SOUTH SANTA BARBARA COUNTY
RESIDENTIAL STATISTICS

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MAY 2021

SINGLE FAMILY

$3,534,792
Average Sales Price

$2,280,000
Median Sales Price

CONDOMINIUM

$1,023,092
Average Sales Price

$825,000
Median Sales Price

SINGLE FAMILY

Sales
Avg | Median

Carp $2,100,714 | $1,785,000.
Gol $1,456,483 | $1,240,500
Mont $6,888,886 | $5,900,000
HR $5,622,500 | $3,983,500
SB $2,145,529 | $1,825,000
Summ $7,500,000 | $7,500,000

CONDOMINIUM

Sale Price
Avg. | Median

Carp $735,000 | $695,000
Gol $673,182 | $627,000
Mont $953,800 | $1,000,000
Hope Ranch n/a
SB $1,069,712 | $979,500
Summ n/a | n/a

159
Single Family Sold
May 2021

SINGLE

May 2021 SALES
Carpinteria 7
Goleta 30
Montecito 44
Hope Ranch 8
Santa Barbara 69
Summerland 1

49
Condos Sold
May 2021

CONDOMINIUM

May 2021 SALES
Carpinteria 7
Goleta 11
Montecito 5
Hope Ranch n/a
Santa Barbara 26
Summerland 0

Total Sales
208
(↑145%)
May '21 **v.** May '20

Average Days on Market

SFR/PUD	CONDO
62	52

CASH SALES
39%

Inventory
1.20 month supply

Condominium
May'21 v. May '20

↑ **145%**
2012 **49** Total Sales
2020 **20** Total Sales

↑ **6%**
2021 **$1,023,092 Average**
2020 **$963,850 Average**

↑ **2%**
2021 **$825,000 Median**
2020 **$810,000 Median**

Single Family
May '21 v. May '20

↑ **145%**
2021 **159** Total Sales
2020 **65** Total Sales

↑ **67%**
2021 **$3,534,792** Average
2020 **$2,117,848** Average

↑ **95%**
2021 **$2,280,000** Median
2020 **$1,169,000** Median

SOUTH SANTA BARBARA COUNTY
RESIDENTIAL STATISTICS

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May YTD 2021

SINGLE FAMILY

$3,205,655
Average Sales Price

$1,995,000
Median Sales Price

CONDOMINIUM

$1,032,242
Average Sales Price

$819,500
Median Sales Price

Total Sales
960
(↑70%)
$2,601,175 (+71%)
Average Price
$1,550,000 (+41%)
Median
MAY '21 v MAY '20

693
Single Family Sold
Jan- May YTD 2021

267
Condos Sold
Jan-May YTD 2021

SINGLE FAMILY

YTD 2021 SALES

Carpinteria 29 Sales
$2,986,534 Avg
$1,505,000 Median

Goleta 152 Sales
$1,477,365 Avg
$1,210,500 Median

Montecito 174 Sales
$6,428,595 Avg.
$4,832,500 Median

Hope Ranch 33 Sales
$5,114,242 Avg
$4,250,000 Median

Santa Barbara 298 Sales
$1,999,094 Avg
$1,722,500 Median

Summerland 7 Sales
$3,896,357 Avg
$1,900,000 Median

CONDOMINIUM

YTD 2021 SALES

Carpinteria: 56 Sales
$805,500 Avg.
$757,500 Median

Goleta 68 Sales
$703,809 Avg.
$670,000 Median

Montecito 29 Sales
$2,061,448 Avg.
$1,875,000 Median

Santa Barbara 112 Sales
$1,076,086 Avg.
$940,000 Median

Summerland 2
$1,225,000 Avg
$1,225,000 Median

Condominium Jan.- May '21 v Jan-May'20	↑ 66% 2021 **267** Total Sales 2020 **151** Total Sales	↑ 22% 2021 **$1,032,242** Average 2020 **$863,970** Average	↑ 10% 2021 **$819,250** Median 2020 **$760,000** Median
SingleFamily Jan-May '21 v Jan-May '20	↑ 54% 2021 **693** Total Sales 2020 **413** Total Sales	↑ 89% 2021 **$3,205,655** Average 2020 **$1,761,953** Average	↑ 51% 2021 **$1,995,000** Median 2020 **$1,250,000** Median

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

South Santa Barbara County Sales by Area

INDICATES NON-MLS SALES | INDICATES CONDOMINIUM | INDICATES CASH SALE

May 2021

Carpinteria

$471,000	4005 GREEN HERON SPRING DR
$645,000	5455 EIGHTH ST 43
$679,000	231 LINDEN AVE 16
$695,000	4240 CARPINTERIA AVE 2
$715,000	4515 CARPINTERIA AVE B
$750,000	4401 CATLIN CIR B
$1,190,000	4975 SANDYLAND RD 302
$1,200,000	4774 STERLING WAY
$1,300,000	1413 STERLING AVE
$1,505,000	4839 EL CARRO LN
$1,785,000	4740 FOURTH ST
$2,400,000	140 OCEAN VIEW AVE
$2,915,000	4468 FOOTHILL RD
$3,600,000	6659 AROZENA LN
$1,417,857	Average
$1,195,000	Median
	14 Sales

Goleta

$420,000	39 DEARBORN PL 99
$509,000	5792 ENCINA RD # 1
$537,000	7386 CALLE REAL 24
$575,000	250N FAIRVIEW # 4
$600,000	219 N KELLOGG AVE
$625,000	7634 HOLLISTER AVE 125
$627,000	218 ENTRANCE RD 4
$646,500	7602 HOLLISTER AVE 306
$745,000	118 EL SUENO RD
$750,000	163 N KELLOGG AVE D
$900,000	434 WINDSOR AVE
$902,500	401 CAMINO DE LA ALDEA
$910,000	5088 SAN SIMEON DR
$920,000	433 N LA PATERA LN
$975,000	4674 TAJO DR
$1,025,000	917 DIAMOND CREST CT
$1,025,000	678 ARDMORE DR
$1,068,000	530 WOODLEAF LN
$1,100,000	4790 GLENBROOK ST
$1,105,000	435 MILLS WAY
$1,150,000	39 CARLO DR
$1,175,000	231 FIR TREE PL
$1,183,000	169 SAN FEDERICO AVE
$1,195,000	6268 PARKHURST DR
$1,200,000	5815 BERKELEY RD
$1,231,000	619 EDGEWOOD DR
$1,250,000	5304 ORCHARD PARK LN
$1,275,000	431 ALBANY CT
$1,300,000	5426 TREE FARM LN
$1,305,000	6217 WESTMORLAND PL
$1,360,000	619 RIPLEY ST
$1,410,000	4605 MORE MESA DR
$1,450,000	422 CASETA WAY
$1,500,000	1125 ORCHID DR
$1,555,000	5115 WALNUT PARK DR
$1,600,000	873 SANTA MARGUERITA DR
$1,675,000	584 VEREDA DEL CIERVO
$2,095,000	7735 KESTREL LN
$2,525,500	4517 VIA CLARICE
$3,000,000	4506 CREEK LN
$4,700,000	1130 VIA DEL REY
$1,246,329	Average
$1,150,000	Median
	41 Sales

Hope Ranch

$2,700,000	1057 MONTE DR
$3,088,000	845 VIA HIERBA
$3,275,000	990 VIA FRUTERIA
$3,717,000	1475 CANTERA AVE
$4,250,000	4135 LAGO DR
$4,500,000	965 VIA FRUTERIA
$6,300,000	4441 VIA ESPERANZA
$17,150,000	4015 BAJADA LN
$5,622,500	Average
$3,983,500	Median
	8 Sales

Montecito

$895,000	1363 PLAZA DE SONADORES
$975,000	1220 COAST VILLAGE 212
$1,450,000	490 RANCHITO VISTA RD
$1,950,000	1380 VIRGINIA RD
$1,966,000	74 CHASE DR
$1,999,000	1329 PLAZA DE PACIFICA
$2,280,000	1863 SAN LEANDRO LN
$2,300,000	305 SIERRA VISTA RD
$2,450,000	1200 TORO CANYON RD
$2,680,000	511 ALSTON RD
$2,775,000	127 VIA ALICIA
$2,799,000	915 CAMINO VIEJO RD
$3,100,000	1265 MESA RD
$3,125,000	54 SEAVIEW DR
$3,195,000	124 VIA ALICIA
$3,200,000	675 OLIVE RD
$3,200,000	1121 CIMA LINDA LN
$4,125,000	2081 CHINA FLAT RD
$4,475,000	1749 GLEN OAKS DR
$4,500,000	607 COWLES RD
$4,655,000	2900 SYCAMORE CANYON RD
$4,800,000	660 LILAC DR
$5,150,000	796 BUENA VISTA AVE
$5,250,000	1757 GLEN OAKS DR
$5,500,000	249 LAS ENTRADAS DR
$5,585,000	1770 JELINDA DR
$5,800,000	1101 ALSTON RD
$6,000,000	1506 MIRAMAR BCH DR
$6,230,000	1166 SUMMIT RD
$6,305,000	117 CRESTVIEW LN
$6,410,000	1327 GREEN MEADOWS RD
$6,905,000	2084 EAST VALLEY RD
$7,295,000	1143 HILL RD
$7,350,000	1598 RAMONA LN
$7,375,000	645 OLIVE RD
$7,900,000	167 POMAR LN
$8,500,000	206 OLIVE MILL RD
$9,175,000	1188 SUMMIT RD
$9,300,000	655 EL BOSQUE RD
$9,815,000	1115 CLOVER LN
$9,910,000	999 ROMERO CANYON RD
$10,621,500	1147 HILL RD
$11,250,000	2662 SYCAMORE CANYON RD
$11,430,500	735 FUERA LN
$12,060,000	848 PICACHO LN
$14,400,000	975 LILAC DR
$15,499,000	605 COWLES RD
$15,975,000	745 ASHLEY RD
$22,995,000	1150 CHANNEL DR
$6,385,306	Average
$5,500,000	Median
	49 Sales

Santa Barbara

$360,000	1815 STANWOOD DR
$556,500	120 POR LA MAR CIR
$560,000	601 FREEMONT PL
$575,000	239 POR LA MAR CIR
$598,000	4648 GRANADA
$600,000	3663 SAN REMO DR #4C
$640,000	1066 MIRAMONTE DR 4
$652,500	2127 MONTEREY ST
$706,000	346 POR LA MAR CIR
$722,500	407 W PEDREGOSA ST 15
$725,000	413 VIA ROSA 9
$729,000	1712 DE LA VINA ST A
$736,000	851 CIENEGUITAS RD
$750,000	711 SPRING ST
$770,000	1608 CASTILLO ST
$825,000	122 W MICHELTORENA ST F
$830,000	2644 STATE ST 23
$850,000	1303 CLIFTON ST A
$850,000	1903 SAN ANDRES ST
$865,000	729 W VALERIO ST
$959,000	56 BARRANCA AVE 1
$1,000,000	350 CHAPALA ST 211
$1,049,000	105 W DE LA GUERRA # E
$1,070,000	18 W VICTORIA ST # 307
$1,075,000	35 LESLIE DR
$1,150,000	1417 W VALERIO ST
$1,194,000	1130 LAGUNA ST
$1,200,000	1430 LAGUNA ST UNIT A
$1,212,000	3791 STATE ST UNIT D
$1,290,000	1258 VERONICA SPRINGS RD
$1,299,000	1921 CASTILLO ST
$1,300,000	401 CHAPALA ST # 112
$1,349,000	208 SANTA BARBARA ST #D
$1,360,000	1578 OVERLOOK LN
$1,375,000	1814 OLIVE AVE
$1,395,000	510 MIRAMONTE DR
$1,436,000	1745 LA CORONILLA DR
$1,445,000	1516 DE LA VINA ST
$1,448,500	2429 VISTA DEL CAMPO
$1,450,000	1255 DOVER LN
$1,450,000	2972 LA COMBADURA RD
$1,495,000	2212 CHAPALA ST
$1,505,000	3798 PESCADERO DR
$1,510,000	3876 NATHAN RD
$1,517,000	1615 SYCAMORE CANYON RD
$1,550,000	210 SANTA BARBARA ST #B
$1,585,000	825 WINDSOR WAY
$1,600,000	2786 EXETER PL
$1,600,000	93 VISTA DEL MAR DR
$1,615,000	876 PASEO FERRELO
$1,625,000	2760 WILLIAMS WAY
$1,665,000	2402 CALLE GALICIA
$1,750,000	230 LA VISTA GRANDE
$1,775,000	3215 LAUREL CANYON RD
$1,800,000	910 BATH ST
$1,801,000	3860 STERRETT AVE
$1,807,000	802 WILLOWGLEN RD
$1,822,500	225 E COTA ST #3
$1,825,000	3945 STACY LN
$1,875,000	121 EUCALYPTUS HILL CIR
$1,891,500	517 DE LA VISTA AVE
$1,910,000	3711 HITCHCOCK RD
$1,925,000	3020 PUESTA DEL SOL

Santa Barbara Cont'd

$1,950,000	435 FELLOWSHIP RD
$2,000,000	903 CHELTENHAM RD
$2,010,000	3141 CALLE FRESNO
$2,150,000	1317 LOS ALAMOS PL
$2,165,000	120 CHAPALA ST
$2,200,000	434 TERRACE RD
$2,250,000	115 E LOS OLIVOS ST
$2,300,000	895 PASEO FERRELO
$2,300,000	331 SHERMAN RD
$2,350,000	11 NORTHRIDGE RD
$2,400,000	3628 SAN REMO DR
$2,443,500	924 GARDEN ST
$2,500,000	531 CHAPALA ST # C
$2,500,000	637 AURORA AVE
$2,600,000	276 SANTA MONICA WAY
$2,688,000	4478 MEADOWLARK LN
$2,875,000	15 WOODALE LN
$2,900,000	1674 FRANCESCHI RD
$2,988,000	1407 TUNNEL RD
$3,000,000	1617 FRANCESCHI RD
$3,000,000	780 CHARLOTTE LN
$3,000,000	3018 PASEO TRANQUILLO
$3,100,000	620 FOXEN DR
$3,220,500	2120 TEN ACRE RD
$3,393,000	1122 HARBOR HILLS LN
$3,560,000	453 VISTA DE LA PLAYA
$3,650,000	309 VISTA DE LA CUMBRE
$3,800,000	1600 MIRA VISTA AVE
$4,070,000	1556 LA VISTA RD
$4,280,000	280 LOMA MEDIA RD
$5,500,000	1509 SHORELINE DR
$8,855,000	1631 SHORELINE DR
$7,500,000	320 ORTEGA RIDGE RD
$1,909,938	Avg
$1,600,000	Median
	96 Sales

SOUTH COUNTY TOTAL

208	SALES
$2,943,094	Avg. Price
$1,780,000	Median
164	SALES OVER 1 MILLION

SOUTH COUNTY TTL (Excluding Luxury)

151	SALES
$1,684,129	Avg Price
$1,395,000	Median

SFR Only (Excluding Luxury)

107	SALES
$1,999,449	Avg Price
$1,600,000	Median

Condo ONLY (Excluding Luxury)

44	SALES
$917,330	Avg Price
$747,500	Median

ALL SFR Only

159	SALES
$3,534,792	Avg Price
$2,280,000	Median

All CONDO ONLY

49	SALES
$1,023,092	Avg Price
$825,000	Median

CASH ONLY

39%

"Luxury": Hope Ranch, Montecito & Beachfront

information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

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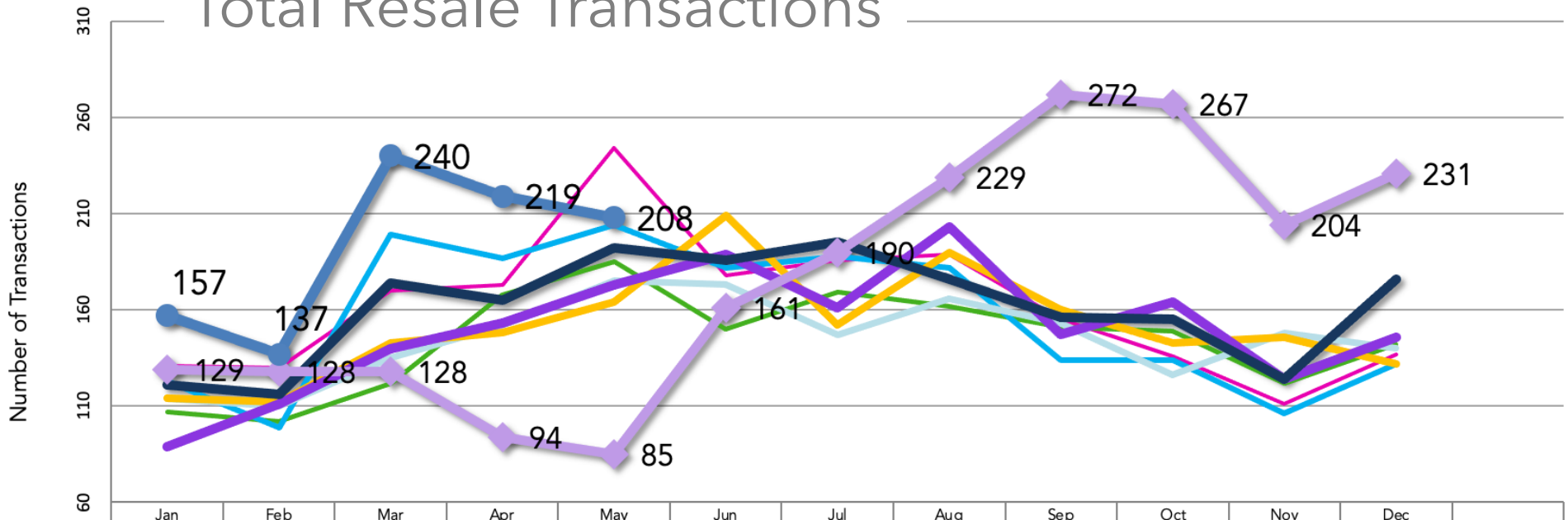
Market Trends

South Santa Barbara County

May 2021

Total Resale Transactions

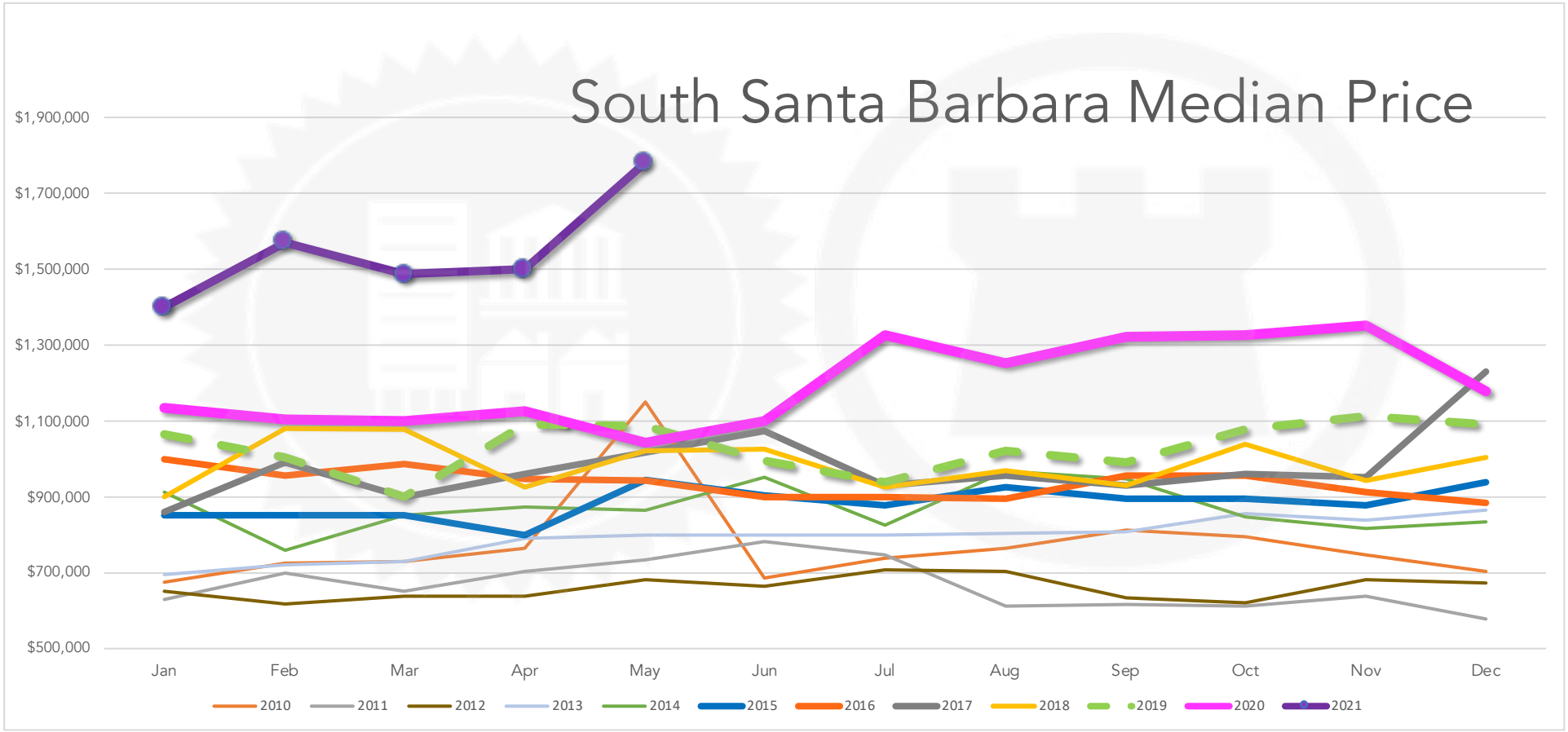


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	131	130	170	173	244	178	186	189	155	136	111	137
2014	107	102	122	168	185	150	169	162	151	149	122	142
2015	123	99	199	187	204	182	188	182	134	134	106	132
2016	114	110	135	152	175	173	147	166	153	126	148	140
2017	114	112	143	148	164	209	152	190	160	143	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							

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

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								$1,547,400	29%

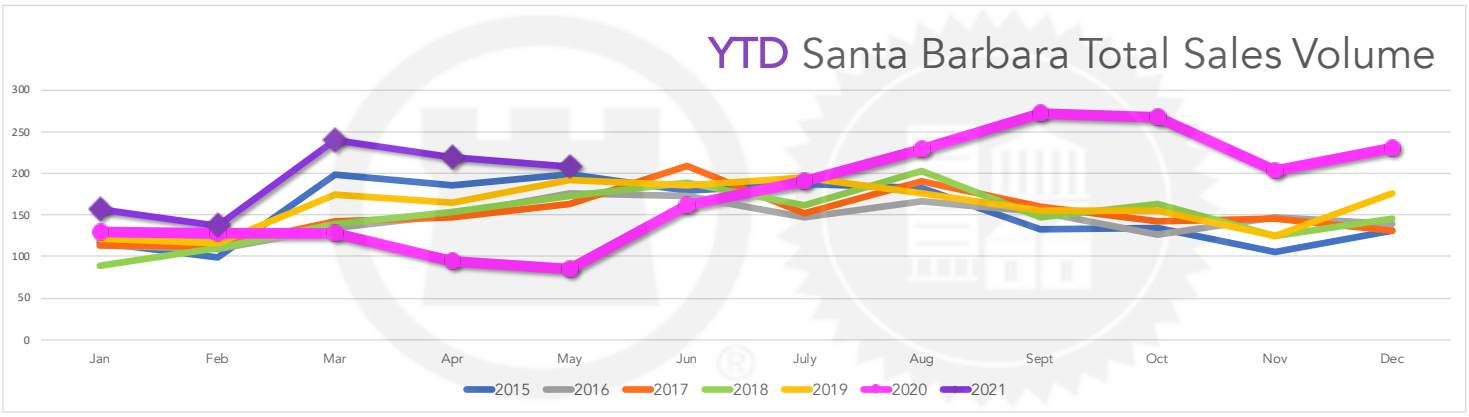


The above data is based on resale activity for Goleta, Santa Barbara, Montecito, and Carpinteria. This data does not include mobile homes. The above information is deemed reliable, but not guaranteed.

Fidelity National Title Group-Santa Barbara

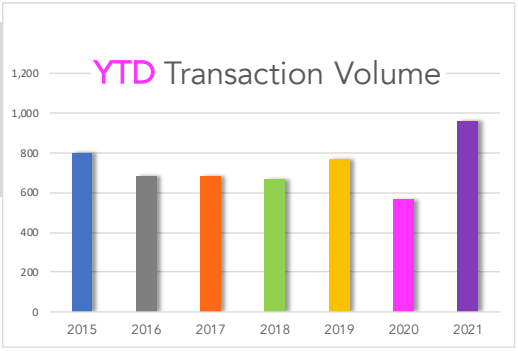
YTD Santa Barbara Real Estate Report

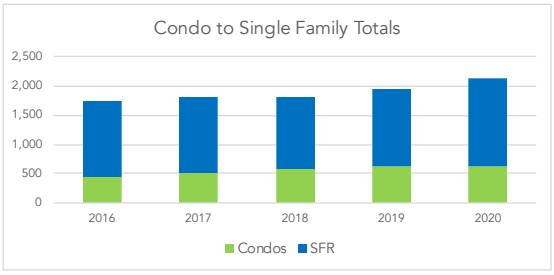
Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	117	99	198	185	199	179	188	182	133	134	106	132	1,852
2016	114	109	134	151	176	173	147	166	153	126	148	140	1,737
2017	114	112	143	148	164	209	152	190	160	143	146	132	1,813
2018	89	111	140	153	173	189	161	203	147	164	124	146	1,800
2019	121	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	157	137	240	219	208								



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	267	693	960	28%

YTD Trans Volume		% Change
2015	798	n/a
2016	684	-14%
2017	681	0%
2018	666	-2%
2019	768	15%
2020	564	-27%
2021	960	70%

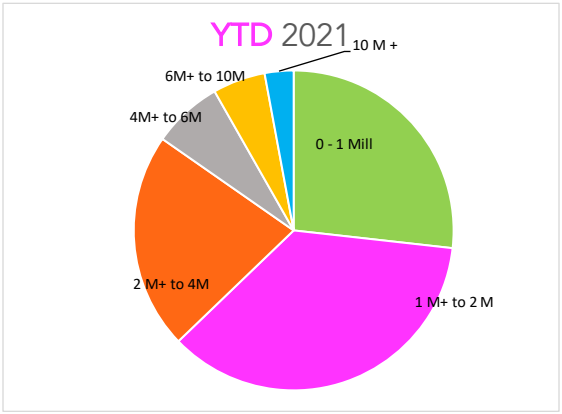




TOTAL YTD Sales Dollar Volume		
2016	$2,393,974,000	
2017	$2,592,122,524	8%
2018	$2,589,711,931	0%
2019	$3,043,923,281	18%
2020	$4,142,544,870	36%
YTD-2021	$2,497,127,598	-40%
		(as of 5/21)

CASH Transactions			
	#	Total Trans	%
2020 MAY	23	85	27%
JUN	40	161	25%
JUL	58	190	31%
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%

Price Range (Millions)	Volume
0 - 1 Mill	257
1 M+ to 2 M	346
2 M+ to 4M	210
4M+ to 6M	68
6M+ to 10M	51
10 M +	28
TOTAL	960



information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

South Santa Barbara County

Price Report May 2021

SOUTH COUNTY

Date	Sales	Avg. Price	%Change	Median Price	% Change	>1 Million
May-21	208	$2,943,094	59%	$1,780,000	71%	108
May-20	85	$1,846,319	18%	$1,042,500	-4%	46
May-19	192	$1,564,289	-1%	$1,087,500	6%	108
May-18	173	$1,577,132	4%	$1,025,000	1%	89
May-17	164	$1,523,168	9%	$1,015,000	7%	83
May-16	175	$1,396,740	1%	$945,000	0%	82
May-15	204	$1,376,336	4%	$944,500	9%	91

GOLETA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
May-21	41	$1,246,329	24%	$1,150,000	32%
May-20	29	$1,008,917	4%	$869,000	5%
May-19	59	$966,008	8%	$830,000	-5%
May-18	54	$897,500	37%	$877,500	32%
May-17	21	$652,905	-20%	$664,000	-14%
May-16	44	$812,136	3%	$775,000	5%
May-15	52	$790,875	10%	$735,000	5%

SANTA BARBARA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
May-21	95	$1,851,095	58%	$1,600,000	53%
May-20	35	$1,172,076	-12%	$1,042,500	-13%
May-19	91	$1,337,223	3%	$1,195,000	2%
May-18	81	$1,302,500	5%	$1,170,000	15%
May-17	100	$1,245,875	11%	$1,015,000	2%
May-16	86	$1,124,831	5%	$990,500	1%
May-15	106	$1,069,575	-11%	$981,000	12%

CARPINTERIA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
May-21	14	$1,417,857	107%	$1,195,000	74%
May-20	2	$685,000	-7%	$685,000	19%
May-19	15	$735,200	-23%	$577,000	-33%
May-18	16	$950,906	-28%	$855,000	-47%
May-17	14	$1,315,899	-15%	$1,612,500	122%
May-16	15	$1,540,700	117%	$725,000	5%
May-15	12	$710,750	-9%	$688,750	2%

MONTECITO

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
May-21	49	$6,385,306	54%	$5,500,000	71%
May-20	18	$4,154,750	8%	$3,225,000	8%
May-19	22	$3,842,114	-8%	$2,992,500	11%
May-18	17	$4,162,559	19%	$2,700,000	-16%
May-17	25	$3,484,200	12%	$3,200,000	35%
May-16	26	$3,112,481	-26%	$2,377,500	-45%
May-15	23	$4,222,696	49%	$4,300,000	103%

SUMMERLAND

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
May-21	1	$7,500,000	n/a	$7,500,000	n/a
May-20	n/a	n/a	n/a	n/a	n/a
May-19	1	$1,564,289	19%	$1,375,000	34%
May-18	2	$1,311,333	-1%	$1,029,500	-22%
May-17	1	$1,325,500	n/a	$1,325,500	n/a
May-16	n/a	n/a	n/a	n/a	n/a
May-15	5	$1,517,200	-37%	$1,600,000	4%

HOPE RANCH

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
May-21	8	$5,622,500	-46%	$3,983,500	-62%
May-20	1	$10,500,000	73%	$10,500,000	85%
May-19	4	$6,053,750	-39%	$5,690,000	-43%
May-18	3	$9,852,667	410%	$10,000,000	418%
May-17	2	$1,930,500	-19%	$1,930,500	-12%
May-16	3	$2,391,667	-9%	$2,200,000	-12%
May-15	3	$2,633,333	-6%	$2,500,000	-11%

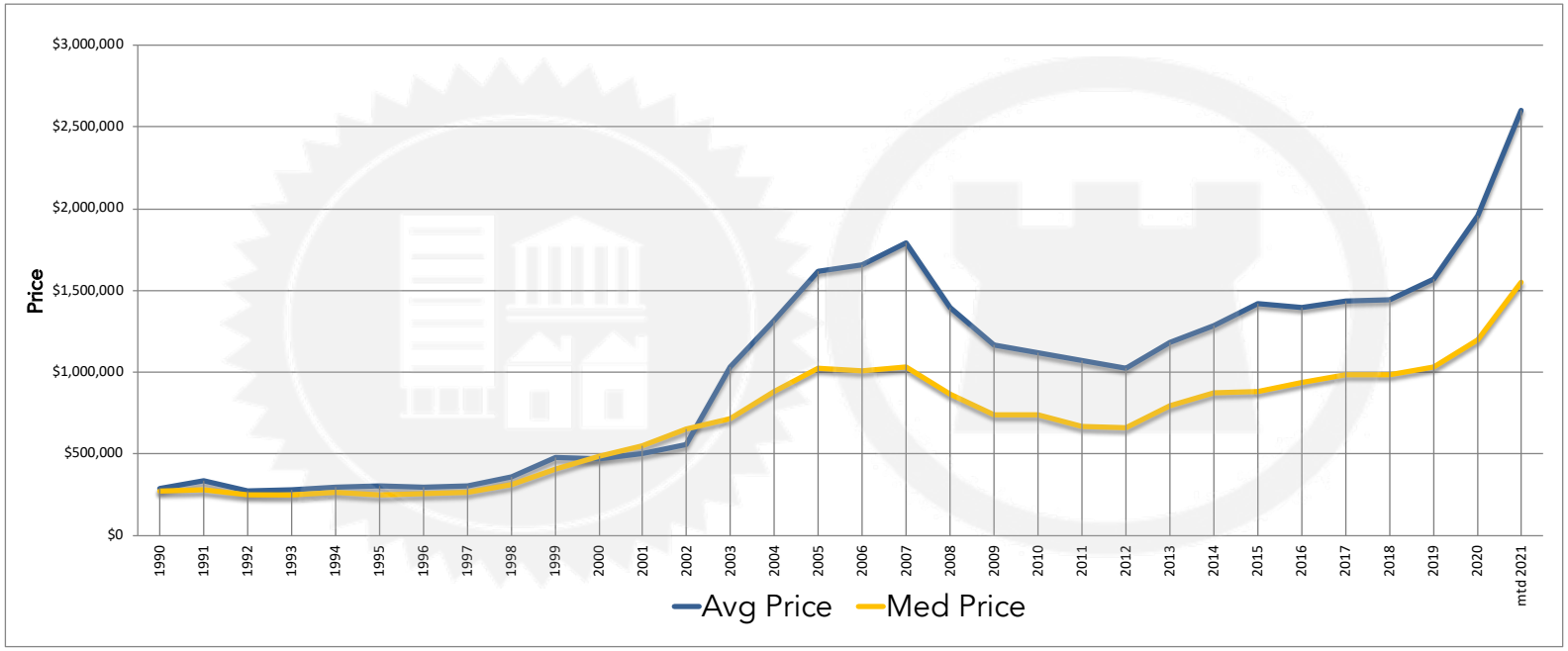
All information deemed reliable but not guaranteed

South Santa Barbara County
31-Year Average & Median Price

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

	Avg Price	Med Price	%Chg-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	$2,601,175	$1,550,000	29%

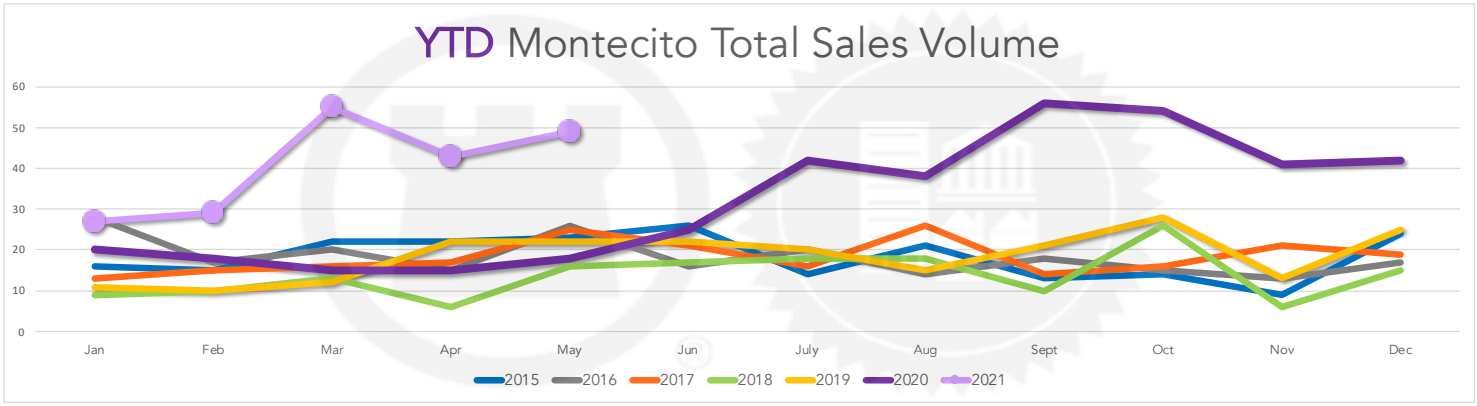


information deemed reliable but not guaranteed

Fidelity National Title Group-Santa Barbara

YTD Montecito Real Estate Report

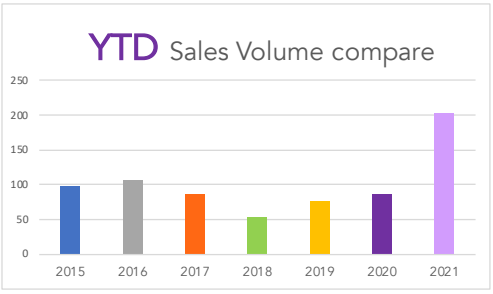
Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	16	15	22	22	23	26	14	21	13	14	9	24	219
2016	28	17	20	15	26	16	20	14	18	15	13	17	219
2017	13	15	16	17	25	21	16	26	14	16	21	19	219
2018	9	10	13	6	16	17	18	18	10	26	6	15	164
2019	11	10	12	22	22	22	20	15	21	28	13	25	221
2020	20	18	15	15	18	25	42	38	56	54	41	42	384
2021	27	29	55	43	49								203

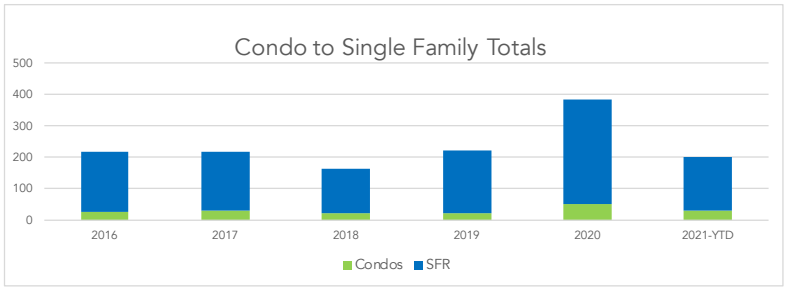


YTD Sales Total

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-YTD	29	174	203	14%

YTD Volume		%Chng
2015	98	
2016	106	8%
2017	86	-19%
2018	54	-37%
2019	77	43%
2020	86	12%
2021	203	136%

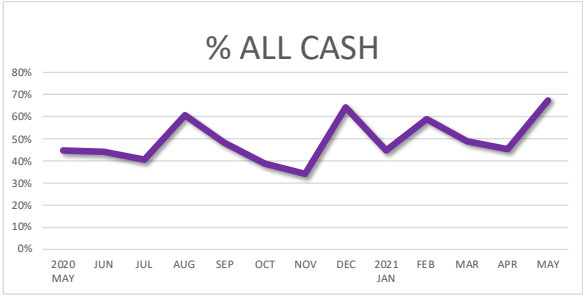




ALL-CASH TRANSACTIONS

	#	Total Sales	% of Total
2020 MAY	8	18	44%
JUN	11	25	44%
JUL	17	42	40%
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%

Price Range (Millions)	2021 YTD
0 - 2 M	31
2 M+ - 4M	66
4M+ - 6M	38
6M+ - 10M	44
10 M +	24
TOTAL	203



information deemed reliable but not guaranteed

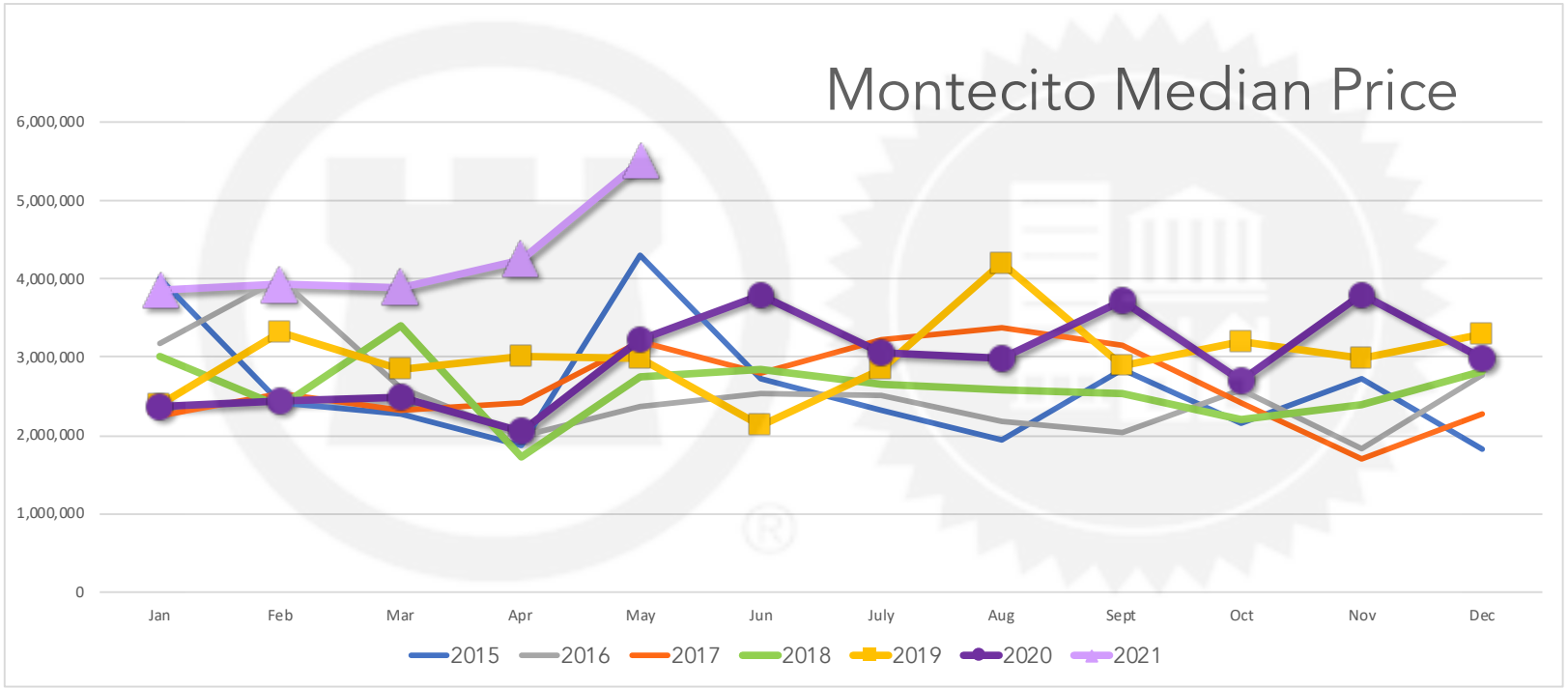
FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

2021 Montecito YTD Real Estate Report

Median Price Trends

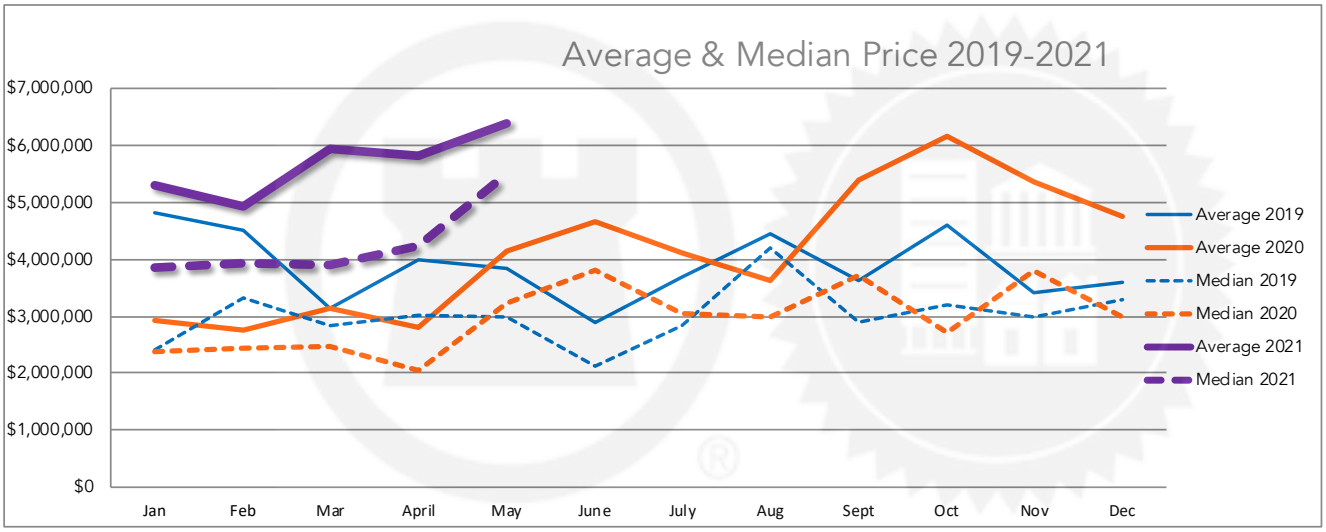
Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	$3,995,250	$2,410,000	$2,275,000	$1,872,500	$4,300,000	$2,720,000	$2,325,000	$1,950,000	$2,840,000	$2,165,000	$2,734,500	$1,825,000
2016	$3,167,500	$4,000,000	$2,612,500	$1,979,000	$2,377,500	$2,545,000	$2,500,000	$2,167,500	$2,037,500	$2,575,000	$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							

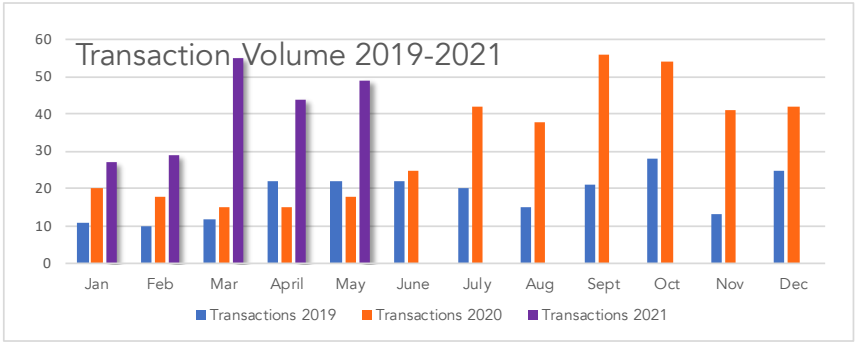


Montecito

Market Comparison 2019-2021

	Transactio	ransactio	ransactio	% Change	Average	Average	Average	% Change	Median	Median	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			$2,890,705	$4,674,420			$2,125,000	$3,795,000		
July	20	42			$3,674,975	$4,099,405			$2,832,750	$3,055,000		
Aug	15	38			$4,454,467	$3,622,434			$4,200,000	$2,975,000		
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	204	-47%	$3,881,693	$4,152,850	$5,678,015	37%	$2,784,542	$2,727,833	$4,284,000	57%

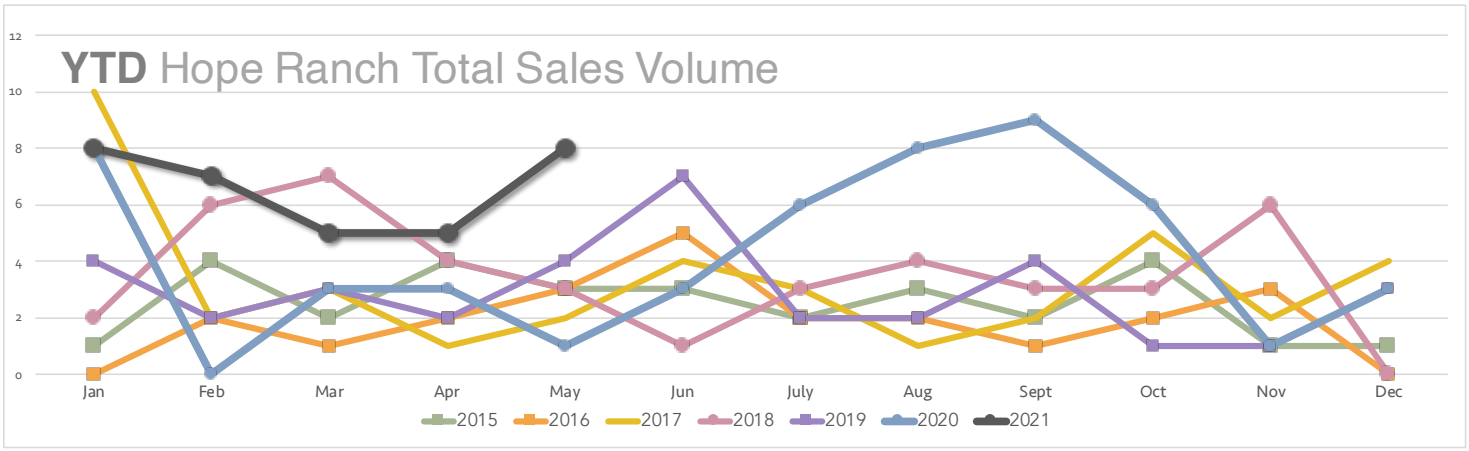




Fidelity National Title Group Santa Barbara

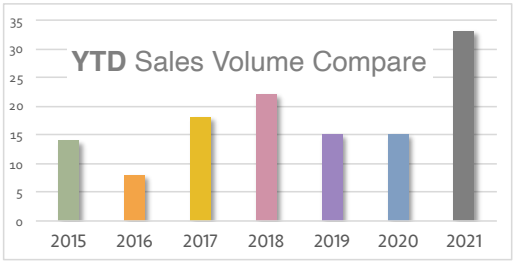
2021 YTD Hope Ranch Sales Report

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**								33

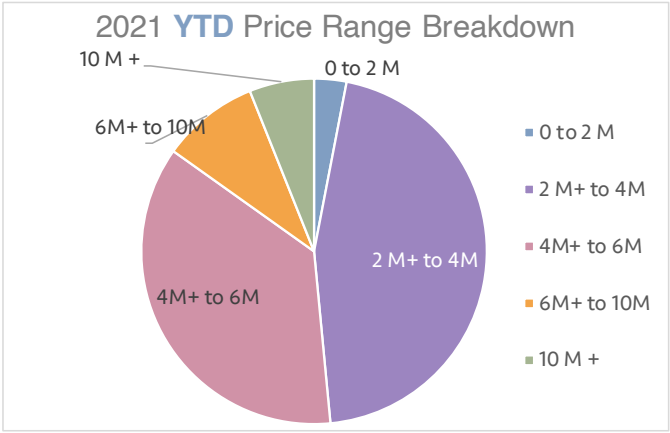


Total Dollar Volume		%Chg
2017	$112,206,500	n/a
2018	$192,083,000	71%
2019	$162,008,000	-16%
2020	$189,011,825	17%
2021 YTD	$168,770,000	-11%

YTD Volume		% Chng
2015	14	
2016	8	-43%
2017	18	125%
2018	22	22%
2019	15	-32%
2020	15	0%
2021	33	120%



Price Range (Millions)	
0 to 2 M	1
2 M+ to 4M	15
4M+ to 6M	12
6M+ to 10M	3
10 M +	2
TOTAL	33



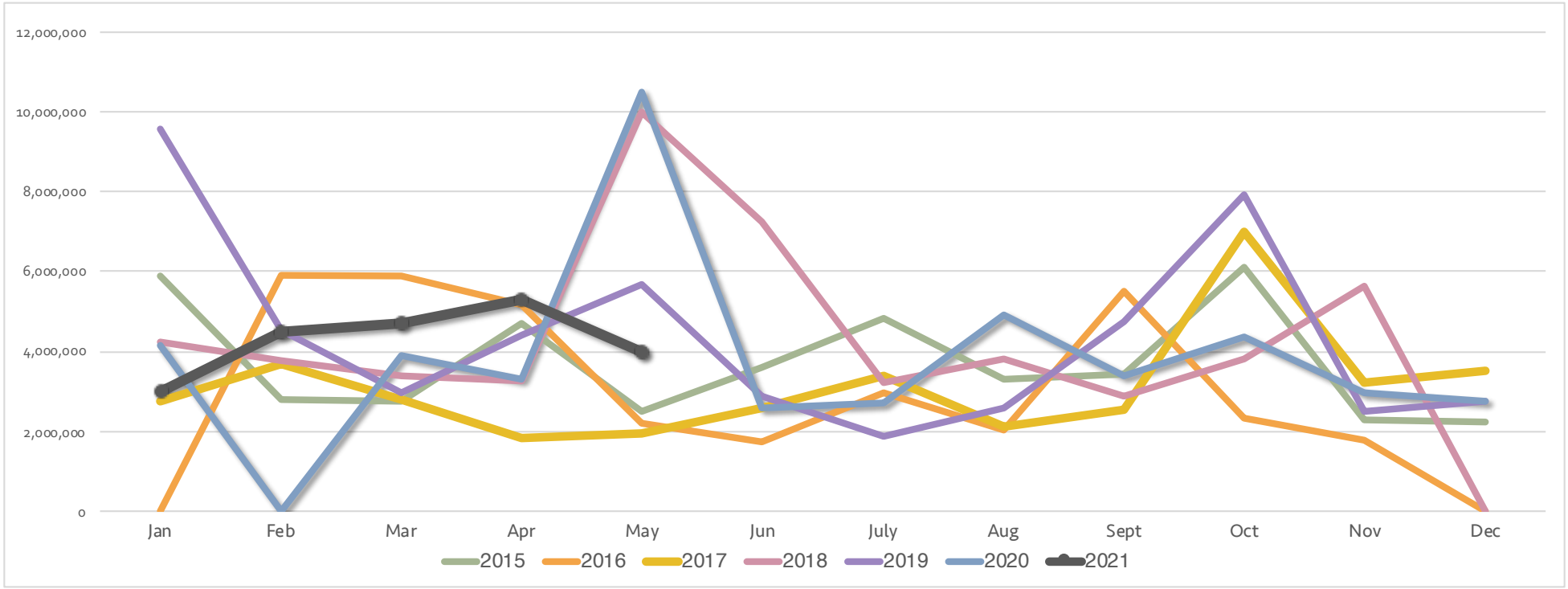
All information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

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							

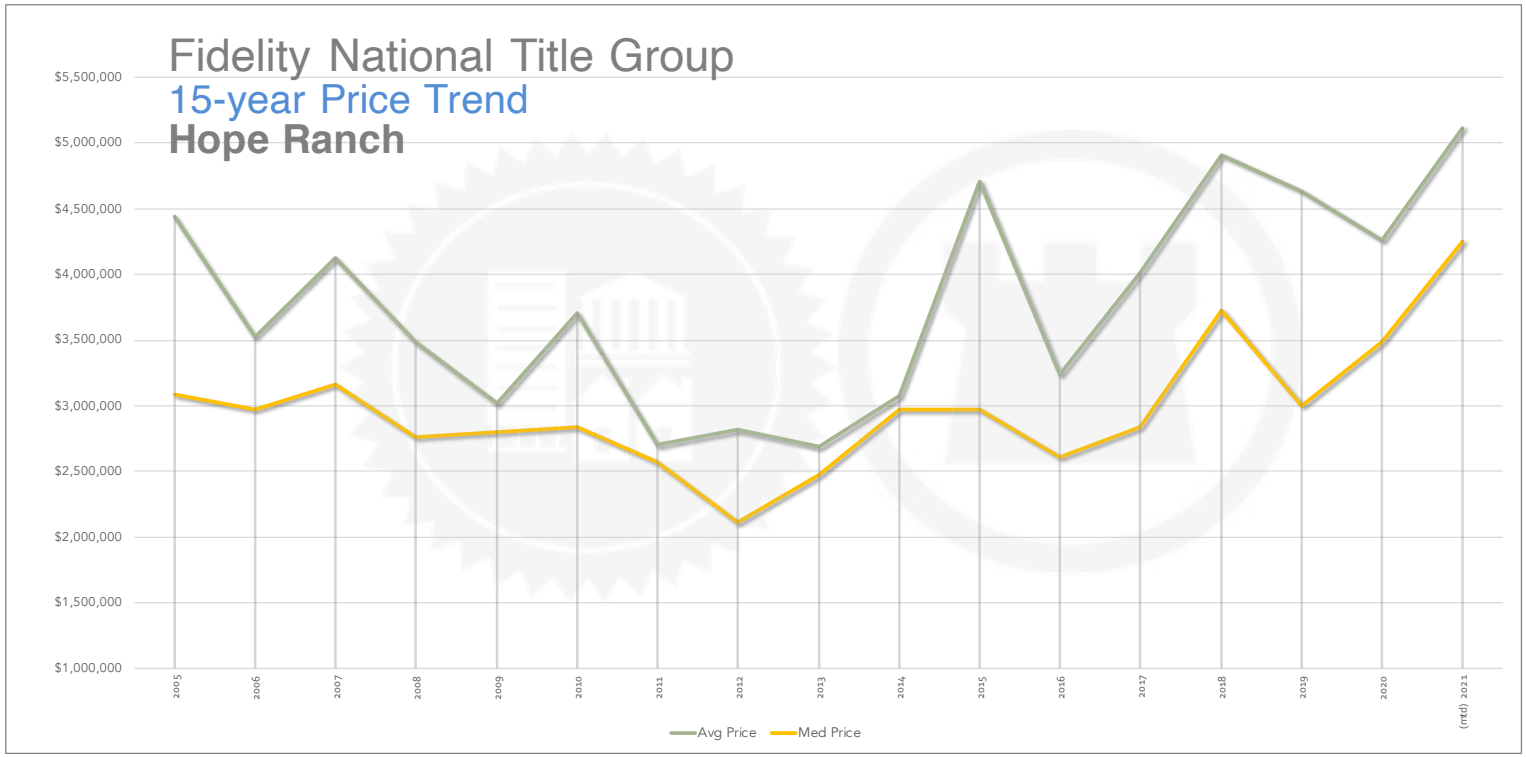


FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

fidelity's.com I chicagotitlesb.com

	Avg Price	Med Price	%Chg
2005	$4,435,833	$3,083,000	
2006	$3,523,423	$2,969,417	-4%
2007	$4,129,285	$3,160,000	6%
2008	$3,489,236	$2,762,500	-13%
2009	$3,020,581	$2,801,930	1%
2010	$3,708,157	$2,834,180	1%
2011	$2,700,921	$2,571,800	-9%
2012	$2,816,204	$2,112,110	-18%
2013	$2,688,742	$2,475,000	17%
2014	$3,077,900	$2,970,250	20%
2015	$4,705,428	$2,975,000	0%
2016	$3,238,000	$2,612,500	-12%
2017	$4,007,375	$2,832,500	8%
2018	$4,910,737	$3,722,500	31%
2019	$4,628,800	$3,000,000	-19%
2020	$4,259,691	$3,485,000	16%
(mtd) 2021	**$5,114,242**	**$4,250,000**	22%



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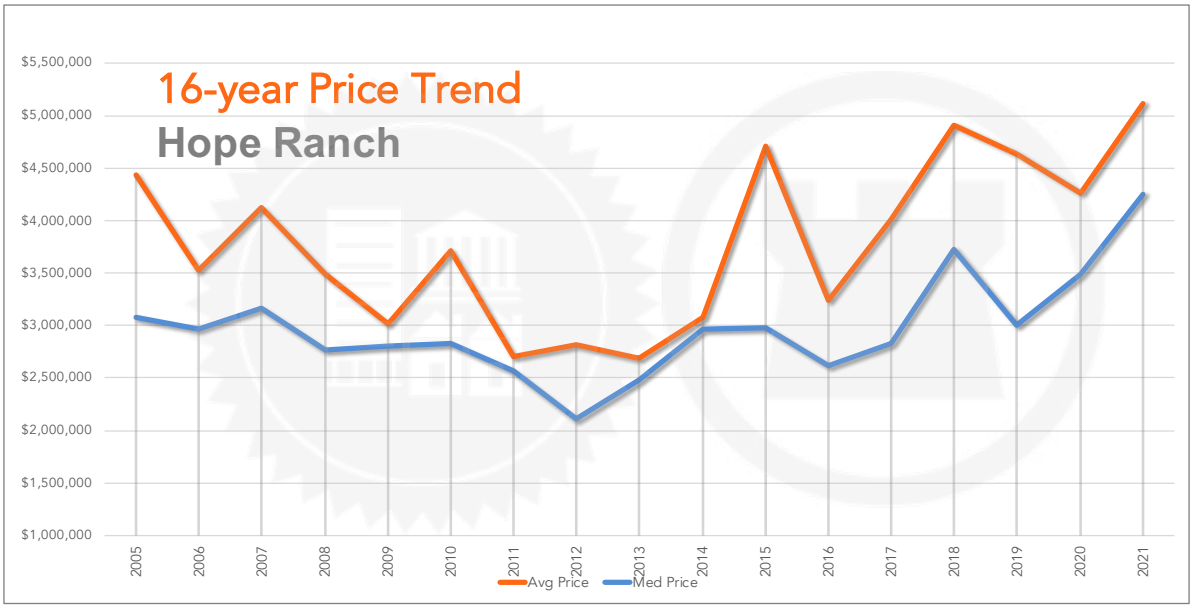
FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

fidelity's.com | chicagotitlesb.com

		Avg Price	Med Price
	2005	$4,435,833	$3,083,000
	2006	$3,523,423	$2,969,417
	2007	$4,129,285	$3,160,000
	2008	$3,489,236	$2,762,500
	2009	$3,020,581	$2,801,930
	2010	$3,708,157	$2,834,180
	2011	$2,700,921	$2,571,800
	2012	$2,816,204	$2,112,110
	2013	$2,688,742	$2,475,000
	2014	$3,077,900	$2,970,250
	2015	$4,705,428	$2,975,000
	2016	$3,238,000	$2,612,500
	2017	$4,007,375	$2,832,500
	2018	$4,910,737	$3,722,500
	2019	$4,628,800	$3,000,000
	2020	$4,259,691	$3,485,000
MTD	2021	$5,114,242	$4,250,000



		Avg Price	Med Price
	2003	$2,122,573	$1,606,542
	2004	$2,986,617	$2,099,271
	2005	$2,921,686	$2,223,271
	2006	$3,092,422	$2,336,667
	2007	$3,345,281	$2,560,417
	2008	$3,386,326	$2,609,667
	2009	$2,814,635	$2,186,104
	2010	$3,077,094	$2,231,694
	2011	$2,428,436	$1,915,887
	2012	$2,975,297	$1,835,000
	2013	$2,810,283	$2,050,000
	2014	$2,886,388	$2,425,000
	2015	$3,615,674	$2,550,000
	2016	$3,237,899	$2,500,000
	2017	$3,566,905	$2,925,000
	2018	$3,946,770	$2,700,000
	2019	$3,854,656	$2,851,000
	2020	$4,563,296	$3,112,500
MTD	2021	$5,804,717	$4,250,000

ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

Santa Ynez Valley
RESIDENTIAL STATISTICS 2021 v. 2020

www.chicagotitlesb.com

MAY 2021

SINGLE FAMILY

May

Average Sales Price
2020 | 2021
$1,010,389 | $1,855,962

Median Sales Price
2020 | 2021
$715,000 | $1,267,500

CONDOMINIUM

May

Average Sales Price
2020 | 2021
N/A | $471,143

Median Sales Price
2020 | 2021
N/A | $466,000

SINGLE FAMILY

YTD **Sales Price**
Average | Median

Buellton
$871,895 | $731,000
Los Olivos
$2,135,000 | $1,472,500
Santa Ynez
$2,095,387 | $1,725,000
Solvang/Ballard
$1,322,758 | $1,149,000

122
Single Family Sold YTD
January – May 2021

SFR

May
2021 YTD Sales Volume
Buellton 15
Los Olivos 6
Santa Ynez 45
Solvang-Ballard 56

CONDOMINIUM

YTD **Sales Price**
Average | Median

Buellton
$594,722 | $620,000
Solvang
$493,000 | $422,500

15
Condos Sold YTD
January – May 2021

CONDOMINIUM

May
2021 YTD Sales Volume
Buellton 9
Solvang 6

1.1
Inventory month supply

May Total Sales
(single-family & condos)

267%
May 2021 **33**
May 2020 **9**

Condominium
Jan. – May
YTD 2021 v. **YTD** 2020

7%
2021 **15** Total Sales
2020 **14** Total Sales

8%
2021 **$554,033** Avg
2020 **$512,299** Avg

25%
2021 **$610,000** Median
2020 **$488,342** Median

Single Family
Jan. – May
YTD 2021 v. **YTD** 2020

54%
2021 **122** Total Sales
2020 **79** Total Sales

31%
2021 **$1,592,257** Avg
2020 **$1,215,864** Avg

39%
2021 **$1,240,000** Median
2020 **$895,000** Median

Information supplied by the North Santa Barbara County MLS; while deemed accurate is not guaranteed.