






SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

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MAR 2022

SINGLE FAMILY	 <p>\$3,954,966 Average Sales Price</p> <p>\$2,300,000 Median Sales Price</p>	CONDOMINIUM	 <p>\$1,234,488 Average Sales Price</p> <p>\$910,000 Median Sales Price</p>	SINGLE FAMILY	<p>Sales Avg Median</p> <p>Carp \$1,624,375 \$1,607,500. Go \$1,648,787 \$1,472,500 Mont \$9,207,140 \$6,350,000 HR \$5,462,500 \$5,462,500 SB \$2,772,485 \$2,210,000 Summ \$n/a \$n/a</p>			
	<p>112 Single Family Sold March 2021</p>		<p>SINGLE</p> <p>March 2022 SALES Carpinteria 4 Goleta 26 Montecito 25 Hope Ranch 2 Santa Barbara 55 Summerland n/a</p>		<p>CONDOMINIUM</p> <p>Sale Price Avg. Median</p> <p>Carp \$914,319 \$901,000 Go \$777,025 \$720,000 Mont \$3,110,000 \$3,192,500 Hope Ranch n/a SB \$1,288,963 \$930,000 Summ \$1,025,000 \$1,025,000</p>			
<p>61 Condos Sold March 2021</p>	<p>CONDOMINIUM</p> <p>March 2022 SALES Carpinteria 10 Goleta 20 Montecito 6 Hope Ranch n/a Santa Barbara 24 Summerland 1</p>	<p>Total Sales 173 (↓28%) March '22 v. March '21</p>						
<p> CASH SALES 38%</p>	<p>Average Days on Market</p> <table border="1"> <tr> <td>SFR</td> <td>CONDO/PUD</td> </tr> <tr> <td>31</td> <td>16</td> </tr> </table>		SFR	CONDO/PUD	31	16	<p>Inventory .66 month supply</p>	
SFR	CONDO/PUD							
31	16							

 <p>Condominium MAR'22 v. MAR '21</p>	<p>↓ -27%</p> <p>2022 61 Total Sales 2021 84 Total Sales</p>	<p>↑ 21%</p> <p>2022 \$1,234,488 Average 2021 \$1,022,238 Average</p>	<p>↑ 1%</p> <p>2022 \$910,000 Median 2021 \$827,750 Median</p>
 <p>Single Family MAR '22 v. MAR '21</p>	<p>↓ -28%</p> <p>2022 112 Total Sales 2021 156 Total Sales</p>	<p>↑ 11%</p> <p>2022 \$3,954,966 Average 2021 \$3,576,920 Average</p>	<p>↑ 12%</p> <p>2022 \$2,300,000 Median 2021 \$2,052,500 Median</p>

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

MARCH

Q1 2022

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SINGLE FAMILY



\$3,619,949
Average Sales Price

\$2,218,000
Median Sales Price

CONDOMINIUM



\$1,188,406
Average Sales Price

\$896,000
Median Sales Price

Total Sales

409

(↓-23%)

\$2,853,032 (↑14%)
Average Price

\$1,775,000 (↑20%)
Median

MARCH '22 V MARCH '21



280

Single Family Sold
Jan-Mar 2022



129

Condos Sold
Jan-Mar 2022

SINGLE FAMILY

YTD 2022 SALES

Carpinteria 14 Sales:

\$1,512,750 Avg
\$1,500,000 Median

Goleta 76 Sales

\$1,635,731 Avg
\$1,442,500 Median

Montecito 63 Sales

\$7,884,338 Avg
\$5,675,000 Median

Hope Ranch 9 Sales

\$5,333,889 Avg
\$4,650,000 Median

Santa Barbara 116 Sales

\$2,732,528 Avg
\$2,200,000 Median

Summerland 2 Sales

\$3,200,000 Avg/Median

CONDOMINIUM

YTD 2022 SALES

Carpinteria: 22 Sales

\$879,591 Avg
\$823,750 Median

Goleta 38 Sales

\$831,750 Avg
\$780,000 Median

Montecito 12 Sales

\$2,831,667 Avg
2,987,500 Median

Hope Ranch-n/a

Santa Barbara 56 Sales

\$1,202,533 Avg
\$933,500 Median

Summerland 1 Sales

\$1,025,000 Avg/Median

CASH SALES
YTD

36%



Condominium

Jan.-Mar '22 v Jan-Mar'21

↓ **16%**

2022 **129** Total Sales
2021 **153** Total Sales

↑ **19%**

2022 **\$1,188,406** Average
2021 **\$999,765** Average

↑ **11%**

2022 **\$896,000** Median
2021 **\$810,000** Median



Single Family

Jan-Mar '22 v Jan-Mar '21

↓ **27%**



2022 **280** Total Sales
2021 **381** Total Sales

↑ **17%**



2022 **\$3,619,949** Average
2021 **\$3,103,290** Average





↑ **17%**





2022 **\$2,218,000** Median
2021 **\$1,888,000** Median

SINGLE FAMILY	 March Average Sales Price 2021 2022 \$1,302,119 \$1,992,538 Median Sales Price 2021 2022 \$1,086,300 \$1,512,500	CONDOMINIUM	 March Average Sales Price 2021 2022 \$642,500 \$825,000 Median Sales Price 2021 2022 \$659,000 \$825,000	SINGLE FAMILY	YTD Sales Price Average Median Buellton \$1,081,462 \$969,000 Los Olivos \$2,499,318 \$1,795,000 Santa Ynez \$3,774,600 \$2,400,000 Solvang/Ballard \$1,609,391 \$1,534,000
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 57 Single Family Sold YTD January – March 2022	SFR	March 2022 YTD Sales Volume Buellton 13 Los Olivos 7 Santa Ynez 15 Solvang-Ballard 22	CONDOMINIUM	YTD Sales Price Average Median Buellton \$736,000 \$779,000 Solvang \$545,000 \$570,000
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 8 Condos Sold YTD January – March 2022	CONDOMINIUM	March 2022 YTD Sales Volume Buellton 5 Solvang 3	March Total Sales (single-family & condos)  -26% March 2022 23 March 2021 31
0.8 Inventory month supply			

 Condominium Jan. – Mar. YTD 2022 v. YTD 2021	 33% 2022 8 Total Sales 2021 6 Total Sales	 4% 2022 \$664,375 Avg 2021 \$638,750 Avg	 -0.2% 2022 \$638,000 Median 2021 \$639,500 Median
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 Single Family Jan. – Mar. YTD 2022 v. YTD 2021	 -16% 2022 57 Total Sales 2021 68 Total Sales	 41% 2022 \$2,168,067 Avg 2021 \$1,538,772 Avg	 26% 2022 \$1,500,000 Median 2021 \$1,187,500 Median
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South Santa Barbara County Sales by Area

INDICATES NON-MLS SALES INDICATES CONDOMINIUM INDICATES CASH SALE

March 2022

Carpinteria	
710,000	4692 CARPINTERIA AVE 18
800,000	4020 GREEN HERON SPRING DR
815,500	4527 CARPINTERIA AVE A
815,500	4527 Carpinteria Ave A
875,000	1245 Franciscan Village Ct 6
927,000	4840 DORRANCE WAY
975,000	1064 Cramer Rd
985,000	6351 LAGUNITAS CT
1,040,191	4860 Sawyer Ave
1,200,000	3375 Foothill 512
1,382,500	5459 Shemara St
1,600,000	937 HOLLY AVE
1,615,000	1346 Camino Trillado
1,900,000	5246 8TH ST
1,117,192	Avg
980,000	Median
14	Sales
Goleta	
517,000	33 Dearborn Pl 40
520,000	49 DEARBORN PL 4
525,000	37 Dearborn Pl 73
530,000	37 Dearborn Pl 74
534,000	5512 Armitos 34
537,500	31 Dearborn Pl 36
585,000	7632 Hollister Ave 122
612,500	47 Dearborn Pl 18
640,000	373 Northgate Dr A
665,000	7386 Calle Real 13
775,000	157 Chapel Street
780,000	331 Northgate Dr B
800,000	7602 Hollister Ave 204
830,000	155 CHAPEL ST
845,000	419 Barling Terrace
950,000	4812 Ogram Rd
970,000	345 Kellogg Way 32
975,000	6580 Calle Korál
999,000	5392 Traci Dr
1,135,000	4662 Gerona Way
1,150,000	7063 Del Norte Dr
1,182,000	4754 Avalon Ave
1,225,000	5685 Surfrider Way 102
1,250,000	608 San Ricardo Dr
1,250,000	278 Ancona Ave
1,260,000	6263 Aberdeen Ave
1,300,000	5134 San Lorenzo Dr
1,300,000	5171 San Vicente Dr
1,315,000	6168 Craigmont Dr
1,350,000	94 Bristol Pl
1,385,500	633 Avenida Pequena
1,440,000	59 San Dimas Ave
1,445,000	7755 Jenna Dr.
1,500,000	6175 Manzanillo Dr
1,509,500	7623 Pismo Beach Cir
1,650,000	6170 Malva Ave
1,775,000	73 Sommer Ln
1,800,000	5041 YAPLE AVE
1,850,000	7567 Palos Verdes Dr
1,925,000	479 El Sueno Rd
1,942,500	5873 Via Fiori
2,002,500	6815 Shadowbrook Dr
2,026,951	4672 Verdugo Place
2,600,000	1148 N Patterson Ave
2,800,000	1400 Farren Rd
3,450,000	7732 Kestrel Ln
1,269,760	Avg
1,237,500	Median
46	Sales
Hope Ranch	
3,325,000	450 VIA DICHOSA
7,600,000	4464 Via Alegre
5,462,500	Avg/Median
2	Sales

Montecito	
1,800,000	1220 COAST VILLAGE 308
2,450,000	6 Chase Dr
2,525,000	130 Via Alicia
2,540,000	412 Lemon Grove Ln
2,625,000	470 COTA LN
3,000,000	269 OAK RD
3,185,000	1349 Plaza De Sonadores
3,200,000	1313 Danielson Rd
3,700,000	51 Seaview Dr
3,750,000	196 La Vereda Rd
3,776,000	660 Orchard Ave
4,000,000	1180 Mesa Rd
4,250,000	1483 Isabella Lane
4,520,000	51 Chase Dr
4,975,000	2929 Hidden Valley Ln
5,250,000	176 POMAR LN
6,000,000	745 FUERA LN
6,000,000	427 Pimiento Ln
6,350,000	2062 China Flat Road
6,785,000	810 Toro Canyon Rd
6,927,500	812 Romero Canyon Rd
8,000,000	200 Olive Mill Rd
8,100,000	495 E Mountain Dr
8,700,000	1039 Cima Linda Lane
9,005,000	677 El Bosque Rd
9,125,000	866 Knapp Dr
11,000,000	796 Hot Springs Rd
13,500,000	321 Ennisbrook Dr
16,800,000	1086 Channel Dr
25,000,000	851 Buena Vista Dr
52,000,000	700 PICACHO LN
8,027,048	Avg
5,250,000	Median
31	Sales
Santa Barbara	
518,000	601 E MICHELTORENA # 49
670,000	2727 Miradero 108
763,000	19 CAMINO CALMA 2
799,000	1600 Garden 35
840,000	107 Por La Mar Cir
850,000	407 Por La Mar Circle
850,000	543 N LA CUMBRE RD
861,000	935 Cieneguitas Rd C
875,000	415 W Gutierrez St 5
875,000	1809 Stanwood Drive
891,050	449 Por La Mar Cir
900,000	113 Por La Mar Cir
910,000	132 W Alamar Ave Ave 1
950,000	4023 Otono Dr. B
950,000	4126 Foothill Rd
965,000	2117 Castillo St B
969,000	327 Ladera St 1
1,197,000	818 E ANAPAMU ST
1,200,000	1010 N MILPAS ST
1,300,000	56 BARRANCA AVE 10
1,300,000	1623 Chapala St
1,300,000	1931 Robbins St
1,310,000	286 N. La Cumbre
1,340,000	3055 CALLE ROSALES
1,470,000	30 Leslie Dr
1,520,000	428 Peach Grove Ln
1,525,000	1555 Portesuella Ave
1,549,000	36 Barranca Ave 1
1,650,000	902 W Islay St
1,660,000	2937 Hermosa Rd
1,700,000	107 Skyline Cir
1,725,000	1311 N Salsipuedes St
1,775,000	1558 Marquard Ter
1,785,000	2324 Cliff Dr
1,800,000	2422 Fletcher Ave
1,800,000	2928 La Combadura Rd
1,800,000	165 Del Canto Ln
1,850,000	3728 State St 131
1,850,000	2838 Verde Vista Dr

Santa Barbara (Cont'd)	
1,850,000	937 Calle Corita
1,874,700	35 Las Alturas Rd
1,875,000	2402 Calle Montilla
2,000,000	2942 San Marcos Pass Rd
2,000,000	2558 Mesa School
\$2,100,000	400 E PEDREGOSA ST G
2,100,000	50 Saint Francis Way
2,200,000	1503 Mountain Ave
2,200,000	921 Barcelona Dr
2,210,000	3731 Meru Ln
2,300,000	309 E Islay St
2,360,000	3048 Paseo Del Refugio
2,375,000	522 E Sola St
2,425,000	9 E Quinto St
2,500,000	720 Mission Park Dr
2,550,000	4449 La Paloma Ave
2,580,000	324 El Monte Dr
2,715,000	1111 Las Canoas Ln
2,750,000	2212 Chapala St
2,800,000	3 St Francis Way
3,000,000	1538 Alameda Padre Serra
3,000,000	3803 White Rose Ln
3,050,000	3710 Brent St
3,094,000	964 Garcia Rd
3,100,000	1110 Alameda Padre Serra
3,200,000	1713 Lasuen Rd
3,250,000	2504 FOOTHILL LN
3,250,000	1337 Cliff Dr
3,275,000	211 Bath Street
3,300,000	815 Tye Road
3,585,000	1114 Bel Air Dr
3,615,000	116 W Yanonali St
4,000,000	1915 Santa Barbara St
4,201,000	2025 Plaza Bonita
4,600,000	679 MISSION CANYON RD
4,650,000	1181 Las Alturas Rd
4,650,000	2428 Anacapa St
5,695,000	3415 Campanil Dr
11,000,000	3233 Cliff Dr
11,300,000	3511 Sea Ledge Ln
2,321,794	Avg
1,850,000	Median
79	Sales
Summerland	
1,025,000	2235 Banner Ave B
SOUTH COUNTY TOTAL	
173	SALES
\$2,995,722	Avg Price
\$1,800,000	Median
129	SALES OVER 1 MILLION
SOUTH COUNTY TTL (Excluding Luxury)	
140	SALES
\$1,846,403	Avg Price
\$1,485,000	Median
SFR Only (Excluding Luxury)	
85	SALES
\$2,374,737	Avg Price
\$1,874,700	Median
Condo ONLY (Excluding Luxury)	
55	SALES
\$1,029,886	Avg Price
\$875,000	Median
ALL SFR Only	
112	SALES
\$3,954,966	Avg Price
\$2,300,000	Median
All CONDO ONLY	
61	SALES
\$1,234,488	Avg Price
\$910,000	Median
CASH ONLY	
38%	

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