# SOUTH SANTA BARBARA COUNTY

**RESIDENTIAL STATISTICS** 

#### www.fidelitysb.com | www.chicagotitlesb.com



SINGLE FAMILY

\$3,156,748

Average Sales Price

\$1,700,000 Median Sales Price CONDOMINIUM



\$1,121,709

Average Sales Price

\$865,000

Median Sales Price

SINGLE FAMILY

CONDOMINIUM

Sales

Avg | Median

Carp \$1,407,308 | \$1,275,000. **Gol** \$1,522,149 | \$1,345,000 Mont \$6,865,411 | \$4,320,000 **HR** \$7,991,143 | \$5,000,000 **SB** \$1,903,184 | \$1,600,000

**Summ** \$5,000,000 | \$5,000,000

Sale Price Avg. | Median

Carp \$679,125 | \$690,000 **Gol** \$869,368 | \$865,000 Mont \$2,945,714 | \$2,100,000

Hope Ranch n/a **SB** \$998,574 | \$882,000 **Summ** \$n/a | \$n/a

155

Single Family Sold

August 2021



August 2021 SALES

Carpinteria 13 Goleta 36 Montecito 33 Hope Ranch 7 Santa Barbara 65 Summerland 1

CONDOMINIUM

**August 2021 SALES** 

Carpinteria 8 Goleta 19 Montecito 7 Hope Ranch n/a Santa Barbara 36 Summerland n/a

Average Days on Market

SFR/PUD

CONDO

50

39

**Total Sales** 

225

(**1**.2%)

August '21 v. August '20

Inventory

1.17 month supply

**CASH SALES** 41%

**Condos Sold** 

August 2021

Condominium Aug'21 v. Aug '20



2021 **70** Total Sales 2020 **70** Total Sales



2021 **\$1,121,709** Average 2020 **\$859,057** Average



2021 **\$865,000** Median 2020 **\$672,000** Median



Single Family Aug '21 v. Aug '20





2021 **\$3,156,748** Average 2020 **\$2,208,267** Average



2021 **\$1,700,000** Median 2020 **\$1,625,000** Median



2021 **155** Total Sales 2020 **159** Total Sales

# SOUTH SANTA BARBARA COUNTY

CONDOMINIUM

RESIDENTIAL STATISTICS

# 

SINGLE FAMILY

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\$3,105,273

Average Sales Price

\$1,900,000

Median Sales Price



\$1,027,515

Average Sales Price

\$832,000

Median Sales Price

#### **Total Sales**

1580

(1%38)

\$2,488,521 (10%46)

Average

\$1,498,000 (1%14)

Median

Aug '21 V Aug '20



1111

Single Family Sold Jan-Aug 2021



469

Condos Sold Jan-Aug 2021



CASH SALES
YTD

34%

#### **SINGLE FAMILY**

#### YTD 2021 SALES

Carpinteria 58 Sales:

\$2,436,440 Avg \$1,313,500. Median

Goleta 252 Sales

\$1,555,729 Avg

\$1,292,500 Median.

Montecito 250 Sales

\$6,389,055 Avg. \$4,600,000 Median

Hope Ranch 51 Sales

\$5,811,431 Avg.

\$4,750,000 Median

Santa Barbara 489 Sales

\$1,995,971 Avg \$1,688,000 Median.

Summerland 11 Sales

\$4,265,864 Avg \$3,150,000 Median.

#### CONDOMINIUM

#### YTD 2021 SALES

Carpinteria: 98 Sales

\$762,597 Avg. Price \$697,500 Median

Goleta 129 Sales

\$767,419 Avg. Price \$735,000 Median

Montecito 43 Sales

\$2,179,302. AvgPrice \$1,875,000 Median

**Hope Ranch** 

n/a

Santa Barbara 197 Sales

\$1,076,209 Avg. Price \$926,000 Median

**Summerland 2 Sales** 

\$1,225,000 Avg Price \$1,225,000 Median



#### Condominium

Jan.- Aug '21 v Jan Aug'20



44%

2021 **469** Total Sales 2020 **326** Total Sales



2021 **\$1,027,515** Average 2020 **\$862,887** Average



2021 **\$832,500 Median** 2020 **\$800,000 Median** 



#### SingleFamily Jan-Aug '21 v Jan-Aug '20



**36**%

2021 **1111** Total Sales 2020 **818** Total Sales



2021 **\$3,105,273** Average 2020 **\$2,042,053** Average



**36**%

2021 **\$1,900,000 Median** 2020 **\$1,400,000 Median** 

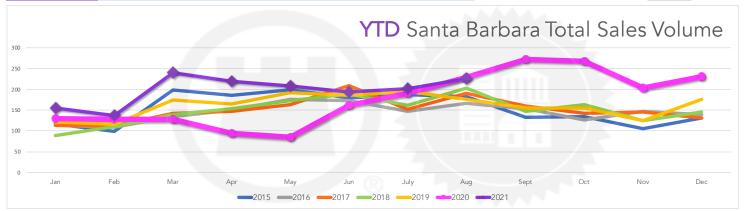
#### South Santa Barbara County Sales by Area

DICATES	NON-MLS SALES	INDICATES C	MUINIMODING	INDICATES C	ASIT SALE	
	0 1 1				. P. L. COLITIP	
	Carpinteria	40.400.000	Hope Ranch		anta Barbara-CONT'D	SOUTH COUNTY TOTAL
90,000	5446 8th St 27	\$3,400,000	571 Via Sinuosa	\$975,000	66 Barranca Ave 3	225 SALES
35,000 99,000	5960 Birch St 2 3375 Foothill Rd 223	\$3,820,000 \$3,888,000	4630 Via Bendita 4147 Marina Dr	\$975,000 \$980,000	626 La Quila Ln 1224 W Micheltorena St	\$2,523,625 Avg. Price \$1,400,000 Median
50,000	5455 8th Street 9	\$5,000,000	755 Via Airosa	\$983,000	4135 Via Andorra A	169 SALES OVER 1 MILLION
0,000	1280 Franciscan Ct 4	\$8,600,000	4629 Via Roblada	\$1,005,000	245 Santa Ynez Ct	SOUTH COUNTY TTL (Excluding Lux
0,000	6075 Jacaranda Way B	\$11,330,000	4280 Via Esperanza	\$1,049,000	47 Romaine Dr	177 SALES
19,000	3375 Foothill Rd 122	\$19,900,000	4050 Cuervo Ave	\$1,050,000	746 Calle De Los Amigos	\$1,438,977 Avg Price
60,000	4950 Sandyland 120	\$7,991,143	Avg	\$1,100,000	820 W Victoria St	\$1,210,000 Median
050,000	1245 Cramer Cir	\$5,000,000	Median	\$1,100,000	2051 Cliff Dr 17	SFR Only (Excluding Luxury)
50,000	5414 Cameo Rd	. , ,	7 Sales	\$1,100,000	1241 Manitou Rd	114 SALES
75,000	1489 Haida St		Montecito	\$1,111,960	621 N Alisos St	\$1,726,310 Avg Price
260,000	4949 Dorrance Way	\$1,000,000	1944 N Jameson Ln D	\$1,125,000	4004 Via Lucero 8	\$1,427,500 Median
265,000	1323 Camino Trillado	\$1,375,000	1220 Coast Village Road 101	\$1,125,000	3128 Foothill Rd	Condo ONLY (Excluding Luxury)
275,000	5231 Ogan Rd	\$1,500,000	226 Dawlish Pl	\$1,140,000	1709 BATH ST	63 SALES
75,000	5285 Ogan Rd	\$1,700,000	1220 Coast Village Rd 307	\$1,150,000	414 Shasta Lane	\$919,042 Avg Price
800,000	5360 Star Pine Rd	\$1,750,000	690 Westmont Rd	\$1,150,000	361 Apple Grove Ln	\$850,000 Median
70,000	4756 4th Street	\$2,100,000	73 SEAVIEW DR	\$1,170,000	719 E Victoria Street Unit A	ALL SFR Only
100,000	4934 Dorrance Way	\$2,100,000	31 Cedar Ln	\$1,200,000	3068 FOOTHILL RD	155 SALES
00,000	1144 Calle Lagunitas	\$2,575,000	49 CEDAR LN	\$1,200,000	2911 Kenmore Pl	\$3,156,748 Avg Price
75,000	1476 Azalea Dr	\$2,595,000	1595 E Valley Rd	\$1,210,000	3953 Foothill Rd	\$1,700,000 Median
00,000	216 Ocean View Ave	\$2,750,000	925 Chelham Way	\$1,251,000	1710 Hillside Rd	All CONDO ONLY
29,905	Avg	\$2,795,000	75 Seaview Dr	\$1,270,000	469 Scenic Dr	70 SALES
75,000	Median	\$3,375,000	1510 Sinaloa Dr	\$1,275,000	330 W Valerio Street	\$1,121,709 Avg Price
	21 Sales	\$3,600,000	504 Owen Rd	\$1,300,000	2336 Chapala St	\$865,000 Median
	Goleta	\$3,600,000	804 Rametto Ln	\$1,314,000	1524 Olive St	CASH ONLY
9,000	37 DEARBORN PL 82	\$3,665,000	141 HIXON RD	\$1,325,000	1523 Marquard Ter	41%
5,000	6651 CALLE KORAL	\$3,800,000	1430 N JAMESON LN	\$1,335,000	3167 Lucinda Ln	"Luxury": Hope Ranch, Montecito & Beacl
,000	7626 HOLLISTER AVE 230	\$3,900,000	166 Butterfly Lane	\$1,375,000	821 LAGUNA ST UNIT D	
,000	470 Linfield PI E	\$4,022,000	928 Aleeda Ln	\$1,400,000	333 E CALLE LAURELES	
5,000	261 Moreton Bay Lane #2	\$4,111,500	1175 E MOUNTAIN DR	\$1,413,000	1565 W Valerio St	_
,000	5290 Overpass Rd 13	\$4,174,332	160 Miramar Ave	\$1,425,000	400 E Pedregosa St C	
0,000	319 Northgate Dr A	\$4,200,000	770 Coyote Rd	\$1,425,000	3951 Calle Cita	
5,000	23 Calaveras Ave	\$4,320,000	225 OAK RD	\$1,430,000	1306 E Mason St	
0,000	5087 Rhoads Ave A	\$4,500,000	2039 Boundary Dr	\$1,450,000	2920 Hermosa Rd	
,000	5015 Oak Ridge Rd	\$4,600,000	1154 Dulzura Dr	\$1,450,000	3040 Marilyn Way	
,000	5745 Gato Ave	\$5,200,000	725 RIVEN ROCK RD	\$1,500,000	925 LOWENA DR	
5,000	5364 Traci Dr	\$5,250,000	1479 Bonnymede Dr	\$1,530,000	314 W De La Guerra Street A	
0,000	398 CANNON GREEN DR	\$5,400,000	1831 E Mountain Dr	\$1,530,000	4441 La Paloma Ave	
3,500	298 San Napoli Dr	\$5,400,000	800 HOT SPRINGS RD	\$1,600,000	18 W Victoria St 215	
5,000	68 Kinman Ave	\$6,150,000	700 Romero Canyon Rd	\$1,600,000	2012 MOUNTAIN AVE	
5,000	5065 Rhoads Ave C	\$6,200,000	840 Riven Rock Rd	\$1,615,000	152 San Rafael Ave	
5,000	6530 Calle Koral	\$6,400,000	1473 BONNYMEDE DR	\$1,650,000	3828 Pemm Pl	
7,000	5041 Rhoads Ave C	\$6,700,000	525 Mclean Lane	\$1,675,000	560 Apple Grove Cir	
36,000	4703 Calle Reina	\$6,920,000	745 Lilac Dr	\$1,688,000	11 La Flecha Ln	
55,000	5680 Surfrider Way 104	\$8,550,000	434 Crocker Sperry Dr	\$1,700,000	181 Alameda Padre Serra	
57,000	154 Valdivia Dr	\$8,650,000	867 Lilac Dr	\$1,700,000	1447 Manitou Rd	
00,000	873 Raddue Ave	\$9,500,000	857 Picacho Ln	\$1,705,000	601 E Micheltorena St 105	
00,000	237 Daytona Dr	\$14,636,745	2080 Birnam Wood	\$1,725,000	212 Santa Barbara St C	
00,000	7259 Tuolumne Dr	\$22,114,000	296 Las Entradas Dr	\$1,850,000	2405 Selrose Ln	
00,000	93 San Rossano Dr	\$28,000,000	699 San Ysidro Rd	\$1,875,000	32 E Valerio St	
01,000	6603 Calle Koral	\$28,000,000	700 PARK LN A	\$1,875,000	3109 Calle Cedro	
19,500	648 Dara Rd	\$6,179,464	Avg	\$1,900,000	1545 Marquard Ter	
95,000	5237 PAREJO DR	\$4,187,166	Median	\$1,995,000	1438 Hillcrest Rd	
96,000	288 VEGA DR		40 Sales	\$2,020,000	805 Palermo Dr	
00,000	5471 TREE FARM LN	¢510.000	Santa Barbara	\$2,175,000	611 Holmcrest Rd	
05,000	6190 CRAIGMONT DR	\$510,000	3435 Richland Dr 24	\$2,190,000	2121 Mt Calvary Rd	
05,000	37 SAN MARCOS TROUT CLUB	\$550,000	126 W Calle Crespis 8	\$2,300,000	2770 Glendessary Ln	
30,000	452 CAMINO TALAVERA	\$615,000	2727 Miradero Dr 103	\$2,350,000	722 WILLOWGLEN RD	
90,000	7937 Rio Vista Dr	\$656,000	3566 MODOC RD 33	\$2,450,000	2911 Holly Rd	
25,000	6638 Calle Koral	\$671,000	2643 State St #2	\$2,495,000	2716 Williams Way	
25,000	654 La Roda Ave	\$675,000	1227 Stonecreek Rd F	\$2,500,000 \$2,500,000	516 E Micheltorena St	
35,000	32 Touran Ln	\$675,000	950 Miramonte Dr 2		419 Stanley Drive	
55,000	6142 Manzanillo Dr	\$700,000	126 W Calle Crespis 12 56 Barranca Ave 9	\$2,550,000	605 Willowglen Rd	
15,000 75,000	404 S San Marcos Rd 7742 Jenna Dr	\$725,000	611 W Sola St 9	\$2,651,000	730 Alameda Padre Serra 1322 DOVER RD	
75,000		\$726,164		\$2,700,000		
92,500 98,000	527 Dentro 5785 MALEY DR	\$755,000 \$787,500	406 Via Rosa C 3639 San Remo Dr 15	\$2,750,000 \$2,759,000	144 Las Ondas 1242 Dover Ln	
00,000	7063 Scripps Crescent St	\$795,000	909 E Carrillo Rd	\$3,395,000	2434 Stanwood Dr	
70,000	474 Harvard Ln	\$805,000	1050 Vista Del Pueblo 6	\$3,500,000	1480 Mission Canyon Rd	
10,000	673 Santa Marguerita Dr	\$826,000	1000 VISTA DEL PUEDIO 6	\$3,650,000	1325 W Mountain Dr	
49,000	5466 San Patricio Dr	\$839,000	2648 State St 32	\$3,675,000	1900 Mission Ridge Rd	
10,000	4955 Cervato Way	\$850,000	323 W Pedregosa St	\$3,975,000	2519 Foothill Ln	
17,748	716 Cathedral Pointe Ln	\$850,000	895 Cieneguitas Rd	\$4,150,000	1540 Franceschi Rd	
18,000	4248 Encore Dr	\$855,000	2128 Modoc Road Unit F	\$4,587,000	679 MISSION CANYON RD	
28,600	5663 Cielo Ave	\$865,000	2648 State St 29	\$5,005,005	231 W Mountain Dr	
00,000	220 Arboleda Rd	\$899,000	24 W Calle Crespis	\$1,580,749	Avg	<del>-</del>
62,500	1806 San Marcos Pass Rd	\$900,000	2631 Montrose Pl	\$1,314,000	Median Avg	
00,000	260 Royal Linda Dr	\$928,000	107 WILSON AVE	,±,514,UUU	101 Sales	
00,000	1050 Via Los Padres	\$933,000	1735 Gillespie St		Summerland	
25,000	1270 Via Brigitte	\$937,000	1206 Blanchard St	\$10,000,000	2325 Finney St	-
96,643	Avg	\$951,000	211 Reef Ct	220,000,000		

## Fidelity National Title Group-Santa Barbara

#### YTD Santa Barbara Real Estate Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	117	99	198	185	199	179	188	182	133	134	106	132	1,852
2016	114	109	134	151	176	173	147	166	153	126	148	140	1,737
2017	114	112	143	148	164	209	152	190	160	143	146	132	1,813
2018	89	111	140	153	173	189	161	203	147	164	124	146	1,800
2019	121	116	174	165	192	186	195	176	156	155	124	176	1,936
2020	129	128	128	94	85	161	190	229	272	267	204	231	2,118
2021	156	137	240	219	208	194	201	225					



YTD CONDO/SFR Sales Total										
Year	Condos	SFR	TOTAL	Condo %						
2016	454	1,283	1,737	26%						
2017	502	1,311	1,813	28%						
2018	570	1,230	1,800	32%						
2019	634	1,302	1,936	33%						
2020	624	1,494	2,118	29%						
2021-YTD	469	1,111	1,580	30%						

YTD Trans	Volume	% Change
2015	1,347	n/a
2016	1,170	-13%
2017	1,232	5%
2018	1,219	-1%
2019	1,325	9%
2020	1,144	-14%
2021	1,580	38%

18%

TOTAL YTD Sales Dollar Volume

\$2,393,974,000

\$2,592,122,524

\$2,589,711,931

\$3,043,923,281

\$4,142,544,870

\$3,931,863,072

2017

2018

2019

2020

**YTD**-2021



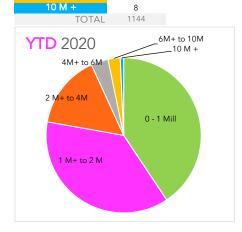
Condo to Single Family Totals										
2,500 -										
2,000 -										
1,500 -					_					
1,000 -				_	_	_				
500 -										
0 -										
	2016	2017	2018	2019	2020	2021-YTD				
			■ Condos	■ SFR						

ge (Millions)	Volume
1 Mill	432
to 2 M	598
to 4M	327
· to 6M	106
to 10M	75

42

1580

	CA	ASH Transactions	
	#	Total Trans	%
2020 AUG	69	229	30%
SEP	75	272	28%
OCT	66	267	25%
NOV	46	204	23%
DEC	67	231	29%
2021 JAN	45	157	29%
FEB	48	137	35%
MAR	84	240	35%
APR	65	219	30%
MAY	82	208	39%
JUN	66	194	34%
JUL	57	201	28%
AUG	92	225	41%



Price Range (Millions) 0 - 1 Mill

YTD 2021 6M+ to 10M 10 M +
4M+ to 6M 0 - 1 Mill
2 M+ to 4M
1 M+ to 2 M

50%	% CASH												
40%										^			/
30%	_				_	_			<b>/</b>			<b>/</b>	
20%				~	-								
10%													
001													
0%					0.00	20.24	EED	MAR	APP	MANY	HINT	11.11	ALIC



### South Santa Barbara County

# Price Report August 2021

SOUTH COUN	NTY					
Date	Sales	Avg. Price	%Change	Median Price	% Change	>1 Million
Aug-21	225	\$2,523,625	41%	\$1,400,000	12%	169
Aug-20	229	\$1,795,845	21%	\$1,250,000	22%	147
Aug-19	176	\$1,481,551	0%	\$1,022,500	5%	92
Aug-18	203	\$1,482,219	2%	\$970,000	2%	91
Aug-17	190	\$1,450,000	17%	\$954,000	7%	91
Aug-16	166	\$1,234,202	-4%	\$894,000	-3%	69
Aug-15	182	\$1,282,022	-10%	\$924,500	-4%	81

GOLETA					
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	55	\$1,296,643	18%	\$1,195,000	26%
Aug-20	61	\$1,102,680	8%	\$950,000	7%
Aug-19	44	\$1,020,682	20%	\$885,000	13%
Aug-18	63	\$852,262	5%	\$785,000	11%
Aug-17	63	\$810,968	-6%	\$706,500	-16%
Aug-16	50	\$866,310	6%	\$845,000	14%
Aug-15	55	\$815,536	7%	\$741,000	-5%

SANTA BAR	BARA				
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	101	\$1,580,749	15%	\$1,314,000	6%
Aug-20	98	\$1,378,485	3%	\$1,240,000	6%
Aug-19	92	\$1,342,554	14%	\$1,167,500	15%
Aug-18	106	\$1,182,505	-14%	\$1,015,500	-15%
Aug-17	81	\$1,373,445	13%	\$1,200,000	21%
Aug-16	83	\$1,210,187	4%	\$995,000	-1%
Aug-15	83	\$1,166,904	-5%	\$1,000,000	7%

CARPINTERIA					
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	21	\$1,129,905	39%	\$1,075,000	41%
Aug-19	19	\$812,947	21%	\$762,000	30%
Aug-18	10	\$670,300	-40%	\$586,250	-17%
Aug-17	18	\$1,118,361	32%	\$709,750	-8%
Aug-16	13	\$850,038	-5%	\$775,000	19%
Aug-15	17	\$890,147	48%	\$650,000	23%
Jul-15	13	\$838,846	17%	\$595,000	-22%

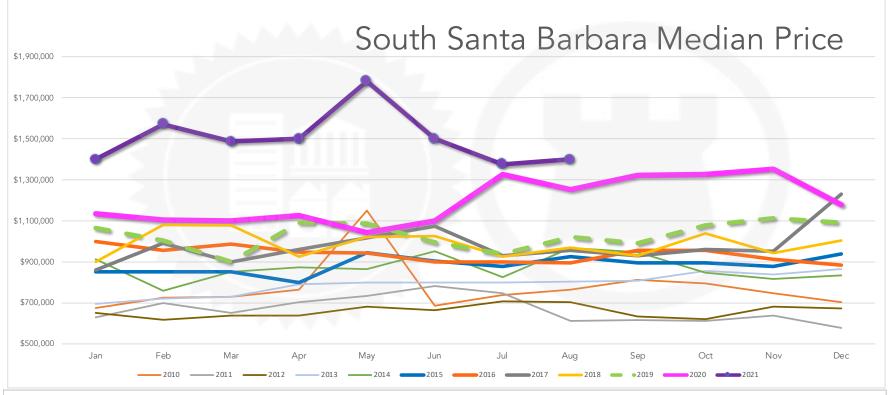
MONTECITO					
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	40	\$6,179,464	71%	\$4,187,166	41%
Aug-20	38	\$3,622,434	-19%	\$2,975,000	-29%
Aug-19	15	\$4,454,467	-5%	\$4,200,000	63%
Aug-18	18	\$4,678,444	37%	\$2,582,500	-23%
Aug-17	26	\$3,418,250	13%	\$3,374,500	56%
Aug-16	14	\$3,016,036	-4%	\$2,167,500	11%
Aug-15	23	\$3,157,500	6%	\$1,950,000	-29%

SUMMERLAND					
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	1	n/a	n/a	n/a	n/a
Aug-20	6	\$1,531,500	25%	\$1,250,000	24%
Aug-19	4	\$1,228,750	-69%	\$1,005,000	-75%
Aug-18	2	\$3,950,000	92%	\$3,950,000	92%
Aug-17	1	\$2,055,000	106%	\$2,055,000	137%
Aug-16	3	\$997,500	n/a	\$867,500	n/a
Aug-15	n/a	n/a	n/a	n/a	n/a

HOPE RANCH					
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	7	\$7,991,143	46%	\$5,000,000	2%
Aug-20	8	\$5,457,875	112%	\$4,906,500	91%
Aug-19	2	\$2,575,000	-55%	\$2,575,000	-33%
Aug-18	4	\$5,759,375	174%	\$3,825,000	82%
Aug-17	1	\$2,100,000	4%	\$2,100,000	4%
Aug-16	2	\$2,017,500	-34%	\$2,017,500	-39%
Aug-15	3	\$3,065,833	5%	\$3,285,000	19%



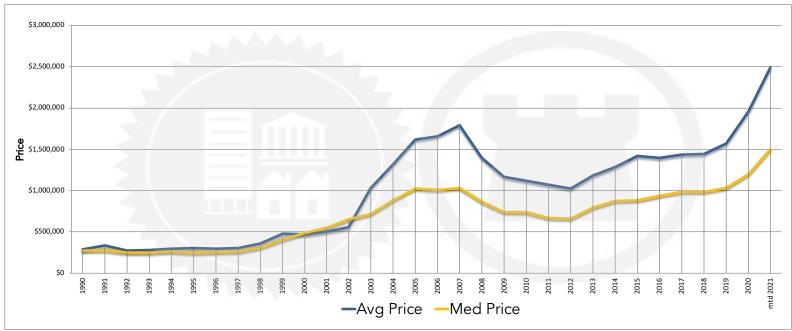
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD AVG	%Change
2010	\$675,000	\$725,000	\$730,000	\$762,500	\$1,150,000	\$687,500	\$740,000	\$762,500	\$811,750	\$794,750	\$745,000	\$702,500	\$773,875	n/a
2011	\$628,500	\$700,000	\$653,000	\$702,000	\$733,250	\$782,000	\$745,000	\$611,000	\$616,250	\$610,000	\$638,000	\$578,000	\$666,417	-14%
2012	\$652,000	\$617,500	\$640,000	\$640,000	\$680,000	\$662,500	\$707,500	\$705,500	\$631,750	\$620,000	\$681,250	\$673,000	\$659,250	-1%
2013	\$695,000	\$721,500	\$727,500	\$790,000	\$801,000	\$800,500	\$797,000	\$803,000	\$810,000	\$857,000	\$837,000	\$865,000	\$792,042	20%
2014	\$914,000	\$759,000	\$850,000	\$875,000	\$865,000	\$950,000	\$824,500	\$967,500	\$949,000	\$847,000	\$815,250	\$833,750	\$870,833	10%
2015	\$850,000	\$850,000	\$850,000	\$799,000	\$944,500	\$904,500	\$878,000	\$924,500	\$895,000	\$895,250	\$878,000	\$937,500	\$883,854	1%
2016	\$999,000	\$954,500	\$985,000	\$949,000	\$945,000	\$900,000	\$899,000	\$894,500	\$955,000	\$955,000	\$912,500	\$884,000	\$936,042	6%
2017	\$860,000	\$991,500	\$900,000	\$960,500	\$1,015,000	\$1,072,500	\$930,000	\$954,000	\$930,000	\$959,000	\$953,000	\$1,230,000	\$979,625	5%
2018	\$900,000	\$1,080,000	\$1,079,500	\$927,500	\$1,020,000	\$1,025,000	\$925,000	\$970,000	\$929,000	\$1,038,456	\$942,000	\$1,004,000	\$986,705	1%
2019	\$1,066,500	\$1,005,000	\$900,000	\$1,090,000	\$1,087,500	\$994,500	\$940,000	\$1,022,500	\$992,500	\$1,079,000	\$1,112,500	\$1,089,250	\$1,031,604	5%
2020	\$1,135,000	\$1,102,500	\$1,100,000	\$1,125,500	\$1,042,500	\$1,100,000	\$1,325,000	\$1,250,000	\$1,322,500	\$1,325,000	\$1,351,500	\$1,177,500	\$1,196,417	16%
2021	\$1,400,000	\$1,572,000	\$1,485,000	\$1,500,000	\$1,780,000	\$1,498,591	\$1,375,000	\$1,400,000					\$1,501,324	25%



The above data is based on resale activity for Goleta, Santa Barbara, Montecito, and Carpinteria. This data does not include mobile homes. The above information is deemed reliable, but not guaranteed.

			%Chg-	
	Avg Price	Med Price	Median	
1990	\$286,375	\$271,500		
1991	\$335,881	\$279,500	3%	
1992	\$274,051	\$250,000	-11%	
1993	\$279,521	\$252,750	1%	
1994	\$294,875	\$265,000	5%	
1995	\$301,005	\$253,000	-5%	
1996	\$297,017	\$260,000	3%	
1997	\$305,749	\$265,000	2%	
1998	\$356,432	\$315,000	19%	
1999	\$480,892	\$407,500	29%	
2000	\$468,085	\$489,000	20%	
2001	\$502,424	\$550,000	12%	
2002	\$558,359	\$650,000	18%	
2003	\$1,028,464	\$714,250	10%	
2004	\$1,316,333	\$882,121	24%	
2005	\$1,614,263	\$1,026,417	16%	
2006	\$1,657,277	\$1,010,063	-2%	
2007	\$1,787,898	\$1,031,500	2%	
2008	\$1,399,546	\$863,167	-16%	
2009	\$1,168,269	\$739,566	-14%	
2010	\$1,120,227	\$739,271	0%	
2011	\$1,074,837	\$666,417	-10%	
2012	\$1,025,906	\$659,250	-1%	
2013	\$1,185,541	\$792,042	20%	
2014	\$1,283,202	\$870,833	10%	
2015	\$1,421,840	\$883,854	1%	
2016	\$1,394,559	\$936,042	6%	
2017	\$1,431,321	\$986,000	5%	
2018	\$1,439,635	\$982,796	0%	
2019	\$1,569,842	\$1,029,000	5%	
2020	\$1,955,284	\$1,200,000	17%	
mtd 2021	\$2,488,521	\$1,498,000	25%	



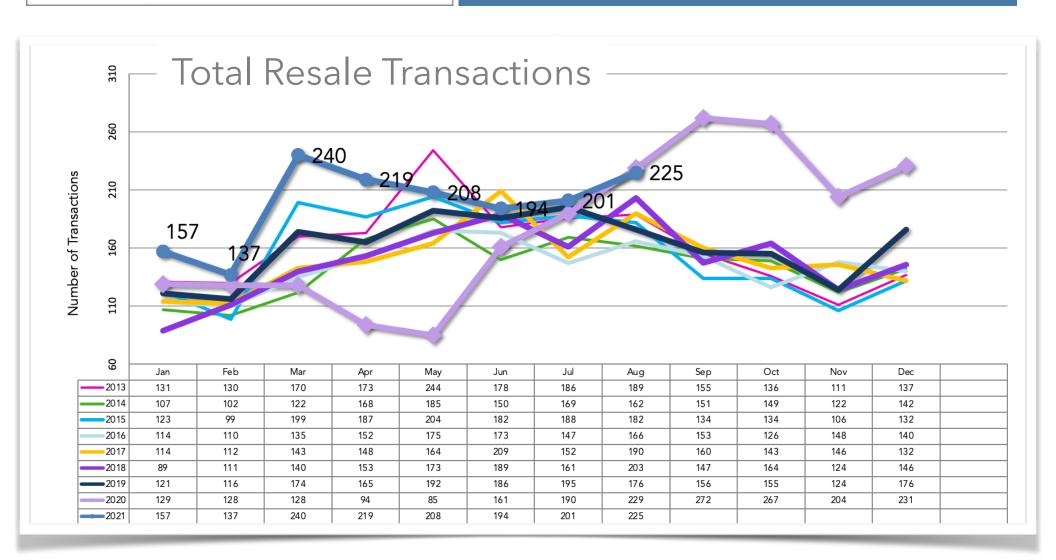


information deemed reliable but not guaranteed



# Market Trends

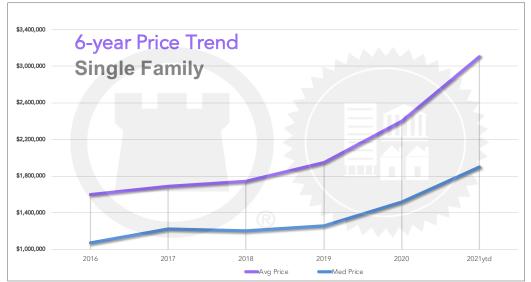
# South Santa Barbara County August 2021





# Single Family & Condo Price Trends South Santa Barbara County

	Avg Price	Med Price	%Chg
2016			
2017		\$1,225,000	14%
2018		\$1,200,000	-2%
2019	\$1,949,237	\$1,258,000	5%
2020	\$2,400,813	\$1,517,500	21%
2021ytd	\$3,105,273	\$1,900,000	25%



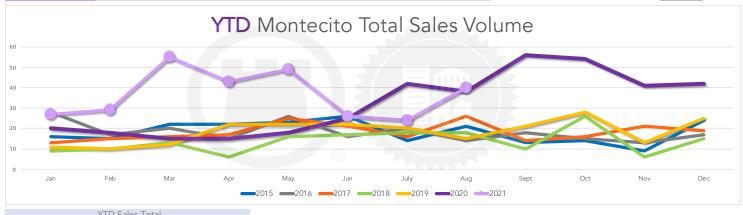
	Avg Price	Med Price	%Chg
2016			
2017		\$635,000	7%
2018			7%
2019		\$702,250	3%
2020			8%
2021ytd			9%



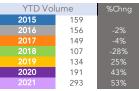
## Fidelity National Title Group-Santa Barbara

#### YTD Montecito Real Estate Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	16	15	22	22	23	26	14	21	13	14	9	24	219
2016	28	17	20	15	26	16	20	14	18	15	13	17	219
2017	13	15	16	17	25	21	16	26	14	16	21	19	219
2018	9	10	13	6	16	17	18	18	10	26	6	15	164
2019	11	10	12	22	22	22	20	15	21	28	13	25	221
2020	20	18	15	15	18	25	42	38	56	54	41	42	384
2021	27	29	55	43	49	26	24	40					293



	TID Sales Total			
Year	Condos	SFR	TOTAL	% CONDO
2016	25	194	219	11%
2017	29	190	219	13%
2018	22	142	164	13%
2019	24	197	221	11%
2020	52	332	384	14%
2021-YTD	43	250	293	15%





		Cond	do to Single	Family Tota	als		
500							
400							
300							
200							
100							
0							
	2016	2017	2018	2019	2020	2021-YTD	
	■ Condos ■ SFR						

Price Range (Millions)	2021 YTD
0 - 2 M	45
2 M+ - 4M	97
4M+ - 6M	59
6M+ - 10M	58
10 M +	34
TOTAL	293

10 M + 0 - 2 M 6M+ - 10M 2 M+ - 4M
2021 YTD
Price Range Breakdown

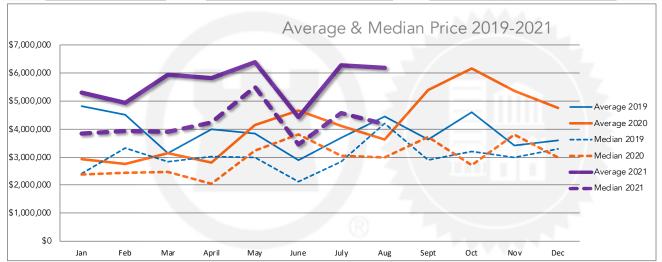
	ALL-CA	SH TRANSACTION	S
	#	Total Sales	% of Total
2020 AUG	23	38	61%
SEP	27	56	48%
OCT	21	54	39%
NOV	14	41	34%
DEC	27	42	64%
2021 JAN	12	27	44%
FEB	17	29	59%
MAR	27	55	49%
APR	20	44	45%
MAY	33	49	67%
JUN	8	26	31%
JUL	6	24	25%
AUG	28	40	70%



#### Montecito

#### Market Comparison 2019-2021

	Ti	ransaction	ns	% Change		Average		% Change		Median		% Change
	2019	2020	2021		2019	2020	2021		2019	2020	2021	
Jan	11	20	27	35%	\$4,817,136	\$2,921,125	\$5,307,000	82%	\$2,400,000	\$2,370,000	\$3,855,000	63%
Feb	10	18	29	61%	\$4,506,550	\$2,757,278	\$4,928,397	79%	\$3,325,000	\$2,447,500	\$3,925,000	60%
Mar	12	15	55	267%	\$3,137,458	\$3,133,233	\$5,937,055	89%	\$2,851,000	\$2,479,500	\$3,895,000	57%
April	22	15	44	193%	\$3,999,909	\$2,809,400	\$5,832,318	108%	\$3,013,750	\$2,050,000	\$4,245,000	107%
May	22	18	49	172%	\$3,842,114	\$4,154,750	\$6,385,306	54%	\$2,992,500	\$3,225,000	\$5,500,000	71%
June	22	25	26	4%	\$2,890,705	\$4,674,420	\$4,424,857	-5%	\$2,125,000	\$3,795,000	\$3,450,000	-9%
July	20	42	24	-43%	\$3,674,975	\$4,099,405	\$6,266,313	53%	\$2,832,750	\$3,055,000	\$4,566,250	49%
Aug	15	38	40	5%	\$4,454,467	\$3,622,434	\$6,179,464	71%	\$4,200,000	\$2,975,000	\$4,187,166	41%
Sept	21	56			\$3,633,452	\$5,377,268			\$2,900,000	\$3,725,000		
Oct	28	54			\$4,607,286	\$6,159,704			\$3,202,000	\$2,707,500		
Nov	13	41			\$3,416,269	\$5,369,732			\$2,990,000	\$3,800,000		
Dec	25	42			\$3,600,000	\$4,755,452			\$3,290,000	\$2,988,800		
TOTAL	221	384	294	-23%	\$3,881,693	\$4,152,850	\$5,657,589	36%	\$2,784,542	\$2,727,833	\$4,145,000	52%



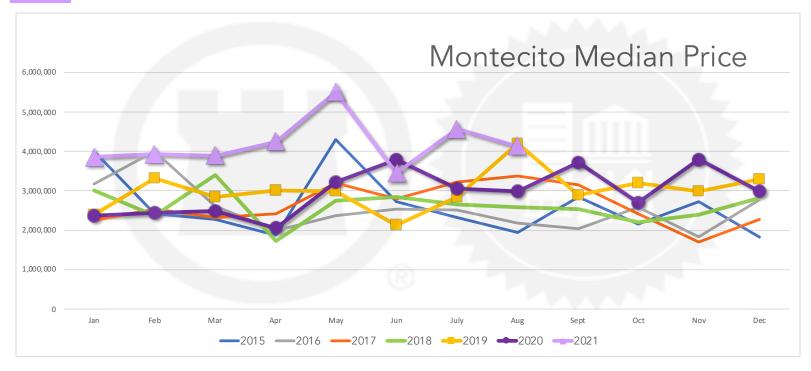




# 2021 Montecito YTD Real Estate Report

#### Median Price Trends

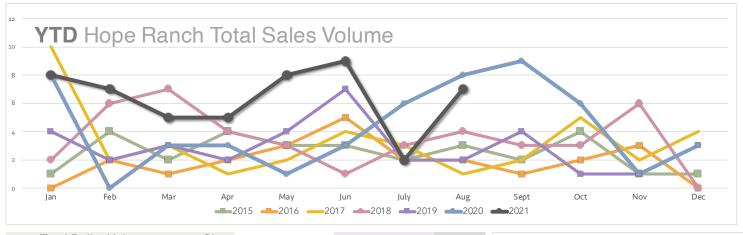
Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	\$3,995,250	\$2,410,000	\$2,275,000	\$1,872,500	\$4,300,000	\$2,720,000	\$2,325,000	\$1,950,000	\$2,840,000	\$2,165,000	\$2,734,500	\$1,825,000
2016	\$3,167,500	\$4,000,000	\$2,612,500	\$1,979,000	\$2,377,500	\$2,545,000	\$2,500,000	\$2,167,500	\$2,037,500	\$2,575,000	\$1,831,000	\$2,778,500
2017	\$2,250,000	\$2,536,000	\$2,312,500	\$2,405,000	\$3,200,000	\$2,800,000	\$3,219,000	\$3,374,500	\$3,140,250	\$2,415,000	\$1,700,000	\$2,280,000
2018	\$3,000,000	\$2,357,500	\$3,400,000	\$1,725,000	\$2,737,500	\$2,850,000	\$2,655,000	\$2,582,500	\$2,535,000	\$2,212,500	\$2,395,000	\$2,819,000
2019	\$2,400,000	\$3,325,000	\$2,851,000	\$3,013,750	\$2,992,500	\$2,125,000	\$2,832,750	\$4,200,000	\$2,900,000	\$3,202,000	\$2,990,000	\$3,290,000
2020	\$2,370,000	\$2,447,500	\$2,479,500	\$2,050,000	\$3,225,000	\$3,795,000	\$3,055,000	\$2,975,000	\$3,725,000	\$2,707,500	\$3,800,000	\$2,988,800
2021	\$3,855,000	\$3,925,000	\$3,895,000	\$4,245,000	\$5,500,000	\$3,450,000	\$4,566,250	\$4,125,000				



#### Fidelity National Title Group Santa Barbara

2021 YTD Hope Ranch Sales Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	1	4	2	4	3	3	2	3	2	4	1	1	30
2016	0	2	1	2	3	5	2	2	1	2	3	0	23
2017	10	2	3	1	2	4	3	1	2	5	2	4	39
2018	2	6	7	4	3	1	3	4	3	3	6	0	42
2019	4	2	3	2	4	7	2	2	4	1	1	3	35
2020	8	0	3	3	1	3	6	8	9	6	1	3	51
2021	8	7	5	5	8	9	2	7					51



Total Do	Total Dollar Volume							
2017	\$112,206,500	n/a						
2018	\$192,083,000	71%						
2019	\$162,008,000	-16%						
2020	\$189,011,825	17%						
2021 YTD	\$296,383,000	57%						

YTD \	YTD Volume							
2015	22							
2016	17	-23%						
2017	26	53%						
2018	30	15%						
2019	26	-13%						
2020	32	23%						
2021	51	59%						



Price Range (	Millions)
0 to 2 M	1
2 M+ to 4M	20
4M+ to 6M	15
6M+ to 10M	10
10 M +	5
TOTAL	51

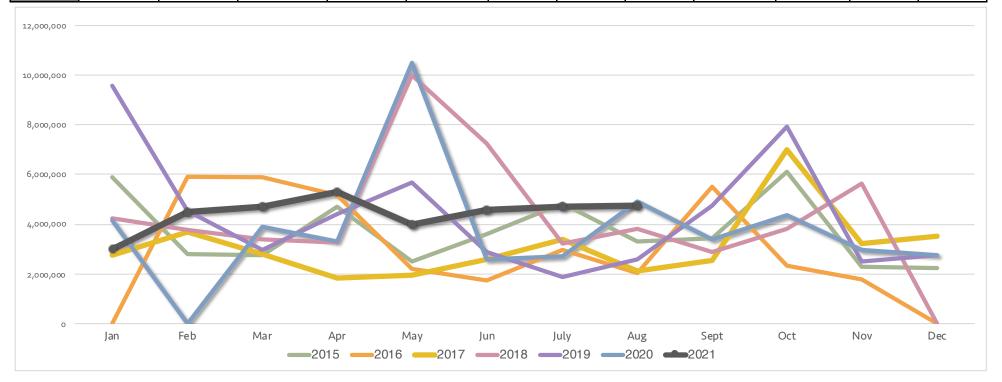


All information deemed reliable but not guaranteed



# 2021 Hope Ranch Median Price Trend

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	\$5,900,000	\$2,777,500	\$2,747,500	\$4,685,000	\$2,500,000	\$3,600,000	\$4,847,750	\$3,285,000	\$3,418,250	\$6,112,500	\$2,300,000	\$2,235,000
2016	n/a	\$5,910,000	\$5,900,000	\$5,175,000	\$2,200,000	\$1,750,000	\$2,987,500	\$2,017,500	\$5,500,000	\$2,332,250	\$1,785,000	n/a
2017	\$2,737,500	\$3,695,000	\$2,800,000	\$1,833,000	\$1,930,000	\$2,595,000	\$3,387,500	\$2,100,000	\$2,535,000	\$7,000,000	\$3,227,500	\$3,496,750
2018	\$4,245,000	\$3,771,000	\$3,400,000	\$3,262,500	\$10,000,000	\$7,250,000	\$3,200,000	\$3,825,000	\$2,885,000	\$3,802,500	\$5,629,000	n/a
2019	\$9,575,000	\$4,555,500	\$2,948,000	\$4,400,000	\$5,690,000	\$2,900,000	\$1,875,000	\$2,575,000	\$4,742,500	\$7,946,000	\$2,511,000	\$2,745,000
2020	\$4,167,163	n/a	\$3,900,000	\$3,300,000	\$10,500,000	\$2,572,000	\$2,700,000	\$4,906,500	\$3,400,000	\$4,375,000	\$2,947,000	\$2,767,500
2021	\$2,990,000	\$4,500,000	\$4,696,500	\$5,300,000	\$3,983,500	\$4,598,250	\$4,723,250	\$4,750,000				



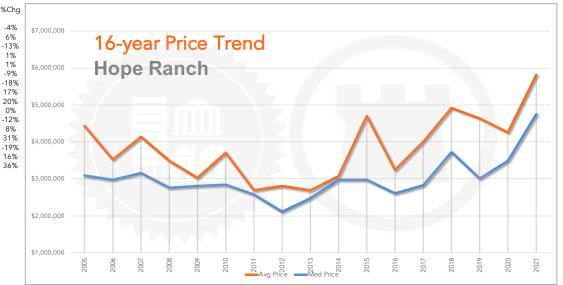


fidelity's.com | chicagotitlesb.com Avg Price Med Price %Chg 2005 2006 2007 \$4,129,285 6% -13% 2008 \$3,489,236 2009 \$3,020,581 \$2,801,930 \$2.834.180 1% 2010 \$3,708,157 1% \$2,700,921 2012 -18% \$2,816,204 17% 2013 \$2,688,742 2014 \$3,077,900 20% 2015 0% \$4,705,428 2016 \$3,238,000 -12% \$4,007,375 8% 31% \$4,910,737 2019 \$4,628,800 \$3,000,000 \$3,485,000 -19%

2020

\$4,259,691

2021 \$5,811,431







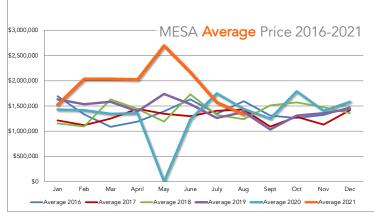
#### Fidelity National Title Group

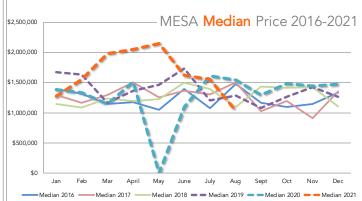
#### The MESA

Market Comparison 2016 through 2021

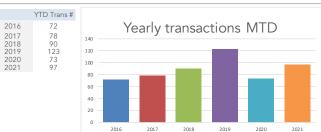
		Average	Average	Average	Average	Average	Average	Compare
		2016	2017	2018	2019	2020	2021	20 to '21
J	an	\$1,692,222	\$1,218,000	\$1,156,600	\$1,631,667	\$1,420,409	\$1,517,000	7%
F	eb	\$1,327,300	\$1,116,409	\$1,091,875	\$1,530,100	\$1,416,222	\$2,033,214	44%
N	1ar	\$1,084,444	\$1,252,167	\$1,630,875	\$1,583,711	\$1,348,444	\$2,031,969	51%
A	oril	\$1,193,425	\$1,440,550	\$1,438,778	\$1,391,667	\$1,358,786	\$2,024,500	49%
M	lay	\$1,395,000	\$1,343,357	\$1,185,000	\$1,736,525	n/a	\$2,693,533	n/a
Jui	ne	\$1,629,000	\$1,290,000	\$1,729,600	\$1,531,000	\$1,231,500	\$2,162,578	76%
Ju	uly	\$1,347,444	\$1,407,833	\$1,314,591	\$1,264,545	\$1,751,500	\$1,570,167	-10%
A	ug	\$1,588,200	\$1,423,778	\$1,236,553	\$1,375,500	\$1,441,000	\$1,330,125	n/a
Se	pt	\$1,310,300	\$1,088,727	\$1,507,944	\$1,030,882	\$1,244,038		n/a
C	Oct	\$1,261,100	\$1,279,300	\$1,566,500	\$1,308,667	\$1,788,594		n/a
N	ov	\$1,313,400	\$1,127,333	\$1,472,000	\$1,349,643	\$1,396,750		n/a
D	ec	\$1,475,571	\$1,418,125	\$1,350,375	\$1,439,700	\$1,584,500		n/a

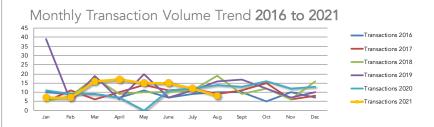
	Median	Median	Median	Median	Median	Median	Compare
	2016	2017	2018	2019	2020	2021	20 to '21
Jan	\$1,400,000	\$1,300,000	\$1,145,000	\$1,675,000	\$1,387,500	\$1,275,000	-8%
Feb	\$1,320,000	\$1,167,000	\$1,087,500	\$1,636,500	\$1,339,500	\$1,552,000	16%
Mar	\$1,150,000	\$1,299,000	\$1,232,500	\$1,165,000	\$1,150,000	\$1,985,000	73%
April	\$1,174,000	\$1,504,500	\$1,195,000	\$1,363,750	\$1,510,000	\$2,050,000	36%
May	\$1,050,000	\$1,253,000	\$1,227,500	\$1,462,500	n/a	\$2,150,000	n/a
June	\$1,400,000	\$1,369,000	\$1,500,000	\$1,735,000	\$1,100,000	\$1,621,000	47%
July	\$1,075,000	\$1,310,000	\$1,399,000	\$1,209,500	\$1,612,500	\$1,555,500	-4%
Aug	\$1,478,750	\$1,500,000	\$1,100,000	\$1,283,750	\$1,548,250	\$1,037,500	n/a
Sept	\$1,170,000	\$1,025,000	\$1,433,500	\$1,080,000	\$1,300,000		n/a
Oct	\$1,098,000	\$1,193,500	\$1,415,000	\$1,268,000	\$1,480,000		n/a
Nov	\$1,150,000	\$910,750	\$1,427,500	\$1,425,000	\$1,445,000		n/a
Dec	\$1,340,000	\$1,352,500	\$1,102,500	\$1,269,500	\$1,470,000		n/a

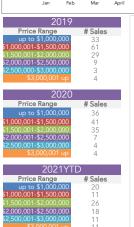


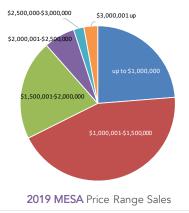


		Transactions												
	2016	2017	2018	2019	2020	2021	20 v '21							
Jan	10	5	5	39	11	7	-36%							
Feb	9	11	8	5	9	7	-22%							
Mar	9	6	18	19	9	16	78%							
April	7	10	9	6	7	17	143%							
May	11	14	10	20	0	15	n/a							
June	7	11	10	7	11	15	36%							
July	9	12	11	11	12	12	0%							
Aug	10	9	19	16	14	8	-43%							
Sept	10	11	9	17	13									
Oct	5	15	12	12	16									
Nov	10	6	6	7	12									
Dec	7	8	16	10	13									
TOTAL	104	118	133	169	127	97								













# Santa Ynez Valley

**RESIDENTIAL STATISTICS 2021 v. 2020** 

# AUG §

# SINGLE FAMILY

#### www.chicagotitlesb.com



#### **August**

Average Sales Price **2020 | 2021** 

\$1,774,805 | \$1,596,636

Median Sales Price 2020 | 2021 \$1,132,500 | \$1,015,000 CONDOMINIUM



#### **August**

Average Sales Price 2020 | 2021

\$295,000 | \$555,333

Median Sales Price 2020 | 2021

\$295,000 | \$630,000

SINGLE FAMILY

CONDOMINIUM

#### **YTDSales Price**

Average | Median

Buellton

\$861,281 | \$749,000 **Los Olivos** 

\$1,996,409 | \$1,392,500

Santa Ynez

\$2,061,464 | \$1,712,500

Solvang/Ballard

\$1,382,814 | \$1,193,250



183

Single Family Sold

January - August 2021



# August 2021 YTD Sales Volume

Buellton 27 Los Olivos 12 Santa Ynez 58 Solvang-Ballard 86

CONDOMINIUM

# August 2021 YTD Sales Volume

Buellton 16 Solvang 11

1.5 Inventory month supply

#### YTD Sales Price

Average | Median

Buellton

\$608,000 | \$623,000 **Solvang** 

\$515,955 | \$466,000

27

Condos Sold YTD

January - August 2021

August Total Sales (single-family & condos)



**-58**%

August 2021 **14** August 2020 **33** 



Condominium

Jan. – Aug. **YTD** 2021 v. **YTD** 2020



**4**%

2021 **27** Total Sales 2020 **26** Total Sales



**20%** 

2021 **\$570,500** Avg 2020 **\$473,872** Avg



**38**%

2021 **\$620,000** Median 2020 **\$450,250** Median



Single Family

Jan. – Aug. **YTD** 2021 v. **YTD** 2020



**10%** 

2021 **183** Total Sales 2020 **167** Total Sales



9%

2021 **\$1,561,193** Avg 2020 **\$1,436,071** Avg



26%

2021 **\$1,200,000** Median 2020 **\$950,000** Median