

SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

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QUARTERLY REPORT

Q4 Q4 2024

Total Sales

Q4 2023

246

Q4 2024

302

↑ 21%

Average Price

Q4 2023

\$2,514,136

Q4 2024

\$2,734,489

↑ 9%

Median Price

Q4 2023

\$1,744,000

Q4 2024

\$1,800,000

↑ 3%

Total Dollar Volume

Q4 2023 \$618,477,420

Q4 2024 \$825,815,698

↑ 34%



CASH SALES

Q4 2023 40%

Q4 2024 36%

AREA REPORTS

	Q4 2023	Q4 2024	%CHG
CARPINTERIA			
TOTAL	18	30	67%
AVG	\$1,505,886	\$4,211,833	180%
MEDIAN	\$1,302,500	\$1,650,000	27%
GOLETA			
TOTAL	68	87	28%
AVG	\$1,487,115	\$1,630,772	10%
MEDIAN	\$1,275,000	\$1,475,000	16%
HOPE RANCH			
TOTAL	3	3	0%
AVG	\$5,895,333	\$5,081,667	-14%
MEDIAN	\$4,960,000	\$5,350,000	8%
MONTECITO			
TOTAL	38	39	3%
AVG	\$5,942,079	\$5,891,321	-1%
MEDIAN	\$5,025,000	\$5,300,000	5%
SANTA BARBARA			
TOTAL	117	138	18%
AVG	\$1,982,587	\$2,103,160	6%
MEDIAN	\$1,770,000	\$1,818,500	3%
SUMMERLAND			
TOTAL	2	5	150%
AVG	\$7,400,000	\$4,468,200	-40%
MEDIAN	\$7,400,000	\$4,291,000	-42%
MESA			
TOTAL	16	24	50%
AVG	\$3,013,781	\$2,876,563	-5%
MEDIAN	\$2,150,000	\$2,400,000	12%



Condominium

Q4 v. Q4
2024 2023

↑ 1%

Q4 2024 **73** Total Sales
Q4 2023 **72** Total Sales

↑ 14%

2024 **\$1,410,003** Avg
2023 **\$1,232,631** Avg

↑ 11%

2024 **\$999,999** Median
2023 **\$904,500** Median



Single Family

Q4 v Q4
2024 2023

↑ 32%

Q4 2024 **229** Total Sales
Q4 2023 **174** Total Sales

↑ 4%

2024 **\$3,156,705** Avg
2023 **\$3,044,414** Avg

↑ 1%

2024 **\$2,050,000** Median
2023 **\$2,021,250** Median