

### Goleta Real Estate: Are we seeing any threat of a softening housing market locally?

This question was recently posed to me by a client and after some careful considerations and observations I have the following response:

Homes are generally on the market a little longer, but my last sale (in Goleta over by Stow Park) was on the market for 6 days and overbid \$35,000 !! But not as many homes are selling like this compared to 12-24 months ago. It is still a very strong market for houses, especially in Goleta under \$1 Million.

The low end condo market, around \$500,000 in SB and Goleta, is stagnating on price, but this is the market segment that typically experiences the slowdown first. It will creep into the single family home market at the low end and work its way up the price scale. So maybe this is a signal of the coming market.

I really don't see prices dropping the first part of next year. At worst, if we do start to see a slowing of activity, I think it will show up in longer marketing times, and higher inventory (which I don't see right now), and no overbidding or competition among buyers. Before the prices drop they need to stop rising and level off, and that does not happen overnight.

Admittedly, California statewide prices are up but sales volumes down slightly. As this occurs more buyers will be priced out of the market. Investors are losing interest with the high prices, as the rate of return on their invested capital drops. Some potential homeowners won't benefit as much due to the tax law changes. If you add a few other factors that put pressure on housing prices you could see a turnaround, but it's going to take a few more punches to make that happen. Much higher interest rates? A slowing economy?

To summarize, the real estate market is softening but ever so very slightly I'd say.



### Condominiums and Houses Currently for Sale

Status	Address	Price	Beds	Baths	Sq Ft	DOM
Pending	7602 Hollister Ave 101*	\$409,000	1	1	696	6
Pending	7624 Hollister Ave 327*	\$448,700	1	1	766	42
Active	452 Linfield Place K*	\$450,000	1	1	770	5
Active	7638 Hollister Ave 264*	\$519,000	2	2	960	5
Active	7628 Hollister Ave 337*	\$525,000	2	2	960	85
Pending C	484 Linfield Pl H*	\$525,000	2	1	1066	9
Active	7602 Hollister Ave 302*	\$539,500	2	2	960	83
Active	145 Ellwood Station Rd*	\$589,000	2	2.5	1166	5
Pending	401 Cannon Green Dr C*	\$590,000	2	2	960	2
Active	371 Cannon Green Dr E*	\$599,000	2	2	960	19
Active	363 Cannon Green Dr D*	\$625,000	3	3	1360	47
Pending S	355 Cannon Green Dr D*	\$650,000	3	3	1462	16
Pending C	302 La Salle Rd*	\$789,000	3	3	1881	6
Active	7105 Georgetown Rd*	\$829,000	3	2.5	1881	35
Pending S	460 Pomona Ct	\$910,000	5	2.5	1811	7
Pending S	7318 Greensboro St	\$919,000	4	2	1725	27

\* indicates condominium

## Closed Sales – Condominiums and Houses

Address	Sold Price	Beds	Baths	Sq Ft	DOM	Sale Date
409 Ellwood Beach Dr C*	\$430,000	2	2	1079	81	06/20/18
7636 Hollister Ave 360*	\$479,000	1	1	870	7	06/01/18
539 Mills Way*	\$530,000	2	2	1152	30	05/11/18
200 Entrance Rd 3*	\$535,000	2	2.5	1143	54	07/27/18
7626 Hollister Ave 332*	\$540,000	2	2	1104	18	07/11/18
7634 Hollister Ave 356*	\$555,000	2	2	1104	42	07/27/18
7013 Marymount Way*	\$600,000	2	1.5	942	3	05/10/18
7047 Marymount Way*	\$605,000	2	2	1054	1	07/31/18
7122 Phelps Rd*	\$675,000	2	2	1411	6	06/14/18
391 Cannon Green Dr G*	\$675,000	3	2.5	1462	9	07/11/18
450 Pepperdine Ct	\$910,000	5	3.5	2568	7	06/22/18
447 Pitzer Ct	\$925,000	4	3	1714	2	07/26/18
7649 Carmel Beach Cir	\$938,000	5	2	1725	8	07/06/18
7163 Armstrong Rd	\$940,000	3	2	2079	23	06/21/18

\* indicates condominium



Median condominium sale price in the Ellwood area Jan. – Aug. 2018: \$580,000 (23 sales)  
 Median home sale price in the Ellwood area Jan. – Aug. 2018: \$925,000 (5 sales)



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*When selecting a Real Estate Agent to represent you, compare **services, experience, and price!***



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