


# SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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# October YTD 2025

**SINGLE FAMILY**




**\$3,700,844**  
Average Sales Price

**\$2,350,000**  
Median Sales Price

**YTD**

**CONDOMINIUM**



**\$1,387,840**  
Average Sales Price

**\$1,075,000**  
Median Sales Price

**YTD**

**Total Sales**  
**1156**

**↑ 11%**

**\$3,074,572** **↑ 6%**  
**Average Price**

**\$1,895,000** **↑ 6%**  
**Median Price**

**Oct'25 v Oct'24**



**843**

**Singe Family Sold**  
**Jan-Oct 2025 YTD**

**SINGLE**

YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>39</b>	<b>54</b>	<b>38%</b>
Avg	\$7,124,787	\$2,727,679	-62%
Median	\$2,000,000	\$1,827,500	-9%
<b>Goleta</b>	<b>207</b>	<b>219</b>	<b>6%</b>
Avg	\$1,845,523	\$1,960,581	6%
Median	\$1,620,000	\$1,725,000	6%
<b>Hope Ranch</b>	<b>16</b>	<b>29</b>	<b>81%</b>
Avg	\$6,316,867	\$8,225,204	30%
Median	\$6,116,500	\$6,300,973	3%
<b>Montecito</b>	<b>120</b>	<b>160</b>	<b>33%</b>
Avg	\$7,940,202	\$8,200,269	3%
Median	\$5,612,500	\$6,192,500	10%
<b>Santa Barbara</b>	<b>360</b>	<b>372</b>	<b>3%</b>
Avg	\$2,569,584	\$2,616,713	2%
Median	\$2,196,500	\$2,302,500	5%
<b>Summerland</b>	<b>11</b>	<b>9</b>	<b>-18%</b>
Avg	\$3,237,182	\$2,128,692	-34%
Median	\$3,000,000	\$1,800,000	-40%

**CONDO**


YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>57</b>	<b>52</b>	<b>-9%</b>
Avg	\$1,006,940	\$940,414	-7%
Median	\$830,000	\$850,000	2%
<b>Goleta</b>	<b>114</b>	<b>94</b>	<b>-18%</b>
Avg	\$1,062,989	\$1,046,781	-2%
Median	\$993,125	\$954,000	-4%
<b>Montecito</b>	<b>16</b>	<b>28</b>	<b>75%</b>
Avg	\$3,558,125	\$3,291,121	-8%
Median	\$3,212,500	\$2,875,000	-11%
<b>Santa Barbara</b>	<b>105</b>	<b>135</b>	<b>29%</b>
Avg	\$1,271,352	\$1,398,952	10%
Median	\$1,085,000	\$1,172,000	8%
<b>Summerland</b>	<b>0</b>	<b>4</b>	<b>n/a</b>
Avg	\$0	\$1,521,250	n/a
Median	\$0	\$1,537,500	n/a



**313**

**Condos Sold**  
**Jan-Oct 2025 YTD**



**ALL-CASH Sales**

**38%**



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

**↑ 7%**

2025 **313** Total Sales  
2024 **292** Total Sales

**↑ 10%**

2025 **\$1,387,840** Average  
2024 **\$1,263,693** Average

**↑ 8%**

2025 **\$1,075,000** Median  
2024 **\$998,500** Median



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

**↑ 12%**

2025 **843** Total Sales  
2024 **753** Total Sales

**↑ 4%**

2025 **\$3,700,844** Average  
2024 **\$3,551,718** Average

**↑ 6%**

2025 **\$2,350,000** Median  
2024 **\$2,209,000** Median