

**SOUTH SANTA BARBARA COUNTY
RESIDENTIAL STATISTICS**

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ytd **Q1** 2026

SINGLE FAMILY



\$3,213,068
Average Sales Price

\$2,125,000
Median Sales Price

YTD

CONDOMINIUM



\$1,256,653
Average Sales Price

\$1,099,500
Median Sales Price

YTD

Total Sales

327
↑5%

\$2,650,674 ↓-23%
Average Price

\$1,785,000 ↓-11%
Median Price

Mar.'26 v Mar.'25



233

Singe Family Sold
Jan-Mar 2026 YTD

SINGLE

YTD Sales

	2025	2026	%Chg
Carpinteria	12	15	25%
Avg	\$ 3,928,334	\$ 4,386,776	12%
Median	\$ 1,990,000	\$ 1,725,000	-13%
Goleta	51	65	27%
Avg	\$ 2,022,460	\$ 1,811,088	-10%
Median	\$ 1,525,000	\$ 1,500,000	-2%
Hope Ranch	8	10	25%
Avg	\$ 7,563,750	\$ 7,617,000	1%
Median	\$ 6,775,000	\$ 7,037,500	4%
Montecito	57	30	-47%
Avg	\$ 7,817,537	\$ 6,452,447	-17%
Median	\$ 5,905,268	\$ 5,400,000	-9%
Santa Barbara	93	111	19%
Avg	\$ 2,983,176	\$ 2,577,425	-14%
Median	\$ 2,655,000	\$ 2,225,000	-16%
Summerland	4	1	-75%
Avg	\$ 2,587,750	\$ 7,500,000	190%
Median	\$ 2,792,000	\$ 7,500,000	169%

CONDO


YTD Sales

	2025	2026	%Chg
Carpinteria	17	13	-24%
Avg	\$1,045,515	\$832,346	-20%
Median	\$808,000	\$775,000	-4%
Goleta	20	25	25%
Avg	\$1,032,550	\$990,200	-4%
Median	\$980,000	\$995,000	2%
Montecito	11	6	-45%
Avg	\$2,969,762	\$2,676,500	-10%
Median	\$2,500,000	\$2,507,000	0%
Santa Barbara	36	51	42%
Avg	\$1,444,758	\$1,338,743	-7%
Median	\$1,244,500	\$1,200,000	-4%
Summerland	2	0	200%
Avg	\$1,871,000	\$0	n/a
Median	\$1,871,000	\$0	n/a



94

Condos Sold
Jan-Mar 2026 YTD



ALL-CASH Sales

40%



Condominium
Jan- Mar '26 v Jan-Mar '25

↑ **9%**

2026 **94** Total Sales
2025 **86** Total Sales

↓ **-15%**

2026 **\$1,256,653** Average
2025 **\$1,474,947** Average

↓ **-8%**

2026 **\$1,099,500** Median
2025 **\$1,197,500** Median



Single Family
Jan-Mar '26 v Jan-Mar '25

↑ **4%**

2026 **233** Total Sales
2025 **225** Total Sales

↓ **-23%**

2026 **\$3,213,068** Average
2025 **\$4,196,362** Average

↓ **-24%**

2026 **\$2,125,000** Median
2025 **\$2,795,000** Median

information deemed reliable but not guaranteed