

HOPE RANCH SALES ON THE BLUFF SINCE 2000

AS OF JANUARY 2019

HOPE RANCH SALES ON THE BLUFF IN 2018

| <u>ADDRESS</u> | <u>SALE PRICE</u> | <u>FINAL LIST PRICE</u> | <u>ORIGINAL SALE PRICE</u> | <u>SALE DATE</u> | <u>TIME ON MARKET</u> | <u>ACRES</u> | <u>COMMENTS</u> |
|--------------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|--------------|--|
| 4145 Creciente | \$11,500,000 | \$14,000,000 | \$21,500,000 | 2/18 | 3 yrs. | 4.02 | Sprawling 1950's 11,574 sq.ft. 6/6/3 island style Contemp. on a gated 4.02 ac. with tennis court, pool & beach access. |
| 4653 Via Roblada | 10,000,000 | 11,995,000 | 19,500,000 | 5/18 | 2¾ yrs. | 13.0 | Orchard on 13 ac. with 400' of ocean frontage with 5,120 sq.ft. 1960's 5/4.5 adobe home, guest facilities and pool. |
| 4161 Creciente Dr. | 7,100,000 | n/a | n/a | 10/18 | n/a | 1.22 | 1980's 3,860 sq.ft. 3/3.5 Contemp. with 1/1 guest qtrs. on 1.22 acres. This sold privately. |

HOPE RANCH SALES ON THE BLUFF IN 2017: COMPLETE

| <u>ADDRESS</u> | <u>SALE PRICE</u> | <u>FINAL LIST PRICE</u> | <u>ORIGINAL SALE PRICE</u> | <u>SALE DATE</u> | <u>TIME ON MARKET</u> | <u>ACRES</u> | <u>COMMENTS</u> |
|-----------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|--------------|---|
| 4305 Marina Dr. | \$17,500,000 | \$19,500,000 | \$35,000,000 | 10/17 | 2 yrs. | 3.70 | Spectacular new 10,143 sq.ft. 4/6.5 Contemp. with smart home tech, office, family room, multiple built-in fish tanks, pool, spa, tennis court and private beach access. |

HOPE RANCH SALES ON THE BLUFF IN THE 2010'S

AS OF JANUARY 2019

| <u>ADDRESS</u> | <u>SALE PRICE</u> | <u>FINAL LIST PRICE</u> | <u>ORIGINAL SALE PRICE</u> | <u>SALE DATE</u> | <u>TIME ON MARKET</u> | <u>ACRES</u> | <u>COMMENTS</u> |
|------------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|--------------|--|
| 4181 Creciente | \$18,440,000 | \$23,500,000 | \$28,500,000 | 10/10 | 6 mo. | 7.76 | Situated on 7.76 acres with a golf-cart path to the beach, this redone 4/5 main house has a media room, study, exercise room and wine cellar. There is a 3/3 guest house, pool, cabana, lighted tennis court and putting greens. |
| 1555 Roble Drive | 18,100,000 | 24,500,000 | 34,000,000 | 7/12 | 3.2 yrs. | 14.52 | Spectacularly landscaped 14.52 acre estate with 9,000 sq.ft. 6/8 English Cottage home built in 1999, 2 outbuildings, a sand volleyball court and acres of majestic trees & gardens. |
| 4305 Marina Dr. | 17,500,000 | 19,500,000 | 35,000,000 | 10/17 | 2 yrs. | 3.70 | Spectacular new 10,143 sq.ft. 4/6.5 Contemp. with smart home tech, office, family room, multiple built-in fish tanks, pool, spa, tennis court and beach access on 3.7 acres. |
| 4145 Creciente | 11,500,000 | 14,000,000 | 21,500,000 | 2/18 | 3 yrs. | 4.02 | Sprawling 1950's 11,574 sq.ft. 6/6/3 island style Contemp. on a gated 4.02 ac. with tennis court, pool & beach access. |
| 4653 Via Roblada | 10,000,000 | 11,995,000 | 19,500,000 | 5/18 | 2¾ yrs. | 13.0 | Orchard on 13 ac. with 400' of ocean frontage with 5,120 sq.ft. 1960's 5/4.5 adobe home, guest facilities and pool. |
| 4161 Creciente | 7,100,000 | n/a | n/a | 10/18 | n/a | 1.22 | 1980's 3,860 sq.ft. 3/3.5 Contemp. with 1/1 guest qtrs. on 1.22 acres. This sold privately. |
| 4149 Creciente | 7,000,000 | 7,000,000 | 7,000,000 | 3/14 | 3 wks. | 1.80 | 1990's 6,119 sq.ft. 4/5/2 Contemp. with formal dining rm, family room, open beam ceilings, 4 car garage and lap pool. |
| 4125 Creciente | 4,000,000 | 4,500,000 | 4,500,000 | 10/12 | n/a | 1.74 | Dated 3,446 sq.ft. 4/3.5 single level ranch built in 1941 on 1.74 ac. with office, wood floors and detached guest qtrs. |

HOPE RANCH

SALES ON THE BLUFF IN THE 2000'S :COMPLETE

| <u>ADDRESS</u> | <u>SALE PRICE</u> | <u>FINAL LIST PRICE</u> | <u>ORIGINAL SALE PRICE</u> | <u>SALE DATE</u> | <u>TIME ON MARKET</u> | <u>ACRES</u> | <u>COMMENTS</u> |
|------------------|-------------------|-------------------------|----------------------------|------------------|-----------------------|--------------|--|
| 1551 Roble Dr. | \$50,000,000 | n/a | n/a | 5/05 | n/a | 36.15 | Unique 18,000 sq.ft. gated compound on 4 parcels totaling over 36 acres with private lake, pool, tennis court, ocean-front baseball diamond, guest facilities, etc. This sold in 8/00 for \$38,000,000. This was a direct sale. |
| 1551 Roble Dr. | 38,000,000 | \$38,000,000 | \$38,000,000 | 8/00 | 5 mo. | 36.15 | See immediately above. |
| 1605 Alisa Lane | 17,235,000 | 19,000,000 | 19,000,000 | 7/00 | 1 yr. | 4.76 | Exquisite 20,000 sq.ft. 6/6/5 Mediterranean villa with pool, spa, tennis court, formal gardens and two 3 car garages on 4.76 acres with 266' of ocean frontage. This was remodeled since it sold in 9/95 for \$8,350,000. |
| 4683 Via Roblada | 16,000,000 | n/a | n/a | 1/00 | n/a | 22.44 | Fabulous 22 acre equestrian estate with 2 Contemp. main homes, 3 guest houses, a manager's home, office, movie theatre, tennis court, racquetball court, 2 pools, ¼ mile training track, 3 barns and 5 paddocks. This had just sold in 6/99 for \$10m. This buyer also acquired the adjacent 16.5 acre vacant property in 11/99 for \$9,600,000. |
| 4025 Bajada Ln. | 15,000,000 | 14,900,000 | 8,950,000 | 8/07 | 2 yrs. | 1.46 | 5,767 sq.ft. 4/4.5 Contemp. built in 2000 and since gutted and redone, this features a pool, spa & cabana and beach access. Prior to redo, this sold 9/04 for \$8,750,000. |
| 4321 Marina Dr. | 13,928,000 | n/a | n/a | 8/01 | n/a | 6.72 | Modest 1950's home on 2 spectacular Hope Ranch bluff-top parcels totaling 6.72 acres with 480' of frontage. Not listed. This also sold in 12/97 for \$8,000,000. |
| 4385 Marina Dr. | 12,800,000 | 15,750,000 | 39,500,000 | 10/09 | 2.4 yrs. | 2.90 | Brand new 13,200 sq.ft. Italian Villa with 9 brm suites, attached guest quarters, formal dining room, family room, eat in kitchen, library, media room, office and look-out room. The 2.9 acres includes pool, spa, outdoor theater, small vineyard, garden train and equestrian facilities. |
| 4353 Marina Dr. | 12,650,000 | 14,500,000 | 14,500,000 | 5/07 | 7 mo. | 4.20 | "Moon Shadows," a unique 5/4.5 4,271 sq.ft. Contemp. on 4.2 acres with 2 guest homes, a free form pool with fountain, paths to a sheltered beach cove and great views. There is a seaside guest house that has some issues, but the land and trees are fabulous. Sold 12/03 for \$7,000,000. |
| 4187 Creciente | 10,500,000 | 10,950,000 | 11,900,000 | 5/07 | 2 yrs. | 2.06 | Built in 1997, this 9,196 sq.ft. 5/6/2 home has a built-in home theater, power generator and 1/1 guest house on 2 acres with free form black bottom pool and spa. |
| 4025 Bajada Ln. | 8,750,000 | n/a | n/a | 9/04 | n/a | 1.46 | Spectacular 5/4.5 2 story 5,767 sq.ft. Contemporary built in 2000 with 3 fireplaces and a jaw dropping second story master suite with outdoor fireplace on the view terrace. |
| 4353 Marina Dr. | 7,000,000 | 8,900,000 | 15,000,000 | 12/03 | 3 yrs. | 4.20 | "Moon Shadows," described a few sales above. |

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