

# The LITTLE WOODS

Santa Barbara Real Estate

By Harry Kolb

July 2007

## Upper End Very Strong

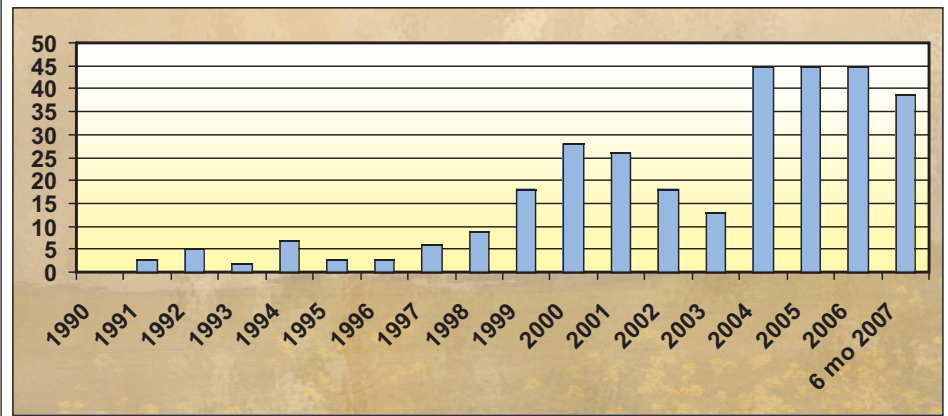
The local market for homes priced above \$5 million has quietly exploded. Without a single mention in the press, the sale of existing estate homes in Montecito, Hope Ranch, Santa Barbara and Carpinteria is on a wave of buying strength that will almost double last years sales numbers. In the first six months of this year we have already sold a record 39 homes for more than \$5 million. In all of last year - and the previous two years - we only sold 45 all year. Remarkable!

In contrast, the general home market in our coastal community including all price ranges has only slightly increased from a total of 1,023 sales during the first six months of 2006 to 1,057 for this year's first six months.

Supporting the fact that the estate market is strong is the comparison of how close sale prices were to the last asking price of those homes sold: The percent has increased from 91% in 2004, to 92% in 2005, up to 94% last year and averaging 95% so far this year. Also a very healthy 17 estate homes sold within the first 90 days of coming on the market compared to only 11 during the entire 12 months of last year. Both this average higher sales price and the less time on the market are a result of the rather significant number of homes that sold this period with multiple offers and many times without ever reaching the public market.

### Santa Barbara Area Homes Sold Over \$5 Million 1990 - 2007

To see further statistics on the current market visit [www.HarryKolb.com](http://www.HarryKolb.com) and click "Market Trends"



Also reflecting the ever increasing market value of all our homes on the south coast, the number of estates sold for over \$8 and \$16 million also showed healthy results. In the first half of this year we have already sold

17 homes for over \$8 million compared to 18 sold in all of last year. And we sold 7 homes for over \$16 million compared to 5 for all of last year. The most expensive residential property sold in our area so far this year sold for \$33.75 million and was again listed and sold by Sotheby's International Realty.



*This is your quarterly report on the sale of estate properties in the Santa Barbara area. These updates are sent as a courtesy to clients and friends by Harry Kolb. For further information, Harry may be reached at (805) 565-8633.*

So, if the market has been so strong, why do we still see so many homes on the market? First - a significant portion of this market strength has been focused on beach front properties. Eight of the 12 most expensive homes sold so far this year were ocean front properties. Second - and perhaps most significant - today's estate buyer is very particular. They tend to be young families with

*Upper End continued on page 4*

# FEATURED HOME

## "HOPE RANCH OCEAN VIEWS"

Offered at \$5,975,000



*A newly constructed French Normandy home set atop 1.2± beautifully landscaped hillside acres in the Hope Ranch hills and boasts unrivaled panoramic ocean and island views. This light and open home of approximately 5400± sq.ft. features generously proportioned living spaces with walls of picture windows and French doors, transom lights, with most windows displaying majestic panoramic ocean and island views. This two-story, four-bedroom home also features outdoor patios, pool, horse facilities & custom details throughout.*

# Properties Represented by Harry Kolb



*Para Grande*      \$29,500,000



*Llano*      \$25,900,000



*Robledal*      *Confidential*



*Olgilvy*      \$16,900,000



*Woodley*      \$11,900,000



*East Mountain*      \$8,750,000



*Alston*      \$7,495,000



*Llano*      \$6,950,000



*Bella Vista*      \$6,450,000



*East Mountain*      \$6,200,000



*East Mountain*      \$5,995,000



*Cantera*      \$5,975,000



*Las Fuentes*      \$3,995,000



*Pomar*      \$3,795,000



*San Ysidro*      \$2,995,000

## Upper End cont...

several children, both parents have very busy schedules and they are usually coming from other exclusive communities where they have larger homes and larger properties. They are looking for good, conventional, family floor plans. They want first-class granite and limestone surfaces and modern amenities like sophisticated media centers. The grounds should be private and family friendly and the bigger the ocean view the better. If a property currently on the market has any significant compromises, it will languish on the market with lots of showings but no serious offers. Even if the asking price is reduced sufficiently to correct the deficiency, today's buyers will pass because the majority do not want to take the time from their already busy schedule to



*This Modernist home on the market for only one day, listed at \$5,995,000, was sold by Harry in March of 2007.*

invest the significant time required for the work. To today's buyer, time is more valuable than money. Until the home with any compromise is reduced enough that it becomes a really good deal, it will sit on the market. Only 6 of the 39 properties sold so far this year could have been considered properties requiring significant renovation or corrective work. More



*This Hope Ranch Island Contemporary, listed at \$6,950,000, was sold by Harry with multiple offers for well above the asking price in April of 2007.*

than one third of the 120 are so properties now available in our area priced over \$5 million are in that category. The homes that sold had an average time on the market of 362 days. The homes still available are averaging 683 days on the market.

Visit [www.HarryKolb.com](http://www.HarryKolb.com)  
for photo tours and further details.

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Harry Kolb  
Sotheby's International Realty  
1106 Coast Village Road, Suite D  
Montecito, CA 93108  
(805) 565-8633

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