


SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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YTD ^{July} 2025

SINGLE FAMILY




\$3,706,194
Average Sales Price

\$2,430,000
Median Sales Price

YTD

CONDOMINIUM



\$1,383,632
Average Sales Price

\$1,093,000
Median Sales Price

YTD

Total Sales
796

↑ 11%

\$3,061,362 **↑ 2%**
Average Price

\$1,877,500 **↑ 6%**
Median Price

July'25 v July'24



575
Singe Family Sold
Jan-July 2025 YTD

SINGLE

YTD Sales

	2024	2025	%Chg
Carpinteria	25	34	36%
Avg	\$ 8,846,721	\$ 2,926,034	-67%
Median	\$ 2,000,000	\$ 1,905,000	-5%
Goleta	141	147	4%
Avg	\$ 1,816,899	\$ 1,954,809	8%
Median	\$ 1,600,000	\$ 1,650,000	3%
Hope Ranch	11	23	109%
Avg	\$ 6,615,666	\$ 7,527,431	14%
Median	\$ 6,053,000	\$ 6,300,000	4%
Montecito	87	117	34%
Avg	\$ 8,362,770	\$ 7,661,195	-8%
Median	\$ 5,500,000	\$ 6,000,000	9%
Santa Barbara	244	246	1%
Avg	\$ 2,525,707	\$ 2,670,613	6%
Median	\$ 2,183,080	\$ 2,359,000	8%
Summerland	6	8	33%
Avg	\$ 2,871,333	\$ 2,219,779	-23%
Median	\$ 2,725,000	\$ 2,081,115	-24%


CONDO

YTD Sales

	2024	2025	%Chg
Carpinteria	38	36	-5%
Avg	\$ 955,568	\$ 957,785	0%
Median	\$ 820,000	\$ 862,500	5%
Goleta	81	67	-17%
Avg	\$ 1,019,551	\$ 1,061,181	4%
Median	\$ 900,000	\$ 960,000	7%
Montecito	8	19	138%
Avg	\$ 2,945,000	\$ 3,201,441	9%
Median	\$ 2,917,500	\$ 2,653,500	-9%
Santa Barbara	76	96	26%
Avg	\$ 1,214,196	\$ 1,401,468	15%
Median	\$ 1,024,500	\$ 1,176,000	15%
Summerland	0	3	####
Avg	\$ 0	\$ 1,611,667	####
Median	\$ 0	\$ 1,825,000	####



221
Condos Sold
Jan-July 2025 YTD



ALL-CASH Sales
39%



Condominium
Jan- Jul '25 v Jan-Jul '24

↑ 9%

2025 **221** Total Sales
2024 **203** Total Sales

↑ 20%

2025 **\$1,383,632** Average
2024 **\$1,156,326** Average

↑ 13%

2025 **\$1,093,000** Median
2024 **\$967,500** Median



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

↑ 12%

2025 **575** Total Sales
2024 **514** Total Sales

→ 0%

2025 **\$3,706,194** Average
2024 **\$3,718,258** Average

↑ 10%

2025 **\$2,430,000** Median
2024 **\$2,200,000** Median