

# BIRNAM WOOD SALES IN 2018

AS OF DECEMBER 2018

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/POOL
2085 BIRNAM WOOD DRIVE	\$4,856,500	\$5,199,000	\$5,450,000	8/12	2 mo.	4/3.5	1.00	4,230	1968	N/A

Built in 1968, this traditional Birnam Wood home has wood parquet floors, crown moldings, a formal dining room with coffered ceiling, living room with fireplace, master suite with fireplace and large dressing-room closet. Features include a large entry hall, a gourmet kitchen with high-end appliances and granite counters, an adjacent family room with a fireplace, parquet wood floors, and a wonderful open and airy flow perfect for indoor outdoor living. The garden areas are located off the living room, kitchen and master bedroom, and take full advantage of the residence's setting and mountain views while also offering a quiet and peaceful area to dine alfresco.

PREVIOUS SALES IN THE 2000's: Redone since December 2012 sale for \$2,600,000.

534 LAS FUENTES DRIVE	4,750,000	4,950,000	5,850,000	6/18	1¼ yrs	4/5.5	1.20	5,766	1992	Pool/Spa
-----------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	----------

This Mediterranean has stunning mountain views, an open floor plan and cathedral, wood-beamed ceilings, an updated kitchen with breakfast area, living and family rooms, formal dining room, guest bedrooms, and home office. The kitchen is perfect for entertaining, with a large central island, newer appliances, mountain views, and direct access to both the formal dining room and the informal breakfast area. The spacious master bedroom suite enjoys 2 pairs of French doors to the backyard, mountain views, fireplace, and 2 luxurious bathrooms and walk-in closets. There is a large home office with en suite full bath and private outdoor entrance. The 3-car attached garage features plenty of storage, and has an additional separate storage room. The landscaping includes a sparkling pool and spa, covered and uncovered patios and olive trees.

PREVIOUS SALES IN THE 2000's: This last sold in February 2007 for \$3,700,000.

442 CROCKER SPERRY DR.	3,200,000	N/A	N/A	12/18	N/A	3/3.5	1.08	3,032	1971	Pool/Spa
------------------------	-----------	-----	-----	-------	-----	-------	------	-------	------	----------

Birnam Wood home located on 18th fairway with expansive mountain views. The living room/dining room is spacious, light with open views to the Golf course and mountains. The large master suite sits off the pool with adjacent sitting room/office with private bath. Library/Family room opens to a modern, efficient kitchen with attached, large laundry room. Separate and private guest room with bath opens to garden setting.

PREVIOUS SALES IN THE 2000's: This last sold in October 2000 for \$2,505,000.

# BIRNAM WOOD SALES IN 2017

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/POOL
2159 BOUNDARY DR.	\$6,700,000	N/A	N/A	3/17	N/A	3/2.5	1.01	4,522	1996	N/A

Beautifully remodeled by noted designer Bruce Gregga, this sophisticated and private home features panoramic views that include ocean glimpses and grounds designed by renowned landscape-designer Mark Rios and featuring sculptures by Robert Holmes, cut-stone terraces and a reflecting pool. The interior spaces include a generous master suite, two relaxing guest suites and den accented by stone fireplaces, vaulted ceilings and walls of glass to private terraces and manicured grounds.

PREVIOUS SALES IN THE 2000's: Prior to the remodel, this sold in August 2004 for \$3,650,000 and March 2003 for \$3,400,000.

2000 SANDY PLACE	5,600,000	N/A	N/A	2/17	N/A	3/3.5	1.28	2,996	1969	N/A
------------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

Situated on one of Birnam Wood's finest view lots with panoramic mountain views, this Jack Warner Traditional style home has very high ceilings and doors and an open and airy ambiance. Built in 1969 but recently remodeled, this home has a grand living/dining room, a study with fireplace and wet bar, a master bedroom fireplace, small kitchen and attached breakfast nook and a detached 2 car garage.

PREVIOUS SALES IN THE 2000's: Prior to the remodel, this sold in January 2014 for \$2,060,000.

511 LAS FUENTES DRIVE	4,900,000	5,200,000	6,450,000	7/17	1¾ yrs	3/4.5	0.91	5,084	1991	N/A
-----------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	-----

Set in a dramatic location with spectacular mountain and lake views, this formal Traditional style home offers a formal dining room, high ceilings, handsome moldings, stone fireplaces, warm parquet oak floors and generous marble baths.

PREVIOUS SALES IN THE 2000's: This sold in May 2015 for \$5,490,440 and in April 2007 for \$3,800,000.

533 LAS FUENTES DRIVE	3,645,000	3,975,000	3,975,000	3/17	1 mo.	3/3/2	1.05	4,162	1993	N/A
-----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Accessed across a seasonal creek and wood bridge, this quaint home features a living room with fireplace, wood-beamed ceiling with custom skylights, luxurious wet bar with sitting area and dual master bedrooms, each with luxurious master bath and walk-in closets. The backyard is beautifully landscaped to maximize the views of the golf course and also give a feel of seclusion. The central back patio enjoys a stone patio and seating area with citrus trees, roses and partial mountain views.

PREVIOUS SALES IN THE 2000's: This last sold in September 2005 for \$3,900,000.

## BIRNAM WOOD SALES IN 2016: COMPLETE

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/POOL
---------	------------	------------------	---------------------	-----------	----------------	----------	-------	-------------	------------	----------

1160 FIFE LANE	\$5,895,000	\$5,895,000	\$5,895,000	2/16	1 mo.	3/4/2	1.14	3,779	1989	Pool/Spa
----------------	-------------	-------------	-------------	------	-------	-------	------	-------	------	----------

Elegant and private French Regency on the 8th Fairway with lovely mountain views, 3 bedrooms with en-suite baths, formal living room, dining room, sunroom, and wonderful kitchen with breakfast and family rooms. The grounds offer expansive patios, pool, separate spa, fruit trees and a separate large pool/guest house.

PREVIOUS SALES IN THE 2000's: This has been partly redone since it sold in December 2008 for \$4,200,000.

1987 BIRNAM WOOD DR.	5,050,000	5,495,000	5,495,000	9/16	4 mo.	4/5.5	2.00	7,267	1971	Pool
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Bright and airy 7,267 sq.ft. Contemporary home on 2 manicured acres built in 1971 and redesigned in 2000. The grand living room takes in ocean, island and mountain views and opens out to entertaining terraces and a pool area. Emphasizing indoor/outdoor living, this home offers 4 bedroom suites, an elegant dining room and gourmet kitchen.

PREVIOUS SALES IN THE 2000's: This last sold in November 2005 for \$4,000,000.

1175 FIFE LANE	4,300,000	N/A	N/A	2/16	N/A	3/3.5	1.68	3,634	1989	N/A
----------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

This Ketzler & Goodman designed home is situated on a peaceful cul de sac with detached guest cottage with full bath and a library which can be used as a guest bedroom. This sold privately without coming on the market.

PREVIOUS SALES IN THE 2000's: This last sold in October 2006 for \$3,190,000.

2020 BIRNAM WOOD DR.	4,200,000	4,500,000	5,250,000	10/16	7 mo.	3/3.5	0.78	3,892	1991	N/A
----------------------	-----------	-----------	-----------	-------	-------	-------	------	-------	------	-----

Elegant Traditional style home with a stunning entry galleria with columns, formal dining room, granite kitchen, living room with fireplace, family room with fireplace, master suite with fireplace and two additional bedroom suites. Beautiful park-like setting with covered porch.

PREVIOUS SALES IN THE 2000's: This last sold in April 2007 for \$3,600,000.

1988 INVERNESS LANE	3,100,000	3,250,000	3,250,000	7/16	1 wk.	3/3	1.56	2,634	1974	N/A
---------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	-----

Distinctive 1970's contemporary with walls of glass framing an interior courtyard with pool, spa and mountain views. The interior includes a large living room with fireplace, separate family room with outside entrance, ideal for entertaining by the pool, recently remodeled kitchen and breakfast area, master suite and two additional bedrooms, each with a bath. Two car attached garage.

PREVIOUS SALES IN THE 2000's: None.

457 CROCKER SPERRY DR.	3,000,000	3,200,000	3,200,000	12/16	1 mo.	2/2.5	1.10	2,917	1981	N/A
------------------------	-----------	-----------	-----------	-------	-------	-------	------	-------	------	-----

Traditional country style home with den/additional bedroom, formal living and dining rooms, open beam ceilings, herringbone wood floors, butler's pantry and 2 wood burning fireplaces. The large master suite has French doors opening to patios and mountain views.

PREVIOUS SALES IN THE 2000's: This last sold in June 2005 for \$2,700,000.

## BIRNAM WOOD SALES IN 2015: COMPLETE

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/POOL
---------	------------	------------------	---------------------	-----------	----------------	----------	-------	-------------	------------	----------

2080 BIRNAM WOOD DR.	\$10,700,000	N/A	N/A	6/15	N/A	4/5.5	2.30	7,381	2008	Pool/Spa
----------------------	--------------	-----	-----	------	-----	-------	------	-------	------	----------

Built in 2008, this is a 7,381 sq.ft. 4 bedroom/5.5 bath Mediterranean style home with a guest house, butler's pantry, 3 fireplaces, hardwood and stone floors, pool/spa, pool house and 3 car garage.

PREVIOUS SALES IN THE 2000's: None.

1999 BOUNDARY DRIVE	8,000,000	N/A	N/A	12/15	N/A	3/3.5	1.03	5,423	2005	Pool
---------------------	-----------	-----	-----	-------	-----	-------	------	-------	------	------

This 5,423 sq.ft. 3 bedroom/3.5 bath Mediterranean designed by Ketzal & Goodman has 6 fireplaces and partial ocean views.

PREVIOUS SALES IN THE 2000's: The lot sold with the plans in December 2000 for \$1,150,000.

1917 BOUNDARY DRIVE	7,000,000	8,495,000	8,450,000	6/15	1 mo.	6/9.5	2.25	12,205	2002	Pool
---------------------	-----------	-----------	-----------	------	-------	-------	------	--------	------	------

Bank sale of an opulent 12,000 sq.ft. French Chateau on 2.26 ocean and fairway-view acres designed for the most regal of lifestyles. Embellished ceilings, gallery walls and stately columns exude grandeur throughout. A pool, rose gardens, manicured lawns and fountains complete this remarkable estate.

PREVIOUS SALES IN THE 2000's: This last sold in February 2007 for \$18,000,000, by far the highest sale ever in Birnam Wood.

1969 BOUNDARY DRIVE	6,000,000	N/A	N/A	2/15	N/A	3/4.5	1.06	5,889	1985	N/A
---------------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

This Ketzal & Goodman elegantly designed traditionally styled home is situated on slightly over one acre. The southern exposure affords spectacular ocean and golf course views. The bright home includes 3 bedrooms/4.5 baths, a library, gracious formal dining room, exercise room and second and third master bedroom suites with separate entrances. This home sold privately without coming on the market.

PREVIOUS SALES IN THE 2000's: This last sold in April 2007 for \$4,500,000.

511 LAS FUENTES DRIVE	5,490,440	5,500,000	5,500,000	5/15	2 wks.	3/4.5	0.91	5,084	1991	N/A
-----------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	-----

Set in a dramatic location with spectacular mountain and lake views, this formal Traditional style home offers a formal dining room, high ceilings, handsome moldings, stone fireplaces, warm parquet oak floors and generous marble baths.

PREVIOUS SALES IN THE 2000's: This last sold in April 2007 for \$3,800,000 in a private sale without coming on the market.

2010 BIRNAM WOOD DR.	4,500,000	4,700,000	4,700,000	9/15	1 mo.	4/5.5	0.49	4,166	1991	N/A
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Recently remodeled, this home includes a spectacular living room, formal dining room, beautiful kitchen connecting to a comfy family room, spacious master suite including dual baths and closets plus three additional suites. High ceilings, quality finishes and beautiful grounds.

PREVIOUS SALES IN THE 2000's: This has been remodeled since it last sold in January 2000 for \$2,900,000.

470 EASTGATE LANE	4,500,000	4,650,000	4,650,000	5/15	2 mo.	4/5.5	0.91	6,264	1992	Pool/Spa
-------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	----------

Beautifully remodeled in 2012, this 3 bedroom/3.5 bath traditional home features a grand living room, formal dining room, gourmet kitchen/family room, crisp designer finishes, dreamy master with luxurious bath and spacious guest apartment with 2 baths. The grounds include a pool and spa and is ideal for indoor/outdoor entertaining.

PREVIOUS SALES IN THE 2000's: This has been remodeled since it last sold in January 2012 for \$1,840,000.

1950 BOUNDARY DRIVE	3,750,000	N/A	N/A	6/15	N/A	2/3.5	0.50	3,428	1989	Spa
---------------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

One of the few Birnam Wood homes with ocean views, this home is very private and features pine paneled walls and pegged hardwood floors. The pretty redone kitchen has handsome wood cabinets. The master bedroom has separate baths and an outside built in spa. There are fireplaces in the living and family rooms and a delightful ocean view patio.

PREVIOUS SALES IN THE 2000's: This last sold in June 2009 for \$2,675,000.

1992 INVERNESS LANE	3,550,000	3,650,000	3,650,000	3/15	11 mo.	2/4/2	1.00	4,426	1975	Pool/Spa
---------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	----------

This Spanish style home has a grand 63' expanse of living room and formal dining room with dramatic mountain views across the 14th fairway. The home has tile and wood floors, open beam ceilings and fireplaces in the living room, family room and master bedroom. The pretty landscaping includes a large pool and terraces.

PREVIOUS SALES IN THE 2000's: This last sold in June 2005 for \$2,725,000.

412 CROCKER SPERRY DR.	3,495,000	3,495,000	3,495,000	11/15	1 wk.	3/3.5	1.00	3,845	1971	Pool/Spa
------------------------	-----------	-----------	-----------	-------	-------	-------	------	-------	------	----------

Spacious 1970's home with mountain views designed by renown Santa Barbara architect Edwards-Pitman with living room fireplace, family room with fireplace, pool and spa.

PREVIOUS SALES IN THE 2000's: This last sold in October 2003 for \$1,750,000.

2019 BOUNDARY DRIVE	3,195,000	N/A	N/A	3/15	N/A	2/3	1.00	3,500	1988	N/A
---------------------	-----------	-----	-----	------	-----	-----	------	-------	------	-----

Located on the 13<sup>th</sup> fairway, this South facing and gracious home offers expansive room sizes, cathedral ceilings and a beautiful outdoor veranda for entertaining. The study/office/media room can be used as third bedroom if required. This home sold privately without coming on the market.

PREVIOUS SALES IN THE 2000's: None.

467 CROCKER SPERRY DR.	2,950,000	3,500,000	3,500,000	5/15	2 mo.	3/3.5	1.20	3,900	1969	Pool
------------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Reminiscent of Southern California Cliff May Architecture and built in 1969, this is a 3,900 sq.ft. 3 bedroom/3.5 bath home situated on the 16th fairway. As you enter the Galleria, you can see the lovely swimming pool outside the glass doors of the large entertainment room. Adjoining is a spectacular light flooded living room with very high ceilings, a fireplace and a wall of glass. The charming dining room looks out to a rose garden and the versatile floor plan offers many possibilities. The large master has an additional fireplace and large marble bathroom. This is a trustee sale.

PREVIOUS SALES IN THE 2000's: None.

2075 BIRNAM WOOD DR.	2,925,000	3,175,000	3,550,000	3/15	3 mo.	3/3.5	1.00	3,521	1969	Pool
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Traditionally elegant home with spacious living room with crown moldings, fireplace and 10' ceilings, formal dining room, family room adjacent to the kitchen, paneled library with fireplace, generous master bedroom suite with elegant bath and walk-in closet. A pool and mature landscaping graces the property.

PREVIOUS SALES IN THE 2000's: This last sold in August 2011 for \$2,419,000.

2059 BOUNDARY DR.	2,500,000	2,800,000	2,800,000	8/15	2 wks.	4/4	0.86	3,633	1982	N/A
-------------------	-----------	-----------	-----------	------	--------	-----	------	-------	------	-----

1980's home with ocean peek, sunroom and shutters.

PREVIOUS SALES IN THE 2000's: None.

2049 BOUNDARY DR.	900,000	1,200,000	1,200,000	8/15	1 mo.	Lot	0.91	Lot	Lot	N/A
-------------------	---------	-----------	-----------	------	-------	-----	------	-----	-----	-----

Vacant 0.91 acre lot with an existing water meter. This was offered for sale at the same time as 2059 Boundary Road, described above.

PREVIOUS SALES IN THE 2000's: None.

## BIRNAM WOOD SALES IN 2014: COMPLETE

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/ BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/ POOL
---------	------------	------------------	---------------------	-----------	----------------	-----------	-------	-------------	------------	-----------

514 LAS FUENTES DRIVE	\$6,200,000	N/A	N/A	7/14	N/A	3/4/2	1.07	6,775	1996	Pool
-----------------------	-------------	-----	-----	------	-----	-------	------	-------	------	------

Completely remodeled and re-landscaped, this gated and sophisticated home has mountain views, 10' ceilings, a formal dining room, a large open Great Room that opens to a poolside entertaining terrace, gardens and waterscapes. The master suite has dual offices and enormous bathrooms and closets. Wine cellar.

PREVIOUS SALES IN THE 2000's: This last sold in July 2004 for \$4,000,000.

2117 FORGE ROAD	4,750,000	N/A	N/A	4/14	N/A	3/3.5	1.00	2,966	1981	N/A
-----------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

Newly remodeled, this home has a wonderful floorplan that offers a formal living room, kitchen/family room, wood paneled library and sun-drenched 35' gallery, perfect for the art enthusiast. The home features crown molding, hardwood floors, three fireplaces, skylights and a wet bar. There are fairway and mountain views, manicured lawns, colorful landscaping, beautiful patios and an oversized 2-car garage.

PREVIOUS SALES IN THE 2000's: Prior to the remodel, this sold in September 2013 for \$2,575,000. This last sold in May 2009 for \$2,950,000.

2085 STRATFORD PLACE	4,454,000	5,375,000	5,375,000	8/14	3 mo.	3/3	1.14	6,525	1993	Pool
----------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	------

Red brick Georgian Manor with vast foyer, living room, family room that make it ideal for large scale entertaining as do its beautiful formal dining room and den. Features of the home include 13' ceilings throughout, a gallery size hallway, hardwood floors, crown moldings, gourmet kitchen, extensive brick terraces, pool, loggia and southern exposure.

PREVIOUS SALES IN THE 2000's: None.

529 LAS FUENTES DRIVE	4,300,000	N/A	N/A	9/14	N/A	1/1	0.93	3,738	1990	N/A
-----------------------	-----------	-----	-----	------	-----	-----	------	-------	------	-----

Unique 3,738 one bedroom/one bath home built in 1990 and never before offered for sale. This sold privately without coming on the market.

PREVIOUS SALES IN THE 2000's: None.

489 CROCKER SPERRY DR.	4,185,000	5,300,000	5,300,000	6/14	2 mo.	4/4.5	1.30	6,202	1985	Pool
------------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Spacious French residence offering grand rooms with high ceilings, elegant scale and fine original craftsmanship that awaits loving restoration. Boasting sun-filled living and dining rooms, den, library and large 2-bedroom master suite with fireplaces in all rooms. A 1 bedroom/1 bath pool house with mountain views overlooks a swimmer's pool.

PREVIOUS SALES IN THE 2000's: None.

1997 LEMON RANCH ROAD	4,000,000	4,250,000	4,250,000	6/14	1.5 mo.	3/3	1.00	3,757	1990	Pool
-----------------------	-----------	-----------	-----------	------	---------	-----	------	-------	------	------

Meticulously remodeled and flooded with natural light, this is a 3,757 sq.ft. 3 bedroom/3 bath home that opens through glass doors onto South-facing garden terraces. Features of the home include herring-bone pattern hardwood floors throughout, solid-slab Carrara marble kitchen and baths, custom quality cabinets and raised ceilings with crown molding.

PREVIOUS SALES IN THE 2000's: Prior to the remodel, this sold in April 2010 for \$2,600,000 and in July 2002 for \$2,600,000.

525 LAS FUENTES DRIVE	3,475,000	N/A	N/A	2/14	N/A	3/3.5	0.91	3,478	1987	N/A
-----------------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

Gracious Ketzler & Goodman designed residence with hardwood pegged floors, open beam ceilings, living room with fireplace, kitchen/family room with fireplace and a dual master bedroom possibility. The third bedroom ideal for staff. There is also a lovely garden patio and terrace.

PREVIOUS SALES IN THE 2000's: This last sold in November 2007 for \$3,721,045.

1930 LEMON RANCH RD.	3,150,000	N/A	N/A	7/14	N/A	3/3.5	1.00	2,919	1997	N/A
----------------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

Built in 1997, this is a 3 bedroom/3.5 bath Traditional style home with pretty mountain views. It sold privately.

PREVIOUS SALES IN THE 2000's: None.

2118 BIRNAM WOOD DR.	3,075,000	3,295,000	4,195,000	1/14	3 mo.	4/4.5	1.30	3,823	1981	N/A
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Remodeled to the studs with dramatic mountain and golf course views, this angular home has an unusual floorplan. The master suite has an adjacent office/sitting room and dual master bath. There is an office/bedroom and a detached one bedroom guest house with full bath. The extremely small kitchen area opens onto a very large family room with open beam ceilings and tiled floors.

PREVIOUS SALES IN THE 2000's: Prior to the remodel, this sold for \$2,601,000 in September 2009.

2076 CHINA FLAT ROAD	2,975,000	3,150,000	3,399,000	4/14	4 mo.	3/3.5	1.00	3,252	1981	Pool
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Located on spacious lot between the 1st & 18th fairways, this home offers wood floors, high ceilings, a grand living room with fireplace, mountain/fairway views, a pool with brick terrace and surrounding lawn and gardens. The main house is 2 bedrooms/3 baths including a large master suite, with 1 bedroom/1 bath guest quarters.

PREVIOUS SALES IN THE 2000's: This sold in December 2011 for \$2,125,000 and in June 2000 for \$2,800,000.

564 CROCKER SPERRY DR.	2,934,000	N/A	N/A	7/14	N/A	4/4.5	1.30	2,496	1977	Pool
------------------------	-----------	-----	-----	------	-----	-------	------	-------	------	------

Pool home with ocean and mountain views, spacious rooms, high ceilings and two guest houses.

PREVIOUS SALES IN THE 2000's: This last sold in October 2004 for \$2,300,000.

490 EASTGATE LANE	2,810,000	2,975,000	3,750,000	9/14	1.5 yrs.	3/3/2	0.94	3,539	1995	N/A
-------------------	-----------	-----------	-----------	------	----------	-------	------	-------	------	-----

The indoor/outdoor lifestyle of Santa Barbara can be enjoyed in this Birnam Wood home with paneled den (could be 3rd bedroom), garden view kitchen, spacious family room, and formal living and dining rooms with shared fireplace. Set off the course with panoramic mountain views and a wooded backyard of oaks.

PREVIOUS SALES IN THE 2000's: None.

527 CROCKER SPERRY DR.	2,700,000	3,000,000	3,295,000	6/14	5 mo.	3/3	1.00	2,788	1979	Pool
------------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	------

Light filled Contemporary home with soaring ceilings, living room with fireplace, chef's kitchen, dining room, den and enormous master suite, all opening to private patios. In addition, a 2 bedroom guest house and round swimming pool and spa are all situated on an acre with rare privacy.

PREVIOUS SALES IN THE 2000's: This sold in July 2009 for \$3,000,000. Prior to the remodel, this sold in January 2008 for \$2,390,000.

526 LAS FUENTES DRIVE	2,700,000	2,975,000	3,500,000	3/14	10 mo.	3/3	1.00	2,266	1997	N/A
-----------------------	-----------	-----------	-----------	------	--------	-----	------	-------	------	-----

French Country home with turret entry, open beam ceilings, wood floors and 3 fireplaces. The exquisite garden is filled with gorgeous flowers and mature trees and there is a secluded patio with fountain. This creekside property is not on a golf course fairway and offers extra land east of the creek.

PREVIOUS SALES IN THE 2000's: This sold in May 2007 for \$3,500,000.

2000 SANDY PLACE	2,060,000	2,495,000	2,650,000	1/14	9 mo.	3/3.5	1.28	2,996	1969	N/A
------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Situated on one of Birnam Wood's finest view lots with panoramic mountain views, this Jack Warner Traditional style home has very high ceilings and doors and an open and airy ambiance. Built in 1969 and in original condition, this home has a grand living/dining room, a study with fireplace and wet bar, a master bedroom fireplace, small kitchen and attached breakfast nook and a detached 2 car garage. During various failed escrows on this property, geological issues were found that will partially limit the property's development beyond its existing footprint.

PREVIOUS SALES IN THE 2000's: None.

1920 BOUNDARY DRIVE	1,950,000	2,100,000	2,100,000	6/14	10 mo.	2/2	1.06	1,614	1974	Pool
---------------------	-----------	-----------	-----------	------	--------	-----	------	-------	------	------

Once the pool house for the Bechtel Estate, this is a modest 1,614 sq.ft. home built in 1974. It is privately situated at the end of a very usable acre lot.

PREVIOUS SALES IN THE 2000's: This last sold in February 2000 for \$1,500,000.

## BIRNAM WOOD SALES IN 2013: COMPLETE

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/ BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/ POOL
---------	------------	------------------	---------------------	-----------	----------------	-----------	-------	-------------	------------	-----------

2060 BIRNAM WOOD DR.	\$4,395,000	N/A	N/A	5/13	N/A	3/3.5	1.06	5,622	1991	N/A
----------------------	-------------	-----	-----	------	-----	-------	------	-------	------	-----

Built in 1991, this 5,622 sq.ft. traditional style 3 bedroom/3.5 bath home with paneled library needs kitchen and bathroom updating but was beautifully built and fronts on Las Fuentes Drive. It also has a 1 bedroom guest house. Situated across from the tennis courts. Sold privately.

PREVIOUS SALES IN THE 2000's: None.

537 LAS FUENTES DR.	4,200,000	N/A	N/A	5/13	N/A	4/4	1.03	3,090	2006	N/A
---------------------	-----------	-----	-----	------	-----	-----	------	-------	------	-----

This Traditional style home with a sunny southern exposure on the 9<sup>th</sup> tee features 4 fireplaces, a large motor court and formal gardens. It sold privately without coming on the market.

PREVIOUS SALES IN THE 2000's: Prior to the construction, the lot sold for \$1,050,000 in November 2003.

513 CROCKER SPERRY DR.	2,850,000	3,250,000	3,495,000	1/13	5 mo.	4/4	1.30	4,341	1979	N/A
------------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	-----

Contemporary style home featuring four luxurious suites, large entertaining spaces with high ceilings and walls of glass opening onto sunny patios. This home has a large, south-facing garden with mountain views and a citrus grove overlooking the 16th fairway.

PREVIOUS SALES IN THE 2000's: This last sold in September 2009 for \$2,800,000.

1975 INVERNESS LANE	2,762,500	2,950,000	2,950,000	4/13	3 wks.	3/4.5	1.30	3,160	1978	N/A
---------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	-----

Privately located on a cul-de-sac and built in 1978, this home has two separate outdoor spaces that include an entertainment terrace off the living room, and an alfresco dining patio off the kitchen and breakfast room. Features include a vaulted ceiling in the living room with a wall of light-filled windows, a separate den/office, formal dining room and a master suite with his and hers bathroom and closets.

PREVIOUS SALES IN THE 2000's: This last sold in April 2004 for \$2,425,000 and May 2000 for \$1,600,000.

1931 BOUNDARY DRIVE	2,750,000	2,900,000	2,900,000	1/13	3 mo.	3/4	1.00	3,678	1973	Pool
---------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	------

Down a private drive to a gated courtyard, this is a Jack Warner country house with pool, ocean views and elegant gardens. This 3,678 sq.ft. 3 bedroom/4 bath house built in 1973 has unusual privacy with a large living room, lovely dining room and garden/den room with full bath. A glass enclosed porch overlooks the pool, gardens and ocean.

PREVIOUS SALES IN THE 2000's: This last sold in September 2001 for \$3,260,000.

535 MCLEAN LANE	2,600,000	2,750,000	2,850,000	9/13	1¼ yrs.	3/3/2	0.39	3,730	1989	Pool
-----------------	-----------	-----------	-----------	------	---------	-------	------	-------	------	------

This bright Contemporary ranch style home has spacious rooms, a living room and family room both with fireplaces, soaring beamed ceilings, wood and patterned Saltillo tile floors. Overlooking 11th/12th greens, there are beautiful rose gardens and a lap pool to enjoy indoor/outdoor living, including many sitting areas.

PREVIOUS SALES IN THE 2000's: None.

2117 FORGE ROAD	2,575,000	2,990,000	2,990,000	9/13	6 mo.	3/3.5	1.00	2,966	1981	N/A
-----------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Elegant home with a wonderful floorplan that offers a formal living room, kitchen/family room, wood paneled library and sun-drenched 35' gallery, perfect for the art enthusiast. The home features crown molding, hardwood floors, three fireplaces, skylights and a wet bar. There are fairway and mountain views, manicured lawns, colorful landscaping, beautiful patios and an oversized 2-car garage.

PREVIOUS SALES IN THE 2000's: This last sold in May 2009 for \$2,950,000.

2029 BOUNDARY DRIVE	2,463,019	2,780,000	2,780,000	5/13	2 wks.	3/3/2	0.96	3,840	1989	N/A
---------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	-----

Traditional style home designed by Peter Walker Hunt in 1989 with high ceilings, wood framed glass doors, transom windows and skylights throughout. The gracious home, on .96 landscaped acres, enjoys views of the 13th fairway through the mature oaks and lovely gardens.

PREVIOUS SALES IN THE 2000's: None.

2091 STRATFORD PLACE	2,438,000	2,495,000	3,100,000	3/13	11 mo.	3/4.5	1.00	3,513	1986	Pool
----------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	------

Designed by John Kelsey, this Contemporary home features high ceilings, lots of wall space for art, beautiful fairway views, mature landscaping, pool, and large outdoor covered terrace for entertaining. It has 2 master baths and a den/library off the master suite, while the third bedroom works well for office, staff or guests.

PREVIOUS SALES IN THE 2000's: None.

## BIRNAM WOOD SALES IN 2012: COMPLETE

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/ BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/ POOL
---------	------------	------------------	---------------------	-----------	----------------	-----------	-------	-------------	------------	-----------

2072 CHINA FLAT ROAD	\$5,000,000	\$5,185,000	\$5,185,000	5/12	1 mo.	2/4.5	1.00	3,448	1969	Pool
----------------------	-------------	-------------	-------------	------	-------	-------	------	-------	------	------

Meticulously restored Birnam Wood home. Features include a dramatic entry to a light-filled gallery ideal for showcasing art, a living room with fireplace, herring-bone wood floor, 11' ceilings and mountain and garden vistas, a gourmet kitchen with mountain view breakfast nook. There is also a dining room with outdoor access, a library with fireplace, paneled walls, high ceilings and built-in bookcases and a master suite with sitting area, office, luxury bath and private patio. In addition to the pool, the property also has a 3 car garage.

PREVIOUS SALES IN THE 2000's: Prior to the major remodel, this last sold in July 2007 for \$3,800,000.

1984 INVERNESS LANE	3,800,000	N/A	N/A	5/12	N/A	3/3.5	1.23	4,615	2007	Pool & spa
---------------------	-----------	-----	-----	------	-----	-------	------	-------	------	------------

Beautiful stone French country home with family room, 3 fireplaces, a slate roof and 3 car garage. This property sold privately without ever coming on the market.

PREVIOUS SALES IN THE 2000's: Prior to the new construction, the home that was demolished was sold in October 2004 for \$2,000,000.

2103 STRATFORD PLACE	3,500,000	3,900,000	3,900,000	7/12	1 yr.	3/4.5	1.00	4,249	2001	N/A
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Tucked into a lushly landscaped acre, this romantic 3 bedroom, 4½ bath Mediterranean Villa built in 2001 features a grand living room, separate dining room and spacious family room with gourmet kitchen and many high tech amenities. French doors open to a cozy covered terrace, patios and private gardens.

PREVIOUS SALES IN THE 2000's: This last sold in April 2005 for \$3,400,000. Built in 2001, it sold in August 2002 for \$2,750,000.

516 CROCKER-SPERRY DR.	3,392,000	3,750,000	3,995,000	6/12	2 mo.	3/5.5	1.30	4,736	1980	Pool & spa
------------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------------

This classic contemporary Birnam Wood home with sweeping mountain views has a 71' foyer and living room with fireplace, formal dining room and den, all accented by new travertine floors. The master bedroom has a fireplace, built-in book cases and large walk in closets and the his and her luxurious baths have recently been remodeled. The landscaping includes a pool, spa and large separate studio.

PREVIOUS SALES IN THE 2000's: Prior to the redo, this sold in July 2006 for \$3,700,000.

551 CROCKER-SPERRY DR.	3,215,000	3,295,000	3,295,000	9/12	4 days	3/3	1.300	3,770	1979	N/A
------------------------	-----------	-----------	-----------	------	--------	-----	-------	-------	------	-----

Contemporary home with a stunning living room with a domed skylight ceiling, quartz floor and glass solarium walls to showcase the beautiful gardens. Each bedroom opens to a patio. The beautifully appointed kitchen has a SubZero fridge, 2 Wolf ranges, black granite counters and glass doors to tranquil lawns. The property includes Black Hills "Mt Rushmore" quarry granite sculptures.

PREVIOUS SALES IN THE 2000's: None

2108 FORGE ROAD	2,750,000	2,800,000	3,100,000	12/12	15 mo.	2/3.5	1.00	2,689	1981	N/A
-----------------	-----------	-----------	-----------	-------	--------	-------	------	-------	------	-----

Recently remodeled contemporary designed by Jim Morris with high ceilings, a 50 foot gallery and top-of-the-line appliances, beautiful golf course and mountain views.

PREVIOUS SALES IN THE 2000's: Prior to the redo, this sold in September 2005 for \$2,250,000, in May 2003 for \$2,259,000, December 2002 for \$2,250,000 and February 2001 for \$2,275,000.

2069 BOUNDARY DRIVE	2,650,000	N/A	N/A	6/12	N/A	4/5	0.71	2,341	1988	Pool
---------------------	-----------	-----	-----	------	-----	-----	------	-------	------	------

A French Country estate with sweeping views of fairways, ocean and islands from the terraced gardens. This charming home has many features including a Provencal style glass walled dining room, a lovely detached guest room with bath and sleeping loft, and pool. A large detached office suite with built in shelves and full bath can be used as an art studio or gym.

PREVIOUS SALES IN THE 2000's: This last sold in March 2008 for \$3,050,000.

2085 BIRNAM WOOD DRIVE	2,600,000	2,795,000	2,950,000	8/12	2 mo.	4/3.5	1.00	4,230	1968	N/A
------------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Built in 1968, this traditional Birnam Wood home has wood parquet floors, crown moldings, a formal dining room, living room with fireplace, master suite with fireplace and large dressing-room closet. The fourth bedroom works well for an office or staff or guest quarters. There is also a St Charles kitchen with an adjacent butler prep room/large pantry.

PREVIOUS SALES IN THE 2000's: None

2004 SANDY PLACE ROAD	2,550,000	2,750,000	2,950,000	12/12	2 mo.	2/3.5	1.13	4,100	1987	Pool
-----------------------	-----------	-----------	-----------	-------	-------	-------	------	-------	------	------

Situated privately on the 17th golf tee of the Birnam Wood Golf course, this Contemporary style home has angular cathedral ceilings, spacious rooms and natural lighting. Outdoor features include manicured landscaping, a pool with outdoor patio and panoramic views.

PREVIOUS SALES IN THE 2000's: None



518 LAS FUENTES DRIVE	2,536,800	2,895,000	2,895,000	5/12	6 mo.	3/4/2	1.01	4,405	1986	Pool
-----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Updated traditional home featuring a versatile floor plan. The living room offers a fireplace and tray ceiling, the entry and formal dining room have marble floors, the kitchen/Great room has marble floors and a fireplace. On one end of the home are two master suites each enjoying tray ceilings, generous en suite bathrooms and walk in closets. With an entrance from the patio there is a guest suite as well as a two room maids quarters.

PREVIOUS SALES IN THE 2000's: None

2148 BIRNAM WOOD DRIVE	2,275,000	2,350,000	3,100,000	6/12	11 mo.	2/3	1.30	3,254	1988	N/A
------------------------	-----------	-----------	-----------	------	--------	-----	------	-------	------	-----

Traditional Style home located on the 4th Fairway with sweeping mountain and fairway views. Architects Ketzler and Goodman designed the remodel for the owners creating large open living space and gracious bedroom suites. Situated on 1.3 acres with private gardens and large motor court.

PREVIOUS SALES IN THE 2000's: Prior to the redo, this sold in August 2001 for \$2,500,000.

470 EASTGATE LANE	1,840,000	2,195,000	2,395,000	1/12	3 mo.	3/4/2	0.91	6,101	1992	Pool
-------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Sophisticated single-level mountain and golf course view home with living room, formal dining, spacious kitchen/family room, large den, master bedroom with large walk-in closets, office and guest apartment with separate entry. There is a sparkling pool, rose gardens, beautiful stonework, patios, 3-car garage, and gated motor-court.

PREVIOUS SALES IN THE 2000's: None

2141 TEN ACRE ROAD	1,525,000	1,875,000	2,495,000	5/12	1.5 yrs.	3/3/2	1.30	3,499	1979	Pool & spa
--------------------	-----------	-----------	-----------	------	----------	-------	------	-------	------	------------

Contemporary style James Morris designed home with a distinctive living room with soaring ceilings, windows and glass doors on all sides, herringbone wood floors and rounded walls, two large master suites, and a round swimming pool with spa.

PREVIOUS SALES IN THE 2000's: This last sold in February 2000 for \$1,325,000.

## BIRNAM WOOD SALES IN 2011: COMPLETE

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/POOL
---------	------------	------------------	---------------------	-----------	----------------	----------	-------	-------------	------------	----------

1979 BOUNDARY DRIVE	\$4,250,000	\$4,695,000	\$4,975,000	5/11	3 mo.	4/4.5	1.07	4,265	1984	Pool
---------------------	-------------	-------------	-------------	------	-------	-------	------	-------	------	------

Recently gutted and completely remodeled top quality Southern facing Mediterranean ocean view pool home with gracious and bright living room with fireplace, formal dining room, gourmet kitchen with dining area that opens to a spacious family room and a covered porch. There is a large open patio, pool/spa and pavilion with fireplace.

PREVIOUS SALES IN THE 2000's: Prior to the major remodel, this last sold in October 2008 for \$2,700,000.

532 LAS FUENTES DR.	3,900,000	4,350,000	5,295,000	11/11	3 mo.	3/3/2	1.27	5,060	1991	Pool
---------------------	-----------	-----------	-----------	-------	-------	-------	------	-------	------	------

Exceptional 5,000 square foot Tuscan Villa designed by noted architect Robert Senn with soaring ceilings, stone and hardwood floors, library, family room and detached guest quarters. This home is situated upon a very private and beautifully landscaped parcel with pool, vegetable garden and three car garage, and enjoys lovely mountain and golf course views.

PREVIOUS SALES IN THE 2000's: None

2138 BIRNAM WOOD DR.	3,600,000	N/A	N/A	7/11	N/A	3/3.5	1.30	4,306	1977	Both
----------------------	-----------	-----	-----	------	-----	-------	------	-------	------	------

This beautiful Birnam Wood home was extensively remodeled in 1994 and features hardwood floors, wood and coffered ceilings, a salt water pool and lovely mountain views. In addition to the formal living and dining rooms there is a comfortable family room, a small den or study, a climate controlled wine room and a large exercise or general purpose room.

PREVIOUS SALES IN THE 2000's: None

2069 CHINA FLAT ROAD	3,200,000	N/A	N/A	5/11	N/A	5/5.5	1.36	4,232	1969	N/A
----------------------	-----------	-----	-----	------	-----	-------	------	-------	------	-----

Built in 1969 and very dated when sold, this property consists of a three bedroom/four bath main home, plus a modest separate office and a nicer two bedroom guest house. This property has no views and is on a very narrow and elongated lot at the bottom of Birnam Wood. This sold privately without coming on the market.

PREVIOUS SALES IN THE 2000's: None

521 LAS FUENTES DR.	3,150,000	3,200,000	3,200,000	8/11	1 wk.	3/3.5	0.93	3,462	1990	Pool
---------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

This sophisticated Contemporary residence is located on one of the most desirable sites within Birnam Wood with dramatic views of the golf course, the Club lake and the Santa Ynez Mountains. An open floor plan, high ceilings and expansive designer windows create a spacious light filled ambiance with stunning views from every room. The home has hardwood floors, a see through fireplace, family room, granite kitchen, three bedrooms, a swimming pool and a three-car garage.

PREVIOUS SALES IN THE 2000's: None

520 MCLEAN LANE	2,850,000	3,500,000	3,500,000	5/11	4 mo.	3/4.5	0.41	4,647	1991	Spa
-----------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Remodeled Mediterranean home overlooking the 9<sup>th</sup> Fairway with a pecan wood paneled library, an open kitchen/family room with fireplace, master suite with fireplace and dual baths, formal dining room and three car garage.

PREVIOUS SALES IN THE 2000's: None

2081 CHINA FLAT ROAD	2,835,000	3,150,000	4,150,000	5/11	1 yr.	4/4.5	1.13	2,973	1969	N/A
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Recently remodeled, this French Country property consists of a three bedroom/three and one-half bath main house (one of which is accessed off the laundry room) and a studio guest house with sweeping views of the mountains and club fairways. Features include wood floors, open beam ceilings, built-in bookshelves, an office with fireplace and master suite with fireplace and large walk-in closet.

PREVIOUS SALES IN THE 2000's: Prior to the major remodel (which included removing a pool), this last sold in June 2007 for \$3,050,000.

2123 FORGE ROAD	2,800,000	3,300,000	3,300,000	6/11	2 mo.	3/4.5	1.00	4,197	1970	Pool
-----------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Elegant residence with a stately foyer leading to a large living room with fireplace and tray ceiling and adjoining garden room. The handsome formal dining room has stone walls, high coffered ceilings and fireplace. A pretty library/den connects two bedroom suites, one with office/sitting room and fireplace. There are separate guest quarters leading to the pool (which is viewed from a gracious covered patio with fireplace) and gardens.

PREVIOUS SALES IN THE 2000's: This last sold in May 2009 for \$3,000,000.

552 CROCKER SPERRY DR.	2,610,000	2,750,000	3,450,000	6/11	3 mo.	3/4.5	1.30	3,484	1993	N/A
------------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

First time on the market, this French Style home with fairway and mountain views features 3 bedrooms/4.5 baths, formal living room with fireplace, and large family room with parquet wood floors, built-in bar and fireplace. Separate 3-car garage, fruit trees, hedges and lawns add to the privacy and ambiance of this unique residence.

PREVIOUS SALES IN THE 2000's: None

1990 LEMON RANCH ROAD	2,500,000	2,550,000	4,500,000	5/11	9 mo.	2/3	1.00	3,517	2001	N/A
-----------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	-----

Completed in 2001, this Mediterranean mountain view home has unique finishes, custom materials, open beam ceilings, wood floors and three fireplaces. Amenities include air conditioning, tons of storage and a three car garage. This is situated on a corner lot.

PREVIOUS SALES IN THE 2000's: None

2075 BIRNAM WOOD DR.	2,419,000	2,775,000	2,875,000	8/11	8 mo.	3/3.5	1.00	3,521	1969	Pool
----------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Classic style home featuring a spacious (31x18) living room with crown moldings, fireplace and 10 foot ceilings, a formal dining room, family room adjacent to the remodeled kitchen, paneled library with fireplace, generous master bedroom suite with elegant bath and walk-in closet. Mature landscaping, including a pool, graces the property, which enjoys golf course views from a wide brick terrace.

PREVIOUS SALES IN THE 2000's: None

1991 INVERNESS LANE	2,350,000	2,350,000	2,350,000	4/11	1 day	3/3.5	1.00	3,863	1972	Pool
---------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Attractive pool home with a warm Contemporary interior with marble entry, living room with fireplace, study with built-in bookcases, wet bar and fireplace, kitchen with abundant counter space and nice landscaping on a corner lot. This sold privately without coming on the market.

PREVIOUS SALES IN THE 2000's: None

2076 CHINA FLAT ROAD	2,125,000	2,350,000	2,500,000	12/11	1 year	3/3.5	1.00	3,252	1981	Pool
----------------------	-----------	-----------	-----------	-------	--------	-------	------	-------	------	------

Contemporary style home in need of updating with herringbone wood floors, fireplaces in both living room and master bedroom, and featuring lovely mountain views, detached guest quarters and pool.

PREVIOUS SALES IN THE 2000's: This last sold in June 2000 for \$2,800,000.

2024 SANDY PLACE RD.	1,825,000	1,900,000	2,300,000	9/11	2 mo.	3/3	1.20	3,186	1977	Tennis
----------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	--------

Views of the lake and 17<sup>th</sup> green are enjoyed fro this Warner Gray designed two bedroom/two bath main house with guest house and tennis on two parcels. The main house has 3 fireplaces, a wet bar and large walk in closets. This is a foreclosure being sold by the bank.

PREVIOUS SALES IN THE 2000's: This last sold in June 2005 for \$3,700,000.

## BIRNAM WOOD SALES IN 2010: COMPLETE

<u>ADDRESS</u>	<u>SALE PRICE</u>	<u>FINAL LIST PRICE</u>	<u>ORIGINAL LIST PRICE</u>	<u>SALE DATE</u>	<u>TIME ON MARKET</u>	<u>BRM/ BATH</u>	<u>ACRES</u>	<u>SQUARE FEET</u>	<u>YEAR BUILT</u>	<u>SPA/ POOL</u>
----------------	-------------------	-------------------------	----------------------------	------------------	-----------------------	------------------	--------------	--------------------	-------------------	------------------

1908 BOUNDARY DRIVE	\$3,000,000	\$3,700,000	\$3,700,000	11/10	4 mo.	3/4.5	1.20	4,054	1975	Pool
---------------------	-------------	-------------	-------------	-------	-------	-------	------	-------	------	------

Designed by famed architect Wallace Neff, this ocean view Mediterranean style home is the only true two story home in Birnam Wood. The grounds feature a long private gated palm-lined entry and a rolling lawn with pool. The gracious but dated home has an elevator, dumb waiter and spacious rooms, open beamed ceilings and tile floors. This is an "estate sale."

PREVIOUS SALES IN THE 2000's: None

426 CROCKER SPERRY DR.	3,000,000	3,450,000	3,450,000	6/10	7 mo.	3/3.5	1.00	3,248	1971	N/A
------------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Traditional style home with beautiful Golf course and mountain view. Large double door entry, Italian tile floors in entry and hallways, living room with fireplace, formal dining room, kitchen with wood floors and central island, marble baths, wood paneled den with wet bar, large outdoor covered patio, two master suites.

PREVIOUS SALES IN THE 2000's: None

1997 LEMON RANCH RD.	2,600,000	2,895,000	2,995,000	3/10	5 mo.	3/3	1.18	3,757	1990	Pool
----------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	------

This is a French Regency home with a high ceiling entry foyer, spacious formal living room with chevron pattern parquet floor and elegant fireplace. The master suite has a generous dual bath and large walk-in closets. The kitchen has saltillo tile floors and a cozy fireplace, and there is a den with built-in bookshelves. There is a lovely garden with expansive fairway and mountain views, two patios and an exercise swimming pool.

PREVIOUS SALES IN THE 2000's: This last sold in July 2002 for \$2,600,000.

2097 STRATFORD PLACE	2,422,500	2,650,000	2,650,000	10/10	1 week	2/2/2	1.00	3,724	1987	Pool
----------------------	-----------	-----------	-----------	-------	--------	-------	------	-------	------	------

A 1987 James Morris designed Contemporary home with 12' ceilings set on a private cul-de-sac location including a pool and pool house with panoramic mountain and golf course views. The two bedroom main home features a large kitchen and family room with fireplace, formal dining room and a spacious living room. There is a two car garage and cart garage with direct access to the 9th fairway.

PREVIOUS SALES IN THE 2000's: None

538 CROCKER SPERRY DR.	2,150,000	3,298,000	3,880,000	11/10	7 mo.	3/3/2	1.30	4,181	1970	Pool
------------------------	-----------	-----------	-----------	-------	-------	-------	------	-------	------	------

Rare French Regency with classic Old World style and sophistication manifest in this formal, graceful residence. Amenities include crystal chandeliers, crown molding and parquet floors throughout, imported marble fireplaces and a grand salon.

PREVIOUS SALES IN THE 2000's: None

2120 FORGE ROAD	1,775,000	1,795,000	2,950,000	4/10	1.6 yrs.	1/2	0.95	2,086	1989	N/A
-----------------	-----------	-----------	-----------	------	----------	-----	------	-------	------	-----

Charming Birnam Wood home with extensive exterior stone accents enjoys wonderful mountain and golf course views. Originally used as the forge for the Crocker Sperry Lemon Ranch in the late 19th century, this home has been thoroughly remodeled with an elegant living room with cathedral beamed ceilings and fireplace, formal dining room, master with sitting room, 2 bathrooms and family room/den with skylight. The grounds include colorful rose gardens, beautiful stonework, and lovely patios.

PREVIOUS SALES IN THE 2000's: This last sold in February 2003 for \$1,600,000.

2120 TEN ACRE ROAD	1,525,000	1,750,000	2,200,000	5/10	11 mo.	3/3	1.00	2,312	1974	N/A
--------------------	-----------	-----------	-----------	------	--------	-----	------	-------	------	-----

The well designed stone faced home is set in a beautiful English garden and features panoramic mountain views through floor to ceiling glass doors leading from the living areas to front patio. The home contains three bedrooms/three baths and a study.

PREVIOUS SALES IN THE 2000's: None

## BIRNAM WOOD SALES IN 2009: COMPLETE

ADDRESS	SALE PRICE	FINAL LIST PRICE	ORIGINAL LIST PRICE	SALE DATE	TIME ON MARKET	BRM/BATH	ACRES	SQUARE FEET	YEAR BUILT	SPA/POOL
1185 FIFE LANE	\$4,000,000	\$4,250,000	\$4,250,000	9/09	4 days	4/6.5	3.17	6,875	1989	Pool

This expansive home is located on a premium double lot, bordering the 6<sup>th</sup> and 7<sup>th</sup> fairways. Single-level and south facing, this home has generously sized rooms, tremendous wall space great for art, a flexible floorplan, beautiful landscaping and spacious covered terraces overlooking the pool and fairways.

PREVIOUS SALES IN THE 2000's: This last sold in October 2005 for \$4,450,000.

525 MCLEAN LANE	3,850,000	3,900,000	3,900,000	9/09	3 mo.	3/4.5	0.59	6,150	1990	N/A
-----------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

This home has almost every amenity with large spacious rooms, high ceilings and beautiful golf course and mountain views. It has a special ambiance with its exceptional use of pecan and walnut paneling, especially in the handsome library and family room. It is close to the main clubhouse yet very private. Located on the 11<sup>th</sup> fairway.

PREVIOUS SALES IN THE 2000's: This last sold in August 2004 for \$3,640,000.

527 CROCKER SPERRY DR.	3,000,000	3,365,000	4,450,000	7/09	9 mo.	3/3	1.00	2,284	1979	Pool
------------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	------

Exceptional, dramatic contemporary masterpiece, remodeled using exquisite surfaces and quality workmanship. Open floorplan with separate guest house. Pool and decks with great golf course views.

PREVIOUS SALES IN THE 2000's: Prior to the remodel, this sold in January 2008 for \$2,390,000.

2123 FORGE ROAD	3,000,000	3,300,000	4,500,000	5/09	6 mo.	3/4.5	1.00	3,850	1982	Pool
-----------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	------

Sophisticated and elegant home featuring high coffered ceilings, oak wood flooring, large rooms, wood trim, his and hers master bedrooms and five fireplaces. The landscaping includes beautiful stonework, three fountains, and a pool with a pretty terrace overlooking it. There are lovely mountain views plus guest quarters.

PREVIOUS SALES IN THE 2000's: None

2117 FORGE ROAD	2,950,000	3,100,000	3,100,000	5/09	3 mo.	3/3.5	1.00	2,966	1981	N/A
-----------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Elegant home with a wonderful floorplan that offers a formal living room, kitchen/family room, wood paneled library and sun-drenched gallery. The home features crown molding, hardwood floors, three fireplaces, skylights and a wet bar. There are fairway and mountain views, manicured lawns, colorful landscaping, beautiful patios and an oversized 2-car garage.

PREVIOUS SALES IN THE 2000's: None

555 EASTGATE LANE	2,925,000	2,950,000	3,450,000	6/09	2 mo.	3/4	2.25	4,210	1986	N/A
-------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	-----

This dramatic contemporary home on the 7<sup>th</sup> green has no immediate neighbors and features high ceilings, skylights and an open floor plan with gorgeous marble or hardwood floors. There is a his and her office and family room. Wonderful garden and many fruit trees. Large terrace with expansive golf course and mountain views.

PREVIOUS SALES IN THE 2000's: This last sold in November 2004 for \$3,250,000.

513 CROCKER SPERRY DR.	2,800,000	3,300,000	4,500,000	9/09	10 mo.	3/4.5	1.30	3,366	1979	N/A
------------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	-----

Contemporary home on the 16<sup>th</sup> fairway that was built in 1979 but extensively remodeled in 1991. This residence offers large yet intimate rooms with high ceilings and a floor plan that is ideal for indoor/outdoor entertaining. Three bedrooms plus office/guestroom. Two master suites possible.

PREVIOUS SALES IN THE 2000's: None

530 MCLEAN LANE	2,755,000	3,650,000	4,450,000	4/09	4 mo.	3/3/2	1.05	3,718	2008	N/A
-----------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

Newly constructed Don Nulty designed Traditional home on the 9<sup>th</sup> fairway featuring an inviting entry galleria, a spacious Great Room with paned French doors to a brick terrace with views of the lake and fountain and a sunny family room off the gourmet kitchen. There are wide planked walnut floors, country bead board and chair railing in many of the rooms.

PREVIOUS SALES IN THE 2000's: None

1950 BOUNDARY DRIVE	2,675,000	2,995,000	2,995,000	6/09	5 mo.	2/3.5	0.50	3,428	1989	Spa
---------------------	-----------	-----------	-----------	------	-------	-------	------	-------	------	-----

One of the few Birnam Wood homes with ocean views, this home is very private and features pine paneled walls and pegged hardwood floors. The pretty redone kitchen has handsome wood cabinets. The master bedroom has separate baths and an outside built in spa. There are fireplaces in the living and family rooms and a delightful ocean view patio.

[PREVIOUS SALES IN THE 2000's:](#) None

2118 BIRNAM WOOD DR.	2,601,000	2,650,000	2,650,000	9/09	2 wks.	4/3/2	1.30	2,705	1981	N/A
----------------------	-----------	-----------	-----------	------	--------	-------	------	-------	------	-----

English Country home set away from golf course with enchanting vine covered walls, a detached two-room guest house plus a separate large studio. Dramatic mountain and golf course views, private brick patios, meandering brick garden paths and mature trees.

[PREVIOUS SALES IN THE 2000's:](#) None

2079 BIRNAM WOOD DR.	1,950,000	2,050,000	2,595,000	7/09	3 mo.	3/3	1.00	2,600	1977	N/A
----------------------	-----------	-----------	-----------	------	-------	-----	------	-------	------	-----

Dated home with light filled living room with fireplace and golf course views. There is a formal dining room leading to a galley kitchen and an office adjacent to the master bedroom with fireplace.

[PREVIOUS SALES IN THE 2000's:](#) None



[www.MONTECITOBIRNAMWOOD.com](http://www.MONTECITOBIRNAMWOOD.com)  
 MONTECITO'S PRESTIGIOUS GOLF COURSE COMMUNITY

**KATHLEEN WINTER**  
 SANTA BARBARA REAL ESTATE  
 DRE: 01022891

805.451.4663