

SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

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QUARTERLY REPORT

Q3 2024

Q3 2023

Total Sales

302

Q3 2024

Total Sales

310

↑ 3%

Q3 2023

Average Price

\$2,595,944

Q3 2024

Average Price

\$2,878,293

↑ 11%

Q3 2023

Median Price

\$1,707,500

Q3 2024

Median Price

\$1,830,000

↑ 7%

Total Dollar Volume

Q3 2023 **\$783,975,105**

Q3 2024 **\$892,270,724**

↑ 14%



CASH SALES

Q3 2023 46%

Q3 2024 41%

AREA REPORTS

	Q3 2023	Q3 2024	%CHG
	CARPINTERIA		
TOTAL	41	30	-27%
AVG	\$2,601,294	\$4,075,217	57%
MEDIAN	\$1,300,000	\$1,112,500	-14%
	GOLETA		
TOTAL	69	97	41%
AVG	\$1,446,917	\$1,505,876	4%
MEDIAN	\$1,350,000	\$1,400,000	4%
	HOPE RANCH		
TOTAL	5	4	-20%
AVG	\$5,651,000	\$7,913,138	40%
MEDIAN	\$5,200,000	\$6,226,275	20%
	MONTECITO		
TOTAL	42	40	-5%
AVG	\$5,894,679	\$6,650,472	13%
MEDIAN	\$4,858,000	\$5,587,500	15%
	SANTA BARBARA (includes Mesa)		
TOTAL	141	135	-4%
AVG	\$2,063,953	\$2,333,703	13%
MEDIAN	\$1,895,000	\$2,100,000	11%
	SUMMERLAND		
TOTAL	4	4	0%
AVG	\$2,659,000	\$2,805,750	6%
MEDIAN	\$2,350,000	\$2,841,500	21%
	MESA		
TOTAL	27	20	-26%
AVG	\$1,909,204	\$2,791,740	46%
MEDIAN	\$2,000,000	\$2,355,000	18%



Condominium

Q3 v. Q3

2024 2023



-2%

Q3 2024 **90** Total Sales
Q3 2023 **92** Total Sales



3%

2024 **\$1,399,029** Avg
2023 **\$1,356,123** Avg



3%

2024 **\$1,057,500** Median
2023 **\$1,022,500** Median



Single Family

Q3 v Q3

2024 2023



5%

Q3 2024 **220** Total Sales
Q3 2023 **210** Total Sales



11%

2024 **\$3,483,446** Avg
2023 **\$3,139,104** Avg



5%

2024 **\$2,186,580** Median
2023 **\$2,085,250** Median