

# Market Mojo Report

Prudential California Realty

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## Picking Up Steam –

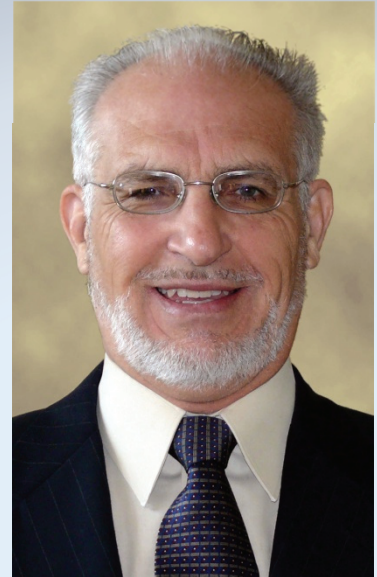
### *A Look at Santa Barbara Real Estate...*

I've been talking with home shoppers from many other states who come to my open houses – from North Carolina to Iowa to Washington. They all report that the market is picking up in their areas, but not as much as in Santa Barbara.

Nationally median prices are up about 9 percent in the past 12 months, according to the Case-Shiller Index. In Santa Barbara as of May 1, 2013 median prices are up 15

percent comparing the first four months of 2013 to the same period in 2012. The number of homes sold is up 10 percent, but the inventory has shrunk to all-time lows.

Houses are selling more quickly. Last year it took 58 days to sell a home priced less than \$800,000, this year it only takes 28 days. The inventory of South Coast homes under \$800,000 has shrunk to only 42



Scott Williams

805 451-9300

I've helped over 650 Santa Barbara homeowners with the sale of their properties, over 350 on the Mesa. In my 37<sup>th</sup> year specializing in Mesa home sales you can trust me to represent your needs.

Visit my websites:

[ScottWilliams.com](http://ScottWilliams.com)

[BuySantaBarbara.com](http://BuySantaBarbara.com)

homes for sale. If it comes on the market, it sells.

Local home sellers can expect to get a premium price for their home when they put it on the market. You can sell a home in any condition, but the real advantage goes to sellers whose homes are in great condition.

## Fixer-Upper Coming Soon

Coming in June will be a Mesa home that needs substantial repairs for \$616,000. This listing will be sold "as is." It has two bedrooms, one bath, and 728 square feet. It is on a large level lot. If you, or anyone you know, are looking for a Mesa project property, call 451-9300 to discuss the possibilities.

## Spring Cleaning Can Boost Your Life

I've just read three great books by best-selling organization guru David Allen and I'm joyfully putting his ideas into practice. I can highly recommend his suggestions.

Allen's basic message is to clear out the "stuff" in your life. In doing so, you boost your energy and free up your mind. Having unsorted e-mail in one's inbox, piles of papers on the desk, and boxes of unneeded stuff in the garage, weighs us down according to Allen. In sorting, finishing, and throwing out, we clear up "psychic ram" in our minds, says Allen, using a computer metaphor for

streamlining our minds and our lives.

He recommends writing down absolutely everything that you need or want to do, on separate lists — one for now, and one for "someday, maybe." There's nothing like writing everything down to clear these things out of one's head, and get prepared for action.

I can't say enough good things about his methods and advice. If this calls to you, you may wish to read Allen's "Getting Things Done," "Ready for Anything," and "Making it All Work."

*Scott*

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