

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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Q1 2024

SINGLE FAMILY



\$3,369,358
Average Sales Price

\$2,200,000
Median Sales Price

YTD

CONDOMINIUM



\$1,055,893
Average Sales Price

\$910,000
Median Sales Price

YTD

Total Sales

274
↑ 14%

\$2,685,450 ↑ 3%
Average Price

\$1,675,000 ↑ 5%
Median Price

Mar.'24 v Mar.'23



193
Singe Family Sold
Jan-Mar 2024 YTD

SINGLE

YTD Sales

	2023	2024	%Chg
Carpinteria	14	6	-57%
Avg	\$ 3,661,667	\$ 1,687,029	-54%
Median	\$ 3,576,786	\$ 1,289,588	-64%
Goleta	44	51	16%
Avg	\$ 1,533,574	\$ 1,790,403	17%
Median	\$ 1,549,500	\$ 1,595,000	3%
Hope Ranch	7	3	-57%
Avg	\$ 6,792,857	\$ 6,162,900	-9%
Median	\$ 7,250,000	\$ 6,618,000	-9%
Montecito	27	38	41%
Avg	\$ 6,618,933	\$ 7,195,776	9%
Median	\$ 5,030,000	\$ 5,207,500	4%
Santa Barbara	72	94	31%
Avg	\$ 2,420,613	\$ 2,693,885	11%
Median	\$ 1,950,000	\$ 2,100,000	8%
Summerland	4	1	-75%
Avg	\$ 5,232,288	\$ 3,700,000	-29%
Median	\$ 3,939,575	\$ 3,700,000	-6%


CONDO

YTD Sales

	2023	2024	%Chg
Carpinteria	10	17	70%
Avg	\$ 722,000	\$ 802,824	11%
Median	\$ 752,500	\$ 800,000	6%
Goleta	26	31	19%
Avg	\$ 918,846	\$ 987,816	8%
Median	\$ 905,000	\$ 900,000	-1%
Montecito	6	2	-67%
Avg	\$ 2,449,500	\$ 3,100,000	27%
Median	\$ 2,550,000	\$ 3,100,000	22%
Santa Barbara	31	31	0%
Avg	\$ 1,329,904	\$ 1,130,872	-15%
Median	\$ 1,302,250	\$ 1,010,000	-22%
Summerland	0	0	n/a
Avg	\$ 0	\$ 0	
Median	\$ 0	\$ 0	



81
Condos Sold
Jan-Mar 2024 YTD



ALL-CASH Sales

44%



Condominium
Jan- Mar '24 v Jan-Mar '23

↑ **11%**

2024 **81** Total Sales
2023 **73** Total Sales

↓ **-11%**

2024 **\$1,055,893** Average
2023 **\$1,192,247** Average

↓ **-8%**

2024 **\$910,000** Median
2023 **\$990,000** Median



Single Family
Jan-Mar '24 v Jan-Mar '23

↑ **15%**

2024 **193** Total Sales
2023 **168** Total Sales

↑ **5%**

2024 **\$3,369,358** Average
2023 **\$3,208,492** Average

↑ **10%**

2024 **\$2,200,000** Median
2023 **\$2,000,000** Median