


SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

september YTD Q3 2024

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SINGLE FAMILY




\$3,638,462
Average Sales Price

\$2,227,000
Median Sales Price

YTD

CONDOMINIUM



\$1,223,432
Average Sales Price

\$991,000
Median Sales Price

YTD

Total Sales
935

↑ 9%

\$2,943,657 ↑ 11%
Average Price

\$1,786,000 ↑ 6%
Median Price

Sept'24 v Sept'23



666

Singe Family Sold
Jan-Sept 2024 YTD

SINGLE

YTD Sales

| | 2023 | 2024 | %Chg |
|----------------------|-------------|-------------|-------------|
| Carpinteria | 52 | 33 | -37% |
| Avg | \$3,170,138 | \$8,010,566 | 153% |
| Median | \$1,577,500 | \$2,000,000 | 27% |
| Goleta | 142 | 177 | 25% |
| Avg | \$1,759,381 | \$1,824,617 | 4% |
| Median | \$1,499,500 | \$1,625,000 | 8% |
| Hope Ranch | 17 | 14 | -18% |
| Avg | \$7,236,121 | \$6,512,491 | -10% |
| Median | \$5,975,000 | \$6,116,500 | 2% |
| Montecito | 112 | 110 | -2% |
| Avg | \$6,597,321 | \$8,115,544 | 23% |
| Median | \$5,126,500 | \$5,687,500 | 11% |
| Santa Barbara | 269 | 324 | 20% |
| Avg | \$2,351,312 | \$2,559,436 | 9% |
| Median | \$2,030,000 | \$2,217,000 | 9% |
| Summerland | 7 | 8 | 14% |
| Avg | \$4,582,736 | \$2,846,000 | -38% |
| Median | \$3,500,000 | \$2,725,000 | -22% |

CONDO


YTD Sales

| | 2023 | 2024 | %Chg |
|----------------------|-------------|-------------|--------------|
| Carpinteria | 43 | 50 | 16% |
| Avg | \$838,535 | \$944,882 | 13% |
| Median | \$782,000 | \$827,500 | 6% |
| Goleta | 80 | 108 | 35% |
| Avg | \$975,909 | \$1,027,100 | 5% |
| Median | \$880,750 | \$952,000 | 8% |
| Montecito | 17 | 14 | -18% |
| Avg | \$3,162,618 | \$3,427,143 | 8% |
| Median | \$2,845,000 | \$3,212,500 | 13% |
| Santa Barbara | 116 | 97 | -16% |
| Avg | \$1,279,117 | \$1,267,551 | -1% |
| Median | \$1,087,500 | \$1,085,000 | 0% |
| Summerland | 4 | 0 | -100% |
| Avg | \$1,491,163 | \$0 | -100% |
| Median | \$1,489,325 | \$0 | -100% |



269

Condos Sold
Jan-Sept 2024 YTD



ALL-CASH Sales

42%



Condominium
Jan-Sep '24 v Jan-Sep '23

↑ **3%**

2024 **269** Total Sales
2023 **260** Total Sales

↓ **-1%**

2024 **\$1,223,432** Average
2023 **\$1,239,371** Average

↑ **4%**

2024 **\$991,000** Median
2023 **\$950,000** Median



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

↑ **11%**

2024 **666** Total Sales
2023 **599** Total Sales

↑ **12%**

2024 **\$3,638,462** Average
2023 **\$3,240,694** Average

↑ **6%**

2024 **\$2,227,000** Median
2023 **\$2,100,000** Median