


# SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

fidelitysb.com | chicagotitlesb.com

# Q1 2025

**SINGLE FAMILY**



**\$4,196,362**  
Average Sales Price

**\$2,795,000**  
Median Sales Price

**YTD**

**CONDOMINIUM**



**\$1,474,947**  
Average Sales Price

**\$1,197,500**  
Median Sales Price

**YTD**

**Total Sales**

**311**  
↑ 14%

**\$3,443,816** ↑ 28%  
**Average Price**

**\$2,008,839** ↑ 20%  
**Median Price**

**Mar.'25 v Mar.'24**



**225**

**Singe Family Sold**  
Jan-Mar 2025 YTD

**SINGLE**

YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>6</b>	<b>12</b>	<b>100%</b>
Avg	\$ 1,687,029	\$ 3,928,334	133%
Median	\$ 1,289,588	\$ 1,990,000	54%
<b>Goleta</b>	<b>50</b>	<b>51</b>	<b>2%</b>
Avg	\$ 1,756,211	\$ 2,022,460	15%
Median	\$ 1,585,000	\$ 1,525,000	-4%
<b>Hope Ranch</b>	<b>3</b>	<b>8</b>	<b>167%</b>
Avg	\$ 6,162,900	\$ 7,563,750	23%
Median	\$ 6,618,000	\$ 6,775,000	2%
<b>Montecito</b>	<b>39</b>	<b>57</b>	<b>46%</b>
Avg	\$ 7,831,782	\$ 7,817,537	0%
Median	\$ 5,400,000	\$ 5,905,268	9%
<b>Santa Barbara</b>	<b>94</b>	<b>93</b>	<b>-1%</b>
Avg	\$ 2,390,693	\$ 2,983,176	25%
Median	\$ 2,100,000	\$ 2,655,000	26%
<b>Summerland</b>	<b>1</b>	<b>4</b>	<b>300%</b>
Avg	\$ 3,700,000	\$ 2,587,750	-30%
Median	\$ 3,700,000	\$ 2,792,000	-25%

**CONDO**


YTD Sales

	2024	2025	%Chg
<b>Carpinteria</b>	<b>17</b>	<b>17</b>	<b>0%</b>
Avg	\$802,824	\$1,045,515	30%
Median	\$800,000	\$808,000	1%
<b>Goleta</b>	<b>31</b>	<b>20</b>	<b>-35%</b>
Avg	\$987,816	\$1,032,550	5%
Median	\$900,000	\$980,000	9%
<b>Montecito</b>	<b>2</b>	<b>11</b>	<b>450%</b>
Avg	\$3,100,000	\$2,969,762	-4%
Median	\$3,100,000	\$2,500,000	-19%
<b>Santa Barbara</b>	<b>31</b>	<b>36</b>	<b>16%</b>
Avg	\$1,130,872	\$1,444,758	28%
Median	\$1,010,000	\$1,244,500	23%
<b>Summerland</b>	<b>0</b>	<b>2</b>	<b>200%</b>
Avg	\$0	\$1,871,000	n/a
Median	\$0	\$1,871,000	n/a



**86**

**Condos Sold**  
Jan-Mar 2025 YTD



**ALL-CASH Sales**

**41%**



**Condominium**  
Jan- Mar '25 v Jan-Mar '24

↑ **6%**

2025 **86** Total Sales  
2024 **81** Total Sales

↑ **40%**

2025 **\$1,474,947** Average  
2024 **\$1,055,893** Average

↑ **32%**

2025 **\$1,197,500** Median  
2024 **\$910,000** Median



**Single Family**  
Jan-Mar '25 v Jan-Mar '24

↑ **17%**

2025 **225** Total Sales  
2024 **193** Total Sales

↑ **25%**

2025 **\$4,196,362** Average  
2024 **\$3,369,358** Average

↑ **27%**

2025 **\$2,795,000** Median  
2024 **\$2,200,000** Median

information deemed reliable but not guaranteed