

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

QUARTERLY REPORT

Q4 Q4 2025

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| | | |
|---|---|---|
| <p>Total Sales Q4 2024 302</p> <p>Q4 2025 345 ↑14%</p> | <p>Average Price Q4 2024 \$2,734,489</p> <p>Q4 2025 \$3,161,241 ↑16%</p> | <p>Median Price Q4 2024 \$1,800,000</p> <p>Q4 2025 \$1,850,000 ↑3%</p> |
|---|---|---|

Total Dollar Volume

Q4 2023 \$618,477,420

Q4 2024 \$825,815,698

Q4 2025 \$1,087,466,979

↑32%



CASH SALES

Q4 2024 36%

Q4 2025 37%

AREA REPORTS

| | Q4 2024 | Q4 2025 | %CHG |
|----------------------|-------------|--------------|------|
| CARPINTERIA | | | |
| TOTAL | 30 | 34 | 13% |
| AVG | \$4,211,833 | \$1,834,529 | -56% |
| MEDIAN | \$1,650,000 | \$1,275,000 | -23% |
| GOLETA | | | |
| TOTAL | 87 | 98 | 13% |
| AVG | \$1,630,772 | \$1,611,662 | -1% |
| MEDIAN | \$1,475,000 | \$1,500,000 | 2% |
| HOPE RANCH | | | |
| TOTAL | 3 | 3 | 0% |
| AVG | \$5,081,667 | \$10,250,000 | 102% |
| MEDIAN | \$5,350,000 | \$10,750,000 | 101% |
| MONTECITO | | | |
| TOTAL | 39 | 49 | 26% |
| AVG | \$5,891,321 | \$10,045,567 | 71% |
| MEDIAN | \$5,300,000 | \$6,060,000 | 14% |
| SANTA BARBARA | | | |
| TOTAL | 138 | 155 | 12% |
| AVG | \$2,103,160 | \$2,135,822 | 2% |
| MEDIAN | \$1,818,500 | \$1,950,000 | 7% |
| SUMMERLAND | | | |
| TOTAL | 5 | 5 | 0% |
| AVG | \$4,468,200 | \$2,623,000 | -41% |
| MEDIAN | \$4,291,000 | \$2,675,000 | -38% |
| MESA | | | |
| TOTAL | 24 | 23 | -4% |
| AVG | \$2,876,563 | \$2,360,640 | -18% |
| MEDIAN | \$2,400,000 | \$2,265,000 | -6% |



Condominium

Q4 v. Q4
2025 2024

↑22%

Q4 2025 **89** Total Sales
Q4 2024 **73** Total Sales

↓-9%

2025 **\$1,279,063** Avg
2024 **\$1,410,003** Avg

↑19%

2025 **\$1,075,000** Median
2024 **\$904,500** Median



Single Family

Q4 v Q4
2025 2024

↑11%

Q4 2025 **255** Total Sales
Q4 2024 **229** Total Sales

↑21%

2025 **\$3,818,158** Avg
2024 **\$3,156,705** Avg

↑7%

2025 **\$2,195,000** Median
2024 **\$2,050,000** Median