

# SOUTH SANTA BARBARA COUNTY

## RESIDENTIAL STATISTICS

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QUARTERLY REPORT

# Q2 Q2 2023

**Q2 2022**

Total Sales

**423**

**Q2 2023**

Total Sales

**318**

↓ -25%

**Q2 2022**

Average Price

**\$2,729,920**

**Q2 2023**

Average Price

**\$2,730,234**

↑ +.01%

**Q2 2022**

Median Price

**\$1,825,000**

**Q2 2023**

Median Price

**\$1,775,100**

↓ -3%

## Total Dollar Volume

**Q2 2022 \$1,154,756,318**

**Q2 2023 \$868,214,564**

↓ -25%



## CASH SALES

**Q2 2022 28%**

**Q2 2023 40%**

AREA REPORTS

|                      | Q2 2022      | Q2 2023      | %CHG |
|----------------------|--------------|--------------|------|
| <b>CARPINTERIA</b>   |              |              |      |
| TOTAL                | 41           | 30           | -27% |
| AVG                  | \$2,143,157  | \$1,231,871  | -43% |
| MEDIAN               | \$1,300,000  | \$955,000    | -27% |
| <b>GOLETA</b>        |              |              |      |
| TOTAL                | 129          | 83           | -36% |
| AVG                  | \$1,556,907  | \$1,646,992  | 6%   |
| MEDIAN               | \$1,385,000  | \$1,400,000  | 1%   |
| <b>HOPE RANCH</b>    |              |              |      |
| TOTAL                | 11           | 5            | N/A  |
| AVG                  | \$9,683,314  | \$9,441,812  | N/A  |
| MEDIAN               | \$10,256,000 | \$11,764,060 | N/A  |
| <b>MONTECITO</b>     |              |              |      |
| TOTAL                | 63           | 55           | -13% |
| AVG                  | \$5,733,713  | \$6,650,332  | 16%  |
| MEDIAN               | \$4,900,000  | \$6,100,000  | 24%  |
| <b>SANTA BARBARA</b> |              |              |      |
| TOTAL                | 171          | 142          | -17% |
| AVG                  | \$2,189,564  | \$1,937,339  | -12% |
| MEDIAN               | \$1,900,000  | \$1,750,000  | -8%  |
| <b>SUMMERLAND</b>    |              |              |      |
| TOTAL                | 8            | 3            | -63% |
| AVG                  | \$2,986,250  | \$2,159,550  | -28% |
| MEDIAN               | \$2,000,000  | \$1,626,250  | -19% |



Condominium

Q2 v. Q2

**2022 2023**



**-23%**

Q2 2023 **96** Total Sales  
Q2 2022 **124** Total Sales



**-1%**

2023 **\$1,186,162** Average  
2022 **\$1,198,826** Average



**-9%**

2023 **\$900,000** Median  
2022 **\$992,500** Median



Single Family

Q2 v Q2

**2022 2023**



**-25%**

Q2 2023 **222** Total Sales  
Q2 2022 **299** Total Sales



**-1%**

2023 **\$3,397,941** Average  
2022 **\$3,364,889** Average



**-4%**

2023 **\$2,180,000** Median  
2022 **\$2,275,000** Median