

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

QUARTERLY REPORT

Q2 2025

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Q2 2024

Total Sales

351

Q2 2025

Total Sales

365

↑ 4%

Q2 2024

Average Price

\$3,202,949

Q2 2025

Average Price

\$2,703,988

↓ -16%

Q2 2024

Median Price

\$1,805,000

Q2 2025

Median Price

\$1,830,000

↑ 1%

Total Dollar Volume

Q2 2024 \$1,124,235,176

Q2 2025 \$986,955,779

↓ -12%



CASH SALES

Q2 2024 42%

Q2 2025 38%

AREA REPORTS

	Q2 2024	Q2 2025	%CHG
CARPINTERIA			
TOTAL	30	33	10%
AVG	\$5,518,870	\$1,650,747	-70%
MEDIAN	\$1,272,500	\$1,175,000	-8%
GOLETA			
TOTAL	100	111	11%
AVG	\$1,584,383	\$1,700,485	7%
MEDIAN	\$1,430,000	\$1,550,000	8%
HOPE RANCH			
TOTAL	7	10	43%
AVG	\$5,861,946	\$7,188,197	23%
MEDIAN	\$4,937,500	\$6,050,487	23%
MONTECITO			
TOTAL	43	48	12%
AVG	\$8,442,593	\$6,464,949	-23%
MEDIAN	\$4,845,000	\$6,250,000	29%
SANTA BARBARA			
TOTAL	168	160	-5%
AVG	\$2,311,432	\$2,228,017	-4%
MEDIAN	\$1,870,000	\$1,850,000	-1%
SUMMERLAND			
TOTAL	3	3	0%
AVG	\$2,615,000	\$1,681,667	-36%
MEDIAN	\$2,700,000	\$1,750,000	-35%
MESA			
TOTAL	23	27	17%
AVG	\$2,779,211	\$2,425,063	-13%
MEDIAN	\$2,875,000	\$2,197,700	-24%



Condominium

Q2 v. Q2
2025 2024

↑ 3%

Q2 2025 101 Total Sales
Q2 2024 98 Total Sales

↑ 17%

2025 \$1,406,135 Avg
2024 \$1,200,646 Avg

↑ 2%

2025 \$1,025,000 Median
2024 \$1,005,000 Median



Single Family

Q2 v Q2
2025 2024

↑ 4%

Q2 2025 264 Total Sales
Q2 2024 253 Total Sales

↓ -20%

2025 \$3,200,516 Avg
2024 \$3,978,545 Avg

↓ -5%

2025 \$2,198,850 Median
2024 \$2,305,000 Median