



SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

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OCT 2021

SINGLE FAMILY	 <p>\$2,973,085 Average Sales Price</p> <p>\$1,803,750 Median Sales Price</p>	CONDOMINIUM	 <p>\$1,138,119 Average Sales Price</p> <p>\$868,000 Median Sales Price</p>	SINGLE FAMILY	<p>Sales Avg Median</p> <p>Carp \$3,044,944 \$1,812,500. Gol \$1,522,933 \$1,225,000 Mont \$5,665,250 \$5,051,000 HR \$9,033,333 \$6,800,000 SB \$2,287,023 \$1,750,000 Summ \$8,133,000 \$2,999,000</p>
					<p>Sale Price Avg. Median</p> <p>Carp \$1,160,000 \$1,027,500 Gol \$814,650 \$785,000 Mont \$2,085,000 \$2,200,000 Hope Ranch n/a SB \$1,224,392 \$990,000 Summ n/a</p>



118
Single Family Sold
October 2021

SINGLE

October 2021 SALES
 Carpinteria 9
 Goleta 32
 Montecito 18
 Hope Ranch 3
 Santa Barbara 53
 Summerland 3

CONDOMINIUM

October 2021 SALES
 Carpinteria 6
 Goleta 20
 Montecito 4
 Hope Ranch n/a
 Santa Barbara 24
 Summerland n/a




54
Condos Sold
October 2021

CONDOMINIUM

October 2021 SALES
 Carpinteria 6
 Goleta 20
 Montecito 4
 Hope Ranch n/a
 Santa Barbara 24
 Summerland n/a

Total Sales
172
(-36%)
Oct '21 v. Oct '20



CASH SALES
27%

Average Days on Market

SFR	CONDO/PUD
41	28

Inventory
.98 month supply



Condominium
OCT '21 v. OCT '20

↓ -36%
2021 **54** Total Sales
2020 **84** Total Sales

↑ 23%
2021 **\$1,138,119** Average
2020 **\$925,714** Average

↑ 10%
2021 **\$868,000** Median
2020 **\$786,000** Median



Single Family
OCT '21 v. OCT '20

↓ -36%
2021 **118** Total Sales
2020 **183** Total Sales

↓ -7%
2021 **\$2,973,085** Average
2020 **\$3,193,891** Average

↑ 3%
2021 **\$1,803,750** Median
2020 **\$1,750,000** Median

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



South Santa Barbara County Sales by Area

INDICATES NON-MLS SALES INDICATES CONDOMINIUM INDICATES CASH SALE

October 2021

Carpinteria	
\$680,000	5455 8th St 10
\$695,000	1261 Franciscan Ct 5
\$705,000	5455 8th St 23
\$1,210,000	1370 Sterling Ave
\$1,350,000	3375 Foothill Rd 1114
\$1,350,000	1382 Camino Trillado
\$1,395,000	3375 FOOTHILL RD 134
\$1,585,000	5003 Pacific Village Ct
\$1,795,000	4731 4th St
\$1,812,500	1138 Vallecito Rd
\$1,852,000	3152 Via Real
\$2,135,000	4975 SANDYLAND RD 107
\$2,450,000	3910 Foothill Rd
\$7,600,000	439 Lambert Rd
\$7,750,000	3271 Beach Club Rd
<hr/>	
\$2,290,967	Avg
\$1,585,000	Median
15	Sales

Goleta	
\$500,000	5512 Armitos 44
\$580,000	33 Dearborn Pl 48
\$598,000	7386 Calle Real 31
\$675,000	7638 Hollister 131
\$700,000	137 ELLWOOD STATION RD
\$719,000	151 Chapel St
\$726,000	184 Kingston Ave. D
\$730,000	104 S Kellogg Ave
\$743,000	645 MAYRUM ST
\$750,000	7630 Hollister Ave 339
\$775,000	359 Cannon Green Dr E
\$795,000	343 Northgate Dr A
\$825,000	7388 CALLE REAL # 1
\$840,000	5084 Rhoads Ave E
\$840,000	5122 Calle Real B
\$850,000	345 KELLOGG WAY # 15
\$875,000	558 Poppyfield Pl
\$900,000	548 DENTRO
\$912,000	5321 Traci Dr
\$950,000	11 VALDIVIA DR
\$965,000	7112 MADERA DR
\$970,000	7388 Calle Real 10
\$995,000	691 ROSSMORE RD
\$1,025,000	7051 Del Norte Dr
\$1,041,175	364 Sherwood Dr
\$1,070,000	6594 Pipeline Place
\$1,095,000	39 San Marcos Trout Cib
\$1,100,000	5148 San Vicente Dr
\$1,100,000	46 San Rossano Dr
\$1,135,000	90 SOMMER LN
\$1,155,000	6107 Stow Canyon Rd
\$1,159,000	5940 Village Terrace Dr
\$1,180,000	5087 San Bernardo Pl
\$1,200,000	5088 SAN BERNARDO PL
\$1,220,000	6680 Sand Castle Pl
\$1,250,000	1016 N San Marcos Rd
\$1,255,000	15 Sanderling Ln
\$1,255,000	530 Carlo Dr
\$1,275,000	6290 Momouth Ave
\$1,450,000	772 Dos Hermanos
\$1,500,000	222 NOGAL DR
\$1,530,000	529 Tila Pl
\$1,530,320	32 Arroyo Vista Dr
\$1,543,850	121 Santa Paula Ave
\$1,576,500	5267 Calle Barquero
\$1,605,000	7167 Armstrong Rd
\$1,700,000	1099 N Patterson Ave
\$1,910,000	167 Nogal Dr
\$2,350,000	4878 Vieja Dr
\$2,703,000	1409 Camino Meleno
\$3,150,000	5996 Cuesta Verde
\$5,750,000	5325 Dorwin Lane
<hr/>	
\$1,250,516	Avg
\$1,082,500	Median
52	Sales

Hope Ranch	
\$2,300,000	970 Monte Dr
\$6,800,000	4178 Creciente Dr
\$18,000,000	4335 Marina Dr
<hr/>	
\$9,033,333	Avg
\$6,800,000	Median
3	Sales

Montecito	
\$865,000	1050 Fairway Rd
\$1,700,000	1309 Plaza De Sonadores
\$2,200,000	1705 Sycamore Canyon Rd
\$2,700,000	1333 Plaza Pacifica
\$3,075,000	122 Via Alicia
\$3,150,000	2965 E Valley Rd
\$3,850,000	2350 Bella Vista Dr
\$3,900,000	1968 Inverness Ln
\$3,900,000	726 El Rancho Road
\$4,312,500	2695 Sycamore Canyon Rd
\$4,350,000	1599 1/2 EAST VALLEY RD
\$4,482,500	20 Alston Pl
\$4,660,000	325 San Ysidro Rd
\$5,442,000	456 Crocker Sperry Dr
\$5,675,000	2900 Sycamore Canyon Rd
\$5,700,000	175 Miramar Ave
\$5,796,000	797 ASHLEY RD
\$7,450,000	610 Olive Rd
\$8,500,000	730 Lilac Dr
\$9,000,000	1550 Miramar Bch
\$9,606,500	403 Woodley Dr
\$10,000,000	36 Hammond Dr
<hr/>	
\$5,014,295	Avg
\$4,416,250	Median
22	Sales

Santa Barbara	
\$500,000	3435 Richland Dr 14
\$579,000	1720 Chapala Street 4
\$700,000	1037 W VALERIO ST
\$735,000	711 W Ortega St 10
\$795,000	315 S Canada St A
\$802,500	521 W Montecito St 6
\$825,000	56 BARRANCA AVE 9
\$836,000	12 W Constance Ave 4
\$849,000	847 Cieneguitas Rd
\$849,900	12 W Constance Ave 3
\$850,000	818 E Cota St
\$871,000	2644 State St 24
\$880,000	325 LADERA ST 3
\$883,000	26 La Cadena St
\$895,000	317 Ladera St 2
\$925,000	839 CIENEGUITAS RD
\$954,000	1215 Chino St
\$960,000	2638 State Street 20
\$975,000	1305 Punta Gorda St
\$990,000	1249 DIANA LN
\$1,020,000	236 Reef Ct
\$1,080,000	2920 Foothill Rd
\$1,120,000	209 W Constance Ave
\$1,140,000	1110 E De La Guerra St
\$1,182,000	720 Calle De Los Amigos
\$1,194,000	1402 W Valerio Street
\$1,198,000	726 Calle De Los Amigos
\$1,200,000	2708 Vernon Rd
\$1,275,000	2426 Fletcher Ave
\$1,300,000	689 CALABRIA DR
\$1,350,000	1721 GRAND AVE
\$1,350,000	1095 Veronica Springs Rd
\$1,350,000	410 E Calle Laureles
\$1,400,000	2628 Hacienda Way
\$1,400,000	605 Grove Ln
\$1,520,000	401 Chapala Street 312
\$1,545,000	3331 Madrona Dr
\$1,550,000	4005 La Colina Rd
\$1,600,000	121 W Junipero St
\$1,600,000	2984 Glen Albyn Dr

Santa Barbara-CONT'D	
\$1,635,000	1524 Olive St 3
\$1,650,000	218 E Yanonali St A
\$1,650,000	3724 State St 306
\$1,663,000	669 Del Parque Drive D
\$1,665,000	18 West Victoria Street 310
\$1,680,000	832 Vincente Way
\$1,700,000	1615 LAGUNA ST
\$1,700,000	1260 Ferrel Rd
\$1,750,000	514 Tallant Rd
\$1,780,000	8 Calle Capistrano
\$1,824,500	2625 Borton Dr
\$1,855,000	125 San Roque Rd
\$1,950,000	1000 E De La Guerra
\$2,100,000	1602 Payeras St
\$2,155,000	732 Litchfield Ln
\$2,250,000	801 De La Guerra Terrace
\$2,295,000	1128 Garcia Rd
\$2,300,000	920 Weldon Rd
\$2,450,000	3848-2 Crescent Drive
\$2,475,000	911 Alameda Padre Serra
\$2,484,000	1115 Arbolado Rd
\$2,539,000	23 Las Alturas Cir
\$2,600,000	1737 Loma St
\$2,650,000	2015 Green Ln
\$2,750,000	618 Anacapa Street #4
\$2,750,000	30 Barranca Ave 3
\$2,899,000	422 Alan Rd
\$3,085,000	350 Miradero Lane
\$3,400,000	986 Cheltenham Rd
\$3,400,000	554 Litchfield Ln
\$3,440,000	1731 Las Tunas Rd
\$3,925,000	414 Sea Ranch Dr
\$4,250,000	1626 Santa Barbara Street
\$5,000,000	1633 Overlook Ln
\$7,000,000	1731 Lasuen Rd
\$7,250,000	1131 Las Alturas Rd
\$10,100,000	3232 Campanil Dr
<hr/>	
\$1,962,051	Avg
\$1,600,000	Median
77	Sales

Summerland	
\$1,900,000	120 Hollister St
\$2,999,000	2211 Calle Culebra
\$19,500,000	2709 Vista Oceano Ln
<hr/>	
\$8,133,000	Avg
\$2,999,000	Median
3	Sales

SOUTH COUNTY TOTAL	
172	SALES
\$2,396,991	Avg. Price
\$1,530,160	Median
125	SALES OVER 1 MILLION
SOUTH COUNTY TTL (Excluding Luxury)	
145	SALES
\$1,691,503	Avg. Price
\$1,300,000	Median
SFR Only (Excluding Luxury)	
95	SALES
\$2,022,627	Avg. Price
\$1,550,000	Median
Condo ONLY (Excluding Luxury)	
50	SALES
\$1,062,368	Avg. Price
\$849,950	Median
ALL SFR Only	
118	SALES
\$2,973,085	Avg. Price
\$1,803,750	Median
All CONDO ONLY	
54	SALES
\$1,138,119	Avg. Price
\$868,000	Median
CASH ONLY	
29%	

Luxury: Hope Ranch, Montecito Beachfront and greater than 10million

information deemed reliable but not guaranteed



DATA
Real Estate
Statistics

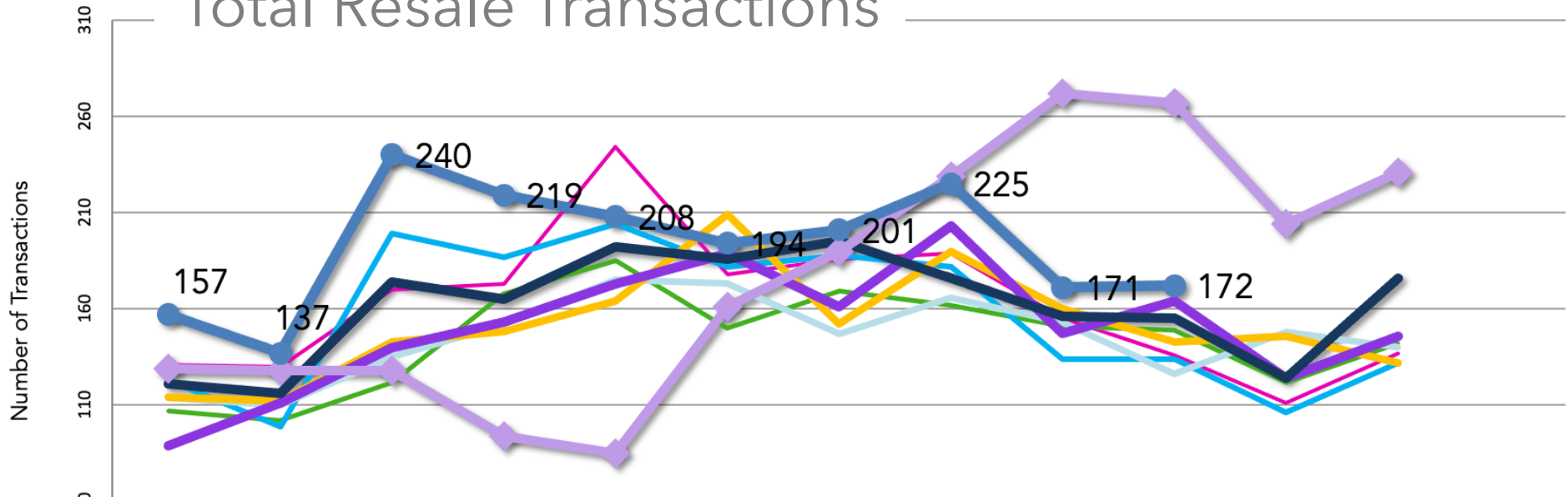
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Market Trends

South Santa Barbara County

October 2021

Total Resale Transactions








	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	131	130	170	173	244	178	186	189	155	136	111	137
2014	107	102	122	168	185	150	169	162	151	149	122	142
2015	123	99	199	187	204	182	188	182	134	134	106	132
2016	114	110	135	152	175	173	147	166	153	126	148	140
2017	114	112	143	148	164	209	152	190	160	143	146	132
2018	89	111	140	153	173	189	161	203	147	164	124	146
2019	121	116	174	165	192	186	195	176	156	155	124	176
2020	129	128	128	94	85	161	190	229	272	267	204	231
2021	157	137	240	219	208	194	201	225	171	172		









SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

oct
YTD 2021

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SINGLE FAMILY	 \$3,048,027 Average Sales Price \$1,875,000 Median Sales Price	CONDOMINIUM	 \$1,040,222 Average Sales Price \$839,500 Median Sales Price	Total Sales 1923 (↑ -%14) \$2,450,000 (↑%23) Average \$1,498,000 (↑%25) Median OCT '21 V OCT '20
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 1351 Single Family Sold Jan-Oct 2021	SINGLE FAMILY	YTD 2021 SALES Carpinteria 72 Sales: \$2,587,819 Avg \$1,395,000. Median Goleta 311 Sales \$1,557,230 Avg \$1,280,000 Median. Montecito 292 Sales \$6,266,996 Avg. \$4,625,000 Median Hope Ranch 57 Sales \$5,935,842 Avg. \$4,750,000 Median Santa Barbara 603 Sales \$1,993,668 Avg \$1,680,000 Median. Summerland 16 Sales \$4,798,479 Avg \$3,074,500 Median.	CONDOMINIUM	YTD 2021 SALES Carpinteria: 115 Sales \$830,687 Avg. Price \$700,000 Median Goleta 167 Sales \$777,201 Avg. Price \$750,000 Median Montecito 49 Sales \$2,173,469. AvgPrice 1,875,000 Median Hope Ranch n/a Santa Barbara 239 Sales \$1,090,943 Avg. Price \$920,100 Median Summerland 2 Sales \$1,225,000 Avg Price \$1,225,000 Median
 572 Condos Sold Jan-Oct 2021				
 CASH SALES YTD 33%				

 Condominium Jan.- Oct '21 v Jan Oct'20	 19% 2021 572 Total Sales 2020 480 Total Sales	 18% 2021 \$1,040,222 Average 2020 \$881,565 Average	 13% 2021 \$839,500 Median 2020 \$740,000 Median
 SingleFamily Jan-Oct '21 v Jan-Oct '20	 12% 2021 1351 Total Sales 2020 1203 Total Sales	 30% 2021 \$3,048,027 Average 2020 \$2,352,921 Average	 26% 2021 \$1,875,000 Median 2020 \$1,494,000 Median

Santa Ynez Valley

RESIDENTIAL STATISTICS 2021 v. 2020





OCT 2021



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SINGLE FAMILY	 October Average Sales Price 2020 2021 \$1,996,000 \$1,519,881 Median Sales Price 2020 2021 \$1,274,750 \$1,250,000	CONDOMINIUM	 October Average Sales Price 2020 2021 \$545,000 \$560,833 Median Sales Price 2020 2021 \$522,500 \$575,000	SINGLE FAMILY	YTD Sales Price Average Median Buellton \$884,813 \$795,000 Los Olivos \$1,996,409 \$1,392,500 Santa Ynez \$2,075,999 \$1,675,000 Solvang/Ballard \$1,384,098 \$1,218,500
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 225 Single Family Sold YTD January – October 2021	SFR	October 2021 YTD Sales Volume Buellton 37 Los Olivos 12 Santa Ynez 74 Solvang-Ballard 102	CONDOMINIUM	YTD Sales Price Average Median Buellton \$618,370 \$622,500 Solvang \$492,367 \$466,000
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 38 Condos Sold YTD January – October 2021	CONDOMINIUM	October 2021 YTD Sales Volume Buellton 23 Solvang 15	October Total Sales (single-family & condos)  -29% October 2021 27 October 2020 38
1.3 Inventory month supply			

 Condominium Jan. – Oct. YTD 2021 v. YTD 2020	 15% 2021 38 Total Sales 2020 33 Total Sales	 16% 2021 \$568,632 Avg 2020 \$492,112 Avg	 28% 2021 \$609,500 Median 2020 \$476,785 Median
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 Single Family Jan. – Oct. YTD 2021 v. YTD 2020	 -1% 2021 225 Total Sales 2020 229 Total Sales	 1% 2021 \$1,562,208 Avg 2020 \$1,546,000 Avg	 26% 2021 \$1,237,000 Median 2020 \$985,000 Median
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