

BIRNAM WOOD SALES IN 2012

<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>SQUARE ACRES</u>	<u>FEET</u>	<u>YEAR BUILT</u>	<u>SPA/POOL</u>
----------------	-------------------	-------------------------	----------------------------	------------------	-----------------------	-----------------	---------------------	-------------	-------------------	-----------------

1979 BOUNDARY DRIVE	\$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.

BIRNAM WOOD SALES IN 2011: 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>SQUARE ACRES</u>	<u>FEET</u>	<u>YEAR BUILT</u>	<u>SPA/POOL</u>
----------------	-------------------	-------------------------	----------------------------	------------------	-----------------------	-----------------	---------------------	-------------	-------------------	-----------------

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.

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 coiffered 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.

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.

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.

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 9th 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.

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.

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.

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.

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.

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 17th 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>SQUARE ACRES</u>	<u>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."

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.

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.

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.

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.

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 6th and 7th 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 11th 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.

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.

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 7th 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 16th 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.

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 9th 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.

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.

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.

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.

KATHLEEN WINTER
WINTER
in Montecito
805.451.4663