

1086 Coast Village Road, Santa Barbara, CA 93108 • Tel. 805-969-1258; Fax. 805-969-6436
5030 Carpinteria Avenue, Carpinteria CA 93013 • Tel. 805-684-8777; Fax. 805-684-0677

LARRY COY, REALTOR • E-mail: LCOY@west.net • www.LarryCoy.com

IT'S A REAL ESTATE JUNGLE OUT THERE. LET ME BE YOUR GUIDE.

Santa Barbara Area South Coast Towns, Neighborhoods & Home Prices

(All figures are approximate and subject to change daily)

1. **Carpinteria**—This quaint beach town of approximately 15,000 people, affectionately known as having “**The World’s Safest Beach,**” is located just 10 minutes south of Santa Barbara on Highway 101. With a long history of agriculture and flower growing, Carpinteria has recently added a light industrial (smokeless) facet to the community with the latest state-of-the-art “high tech” businesses such as a motion picture studio & computer software. The residential market consists for the most part older tract homes (bungalows and 60’s & 70s), custom, ocean view homes, avocado and horse ranches. A limited number of newer homes are scheduled to be built in the near future. For more information, call the Carpinteria Chamber of Commerce at 805-684-5479. In the older downtown area, home prices begin around \$550,000 and top around \$675,000; 30 year old tract homes on the mountain side of the freeway range from \$575,000 to \$750,000. Of course, custom homes can price out well over \$2,000,000, especially for Rincon Point and Padaro Lane beach area homes.

2. **Summerland**—This small, informal community of a few hundred residents is located between Carpinteria and Montecito and contains older homes on small lots with ocean and freeway views ranging in price from \$650,000 to \$950,000. Along the ridge are expensive custom homes priced over \$1,000,000. A new upper end home project is planned soon. Summerland began in the 1800s as a spiritualist community and *reportedly* retains some of those same roots today... (?)

3. **Montecito**—This is one of the most fashionable, exclusive areas in the state of California with homes starting in the \$1,250,000 range and topping out around \$50,000,000. This area grew in the late 1800’s as a result of wealthy east-coast people looking for a beautiful, healthful area with mountain and ocean views, mild climate, and mineral hot springs. Montecito has long been home to industry barons, politicians, movie stars and assorted socialite multi-millionaires. There are two business areas associated with Montecito. The first (the lower village), is located on Old Coast Village Road which runs parallel to Highway 101 and is within the Santa Barbara city limits. This road extends to and from Cabrillo Boulevard along the beach in Santa Barbara. The second (the upper village), is located a mile north east of the lower village at the corner of San Ysidro and East Valley roads. Both villages offer a full array of fine dining and shopping. Verdant Montecito provides private schools, country clubs, beaches, quiet and secluded living, hiking trails with creeks and waterfalls, biking and much more. Here, there are exclusive condominiums for easy living as well as residences ranging from former, converted servant quarters to vast, palatial estates.

4. ***Santa Barbara***—Known around the world as “**The American Riviera,**” *Santa Barbara* is located ocean side on a narrow, 5 miles long coastal plain between the east-west running *Santa Ynez Mountains* to the north and the area known as ***The Mesa*** on the south. To orient oneself, it is important to recognize that the mountains are to the north and, therefore, the beaches are to the southeast, south and southwest (not north or northeast). Actually, *Los Angeles* is more 90 miles **east** rather than **south** of *Santa Barbara*!

Following a major earthquake in 1925, the City of *Santa Barbara* undertook control of the architecture in the downtown (*Old Town*) area; this action has resulted in many buildings being continuously constructed according to a style recognized as *Spanish (with Moorish influence)/Mediterranean*. A well-known example of this architecture is found in the world famous “*Court House*” finished in 1929. From the top of the *Court House* tower, one can overview *Old Town* and “**Red Tile Roof Tour.**”

There are many wonderful and adventurous things to see and do in *Santa Barbara* from simple sight-seeing and shopping, visiting museums, the zoological gardens, the mission (“***The Queen Of The Missions***”), *Court House*, hiking and biking, and whale watching to scuba diving and parasailing. The city welcomes millions of tourists and other visitors from all over the world and it is common to hear foreign language spoken at the many outdoor activities, restaurants, hotels and other tourist spots.

Santa Barbara has a world famous climate and much of its roots derive from its recognized (and continuing!) 19th century history as a health center. The temperate climate (18 inches average yearly rainfall) permits outdoor activities year-round while the overall demeanor of residents depicts a relaxed, small-town cosmopolitan atmosphere noted, for instance, by the many outdoor eating establishments located throughout the downtown area. The **Santa Barbara lifestyle** is reflected in both casual wear attire and friendliness of the people. It can be said that the city’s motto is “easy living.” The City is proud of its beauty and natural resources and strives continuously to protect it. *Santa Barbara* is perhaps recognized as the “*Environmental Capital of the World!*”

New arrivals to *Santa Barbara* are often startled at the high prices for homes, but most agree that the *Santa Barbara lifestyle* is one where high demand for beauty, unhurried living, enviable weather and boundless opportunities for activities make the prices understandable. Prices for older homes around the downtown areas begin around \$550,000 while homes in the **Upper Eastside** may range from \$895,000 to \$3,500,000+. Small, upper-end neighborhoods may be scattered throughout the city.

People looking to relocate to the *Santa Barbara* area should consider working with a professional real estate agent who is well-versed in the different neighborhoods due to significant climatic variations such as heat, wind and fog—an area “**native**” can be quite helpful here while providing relevant local history!

Specific Santa Barbara Neighborhoods and Home Pricing

Sporting the *Santa Ynez Mountains*,* *Channel Islands* and ocean views, there is hardly a locale in town without some type of view. The natural semi-arid climate is littered with palms and other subtropical foliage, oaks trees and avocado groves. It is difficult to imagine ocean mist coupled with drought-tolerant flora that would not prosper in this area.

*On the other side of the chaparral, sage, manzanita, oak and bay tree covered mountains, lie the Danish town of *Solvang* and *The Santa Ynez Valley (Los Olivos, Santa Ynez, Ballard) & Buellton* which offer “pastures o’ plenty” for horses, cattle, fishing, & extensive WINE COUNTRY.

- ***The Riviera:*** Named for it’s Mediterranean counterpart, this area backs to the mountains and holds court over the downtown, harbor and coastal/island views. The area boasts the greatest sunshine and contains narrow, winding roads and a wide variety of building types usually located on smaller, hillside lots. The ***Upper Riviera*** is more remote and rural. Home prices here can range from \$900,000 on the ***Lower Riviera*** to over \$5,000,000 on the ***Upper***.
- ***Upper Eastside:*** This neighborhood originally housed the City’s more prestigious, influential citizens and, as such, reflects a significant number of older, large, stately homes. With easy access to the downtown area and surrounding parks (Alameda, and Alice Keck Park Memorial Gardens), this area is in high-demand.
- ***Mission Canyon:*** Located in the foothills and narrow valley behind ***The Riviera***, this locale is often the hottest (but quietest!) area in the vicinity. It has a more rural sense and contains a wide variety of upper-end and middle range housing. The *Botanical Gardens* and *Mission Dam* are located along one of the several creeks in the area. Many hiking trails begin their route here as they wind up creek beds and over the *Santa Ynez Mountains* to the river below.
- ***San Roque:*** Located in northern Santa Barbara on former orchard land, this area features both custom homes (ranging in prices from \$900,000 to \$3,000,000+), and both older and newer tract homes (ranging from \$750,000 to \$950,000). San Roque is said to have the fairest whether in the entire area.
- ***Samarkand:*** Located between *San Roque*, Highway 101, and the *Municipal Golf Course*, this area is made up of older, well kept homes on smaller lots. It is one of the most respected areas offering nicer homes on smaller lots. Many retired persons live here. The *Samarkand Retirement Community* is also located here. Home prices range from \$750,000 to \$1,200,000+.
- ***Bel Air Knoll:*** Located on a hill top above Las Positas Road with City and mountain views, this area contains some very nice, 40 year-old homes ranging from \$850,000 to \$1,900,000. The area is only 5 minutes drive from *Hendry’s Beach* (Arroyo Burro County Beach), the large Las Positas Municipal Park, ***The Mesa*** area and *Earl Warren Show Grounds* at Highway 101.
- ***Hidden Valley:*** Located at the western City Limits of Santa Barbara next to exclusive *La Cumbre Country Club* at ***Hope Ranch***, and ***Campanil Hill*** (up to \$4,000,000), this is an area of nicer tract homes (and condominiums) ranging in price from \$650,000 to \$850,000. It is conveniently located near *5 Points* and *La Cumbre* shopping malls and Highway 101.
- ***Campanil Hill:*** Located on a hill west of *Hendry’s Beach* with one side overlooking the City to the mountains, and the other side overlooking the ocean to the islands, this upper-end area generally consists of larger homes with prices from \$1,200,000 up to and beyond \$4,500,000. It is adjacent to ***Hope Ranch Park***.

- **The Mesa:** This neighborhood is located on the bluffs “south” of the City. It contains its own shopping center and smaller commercial areas with easy access (5 minutes) to downtown. It is a popular area due to its proximity to several beaches, harbor, parks and downtown. Housing here consists of apartments, condominiums (\$450,000 to \$800,000), tract homes (\$625,000 to \$950,000) and custom homes (\$1,000,000 to \$2,000,000+).

- **Lower West Side:** Located on *The Mesa* side of State Street stretching to the foot of the bluffs and running to Montecito St., this area is made up of some lesser priced, smaller, older homes. This part of town is dissected by Highway 101 and the train tracks. Small “corner markets” are sprinkled throughout the community.

- **Lower East Side:** This area consists of some of area’s oldest, least expensive, smaller homes. It is also comprised of a significant portion of the City’s commercial and industrial zones. Milpas Street is the main corridor leading from the *East Beach* (Cabrillo Boulevard) and Highway 101 through the “second downtown area” into the heart of the main downtown at the *Court House, County Administration Building, Public Library and Museum of Art*. This locale begins at State Street and ends at the **Lower Riviera** along Milpas to the highway.

5. **Hope Ranch Park**—This special area was incorporated in 1924. Home prices range from \$1,250,000 to \$25,000,000+. The Homeowners Association takes an active part in overseeing the elite, residential and equestrian nature of the Park. Membership in the Association is automatic upon purchasing a home here and includes a private beach, tennis courts, horse show ring and miles of bridle paths. It is located adjacent to *La Cumbre Country Club* and **Hope Ranch Annex** where homes range in price from \$650,000 to \$1,075,000. This area, which stretches to the northern city limits, is said to have some of the very best elementary schools in California.

6. **Goleta Valley**—This area contains one of California’s largest populations living in an unincorporated area and is adjacent to the western city limits of **Santa Barbara**; actually, it is hard to distinguish where **Santa Barbara** (95,000 population) ends and **Goleta Valley** (80,000 population—including **Goleta City**/29,000) begins! Some people consider the area to be Santa Barbara’s bedroom community, but if this is so, Goleta’s computer and military, high-tech, light industry may be considered as Santa Barbara’s work place. Additionally, the **Santa Barbara Airport** and the **University of California** (20,000 students/9,000 employees) are both located here.

The **Goleta Lifestyle** is more rural, and housing consists of some large farm houses, and older subdivision tracts from the 1960’s, although a few newer planned unit developments (with Homeowner Associations) have managed to appear despite “slow growth” agency attitudes. 35 year old tract homes range in price from \$575,000 to \$750,000. Some custom homes are available up to and over \$2,000,000+.

Summary: While *Santa Barbara* is noted to have many beautiful, expensive estates and homes, ranches and condominiums, it is also true that the yearly median income for the area is around only \$34,000. In 2002, at times the median price of a home was around \$650,000+/- and prices are presently escalating. It is nearly as expensive to rent in the Santa Barbara area as it is to buy, though buying is the preferred method due to tax benefits. **The difficulty is in how to put the purchase deal together.** However, once a newcomer is “in” (owns property), s/he is able to take advantage of the generally high (though not guaranteed) appreciation value.