

BEACH & BLUFF BULLETIN

WINTER
at the beach

2020 Year End Edition

BEACH & BLUFF BUZZ

There are certainly a vast number of adjectives (and more than a few invectives) that can be employed to describe 2020. But as this report concentrates solely on the beach market, the word I would use to describe 2020 is “unprecedented.” Having specialized in the beach market for over 30 years*, I have seen a number of hot beach markets, including the “Dot Com” bubble that peaked in 2000 and the “High Tech” bubble that peaked in 2007. Yet neither of these markets approach the sheer volume and fervor of beach buyers during 2020 (and continuing now into 2021). Covid’s travel restrictions have caused people to prioritize their lives at home more than ever before, and a tremendous number of buyers are considering a beach property in Santa Barbara as their ideal place either to “hunker down” or even to relocate permanently. Combined with a lack of inventory, this fervor has created a frenzy whenever a quality property becomes available, and prices have risen dramatically as a result.

■ **Blufftop:** In Hope Ranch, 4305 Marina Drive, a fabulous 10,143 sq.ft. Contemporary with pool, spa and tennis court on 3.7 acres, had languished on the market for 2 years before selling for \$17,500,000 in 2017. But in 2020, it took under 4 months for it to go into escrow despite an asking price of \$27,500,000. (I’m told it will close soon for \$25,373,227.) And 4343 Marina Drive, an original condition ’50s rancher certain to be torn down, sold overnight for \$7,675,000. In Santa Barbara, 1707 Shoreline Drive, a 2,964 sq.ft. 3/2.5 ’60s pool home, sold within 2 months for \$4,995,000, a price per/sq.ft. 35% higher than the previous record oceanfront Shoreline Drive sale set in 2019.

■ **Montecito thru Carpinteria:** 3579 Padaro Lane, a redone 2,267 sq.ft. 3/3.5 on one of Padaro’s smallest parcels, helps tell the 2020 tale. Not upgraded since its 2012 sale, it has sold 5 times since 2000: \$4,200,000 in 2002, \$7,600,000 in 2005, \$7,750,000 in 2012, \$8,250,000 in 2015 and \$11,000,000 in 2020. In fact, the \$11M price set a new record for the eastern section of Padaro Lane where the beach frontages are the narrowest. A record price of \$7,850,000 was also paid on Montecito’s Miramar Beach for 1536 Miramar Beach, a charming 2 story Cape Cod on a 3,484 sq.ft. parcel), blasting past Miramar’s previous high of \$5,600,000 set in 2007.

■ **Rincon:** Sales in 2020 along the Rincon broke records in both number of sales (13) as well as number of sales above \$3,000,000 (10), and there were 2 sales exceeding the previous \$4,000,000 price ceiling within the gated Seacliff Beach Colony at the Rincon’s western end.

■ **Beach Condos:** 2020 sales at Shoreline Condos and East Beach Townhouses continued the quick market response and steady appreciation that started in 2019. Coming into 2020, there was extremely high inventory within the Bonnymede and Montecito Shores enclave, but the 25 (!) combined sales there has depleted the available units to only a handful. In Carpinteria, the time on the market for beach condos has plummeted, while the price of beachfront units has soared to as much as \$2,162/sq.ft. (for my listing at 4925-E Sandylane Road, a 1,443 sq.ft. top floor 2/2 that sold for \$3,120,000).

Almost daily, I am contacted by agents with fabulous buyers asking if I know of any beach properties coming up soon. All I can do is commiserate, as I have many wonderful buyers of my own. Certainly, no one who is thinking of parting with a beach property in a market this hot should engage in a “private” sale, as I believe that a “bidding war” will likely ensue if the listing is handled correctly. Having represented many sellers in bidding wars over my career, it can be thrilling to see just what can happen when extremely motivated buyers compete to win such wars, all to the benefit of the sellers.

Hopefully, the momentum in the beach market that began in 2019 and accelerated in 2020 continues apace in 2021. All the best,

*P.S. Here follows the number of beach transactions I have had over my career, for which I am tremendously grateful!

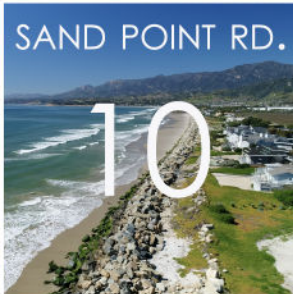
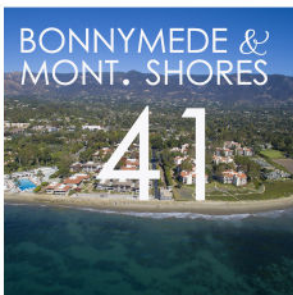
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BERKSHIRE HATHAWAY
LUXURY PROPERTIES



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

1453 Bonnymede Dr.	\$25,000,000	\$25,000,000	9/20	5/5.5	~~	Superb 7,150 sq.ft. 5/5.5 Sea Meadow home on the sand with a walnut paneled library, stone floors, steel & glass doors, family room and full basement. Sold 3/13 fully furnished, including art, for \$13,500,000.
1583 S. Jameson Ln.	17,900,000	17,900,000	2/20	9/4.5	110'	Sprawling 2 story 7/6 mid-century with attached 1/1 guest cottages and a detached studio on 0.38 ac. accessed through the Miramar Resort.
1811 Fernald Point	9,250,000	9,975,000	7/20	4/3.5	50'	Private appx. 3,200 sq.ft. tri-level Contemp. built in 1966 on gated lane with fireplace, wood floors, large seaside deck & 2 1-car garages.
1556 Miramar Beach	7,950,000	8,400,000	7/19	2/3	20'	Redone 1,710 sq.ft. tri-level 2/3 Contemp. with accordion walls of glass, skylights and 3 seaside decks. Redone since 11/11 sale for \$4,150,000.
1506 Miramar Beach	6,200,000	6,900,000	8/20	2/2	25'	Redone story 1950's 1,197 sq.ft. 2/2 with open beam and wood plank ceilings, wood floors, Franklin stove and 2 seaside decks.

PADARO LANE & BEACH CLUB ROAD

3555-1/2 Padaro Ln.	8,500,000	9,900,000	8/20	3/3	25'	Redone 2 story 2,467 sq.ft. 3/3 Cape Cod with 2 fireplaces and a den/bedroom on a half lot. Sold 1/15 for \$6.5M and 10/11 for \$5.9M. Redone since 6/04 sale for \$5,050,000.
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

821 Sand Point Rd.	24,500,000	24,500,000	6/19	4/4/2	131'	Built in 2004, this lovely 6,141 sq.ft. 4/4/2 Nantucket has a Great room, library, theater, gym, wine room, breakfast room, master suite with sitting room and 4 car garage. Sold 10/15 for \$15,455,000.
849 Sand Point Rd.	13,200,000	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.

RINCON

3716 P.C.H.	3,995,000	4,195,000	8/20	4/3	67'	Situated at Mondo's Cove surf break, this 3,167 sq.ft. 1980's Cape Cod has an attached guest suite, 2 car garage and stairs to the sand.
5518 Rincon Beach Park Drive	3,900,000	3,900,000	12/20	3/3.5	40'	2 story 3,066 sq.ft. Cape Cod built in 2007 with 10' ceilings, hickory floors and a fabulous kitchen. Sold 9/07 for \$3,650,000. The lot (western-most in Seacliff) sold in 5/05 for \$925,000.
3968 P.C.H.	2,950,000	2,950,000	11/20	2/2	34'	Redone 1920's 1,286 sq.ft. 2/2 cottage with an open floorplan, skylights and a brick fireplace in the great room. Minor changes since 6/18 sale for \$2,175,000. Prior to redo, sold 1/16 for \$1,790,000.

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

4015 Bajada Lane	16,900,000	16,900,000	10/20	6/5.5	231'	Henry Lenny designed Spanish Colonial Revival on gated private road with direct beach access down gentle path, seaside pool/spa/BBQ area, wet bar, office, 3 fireplaces, including in the master bedroom.
4151 Creciente Dr.	16,900,000	16,900,000	1/21	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.

SANTA BARBARA

2011 Edgewater Way	3,850,000	3,850,000	1/21	2/1.5	70'	Charming 1,066 sq.ft. Mesa home with beam ceilings & 2 nd brm on lower level with separate entrance. Sold 3/19 for \$2,850,000. Redone since sales in 6/12 for \$1,300,000, 9/03 for \$1,549,000 and 5/03 for \$1,395,000.
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AVAILABLE PROPERTIES NEAR THE BEACH OR BLUFF

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>COMMENTS</u>
MONTECITO					
1104 Channel Dr.	32,000,000	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.
1150 Channel Dr.	25,000,000	25,000,000	10/20	3/4	Dazzling redone 3,813 sq.ft. Contemp. with nano wall opening to infinity edge pool, large terraces, heated loggia and rooftop deck on .6 acres.
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	10,950,000	12,500,000	9/18	4/5	Built in 2011, this 3,500 sq.ft. Modern has a cabana, pool, spa and Brazilian hard-wood 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.
1463 Vincenti Pl.	4,200,000	4,200,000	6/20	2/2.5	Bright 3,632 sq.ft. Sea Meadow with beautiful patios, office landing, custom kitchen with built-in office cabinetry and sunken living room with fireplace.

RINCON					
6670 Old P.C.H.	1,799,000	1,799,000	1/21	5/3	Redone 1,910 sq.ft. ocean view Contemp. duplex built in 2014 with limestone, glass tile accents, Caesar stone counters & a roof top deck. The lower unit has 2/1 & the upstairs has 3/2. Sold in foreclosure in 2/20 to one of the note holders. Sold 8/15 for \$1,850,000. Sold for lot value in 7/13 for \$900,000 and 11/02 for \$700,100.

BEACH ESCROWS PENDING

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HOPE RANCH						
4305 Marina Dr.	\$27,500,000	\$28,500,000	2/20	5/6.5	200'	Fab. 10,143 sq.ft. 4/6.5 Contemp. with smart home tech, office, family room, 3 built-in fish tanks, home theater, guest house pool, spa, tennis & beach access on 3.7 ac. Some redo since 10/17 sale for \$17,500,000.
MONTECITO						
1491 Bonnymede Dr.	5,495,000	5,495,000	10/20	3/3	n/a	Redone Sea Meadow 3,517 sq.ft. with open beam ceilings, 2 upstairs ocean view bedrooms with balconies, sunken living room, brick patios. Redone since sales in 7/19 for \$3,273,529 and 6/02 for \$2,700,000.

RINCON						
3428 P.C.H.	2,695,000	2,895,000	8/20	3/1.5	40'	Redone 795 sq.ft. cottage with fireplace and beautiful new deck with spa.

BEACHFRONT SALES IN 2020: 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>
MONTECITO							
1639 Fernald Point	\$9,000,000	\$9,900,000	\$9,900,000	6/20	2 mo.	20'	70's Contemp. 2 story 4,043 sq.ft 5/5.5 with attached guest quarters set back from the sand overlooking the creek to the ocean beyond. Sold with multiple offers.
1536 Miramar Beach	7,850,000	8,350,000	8,350,000	7/20	1 mo.	45'	Charming 2 story 3/2.5 Cape Cod with open beam ceilings, wood floors and master with fireplace, on one of Miramar Beach's widest lots with 5 private parking spaces.

PADARO LANE & BEACH CLUB ROAD

3333 Padaro Lane	23,750,000	n/a	n/a	9/20	n/a	62'	Striking 6,700 sq.ft. 4/4.5 Cape Cod built in 2001 on the knoll with wine cellar, library, office & den. Guest apt. over a 3 car garage. Partly redone since sales in 3/15 for \$19,000,000 and 11/03 for \$11,750,000.
3579 Padaro Lane	11,000,000	11,750,000	11,750,000	12/20	2 mo.	50'	Pristine redone 2,267 sq.ft. 4/3 Cape Cod built in the 70's. Unchanged since it sold in 1/15 for \$8,250,000 and 11/12 for \$7,750,000. It was redone after its \$7,600,000 sale in 1/05, and \$4,200,000 in 12/02.

SANDYLAND COVE

4581 Ave. del Mar	6,400,000	6,850,000	6,850,000	1/20	2 mo.	38'	360° views of the ocean, islands, mtns & bird sanctuary from dated 2-story 4/4 Contemporary with upstairs master suite.
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RINCON

3078 Solimar Beach	5,000,000	5,500,000	5,500,000	11/20	1 mo.	40'	Striking redone 3,220 sq.ft. 3/3.5 Contemp. with quartz fireplace, dramatic skylights, office, media room and den.
5368 Rincon Beach Park Drive	4,350,000	4,500,000	5,550,000	7/20	2 yrs.	40'	Gorgeous 3/4/2 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 \$3,400,000.
5348 Rincon Beach Park Drive	4,175,000	4,450,000	4,900,000	10/20	1.5 yrs	50'	Redone tri-level 3,971 sq.ft. 4/4/2 Contemp. blt in 1991 with kitchen, elevator, master with fireplace and shutters, and large patio with firepit. Redone since 9/09 sale for \$3,175,000.
4014 P.C.H.	3,900,000	4,150,000	4,650,000	8/20	2 yrs.	40'	80's 3,159 sq.ft. 3/3 Contemp. with floating aluminum staircase, travertine floors, 2 fireplaces and large deck.
2944 Solimar Beach	3,855,000	4,550,000	4,850,000	3/20	7 mo.	43'	1970's 4,181 sq.ft. 4/3.5 Contemp. has an elevator, formal dining, walk-in bar, firepit and rooftop deck.
3750 P.C.H.	3,580,000	3,850,000	3,850,000	6/20	3 mo.	41'	Craftsman style 2,340 sq.ft. 3/2 built in 1988 with high open beam ceilings, tile floors and master suite with office and balcony. Sold 3/01 for \$1,520,000.
5478 Rincon Beach Park Drive	3,700,000	3,995,000	4,550,000	3/20	10 mo.	40'	Redone 2 story 2,422 sq.ft. 4/4 with beam ceilings, master fireplace, spa. Redone since 12/14 sale for \$2,788,800.
3682 P.C.H.	3,100,000	3,350,000	3,700,000	10/20	1 yr.	54'	1980's 2,290 sq.ft. 2 story 3/3.5 Contemp. with rock fireplace, bonus room with fireplace & wet bar, detached bath/changing room.
5514 Rincon Beach Park Drive	2,300,000	2,495,000	2,450,000	8/20	5 mo.	40'	Redone 868 sq.ft. 2/1 built in 1940 with fireplace and deck. Sold 6/18 for \$2,000,000. Redone since sales in 9/11 for \$990,000 and 5/07 for \$2,160,000.
5440 Rincon Beach Park Drive	2,200,000	2,249,000	2,450,000	11/19	1.5 yrs.	40'	Cute 1,281 sq.ft. 2/1.5 cottage built in 1961 with plans for a new custom 3,408 sq.ft. 4/3.5 home with elevator & roof-top deck. Sold 7/11 for \$1,065,000.
6645 Breakers Way	1,725,000	1,795,000	1,795,000	9/20	1 day	40'	Built in 1978, this modest 2,050 sq.ft. 2-story 3/3 in Mussel Shoals has a fireplace, large rec room and 2 nd floor deck.

SALES ON THE BLUFF IN 2020: COMPLETE

<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>
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HOPE RANCH

4295 Marina Dr.	\$10,475,000	\$11,500,000	\$11,500,000	8/20	1.1 yrs.	3.30	Redone 1950's 3,380 sq.ft. adobe 4/4/3 main home with 1/1 guest house, game room, pool, tennis court & orchard with 195' of frontage with direct beach access.
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4045 Bajada Lane	9,250,000	11,750,000	17,700,000	7/20	2 yrs.	1.84	Built in 1998, 5,580 sq.ft. 4/4.5 Medit. with 3 story curved iron staircase, antique accents, tower room/art studio, office, elevator and pool on 1.84 ac.
4343 Marina Dr.	7,675,000	7,950,000	7,950,000	9/20	1 wk.	2.42	Orig. condition 50's single level ranch style home with 146' of frontage with lovely mature trees.

SANTA BARBARA

3511 Sea Ledge	8,300,000	8,750,000	10,500,000	2/20	4 mo.	94'	Redone in 2006, this 3,538 sq.ft. 4/4.5 Medit. has open beam ceilings, pine floors and guest house on 1.12 ac. Sold 2/15 for \$7,800,000. Redone since 8/03 sale for \$2,850,000.
1707 Shoreline Dr.	4,995,000	5,295,000	5,295,000	12/20	2 mo.	40'	2 story 2,964 sq.ft. 3/2.5 1960's with seaside pool, family room, open beam ceilings, stove fireplace, and office.
1553 Shoreline Dr.	3,000,000	3,200,000	3,495,000	3/20	9 mo.	85'	Vacant 0.52 acre blufftop lot bought by next door neighbor. Sold 1/04 for \$1,600,000.

SALES NEAR THE BEACH OR BLUFF IN 2020: COMPLETE

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

1210 Channel Dr.	\$17,450,000	\$18,500,000	\$18,500,000	9/20	2 wks.	Newly built 3 story 6/2/2 Contemp. next to the Biltmore with guest house & 2 pools. Demo & new build since sales in 11/10 for \$6,400,000, 7/10 for \$6,000,000 and 3/03 for \$2,500,000.
1460 Bonnymede Dr.	7,315,000	7,595,000	7,950,000	11/20	2 mo.	Redone Sea Meadow 4,260 sq.ft. 4/4.5 with 2 story atrium, family room with stone fireplace and outdoor fireplace. Redone since sales in 2/16 for \$5,465,000 and 10/03 for \$4,475,000.
40 Hammond Dr.	4,800,000	4,995,000	5,195,000	11/20	7 mo.	South facing 4,606 sq.ft. 4/3 Sea Meadow with ocean peeks, formal dining, family rm & office/4th brm. Minor upgrades since 2/16 sale for \$4,650,000.

RINCON

3706 P.C.H.	2,450,000	2,499,000	2,499,000	7/20	1 wk.	Redone ocean view 2 story 1970's 2,123 sq.ft. 3/3 with quartz counters, tiled floors, bonus room with fireplace, spa.
6709 Breakers Way	600,000	649,900	895,000	2/20	10 mo.	Modest 352 sq.ft. 1/1 cottage with detached 2 car garage.

AVAILABLE BEACH AREA CONDOMINIUMS

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

None at present

MONTECITO

3 Seaview Drive	\$5,500,000	\$4,800,000	7/20	3/2.5	1 st	2,234	Redone 3/2.5 with nice ocean views from enclosed patio, fireplace, formal dining, kitchen with center island, wood floors with radiant heat. Sold 9/16 for \$3,300,000. Redone in part since sales in 12/11 for \$2,300,000, 2/07 for \$2,250,000 and 7/03 for \$1,800,000.
1351 Plaza Pacifica	4,995,000	4,995,000	1/21	3/3	1 st	2,157	Beachfront single level with wide plank floors, living room with fireplace, formal dining, large seaside terrace and private 2 car garage.
1399 Plaza Pacifica	3,595,000	3,595,000	3/20	2/2.5	2 nd	1,675	Ocean view remodeled single level top floor with fireplace, wide plank oak floors, wood paneled walls, marble counters and 2 car garage.
1382 Plaza Pacifica	2,695,000	3,195,000	9/20	2/2.5	2-3	1,127	Beautifully redone townhouse with Coral Casino tower views and ocean peeks, wide plank White Oak floors. Redone since sales in 12/17 for \$2,000,000, 6/02 for \$965,000 and 1/00 for \$775,000.

87 Seaview Drive	2,595,000	2,650,000	3/20	2/2	3 rd	1,769	Fab redo with tennis ct. view, formal dining & fireplace. Sold 10/17 for \$1,762,250 with new A/C, heat & paint since 1/15 sale for \$1,550,000. Redone since 1/10 sale for \$1,050,000 and 4/02 for \$975,000.
83 Seaview Dr.	1,925,000	1,995,000	9/20	2/2	2 nd	1,731	Remodeled North facing unit with dining room and fireplace. Upgraded since 5/12 sale for \$1,200,000. Redone since 12/05 sale for \$1,525,000.
1300 Plaza Sonadores	1,650,000	1,650,000	1/21	2/2	1 st	1,368	Redone single level end unit with fireplace, Oak floors, crown moldings, windows on 4 sides. Sold in a 11/06 bankruptcy sale for \$1,450,000.

CARPINTERIA

4975 Sandyland #206	1,350,000	1,350,000	6/20	2/1	2 nd	683	Beachfront fully furnished Carpinteria Shores unit with panoramic ocean and island views.
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BEACH AREA CONDO ESCROWS PENDING

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>SQ. FLOOR</u>	<u>FEET</u>	<u>COMMENTS</u>
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SANTA BARBARA

671-C Del Parque	1,449,900	1,449,900	7/19	3/2	1-2	1,985	Front row ocean view 1,985 sq.ft. East Beach Townhome redone with tile and wood floors, fireplace, skylights in loft, brick patio, and 2 car garage. Sold 7/03 for \$1,050,000.
651-C Verde Mar	1,348,000	1,470,000	8/19	3/3	1-2	1,664	Wood and travertine floors, fireplace, A/C. New kitchen counters and cabinets since 5/13 sale for \$1,015,000.

BEACH AREA CONDOMINIUM SALES IN 2020: COMPLETE

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

26 Barranca #3	\$1,630,000	n/a	n/a	4/20	n/a	2/2.5	1,232	2-3	Front row townhouse with panoramic ocean and coast-line views, fireplace, granite kitchen and updated baths. Redone since 9/17 sale for \$1,100,000.
661-D Del Parque	1,625,000	\$1,695,000	\$1,695,000	1/20	2 mo.	2/2	1,350	1-2	Front row end unit East Beach Townhome with ocean views & fireplace and 2 car garage. Redone since sales in 8/10 for \$1,180,000 and 3/07 for \$1,625,000.
647-E Por la Mar	1,280,000	1,299,500	1,330,000	9/20	3 mo.	3/2	1,568	1-2	Tri-level overlooking pool with tile living room floors, updated kitchen and baths.
20 Barranca #3	1,157,500	1,195,000	1,195,000	2/20	10 mo.	2/2.5	1,232	2 nd	Front row corner unit with sunrise to sunset views, 2 covered balconies, in unit laundry, 2 garages spaces.
643-C Costa del Mar	1,100,000	1,150,000	1,150,000	7/20	4 mo.	2/2.5	1,076	1-2	Redone with tile floors, newer kitchen and baths. Sold 3/04 for \$985,000.
643-E Costa del Mar	1,100,000	1,125,000	1,200,000	3/20	6 mo.	2/2	1,374	1-2	Partly redone end unit East Beach Townhouse with fireplace, Saltillo tile and wood floors, patio & 2 car garage. Sold 8/16 for \$860,000.
641-C Por la Mar	999,000	1,000,000	1,000,000	3/20	3 wks.	2/2.5	1,076	1-2	South facing interior unit with new appliances, wood floors and partially redone baths. Sold 4/01 for \$675,000.
665-E Del Parque	850,000	n/a	n/a	7/20	n/a	2/2.5	1,330	1-2	Redone with granite kitchen, mountain views, skylights. Sold 3/13 for \$750,000 and 7/05 for \$1,320,000.
66 Barranca #4	780,000	785,900	799,500	12/20	8 mo.	2/2	1,155	2 nd	Pool view single level with bamboo flooring, redone kitchen and baths and dual paned windows. Updated since 7/03 sale for \$495,000.

MONTECITO

6 Seaview Drive	\$5,500,000	\$5,895,000	\$6,150,000	4/20	1 yr.	3/2.5	2,263	1 st	Beachfront redone S.E. facing with fab ocean views and patio. Prior to the redo, this sold in 1/16 for \$4,125,000.
1385 Plaza Pacifica	3,450,000	3,600,000	5,100,000	5/20	9 mo.	2/2.5	1,676	2-3	Redone Contemp. beachfront South-facing townhouse with 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	3,150,000	3,795,000	7,995,000	6/20	3.5 yrs	2/2.5	1,667	2-3	Beachfront townhouse with panoramic views and granite counters in kitchen and baths.
10 Seaview Drive	3,125,000	3,400,000	3,400,000	12/20	2 wks.	2/2	1,799	2 nd	Whitewater ocean views from redone condo in beach-front bldg. 2. Redone since 6/13 sale for \$1,860,000.
27 Seaview Drive	3,050,000	3,250,000	3,250,000	11/20	1 yr.	3/2.5	2,360	2 nd	Redone West facing with partial ocean views, fireplace, formal dining, enclosed lanai. Upgrades since 3/18 sale for \$2,525,000. Prior to the redo, sold 5/14 for \$1,875K.
78 Seaview Drive	2,950,000	2,950,000	4,595,000	7/20	8 mo.	3/2.5	2,336	1 st	Redone South facing with lovely ocean views, fireplace, bamboo heated floors, paneled office, formal DR. Sold 4/18 for \$4,000,000. Some updates since 6/11 sale for \$2,650,000. Prior to redo, sold for \$2.4M in 9/05.
51 Seaview Drive	2,750,000	2,850,000	2,850,000	9/20	2 mo.	2/2.5	1,993	3 rd	Redone West facing with some ocean views, den, fireplace, high ceilings with skylights, forced air heat & A/C, custom doors & cabinets. Sold 7/18 for \$2,485,000. Redone since 4/11 sale for \$930K.
1309 Plaza Pacifica	2,430,000	2,430,000	2,450,000	12/20	4 mo.	1/1.5	938	1 st	Newly redone end unit with lovely ocean views, heated blond oak floors, custom built-ins. Sold remodeled in 12/17 for \$2,200,000 and 12/10 for \$1,345,000. Sold in original condition in 4/08 for \$1,600,000.
39 Seaview Drive	2,075,000	1,950,000	2,250,000	9/20	1 yr.	2/2	1,798	1 st	Redone with ocean peeks, White Oak floors, new doors and windows, fireplace, formal dining and two patios. Sold amid multiple offers. Sold 9/16 for \$1,850,000. Redone since 1/16 sale for \$1,330,875.
1348 Plaza Pacifica	2,000,000	2,250,000	3,100,000	5/20	1¾ yrs.	3/2.5	1,880	2 nd	Single level built in 2011 with radiant floor heat, 2 gas fireplaces, and lovely finishes.
1334 Plaza Pacifica	2,000,000	2,350,000	2,350,000	1/20	1 yr.	2/2.5	1,686	2-3	Pretty ocean views from South facing townhouse.
31 Seaview Drive	1,937,500	2,200,000	2,495,000	9/20	1¼ yrs.	2/2	1,855	3 rd	Southeast facing with partial ocean views, soaring angled living rm ceiling and bedroom built-ins with Murphy bed.
1363 Plaza Pacifica	1,900,000	2,050,000	2,250,000	1/20	4 mo.	1/1.5	911	1 st	Beachfront with panoramic ocean views & large patio.
1375 Plaza Sonadores	1,850,000	1,995,000	2,375,000	10/20	1¼ yrs.	2/2.5	1,540	2-3	Redone South facing townhome with new baths, French Oak floors. Sold 12/17 for \$2,450,000. Redone since 8/15 sale for \$1,550,000.
76 Seaview Drive	1,800,000	1,850,000	1,950,000	7/20	2 mo.	2/2	1,731	1 st	Redone with ocean peeks, formal dining, fireplace, wood parque floors, wainscoting and a large terrace. Sold 6/11 for \$1,400,000. Bought as a spec redo in 3/10 for \$1.1M.
1344 Plaza Sonadores	1,712,500	1,850,000	2,195,000	6/20	1 yr.	2/2	1,781	2 nd	Fab redone single level with walnut floors, teak wood walls and fireplace. Sold 8/11 for \$1,600,000. Prior to redo, this sold 11/03 for \$1,050,000.
25 Seaview Drive	1,625,000	1,688,000	1,900,000	9/20	1¾ yrs.	2/2	1,599	2 nd	Southeast facing with nice partial ocean views. This sold in 7/08 for \$1,800,000 and 5/06 for \$1,875,000.
1333 Plaza Sonadores	1,525,000	1,500,000	1,599,000	8/20	3 mo.	2/2.5	1,408	2-3	East facing townhome with garden views, in unit laundry and detached private free standing 2 car garage.
1366 Plaza Sonadores	1,500,000	1,585,000	1,585,000	12/20	1 mo.	2/2.5	1,452	2-3	Redone South facing townhome with garden views. Sold 8/03 for \$925K and 8/01 for \$885K.
52 Seaview Drive	1,500,000	1,530,000	1,585,000	7/20	5 mo.	2/2	1,731	3 rd	Partly redone with mtn views, open balconies, fireplace and formal dining. Sold 5/08 for \$2,000,000. Prior to redo, this sold in 5/03 for \$1,100,000.
1327 Plaza Sonadores	1,450,000	1,500,000	1,500,000	12/20	1 wk.	2/2	1,406	1 st	Single level top floor 1,406 sq.ft. end unit with fireplace, built-in bookcases, crown moldings, and shutters. Sold 3/02 for \$899,000.

45 Seaview Drive	1,425,000	1,495,000	1,595,000	11/20	3 mo.	2/2	1,724	2 nd	West facing unit with ocean peek from the balcony, fireplace, built-in bookcases and formal dining room.
1351 Plaza Sonadores	1,295,000	1,295,000	1,295,000	10/20	5 days	1/1.5	770	1 st	Stylish redone South facing single level end unit with slate floors, granite counters and custom cabinets.
1308 Plaza Sonadores	1,259,000	1,259,000	1,248,000	8/20	2 yrs.	1/1	806	1 st	Redone end unit with Oak & tile floors, granite counters. Sold 12/17 for \$1,240,000, 6/05 for \$1,000,000 & 9/05 for \$750,000.
65 Seaview Drive	1,000,000	n/a	n/a	10/20	n/a	2/2	1,724	2 nd	Northwest facing unit overlooking tennis court with fireplace and formal dining room. Sold privately.

CARPINTERIA

4925-F Sandyland	3,400,000	3,495,000	4,000,000	7/20	5 mo.	3/3	1,794	2 nd	Beachfront top floor end unit on the sand with 180° views.
4925-E Sandyland	3,120,000	3,325,000	3,250,000	9/20	2 mo.	2/2	1,443	2 nd	Beachfront top floor on the sand with panoramic views in 6 unit building with elevator.
4825 Sandyland #6	1,495,000	1,495,000	1,495,000	12/20	4 days	2/2	966	2 nd	Updated condo with a private beach entrance, fireplace and mtn views. One of 8 units. Sold 8/15 for \$1,195,000. 8/13 for \$1,049,000.
4848 Sandyland Rd.	1,150,000	1,195,000	1,495,000	12/20	2 mo.	3/2.5	1,288	1-2	2 story condo in 4 unit complex with fireplace, wet bar, 2 gated parking spaces and additional storage.
4700 Sandyland #2	805,000	799,000	799,000	8/20	3 mo.	1/1	700	1 st	Across from bird refuge with big mtn views, this 1/1 + den has Mtn views and ocean peek from patio. Sold 4/13 for \$739,500 and 2/05 for \$735,000.
4700 Sandyland #8	649,000	649,000	649,000	12/20	1 mo.	1/1	558	1 st	Corner unit with patio and some ocean views. Sold 9/02 for \$415,000.
4700 Sandyland #16	560,000	599,000	599,000	10/12	2 mo.	1/1	558	1 st	Updated, furnished Solimar Sands condo with stainless steel kitchen. New flooring since 8/12 sale for \$387,000.
4980 Sandyland #208	540,000	550,000	550,000	1/20	1 mo.	1/1	396	2 nd	Sunset Shores with ocean view balcony. Sold 8/15 for \$540,000, 8/04 for \$565,000 and 12/03 for \$440,000.



WINTER
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