

# Schniepps' Real Estate and Mortgage News

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## South Coast Housing: The 2007 Mid-year Update

by Mark Schniepp

Following a sharp decline in 2006, existing home sales in the South Coast have partially rebounded in the first half of 2007, contrary to the overall statewide trend of further declines in sales volume.

In the first six months of 2007, there were 497 estate sales along the South Coast, compared to 436 sales in the first six months of 2006, an increase of 14 percent. (Estates are detached single family homes) The areas with the largest increases in sales are Hope Ranch, Montecito, and Goleta, north of the 101. Only Carpinteria has had fewer estate sales this year.

Condo sales have advanced 24 percent, with 205 sales in the first half of 2007. The areas with the largest increases are Montecito, East of State Street, and West of State Street including the Mesa.

However, even at the current pace, sales of both condos and estates are 15 percent below their respective ten-year averages.

The median home price in the South Coast during the first six months of 2007 rose 4.2 percent compared to the first six months of 2006. Virtually all of the price appreciation has been in high-end properties, primarily located in Hope Ranch and Montecito. Those two sub-markets have had a price appreciation of nearly 14 percent this year.

The representative (and more affordable) market along the South Coast is the non-Montecito, non-Hope Ranch market that includes the vast majority of the housing stock. The median price for the five sub-markets that comprise this area has contracted 2.8 percent in the

Residential Sales South Coast Area	Condos			Homes/Estates		
	2006	2007	% change	2006	2007	% change
CARPINTERIA-SUMMERLAND	21	25	19.0	29	28	-3.4
MONTECITO	10	18	80.0	91	105	15.4
EAST OF STATE	44	57	29.5	114	126	10.5
WEST OF STATE	29	40	37.9	89	97	9.0
HOPE RANCH	2	0	-100	4	17	325
GOLETA SOUTH	35	41	17.1	40	43	7.5
GOLETA NORTH	25	24	-4.0	69	81	17.4
<b>Totals</b>	<b>166</b>	<b>205</b>	<b>23.5</b>	<b>436</b>	<b>497</b>	<b>14.0</b>

Median Prices South Coast Area	Condos			Homes/Estates		
	2006	2007	% change	2006	2007	% change
Mont/Hope Ranch	\$1,562,500	\$1,362,500	-12.8	\$2,550,000	\$2,900,000	13.7
Rest of South Coast	662,000	625,000	-5.6	1,080,000	1,050,000	-2.8
<b>Totals</b>	<b>679,000</b>	<b>635,000</b>	<b>-6.5</b>	<b>1,210,000</b>	<b>1,261,000</b>	<b>4.2</b>

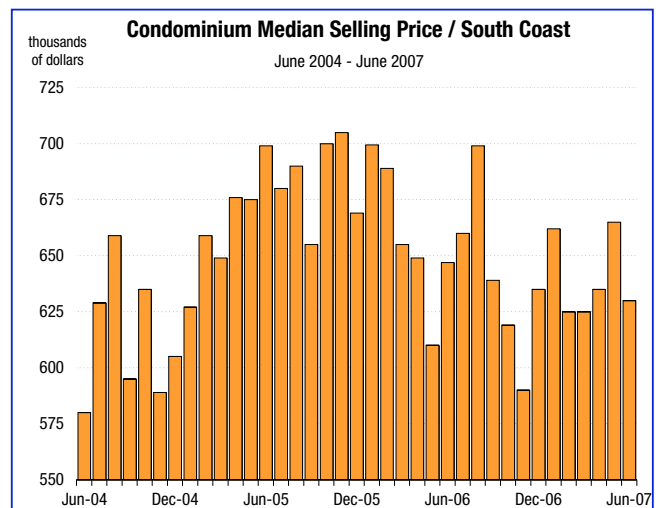
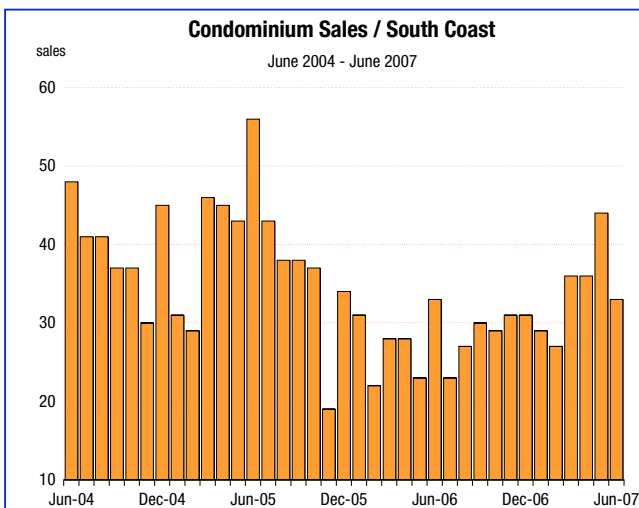
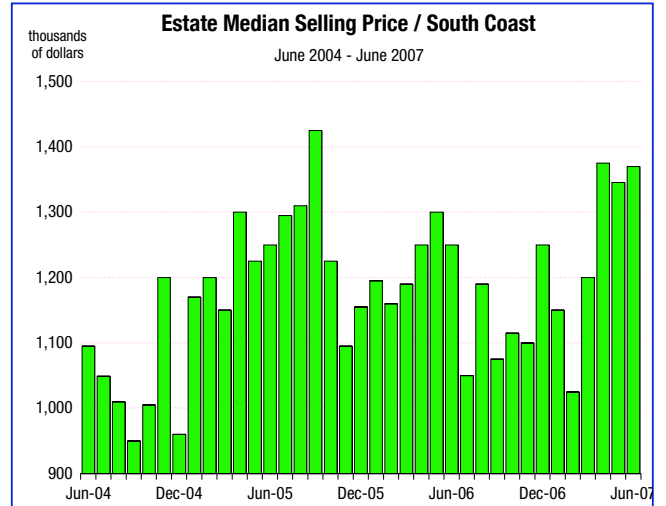
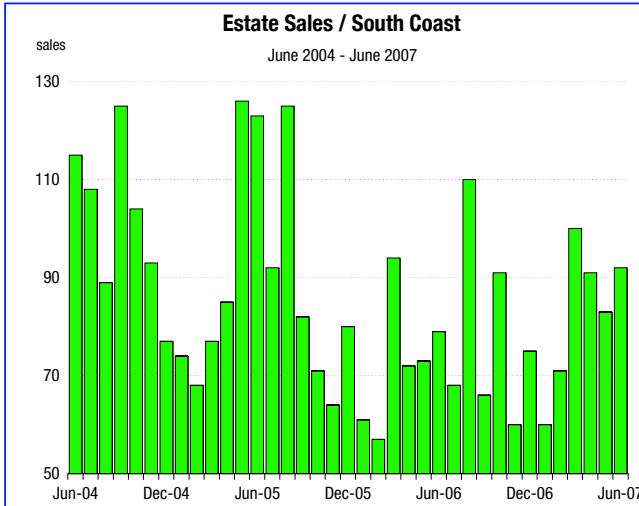
\*Information presented is for the periods January 1 - June 30, 2006 and January 1 - June 30, 2007.

Source: Santa Barbara Association of Realtors®

first half of 2007 compared to the same period a year ago. Most of the decline has occurred in Santa Barbara and in the Goleta area, south of the 101.

The median condo price in the South Coast was off 6.5 percent in the first half of 2007 compared to the first half of 2006.

There has been a jump in activity for condos priced below \$600,000. In the first half of 2006, 47 condos sold for less than \$600,000, while this year, 80 sold for less than \$600,000. Above the \$600,000 level, the number sold was approximately the same in both periods.



**Check out the August newsletter for a full recap of the North County market!**



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