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 ANDERSON HURST ASSOCIATES  
 Berkshire Hathaway HomeServices California Properties  
 805.618.8747 | 805.680.8216  
*Exceeding Expectations*



## Berkshire Hathaway HomeServices California Properties Congratulates Anderson Hurst Associates



Top 1% of 50,000 Agents  
 Nationwide



Chairman's Circle for 10  
 consecutive years



Top 100 of 1250 agents, Los Angeles to Santa Barbara, including Beverly Hills

RECENT SALES



JUST SOLD  
 \$3,995,000

302 ALSTON ROAD, MONTECITO  
 Represented the Buyers

4 Bedrooms, 3 Baths, Ocean Views



JUST SOLD  
 \$1,375,000

3 Bedrooms, 2.5 Baths, Remodeled

608 CALLE DE LOS AMIGOS, SANTA BARBARA  
 Represented the Seller

## BUYER NEEDS

If you, or someone you know, is thinking of selling, please call us. These, and other clients, are ready to buy.

\$10,000,000-\$20,000,000 Range: Three separate buyers seeking South-facing Montecito view properties.

Ennisbrook Casita: This cash buyer specifically would like a Casita at Ennisbrook.

\$2,500,000: This cash buyer is looking for an in-town Santa Barbara vacation home. They are looking at houses and condos.

\$1,200,000: This buyer is seeking a light and bright, single level condo in Santa Barbara.



LUXURY COLLECTION<sup>SM</sup>

**BERKSHIRE HATHAWAY**  
 HOMESERVICES  
 CALIFORNIA  
 PROPERTIES











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# The Numbers

## February Santa Barbara South County - Sales By Area

SINGLE FAMILY HOMES	AREA	SALE PRICE Average   Median	CASH SALES	CONDOS   PUD	AREA	SALE PRICE Average   Median
					33%	
			AVERAGE DAYS ON MARKET			
			Single Family Homes: <b>27</b>			
			Condo/PUD: <b>19</b>			
	Carpinteria	\$3,643,750   \$2,587,500			Carpinteria	\$ 708,750   \$ 665,000
	Goleta	\$1,497,488   \$1,405,316			Goleta	\$ 861,429   \$ 808,000
	Montecito	\$9,609,333   \$6,505,000			Montecito	No Sales
	Hope Ranch	\$7,658,333   \$7,250,000			Hope Ranch	N/A
	Santa Barbara	\$2,292,907   \$2,300,000			Santa Barbara	\$1,384,873   \$1,302,540
	Summerland	\$5,733,450   \$5,350,000			Summerland	No Sales

## Santa Barbara South County - Year-Over-Year Sales

PROPERTY TYPE	SALES FOR THE MONTH	AVERAGE SALE PRICE	MEDIAN SALE PRICE
 <b>Single Family</b> FEB '23 vs FEB '22	 <b>- 44%</b> 2023 ▶ <b>49</b> Total Sales 2022 ▶ <b>89</b> Total Sales	 <b>- 7%</b> 2023 ▶ <b>\$3,146,770</b> Average 2022 ▶ <b>\$3,389,153</b> Average	 <b>- 16%</b> 2023 ▶ <b>\$2,090,000</b> Median 2022 ▶ <b>\$2,500,000</b> Median
 <b>Condo/PUD</b> FEB '23 vs FEB '22	 <b>- 40%</b> 2023 ▶ <b>24</b> Total Sales 2022 ▶ <b>40</b> Total Sales	 <b>-11%</b> 2023 ▶ <b>\$1,119,515</b> Average 2022 ▶ <b>\$1,255,990</b> Average	 <b>13%</b> 2023 ▶ <b>\$990,000</b> Median 2022 ▶ <b>\$873,000</b> Median