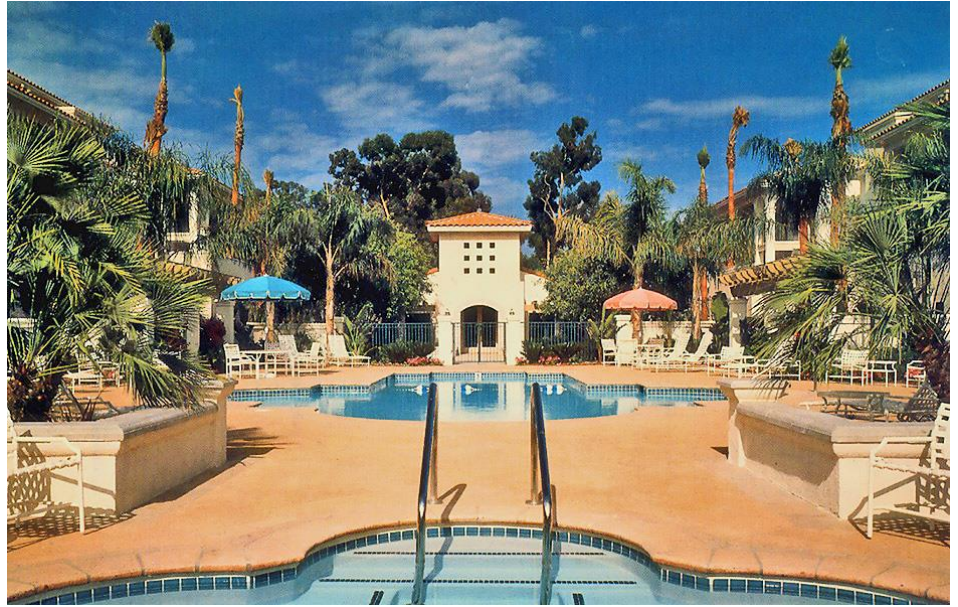


El Escorial Villas at East Beach

December 2015

Bob & Karin's Real Estate Newsletter



This is the 13th publication of our newsletter, focusing on the Santa Barbara area real estate condo market and specifically as it relates to El Escorial. This issue presents Santa Barbara real estate statistics providing a market summary for the first ten months of 2015 as well as our invitation to the annual El Escorial Holiday Party. The Santa Barbara condo market for 2015 continues to be the strongest market in the last 16 years. We continue to welcome your feedback and any suggestions of topics that we could focus on in our future publications. We also invite you to view our website at www.SBBeachHome.com. We would be pleased to expand our distribution to include any friends, family or acquaintances who you think would enjoy receiving this newsletter. Just let us know and we will be happy to add their names to our address book.

Bob Oliver & Karin Holloway

The El Escorial Experts





Join Us at the Annual El Escorial Holiday Party

Happy Holidays to all of our friends and neighbors at El Escorial. We invite you to join us at our annual Holiday Party in the Social Club on Saturday December 12th from 6 to 9 PM for a festive evening with food and drink and good cheer. This will be the 12th year that we have hosted this party. It has been a great opportunity to meet new friends and renew old acquaintances and share our good fortune to have such a beautiful complex to live in, especially during this special time of year. We sincerely hope you are able to join us, but if not, we offer our sincerest wishes for the warmest of Holidays, the merriest Christmas and for a very Happy New Year.

Pictures from Previous Years



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El Escorial Market Very Active

The following table provides a summary of the El Escorial condo sales activity to date for 2015. The sales total for 2015 is the highest since 2004. Changes since the last newsletter include two new listings, two cancelled listings, one cancelled escrow and four closings. The closed sales included three 1-bedroom Riviera floor plans and a 2-bedroom San Ysidro floor plan. The Riviera floor plans closed at \$554,500, \$527,500 and \$570,000. The San Ysidro floor plan included a 2-car garage and closed at \$1,000,000. There have been a total of eighteen sales to date in 2015.

Comparable El Escorial Sales Activity

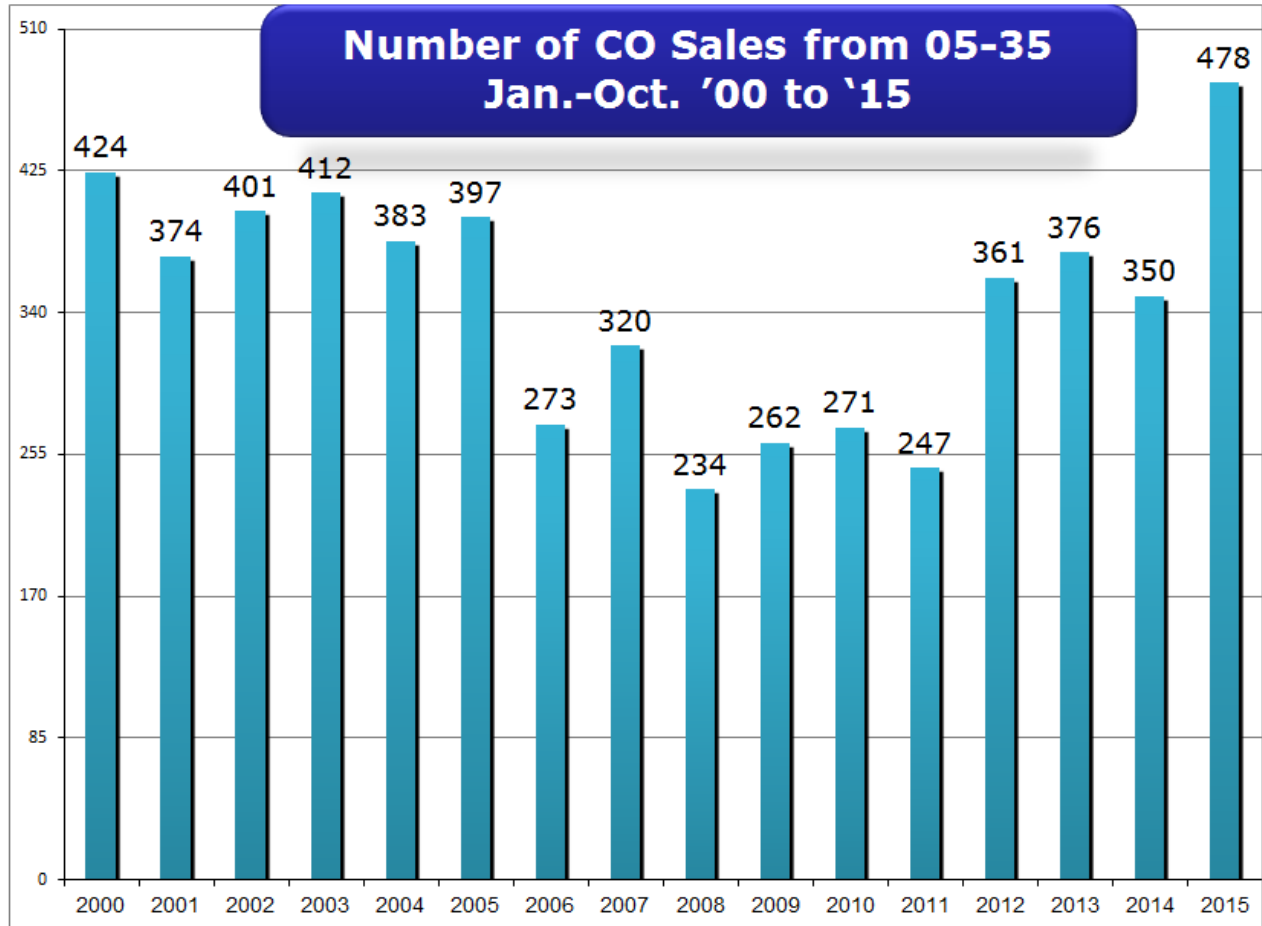
Address	Floor Plan	Bedrooms	Sq. Ft.	Price	\$'s/Sq. Ft.	Activity Date
<i>Active Listings</i>						
101 Por La Mar Circle	San Ysidro	2	1360	\$999,000	\$735	11/6/2015
161 Por La Mar Circle	Biltmore	2	1100	\$849,000	\$772	8/14/2015
143 Por La Mar Circle	San Miguel	2	950	\$839,000	\$883	7/6/2015
133 Por La Mar Circle	Riviera	1	680	\$539,000	\$793	4/29/2015
<i>Pending Listings</i>						
<i>Sold Listings</i>						
304 Por La Mar Circle	Riviera	1	680	\$570,000	\$838	11/16/2015
426 Por La Mar Circle	Riviera	1	680	\$527,500	\$776	10/23/2015
330 Por La Mar Circle	Riviera	1	680	\$554,000	\$815	9/30/2015
337 Por La Mar Circle	San Ysidro	2	1360	\$1,000,000	\$735	9/17/2015
140 Por La Mar Circle	Biltmore	2	1100	\$815,000	\$741	9/1/2015
458 Por La Mar Circle	San Ysidro	2	1360	\$950,000	\$699	8/26/2015
434 Por La Mar Circle	Riviera	1	680	\$540,000	\$794	8/4/2015
249 Por La Mar Circle	Riviera	1	680	\$565,000	\$831	7/22/2015
137 Por La Mar Circle	San Ysidro	2	1360	\$975,000	\$717	7/15/2015
103 Por La Mar Circle	Riviera	1	680	\$560,000	\$824	6/4/2015
138 Por La Mar Circle	Riviera	1	680	\$540,000	\$794	5/15/2015
124 Por La Mar Circle	Riviera	1	680	\$520,000	\$765	5/8/2015
331 Por La Mar Circle	Riviera	1	680	\$530,000	\$779	4/28/2015
253 Por La Mar Circle	Riviera	1	680	\$550,000	\$809	4/13/2015
409 Por La Mar Circle	Riviera	1	680	\$545,000	\$801	4/7/2015
428 Por La Mar Circle	Miramar	1	680	\$530,000	\$779	3/25/2015
148 Por La Mar Circle	Riviera	1	680	\$545,000	\$801	2/24/2015
448 Por La Mar Circle	Riviera	1	680	\$525,000	\$772	1/15/2015

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Santa Barbara Condo Sales the Highest Total Since 1999

The Santa Barbara area condo sales (from Carpinteria through Goleta) for the first ten months of 2015 are the highest total since 1999. The 478 sales through October is a 37% increase over the same period for last year. The pace of sales over the last eight months has averaged nearly 53 condos per month. These sales were boosted by a total of 89 sales in the Alma del Pueblo, Sevilla and the Hideaway Bungalows, three new luxury condo development projects in the Santa Barbara area. The inventory of condos in the South Coast area remains low with a total of 96 active listings available at the end of October.

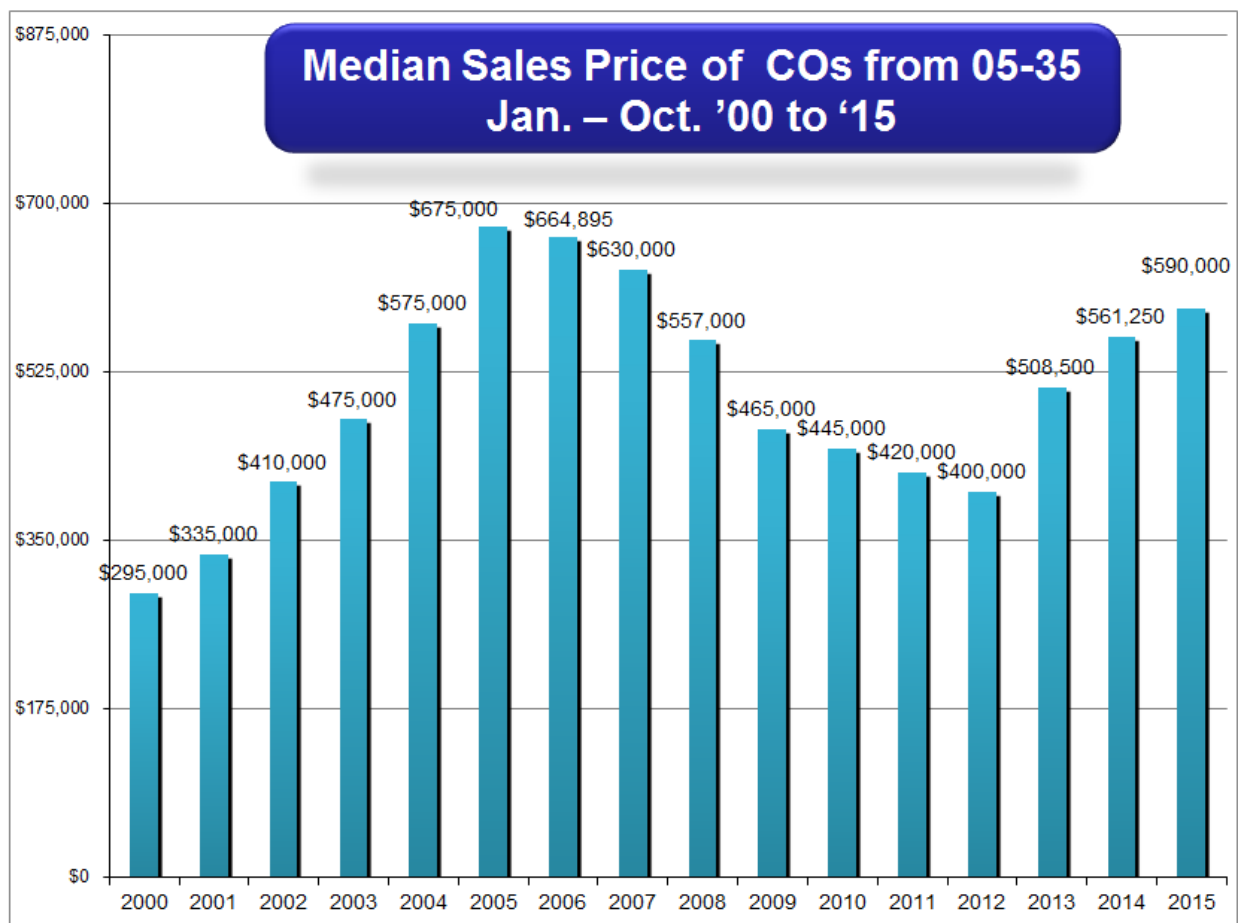


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Santa Barbara Condo Prices Continue a Strond Recovery!

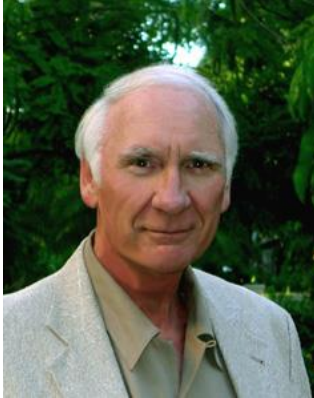
The prices of condos in the Santa Barbara area (Carpinteria through Goleta) for the first ten months of 2015 continued to show an upward improvement from the bottom of the market in 2012. The median sale price for this period was \$590,000 which compares to a median price for the same period in 2014 of \$561,250, which is more than a 5% increase. From the median of \$400,000 in 2012, the current price represents a healthy increase of 47.5% for the three year period. This year's prices are still well below the peak of 2005. The year's median sales price continue to be skewed to the high side by the sales in the three new high-end projects in the Santa Barbara area; Sevilla, Alma Del Pueblo and Hideaway Bungalows. There have been a total of 89 sales in these projects, with a median sales price of over \$840,000.



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