

### BEACH & BLUFF BUZZ

In the last newsletter, I concluded this editorial as follows: "Hopefully, the momentum in the beach market that began in 2019 and accelerated in 2020 continues apace in 2021." Well, that hope has come true and then some! Here are some year over year comparisons across the beach market that illustrate just how far the market has jumped so far this year:

■ **Blufftop:** In August 2020 in Hope Ranch, a buyer paid \$10,475,000 for 4295 Marina Drive and got a redone 3,380 sq.ft. 4/3 main house, a 1/1 guest house, a detached game room, pool, tennis court, and an orchard on 3.3 acres with 195' of ocean frontage and direct beach access. This June, the buyer of 4121 Creciente Drive paid \$12,625,000 for a complete tear down on 2.48 acres with 170' of ocean frontage and no beach access.

■ **Montecito thru Carpinteria:** In December 2020, the buyer of 3579 Padaro Lane at \$11,000,000 began enjoying a fabulously redone 2,267 sq.ft. 4/3 Cape Cod with 50' of beach frontage. This year, for about \$11,895,000, the buyer currently in escrow at 3543 Padaro Lane will get a modest 646 sq.ft. 1/1 with a detached garage that has been converted into another 1/1 on a substandard lot with 41' beach frontage.

■ **Rincon:** The August 2020 buyer of 4014 Pacific Coast Highway acquired for \$3,900,000 a cool 3,159 sq.ft. 3/3 Contemporary with a floating aluminum staircase, travertine floors, 2 fireplaces, and a den on a parcel with 40' of beach frontage. This May, the buyer of 3988 Pacific Coast Highway paid \$4,445,000 for a redone 1,632 sq.ft. 3/3.5 with laminate floors and 1 fireplace on a lot with 29' of beach frontage.

■ **Beach Condos:** In January 2020, a beautifully redone 911 sq.ft. 1/1.5 at 1363 Plaza Pacifica with unobstructed 180° ocean and island views was sold for \$1,900,000. In June, a redone 924 sq.ft. 1/1.5 at 1315 Plaza Pacifica with sideways partial ocean views sold for \$3,200,000. That is a jump of 66% in price per sq.ft.!

These are just a few examples of the incredible appreciation that has been seen in all areas of the beach market just this year. I am certainly not trying to call out the buyers of these particular 2021 sales, as almost all of the sales this year have shown a huge jump in values since last year, so other examples could easily have been used. In 2021, one thing has become very clear: all sales that took place before the pandemic are completely irrelevant. Here are a few other notable sales this year:

■ **1655 Fernald Point Lane:** I represented the sellers of this gorgeous 8,000 sq.ft. 3/5.5 Cape Cod built in 2006 with 2 offices, formal dining room, family room, 5 fireplaces, home theater, gym, 2/2 guest house and studio apt. on 1.13 acres with 130' of beach frontage. Its \$45,000,000 selling price is the highest beachfront sale in our area's history, beating the previous high of \$28,000,000 (which George Lucas paid in 2019 for the property next door to his fabulous existing residence on Padaro Lane.)

■ **849 Sand Point Road:** This property finally found a buyer this year (for \$12,750,000) after 7.5 years on the market at a variety of asking prices and with a parade of different real estate agents. Similarly, following 5 years on the market, 1104 Channel Drive sold for \$31,250,000 as the market caught up with its heretofore too steep asking prices.

■ With only one sale below \$3,000,000 (and even that one was at a big price - \$2,575,000 for a 795 sq.ft. cottage), the Rincon values have jumped considerably since last year. Also, Rincon properties are now selling like the proverbial hotcakes: The average time on the market of the 11 sales during 2020 was 11 months, while so far this year, 8 of the 10 properties that have sold did so within a week.



■ **101 Mesa Lane:** Only in 2021 could a partial interest in a Tenancy in Common sell for over \$10,000,000. But that is what happened when a 5/7 interest in the property formerly owned by Beach Boy Mike Love on the Mesa oceanfront sold in June for \$10,375,000, granting the buyer the exclusive use of 4 of the 5 existing modest cottages on the bucolic compound on 2.52 acres. Public access steps to the beach are adjacent to the unique property holding.

■ **1329 Plaza Pacifica:** Now we know what "a room with a view" costs at the beach in Montecito, as this tiny 626 sq.ft. studio with lovely, but not panoramic, ocean views in Bonnymede sold in May for the full asking price of \$1,999,000.

I am frequently asked whether I believe this lava hot market will continue along our coast. While I do not know for how long it will last, I do believe it will continue for some time longer. There are simply so many buyers actively looking right now, and so few available properties, that bidding wars are likely to greet any new listings. Whew! It isn't just the weather that is super hot this year!

All the best

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LUXURY PROPERTIES



## NEW SINCE THE LAST NEWSLETTER...

### NEW LISTINGS

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/ BATH</u>	<u>FRONT FEET</u>	<u>COMMENTS</u>
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#### **PADARO LANE & BEACH CLUB ROAD**

2773-81 Padaro    \$160,000,000    \$160,000,000    2/21    ~    2,035'    Compound consisting of 5 parcels totaling 22 acres with beach access and 2 dramatic houses with 3 buildable lots. One house was constructed and new landscaping installed since the 2007/2009 sale for \$108,275,000.

### 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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#### **MONTECITO**

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.

#### **PADARO LANE & BEACH CLUB ROAD**

3557 Padaro Lane    12,950,000    12,950,000    4/21    3/3    50'    Duplex with 2/2 beachside cottage with sunroom, open beam ceilings and nice deck and a street-side 1/1 apartment.

3543 Padaro Lane    11,895,000    11,895,000    6/21    2/2    41'    Charming but tiny 1920's 1/1 646 sq.ft. cottage with detached 1/1 unit (a converted garage) on 0.20 acres.

#### **RINCON**

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 Seaciff) sold in 5/05 for \$925,000.

### NEW CLOSED ESCROWS

Please see the sales section, as all sales shown there have closed since the last newsletter.

## 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    \$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.

## 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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#### **PADARO LANE & BEACH CLUB ROAD**

2773-81 Padaro    \$160,000,000    \$160,000,000    2/21    ~    2,035'    Compound consisting of 5 parcels totaling 22 acres with beach access and 2 dramatic houses with 3 buildable lots. One house was constructed and new landscaping installed since the 2007/2009 sale for \$108,275,000.

## AVAILABLE PROPERTIES NEAR THE BEACH OR BLUFF

<u>ADDRESS</u>	<u>CURRENT LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>LIST DATE</u>	<u>BRM/BATH</u>	<u>COMMENTS</u>
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### MONTECITO

1086 Channel Dr.    \$23,500,000    \$19,950,000    11/11    3/2.5    Mid-Century Modern on a gated 0.81 ac. across the street from Butterfly Beach.

## BEACHFRONT SALES IN 2021

<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>FEET</u>	<u>COMMENTS</u>
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### MONTECITO

1655 Fernald Point    \$45,000,000    n/a    n/a    3/21    n/a    130'    Gorgeous 8,000 sq.ft. 3/5.5 Cape Cod with 2 offices, formal dining room, family room, 5 fireplaces, home theater, gym, 2/2 guest house and studio apt. on 1.13 ac. Sold privately.

1583 S. Jameson Ln.    16,000,000    \$17,900,000    \$17,900,000    4/21    1 yr.    110'    Fixer 2 story 7/6 mid-century w/attached 1/1 guest house & detached studio on 0.38 ac. accessed through the Miramar.

1556 Miramar Bch    7,547,750    7,950,000    8,400,000    4/21    1½ yrs    20'    Redone 1,710 sq.ft. tri-level 2/3 Contemp. with accordion walls of glass, skylights & 3 seaside decks. Redone since 11/11 sale for \$4,150,000.

1506 Miramar Beach    5,900,000    6,300,000    6,900,000    5/21    4 mo.    25'    Redone 2 story 1950's 1,197 sq.ft. 2/2 with open beam & wood plank ceilings, wood floors, Franklin stove and 2 seaside decks.

### SAND POINT ROAD

821 Sand Point Rd.    23,000,000    24,500,000    24,500,000    3/21    8 mo.    131'    Lovely 6,141 sq.ft. 4/4/2 Nantucket built in 2004 with Great room, library, theater, gym, wine room, breakfast room, 4 car garage and guest apt. Sold 10/15 for \$15,455,000.

849 Sand Point Rd.    12,750,000    13,200,000    10,800,000    2/21    7.5 yrs    241'    Beautiful 3,365 sq.ft. 4/4.5 Cape Cod west of Casa Blanca. Sold in 2/13 for \$8.3M and as a tear down in 4/04 for \$3.5M.

### RINCON

6768 Breakers Way    5,450,000    4,995,000    4,995,000    3/21    1 wk.    40'    Exciting 2,450 sq.ft. 2 story LEED certified 3/4 Contemp. with nano glass doors, polished concrete floors, and smart home tech. Sold with a tear down in 7/07 for \$2,500,000.

3772 P.C.H.    5,225,000    5,250,000    5,250,000    7/21    3 days    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. Sold 8/17 for \$4,100,000.

3996 P.C.H.    5,125,000    n/a    n/a    2/21    n/a    54'    Contemp. 2 story 3,670 sq.ft. 3/4 built in 1983 with 2 fireplaces, stone floors and Corian counters. 2 car garage.

3124 Solimar Beach    4,750,000    n/a    n/a    2/21    n/a    60'    This 2 story 3,281 sq.ft. 4/3 built in 1970 with tile floors and open beam ceilings sold without coming on the market.

3988 P.C.H.    4,445,000    4,295,000    4,295,000    5/21    1 wk.    29'    Redone 1920's 3/3.5 1,632 sq.ft. cottage with laminate floors in master and a fireplace. Redone since 4/15 sale for \$1,800,000.

3716 P.C.H.    3,865,000    3,995,000    4,195,000    5/21    7 mo.    67'    At Mondo's Cove surf break, this 3,167 sq.ft. 1980's 4/3 Cape Cod has an attached guest suite, 2 car garage & stairs to the sand.

3864 P.C.H.    3,800,000    3,350,000    3,350,000    1/21    1 wk.    50'    Sharp 2,061 sq.ft. 3/2 Contemp. with fireplace, high wood plank ceilings, upstairs master with balcony, 3 car garage.

4240 Faria Road    3,500,000    3,395,000    3,395,000    4/21    1 wk.    50'    Behind the gates at Faria Beach, this 1,470 sq.ft. 2/2 built in 1970 has a brick fireplace, vaulted ceilings and large deck.

4062 Faria Road    3,300,000    3,250,000    3,250,000    4/21    3 days    52'    Redone 1,188 sq.ft. single story 2/1 with gated courtyard, open beam ceilings, fireplace and 2-car garage. Sold 10/19 for \$2,425,000. Redone since 8/01 sale for \$1,150,000.

3428 P.C.H.    2,575,000    2,695,000    2,895,000    4/21    4 mo.    40'    Redone 795 sq.ft. 3/1.5 cottage with fireplace and beautiful new deck with spa.

## SALES ON THE BLUFF IN 2021

<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>FEET</u>	<u>COMMENTS</u>
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### HOPE RANCH

4305 Marina Dr.	\$25,373,227	\$27,500,000	\$28,500,000	1/21	4 mo.	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.
4015 Bajada Lane	17,150,000	16,900,000	16,900,000	5/21	6 mo.	231'	5,851 sq.ft. 6/5.5 Spanish Colonial Revival built in 2000 on gated private road with easy beach access, seaside pool/spa BBQ area, wet bar, office and 3 fireplaces.
4121 Creciente Dr.	12,625,000	11,000,000	11,000,000	6/21	2 wks.	170'	Single level 1940's 3,222 sq.ft. 3/4 fixer with 1,176 sq.ft. 2/2 guest house and 354 sq.ft. studio on private 2.48 acre parcel.

### SANTA BARBARA

101 Mesa Lane	10,375,000	10,955,000	14,950,000	6/21	1.5 yrs	213'	Sale of a 5/7 tenant in common interest of a compound of 5 modest cottages on 2.52 acres with exclusive rights to use 4 of them. Previously owned by Mike Love of the Beach Boys and adjacent to the Mesa Steps to the beach.
1631 Shoreline Dr.	8,855,000	8,855,000	8,855,000	5/21	1 wk.	94'	Brand new fab 3,604 sq.ft. 4/4.5 with multiple bi-fold doors, open floorplan, high-end finishes, multiple balconies. Sold 10/18 with tear down for \$3,950,000, 6/15 for \$1,950,000 (bankruptcy) and 6/07 for \$2,650,000.
2339 Edgewater	6,300,000	6,500,000	6,500,000	6/21	11 mo.	37'	Modest 2,150 sq.ft. 1940's 4/2 on 1 ac. with long driveway and detached garage. Sold 4/18 for \$3,395,000.
1509 Shoreline Dr.	5,500,000	n/a	n/a	5/21	n/a	99'	Single story 3,222 sq.ft. 4/5 built in 1960 on 2/3 ac. lot with pool, spa, and detached gym/playroom with roof top deck.
2315 Edgewater Way	4,745,500	4,295,000	4,295,000	2/21	1 wk.	60'	Modest 2 story 3,043 sq.ft. 4/3 Mediterranean style with 2 fireplaces set back nearly 110' from the bluff, leaving ample yard. Attached 2 car garage.

## SALES NEAR THE BEACH OR BLUFF IN 2021

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### SANTA BARBARA

3357 Cliff Dr.	\$5,500,000	\$5,600,000	\$5,600,000	6/21	1 mo.	Single level 3/3 fixer built in 1954 on .73 ac. with formal dining, family room, enclosed sun room and unpermitted guest house.
1384 Shoreline Dr.	2,850,000	2,800,000	2,800,000	3/21	1 wk.	Updated ocean view 1950's 3/2 cottage with family room, oak floors and attached garage across the street from Shoreline Park.
1218 Shoreline Dr.	2,850,000	2,400,000	2,400,000	3/21	1 day	Shoreline Park-front 836 sq.ft. 2/1 Mesa home built in 1951 with ocean views and 1 car garage. Multiple offers.

### MONTECITO

1104 Channel Dr.	31,250,000	32,000,000	37,500,000	3/21	5 yrs.	Built in 2008, 6,497 sq.ft. 4/5.5 Contemp. with pool, spa, 746 sq.ft. pool cabana with fireplace, 640 sq.ft. gym & 3 car garage on 1.13 acres. Sold 2/07 for \$25M while under construction. Sold 12/00 as vacant lot with 1127 Channel Dr. for \$6,000,000.
1150 Channel Dr.	22,995,000	23,800,000	25,000,000	5/21	4 mo.	Dazzling redone 3,813 sq.ft. ¾ Contemp. with nano wall opening to infinity edge pool, terraces, heated loggia and rooftop deck on .6 acres.
1147 Hill Road	10,621,500	10,950,000	12,500,000	5/21	2¾ yrs	Built in 2011, 3,500 sq.ft. 4/5 Modern with cabana, pool, spa and Brazilian hardwood decks with limited and unprotected views. Sold 11/13 for \$8,900,000. A tear down sold 2/08 for \$4,900,000.
1143 Hill Road	7,295,000	7,295,000	7,295,000	5/21	1 mo.	Redone 2,166 sq.ft. 1950's 2/3.5 one house back from beach with deeded access. Sold 5/18 for \$6,495,000, 6/14 for \$4,850,000, 10/03 for \$2,200,000 and 5/01 for \$1,450,000.

1491 Bonnymede Dr.	5,225,000	5,495,000	5,495,000	1/21	1 mo.	Newly redone 3/3 Sea Meadow 3,517 sq.ft. with sunken living room, 2 upstairs ocean view brms with balconies. Redone since sales in 7/19 for \$3,273,529 and 6/02 for \$2,700,000.
1463 Vincenti Place	4,200,000	4,200,000	4,200,000	3/21	7 mo.	Bright 3,632 sq.ft. 2/2.5 Sea Meadow with patios, office, custom kitchen and sunken living room with fireplace.

#### RINCON

6670 Old P.C.H.	1,905,090	1,799,000	1,799,000	3/21	2 wks.	Redone 1,910 sq.ft. ocean view duplex built in 2014 with rooftop deck, 2/1 down & 3/2 up. 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.
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## NEW SINCE THE LAST NEWSLETTER...CONDOMINIUMS

### NEW LISTINGS

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

75 Seaview Drive	\$2,825,000	\$2,825,000	7/21	2/2.5	1 <sup>st</sup>	1,979	Redone NW facing overlooking trees and tennis court with den/formal dining & fireplace. Prior to the redo, this was an updated "short sale" in 11/09 for \$900K. Prior to either redo, this sold 3/05 for \$1,350,000.
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#### CARPINTERIA

4880 Sandyland #53	649,000	649,000	7/21	1/1	2 <sup>nd</sup>	604	Top floor La Cabana unit with dual paned windows, carpet, wood cabinetry, gas range and breakfast bar.
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### 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>SQ. FLOOR</u>	<u>FEET</u>	<u>COMMENTS</u>
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#### MONTECITO

3 Seaview Drive	\$4,295,500	\$4,800,000	7/20	3/2.5	1 <sup>st</sup>	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
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### NEW CLOSED ESCROWS

Please see the sales section, as all sales shown there have closed since the last newsletter.

## AVAILABLE BEACH AREA CONDOMINIUMS

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

None at present

#### MONTECITO

75 Seaview Drive	\$2,825,000	\$2,825,000	7/21	2/2.5	1 <sup>st</sup>	1,979	Redone NW facing overlooking trees and tennis court with den/formal dining & fireplace. Prior to the redo, this was an updated "short sale" in 11/09 for \$900K. Prior to either redo, this sold 3/05 for \$1,350,000.
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#### CARPINTERIA

4880 Sandyland #53	649,000	649,000	7/21	1/1	2 <sup>nd</sup>	604	Top floor La Cabana unit with dual paned windows, carpet, wood cabinetry, gas range and breakfast bar.
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## BEACH AREA CONDOMINIUM SALES IN 2021

<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/ SQ.</u>	<u>BATH</u>	<u>FEET</u>	<u>FLOOR</u>	<u>COMMENTS</u>
<b>SANTA BARBARA</b>										
671-C Del Parque	\$1,747,000	\$1,749,000	\$1,749,000	4/21	1 wk.	3/2	1,568	1-2		Remodeled with good ocean views overlooking creek. This was flipped from a 2/21 sale for \$1,450,000 (which was a lease option signed in 12/19 with a \$75,000 option) and it also sold in 7/03 for \$1,050,000
647-D Por la Mar	1,495,000	n/a	n/a	1/21	n/a	3/2	1,568	1-2		Poolside South facing unit with fireplace and large tiled patio. Sold 12/16 for \$1,300,000, 9/07 for \$1,100,000 and 1/01 for \$680,000.
651-C Verde Mar	1,250,000	1,348,000	1,470,000	1/21	1 1/4 yrs.	3/3	1,664	1-2		Wood and travertine floors, fireplace, A/C. New kitchen counters and cabinets since 5/13 sale for \$1,015,000.
56 Barranca #1	959,000	985,000	985,000	4/21	6 mo.	2/2	1,263	1 <sup>st</sup>		End unit with front patios and patio off the dining room, updated kitchen with stainless appliances, fireplace and in unit laundry. Sold 3/04 for \$648,000.
50 Barranca #10	930,000	n/a	n/a	4/21	n/a	2/2	1,231	3 <sup>rd</sup>		Corner unit with high ceilings, skylights, fireplace and wood flooring. Sold 9/15 for \$750K & 8/08 for \$595K.
<b>MONTECITO</b>										
1351 Plaza Pacifica	4,770,000	4,995,000	4,995,000	4/21	2 mo.	3/3	2,157	1 <sup>st</sup>		Beachfront single level with wide plank floors, fireplace, formal dining, large terrace and private 2 car garage.
1398 Plaza Pacifica	3,895,000	3,995,000	3,995,000	4/21	2 mo.	3/3.5	2,491	2 <sup>nd</sup>		Contemp. redo of single level with some ocean views, A/C, solid White Oak floors, zinc encased fireplace, Italian cabinets. Prior to redo, sold 1/16 for \$2,350,000.
1399 Plaza Pacifica	3,600,000	3,595,000	3,595,000	2/21	4 mo.	2/2.5	1,674	2 <sup>nd</sup>		Great whitewater ocean and coastline views from redone East facing single level with wide plank oak floors, travertine fireplace and private 2 car garage.
1315 Plaza Pacifica	3,200,000	n/a	n/a	6/21	n/a	1/1.5	924	1 <sup>st</sup>		Partial ocean views from redone and furnished unit with patio, custom cabinets, plantation shutters. Sold privately.
54 Seaview Drive	3,125,000	n/a	n/a	5/21	n/a	2/2	2,043	3 <sup>rd</sup>		Redone 2/2 with sweeping ocean and mtn views across Sea Meadow, formal dining, fireplace and permitted loft accessed from spiral stairs with office and storage space. Sold 4/21 for \$2,850,000, then flipped for \$3,125,000.
54 Seaview Drive	2,850,000	2,749,000	2,749,000	4/21	1 wk.	2/2	2,043	3 <sup>rd</sup>		See immediately above.
1382 Plaza Pacifica	2,718,000	2,795,000	3,195,000	6/21	6 mo.	2/2.5	1,686	2-3		Redone townhouse with Coral Casino tower views, ocean peeks & wide plank White Oak floors. Redone since sales in 12/17 for \$2M, 6/02 for \$965K & 1/00 for \$775K
47 Seaview Drive	2,555,000	n/a	n/a	4/21	n/a	2/2	1,944	2 <sup>nd</sup>		Gorgeous redo with warm Contemp. finishes including wood floors, exciting fixtures & cabinetry. Formal dining room & fireplace. Redone since 10/09 sale for \$945K.
87 Seaview Drive	2,450,000	2,500,000	2,650,000	3/21	1 yr.	2/2	1,769	3 <sup>rd</sup>		Fab redo with tennis ct. view, formal dining & fireplace. Redone since 10/17 sale for \$1,762,250. New A/C, heat and paint since 1/15 sale for \$1,550,000. Redone since 1/10 sale for \$1,050,000 and 4/02 for \$975,000.
19 Seaview Drive	2,000,000	n/a	n/a	3/21	n/a	2/2	1,599	1 <sup>st</sup>		Redone South facing with partial ocean views from living rm, kitchen & master. Sold 9/14 for \$1,925,000. Redone since 6/05 sale for 1,650,000.
1329 Plaza Pacifica	1,999,000	1,999,000	1,999,000	5/21	1 mo.	0/1	626	2 <sup>nd</sup>		Whitewater ocean views from single level studio at beach.
83 Seaview Drive	1,875,000	1,925,000	1,995,000	4/21	5 mo.	2/2	1,731	2 <sup>nd</sup>		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	1,515,000	1,650,000	1,650,000	3/21	1 wk.	2/2	1,368	1 <sup>st</sup>		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.

1363 Plaza Sonadores 895,000 n/a n/a 5/21 n/a 1/1 783 1<sup>st</sup> South facing single story with parquet floors and patio. Sold privately. Sold 5/07 for \$895,000.

## CARPINTERIA

4709 Sandyland #4 1,650,000 1,549,000 1,549,000 4/21 1 wk. 1/1 612 2<sup>nd</sup> Charming South facing upstairs condo with large wrap around balcony and great ocean & mtn views

4975 Sandyland #206 1,350,000 1,350,000 1,350,000 6/21 1 yr. 2/1 686 2<sup>nd</sup> Oceanfront unit in Carpinteria Shores with 180° views and tile floors.

4975 Sandyland #302 1,190,000 n/a n/a 5/21 n/a 2/1 686 3<sup>rd</sup> Ocean view top floor side unit in Carpinteria Shores. Sold 12/04 for \$565,000.

4700 Sandyland #48 875,000 845,000 845,000 2/21 3 days 2/2 828 2-3 Redone Solimar Sands with mtn views. Redone and half bath added since 5/15 sale for \$810,000.

4950 Sandyland #220 850,000 850,000 850,000 6/21 2 wks. 2/1 744 2<sup>nd</sup> This updated Sunset Shores end unit overlooking the pool has ocean peeks, wood floors and shutters.

4700 Sandyland #52 790,000 n/a n/a 1/21 n/a 2/2 828 2-3 This Solimar Sands sold without coming on the market.

## 10 Years Ago...

10 years ago, these were the selling prices...  
what an extraordinary investment the beach market has been!

### BEACHFRONT SALES IN 2011

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FEET	COMMENTS
<b>MONTECITO</b>							
1558 Miramar Beach	\$3,500,000	n/a	n/a	3/11	n/a	11'	Unique narrow 3 story 3/2 Contemp. duplex with extensive exotic woodwork & efficient design thruout. 871 sq.ft. lot.
1542 B Miramar Bch	2,160,000	\$2,475,000	\$2,850,000	5/11	1 yr.	14'	Charming 616 sq.ft. 2 story Board n' Batten 1/1.5 built in 1912 with 2 beach decks. www.MiramarBeachHome.com.
<b>SAND POINT ROAD</b>							
755 Sand Point Road	5,000,000	n/a	n/a	4/11	n/a	150'	Tear down 1,774 2/2.5 home built in 1945 with some wetland setback issues. This sold privately.
<b>RINCON</b>							
2960 Solimar Beach	3,155,000	3,195,000	3,195,000	5/11	2 mo.	40'	This 1980's 2,366 sq.ft. 3/2.5 home has an upstairs master, high ceilings & 2 fireplaces. Next to a comm. open space.
5344 Rincon Beach Park Drive	2,385,000 (foreclosure)	n/a	n/a	2/11	n/a	50'	Gorgeous 3,086 sq.ft. 4/3 Contemp. built in 2000 with high ceilings, crown moldings, granite kitchen and game room. This sold for \$4,380,000 in 4/06.
5372 Rincon Beach Park Drive	2,275,000	2,485,000	3,295,000	3/11	9 mo.	40'	Nicely redone 2 story 3/3 Contemporary with 2 fireplaces, a detached guest suite, built-in fire-pit and vast deck.
2854 P.C.H.	1,665,000	2,350,000	2,350,000	4/11	1 mo.	41'	Just outside the gates at Solimar, this 1,298 sq.ft. 3/2 cottage was built in 1946.
5380 Rincon Beach	1,150,000	1,349,000	1,750,000	3/11	7 mo.	40'	Fixer 1,646 sq.ft. 4/2 cottage built in 1960. Bank owned.
5412 Rincon Beach Park Drive	1,150,000	1,175,000	1,750,000	2/11	2 yrs.	40'	Short sale of a modest 2/1.5 cottage on a 3,720 sq.ft. lot with patio and 2 car garage. This sold in 5/07 for \$2,250,000.

### SALES ON THE BLUFF IN 2011

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FEET	COMMENTS
<b>SANTA BARBARA</b>							
1427 Shoreline Dr.	\$1,900,000	\$2,395,000	\$2,395,000	2/11	4 mo.	59'	Redone 1,256 sq.ft. 2 story 2/2 cottage set back from street with new kitchen & baths, hardwood floors, wood ceilings.

### SALES NEAR THE BEACH OR BLUFF IN 2011

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	FEET	COMMENTS
<b>MONTECITO</b>							
1060 Channel Dr.	\$27,000,000	n/a	n/a	3/11	n/a		Originally built in 1915 but recently redone, this 4,174 sq.ft. 4/4 Mediterranean has a detached guest suite and a beautifully landscaped 1.4 acre lot. This sold privately to a long term tenant.
<b>SANTA BARBARA</b>							
1109 Luneta Plaza	1,900,000	\$2,250,000	\$2,250,000	4/11	1 mo.		Gutted 1960's 2,800 sq.ft. 2 story 4/3 overlooking Leadbetter Beach and the harbor. Sold 5/08 for \$2,200,000.
1232 Shoreline Dr.	1,875,000	1,975,000	2,599,000	1/11	2.2 yrs		Fully rebuilt and spacious 3/2 Contemp. across from Shoreline Park with high ceilings and hardwood floors but small yard.