

BEACH & BLUFF BUZZ

Following a dismal 2018 for most of the beach market, 2019 is off to a fantastic start:

- **Blufftop:** The blufftop market below \$10M continues to attract multiple offers and rapidly appreciating prices. For example, the sale of 1631 Shoreline Dr. for \$3,950,000 for a tear down with approved plans for new construction shows a tremendous increase in price since its 2015 bankruptcy sale for \$1,950,000.
- **Montecito thru Carpinteria:** With only 2 sales during 2018, this part of the market was shockingly quiet, due in large part to the devastating debris flow. Now in 2019, a number of properties, including those at the high end, are in negotiation or escrow following multiple offers. No doubt the opening of the fabulous new Rosewood Miramar Beach Resort and the lack of trouble in Montecito during the very wet winter are exciting buyers on all the beaches this year.
- **Rincon:** Sales along the Rincon were robust last year and continue to be so in 2019. This year a new all time record sale price of \$9,400,000 rewarded the builder of a gorgeous 6,230 sq.ft. Hamptons style spec home in Solimar Beach Colony, blowing past the previous \$7,000,000 record price set last year in Solimar for a redone 5,742 sq.ft. Contemporary.
- **Beach Condos:** With the landscaping of Bonnymede still not fully recovered from the debris flow, sales in Bonnymede and Montecito Shores are still scant and at low prices, while inventory rises. But at Shoreline Condominiums, East Beach Townhouses and El Escorial in Santa Barbara, and along Sandyland Road in Carpinteria, sales are brisk and prices are rising.

With the soggy winter behind us and a spectacular spring in our midst, the beach market is blooming!

All the best, *Kathy*

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BERKSHIRE HATHAWAY
LUXURY PROPERTIES



FEATURED LISTING



1803 FERNALD POINT LANE
WWW.MONTECITOBeachVILLA.COM



Magnificent ocean, island and coastline views captivate from almost every room of this elegant Mediterranean estate on the beach in Montecito. Situated on a private road beyond the gates of Fernald Cove, this gated and sun-drenched approx. 6,865 sq.ft. 5 bedroom/6-full and 2-half bath villa offers exceptional quality and craftsmanship as well as the coveted privacy so rare in beachfront living. Features include inlaid marble and maple floors, 3 fireplaces, family room, formal dining room, spacious kitchen with island and granite counters, fabulous master suite with fireplace and private balcony. In addition to a handsome office with built-in bookshelves, there is another large room, perfect for a gym as it currently has a sauna and full bath, that could also be used as a bedroom suite or media room. The beautifully landscaped approx. 0.61 acre parcel boasts a vast 101' of beach frontage. The expansive seaside patio is ideal for relaxing and reveling in the ever-changing coastal scenery, or stroll the beach to the fabulous new Rosewood Miramar Beach Resort for seaside cocktails and dinner.

NEW SINCE THE LAST NEWSLETTER...

NEW LISTINGS

| ADDRESS | CURRENT LIST PRICE | ORIGINAL LIST PRICE | LIST DATE | BRM/ BATH | FRONT FEET | COMMENTS |
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HOPE RANCH

4045 Bajada Lane \$12,997,000 \$17,700,000 7/18 4/4.5 147' Built in 1998, this 5,580 sq.ft. Medit. has 3 story curved iron staircase, many antique accents, tower room/art studio, office, elevator & pool on 1.84 ac.

SANTA BARBARA

1661 Shoreline Dr. 4,950,000 5,350,000 2/19 4/3 82' Redone 2,636 sq.ft. 4/3 with family room, office, enclosed patio, lap pool & newly landscaped yard. Redone further since 7/12 sale for \$2,940,000. Redone and a new artist's studio built since its 8/02 sale for \$2,375,000.

1839 El Camino de la Luz 3,400,000 3,400,000 1/19 3/2.5 60' Redone 1,659 sq.ft. 1950's cottage at the end of a cul de sac with beach access. Redone since sales in 2/10 for \$1,800,000 and 8/02 for \$1,325,000.

MONTECITO

1803 Fernald Point 17,500,000 17,500,000 2/19 4/4/2 101' Elegant 6,865 sq.ft. gated 5/6/2 Mediterranean with inlaid marble and maple floors, family room, library, gym, sauna, 3 fireplaces & 3 car garage. www.MontecitoBeachVilla.com

1147 Hill Road 12,500,000 12,500,000 9/18 4/5 n/a Built in 2011, this 3,500 sq.ft. Modern has a cabana, pool, spa and Brazilian hardwood decks with limited and unprotected views. Sold 11/13 for \$8,900,000. The tear down on this lot sold in 2/08 for \$4,900,000.

1479 Bonnymede Dr. 3,250,000 3,495,000 1/19 2/2.5 n/a Redone Sea Meadow 2/2.5 3,194 sq.ft. with slate roof, open beam ceilings, brick patios and sunroom. Redone since sales in 8/17 for \$3,740,000 and 11/07 for \$4,000,023.

PADARO LANE & BEACH CLUB ROAD

3365 Padaro Lane 18,950,000 19,950,000 8/18 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. www.ParadiseOnPadaro.com

RINCON

3726 P.C.H. 8,500,000 8,500,000 12/18 4/6 39' Construction on this new appx. 5,000 sq.ft. 2 story Contemp. is set to begin in Summer 2019 with the ability to customize to desired finish. Sold as a tear down in 9/17 for \$2,175,000.

5368 Rincon Beach Park Drive 5,250,000 5,550,000 7/18 3/4/2 40' Gorgeous 2,935 sq.ft. 2 story rebuilt with wide plank French Oak floors, skylit staircase, marble baths, fireplace floors, wine cellar, gourmet kitchen and marble fireplace. Complete redo since 10/08 sale for \$3,400,00.

3020 Solimar Beach 4,850,000 5,125,000 9/18 3/2.5 40' Redone 1940's 2,543 sq.ft. 2 story 3/2.5 cottage with 8" plank walnut floors, walk-in wine room, 2 fireplaces. Sold 12/05 for \$4,000,000.

6626 Old P.C.H. 3,299,900 3,299,900 3/19 5/4.5 66' Mussel Shoals 2 story 3,666 sq.ft. with 2 bedrooms upstairs, 3 down and a kitchen and seaside deck on each level. 2-car garage.

4062 Faria Road 2,995,000 2,995,000 3/19 2/1 52' Behind Faria gates, redone 1,188 sq.ft. single story with gated front courtyard, open beam ceilings, fireplace & 2-car garage. Redone since 8/01 sale for \$1,150,000.

6709 Breakers Way 895,000 895,000 3/19 1/1 n/a Modest 352 sq.ft. cottage with detached 2 car garage in Mussel Shoals.

PRICE CHANGES

| ADDRESS | NEW LIST PRICE | OLD LIST PRICE | ORIGINAL LIST PRICE | ADDRESS | NEW LIST PRICE | OLD LIST PRICE | ORIGINAL LIST PRICE |
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| 1086 Channel Drive | \$25,000,000 | \$22,000,000 | \$19,500,000 | 3429 Sea Ledge Lane | \$6,250,000 | \$7,500,000 | \$7,500,000 |
| 4347 Marina Drive | 21,500,000 | 24,900,000 | 32,750,000 | 4014 P.C.H. | 4,350,000 | 4,650,000 | 4,650,000 |
| 1491 Edgecliff Lane | 19,995,000 | 25,000,000 | 25,000,000 | 8050 Puesta del Sol | 3,795,000 | 3,950,000 | 4,400,000 |
| 3365 Padaro Lane | 18,950,000 | 19,950,000 | 19,950,000 | 1483 Bonnymede Dr. | 3,489,000 | 4,850,000 | 4,850,000 |
| 879 Sand Point Road | 7,995,000 | 8,750,000 | 8,750,000 | 8110 Buena Fortuna | 2,395,000 | 2,675,000 | 2,995,000 |
| 3525 Padaro Lane | 6,900,000 | 7,775,000 | 7,775,000 | | | | |

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> |
|------------------|-------------------------|----------------------------|------------------|-------------------|-------------------------|----------------------------|------------------|
| 2825 Padaro Lane | \$49,500,000 | \$60,000,000 | 2/17 | 4295 Marina Drive | \$12,900,000 | \$12,900,000 | 11/17 |
| 3349 Cliff Drive | 11,995,000 | 11,995,000 | 4/16 | | | | |

NEW ESCROWS PENDING

| <u>ADDRESS</u> | <u>CURRENT LIST PRICE</u> | <u>ORIGINAL LIST PRICE</u> | <u>LIST DATE</u> | <u>BRM/ BATH</u> | <u>FRONT FEET</u> | <u>COMMENTS</u> |
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SANTA BARBARA

1553 Shoreline Dr. \$3,200,000 \$3,495,000 5/18 Lot 85' Vacant 0.52 acre blufftop lot. Sold 1/04 for \$1,600,000.

MONTECITO

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.

NEW CLOSED ESCROWS

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

4161 Creciente Dr. \$7,100,000 n/a n/a 10/18 n/a 100' 1980's 3,860 sq.ft. 3/3.5 Contemp. with 1/1 guest qtrs. on 1.22 acres. This sold privately.

SANTA BARBARA

3219 Cliff Drive 10,129,700 10,500,000 12,888,000 12/18 1 1/4 yrs. 100' Redone 1990's 6,691 sq.ft. 6/5.5 Medit. on 1.3 ac. Redone since sold in 8/14 for \$8,400,000 and 6/00 for \$3,750,000.

3101 Cliff Drive 7,100,000 6,950,000 6,950,000 10/18 1 wk. 56' 1980's 2 story 4/3.5 4,187 sq.ft. Medit. with 2 master suites, 2 fireplaces, hardwood floors and vaulted ceilings. 1.28 ac parcel with 3 car garage and private gated driveway.

1631 Shoreline Dr. 3,950,000 n/a n/a 10/18 n/a 94' Modest 1960's 2/2 1,890 sq.ft. cottage on 1/2 ac. Sold with approved plans for new 3,830 sq.ft. 2 story. Sold 6/15 for \$1,950,000 as a bankruptcy short sale & 6/07 for \$2,650,000.

2011 Edgewater Way 2,850,000 2,995,000 3,250,000 3/18 3 mo. 70' Charming 1,066 sq.ft. 2/1 Mesa cottage with beamed ceilings. Redone since sales in 6/12 for \$1,300,000, 9/03 for \$1,549,000 and 5/03 for \$1,395,000.

1322 Shoreline Dr. 2,200,000 2,600,000 2,600,000 1/19 1 mo. n/a 1950's 1,095 sq.ft. 3/1 Shoreline Park front cottage with ocean and park views on a 0.15 ac. parcel.

1419 Shoreline Dr. 2,200,000 2,700,000 2,700,000 8/18 2 wks. 102' 1940's single level 2,836 sq.ft. 4/3 fixer with a flat roof on a flag lot one parcel west of Shoreline Park.

SUMMERLAND

2311 Finney Street 2,300,000 2,395,000 3,850,000 8/18 2 yrs. n/a Cape Cod 1,919 sq.ft. 2/2.5 built in 1986 with path to the beach, 2 fireplaces, ocean view deck, open beam ceilings & garage.

PADARO LANE & BEACH CLUB ROAD

3055 Padaro Lane 18,125,000 22,000,000 22,000,000 2/19 2 mo. 350' Gated 6,866 sq.ft. 1980's 4/4/3 French Country set on 2 lots totaling 4.37 ac. Guest suite over the 3 car garage. Majestic trees. Improved since 6/04 sale for \$19,000,000.

3353 Padaro Lane 8,500,000 n/a n/a 11/18 n/a 76' Redone 1960's 2,238 sq.ft. 3/2 with den, wood ceilings & huge deck on a 0.37 ac. elevated lot. Sold privately subject to litigation. Expanded and redone since sale in 2/00 for \$2,450,000.

3493 Padaro Lane 5,300,000 7,595,000 8,850,000 2/19 1 1/4 yrs. 62' Modest 40's 1,749 sq.ft. 3/2 redwood Board n' Batten with open beam ceilings & wood floors, large deck with spa.

SAND POINT ROAD

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|--------------------|-----------|-----------|-----------|------|--------|------|--|
| 791 Sand Point Rd. | 9,725,000 | 9,750,000 | 9,750,000 | 2/19 | 2 mo. | 109' | 1950's 3/2.5 2,300 sq.ft. cottage & detached bunk house on a lovely lot with fabulous 360° views. SandPointSanctuary.com |
| 501 Sand Point Rd. | 2,800,000 | 3,250,000 | 3,000,000 | 9/18 | 4 yrs. | 500' | Vacant lot with sewer & water meter & unparalleled views of the ocean, coastline, sanctuary & mtns, but development will be arduous to accomplish. |

RINCON

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|---------------------------------|-----------|-----------|-----------|-------|-----------|-----|---|
| 3128 Solimar Beach | 9,400,000 | 9,950,000 | 9,950,000 | 2/19 | 3 mo. | 80' | Gorgeous new 6,230 sq.ft. 5/6.5 Hamptons 2 story with beach-side pool/spa, deck with firepit, guest home, theater, formal dining, 4-car garage. A tear down sold in 9/13 for \$2,300,000. |
| 3102 Solimar Beach | 7,000,000 | n/a | n/a | 8/18 | n/a | 80' | Redone 5,742 sq.ft. 5/6.5 Contemp. Medit. with family rm, office and 3 car garage. Last sold 3/08 for \$6,725,000. |
| 5372 Rincon Beach Park Drive | 3,800,000 | 4,250,000 | 4,995,000 | 10/18 | 7 mo. | 40' | Redone 2 story 3/3 Contemp. with 2 fireplaces, a detached suite, firepit & vast deck. Redone since 2/14 sales for \$2,900,000 and 3/11 for \$2,275,000. |
| 2904 Solimar Beach | 3,752,500 | n/a | n/a | 2/19 | n/a | 48' | Darling redone appx. 1,300 sq.ft. 1939's 3/2 cottage. Sold 5/01 as a redo for \$1,260,000. |
| 5454 Rincon Beach Park Drive | 3,600,000 | 3,990,000 | 4,750,000 | 7/18 | 1 3/4 yrs | 40' | Cape Cod 3,200 sq.ft. 4/4 built in 2009 with limestone floors, 2 fireplaces, granite kitchen, a sweeping staircase. Sold as new in 10/09 for \$3,975,000. The lot sold for 2,400,000 in 1/06. |
| 4070 Faria Road | 3,350,000 | 3,450,000 | 3,450,000 | 11/18 | 1 mo. | 52' | Redone 1,345 sq.ft. 1940's 3/2 cottage with tile floors, open beam ceilings. Remodeled since 6/01 sale for \$875,000. |
| 5406 Rincon Beach Park Drive | 2,240,000 | 2,295,000 | 2,495,000 | 10/18 | 4 mo. | 40' | Darling remodeled 1950's 810 sq.ft. 2/2 cottage with deck, spa and firepit and fenced tropical back yard in gated enclave. |
| 5514 Rincon Beach Park Drive | 2,000,000 | 2,100,000 | 2,900,000 | 6/18 | 6 mo. | 40' | Redone 868 sq.ft. 2/1 built in 1940 with fireplace, deck & firepit. Redone since sales in 9/11 for \$990,000 & 5/07 for \$2,160,000. |
| 4223 Faria Road | 1,899,000 | 1,995,000 | 1,995,000 | 10/18 | 1 mo. | n/a | Redone 1960's 1,632 sq.ft. 3/2 with grand room, office, granite kitchen & radiant heat floors. Some updates since 12/13 sale for \$1,430,000. Redone since 12/01 sale for \$630K. |
| 6614 Old P.C.H. | 1,874,000 | 1,995,000 | 3,300,000 | 12/18 | 2 3/4 yrs | 67' | Redone 1,911 sq.ft. 1970's 3/2 single story with stone fireplace, office & 10' x 50' deck next to the Cliff House in Mussel Shoals. |
| 6727 Breakers Way | 1,137,045 | 1,160,000 | 1,160,000 | 7/18 | 1 mo. | n/a | Bright 2,913 sq.ft. multi-level 3/3 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. |

AVAILABLE BEACHFRONT PROPERTIES

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

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| 1491 Edgecliff Ln. | \$19,995,000 | \$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. |
| 1803 Fernald Point | 17,500,000 | 17,500,000 | 2/19 | 4/4/2 | 101' | Elegant 6,865 sq.ft. gated 5/6/2 Mediterranean with inlaid marble and maple floors, family room, library, gym with sauna 3 fireplaces & 3 car garage. www.MontecitoBeachVilla.com |

PADARO LANE & BEACH CLUB ROAD

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|------------------|------------|------------|-------|-------|------|--|
| 3365 Padaro Lane | 18,950,000 | 19,950,000 | 8/18 | 6/6.5 | 100' | Beautiful 3,891 sq.ft. 4/4.5 Contemp. with pool, spa, 2/2 guest house and gorgeous landscaping on appx. 1 acre. www.ParadiseOnPadaro.com |
| 3525 Padaro Lane | 6,900,000 | 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, & vast beach frontage. www.PadaroCottage.com |

SAND POINT ROAD

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|--------------------|------------|------------|------|-------|------|--|
| 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. |
| 879 Sand Point Rd. | 7,995,000 | 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. |

RINCON POINT

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|---------------------|-----------|-----------|------|-----|-----|--|
| 8050 Puesta del Sol | 3,795,000 | 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

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|------------------------------|-----------|-----------|-------|-------|-----|--|
| 3726 P.C.H. | 8,500,000 | 8,500,000 | 12/18 | 4/6 | 39' | Construction on this new appx. 5,000 sq.ft. 2 story Contemp. is set to begin in Summer 2019 with the ability to customize to desired finish. Sold as a tear down in 9/17 for \$2,175,000. |
| 5368 Rincon Beach Park Drive | 5,250,000 | 5,550,000 | 7/18 | 3/4/2 | 40' | Gorgeous 2,935 sq.ft. 2 story rebuilt with wide plank French Oak floors, skylit staircase, marble baths, fireplace floors, wine cellar, gourmet kitchen and marble fireplace. Complete redo since 10/08 sale for \$3,400,00. |
| 3020 Solimar Beach | 4,850,000 | 5,125,000 | 9/18 | 3/2.5 | 40' | Redone 1940's 2,543 sq.ft. 2 story 3/2.5 cottage with 8" plank walnut floors, walk-in wine room, 2 fireplaces. Sold 12/05 for \$4,000,000. |
| 4014 P.C.H. | 4,350,000 | 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. www.FariaBeachHome.com |
| 6626 Old P.C.H. | 3,299,900 | 3,299,900 | 3/19 | 5/4.5 | 66' | Mussel Shoals 2 story 3,666 sq.ft. with 2 bedrooms upstairs, 3 down and a kitchen and seaside deck on each level. 2-car garage. |
| 4062 Faria Road | 2,995,000 | 2,995,000 | 3/19 | 2/1 | 52' | Behind Faria gates, redone 1,188 sq.ft. single story with gated front courtyard, open beam ceilings, fireplace & 2-car garage. Redone since 8/01 sale for \$1,150,000. |
| 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

| <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

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|--------------------|--------------|--------------|-------|-------|------|---|
| 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. |
| 4045 Bajada Lane | 12,997,000 | 17,700,000 | 7/18 | 4/4.5 | 147' | Built in 1998, 5,580 sq.ft. Medit. with 3 story curved iron staircase, antique accents, tower room/art studio, office, elevator & pool on 1.84 ac. |

SANTA BARBARA

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|--------------------------|-----------|-----------|------|-------|------|---|
| 3429 Sea Ledge Ln. | 6,250,000 | 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. |
| 1661 Shoreline Dr. | 4,950,000 | 5,350,000 | 2/19 | 4/2.5 | 82' | Redone 2,636 sq.ft. 4/3 with family room, office, enclosed patio, lap pool & newly landscaped yard. Redone further since 7/12 sale for \$2,940,000. Redone and a new artist's studio built since its 8/02 sale for \$2,375,000. |
| 1839 El Camino de la Luz | 3,400,000 | 3,400,000 | 1/19 | 3/2.5 | 60' | Redone 1,659 sq.ft. 1950's cottage at the end of a cul de sac with beach access. Redone since sales in 2/10 for \$1,800,000 & 8/02 for \$1,325,000. |

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

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|-----------------|--------------|--------------|------|-------|---|
| 4347 Marina Dr. | \$21,500,000 | \$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

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|--------------------|------------|------------|-------|-------|--|
| 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. | 25,000,000 | 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. |
| 1147 Hill Road | 12,500,000 | 12,500,000 | 9/18 | 4/5 | Built in 2011, this 3,500 sq.ft. Modern has a cabana, pool, spa and Brazilian hardwood decks with limited and unprotected views. Sold 11/13 for \$8,900,000. The tear down on this lot sold in 2/08 for \$4,900,000. |
| 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 nd story patio. Sold 2/08 for \$9,000,000. Prior to redo, sold 9/03 for \$3,500,000. |
| 1483 Bonnymede Dr. | 3,489,000 | 4,850,000 | 5/18 | 3/3 | Within guarded & gated Sea Meadow, this 4,000 sq.ft. has open beam ceilings, French doors & windows, formal dining, 2 fireplaces, 2 ocean view balconies and a private yard with fountain. |
| 1479 Bonnymede Dr. | 3,250,000 | 3,495,000 | 1/19 | 2/2.5 | Redone Sea Meadow 2/2.5 3,194 sq.ft. with slate roof, open beam ceilings, brick patios and upstairs sunroom. Redone since sales in 8/17 for \$3,740,000 and 11/07 for \$4,000,023. |

SANTA CLAUS LANE

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|----------------------|-----------|-----------|------|-----|---|
| 3717 Santa Claus Ln. | 3,225,000 | 3,350,000 | 2/18 | 2/3 | Brand new 2 story mixed use condo. Upstairs living space with 2/2, wide plank floors, fireplace & large deck. Downstairs is a "commercial" space. |
|----------------------|-----------|-----------|------|-----|---|

RINCON POINT

| | | | | | |
|--------------------|-----------|-----------|------|-------|--|
| 8110 Buena Fortuna | 2,395,000 | 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. |
|--------------------|-----------|-----------|------|-------|--|

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. |
| 6670 Old P.C.H. | 1,995,000 | 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. |
| 6709 Breakers Way | 895,000 | 895,000 | 3/19 | 1/1 | Modest 352 sq.ft. cottage with detached 2 car garage in Mussel Shoals. |

BEACHFRONT SALES IN 2019

AS OF MARCH 31, 2019

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

PADARO LANE & BEACH CLUB ROAD

| | | | | | | | |
|------------------|-------------|-------------|-------------|------|---------|-----|--|
| 3493 Padaro Lane | \$5,300,000 | \$7,595,000 | \$8,850,000 | 2/19 | 1¼ yrs. | 62' | Modest 40's 1,749 sq.ft. 3/2 redwood Board n' Batten with open beam ceilings & wood floors, large deck with spa. |
|------------------|-------------|-------------|-------------|------|---------|-----|--|

SAND POINT ROAD

| | | | | | | | |
|--------------------|-----------|-----------|-----------|------|-------|------|---|
| 791 Sand Point Rd. | 9,725,000 | 9,750,000 | 9,750,000 | 2/19 | 2 mo. | 109' | 1950's 3/2.5 2,300 sq.ft. cottage & detached bunk house on a lovely lot with fab 360° views. SandPointSanctuary.com |
|--------------------|-----------|-----------|-----------|------|-------|------|---|

RINCON

| | | | | | | | |
|--------------------|-----------|-----------|-----------|------|-------|-----|--|
| 3128 Solimar Beach | 9,400,000 | 9,950,000 | 9,950,000 | 2/19 | 3 mo. | 80' | Gorgeous new 6,230 sq.ft. 5/6.5 Hamptons 2 story with sea-side pool/spa, deck with firepit, guest home, theater, formal dining, 4-car gar. A tear down sold in 9/13 for \$2,300,000. |
| 2904 Solimar Beach | 3,752,500 | n/a | n/a | 2/19 | n/a | 48' | Darling redone appx. 1,300 sq.ft. 1939's 3/2 cottage. Sold 5/01 as a redo for \$1,260,000. |

SALES ON THE BLUFF IN 2019

AS OF MARCH 31, 2019

| <u>ADDRESS</u> | <u>SALE PRICE</u> | <u>FINAL LIST PRICE</u> | <u>ORIGINAL SALE PRICE</u> | <u>SALE DATE</u> | <u>TIME ON MARKET</u> | <u>ACRES/FRONTAGE</u> | <u>COMMENTS</u> |
|----------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|-----------------------|-----------------|
|----------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|-----------------------|-----------------|

SANTA BARBARA

| | | | | | | | |
|--------------------|-------------|-------------|-------------|------|-------|-----|---|
| 1547 Shoreline Dr. | \$6,275,000 | \$6,995,000 | \$7,995,000 | 3/19 | 8 mo. | 82' | Updated 1990's 5,100 sq.ft. 4/6/2 Contemp. with mahogany accents, detached structure with patios & hot tub on 1/2 ac. Updated since 7/07 sale for \$4.5M. |
| 2011 Edgewater | 2,850,000 | 2,995,000 | 3,250,000 | 3/18 | 3 mo. | 70' | Charming 1,066 sq.ft. 2/1 Mesa home with beamed ceilings. Redone since sales in 6/12 for \$1,300,000, 9/03 for \$1,549,000 and 5/03 for \$1,395,000. |

PADARO LANE & BEACH CLUB ROAD

| | | | | | | | |
|-----------------|------------|------------|------------|------|-------|------|--|
| 3055 Padaro Ln. | 18,125,000 | 22,000,000 | 22,000,000 | 2/19 | 2 mo. | 350' | Gated 6,866 sq.ft. 1980's 4/4/3 French Country set on 2 lots totaling 4.37 ac. Guest suite over the 3 car garage. Majestic trees. Improved since 6/04 sale for \$19,000,000. |
|-----------------|------------|------------|------------|------|-------|------|--|

SALES NEAR THE BEACH OR BLUFF IN 2019

AS OF MARCH 31, 2019

| <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> |
|----------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|-----------------|
|----------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|-----------------|

SANTA BARBARA

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|--------------------|-------------|-------------|-------------|------|-------|--|
| 1322 Shoreline Dr. | \$2,200,000 | \$2,600,000 | \$2,600,000 | 1/19 | 1 mo. | 1950's 1,095 sq.ft. 3/1 Shoreline Park front cottage with ocean and park views on a 0.15 ac. parcel. |
|--------------------|-------------|-------------|-------------|------|-------|--|

RINCON

| | | | | | | |
|-----------------|-----------|-----------|-----------|------|--------|--|
| 4231 Faria Road | 2,031,000 | 2,031,000 | 2,031,000 | 3/19 | 2 wks. | Built in 1981, 2 story 2,149 sq.ft. 3/2.5 home with ocean views. |
|-----------------|-----------|-----------|-----------|------|--------|--|

BEACHFRONT SALES IN 2018: 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 FRONT MARKET</u> | <u>FEET</u> | <u>COMMENTS</u> |
|----------------|-------------------|-------------------------|----------------------------|------------------|-----------------------------|-------------|-----------------|
|----------------|-------------------|-------------------------|----------------------------|------------------|-----------------------------|-------------|-----------------|

PADARO LANE & BEACH CLUB ROAD

| | | | | | | | |
|------------------|-----------|-----|-----|-------|-----|-----|---|
| 3353 Padaro Lane | 8,500,000 | n/a | n/a | 11/18 | n/a | 76' | Redone 1960's 2,238 sq.ft. 3/2 with den, wood ceilings & huge deck on a 0.37 ac. elevated lot. Sold privately subject to litigation. Enlarged & redone since 2/00 sale for \$2,450,000. |
|------------------|-----------|-----|-----|-------|-----|-----|---|

SAND POINT ROAD

| | | | | | | | |
|--------------------|-----------|-----------|-----------|------|--------|------|--|
| 501 Sand Point Rd. | 2,800,000 | 3,250,000 | 3,000,000 | 9/18 | 4 yrs. | 500' | Vacant lot with sewer & water meter & unparalleled views of the ocean, coastline, sanctuary & mtns, but development will be arduous to accomplish. |
|--------------------|-----------|-----------|-----------|------|--------|------|--|

RINCON

| | | | | | | | |
|--------------------|-----------|-----------|-----------|------|-------|-----|--|
| 3102 Solimar Beach | 7,000,000 | n/a | n/a | 8/18 | n/a | 80' | Redone 5,742 sq.ft. 5/6.5 Contemp. Medit. with family rm, office and 3 car garage. Last sold 3/08 for \$6,725,000. |
| 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. |

| | | | | | | | |
|---------------------------------|-----------|-----------|-----------|-------|--------|-----|---|
| 5372 Rincon Beach Park Drive | 3,800,000 | 4,250,000 | 4,995,000 | 10/18 | 7 mo. | 40' | Redone 2 story 3/3 Contemp. with 2 fireplaces, a detached suite, firepit & vast deck. Completely redone since 2/14 sale for \$2,900,000 and 3/11 for \$2,275,000. |
| 5454 Rincon Beach Park Drive | 3,600,000 | 3,990,000 | 4,750,000 | 7/18 | 1¾ yrs | 40' | Cape Cod 3,200 sq.ft. 4/4 blt in 2009 with limestone floors, 2 fireplaces, granite kitchen, sweeping staircase. Sold as new in 10/09 for \$3,975,000. The lot sold for 2,400,000 in 1/06. |
| 4070 Faria Road | 3,350,000 | 3,450,000 | 3,450,000 | 11/18 | 1 mo. | 52' | Redone 1,345 sq.ft. 1940's 3/2 cottage with tile floors, open beam ceilings. Remodeled since 6/01 sale for \$875,000. |
| 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 nd floor balcony and 240° degree views. |
| 5406 Rincon Beach Park Drive | 2,240,000 | 2,295,000 | 2,495,000 | 10/18 | 4 mo. | 40' | Darling remodeled 1950's 810 sq.ft. 2/2 cottage with deck, spa, firepit and fenced tropical back yard in gated enclave. |
| 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 floorplan, skylights and a brick fireplace in the great room. Prior to redo, sold 1/16 for \$1,790,000. |
| 5514 Rincon Beach Park Drive | 2,000,000 | 2,100,000 | 2,900,000 | 6/18 | 6 mo. | 40' | Redone 868 sq.ft. 2/1 built in 1940 with fireplace & deck. Redone since sales in 9/11 for \$990K & 5/07 for \$2,160,000. |
| 6614 Old P.C.H. | 1,874,000 | 1,995,000 | 3,300,000 | 12/18 | 2¾ yrs | 67' | Redone 1,911 sq.ft. 1970's 3/2 single story with fireplace, office & 10' x 50' deck next to Cliff House in Mussel Shoals. |

SALES ON THE BLUFF IN 2018: COMPLETE

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

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. |
| 4161 Creciente Dr. | 7,100,000 | n/a | n/a | 10/18 | n/a | 100' | 1980's 3,860 sq.ft. 3/3.5 Contemp. with 1/1 guest qtrs. on 1.22 acres. This sold privately without coming on the market. |

SANTA BARBARA

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|--------------------|------------|------------|------------|-------|---------|------|---|
| 3219 Cliff Drive | 10,129,700 | 10,500,000 | 12,888,000 | 12/18 | 1¼ yrs. | 100' | Redone 1990's 6,691 sq.ft. 6/5.5 Medit. on 1.3 ac. Redone since sold in 8/14 for \$8,400,000 and 6/00 for \$3,750,000. |
| 3101 Cliff Drive | 7,100,000 | 6,950,000 | 6,950,000 | 10/18 | 1 wk. | 56' | 1980's 2 story 4/3.5 4,187 sq.ft. Medit. with 2 master suites, 2 fireplaces, hardwood floors and vaulted ceilings. 1.28 ac parcel with 3 car garage and private gated driveway. |
| 1631 Shoreline Dr. | 3,950,000 | n/a | n/a | 10/18 | n/a | 94' | Modest 1960's 2/2 1,890 sq.ft. cottage on 1/2 ac. Sold with approved plans for new 3,830 sq.ft. 2 story. Sold 6/15 for \$1,950,000 as a bankruptcy short sale & 6/07 for \$2,650,000. |
| 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. |
| 1419 Shoreline Dr. | 2,200,000 | 2,700,000 | 2,700,000 | 8/18 | 2 wks. | 102' | 1940's single level 2,836 sq.ft. 4/3 fixer with a flat roof on a flag lot one parcel west of Shoreline Park. |

SALES NEAR THE BEACH OR BLUFF IN 2018: COMPLETE

| ADDRESS | SALE PRICE | FINAL LIST PRICE | ORIGINAL LIST PRICE | SALE DATE | TIME ON MARKET | COMMENTS |
|---------|------------|------------------|---------------------|-----------|----------------|----------|
|---------|------------|------------------|---------------------|-----------|----------------|----------|

SANTA BARBARA

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|-------------------|-------------|-------------|-------------|------|--------|---|
| 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. |
|-------------------|-------------|-------------|-------------|------|--------|---|

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. |

SUMMERLAND

| | | | | | | |
|--------------------|-----------|-----------|-----------|------|--------|---|
| 2311 Finney Street | 2,300,000 | 2,395,000 | 3,850,000 | 8/18 | 2 yrs. | Cape Cod 1,919 sq.ft. 2/2.5 built in 1986 with path to the beach, 2 fireplaces, ocean view deck, open beam ceilings & garage. |
|--------------------|-----------|-----------|-----------|------|--------|---|

RINCON

| | | | | | | |
|-------------------|-----------|-----------|-----------|-------|-------|--|
| 4223 Faria Road | 1,899,000 | 1,995,000 | 1,995,000 | 10/18 | 1 mo. | Redone 1960's 1,632 sq.ft. 3/2 with grand rm, office, granite kitchen & radiant heat floors. Some updates since 12/13 sale for \$1,430,000. Redone since 12/01 sale for \$630,000. |
| 6727 Breakers Way | 1,137,045 | 1,160,000 | 1,160,000 | 7/18 | 1 mo. | Bright 2,913 sq.ft. multi-level 3/3 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 SINCE THE LAST NEWSLETTER...CONDOMINIUMS**NEW LISTINGS**

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

MONTECITO

| | | | | | | | |
|---------------------|-------------|-------------|-------|-------|-----------------|-------|--|
| 6 Seaview Drive | \$6,150,000 | \$6,150,000 | 1/19 | 3/2.5 | 1 st | 1,342 | Beachfront redone 2,263 sq.ft. S.E. facing with gorgeous ocean views & patio. Prior to the redo, this sold privately in 1/16 for \$4,125,000. |
| 26 Seaview Drive | 3,500,000 | 3,500,000 | 2/19 | 2/2 | 2 nd | 1,142 | Fab ocean views from redone 1,788 sq.ft. with hardwood floors and beautiful finishes. Sold 4/17 for \$3,100,000. Redone since 11/06 sale for \$2,100,000 and 2/05 for 1,650,000. |
| 1348 Plaza Pacifica | 2,600,000 | 3,100,000 | 8/18 | 3/2.5 | 2 nd | 1,295 | Lovely single level unit built in 2011 with radiant floor heat, 2 gas fireplaces, top appliances and finishes. www.BonnymedeCondo.com |
| 31 Seaview Drive | 2,495,000 | 2,495,000 | 3/19 | 2/2 | 3 rd | 1,169 | Southeast facing 1,855 sq.ft. with pretty ocean views, soaring angled living room ceiling and many bedroom built-ins with Murphy bed. |
| 1334 Plaza Pacifica | 2,350,000 | 2,350,000 | 10/18 | 2/2.5 | 2-3 | 1,255 | Pretty ocean views are enjoyed from this bright South facing townhome with redone kitchen. www.BonnymedeTownhome.com |
| 25 Seaview Drive | 1,900,000 | 1,900,000 | 10/18 | 2/2 | 2 nd | 1,142 | Southeast facing 1,599 sq.ft. unit with nice partial ocean views. Sold in 7/08 for \$1,800,000 and 5/06 for \$1,875,000. |
| 45 Seaview Drive | 1,595,000 | 1,750,000 | 11/18 | 2/2 | 2 nd | 1,142 | Ocean peeks are enjoyed from this 1,724 sq.ft. unit with open balcony, formal dining and fireplace. |
| 1394 Plaza Pacifica | 919,900 | 995,000 | 12/18 | 0/1 | 2 nd | 650 | Redone studio with partial ocean views, wood floors and newer kitchen. Sold 9/03 for \$570,000 and 3/00 for \$385,000. |

CARPINTERIA

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|---------------------|-----------|-----------|-------|-----|-----------------|-----|--|
| 4975 Sandyland #206 | 1,549,900 | 1,549,900 | 11/18 | 2/1 | 2 nd | 595 | Beachfront 683 sq.ft. fully furnished Carpinteria Shores unit with panoramic ocean and island views. |
| 4975 Sandyland #202 | 998,775 | 1,149,900 | 2/19 | 2/1 | 2 nd | 595 | Beachfront Carpinteria Shores unit with lovely ocean and park views. www.4975Sandyland.com |
| 4700 Sandyland #28 | 735,000 | 735,000 | 3/19 | 2/2 | 1-2 | 636 | Mtn view Solimar Sands 1,246 sq.ft. townhome with new paint and flooring. Gated parking, 2 pools, spa and on site manager. |

NEW CLOSED ESCROWS

| ADDRESS | SALE PRICE | FINAL LIST PRICE | ORIG. LIST PRICE | SALE DATE | MARKET TIME | BRM/ BATH | SQ. FEET | FLOOR | COMMENTS |
|----------------------|-------------|------------------|------------------|-----------|-------------|-----------|----------|-----------------|--|
| SANTA BARBARA | | | | | | | | | |
| 667-A Del Parque | \$1,601,000 | \$1,550,000 | \$1,550,000 | 2/19 | 2 wks. | 2/2 | 1,350 | 1-2 | Front row ocean view redone townhome with porcelain tile floors, quartz kitchen counters and private ocean view master balcony. www.EastBeachTownhome.com |
| 667-C Del Parque | 1,500,000 | 1,549,000 | 1,595,000 | 9/18 | 2 mo. | 3/2 | 1,664 | 1-2 | Front row ocean view 1,664 sq.ft. townhome. This sold privately for \$1,400,000 in 6/18. |
| 50 Barranca #7 | 930,000 | 950,000 | 950,000 | 9/18 | 3 wks. | 3/2 | 1,395 | 2 nd | Redone end unit with ocean views from all 3 bedrooms. Sold 4/07 for \$737K, 6/04 for \$785K, 8/00 for \$525K. |
| 46 Barranca #1 | 900,000 | 899,000 | 899,000 | 7/18 | 3 days | 3/2 | 1,395 | 1 st | Single level with ocean peeks, fireplace, hardwood floors, & redone baths, kitchen and doors. Sold 6/17 for \$850K. |
| 30 Barranca #1 | 815,000 | 815,000 | 815,000 | 1/19 | 3 wks. | 2/2 | 1,155 | 1 st | Parital ocean and beach views from living room, master and balcony from redone single level with tile floors. |
| 56 Barranca #10 | 721,500 | 749,000 | 875,000 | 12/18 | 3 mo. | 2/2.5 | 1,188 | 2-3 | Redone townhouse with newer kitchen, ocean peek from master. Sold 7/14 for \$665,000. Redone since 7/03 sale for \$500,000. |

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|--------------------|-----------|-----------|-----------|------|-------|-------|-------|-----------------|---|
| MONTECITO | | | | | | | | | |
| 51 Seaview Drive | 2,485,000 | 2,595,000 | 2,595,000 | 7/18 | 2 mo. | 2/2.5 | 1,993 | 3 rd | 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. |
| 1340 Pl. Sonadores | 1,568,000 | 1,568,000 | 1,568,000 | 2/19 | 1 wk. | 2/2 | 1,665 | 2 nd | Redone single level end unit with high end finishes. |
| 41 Seaview Drive | 1,515,000 | 1,595,000 | 1,850,000 | 3/19 | 5 mo. | 2/2.5 | 1,731 | 1 st | Spacious 2/2.5 with fireplace, formal dining & huge patio with views of majestic trees. MontecitoShoresCondo.com sale for \$525,000. |

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|-------------------|-----------|-----------|-----------|-------|------------|-------|-------|-----|---|
| SUMMERLAND | | | | | | | | | |
| 15-A Lookout Park | 1,850,000 | 3,500,000 | 4,500,000 | 10/18 | 2 1/4 yrs. | 2/2.5 | 1,743 | 1-2 | Redone, private & furnished townhouse on the sand. 1 of 2 units. Redone since 11/00 sale for \$2.5M. |
| 15-B Lookout Park | 1,625,000 | 2,475,000 | 2,475,000 | 9/18 | 2 mo. | 2/1.5 | 1,400 | 1-2 | Big Sur feeling wood & glass with sunken living room, fireplace, 2 seaside decks & privacy in rare 2 unit bldg. |

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|--------------------|-----------|-----------|-----------|------|------------|-----|-------|-----------------|--|
| CARPINTERIA | | | | | | | | | |
| 4885 Sandyland #2 | 4,000,000 | 3,995,000 | 3,995,000 | 9/18 | 1 wk. | 3/3 | 1,780 | 1-2 | Redone Beach Club townhome with 2 180° ocean view balconies, fireplace, marble kitchen and wood tile floors. |
| 4700 Sandyland #44 | 975,000 | 1,040,000 | 1,040,000 | 8/18 | 2 days | 2/2 | 828 | 2 nd | Redone Solimar Sands with ocean & mtn. peeks, bead-board wainscoting, newer flooring. Sold 8/17 for \$920K. |
| 4880 Sandyland #57 | 699,000 | 699,900 | 699,900 | 9/18 | 1 wk. | 2/1 | 780 | 2 nd | La Cabana unit with mountain peeks. |
| 4700 Sandyland #50 | 665,000 | 729,000 | 785,000 | 9/18 | 1 1/4 yrs. | 2/2 | 828 | 2-3 | Solimar Sands with mountain views. |
| 4700 Sandyland #14 | 640,000 | 699,000 | 699,000 | 9/18 | 2 mo. | 1/1 | 700 | 1 st | Solimar Sands with patio, wood tile floors & newer bath. |
| 4880 Sandyland #51 | 535,000 | n/a | n/a | 9/18 | n/a | 1/1 | 648 | 2 nd | This La Cabana unit sold without coming on the market. |

AVAILABLE BEACH AREA CONDOMINIUMS

| ADDRESS | CURRENT LIST PRICE | ORIGINAL LIST PRICE | LIST DATE | BRM/ BATH | FLOOR | ASS'N FEE | SQ. FEET | COMMENTS |
|---------------------|--------------------|---------------------|-----------|-----------|-----------------|-----------|----------|--|
| MONTECITO | | | | | | | | |
| 6 Seaview Drive | \$6,150,000 | \$6,150,000 | 1/19 | 3/2.5 | 1 st | 1,342 | | Beachfront redone 2,263 sq.ft. S.E. facing with gorgeous ocean views & patio. Prior to the redo, this sold privately in 1/16 for \$4,125,000. |
| 1385 Plaza Pacifica | 4,435,000 | 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 | 4,385,000 | 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 | 3,580,000 | 4,750,000 | 9/17 | 3/3 | 2 nd | 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. |
| 26 Seaview Drive | 3,500,000 | 3,500,000 | 2/19 | 2/2 | 2 nd | 1,142 | Fab ocean views from redone 1,788 sq.ft. with hardwood floors and beautiful finishes. Sold 4/17 for \$3,100,000. Redone since 11/06 sale for \$2,100,000 and 2/05 for 1,650,000. |
| 1350 Plaza Pacifica | 2,995,000 | 3,150,000 | 7/18 | 2/2 | 1 st | 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. |
| 1348 Plaza Pacifica | 2,600,000 | 3,100,000 | 8/18 | 3/2.5 | 2 nd | 1,295 | Lovely single level unit built in 2011 with radiant floor heat, 2 gas fireplaces, top appliances and finishes. www.BonnymedeCondo.com |
| 31 Seaview Drive | 2,495,000 | 2,495,000 | 3/19 | 2/2 | 3 rd | 1,169 | Southeast facing 1,855 sq.ft. with pretty ocean views, soaring angled living room ceiling and many bedroom built-ins with Murphy bed. |
| 1334 Plaza Pacifica | 2,350,000 | 2,350,000 | 10/18 | 2/2.5 | 2-3 | 1,255 | Pretty ocean views are enjoyed from this bright South facing townhouse with redone kitchen close to the beach. BonnymedeTownhome.com |
| 25 Seaview Drive | 1,900,000 | 1,900,000 | 10/18 | 2/2 | 2 nd | 1,142 | Southeast facing 1,599 sq.ft. unit with nice partial ocean views. This sold in 7/08 for \$1,800,000 and 5/06 for \$1,875,000. |
| 45 Seaview Drive | 1,595,000 | 1,750,000 | 11/18 | 2/2 | 2 nd | 1,142 | Ocean peeks are enjoyed from this 1,724 sq.ft. unit with open balcony, formal dining and fireplace. |
| 1394 Plaza Pacifica | 919,900 | 995,000 | 12/18 | 0/1 | 2 nd | 650 | Redone studio with partial ocean views, wood floors and newer kitchen. Sold 9/03 for \$570,000 and 3/00 for \$385,000. |

CARPINTERIA

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|---------------------|-----------|-----------|-------|-----|-----------------|-----|--|
| 4975 Sandyland #206 | 1,549,900 | 1,549,900 | 11/18 | 2/1 | 2 nd | 465 | Beachfront 683 sq.ft. fully furnished Carpinteria Shores unit with panoramic ocean and island views. |
| 4975 Sandyland #202 | 998,775 | 1,149,900 | 2/19 | 2/1 | 2 nd | 595 | Beachfront Carpinteria Shores unit with lovely ocean and park views. www.4975Sandyland.com |
| 4700 Sandyland #28 | 735,000 | 735,000 | 3/19 | 2/2 | 1-2 | 636 | Mtn view Solimar Sands 1,246 sq.ft. townhome with new paint and flooring. Gated parking, 2 pools, spa and on site manager. |

BEACH AREA CONDOMINIUM SALES IN 2019

AS OF MARCH 31, 2019

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

SANTA BARBARA

| | | | | | | | | | |
|------------------|-------------|-------------|-------------|------|--------|-----|-------|-----------------|--|
| 667-A Del Parque | \$1,601,000 | \$1,550,000 | \$1,550,000 | 2/19 | 2 wks. | 2/2 | 1,350 | 1-2 | Front row ocean view redone townhome with porcelain tile floors, quartz kitchen counters and private ocean view master balcony. www.EastBeachTownhome.com |
| 30 Barranca #1 | 815,000 | 815,000 | 815,000 | 1/19 | 3 wks. | 2/2 | 1,155 | 1 st | Parital ocean and beach views from living room, master and balcony from redone single level with tile floors. |

MONTECITO

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|--------------------|-----------|-----------|-----------|------|-------|-------|-------|-----------------|--|
| 1340 Pl. Sonadores | 1,568,000 | 1,568,000 | 1,568,000 | 2/19 | 1 wk. | 2/2 | 1,665 | 2 nd | Redone single level end unit with high end finishes and garden views. |
| 41 Seaview Drive | 1,515,000 | 1,595,000 | 1,850,000 | 3/19 | 5 mo. | 2/2.5 | 1,731 | 1 st | Dated 2/2.5 with fireplace, formal dining and huge patio. Views of majestic trees. MontecitoShoresCondo.com |

BEACH AREA CONDOMINIUM SALES IN 2018: COMPLETE

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

SANTA BARBARA

| | | | | | | | | | |
|------------------|-------------|-------------|-------------|------|-------|-----|-------|-----|--|
| 667-C Del Parque | \$1,500,000 | \$1,549,000 | \$1,595,000 | 9/18 | 2 mo. | 3/2 | 1,664 | 1-2 | Front row ocean view 1,664 sq.ft. townhome. This sold privately for \$1,400,000 in 6/18. |
|------------------|-------------|-------------|-------------|------|-------|-----|-------|-----|--|

| | | | | | | | | | |
|------------------|-----------|---------|-----------|-------|-----------|-------|-------|-----------------|---|
| 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. |
| 20 Barranca #2 | 980,000 | 999,500 | 1,125,000 | 3/18 | 1 3/4 yrs | 2/2 | 1,391 | 1 st | Front row. Redone with cherry floors, granite kitchen, fireplace and wet bar. Redone since 9/03 sale for \$785K. |
| 50 Barranca #7 | 930,000 | 950,000 | 950,000 | 9/18 | 3 wks. | 3/2 | 1,395 | 2 nd | Redone end unit with ocean views from all 3 bedrooms. Sold 4/07 for \$737K, 6/04 for \$785K, 8/00 for \$525K. |
| 46 Barranca #1 | 900,000 | 899,000 | 899,000 | 7/18 | 3 days | 3/2 | 1,395 | 1 st | Single level with ocean peeks, fireplace, hardwood floors, & redone baths, kitchen and doors. Sold 6/17 for \$850K. |
| 50 Barranca #12 | 880,000 | 875,000 | 875,000 | 2/18 | 1 wk. | 3/2 | 1,395 | 3 rd | 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. |
| 56 Barranca #10 | 721,500 | 749,000 | 875,000 | 12/18 | 3 mo. | 2/2.5 | 1,188 | 2-3 | Redone townhouse with newer kitchen, ocean peek from master. Sold 7/14 for \$665,000. Redone since 7/03 sale for \$500,000. |

MONTECITO

| | | | | | | | | | |
|----------------------|-----------|-----------|-----------|------|-------|-------|-------|-----------------|--|
| 1 Seaview Drive | 6,600,000 | n/a | n/a | 5/18 | n/a | 3/3.5 | 2,371 | 1 st | Completely redone with fab ocean views, large seaside patio, fireplace and formal dining. Redone since 9/13 sale 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 st | Redone South facing with lovely ocean views, formal DR & fireplace. Updated 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 nd | Redone West facing with ocean peeks, fireplace & formal dining room. Prior to redo, sold 5/14 for \$1,875,000. |
| 51 Seaview Drive | 2,485,000 | 2,595,000 | 2,595,000 | 7/18 | 2 mo. | 2/2.5 | 1,993 | 3 rd | Redone West facing with partial ocean views, den/formal dining, fireplace, A/C, custom doors and cabinets. Sold privately in 4/11 for \$930,000. |
| 1350 Plaza Pacifica | 2,100,000 | n/a | n/a | 3/18 | n/a | 2/2 | 1,694 | 1 st | 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 nd | 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 nd | 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 st | South facing with ocean peeks, new paint and flooring. Sold 3/12 for \$660,000. |

CARPINTERIA

See sales under New Closed Escrow section above.