

FOR SALE:



40 acre organic avocado ranch  
Winchester area in Goleta, CA  
Asking Price: \$2,595,000 OR  
Be a Partner at: \$1,038,000

FOR SALE:



Coming Soon:  
New Listing! Perfect "green remodel"  
potential! Cul-de-sac, over 1/2 acre  
in Hidden Valley near Las Positas, SB  
Asking Price: \$869,000

## The Future of Green Homes

We've all heard that the national real estate market has gone through a major transition the last 2 years. Thankfully all real estate is local and as you will see in Santa Barbara we are still seeing growth! Here are the facts about how our local 2007 real estate market fared:  
(South County = Carpinteria, Santa Barbara, Montecito & Goleta)

- South County **median price ROSE 3.4%** to \$1,231,750 vs 2006 median price of \$1,190,000.
- **Average Sold price is UP 6.6%** to \$1,954,686 vs 2006 price of \$1,826,601.
- Total number of Homes/PUDs sold in 2007 is 886 which is a 3% decrease from 2006 with a total of 913 solds.
- **Total revenue is UP 3.8%** reaching \$1.732 billion in 2007 vs \$1.668 billion in 2006.
- New listings declined 4.8% over the same period. (source Santa Barbara Multiple Listing Service)
- According to DataQuick, through November 28, 2007, South County only had 37 properties taken back by lenders through foreclosure the entire year. In sharp contrast, North County had 420 properties taken back by lenders during the same time period.

You ask, but what about 2008? I see a promising year ahead! We will continue to see tightening lending standards, along with many mortgages set to adjust to higher rates in 2008, this may keep median housing prices flat to slightly down in South County, home price declines will continue to be more severe in North County. The actual dollar decline on median home prices in South County will remain minimal due to the desirability of Santa Barbara, the small amount of new homes that can be built here, and the strong demand for higher priced properties in Hope Ranch and Montecito. Rates are staying low and there are deals to be had!

I also see green home building hitting the mainstream. I recently came across the [SmartMarket Report](#) on residential green building published by McGraw-Hill, it takes a solid look at the **residential green building marketplace** and I thought I would share the highlights. Indicators show that **residential green building will escalate** in the next year at a significant rate. What is considered a green home today, the report notes will be the industry standard tomorrow! **A growth of 30% over 2006 numbers is expected.** More than two-thirds of builders will be building green homes. Beyond 2007, the sheer number of participants in the green home building market will pull the rest of the market up to green standards just to stay competitive.

I definitely feel the market for green homes will be on the rise locally. Look for some exciting new local activities that will raise awareness such as Green Home Tour, Green Expo and don't miss the Join the Green Revolution community education classes which I will be involved in again. If I can help answer any green home questions please feel free to give me a call.

Check out my website [www.GreenHomesSB.com](http://www.GreenHomesSB.com) for the Green Homes for sale on the market and the latest news and resources that are updated often!

I appreciate your referrals, thank you for sending your friends and family my way; it shows you trust in my professional excellence...

Yours in Service,

**DeAnn Bauer, REALTOR® & EcoBroker®**

**VILLAGE PROPERTIES**

1250 Coast Village Rd • Santa Barbara, CA 93108

Cell: 805.451.7488 [deann@greenhomessb.com](mailto:deann@greenhomessb.com)



I am a new TSP Board Member!

## Top 6 Important Green Home Building Options: (% of builders)

1. ENERGY EFFICIENCY (99%)
  - a. High Efficiency HVAC System (92%)
  - b. Low-E glass windows (90%)
  - c. Energy Efficient Appliances (88%)
2. GREEN SITE (96%)
  - a. Site disruption minimization (82%)
  - b. Recycled Material Usage (68%)
  - c. Open Space Preservation (66%)
  - d. Forest Stewardship (65%)
  - e. Natural Wildlife Corridors (64%)
3. INDOOR AIR QUALITY (93%)
  - a. High Efficiency HVAC System (90%)
  - b. Formaldehyde-Free Finishes (72%)
  - c. Minimum Off-Gassing (65%)
  - d. Low/No-VOC Paint (65%)
4. MATERIALS & RESOURCES (93%)
  - a. High-Perf. Engineered Wood (84%)
  - b. Alternative to Wood (68%)
  - c. Allergen-Free Materials (63%)
  - d. Recycled Building Materials (63%)
  - e. Sustainably Harvested Lumber (61%)
5. WATER CONSERVATION (92%)
  - a. Storm Water Mitigation (75%)
  - b. Water Conserving Utilities (75%)
  - c. Water Conserving Fixtures (73%)
  - d. Water Filtration System (49%)
  - e. Gray Water Recycling (34%)
6. SITE PLANNING/LOCATION
  - a. Smaller Lots (49%)
  - b. Radon Resistant Techniques (40%)
  - c. Radon Abatement (above code) (27%)

### My Favorite Sites:

[www.storyofstuff.com](http://www.storyofstuff.com)

[www.livinghomes.net](http://www.livinghomes.net)

[www.mesaexchange.org](http://www.mesaexchange.org)

## Green Drinks

3rd Tuesday • All Are Welcome!

•Feb. 19<sup>th</sup> Bricks on State St.

[www.greendrinks.org](http://www.greendrinks.org)