

Tips for Saving Water and Money

- Don't overwater your lawn/landscaping.
- When it rains – turn off the sprinklers - until the ground is dry.
- To prevent water loss from evaporation, don't water during the hottest part of the day, or when it is windy.
- Only run the dishwasher and clothes washer when they are full.
- Defrost frozen food in the refrigerator or microwave, not by running water over it.
- When washing dishes by hand, use two basins – one for washing and one for rinsing rather than let the water run.
- Fix dripping faucets and leaking toilets.

Client Talk

“Your professionalism took almost all the stress out of selling and you provided very helpful advice.”

– Roger and Rita Ledbetter

“You did a good job not pushing us to make a rash decision. Your even temperament helped close this transaction.”

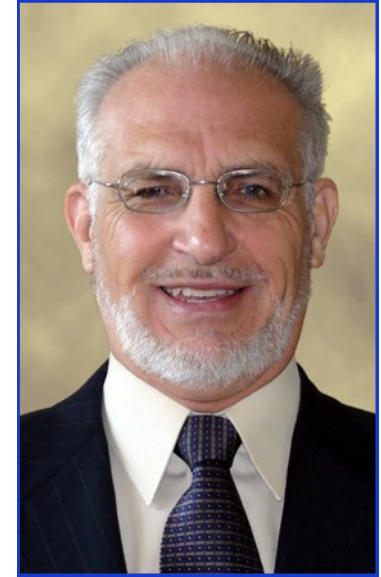
– Dale and Tamara
Donohoe



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In 37 years of business, I've helped more than 680 Santa Barbara homeowners with the sale of their properties. More than 380 of these were on the Mesa.

Visit my websites:

ScottWilliams.com
BuySantaBarbara.com

Market Mojo Report

March 2014

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MESA AND BRAEMAR

The Mesa/Braemar market has taken off briskly in 2014, in the first two months sales doubled from 6 last year to 14 this year. Median prices were up from \$846,000 to \$1,055,000, a 25 percent increase. That is a real surge in sales and pricing. If you have been waiting for a better market to investigate selling your home now may be the time to talk with a Realtor.

There are signs that indicate that the rapid increase in prices is abating across the United States and we note a few signs locally, as well. Last year after two months of sales we had 24 new listings and 15 sales pending. This year there are 16 new listings and only 8 sales pending. Our market is suffering from a lack of

<u>Street</u>	<u>Beds/Baths</u>	<u>Listing Price</u>	<u>Sold Price</u>	<u>Sold Date</u>
Vista Pacifica (pud)	3/2.5	\$1,495,000	\$1,350,000	Jan
Cliff Drive	5/4.5	1,595,000	1,585,000	Jan
Meigs Road (condo)	3/3	994,000	925,000	Jan
Vista Pacifica (pud)	3/2.5	1,119,000	1,100,000	Jan
Ricardo Avenue	4/4.5	2,775,000	2,610,000	Jan
Calle Cortita	4/3	869,000	850,000	Jan
La Coronilla	3/2	1,395,000	1,375,000	Jan
Santa Cruz Blvd.	3/2	935,000	1,010,000	Jan
Westwood	3/2	924,700	913,700	Jan
Weldon (condo)	3/2.5	750,000	750,000	Jan
La Marina	3/2	750,000	750,000	Jan
Campanil Drive	3/2.5	2,149,000	1,995,000	Jan
Edgewater Way	3/1.5	1,550,000	1,325,000	Feb
Borton Drive	4/2	899,000	875,000	Feb
Vista Del Mar	3/2	895,000	896,000	Feb
Pacific Avenue	3/1	850,000	905,000	Feb

homes for sale. As would be expected with that situation there is a slowdown thus making the market a little bumpy as it picks up steam. If

you need to consult with a Realtor about how this applies to your home you can contact me at 805 451-9300.