



Dan Beightol's (Becktol) SUN COAST REAL ESTATE 2nd Qtr 2018 NEWSLETTER

July 2018

Greetings,

It's interesting in the 2nd Qtr as compared to the 1st Qtr, in the single family detached market, we had 144 more sales at a median sales price which was lower than the previous 3 months. So, more inventory, more sales, which did make for more competition, which lead to the lower sales prices.

A previous year comparison for the month of June also shows a lower median sales price for the City from \$1,325,000 to \$1,227,000. A \$98,000 drop. These changes sure can creep up on us.

Last Summer may become our highest sales prices for this real estate cycle. Take care,

Dan

"Your Real Estate Resource"

Remember, you're paying Dan for peace of mind.

Protection.

SOLDS 2018

7159 Tuolumne Dr	Goleta	\$ 717,150
902 Paseo Ferello	Santa Barbara	\$ 1,529,000
5432 San Patricio Dr	Santa Barbara	\$ 1,200,000

* denotes in escrow

SOLDS 2017

6287 Marlborough Dr.	Goleta	\$ 860,000
945 Ward Dr. #90	Santa Barbara	\$ 350,000
148 Palisades Dr.	Santa Barbara	\$1,400,000
5650 N Bryn Mawr ST	Ventura	\$ 545,000
1761 Woodscent Lane	Simi Valley	\$ 455,000
2206 Cliff Drive	Santa Barbara	\$ 710,000
1709 Thomas Ave	Santa Barbara	\$ 800,000

RECENTLY SOLD PROPERTIES



902 Paseo Ferello, SB SOLD



7159 Tuolumne Dr. SOLD



5432 San Patricio Dr. SOLD

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2018 YTD STATISTICS

Below are the sales statistics for the year from 04/01 - 6/30/2018 as per Santa Barbara Multiple Listing Service. These are brokered transactions, which represent about 98% of the market. These figures are only for single family residential properties (house & condos); they do not include residential income, commercial, land/lot, or manufactured home sales.

Area Recap of Total Sales

Sales:	454
Average Price:	\$1,432,000
Average Days on the Market:	46

Santa Barbara Sales

	CONDOS	HOMES / ESTATES
Sales:	57	168
Average Price:	\$786,907	\$1,496,566
Average Days on the Market:	44	34

Goleta Sales

Sales:	47	84
Average Price:	\$626,118	\$1,137,528
Average Days on the Market:	39	22

Montecito Sales

Sales:	5	33
Average Price:	\$1,729,000	\$3,387,262
Average Days on the Market:	103	103

Hope Ranch Sales

Sales:	0	9
Average Price:		\$5,794,222
Average Days on the Market:		207

Carpinteria / Summerland Sales

Sales:	20	32
Average Price:	\$649,725	\$1,353,547
Average Days on the Market:	44	50