



# SOUTH SANTA BARBARA COUNTY

## RESIDENTIAL STATISTICS

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# MAR 2021

SINGLE FAMILY	 <b>\$3,587,434</b> Average Sales Price  <b>\$2,087,500</b> Median Sales Price	CONDOMINIUM	 <b>\$1,022,238</b> Average Sales Price  <b>\$827,750</b> Median Sales Price	SINGLE FAMILY	<b>Sales</b> Avg   Median <b>Carp</b> \$4,491,429   \$1,200,000. <b>Gol</b> \$1,507,500   \$1,257,500 <b>Mont</b> \$6,831,565   \$4,815,000 <b>HR</b> \$3,999,300   \$4,696,500 <b>SB</b> \$2,167,516   \$1,763,500 <b>Summ</b> \$5,575,000   \$5,575,000
					<b>Sale Price</b> Avg.   Median <b>Carp</b> \$808,978   \$786,000 <b>Gol</b> \$724,500   \$692,000 <b>Mont</b> \$1,918,273   \$2,000,000 <b>Hope Ranch</b> n/a <b>SB</b> \$979,771   \$893,000 <b>Summ</b> \$1,225,000   \$1,225,000



**158**  
**Single Family Sold**  
 March 2021

**SINGLE**

**March 2021 SALES**  
 Carpinteria 7  
 Goleta 34  
 Montecito 46  
 Hope Ranch 5  
 Santa Barbara 64  
 Summerland 2

**CONDOMINIUM**


**March 2021 SALES**  
 Carpinteria 23  
 Goleta 13  
 Montecito 11  
 Hope Ranch 0  
 Santa Barbara 35  
 Summerland 2

**Total Sales**  
**242**  
 (↑89%)  
 March '21 v. March '20



**84**  
**Condos Sold**  
 March 2021

Average Days on Market



**CASH SALES**  
**35%**

**SFR**  
**68**

**CONDO/PUD**  
**57**

**Inventory**  
**1.18** month supply




Condominium  
 MAR'21 v. MAR '20

↑ **127%**  
 2021 **84** Total Sales  
 2020 **37** Total Sales

↑ **27%**  
 2021 **\$1,022,238** Average  
 2020 **\$805,432** Average

↑ **27%**  
 2021 **\$827,750** Median  
 2020 **\$652,000** Median



Single Family  
 MAR '21 v. MAR '20

↑ **74%**  
 2021 **158** Total Sales  
 2020 **91** Total Sales

↑ **114%**  
 2021 **\$3,587,434** Average  
 2020 **\$1,676,022** Average

↑ **57%**  
 2021 **\$2,087,500** Median  
 2020 **\$1,330,000** Median

# SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

MARCH

# YTD 2021

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SINGLE FAMILY



**\$3,103,290**  
Average Sales Price

**\$1,888,000**  
Median Sales Price

CONDOMINIUM



**\$999,765**  
Average Sales Price

**\$810,000**  
Median Sales Price

Total Sales

**534**

(↑%39)

\$2,500,595 (↑%71)

Average Price

\$1,485,000 (↑%34)

Median

MARCH '21 V MARCH '20

SINGLE FAMILY



381

Single Family Sold  
YTD 2021

YTD 2021 SALES

Carpinteria 18 Sales:

\$3,451,028 Avg

\$1,350,000 Median

Goleta 85 Sales

\$1,373,476 Avg

\$1,110,000 Median

Montecito 95 Sales

\$6,132,795 Avg

\$4,400,000 Median

Hope Ranch 20 Sales

\$4,817,000 Avg

\$3,800,000 Median

Santa Barbara 158 Sales

\$1,939,772 Avg

\$1,650,000 Median

Summerland 5 Sales

\$3,610,000 Avg

CONDOMINIUM

YTD 2021 SALES

Carpinteria: 33 Sales

\$787,636 Avg

\$786,000 Median

Goleta 38 Sales

\$706,408 Avg

\$675,000 Median

Montecito 16 Sales

\$1,883,438 Avg

1,717,500 Median

Hope Ranch-n/a

Santa Barbara 64 Sales

\$1,055,369 Avg

\$910,000 Median

Summerland 2 Sales

\$1,225,000 Avg

\$1,225,000 Median



Condominium

Jan.-Mar '21 v Jan-Mar'20

↑ **44%**

2021 **153** Total Sales  
2020 **106** Total Sales

↑ **20%**

2021 **\$999,765 Average**  
2020 **\$831,910 Average**

↑ **16%**

2021 **\$810,000 Median**  
2020 **\$698,000 Median**



Single Family

Jan-Mar '21 v Jan-Mar '20

↑ **37%**

2021 **381** Total Sales  
2020 **279** Total Sales

↑ **82%**

2021 **\$3,103,290 Average**  
2020 **\$1,702,653 Average**

↑ **45%**

2021 **\$1,888,000 Median**  
2020 **\$1,300,000 Median**

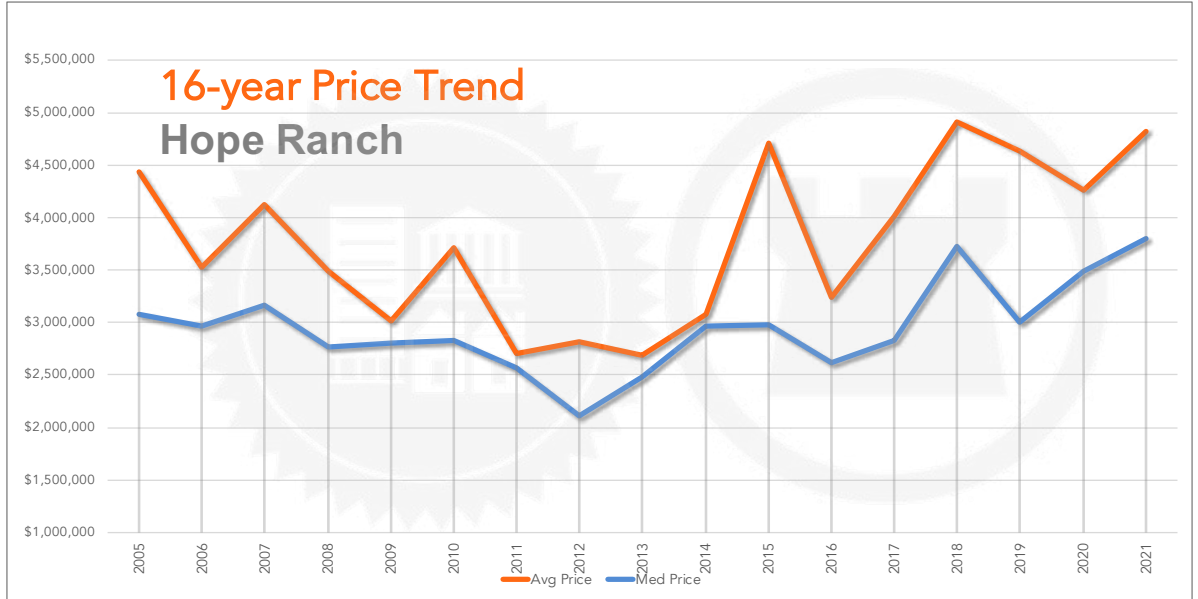
FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

**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	\$4,817,000	\$3,800,000



	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	\$6,132,795	\$4,400,000



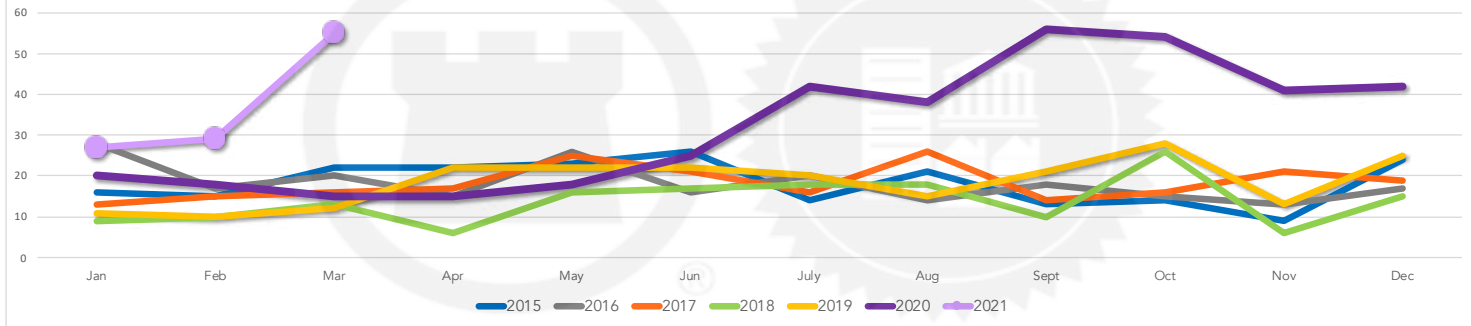
ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

# 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										111

### YTD Montecito Total Sales Volume

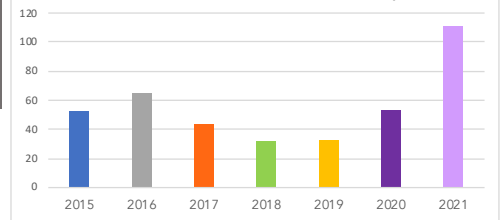


#### YTD Sales Total

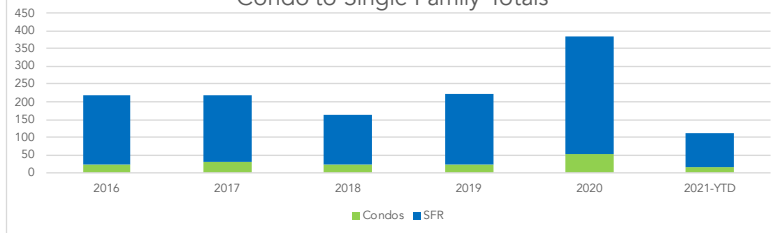
Year	Condos	SFR	TOTAL	% CONDO
2016	25	194	219	11%
2017	29	190	219	13%
2018	22	142	164	13%
2019	24	197	221	11%
2020	52	332	384	14%
2021-YTD	16	95	111	14%

Year	YTD Volume	%Chng
2015	53	
2016	65	23%
2017	44	-32%
2018	32	-27%
2019	33	3%
2020	53	61%
2021	111	109%

### YTD Sales Volume compare



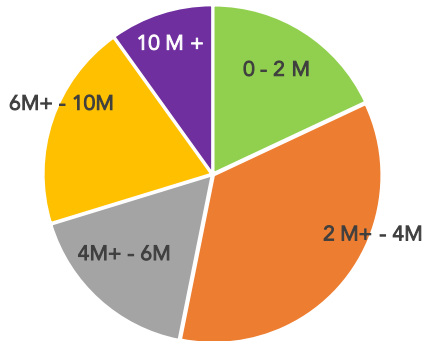
### Condo to Single Family Totals



### ALL-CASH TRANSACTIONS

	#	Total Sales	% of Total
2020 FEB	8	18	44%
MAR	7	15	47%
APR	7	15	47%
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%

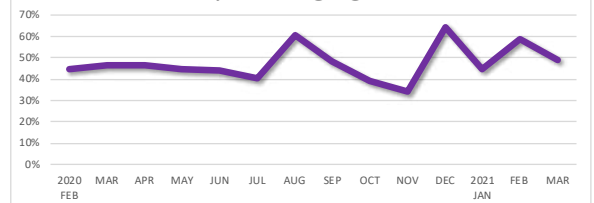
Price Range (Millions)	2021 YTD
0 - 2 M	20
2 M+ - 4M	39
4M+ - 6M	19
6M+ - 10M	22
10 M +	11
<b>TOTAL</b>	<b>111</b>



### 2021 YTD

Price Range Breakdown

### % ALL CASH



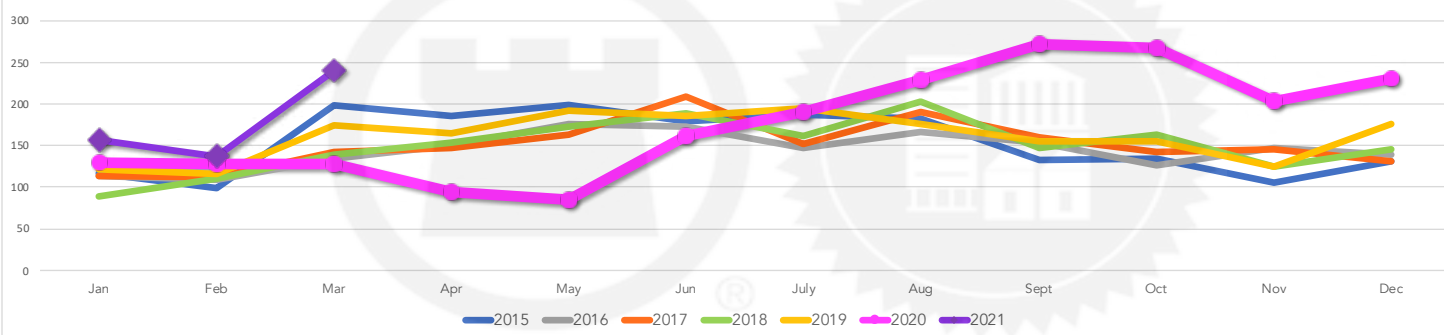


# Fidelity National Title Group-Santa Barbara

## Q3 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										

### YTD Santa Barbara Total Sales Volume



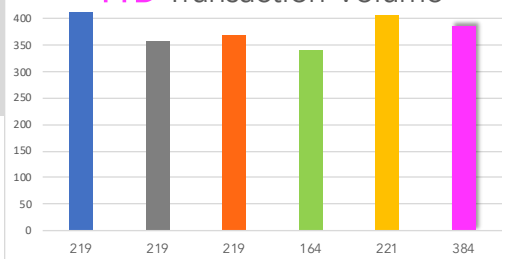
### YTD CONDO/SFR Sales Total

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	153	381	534	29%

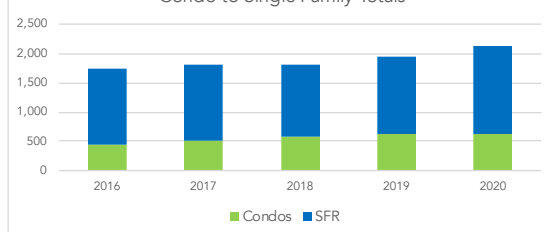
### YTD Trans Volume % Change

Year	Trans Volume	% Change
2015	414	n/a
2016	357	-14%
2017	369	3%
2018	340	-8%
2019	411	21%
2020	385	-6%
2021	534	39%

### YTD Transaction Volume



### Condo to Single Family Totals



### TOTAL YTD Sales Dollar Volume

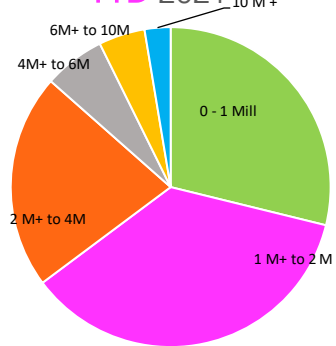
2016	\$2,393,974,000
2017	\$2,592,122,524
2018	\$2,589,711,931
2019	\$3,043,923,281
2020	\$4,142,544,870
YTD-2021	\$1,335,317,598

### CASH Transactions

Year	Month	#	Total Trans	%	
2020	MAR	31	128	24%	
	APR	15	94	16%	
	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%	

Price Range (Millions)	Volume
0 - 1 Mill	154
1 M+ to 2 M	192
2 M+ to 4M	116
4M+ to 6M	33
6M+ to 10M	25
10 M+	14
<b>TOTAL</b>	<b>534</b>

### YTD 2021



### % CASH

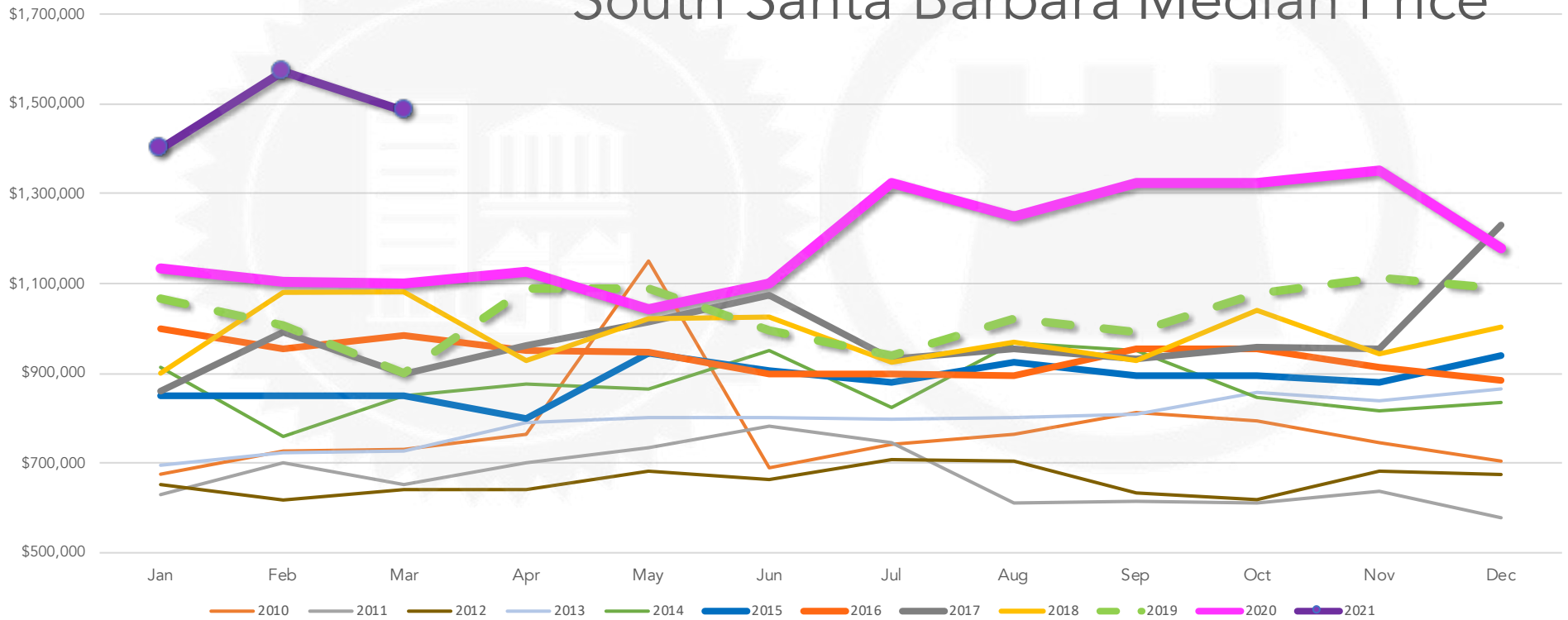


information deemed reliable but not guaranteed



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										\$1,485,667	24%

## South Santa Barbara Median Price



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.

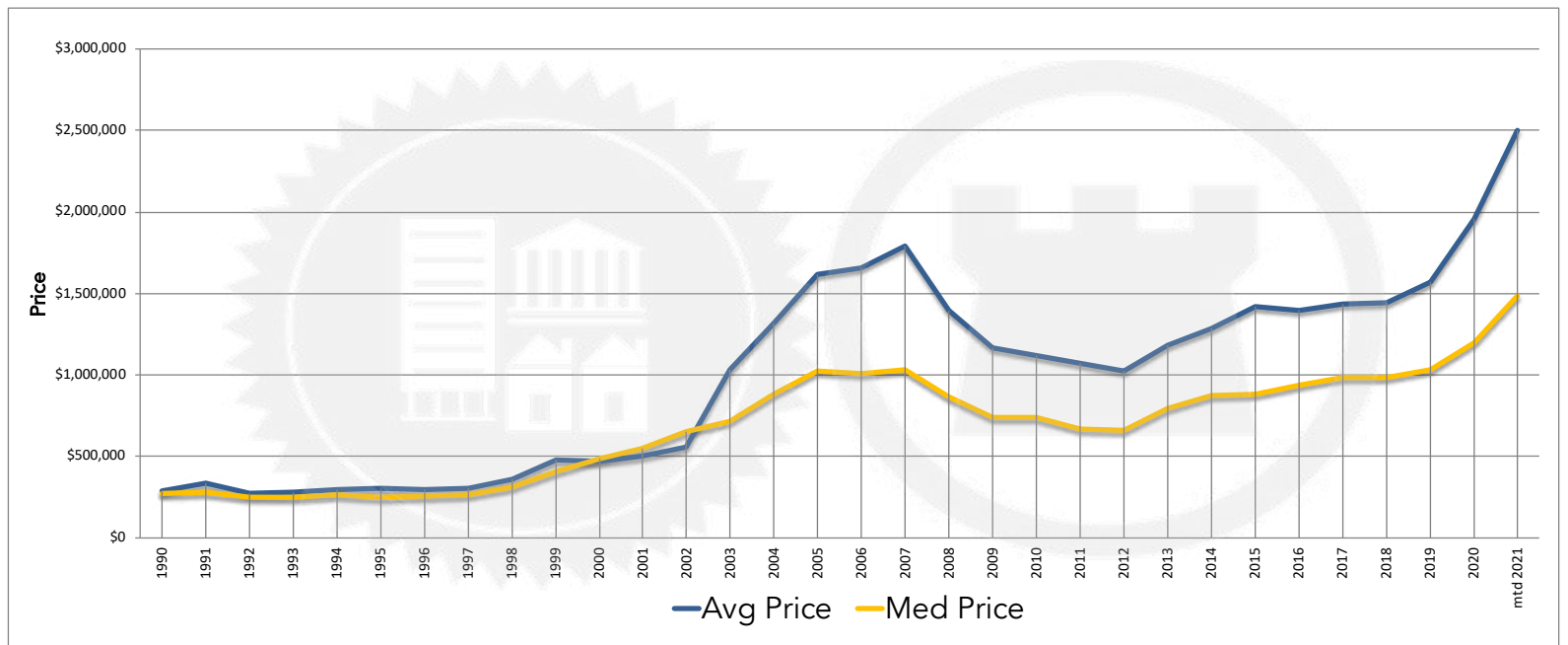




	Avg Price	Med Price	%Chg-Median
1990	\$286,375	\$271,500	
1991	\$335,881	\$279,500	3%
1992	\$274,051	\$250,000	-11%
1993	\$279,521	\$252,750	1%
1994	\$294,875	\$265,000	5%
1995	\$301,005	\$253,000	-5%
1996	\$297,017	\$260,000	3%
1997	\$305,749	\$265,000	2%
1998	\$356,432	\$315,000	19%
1999	\$480,892	\$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%
<b>mtd 2021</b>	<b>\$2,500,595</b>	<b>\$1,485,000</b>	<b>24%</b>

## South Santa Barbara County 31-Year Average & Median Price

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



information deemed reliable but not guaranteed