 12/09 to complete the requisite lot line adjustment.
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## AVAILABLE PROPERTIES NEAR THE BEACH OR BLUFF

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	COMMENTS
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### HOPE RANCH

4347 Marina Dr.	\$24,900,000	\$32,750,000	6/17	5/6.5	Remodeled and expanded 1970 4/5.5 Wallace Neff Contemporary with guest house, pool and all new theater, wine cellar and spa. Prior to the redo, this sold in 4/07 for \$7,500,000 and 8/05 for \$7,750,000.
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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.	22,000,000	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.
1155 Hill Road	9,500,000	9,500,000	6/18	4/4	Remodeled 4,208 sq.ft. 3/3 Board n' Batten carriage house with 1/1 guest house on 0.4 ac and partial ocean views from 2 <sup>nd</sup> story patio. Sold 2/08 for \$9,000,000. Prior to redo, sold 9/03 for \$3,500,000.
1483 Bonnymede Dr.	4,850,000	4,850,000	5/18	3/3	Within guarded and gated Sea Meadow, this 4,000 sq.ft. home has open beam ceilings, French doors & windows, formal dining, 2 fireplaces, 2 ocean view balconies and a gorgeous private yard with fountain. SeaMeadowHome.com

### SANTA CLAUS LANE

3715 Santa Claus Ln.	3,150,000	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.
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### RINCON POINT

8110 Buena Fortuna	2,675,000	2,995,000	8/17	3/2.5	Two story 2,199 sq.ft. Contemporary with large walled yard, high ceilings, marble floors, and deeded beach access on the Ventura side of gated Rincon Point.
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### RINCON

4165 Faria Road	2,495,000	2,495,000	6/18	3/2	2 story 1,804 sq.ft. Contemp. with spa and partial views over rooftops.
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## BEACHFRONT SALES IN 2018

AS OF JUNE 30, 2018

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

3108 Solimar Beach	\$4,450,000	\$4,800,000	\$4,800,000	6/18	3 wks.	60'	Modest 2,434 sq.ft. 3/3 built in 1967 on a large lot with spa.
6694 Breakers Way	2,470,000	2,699,000	2,899,000	1/18	5 mo.	42'	2 story 60's 1,847 sq.ft. 3/2 next to the pier in Mussel Shoals with fireplace, large 2 <sup>nd</sup> floor balcony and 240° degree views.
3968 P.C.H.	2,175,000	2,299,000	2,495,000	6/18	4 mo.	34'	Newly redone 1920's 1,286 sq.ft. 2/2 cottage. Prior to redo, sold 1/16 for \$1,790,000.

## SALES ON THE BLUFF IN 2018

AS OF JUNE 30, 2018

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

4145 Creciente Dr.	\$11,500,000	\$14,000,000	\$21,500,000	2/18	3 yrs.	309'	Sprawling 1950's 11,574 sq.ft. 6/6/3 island style Contemp. on a gated 4.02 ac. with tennis court, pool and beach access.
4653 Via Roblada	10,000,000	11,995,000	19,500,000	5/18	2¾ yrs.	400'	13 ac. orchard with 5,120 sq.ft. 1960's 5/4.5 adobe home, guest facilities and pool.

### SANTA BARBARA

1611 Shoreline Dr.	3,870,000	3,950,000	3,950,000	8/18	2 wks.	97'	Modest 1970's 2,825 sq.ft. 4/3.5 Medit. with rose garden and spacious rooms. Sold 12/02 for \$2,100,000.
2339 Edgewater Way	3,395,000	3,395,000	3,395,000	4/18	1 wk.	37'	Modest 2,000 sq.ft. 1940's 4/2 on 1 ac. with long driveway and detached garage close to Mesa steps.

## SALES NEAR THE BEACH OR BLUFF IN 2018

AS OF JUNE 30, 2018

<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

2511 Medcliff Rd.	\$1,625,000	\$1,725,000	\$1,725,000	2/18	2 wks	Modest 1950's 1/1 cottage on non-oceanfront 0.47 ac. within a block of the Wilcox Property and near the Mesa Steps.
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### MONTECITO

1154 Channel Dr.	11,500,000	13,750,000	13,750,000	5/18	2 mo.	1970's 3,844 sq.ft. 2 story 4/4.5 Medit. with pool/spa overlooking Butterfly Beach. Sold with approved plans for Industrial Modern redo. Plans approved since 8/13 sale for \$8,800,000.
1143 Hill Road	6,495,000	6,495,000	6,495,000	5/18	1 wk.	Redone 1,986 sq.ft. 1950's 4/4 one house back from beach with deeded access. Sold 6/14 for \$4,850,000, 10/03 for \$2,200,000 & 5/01 for \$1,450,000.

## BEACHFRONT SALES IN 2017: COMPLETE

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

1558 Miramar Beach	\$3,850,000	4,050,000	4,800,000	11/17	7 mo.	11'	Well built narrow 1,186 sq.ft. 3 story 3/2 Contemp. duplex built in 1996 with exotic woodwork and efficient design. 871 sq.ft. lot. Sold for \$3,350,000 in 1/14 & \$3,500,000 in 3/11.
1548 Miramar Beach	3,850,000	n/a	n/a	5/17	n/a	27'	Redone 801 sq.ft. studio built in 1912 with downstairs storage room with a sofa bed and unpermitted bath.

### PADARO LANE & BEACH CLUB ROAD

3271 Padaro Lane	21,750,000	\$24,900,000	\$33,500,000	12/17	1.5 yrs.	105'	Stunning 2008 7,287 sq.ft. 6/6.5 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	18,600,000	18,750,000	18,750,000	10/17	1 wk.	79'	Fabulous gated 6,862 sq.ft. 4/6.5 Contemp. on 1.13 ac. with 790 sq.ft. guesthouse, lighted tennis court and plunge pool. Foreclosed 8/17 for unknown sum. Over \$4M remodel since 2/06 sale for \$20,750,000. 3443PadaroLane.com



3319 Padaro Lane	12,750,000	13,500,000	13,500,000	3/17	8 mo.	84'	Redone 3/3.5 on the knoll on 0.64 ac. with 84' of frontage & panoramic views of the entire cove. Sold 9/15 for \$13M.
3485 Padaro Lane	10,100,000	12,500,000	12,900,000	6/17	4 yrs.	87'	2 homes on 2 lots next to the slough: a newer 2/2 2,472 sq.ft. non-beachfront with 1/1 guest suite + a 100 yr old 859 sq.ft. 2/2 on the sand. The beachfront house was bought for \$4M in 12/12 and the back house for \$5.1M in 12/09.

### SAND POINT ROAD

845 Sand Point Rd.	12,000,000	n/a	n/a	10/17	n/a	106'	Redone 3,800 sq.ft. 4/6 Cape Cod with pool, theater, and 3 fireplaces. Prior to redo, sold 1/00 for \$2,250,000.
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### SANDYLAND COVE

4555 Ave. del Mar	8,700,000	8,995,000	8,995,000	6/17	3 wks	76'	Modest 1,531 sq.ft. 3/2 cottage and 1/1 guest house on a double lot with a big Cypress tree. Sold 7/06 for \$5,675,000.
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### RINCON POINT

8120 Puesta del Sol	5,235,000	n/a	n/a	1/17	n/a	60'	Original condition 1950's 1,908 sq.ft. 4/3 cottage on 0.2 ac. on the Ventura Cty side of gated Rincon Pt. Sold privately.
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### RINCON

3772 P.C.H.	4,100,000	4,320,000	4,995,000	8/17	1 yr.	64'	Two story 1970's 3,200 sq.ft. 3/4 wood and glass Contemp. with soaring ceilings, walls of glass, patio and 3 car garage.
3532 P.C.H.	3,025,000	3,297,000	3,397,000	12/17	6 mo.	60'	Redone 70's 2,637 sq.ft. 3/3 Contemp. with walls of glass in 2 story living room with fireplace. Sold 11/07 for \$3,000,000.
2854 P.C.H.	2,850,000	2,950,000	3,290,000	9/17	5 mo.	40'	Recently redone 1,298 sq.ft. 1940's 3/2 with fireplace, courtyard & 2 car garage. Re-landscaped & freshened since it sold 1/16 for \$2,900,000. Redone since sold 4/11 for \$1,665,000.
5384 Rincon Beach Park Dr.	2,624,000	n/a	n/a	2/17	n/a	40'	Built in 1959, this 2,487 sq.ft. A frame 3/3 cottage in the gated Seacliff Beach Colony sold privately.
4280 Faria Road	2,600,000	2,749,000	2,950,000	6/17	4 mo.	53'	Redone 2/2 with detached studio, spa, outdoor fireplace and sauna. Sold 9/11 for \$1,320,000 and 8/01 for \$1,205,000.
3726 P.C.H.	2,175,000	2,300,000	2,450,000	9/17	3 mo.	39'	Built in 1963, this 1,454 sq.ft. single level 3/2 home has a fireplace and 2 car garage.

## SALES ON THE BLUFF IN 2017: COMPLETE

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

4305 Marina Dr.	\$17,500,000	\$19,500,000	\$35,000,000	10/17	2 yrs.	200'	Spectacular new 10,143 sq.ft. 4/6.5 Contemp. with smart home tech, office, family room, multiple built-in fish tanks, pool, spa, tennis court and beach access on 3.7 acres.
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### SANTA BARBARA

5 Santa Cruz Blvd.	2,275,000	2,275,000	2,275,000	5/17	4 days	50'	Bluff-top 1,400 sq.ft. concrete block 2/2 home built in 1950 on a flag lot with walls of ocean view windows, master bedroom fireplace, garage and close beach access.
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## SALES NEAR THE BEACH OR BLUFF IN 2017: COMPLETE

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

2321 Edgewater	\$1,900,000	n/a	n/a	10/17	n/a		Modest 2 story 1950's 1,605 sq.ft. 2/1.5 A-frame with ocean peeks & 2 car carport. Sold 2/14 for \$1,325,000 and 3/00 for \$750,000.
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**MONTECITO**

1127 Hill Road	12,500,000	\$15,000,000	\$17,200,000	3/17	10 mo.	Redone island style 4,604 sq.ft. 4/4.5 with 878 sq.ft. 1/1 guest house with fireplace, pool & 820 sq.ft. 1/1 pool house. Sold 9/09 for \$11M & 1/07 for 12.8M. Sold with vacant lot at 1104 Channel Dr. in 12/00 for \$6M.
36 Hammond Dr.	4,500,000	4,850,000	6,850,000	1/17	3¼ yrs	Grand 5,200 sq.ft. Sea Meadow 4/4 home with open beam ceilings formal dining room, office and slate patios.
1479 Bonnymede Dr.	3,740,000	n/a	n/a	8/17	n/a	Sea Meadow 2/2.5 3,194 sq.ft. with slate roof, open beam ceilings, brick patios and upstairs sunroom. Sold 11/07 for \$4,000,023.
1467 Vincenti Place	3,650,000	3,950,000	3,950,000	5/17	4 mo.	Pretty 3,558 sq.ft. 3/3 Sea Meadow home with open beam ceilings, Oak parquet and French paver floors, formal dining, 2 fireplaces and large patios. Partly redone since 3/05 sale for \$2,900,000.

**PADARO LANE & BEACH CLUB ROAD**

3236 Beach Club Rd.	2,725,000	2,395,000	2,395,000	6/17	1 day	Built in 1975, this 1,521 sq.ft. single level 2/2 home has nice ocean views, easy beach access, a detached art studio and an attached 2 car garage. Sold amidst multiple offers.
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**SANTA CLAUS LANE**

3715-A Santa Claus	3,550,000	3,950,000	4,975,000	12/17	1 yr.	Brand new 2 story mixed use condo. Upstairs 2/2 home with luxe finishes, fireplace & private deck. Downstairs are 2 "commercial" spaces, each with full bath.
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**RINCON POINT**

8113 Puesta del Sol	2,050,000	2,495,000	3,000,000	3/17	7 mo.	Redone 1950's 1,686 sq.ft. 3/2 with open kitchen, skylights and yard. One house back from beach with close beach access.
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**RINCON**

6733 Breakers Way	1,033,500	1,195,000	1,325,000	9/17	4 mo.	Multi-level 2,811 sq.ft. 3/3.5 Contemp. with living room, family room, office, rooftop deck & 3 car garage. Sold 3/00 for \$600K.
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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
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**SANTA BARBARA**

50 Barranca #10	\$975,000	\$975,000	6/18	2/2	3 <sup>rd</sup>	\$700	Redone 1,231 sq.ft. corner unit with high ceilings, skylights, fireplace & newer wood flooring. Sold 9/15 for \$750,000 and 8/08 for \$595,000.
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**MONTECITO**

1385 Plaza Pacifica	4,885,000	5,100,000	6/18	2/2.5	2-3	1,471	Redone 1,676 sq.ft. Contemp. beachfront South-facing townhouse with whitewater views and a 2 car enclosed garage. Sold 1/16 for \$4,650,000. Prior to the redo, this sold for \$3,700,000 in 6/07.
1349 Plaza Pacifica	4,280,000	4,750,000	9/17	3/3	2 <sup>nd</sup>	1,260	Sleek 2,287 sq.ft. single level 3/3 with nice ocean views. Sold as redone in 5/12 for \$2,250,000. Sold in orig. condition in 3/01 for \$1,672,000.
1350 Plaza Pacifica	3,150,000	3,150,000	3/18	2/2	1 <sup>st</sup>	1,295	Gorgeous Contemp. redo of a 1,694 sq.ft. South-facing end unit with ocean peeks, fireplace, laundry & terrace. Sold 3/18 for \$2,100,000 and 11/13 for \$2,600,000. Prior to redo, sold in 4/07 for \$1,800,000.
51 Seaview Drive	2,595,000	2,595,000	4/18	2/2.5	3 <sup>rd</sup>	1,142	Redone West facing with partial ocean views, formal dining/den, fireplace, heightened ceilings with skylights, forced air heating and A/C, custom doors and cabinets. Sold privately in 4/11 for \$930,000.
1366 Plaza Sonadores	1,700,000	1,700,000	6/18	2/2.5	2-3	995	Redone 1,452 sq.ft. South facing townhome with Contemp. finishes, granite counters and 2 covered patios.

**CARPINTERIA**

4880 Sandyland #29 550,000 550,000 6/17 1/1 1<sup>st</sup> 612 Redone La Cabana with granite counters, tile floors, new cabinets and the largest patio in the complex.

**NEW ESCROWS PENDING**

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	FLOOR	ASS'N FEE	COMMENTS
46 Barranca #1	\$899,000	\$899,000	6/18	3/2	1 <sup>st</sup>	\$700	Single level with partial ocean views, fireplace, hardwood floors, and redone baths, kitchen, moldings and doors. Sold 6/17 for \$850,000.

**NEW CLOSED ESCROWS**

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

663-A Del Parque	\$1,444,000	\$1,750,000	\$1,850,000	8/17	2 mo.	2/2	1,350	1-2	Front row ocean view end unit East Beach townhome with updated kitchen, carpet, paint & fireplace surround.
667-C Del Parque	1,400,000	n/a	n/a	6/18	n/a	3/2	1,664	1-2	Front row ocean view townhome. This sold privately without coming on the market.
659-F Del Parque	1,100,000	1,250,000	1,350,000	3/17	5 mo.	2/2	1,374	1-2	Redone 1,374 sq.ft. poolside unit with fireplace, skylights & spa tub. Sold 4/14 for \$1,230,000 and 2/07 for \$1,300,000 as redone & 1/01 for \$700,000 prior to redo.
26 Barranca #3	1,100,000	1,189,000	1,589,000	9/17	9 mo.	2/2.5	1,232	2-3	Front row townhouse with panoramic ocean and coastline views, fireplace, granite kitchen and updated baths.
20 Barranca #2	980,000	999,500	1,125,000	3/18	1¾ yrs	2/2	1,391	1 <sup>st</sup>	Front row. Redone with cherry floors, granite kitchen, fireplace and wet bar. Redone since 9/03 sale for \$785K.
649-F Verde Mar	970,000	1,050,000	1,050,000	9/17	2 mo.	2/2	1,318	1-2	Partly redone end unit East Beach Townhouse with stainless appliances and new bathroom.
643-B Verde Mar	925,000	950,000	1,050,000	10/17	4 mo.	2/2.5	1,118	1-2	East Beach Townhouse with greenbelt views, fireplace, wood and tile floors.
50 Barranca #12	880,000	875,000	875,000	2/18	1 wk.	3/2	1,395	3 <sup>rd</sup>	End unit with vaulted ceilings, fireplace and partial ocean views from bedrooms. Sold 8/03 for \$632,500.
50 Barranca #11	875,000	899,000	925,000	8/17	3 mo.	3/2	1,443	3 <sup>rd</sup>	Newly painted single level with partial ocean views, fireplace, laundry and 3 parking spaces.
46 Barranca #1	850,000	875,000	995,000	6/17	7 mo.	3/2	1,395	1 <sup>st</sup>	Single level with partial ocean views, fireplace, hardwood floors, and redone baths, kitchen, moldings and doors.
653-E Verde Mar	840,000	899,000	1,025,000	6/18	7 mo.	2/2.5	1,327	1-2	Redone with new paint, counters, appliances & floors.
66 Barranca #1	749,000	759,000	799,500	10/17	11 mo.	2/2	1,120	1 <sup>st</sup>	Poolside unit redone in 2004 with granite counters and maple cabinets and smooth ceilings. Sold 8/14 for \$739,000 and 5/13 for \$745,000.

**MONTECITO**

1 Seaview Drive	6,600,000	n/a	n/a	5/18	n/a	3/3.5	2,371	1 <sup>st</sup>	Completely remodeled with fabulous ocean views, large beachside patio, fireplace and formal dining. Completely remodeled since it sold in 9/13 for \$4,350,000. Updated since 3/05 sale for \$3,008,000.
1319 Plaza Pacifica	4,650,000	5,250,000	5,250,000	7/17	2 mo.	3/3	2,055	1 <sup>st</sup>	Redone sq.ft. single story with partial ocean views from patio, fireplace, and plantation shutters. Sold 11/15 for \$2,902,500, 5/06 for \$2,755,000 and 3/00 for \$960,000.
78 Seaview Drive	4,000,000	4,150,000	4,150,000	4/18	3 mo.	3/2.5	2,336	1 <sup>st</sup>	Redone South facing with lovely ocean views, bamboo heated floors, paneled office, formal DR and fireplace. Some updates since 6/11 sale for \$2,650,000. Prior to redo, sold for \$2,400,000 in 9/05.

27 Seaview Drive	2,525,000	2,595,000	3,100,000	3/18	1 yr.	3/2.5	2,360	2 <sup>nd</sup>	Redone Western facing with partial ocean view, den/3 <sup>rd</sup> brm, fireplace, formal dining and enclosed lanai with wall of glass. Prior to the redo, this sold 5/14 for \$1,875,000.
1375 Plaza Sonadores	2,450,000	2,495,000	2,995,000	12/17	1.5 yrs.	2/2.5	1,540	2-3	Redone South facing townhome end unit with new baths, Fr. Oak floors. Redone since 8/15 sale for \$1,550,000.
1309 Plaza Pacifica	2,200,000	2,950,000	2,950,000	12/17	1.5 yrs.	1/1.5	938	1 <sup>st</sup>	Redone end unit with lovely ocean views, heated floors, custom built-ins. Sold as redone in 12/10 for \$1,345,000. Sold in original condition in 4/08 for \$1,600,000.
1350 Plaza Pacifica	2,100,000	n/a	n/a	3/18	n/a	2/2	1,694	1 <sup>st</sup>	Gorgeous Contemp. redo of a South-facing end unit with ocean peeks, fireplace, laundry & terrace. Sold 11/13 for \$2,600,000. Prior to redo, sold in 4/07 for \$1,800,000.
60 Seaview Drive	2,040,000	2,250,000	2,250,000	9/17	3 mo.	2/2	1,743	1 <sup>st</sup>	Ocean & garden view 1,743 sq.ft. South facing with fireplace, formal dining room & large private terraces. Partly redone since 2/10 sale for \$1,075,000.
1382 Plaza Pacifica	2,000,000	2,225,000	2,800,000	12/17	1.5 yrs.	2/2.5	1,686	2-3	This partially updated townhouse with ocean peeks last sold in 6/02 for \$965,000 and 1/00 for \$775,000.
74 Seaview Drive	1,820,000	1,895,000	1,925,000	7/17	7 mo.	2/2	1,599	1 <sup>st</sup>	Redone 1,599 sq.ft. South facing with ocean peek. Sold 10/15 for \$1,800,000. Redone since sales in 10/07 for \$1,825,000 and 4/04 for \$1,325,000.
87 Seaview Drive	1,762,250	1,865,000	1,985,000	10/17	3 mo.	2/2	1,769	3 <sup>rd</sup>	Redone 1,769 sq.ft. tennis court view unit with formal dining and fireplace. New A/C, heat and paint since sold in 1/15 for \$1,550,000. Redone since 1/10 sale for \$1,050,000 and 4/02 for \$975,000.
43 Seaview Drive	1,675,000	1,770,000	2,027,000	6/18	1 yr.	2/2	1,782	2 <sup>nd</sup>	Bright with some ocean views, redone baths and kitchen. Sold 3/07 for \$1,750,000 and 2/04 for \$1,350,000.
17 Seaview Drive	1,675,000	1,750,000	1,950,000	3/18	1 yr.	2/2	1,773	2 <sup>nd</sup>	Northwest facing top floor with soaring ceilings, wet bar, and enclosed balconies. Sold 3/06 for \$1,795,000.
1386 Plaza Pacifica	1,425,000	1,495,000	1,495,000	11/17	1 mo.	1/1.5	1,300	2 <sup>nd</sup>	Redone 1,300 sq.ft. breezeway unit with fireplace and enclosed balcony. Sold 5/14 for \$1,275,000. Redone since sale in 4/04 for \$1,088,000.
1359 Plaza Sonadores	1,250,000	1,325,000	1,495,000	12/17	10 mo.	1/1.5	783	1 <sup>st</sup>	Redone end unit with stone floors, granite counters and ocean peek. Sold 6/05 for \$1,000,000. Redone since 3/00 sale for \$525,000.
1308 Plaza Sonadores	1,240,000	1,248,000	1,440,000	12/17	8 mo.	1/1	806	1 <sup>st</sup>	Redone end unit with Oak & tile floors, granite counters. Sold 6/05 for \$1,000,000 and 9/05 for \$750,000.
1308 Plaza Pacifica	1,200,000	1,295,000	1,385,000	11/17	7 mo.	1/1.5	843	1 <sup>st</sup>	Redone 843 sq.ft. South facing with ocean views, patio & distance from other buildings. Sold 4/15 for \$1,295,000.
1355 Plaza Sonadores	985,000	999,500	1,049,000	4/18	4 mo.	1/1	717	1 <sup>st</sup>	South facing with ocean peeks, new paint and flooring. Sold 3/12 for \$660,000.

### CARPINTERIA

4885 Sandyland #4	3,900,000	n/a	n/a	7/17	n/a	2/2.5	1,502	1-2	Beachfront corner unit with office and rooftop deck. Sold 2/11 for \$2,200,000, 6/05 for \$1,800,000 and 4/02 for \$1,500,000.
4700 Sandyland #44	920,000	920,000	920,000	8/17	2 days	2/1	828	2 <sup>nd</sup>	Ocean peeks from redone fully furnished Solimar Sands upper level unit with wainscoting and new flooring.
4846 Sandyland Rd.	795,000	795,000	1,250,000	10/17	1 yr.	3/2	1,288	2 <sup>nd</sup>	Ocean peeks from deck are enjoyed from this large 3/2 redone condo in a 5 unit building.
4880 Sandyland #61	750,000	784,000	799,900	7/17	11 mo.	2/1	780	2 <sup>nd</sup>	Redone La Cabana upper level condo. Sold 5/15 for \$600,000 in original condition.
4880 Sandyland #29	550,000	550,000	550,000	6/17	1 wk.	1/1	612	1 <sup>st</sup>	Redone La Cabana with custom Cherry wood cabinets, new appliances & counters. Largest patio in the complex.
4950 Sandyland #230	395,000	419,000	419,000	4/18	1 day	1/1	436	2 <sup>nd</sup>	Beachy Sunset Shores unit overlooking the pool.
4902 Sandyland #245	350,000	375,000	375,000	6/17	1 day	0/1	406	2 <sup>nd</sup>	Sunset Shores studio with mtn views and skylight.

## AVAILABLE BEACH AREA CONDOMINIUMS

ADDRESS	CURRENT LIST PRICE	ORIGINAL LIST PRICE	LIST DATE	BRM/BATH	FLOOR	ASS'N FEE	COMMENTS
<b>SANTA BARBARA</b>							
50 Barranca #10	\$975,000	\$975,000	6/18	2/2	3 <sup>rd</sup>	\$700	Redone 1,231 sq.ft. corner unit with high ceilings, skylights, fireplace & newer wood flooring. Sold 9/15 for \$750,000 and 8/08 for \$595,000.
<b>MONTECITO</b>							
1385 Plaza Pacifica	4,885,000	5,100,000	6/18	2/2.5	2-3	1,471	Redone 1,676 sq.ft. Contemp. beachfront South-facing townhouse with whitewater views and a 2 car enclosed garage. Sold 1/16 for \$4,650,000. Prior to the redo, this sold for \$3,700,000 in 6/07.
1389 Plaza Pacifica	4,700,000	7,995,000	12/16	2/2.5	2-3	1,250	Beachfront 1,667 sq.ft. townhouse with panoramic ocean views, granite counters in the kitchen and baths and some other improvements.
1349 Plaza Pacifica	4,280,000	4,750,000	9/17	3/3	2 <sup>nd</sup>	1,260	Sleek 2,287 sq.ft. single level 3/3 with nice ocean views. Sold as redone in 5/12 for \$2,250,000. Sold in orig. condition in 3/01 for \$1,672,000.
1350 Plaza Pacifica	3,150,000	3,150,000	3/18	2/2	1 <sup>st</sup>	1,295	Gorgeous Contemp. redo of a 1,694 sq.ft. South-facing end unit with ocean peeks, fireplace, laundry & terrace. Sold 3/18 for \$2,100,000 and 11/13 for \$2,600,000. Prior to redo, sold in 4/07 for \$1,800,000.
51 Seaview Drive	2,595,000	2,595,000	4/18	2/2.5	3 <sup>rd</sup>	1,142	Redone West facing with partial ocean views, formal dining/den, fireplace, heightened ceilings with skylights, forced air heating and A/C, custom doors and cabinets. Sold privately in 4/11 for \$930,000.
1366 Plaza Sonadores	1,700,000	1,700,000	6/18	2/2.5	2-3	995	Redone 1,452 sq.ft. South facing townhome with Contemp. finishes, granite counters and 2 covered patios.

<b>SUMMERLAND</b>							
15-A Lookout Park	3,500,000	4,500,000	4/16	2/2.5	1-2	n/a	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	2,475,000	2,475,000	7/18	2/1.5	1-2	n/a	Big Sur feeling wood and glass with sunken living room with fireplace, 2 seaside decks and privacy in rare 2 unit beachfront building.

<b>CARPINTERIA</b>							
4700 Sandyland #50	729,000	785,000	4/17	2/2	2-3	540	Solimar Sands 828 sq.ft. with mountain views.
4880 Sandyland #29	550,000	550,000	6/17	1/1	1 <sup>st</sup>	612	Redone La Cabana with granite counters, tile floors, new cabinets and the largest patio in the complex.

## BEACH AREA CONDOMINIUM SALES IN 2018

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIG. LIST PRICE	SALE DATE	MARKET TIME	BRM/BATH	SQ. FEET	FLOOR	COMMENTS
<b>SANTA BARBARA</b>									
667-C Del Parque	\$1,400,000	n/a	n/a	6/18	n/a	3/2	1,664	1-2	Front row ocean view townhome. This sold privately without coming on the market.
20 Barranca #2	980,000	\$999,500	\$1,125,000	3/18	1¾ yrs	2/2	1,391	1 <sup>st</sup>	Front row. Redone with cherry floors, granite kitchen, fireplace and wet bar. Redone since 9/03 sale for \$785K.
50 Barranca #12	880,000	875,000	875,000	2/18	1 wk.	3/2	1,395	3 <sup>rd</sup>	End unit with vaulted ceilings, fireplace and partial ocean views from bedrooms. Sold 8/03 for \$632,500.
653-E Verde Mar	840,000	899,000	1,025,000	6/18	7 mo.	2/2.5	1,327	1-2	Redone with new paint, counters, appliances & floors.
<b>MONTECITO</b>									
1 Seaview Drive	6,600,000	n/a	n/a	5/18	n/a	3/3.5	2,371	1 <sup>st</sup>	Completely remodeled with fabulous ocean views, large beachside patio, fireplace and formal dining. Completely remodeled since it sold in 9/13 for \$4,350,000. Updated since 3/05 sale for \$3,008,000.



78 Seaview Drive	4,000,000	4,150,000	4,150,000	4/18	3 mo.	3/2.5	2,336	1 <sup>st</sup>	Redone South facing with lovely ocean views, bamboo heated floors, paneled office, formal DR and fireplace. Some updates since 6/11 sale for \$2,650,000. Prior to redo, sold for \$2,400,000 in 9/05.
27 Seaview Drive	2,525,000	2,595,000	3,100,000	3/18	1 yr.	3/2.5	2,360	2 <sup>nd</sup>	Redone Western facing with partial ocean view, den/3 <sup>rd</sup> brm, fireplace, formal dining and enclosed lanai with wall of glass. Prior to the redo, this sold 5/14 for \$1,875,000.
1350 Plaza Pacifica	2,100,000	n/a	n/a	3/18	n/a	2/2	1,694	1 <sup>st</sup>	Gorgeous Contemp. redo of a South-facing end unit with ocean peeks, fireplace, laundry & terrace. Sold 11/13 for \$2,600,000. Prior to redo, sold in 4/07 for \$1,800,000.
43 Seaview Drive	1,675,000	1,770,000	2,027,000	6/18	1 yr.	2/2	1,782	2 <sup>nd</sup>	Bright with some ocean views, redone baths and kitchen. Sold 3/07 for \$1,750,000 and 2/04 for \$1,350,000.
17 Seaview Drive	1,675,000	1,750,000	1,950,000	3/18	1 yr.	2/2	1,773	2 <sup>nd</sup>	Northwest facing top floor with soaring ceilings, wet bar, and enclosed balconies. Sold 3/06 for \$1,795,000.
1355 Plaza Sonadores	985,000	999,500	1,049,000	4/18	4 mo.	1/1	717	1 <sup>st</sup>	South facing with ocean peeks, new paint and flooring. Sold 3/12 for \$660,000.

### CARPINTERIA

4950 Sandyland #230	395,000	419,000	419,000	4/18	1 day	1/1	436	2 <sup>nd</sup>	Beachy Sunset Shores unit overlooking the pool.
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## BEACH AREA CONDOMINIUM SALES IN 2017: COMPLETE

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

663-A Del Parque	\$1,444,000	\$1,750,000	\$1,850,000	8/17	2 mo.	2/2	1,350	1-2	Front row ocean view end unit East Beach townhome with updated kitchen, carpet, paint & fireplace surround.
659-F Del Parque	1,100,000	1,250,000	1,350,000	3/17	5 mo	2/2	1,374	1-2	Redone 1,374 sq.ft. poolside unit with fireplace, sky-lights and spa tub. Sold 4/14 for \$1,230,000 and 2/07 for \$1,300,000 as redone & 1/01 for \$700,000 prior to redo.
26 Barranca #3	1,100,000	1,189,000	1,589,000	9/17	9 mo.	2/2.5	1,232	2-3	Front row townhouse with panoramic ocean and coast-line views, fireplace, granite kitchen and updated baths.
649-F Verde Mar	970,000	1,050,000	1,050,000	9/17	2 mo.	2/2	1,318	1-2	Partly redone end unit with stainless appliances & new bath.
643-B Verde Mar	925,000	950,000	1,050,000	10/17	4 mo.	2/2.5	1,118	1-2	Greenbelt views, fireplace, wood & tile floors.
50 Barranca #11	875,000	899,000	925,000	8/17	3 mo.	3/2	1,443	3 <sup>rd</sup>	Newly painted single level with partial ocean views, fireplace, laundry and 3 parking spaces.
46 Barranca #1	850,000	875,000	995,000	6/17	7 mo.	3/2	1,395	1 <sup>st</sup>	Single level with partial ocean views, fireplace, hardwood floors, and redone baths, kitchen, moldings and doors.
66 Barranca #1	749,000	759,000	799,500	10/17	11 mo.	2/2	1,120	1 <sup>st</sup>	Poolside unit redone in 2004 with granite counters and maple cabinets and smooth ceilings. Sold 8/14 for \$739,000 and 5/13 for \$745,000.

### MONTECITO

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIG. LIST PRICE	SALE DATE	MARKET TIME	BRM/ BATH	SQ. FEET	FLOOR	COMMENTS
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1319 Plaza Pacifica	4,650,000	5,250,000	5,250,000	7/17	2 mo.	3/3	2,055	1 <sup>st</sup>	Redone sq.ft. single story with partial ocean views from patio, fireplace, and plantation shutters. Sold 11/15 for \$2,902,500, 5/06 for \$2,755,000 and 3/00 for \$960,000.
26 Seaview Drive	3,100,000	3,450,000	3,800,000	4/17	8 mo.	2/2	1,788	2 <sup>nd</sup>	Fab 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. 26SeaviewDrive.com
1375 Plaza Sonadores	2,450,000	2,495,000	2,995,000	12/17	1.5 yrs.	2/2.5	1,540	2-3	Redone South facing townhome end unit with new baths, Fr. Oak floors. Redone since 8/15 sale for \$1,550,000.

1309 Plaza Pacifica	2,200,000	2,950,000	2,950,000	12/17	1.5 yrs.	1/1.5	938	1 <sup>st</sup>	Redone end unit with lovely ocean views, heated floors, custom built-ins. Sold as redone in 12/10 for \$1,345,000. Sold in original condition in 4/08 for \$1,600,000.
60 Seaview Drive	2,040,000	2,250,000	2,250,000	9/17	3 mo.	2/2	1,743	1 <sup>st</sup>	Ocean & garden view 1,743 sq.ft. South facing with fireplace, formal dining room & large private terraces. Partly redone since 2/10 sale for \$1,075,000.
1382 Plaza Pacifica	2,000,000	2,225,000	2,800,000	12/17	1.5 yrs.	2/2.5	1,686	2-3	This partially updated townhouse with ocean peeks last sold in 6/02 for \$965,000 and 1/00 for \$775,000.
34 Seaview Drive	1,987,500	2,250,000	2,250,000	6/17	2 mo.	2/2	1,731	3 <sup>rd</sup>	Lovely coastline and treetop views from East facing with fireplace, formal dining room and soaring ceilings in original condition. www.MontecitoPenthouse.com
74 Seaview Drive	1,820,000	1,895,000	1,925,000	7/17	7 mo.	2/2	1,599	1 <sup>st</sup>	Redone 1,599 sq.ft. South facing with ocean peek. Sold 10/15 for \$1,800,000. Redone since sales in 10/07 for \$1,825,000 and 4/04 for \$1,325,000.
87 Seaview Drive	1,762,250	1,865,000	1,985,000	10/17	3 mo.	2/2	1,769	3 <sup>rd</sup>	Redone 1,769 sq.ft. tennis court view unit with formal dining and fireplace. New A/C, heat and paint since sold in 1/15 for \$1,550,000. Redone since 1/10 sale for \$1,050,000 and 4/02 for \$975,000.
1395 Plaza Sonadores	1,500,000	1,579,000	1,625,000	4/17	4 mo.	2/2.5	1,470	2-3	South facing 1,470 sq.ft. townhome with ocean peek, Oak floors, in unit laundry and ceiling fans.
1386 Plaza Pacifica	1,425,000	1,495,000	1,495,000	11/17	1 mo.	1/1.5	1,300	2 <sup>nd</sup>	Redone 1,300 sq.ft. breezeway unit with fireplace and enclosed balcony. Sold 5/14 for \$1,275,000. Redone since sale in 4/04 for \$1,088,000.
1359 Plaza Sonadores	1,250,000	1,325,000	1,495,000	12/17	10 mo.	1/1.5	783	1 <sup>st</sup>	Redone end unit with stone floors, granite counters and ocean peek. Sold 6/05 for \$1,000,000. Redone since 3/00 sale for \$525,000.
1308 Plaza Sonadores	1,240,000	1,248,000	1,440,000	12/17	8 mo.	1/1	806	1 <sup>st</sup>	Redone end unit with Oak & tile floors, granite counters. Sold 6/05 for \$1,000,000 and 9/05 for \$750,000.
1308 Plaza Pacifica	1,200,000	1,295,000	1,385,000	11/17	7 mo.	1/1.5	843	1 <sup>st</sup>	Redone 843 sq.ft. South facing with ocean views, patio & distance from other buildings. Sold 4/15 for \$1,295,000.
1320 Plaza Sonadores	1,037,500	1,149,000	1,350,000	1/17	3 mo.	1/1	813	1 <sup>st</sup>	Redone South facing end unit. Redone since sales in 1/04 for \$750K, 8/01 for \$535K & 6/01 for \$435K.

### CARPINTERIA

4885 Sandyland #4	3,900,000	n/a	n/a	7/17	n/a	2/2.5	1,502	1-2	Beachfront corner unit with office & rooftop deck in the 8 unit Beach Club complex. Sold 2/11 for \$2,200,000, 6/05 for \$1,800,000 and 4/02 for \$1,500,000.
4923 Sandyland Rd.	2,600,000	2,795,000	2,795,000	5/17	4 days	2/2	1,814	1-2	Charming free standing townhouse one back from the sand with a rooftop deck with panoramic views. Redone since 5/00 sale for \$787,500. www.SandylandCondo.com
4700 Sandyland #44	920,000	920,000	920,000	8/17	2 days	2/1	828	2 <sup>nd</sup>	Ocean peeks from redone fully furnished Solimar Sands upper level unit with wainscoting and new flooring.
4700 Sandyland #58	849,000	849,000	849,000	1/17	4 mo.	2/2	828	2 <sup>nd</sup>	This Solimar Sands condo has an ocean view deck.
4846 Sandyland Rd.	795,000	795,000	1,250,000	10/17	1 yr.	3/2	1,288	2 <sup>nd</sup>	Ocean peeks from deck are enjoyed from this large 3/2 redone condo in a 5 unit building.
4880 Sandyland #61	750,000	784,000	799,900	7/17	11 mo.	2/1	780	2 <sup>nd</sup>	Redone upper level La Cabana condo. Sold 5/15 for \$600,000 in original condition.
4880 Sandyland #29	550,000	550,000	550,000	6/17	1 wk.	1/1	612	1 <sup>st</sup>	Redone La Cabana with custom Cherry wood cabinets, new appliances & counters. Largest patio in the complex.
4880 Sandyland #16	550,000	550,000	550,000	4/17	3 wks.	0/1	499	1 <sup>st</sup>	South facing end unit in La Cabana with shutters and Murphy bed. Sold in 11/06 for \$440,000, 6/01 for \$255,000 and 11/00 for \$200,000.
4902 Sandyland #245	350,000	375,000	375,000	6/17	1 day	0/1	406	2 <sup>nd</sup>	Sunset Shores studio with mtn views and skylight.
4980 Sandyland #213	325,000	349,000	429,000	4/17	1¼ yrs	0/1	362	2 <sup>nd</sup>	Updated studio in Sunset Shores with mtn views, skylight and plantation shutters.