

**SOUTH SANTA BARBARA COUNTY  
RESIDENTIAL STATISTICS**

July  
**YTD** 2024

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**SINGLE FAMILY**



**\$3,718,258**  
Average Sales Price

**\$2,200,000**  
Median Sales Price

**YTD**

**CONDOMINIUM**



**\$1,156,326**  
Average Sales Price

**\$967,500**  
Median Sales Price

**YTD**

**Total Sales**  
**717**

↑ 9%

**\$2,992,913** ↑ 15%  
**Average Price**

**\$1,765,000** ↑ 5%  
**Median Price**

**July'24 v July'23**



**514**  
**Singe Family Sold**  
**Jan-July 2024 YTD**

**SINGLE**

YTD Sales

	2023	2024	%Chg
<b>Carpinteria</b>	<b>35</b>	<b>25</b>	<b>-29%</b>
Avg	\$2,475,232	\$8,846,721	257%
Median	\$1,580,000	\$2,000,000	27%
<b>Goleta</b>	<b>116</b>	<b>141</b>	<b>22%</b>
Avg	\$1,808,554	\$1,816,899	0%
Median	\$1,508,000	\$1,600,000	6%
<b>Hope Ranch</b>	<b>13</b>	<b>11</b>	<b>-15%</b>
Avg	\$7,668,389	\$6,615,666	-14%
Median	\$7,250,000	\$6,053,000	-17%
<b>Montecito</b>	<b>88</b>	<b>87</b>	<b>-1%</b>
Avg	\$6,612,863	\$8,362,770	26%
Median	\$5,075,000	\$5,500,000	8%
<b>Santa Barbara</b>	<b>200</b>	<b>244</b>	<b>22%</b>
Avg	\$2,359,622	\$2,525,707	7%
Median	\$2,022,500	\$2,183,080	8%
<b>Summerland</b>	<b>5</b>	<b>6</b>	<b>20%</b>
Avg	\$4,885,830	\$2,871,333	-41%
Median	\$3,500,000	\$2,725,000	-22%


**CONDO**

YTD Sales

	2023	2024	%Chg
<b>Carpinteria</b>	<b>30</b>	<b>38</b>	<b>27%</b>
Avg	\$791,067	\$955,568	21%
Median	\$757,500	\$820,000	8%
<b>Goleta</b>	<b>66</b>	<b>81</b>	<b>23%</b>
Avg	\$942,632	\$1,019,551	8%
Median	\$878,000	\$900,000	3%
<b>Montecito</b>	<b>10</b>	<b>8</b>	<b>-20%</b>
Avg	\$3,359,700	\$2,945,000	-12%
Median	\$3,172,500	\$2,917,500	-8%
<b>Santa Barbara</b>	<b>90</b>	<b>76</b>	<b>-16%</b>
Avg	\$1,225,969	\$1,214,196	-1%
Median	\$1,087,500	\$1,024,500	-6%
<b>Summerland</b>	<b>2</b>	<b>0</b>	<b>-100%</b>
Avg	\$1,489,325	\$0	-100%
Median	\$1,489,325	\$0	-100%



**203**  
**Condos Sold**  
**Jan-July 2024 YTD**



**ALL-CASH Sales**  
**41%**



**Condominium**  
**Jan-Jul '24 v Jan-Jul '23**

↑ **3%**

2024 **203** Total Sales  
2023 **198** Total Sales

↓ **-2%**

2024 **\$1,156,326** Average  
2023 **\$1,176,054** Average

↑ **6%**

2024 **\$967,500** Median  
2023 **\$916,500** Median



**Single Family**  
**Jan-Jul '24 v Jan-Jul '23**

↑ **12%**

2024 **514** Total Sales  
2023 **457** Total Sales

↑ **15%**

2024 **\$3,718,258** Average  
2023 **\$3,226,258** Average

↑ **4%**

2024 **\$2,200,000** Median  
2023 **\$2,125,000** Median

Information deemed reliable but not guaranteed

# SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

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# JULY 2024

**SINGLE FAMILY**



**\$3,740,100**  
Average Sales Price

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

**CONDOMINIUM**



**\$1,314,313**  
Average Sales Price

**\$954,750**  
Median Sales Price

**SINGLE**

	Sales	
	Avg	Median
Carp	\$10,803,475	\$1,912,500
Goleta	\$1,753,970	\$1,595,000
Mont	\$8,428,125	\$5,850,000
HR	\$13,250,000	\$13,250,000
SB	\$2,243,095	\$2,080,750
Summ	\$2,841,500	\$2,841,500

**CONDOMINIUM**

	Sales	
	Avg	Median
Carp	\$830,625	\$840,000
Goleta	\$964,636	\$890,000
Mont	\$3,008,333	\$3,500,000
SB	\$1,430,833	\$1,140,000
Summ	n/a	n/a



**68**

**Single Family Sold**  
July 2024

**SINGLE**

City	July 2024 Sales
Carpinteria	6
Goleta	23
Montecito	8
Hope Ranch	1
Santa Barbara	28
Summerland	2

**CONDO**

City	July 2024 Sales
Carpinteria	4
Goleta	11
Montecito	3
Santa Barbara	6
Summerland	0



**24**

**Condos Sold**  
July 2024

Average Days on Market

**SFR**

**34**

**CONDO/PUD**


**29**

**Total Sales**

**92**

**↓ -6%**

**July '24 v July'23**



**CASH SALES**

**34%**

**Inventory**

**3.15** month supply

**Condominium**  
July '24 v July '23

**↓ -20%**

2024	24	Total Sales
2023	30	Total Sales

**↑ 11%**

2024	\$1,314,313	Average
2023	\$1,179,517	Average

**↑ 6%**

2024	\$954,750	Median
2023	\$904,500	Median

**Single Family**  
July '24 v July '23

**↑ 0%**

2024	68	Total Sales
2023	68	Total Sales

**↑ 32%**

2024	\$3,740,100	Average
2023	\$2,829,947	Average

**↓ -5%**

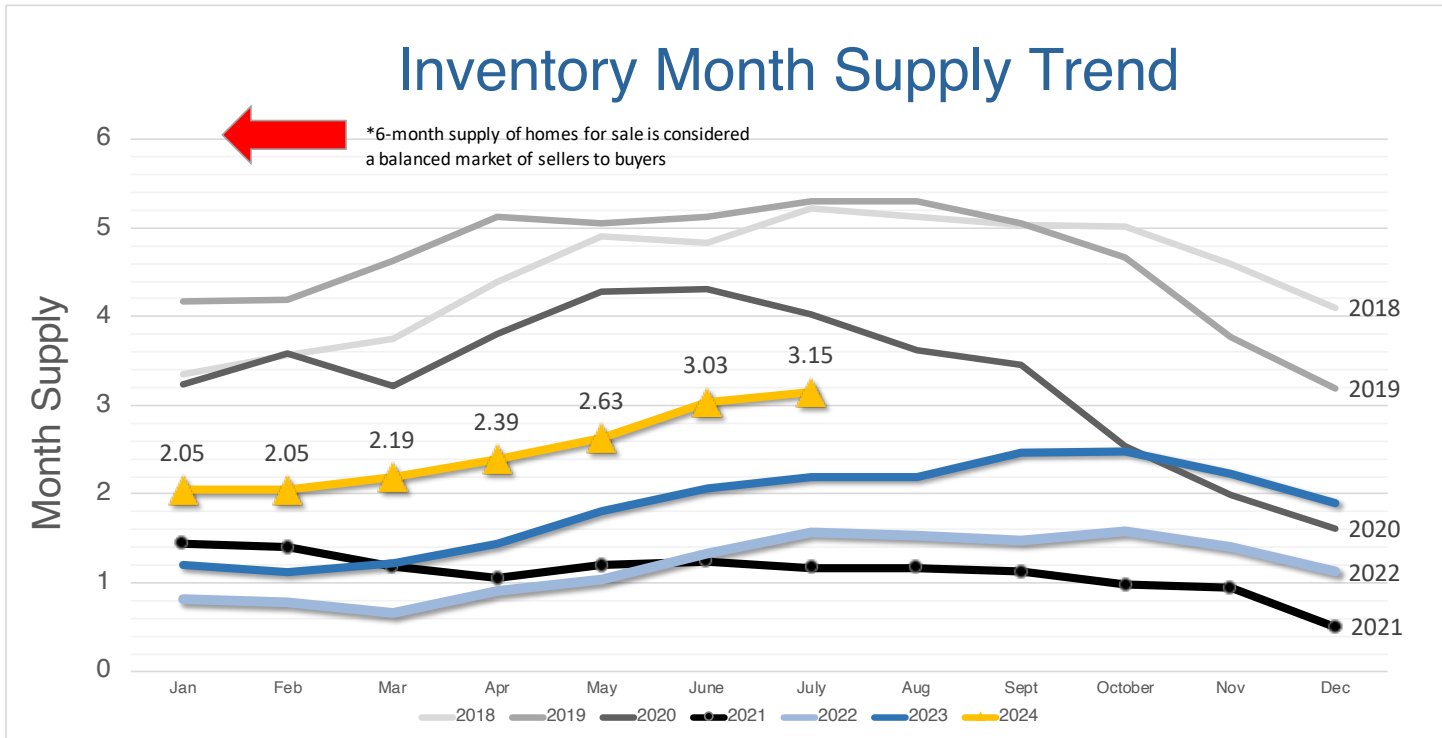
2024	\$2,000,000	Median
2023	\$2,100,000	Median

information deemed reliable but not guaranteed

# SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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	MLS Inventory Month Supply												Inventory			
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	October	Nov	Dec	Supply/Mo.- Avg	#Units Sold (MLS)	Avg DOM	Avg \$/ft2
2018	3.35	3.56	3.75	4.39	4.91	4.84	5.22	5.12	5.03	5.02	4.59	4.1	4.49	1518	65	\$706
2019	4.18	4.19	4.63	5.12	5.05	5.13	5.30	5.30	5.05	4.66	3.77	3.19	4.63	1612	75	\$725
2020	3.23	3.58	3.22	3.81	4.29	4.31	4.03	3.62	3.45	2.54	1.99	1.61	3.31	1823	72	\$794
2021	1.44	1.40	1.18	1.05	1.20	1.24	1.17	1.17	1.12	0.98	0.94	0.50	1.12	2005	33	\$982
2022	0.81	0.78	0.66	0.91	1.04	1.33	1.57	1.53	1.47	1.58	1.40	1.12	1.18	1304	24	\$1,149
2023	1.20	1.12	1.22	1.44	1.81	2.06	2.20	2.19	2.47	2.48	2.22	1.90	1.86	1011	27	\$1,183
2024	2.05	2.05	2.19	2.39	2.63	3.03	3.15						2.50	663	34	\$1,196



YTD 2024	
Avg Price/ft2	
<b>SFR</b>	<b>CONDO/PUD</b>
\$1,315	\$1,230

JULY
<b>% SOLD ABOVE LIST PRICE</b>
<b>28%</b>

Source: Santa Barbara Association of Realtors information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



South Santa Barbara County Sales by Area

INDICATES NON-MLS SALES      INDICATES CONDOMINIUM      INDICATES CASH SALE

JULY 2024

Carpinteria	
\$675,000	3375 Foothill Road 412
<b>\$879,000</b>	<b>4405 CATLIN CIR A</b>
\$801,000	4950 Sandylan Road 129
\$967,500	4700 Sandylan Road 51
\$1,360,250	4732 Eleanor Drive
\$1,412,100	1407 Linden Avenue
<b>\$1,825,000</b>	<b>525 E De La Guerra St. Street</b>
\$2,000,000	5521 Calle Ocho
\$8,625,000	4038 Foothill Road
<b>\$49,598,500</b>	<b>3165 PADARO LN</b>
<hr/>	
\$6,814,335	Avg
\$1,386,175	Median
10 Sales	
Goleta	
\$655,000	7630 Hollister Avenue 121
\$771,300	7490 Evergreen Drive
\$775,000	385 Northgate Drive C
\$875,000	162 Kingston Avenue A
\$875,000	5028 Birchwood Road
\$879,000	340 N Fairview Avenue 2
<b>\$890,000</b>	<b>380 San Ricardo Drive</b>
<b>\$900,000</b>	<b>7039 MARYMOUNT WAY</b>
\$942,000	4636 GRANADA PL
\$1,200,000	4745 Calle Camarada
\$1,250,000	575 Lorraine Avenue
<b>\$1,275,000</b>	<b>11 Touran Lane</b>
\$1,295,000	643 Avenida Pequena
\$1,325,000	4657 Gerona Way
\$1,349,000	5216 SAN SIMEON DR
<b>\$1,354,000</b>	<b>178 El Sueno Road</b>
\$1,380,000	5049 San Simeon
\$1,400,000	5730 Aguila Avenue
\$1,475,000	7588 Hempstead Avenue
\$1,485,000	89 St George Place
\$1,500,000	530 Dalton Way
<b>\$1,500,000</b>	<b>5368 Traci Drive</b>
<b>\$1,595,000</b>	<b>150 Santa Ana Avenue</b>
\$1,600,000	5085 Santa Susana Place
\$1,640,000	6079 La Goleta Road
\$1,781,000	5220 Coruna Court
\$1,895,000	5864 Via Fiori
\$1,915,000	7920 Winchester Circle
\$1,986,000	643 Windsor Avenue
\$2,200,000	893 Randolph Road
<b>\$2,300,000</b>	<b>288 ROYAL LINDA DR</b>
<b>\$2,465,000</b>	<b>200 Oak View Lane</b>
\$2,625,000	5091 Yapple Avenue
\$3,600,000	4247 RANCHO ASOLEADO DR
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\$1,498,597	Avg
\$1,390,000	Median
34 Sales	
Hope Ranch	
\$13,250,000	4343 MARINA DR

Montecito	
\$1,525,000	1220 Coast Village Road 303
\$2,000,000	28 Rosemary Lane
<b>\$3,075,000</b>	<b>99 SIERRA VISTA RD</b>
\$3,500,000	34 Seaview Drive
\$4,000,000	1295 Spring Road
\$4,300,000	2868 E Valley Road
<b>\$5,500,000</b>	<b>31 Seaview</b>
\$6,200,000	1666 San Leandro Lane
<b>\$8,450,000</b>	<b>2475 Bella Vista Drive</b>
\$9,500,000	680 Buena Vista Drive
<hr/>	
<b>\$28,400,000</b>	<b>771 GARDEN LN</b>
\$6,950,000	Avg
\$4,300,000	Median
11 Sales	
Santa Barbara	
\$915,000	322 S Voluntario Street
<b>\$935,000</b>	<b>415 VIA ROSA 8</b>
\$995,000	406 Via Rosa C
\$1,000,000	813 Cieneguitas Road
\$1,280,000	1217 North Nopal St B
\$1,345,000	528 Casitas Road
\$1,470,000	410 Rosario Drive
\$1,500,000	288 Calle Esperanza
\$1,500,000	401 San Roque Road
\$1,530,000	3279 Foothill Road
\$1,600,000	1222 De La Guerra Road
\$1,650,000	2323 White Avenue
<b>\$1,735,000</b>	<b>609 SAN ROQUE RD</b>
\$1,825,000	1307 N Salsipuedes Street
\$1,850,000	3718 State Street 315
\$1,875,000	865 Cocopah Drive
<b>\$1,950,000</b>	<b>313 COOPER RD</b>
\$2,000,000	739 ALTURAS DEL SOL
\$2,035,500	2205 Oak Park Lane
<b>\$2,126,000</b>	<b>1412 CRESTLINE DR</b>
\$2,150,000	1729 Clearview Road
\$2,150,000	3512 Madrona Drive
\$2,173,160	819 Cambria Way
\$2,250,000	3212 Calle Fresno
\$2,350,000	612 Holmcrest Road
\$2,460,000	3773 Lincoln Road
<b>\$2,525,000</b>	<b>1011 Rinconada Road G</b>
\$2,650,000	1804 GRAND AVE
\$2,682,000	2516 Murrell Road
<b>\$2,885,000</b>	<b>241 Palisades Drive</b>
\$2,975,000	345 Canon Drive
\$3,150,000	853 Jimeno Road
\$3,525,000	1234 Plaza Del Monte
<b>\$6,350,000</b>	<b>2014 Garden Street</b>
<hr/>	
\$2,099,755	Avg
\$1,975,000	Median
34 Sales	

Summerland	
\$2,318,000	2287 Golden Gate Avenue
<b>\$3,365,000</b>	<b>2460 GOLDEN GATE AVE</b>
<hr/>	
\$2,841,500	Avg/Median
3 Sales	
SOUTH COUNTY TOTAL	
92 SALES	
\$3,107,286	Avg. Price
\$1,803,000	Median
SOUTH COUNTY TTL (Excluding Luxury)	
79 SALES	
\$1,855,339	Avg Price
\$1,600,000	Median
SFR Only (Excluding Luxury)	
58 SALES	
\$2,138,850	Avg Price
\$1,885,000	Median
Condo ONLY (Excluding Luxury)	
21 SALES	
\$1,072,310	Avg Price
\$935,000	Median
ALL SFR Only	
68 SALES	
\$3,740,100	Avg Price
\$2,000,000	Median
All CONDO ONLY	
24 SALES	
\$1,314,313	Avg Price
\$954,750	Median
CASH ONLY	
34%	
**Luxury*: Hope Ranch, Montecito, Beachfront	
Vacant Land	
n/a	
Multi-Family	
\$4,410,000	4602 CARPINTERIA AVE
\$1,122,000	123 E CARRILLO ST
\$1,275,000	135 N MILPAS ST
\$5,172,500	5387 OVERPASS RD
\$1,630,000	6521 PARDALL RD
\$1,615,000	223 W Ortega Street

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