

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

august
YTD 2025

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SINGLE FAMILY




\$3,626,127
Average Sales Price

\$2,365,000
Median Sales Price

YTD

CONDOMINIUM



\$1,362,533
Average Sales Price

\$1,049,000
Median Sales Price

YTD

Total Sales
908
↑ 9%

\$3,015,356 ↑ 3%
Average Price

\$1,884,000 ↑ 7%
Median Price

Aug'25 v Aug'24



663
Singe Family Sold
Jan-Aug 2025 YTD

SINGLE

YTD Sales

	2024	2025	%Chg
Carpinteria	27	41	52%
Avg	\$8,273,099	\$2,802,955	-66%
Median	\$1,825,000	\$1,980,000	8%
Goleta	160	170	6%
Avg	\$1,822,736	\$1,936,523	6%
Median	\$1,600,000	\$1,650,000	3%
Hope Ranch	14	26	86%
Avg	\$6,512,471	\$7,481,958	15%
Median	\$6,116,500	\$6,200,000	1%
Montecito	100	127	27%
Avg	\$8,136,294	\$7,601,140	-7%
Median	\$5,612,500	\$6,150,000	10%
Santa Barbara	286	291	2%
Avg	\$2,505,949	\$2,688,516	7%
Median	\$2,150,000	\$2,640,000	23%
Summerland	7	8	14%
Avg	\$2,670,429	\$2,219,779	-17%
Median	\$2,700,000	\$2,081,115	-23%


CONDO

YTD Sales

	2024	2025	%Chg
Carpinteria	45	39	-13%
Avg	\$935,502	\$941,929	1%
Median	\$825,000	\$850,000	3%
Goleta	95	74	-22%
Avg	\$1,009,779	\$1,045,840	4%
Median	\$900,000	\$954,000	6%
Montecito	10	21	110%
Avg	\$2,745,500	\$3,220,542	17%
Median	\$2,655,000	\$2,750,000	4%
Santa Barbara	88	108	23%
Avg	\$1,251,215	\$1,363,211	9%
Median	\$1,050,000	\$1,155,500	10%
Summerland	0	3	0%
Avg	n/a	\$1,611,667	n/a
Median	n/a	\$1,825,000	n/a



245
Condos Sold
Jan-Aug 2025 YTD



ALL-CASH Sales
38%

Condominium
Jan- Aug'25 v Jan-Aug '24

↑ **3%**
2025 **245** Total Sales
2024 **238** Total Sales

↑ **18%**
2025 **\$1,362,533** Average
2024 **\$1,157,935** Average

↑ **8%**
2025 **\$1,049,000** Median
2024 **\$970,750** Median

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

↑ **12%**
2025 **663** Total Sales
2024 **594** Total Sales

← **0%**
2025 **\$3,626,127** Average
2024 **\$3,628,300** Average

↑ **8%**
2025 **\$2,365,000** Median
2024 **\$2,200,000** Median