

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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November YTD 2025

SINGLE FAMILY




\$3,717,834
Average Sales Price

\$2,357,500
Median Sales Price

YTD

CONDOMINIUM



\$1,375,457
Average Sales Price

\$1,098,000
Median Sales Price

YTD

Total Sales
1264

↑ 11%

\$3,097,030 **↑ 5%**
Average Price

\$1,900,000 **↑ 6%**
Median Price

Nov'25 v Nov'24



929

Singe Family Sold
Jan-Nov 2025 YTD

SINGLE

YTD Sales

	2024	2025	%Chg
Carpinteria	45	60	33%
Avg	\$7,950,682	\$2,751,978	-65%
Median	\$2,000,000	\$1,905,000	-5%
Goleta	223	242	9%
Avg	\$1,842,310	\$1,947,803	6%
Median	\$1,625,000	\$1,717,500	6%
Hope Ranch	16	29	81%
Avg	\$6,316,867	\$8,225,204	30%
Median	\$6,116,500	\$6,300,000	3%
Montecito	132	175	33%
Avg	\$7,771,033	\$8,396,809	8%
Median	\$5,525,000	\$6,250,000	13%
Santa Barbara	397	411	4%
Avg	\$2,524,602	\$2,630,377	4%
Median	\$2,150,000	\$2,300,000	7%
Summerland	11	12	9%
Avg	\$3,237,182	\$2,360,269	-27%
Median	\$3,000,000	\$2,126,115	-29%

CONDO


YTD Sales

	2024	2025	%Chg
Carpinteria	59	54	-8%
Avg	\$1,018,341	\$930,769	-9%
Median	\$830,000	\$830,000	0%
Goleta	120	100	-17%
Avg	\$1,051,815	\$1,039,765	-1%
Median	\$977,500	\$942,000	-4%
Montecito	17	28	65%
Avg	\$3,904,706	\$3,291,121	-16%
Median	\$3,275,000	\$2,875,000	-12%
Santa Barbara	115	149	30%
Avg	\$1,293,182	\$1,398,010	8%
Median	\$1,099,000	\$1,184,700	8%
Summerland	1	4	300%
Avg	\$999,999	\$1,521,250	52%
Median	\$999,999	\$1,537,500	54%



335

Condos Sold
Jan-Nov 2025 YTD



ALL-CASH Sales

38%



Condominium
Jan- Nov'25 v Jan-Nov '24

↑ 7%

2025 **335** Total Sales
2024 **312** Total Sales

↑ 7%

2025 **\$1,375,457** Average
2024 **\$1,289,730** Average

↑ 10%

2025 **\$1,098,000** Median
2024 **\$998,500** Median



Single Family
Jan-Nov '25 v Jan-Nov '24

↑ 13%

2025 **929** Total Sales
2024 **824** Total Sales

↑ 4%

2025 **\$3,717,834** Average
2024 **\$3,559,886** Average

↑ 7%

2025 **\$2,357,500** Median
2024 **\$2,200,000** Median