

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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Q1 2023

SINGLE FAMILY



\$3,208,492
Average Sales Price

\$2,000,000
Median Sales Price

YTD

CONDOMINIUM



\$1,192,247
Average Sales Price

\$990,000
Median Sales Price

YTD

Total Sales

241
↓ -41%

\$2,597,762 ↓ -9%
Average Price

\$1,590,000 ↓ -10%
Median Price

Mar.'23 v Mar.'22



168
Singe Family Sold
Jan-Mar 2023 YTD

SINGLE

YTD Sales

	2022	2023	%Chg
Carpinteria	14	14	0%
Avg	\$ 1,512,750	\$ 3,661,667	142%
Median	\$ 1,500,000	\$ 3,576,786	138%
Goleta	76	44	-42%
Avg	\$ 1,635,731	\$ 1,533,574	-6%
Median	\$ 1,442,500	\$ 1,549,500	7%
Hope Ranch	9	7	-22%
Avg	\$ 5,333,889	\$ 6,792,857	27%
Median	\$ 4,650,000	\$ 7,250,000	56%
Montecito	63	27	-57%
Avg	\$ 7,884,338	\$ 6,618,933	-16%
Median	\$ 5,675,000	\$ 5,030,000	-11%
Santa Barbara	116	72	-38%
Avg	\$ 2,732,528	\$ 2,420,613	-11%
Median	\$ 2,200,000	\$ 1,950,000	-11%
Summerland	2	4	100%
Avg	\$ 3,200,000	\$ 5,232,288	64%
Median	\$ 3,200,000	\$ 3,939,575	23%


CONDO

YTD Sales

	2022	2023	%Chg
Carpinteria	22	10	-55%
Avg	\$ 879,891	\$ 722,000	-18%
Median	\$ 823,750	\$ 752,500	-9%
Goleta	38	26	-32%
Avg	\$ 831,750	\$ 918,846	10%
Median	\$ 780,000	\$ 905,000	16%
Montecito	12	6	-50%
Avg	\$ 2,831,667	\$ 2,449,500	-13%
Median	\$ 2,987,500	\$ 2,550,000	-15%
Santa Barbara	56	31	-45%
Avg	\$ 1,202,533	\$ 1,329,904	11%
Median	\$ 933,500	\$ 1,302,250	40%
Summerland	1	0	n/a
Avg	\$ 1,025,000	\$ 0	
Median	\$ 1,025,000	\$ 0	



73
Condos Sold
Jan-Mar 2023 YTD



ALL-CASH Sales

35%



Condominium
Mar '23 v Mar '22

↓ -43%

2023 **73** Total Sales
2022 **129** Total Sales

→ 0%

2023 **\$1,192,247** Average
2022 **\$1,188,406** Average

↑ 10%

2023 **\$990,000** Median
2022 **\$896,000** Median



Single Family
Mar '23 v Mar '22

↓ -40%

2023 **168** Total Sales
2022 **280** Total Sales

↓ -11%

2023 **\$3,208,492** Average
2022 **\$3,619,949** Average

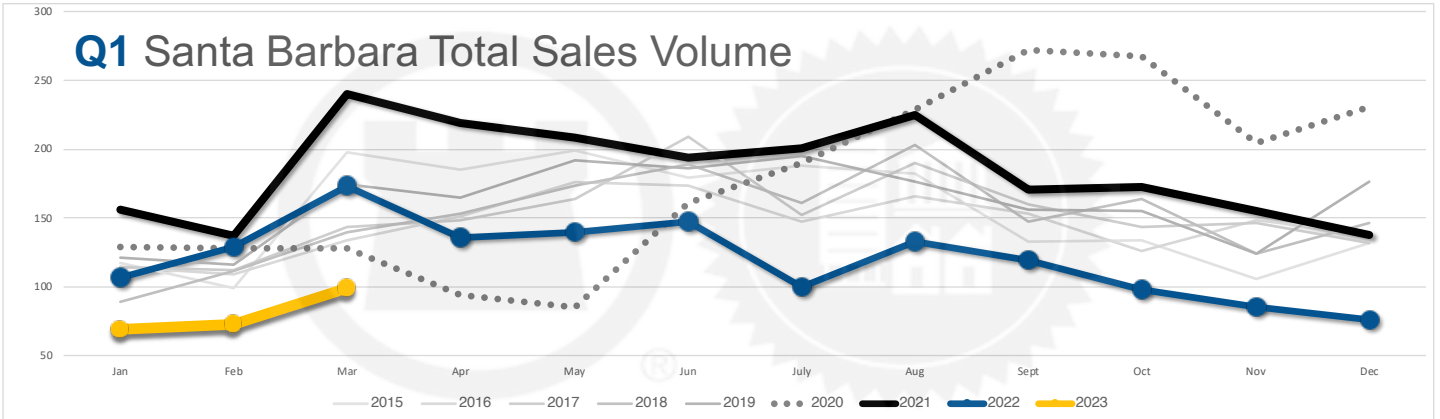
↓ -10%

2023 **\$2,000,000** Median
2022 **\$2,218,000** Median

Fidelity National Title Group-Santa Barbara

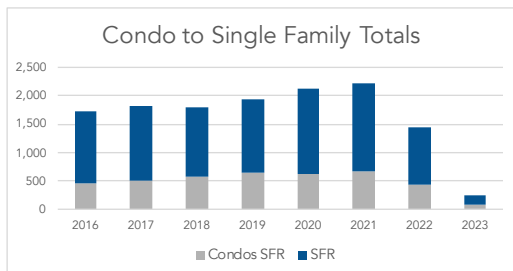
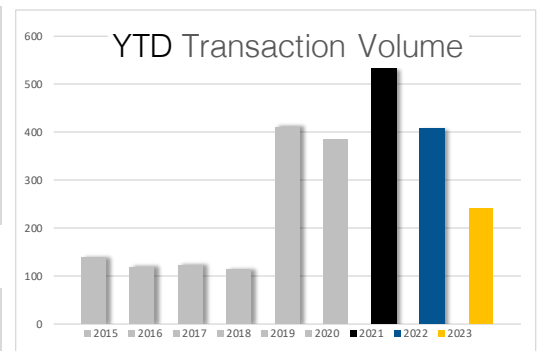
Q1 2023 Santa Barbara Real Estate Report

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	171	172	155	138	2,216
2022	107	129	173	136	140	147	100	133	119	98	85	76	1,443
2023	69	73	99										



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	675	1,541	2,216	30%
2022	428	1,015	1,443	30%
2023	73	168	241	30%

MTD Trans Volume			% Change
2015	138	n/a	
2016	119	-14%	
2017	123	3%	
2018	113	-8%	
2019	411	264%	
2020	385	-6%	
2021	533	38%	
2022	409	-23%	
2023	241	-41%	

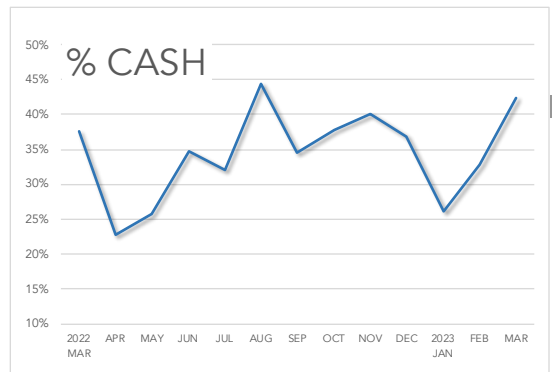
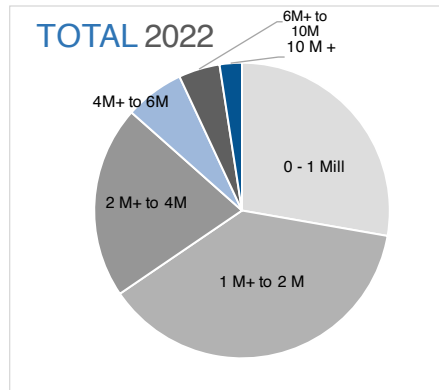
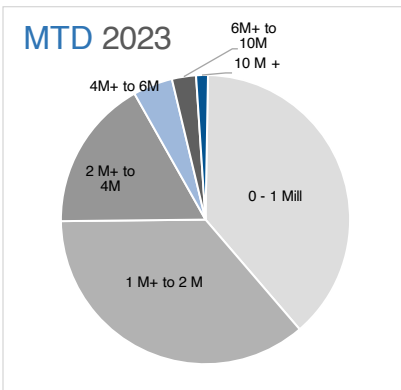


TOTAL YTD Sales Dollar Volume			%CHG
2016	\$2,393,974,000	8%	
2017	\$2,592,122,524	0%	
2018	\$2,589,711,931	18%	
2019	\$3,043,923,281	36%	
2020	\$4,142,544,870	29%	
2021	\$5,353,551,979	-27%	
2022	\$3,933,446,977	-84%	
YTD-2023	\$626,060,734		

CASH Transactions			
	#	Total Trans	%
2022 MAR	65	173	38%
APR	31	136	23%
MAY	36	140	26%
JUN	51	147	35%
JUL	32	100	32%
AUG	59	133	44%
SEP	41	119	34%
OCT	37	98	38%
NOV	34	85	40%
DEC	28	76	37%
2023 JAN	18	69	26%
FEB	24	73	33%
MAR	42	99	42%

Price Range (Millions)	Volume
0 - 1 Mill	52
1 M+ to 2 M	98
2 M+ to 4M	55
4M+ to 6M	18
6M+ to 10M	10
10 M +	8
TOTAL	241

Price Range (Millions)	Volume	%CHG
0 - 1 Mill	286	450%
1 M+ to 2 M	586	498%
2 M+ to 4M	358	551%
4M+ to 6M	102	467%
6M+ to 10M	59	490%
10 M +	52	550%
TOTAL	1443	

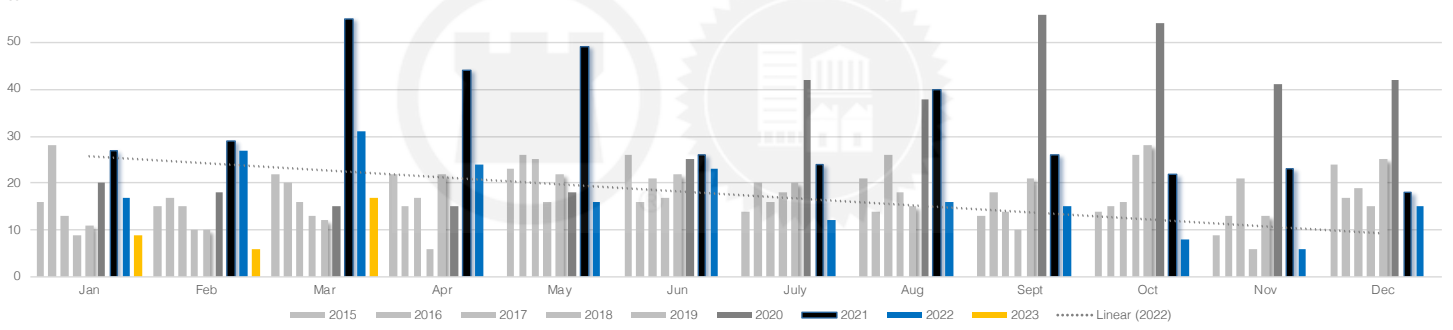


Fidelity National Title Group-Santa Barbara

2023 Q1 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	65	17	20	15	26	16	20	14	18	15	13	17	256
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	44	49	26	24	40	26	22	23	18	383
2022	17	27	31	24	16	23	12	16	15	8	6	15	210
2023	9	6	17										32

YTD Montecito Total Sales Volume



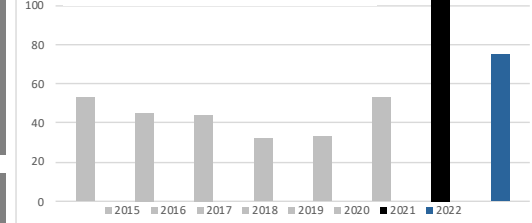
YTD Sales Total

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	54	329	383	14%
2022	33	177	210	16%
2023	6	26	32	19%

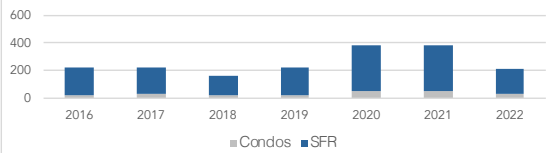
YTD Volume

Year	Volume	%CHG
2015	53	
2016	45	-15%
2017	44	-2%
2018	32	-27%
2019	33	3%
2020	53	61%
2021	111	109%
2022	75	-32%
2023	32	-57%

YTD Transaction Volume



Condo to Single Family Totals



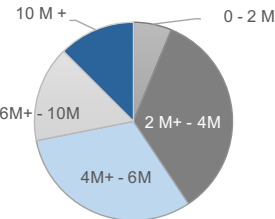
Total \$ Volume

Year	Total \$ Volume	% CHG
2016	\$646,961,500	
2017	\$697,684,000	8%
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022	\$1,364,428,531	-38%
2023mtd	\$190,708,200	-86%

CASH Transactions

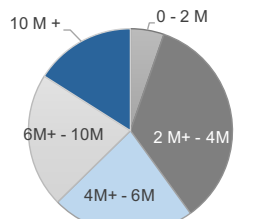
Year	Month	#	Total Sales	%	
2022	MAR	11	31	35%	
	APR	8	24	33%	
	MAY	7	16	44%	
	JUN	10	23	43%	
	JUL	6	12	50%	
	AUG	8	16	50%	
	SEP	9	16	56%	
	OCT	6	8	75%	
	NOV	5	6	83%	
	DEC	8	15	53%	
	2023	JAN	5	9	56%
		FEB	1	6	17%
MAR		12	17	71%	

Price Range (Millions)	2023 MTD
0 - 2 M	2
2 M+ - 4M	11
4M+ - 6M	10
6M+ - 10M	5
10 M +	4
TOTAL	32



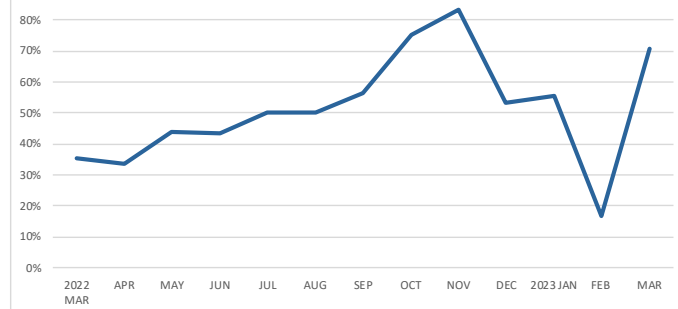
2023 YTD Price Range Breakdown

Price Range (Millions)	2022 MTD
0 - 2 M	4
2 M+ - 4M	26
4M+ - 6M	17
6M+ - 10M	16
10 M +	12
TOTAL	75



2022 YTD Price Range Breakdown

% CASH

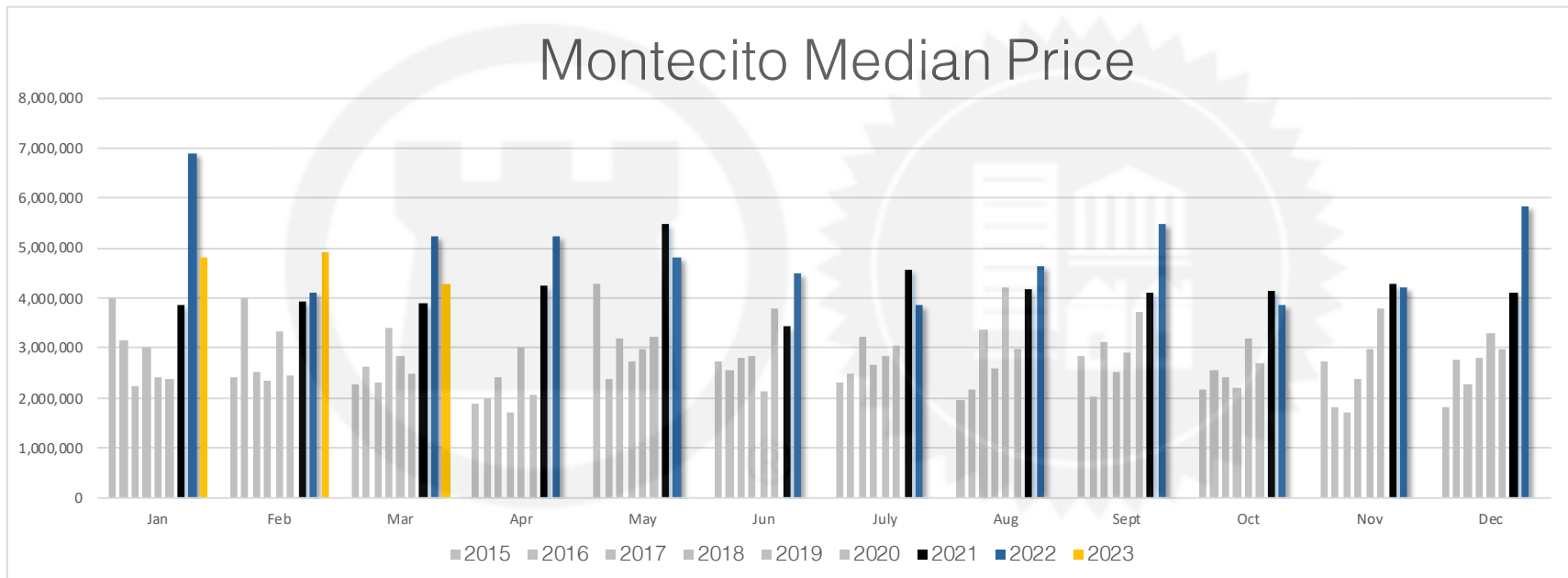




2023 Montecito YTD Real Estate Report

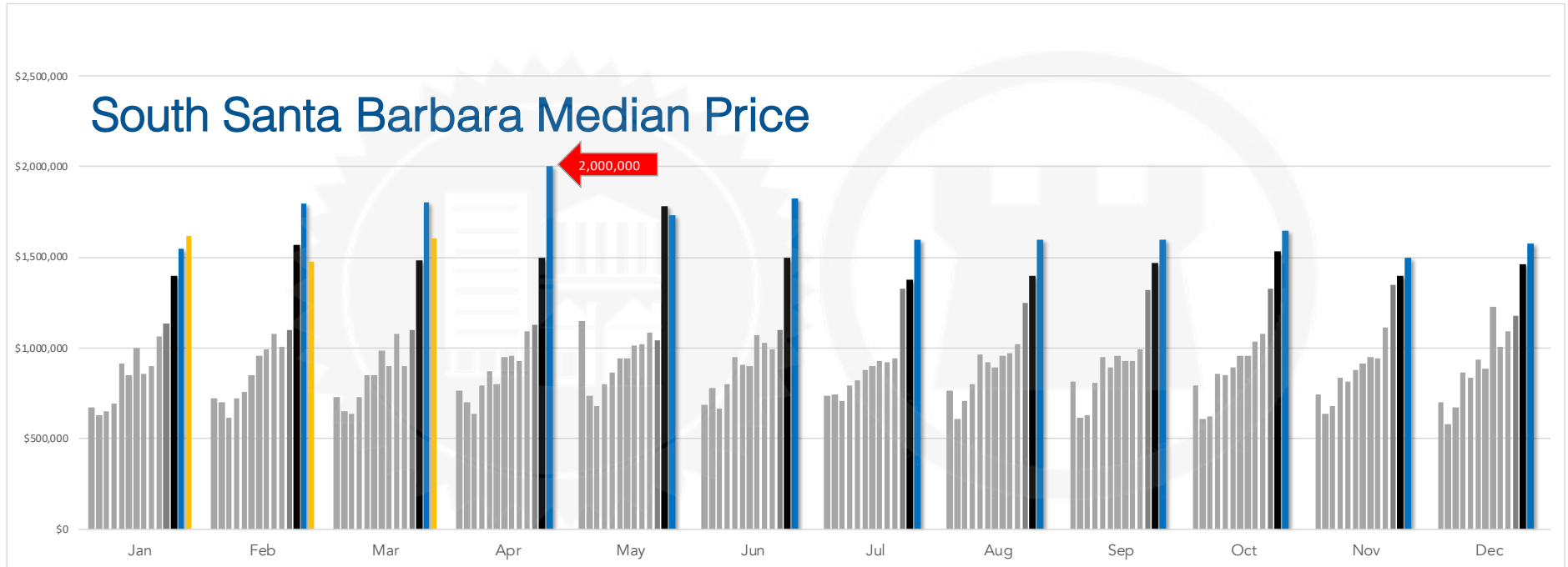
Median Price Trend

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	\$4,187,166	\$4,125,000	\$4,146,250	\$4,300,000	\$4,112,500
2022	\$6,882,000	\$4,100,000	\$5,250,000	\$5,244,133	\$4,825,000	\$4,485,200	\$3,875,083	\$4,637,500	\$5,500,000	\$3,874,410	\$4,222,500	\$5,825,000
2023	\$4,800,000	\$4,911,500	\$4,300,000									





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	\$1,470,000	\$1,530,160	\$1,400,000	\$1,462,000	\$1,489,396	24%
2022	\$1,550,000	\$1,797,500	\$1,800,000	\$2,000,000	\$1,730,000	\$1,827,000	\$1,600,000	\$1,595,000	\$1,595,000	\$1,650,000	\$1,500,000	\$1,575,000	\$1,684,958	13%
2023	\$1,615,000	\$1,476,000	\$1,605,000											-100%



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.