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INTERNATIONAL REALTY



Montecito, CA | web: 0113822

Santa Barbara Market Update Third Quarter 2014



Compliments of:

HARRY KOLB

Montecito Coast Village Road Brokerage

CalBRE#: 00714226 | 805.452.2500

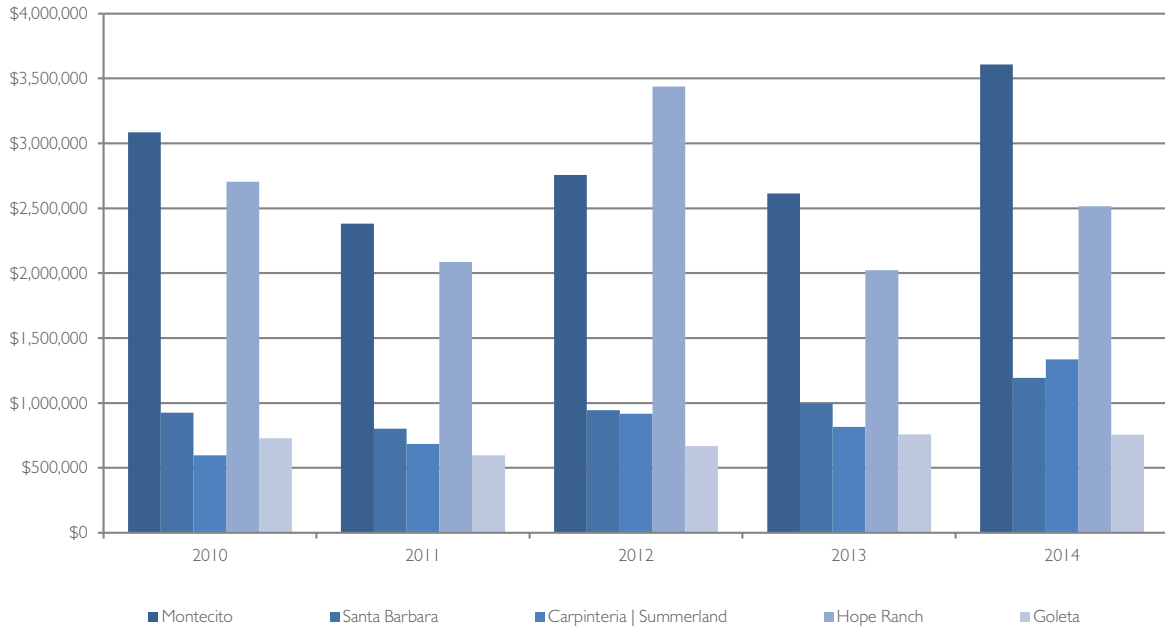
harry.kolb@sothebyshomes.com

sothebyshomes.com/santabarbara

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All data within this document is pulled from the Santa Barbara MLS.
Areas include from Carpinteria - Goleta North.

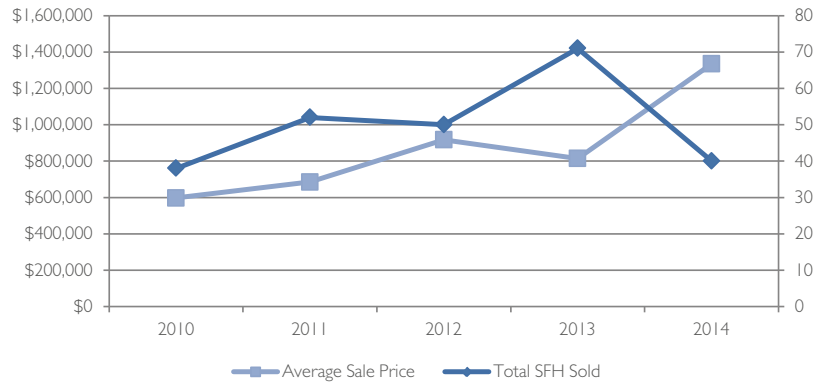
FIVE YEARS OF AVERAGE SELLING PRICES | Q3



CARPINTERIA / SUMMERLAND

The oceanside city of Carpinteria has its own special character and is known as a residential and agricultural gem with gorgeous bluffs overlooking the ocean and beautiful beaches.

AVERAGE SALE PRICE | TOTAL SFH SOLD | Q3



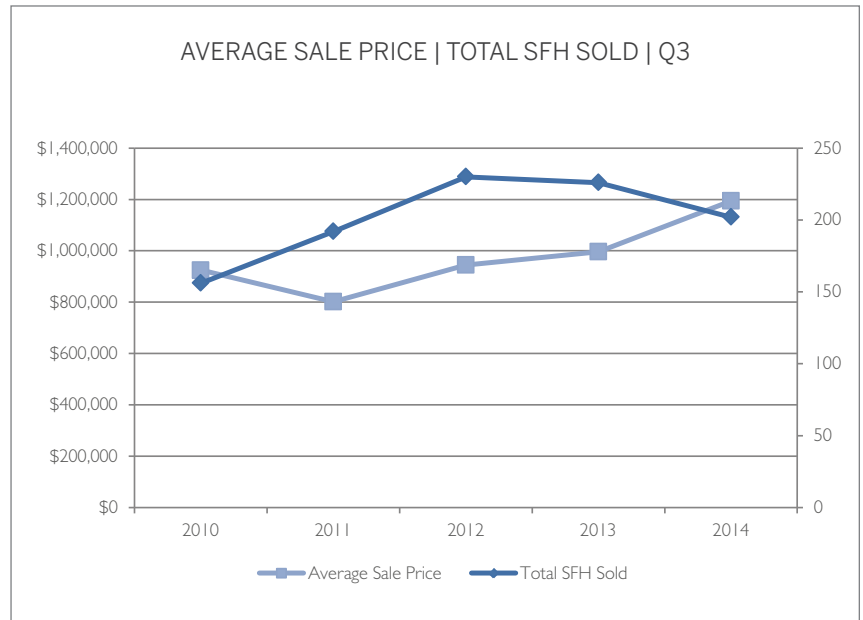
SINGLE FAMILY HOMES Q3	2010	2011	2012	2013	2014	% Change (2014 v 2013)
AVERAGE LIST PRICE	\$666,885	\$733,065	\$945,310	\$852,388	\$1,456,130	71%
AVERAGE SOLD PRICE	\$597,504	\$685,528	\$917,270	\$814,348	\$1,335,290	64%
TOTAL SFH SOLD	38	52	50	71	40	-44%
DISCOUNT RATIO	90%	94%	97%	96%	92%	

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SANTA BARBARA

Known as the American Riviera, Santa Barbara is truly one of California's most vibrant and beautiful cities. The alluring landscape is enhanced by the red-tiled roofs of homes, the foliage of its Spanish heritage, the striking backdrop of the Santa Ynez Mountains and the majestic palm trees.

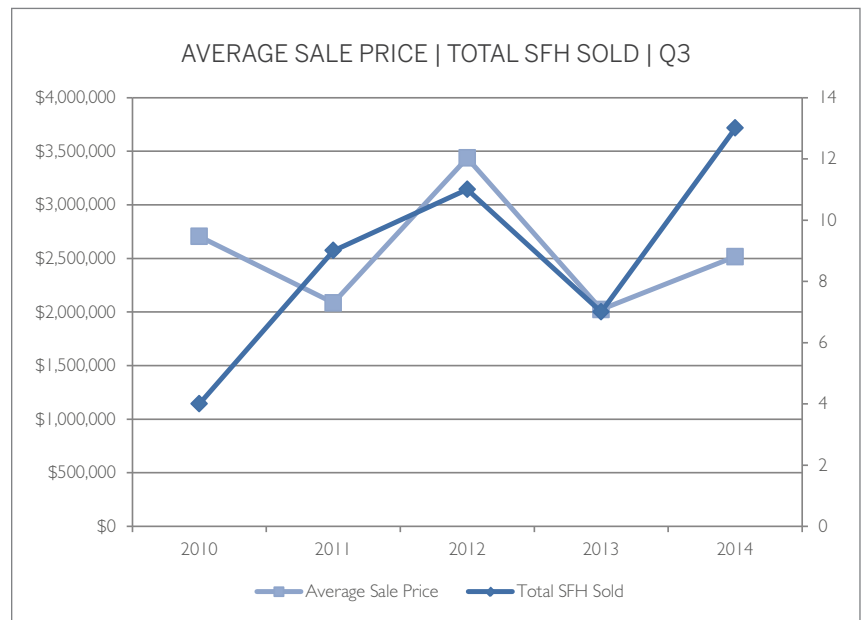


SINGLE FAMILY HOMES Q3	2010	2011	2012	2013	2014	% Change (2014 v 2013)
AVERAGE LIST PRICE	\$972,085	\$842,775	\$989,384	\$1,014,380	\$1,223,084	21%
AVERAGE SOLD PRICE	\$924,749	\$801,753	\$944,744	\$996,616	\$1,194,601	20%
TOTAL SFH SOLD	156	192	230	226	202	-11%
DISCOUNT RATIO	95%	95%	95%	98%	98%	



HOPE RANCH

The palm-lined community of Hope Ranch is a world of its own. Hope Ranch properties have spectacular views of both the mountains and the ocean. A wonderful blend of fine estates, Hope Ranch remains one of the great gems of gracious living in the Santa Barbara area.

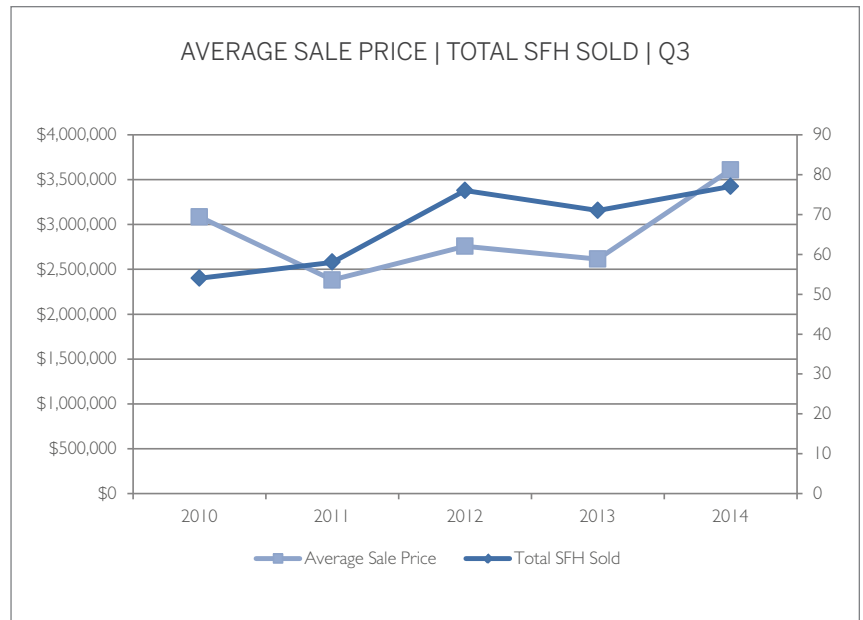


SINGLE FAMILY HOMES Q3	2010	2011	2012	2013	2014	% Change (2014 v 2013)
AVERAGE LIST PRICE	\$2,947,475	\$2,249,222	\$4,125,818	\$2,029,271	\$2,674,615	32%
AVERAGE SOLD PRICE	\$2,705,000	\$2,085,556	\$3,437,415	\$2,023,000	\$2,516,615	24%
TOTAL SFH SOLD	4	9	11	7	13	86%
DISCOUNT RATIO	92%	93%	83%	100%	94%	



MONTECITO

The community of Montecito offers a serene retreat and boasts tree-lined streets with lavish estates, many of which are architecturally significant, including English-style manor houses and elegant contemporary homes that stretch from the beach up into the foothills. Elegance is exuded in every detail of its stunning surroundings and relaxed atmosphere.

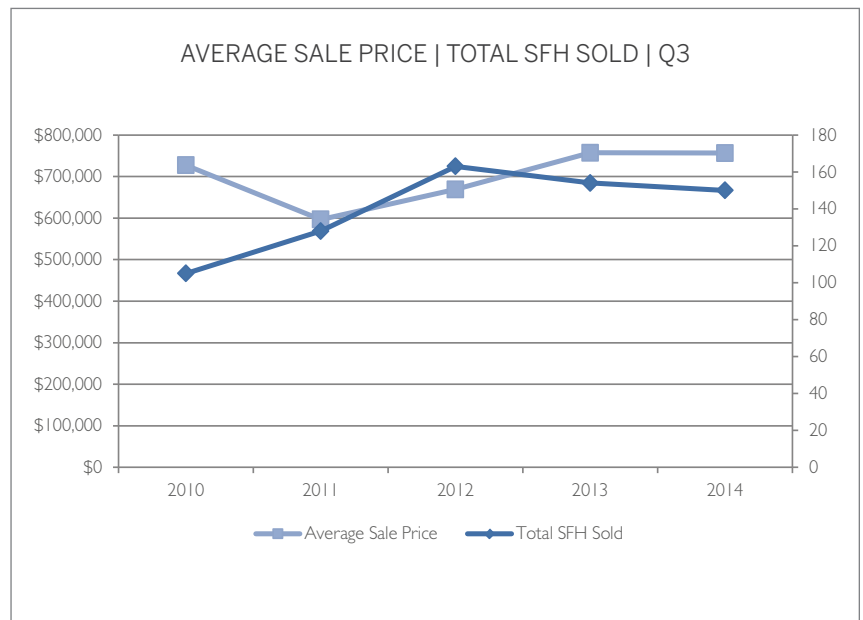


SINGLE FAMILY HOMES Q3	2010	2011	2012	2013	2014	% Change (2014 v 2013)
AVERAGE LIST PRICE	\$3,437,698	\$2,548,947	\$2,913,549	\$2,755,085	\$3,956,025	44%
AVERAGE SOLD PRICE	\$3,084,142	\$2,380,853	\$2,756,896	\$2,614,217	\$3,608,418	38%
TOTAL SFH SOLD	54	58	76	71	77	8%
DISCOUNT RATIO	90%	93%	95%	95%	91%	



GOLETA

Goleta lies approximately 15 miles west of Santa Barbara. Formerly home to acres of avocados, lemons and oranges, Goleta real estate is built among the few remaining productive groves. Goleta enjoys fabulous communities, beaches, schools, and outdoor living. Views abound throughout the area of the Santa Ynez Mountains and the Channel Islands.



SINGLE FAMILY HOMES Q3	2010	2011	2012	2013	2014	% Change (2014 v 2013)
AVERAGE LIST PRICE	\$759,612	\$625,709	\$716,659	\$767,888	\$760,395	-1%
AVERAGE SOLD PRICE	\$727,394	\$596,702	\$669,029	\$757,098	\$756,387	-0.1%
TOTAL SFH SOLD	105	128	163	154	150	-3%
DISCOUNT RATIO	96%	95%	93%	99%	99%	

ON THE MARKET



left to right from top to bottom:

METROPOLITAN MARKETS

NEW YORK, NY | Web: 0019670 | \$4,750,000

HOUSTON, TX | Web: 1250117 | \$5,999,900

HILLSBOROUGH, CA | Web: 0086933 | \$6,985,000

RESORT MARKETS

AGOURA, CA | Web: 1290006 | \$5,399,000

MONTECITO, CA | Web: 0113855 | \$4,995,000

PALM BEACH, FL | Web: 0076361 | \$6,800,000

FOREIGN MARKETS

HONG KONG | Web: S7RFQ8 | \$4,902,403

ITALY | Web: RVVKQ4 | \$5,426,357

FRANCE | Web: NM2GG7 | \$5,361,757

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SANTA BARBARA AREA SIGNIFICANT SALES | Q3 2014



MONTECITO | Fernald Point | Offered at \$24,000,000
Montecito Coast Village Road Brokerage | M. McDermut 805.570.5545, Bob Lamborn 805.689.6800 and Ron Brand 805.455.5045
Maureen and Bob represented the seller. Ron represented the buyer.



CARPINTERIA | Villa Sevillano | Offered at \$21,500,000
Montecito Coast Village Road Brokerage | Suzanne Perkins 805.895.2138
Suzanne represented the seller.



SANTA YNEZ | Award-Winning Contemporary | Offered at \$6,950,000
Santa Ynez Valley Brokerage | Laura Drammer 805.448.7500
Laura represented the seller.



SANTA BARBARA | Mission Canyon Charming | Offered at \$6,725,000
Montecito Coast Village Road Brokerage | Jennifer Berger 805.451.5484
Jennifer represented the buyer.



MONTECITO | Panoramic Ocean Views | Offered at \$5,395,000
Montecito Upper Village Brokerage | Peggy Olcese 805.895.6757
Peggy represented the seller.



SANTA BARBARA | Birnam Wood | Offered at \$5,375,000
Montecito Coast Village Road Brokerage | Suzanne Perkins 805.895.2138
Suzanne represented the seller and the buyer.



VENTURA | Custom Oceanfront | Offered at \$5,195,000
Montecito Coast Village Road Brokerage | Janet Caminite 805.896.7767
Janet represented the seller.



MONTECITO | Exquisite Montecito Home | Offered at \$4,395,000
Montecito Upper Village Brokerage | Cristal Clarke 805.886.9378
Cristal Clarke represented the seller.



MONTECITO | Heart of Montecito | Offered at \$3,949,000
Santa Barbara Brokerage | Nancy Hamilton 805.451.4442, Michael Calcagno 805.896.0876
Nancy and Michael represented the seller.



MONTECITO | Miramar in Montecito | Offered at \$3,425,000
Montecito Coast Village Road Brokerage | Caroline Santandrea 805.452.0212, Vivienne Leebosh 805.689.5613
Caroline and Vivienne represented the seller.



MONTECITO | Timeless Elegance | Offered at \$3,350,000
Montecito Coast Village Road Brokerage | M. McDermut 805.570.5545
Montecito Upper Village Brokerage | Peggy Olcese 805.895.6757
Maureen and Peggy represented the seller. Peggy represented the buyer.



SANTA BARBARA | Don Peterson-designed Home | Offered at \$3,295,000
Montecito Upper Village Brokerage | Ron Dickman 805.689.3135
Ron represented the buyer.

SANTA BARBARA AREA SIGNIFICANT SALES | Q3 2014



SANTA BARBARA | Mesa Magical Views | Offered at \$3,050,000
 Santa Barbara Brokerage | Melissa Birch 805.689.2674,
 Rich van Seenus 805.284.6330
 Melissa and Rich represented the buyer.



MONTECITO | Mediterranean-style Home | Offered at \$2,795,000
 Montecito Upper Village Brokerage | Joye Lytel 805.452.1979
 Santa Barbara Brokerage | Kevin Schmidtchen 805.689.6877
 Joye represented the seller. Kevin represented the buyer.



MONTECITO | New Custom Home | Offered at \$2,750,000
 Santa Barbara Brokerage | M. Calcagno 805.896.0876, N. Hamilton 805.451.4442
 Montecito Upper Village Brokerage | Cristal Clarke 805.886.9378
 Michael and Nancy represented the seller. Cristal represented the buyer.



SANTA BARBARA | Elegant and Inviting | Offered at \$2,749,000
 Montecito Coast Village Road Brokerage | Marilyn Rickard 805.452.8284
 Marilyn represented the seller.



MONTECITO | Prime Montecito Location | Offered at \$2,650,000
 Montecito Upper Village Brokerage | Laura Collector 805.451.2306
 Laura represented the buyer.



SANTA BARBARA | American Riviera at its Finest | Offered at \$2,395,000
 Santa Barbara Brokerage | T. Doré 805.689.1052, C. O'Neill 805.886.7760,
 Paula Goodwin 805.451.5699, Barbara Green 805.452.9003
 Tiffany and Cathy represented the seller. Paula and Barbara represented the buyer.



MONTECITO | Montecito Urban Living | Offered at \$2,350,000
 Montecito Upper Village Brokerage | Cristal Clarke 805.886.9378
 Montecito Coast Village Road Brokerage | Maureen McDermut 805.570.5545
 Cristal represented the seller. Maureen represented the buyer.



CARPINTERIA | Cape Cod-style View Home | Offered at \$2,350,000
 Montecito Upper Village Brokerage | Cristal Clarke 805.886.9378
 Cristal represented the seller.



SANTA BARBARA | Spacious Luxury Residences | Offered at \$2,300,000
 Santa Barbara Brokerage | M. Calcagno 805.896.0876, N. Hamilton 805.451.4442,
 Kevin Schmidtchen 805.689.6877
 Michael and Nancy represented the seller. Kevin represented the buyer.



SANTA BARBARA | Rural Living in the City | Offered at \$2,295,000
 Santa Barbara Brokerage | Paula Goodwin 805.451.5699,
 Paula represented the seller and the buyer.



SANTA BARBARA | Riviera View Home | Offered at \$2,249,000
 Santa Barbara Brokerage | Larry Martin 805.895.6872
 Larry represented the seller.



OJAI | Rancho Matilija Estate | Offered at \$2,195,000
 Montecito Upper Village Brokerage | Sandy Stahl 805.689.1602
 Sandy represented the seller.



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Sotheby's

Auction & Exhibition Calendar 2014

NEW YORK

- OCTOBER / NOVEMBER
- 18 Kentshire: A Legendary Collection
 - 22 Important English and European Decorative Arts
 - 23 Important Silver, Vertu & Russian Works of Art
 - 29 Property from the Estate of Rochelle Sepenuk, Part II
 - 29 19th Century Furniture and Decorative Art
 - 30 Prints
 - NOV. 4 Impressionist & Modern Art Evening Sale
 - 5 Impressionist & Modern Art Day Sale
 - 6 19th Century European Art
 - 10 Property from the Collection of Mrs. Paul Mellon: Masterworks
 - 11 In Pursuit of Beauty: The Myron Kunin Collection of African Art
 - 11 Contemporary Art Evening Auction
 - 12 Contemporary Art Day Auction
 - 20 American Art
 - 20-21 Property from the Collection of Mrs. Paul Mellon: Jewels & Objects of Vertu
 - 21-23 Property from the Collection of Mrs. Paul Mellon: Interiors
 - 25 Mexico Contemporary
 - 25-26 Latin American Art Modern & Contemporary

LONDON

- OCTOBER / NOVEMBER
- 17 The Italian Sale
 - 17 Contemporary Art Evening Auction
 - 18 Contemporary Art Day Auction
 - 22 Finest and Rarest Wines
 - 28 Collections
 - 29 Old Masters
 - NOV. 4 Travel, Atlases, Maps and Natural History
 - 5 Fine Chinese Ceramics and Works of Art
 - 6 Arts of Europe
 - 12 20th Century Art – A Different Perspective
 - 12 Czech Avant-Garde Art from the Roy and Mary Cullen Collection
 - 18 Modern & Post-War British Art
 - 19 Finest and Rarest Wines
 - 20 Music, Continental and Russian Books and Manuscripts
 - 24 Contemporary East
 - 24 Important Russian Art
 - 25 Russian Art Day Sale
 - 25 Russian Works of Art, Fabergé and Icons

PARIS

- OCTOBER / NOVEMBER
- 23 Regards sur l'Orient – Tableaux et Sculptures – Orientalistes et Art Islamique
 - NOV. 5 Classique / Moderne : Arts Décoratifs du XVI^e au XIX^e siècle
 - 5 L'œil d'un collectionneur Important Mobilier, Objets d'Art et Tableaux du XVIII^e siècle
 - 6 Bibliothèque Carlo de Poortere
 - 14 Photographies
 - 15 Man Ray
 - 25 Arts Décoratifs du XX^e siècle & Design

GENEVA

- NOVEMBER
- 11 Important Watches
 - 12 Magnificent Jewels and Noble Jewels

Sotheby's

INTERNATIONAL REALTY

We invite you to explore our real estate listings at sothebyshomes.com and view the worldwide auction schedule at sothebys.com.

Shown Above Left:
THE HENRY GRAVES SUPERCOMPLICATION
PATEK PHILIPPE & CO., GENEVA, 1932
ESTIMATE ON REQUEST

IMPORTANT WATCHES
GENEVA NOV. 11TH, 2014