



Dan Beightol (Becktol)

SUN COAST REAL ESTATE

1st Qtr 2018 NEWSLETTER

April 2018

Greetings,

The 1st Qtr of 2018 has proved to be very good to sellers. In spite of the fires and mud debris flow, we're up about 6% since the fall of '17.

Will this hold up? There are some indications, maybe not, if interest rates rise again, soon, while inventory increases. We are up a full percentage point on rates in the last 6 mos. This combined with the rise in prices will sideline some Buyers. I'm hearing from people, prices are too high, I'm going to wait, while others are jumping in because they find what they want at a price they want and plan to keep it. It's almost always a win when you buy with 20% down, get a fixed rate and hold. Take care.

Dan

"Your Real Estate Resource"

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

SOLDS 2018

7159 Toulumne Dr	Goleta	\$ 717,150
902 Paseo Ferello	Santa Barbara	\$ 1,529,000
* 5432 San Patricio Dr	Santa Barbara	\$ 1,225,000

* denotes in escrow

SOLDS 2017

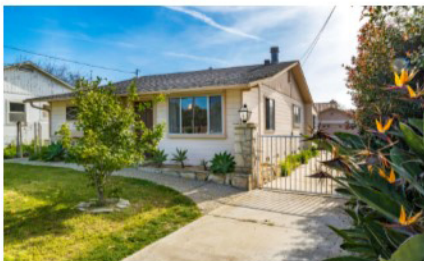
6287 Marlborough Dr.	Goleta	\$ 860,000
945 Ward Dr. #90	Santa Barbara	\$ 350,000
148 Palisades Dr.	Santa Barbara	\$1,400,000
5650 N Bryn Mawr ST	Ventura	\$ 545,000
1761 Woodscent Lane	Simi Valley	\$ 455,000
2206 Cliff Drive	Santa Barbara	\$ 710,000
1709 Thomas Ave	Santa Barbara	\$ 800,000

RECENTLY SOLD PROPERTIES



902 Paseo Ferello, SB

SOLD



246 Palisades Dr.

FOR SALE



5432 San Patricio Dr.

PENDING

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2018 YTD STATISTICS

Below are the sales statistics for the year from 01/01 - 3/31/2018 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:	310
Average Price:	\$1,656,873
Average Days on the Market:	60

Santa Barbara Sales	CONDOS	HOMES / ESTATES
Sales:	50	108
Average Price:	\$890,625	\$1,526,815
Average Days on the Market:	45	42

Goleta Sales

Sales:	20	54
Average Price:	\$711,965	\$1,059,468
Average Days on the Market:	53	34

Montecito Sales

Sales:	4	32
Average Price:	\$2,090,500	\$4,219,929
Average Days on the Market:	244	117

Hope Ranch Sales

Sales:	0	16
Average Price:		\$4,109,794
Average Days on the Market:		158

Carpinteria / Summerland Sales

Sales:	15	11
Average Price:	\$589,760	\$1,340,909
Average Days on the Market:	63	64