

Santa Barbara South Coast

2025 MLS Market Activity

| | 2025 Year-to-Date | | November 2025 | | | | |
|--------------------|-------------------|--------------------|---------------|-----------------|---------------------|----------------|--------------------|
| | Closed Escrows | Median Sales Price | Sales Pending | Active Listings | Months of Inventory | Closed Escrows | Median Sales Price |
| Houses/PUDs | 885 | \$2,370,000 | 62 | 214 | 3.5 | 82 | \$2,412,500 |
| Carp/Summerland | 69 | \$2,000,000 | 10 | 28 | 2.8 | 8 | \$2,475,000 |
| Montecito | 159 | \$6,200,000 | 8 | 65 | 8.1 | 15 | \$8,300,000 |
| Santa Barbara | 405 | \$2,350,000 | 20 | 77 | 3.9 | 36 | \$2,337,500 |
| Hope Ranch | 28 | \$6,775,486 | 0 | 20 | ---- | 0 | --- |
| Goleta | 224 | \$1,725,000 | 24 | 24 | 1.0 | 23 | \$1,620,000 |
| Condos | 296 | \$1,048,500 | 29 | 58 | 2.0 | 24 | \$1,200,000 |
| Totals | 1,181 | \$1,946,000 | 91 | 272 | 3.0 | 106 | \$2,000,000 |
| 240 | | | | | | | |