


**SOUTH SANTA BARBARA COUNTY**  
RESIDENTIAL STATISTICS

september  
**YTD Q3**  
2025

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**SINGLE FAMILY**




**\$3,578,876**  
Average Sales Price

**\$2,362,230**  
Median Sales Price

**YTD**

**CONDOMINIUM**



**\$1,397,441**  
Average Sales Price

**\$1,099,000**  
Median Sales Price

**YTD**

**Total Sales**  
**1021**

↑ 9%

**\$2,984,910** ↑ 1%  
**Average Price**

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

**Sept'25 v Sept'24**



**743**

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

**SINGLE**

YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>33</b>	<b>46</b>	<b>39%</b>
Avg	\$8,010,566	\$2,921,982	-64%
Median	\$2,000,000	\$2,083,250	4%
<b>Goleta</b>	<b>177</b>	<b>193</b>	<b>9%</b>
Avg	\$1,824,617	\$1,967,841	8%
Median	\$1,625,000	\$1,715,000	6%
<b>Hope Ranch</b>	<b>14</b>	<b>27</b>	<b>93%</b>
Avg	\$6,512,491	\$8,093,737	24%
Median	\$6,116,500	\$6,300,000	3%
<b>Montecito</b>	<b>110</b>	<b>139</b>	<b>26%</b>
Avg	\$8,115,544	\$7,451,214	-8%
Median	\$5,687,500	\$6,150,000	8%
<b>Santa Barbara</b>	<b>324</b>	<b>329</b>	<b>2%</b>
Avg	\$2,559,436	\$2,648,913	3%
Median	\$2,217,000	\$2,325,000	5%
<b>Summerland</b>	<b>8</b>	<b>9</b>	<b>13%</b>
Avg	\$2,846,000	\$2,128,692	-25%
Median	\$2,725,000	\$1,800,000	-34%

**CONDO**


YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>50</b>	<b>45</b>	<b>-10%</b>
Avg	\$944,882	\$959,934	2%
Median	\$827,500	\$875,000	6%
<b>Goleta</b>	<b>108</b>	<b>85</b>	<b>-21%</b>
Avg	\$1,027,100	\$1,047,147	2%
Median	\$952,000	\$960,000	1%
<b>Montecito</b>	<b>14</b>	<b>26</b>	<b>86%</b>
Avg	\$3,427,143	\$3,284,668	-4%
Median	\$3,212,500	\$2,875,000	-11%
<b>Santa Barbara</b>	<b>97</b>	<b>119</b>	<b>23%</b>
Avg	\$1,267,551	\$1,395,360	10%
Median	\$1,085,000	\$1,165,000	7%
<b>Summerland</b>	<b>0</b>	<b>3</b>	<b>#DIV/0!</b>
Avg	\$0	\$1,611,667	#DIV/0!
Median	\$0	\$1,825,000	#DIV/0!



**278**

**Condos Sold**  
**Jan-Sept 2025 YTD**



**ALL-CASH Sales**

**38%**



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

↑ **3%**

2025 **278** Total Sales  
2024 **269** Total Sales

↑ **14%**

2025 **\$1,397,441** Average  
2024 **\$1,223,432** Average

↑ **11%**

2025 **\$1,099,000** Median  
2024 **\$991,000** Median



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

↑ **12%**

2025 **743** Total Sales  
2024 **666** Total Sales

↓ **-2%**

2025 **\$3,578,876** Average  
2024 **\$3,638,462** Average

↑ **6%**

2025 **\$2,362,230** Median  
2024 **\$2,227,000** Median