


# SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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# December YTD 2025

**SINGLE FAMILY**




**\$3,640,015**  
Average Sales Price

**\$2,300,000**  
Median Sales Price

**YTD**

**CONDOMINIUM**



**\$1,368,734**  
Average Sales Price

**\$1,093,000**  
Median Sales Price

**YTD**

**Total Sales**  
**1365**  
↑ 11%

**\$3,029,348** ↑ 5%  
**Average Price**

**\$1,883,000** ↑ 5%  
**Median Price**

**Dec'25 v Dec'24**



**998**  
**Singe Family Sold**  
**Jan-Dec 2025 YTD**

**SINGLE**

YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>51</b>	<b>68</b>	<b>33%</b>
Avg	\$7,351,386	\$2,742,363	-63%
Median	\$2,000,000	\$1,785,000	-11%
<b>Goleta</b>	<b>240</b>	<b>267</b>	<b>11%</b>
Avg	\$1,837,995	\$1,926,896	5%
Median	\$1,622,500	\$1,700,000	5%
<b>Hope Ranch</b>	<b>17</b>	<b>30</b>	<b>76%</b>
Avg	\$6,259,993	\$8,309,363	33%
Median	\$6,053,000	\$6,775,487	12%
<b>Montecito</b>	<b>145</b>	<b>184</b>	<b>27%</b>
Avg	\$7,602,453	\$8,222,563	8%
Median	\$5,500,000	\$6,192,500	13%
<b>Santa Barbara</b>	<b>429</b>	<b>436</b>	<b>2%</b>
Avg	\$2,490,110	\$2,611,278	5%
Median	\$2,140,000	\$2,300,000	7%
<b>Summerland</b>	<b>12</b>	<b>13</b>	<b>8%</b>
Avg	\$3,675,750	\$2,386,402	-35%
Median	\$3,182,500	\$2,362,230	-26%


**CONDO**

YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>62</b>	<b>57</b>	<b>-8%</b>
Avg	\$1,016,566	\$938,624	-8%
Median	\$840,000	\$850,000	1%
<b>Goleta</b>	<b>129</b>	<b>109</b>	<b>-16%</b>
Avg	\$1,035,987	\$1,029,930	-1%
Median	\$942,000	\$935,000	-1%
<b>Montecito</b>	<b>18</b>	<b>30</b>	<b>67%</b>
Avg	\$3,783,092	\$3,346,713	-12%
Median	\$3,212,500	\$3,085,000	-4%
<b>Santa Barbara</b>	<b>129</b>	<b>167</b>	<b>29%</b>
Avg	\$1,281,150	\$1,377,695	8%
Median	\$1,085,000	\$1,180,000	9%
<b>Summerland</b>	<b>1</b>	<b>4</b>	<b>300%</b>
Avg	\$999,999	\$1,521,250	52%
Median	\$999,999	\$1,537,500	54%



**367**  
**Condos Sold**  
**Jan-Dec 2025 YTD**



**ALL-CASH Sales**  
**38%**



**Condominium**  
**Jan-Dec '25 v Jan-Dec '24**

↑ **8%**

2025 **367** Total Sales  
2024 **339** Total Sales

↑ **8%**

2025 **\$1,368,734** Average  
2024 **\$1,271,485** Average

↑ **10%**

2025 **\$1,093,000** Median  
2024 **\$995,000** Median



**Single Family**  
**Jan-Dec '25 v Jan-Dec '24**

↑ **12%**

2025 **998** Total Sales  
2024 **894** Total Sales

↑ **4%**

2025 **\$3,640,015** Average  
2024 **\$3,509,152** Average

↑ **6%**

2025 **\$2,300,000** Median  
2024 **\$2,172,130** Median

information deemed reliable but not guaranteed