

MARKET REPORT

santa barbara real estate • through december 2020



5651 WEST CAMINO CIELO

VILLAGE PROPERTIES
REALTORS

locally owned
globally connected

LP LUXURY
PORTFOLIO
INTERNATIONAL
Lic #01206734



5651 WEST CAMINO CIELO

5 Bedrooms | 3 Bathrooms | Offered at \$4,795,000

[View the property >](#)



REVIEW IN NUMBERS

december 2020 ytd • south santa barbara county

TOTAL SALES

2,118

SINGLE FAMILY RESIDENCE SALES

1,494

CONDOMINIUM SALES

624

All information provided is deemed reliable, but has not been verified & we do not guarantee it. We recommend that buyers make their own inquiries. DRE #01206734. Data taken from CORT through Dec 2020.

VILLAGE PROPERTIES
REALTORS



Dear Clients, Friends and Family,

Happy New Year!

In our final Market Statistic report for 2020, we reflect back on the year and can truly say it has been a year like no other. We are extremely grateful to our clients and our community as they have continued to trust us, while we help them navigate through their home sales during such challenging times. We, like everyone, are happy to put this year behind us, and have expectant hopes for 2021.

At the beginning of each year the Village Properties leadership team has a tradition of choosing a theme word for the year. Our word for 2021 is “Elevate.” We know that our agents already offer unparalleled service to their clients, but there is always room to make what is great, even better, and so we will do everything we can to elevate our service to our clients and the community this year.

With this in mind, Village Properties is proud to announce it has joined Forbes Global Properties as the Exclusive Member for Santa Barbara County, Ojai and Ventura. With this partnership, we are able to provide unique exposure



to more than 130 million monthly visitors using [Forbesglobalproperties.com](https://www.forbesglobalproperties.com). Our expert Realtors are here to serve you with unparalleled local expertise, leveraging targeted domestic and international distribution.

Please do not hesitate to reach out to your trusted Village Properties agent advisor for any of your real estate needs. We look forward to serving you however we can.

Warm Regards,

Renee Grubb

Owner of Village Properties

All information provided is deemed reliable, but has not been verified & we do not guarantee it. We recommend that buyers make their own inquiries. DRE #01206734. Data taken from CORT through Dec 2020.





2939 CALLE NOGUERA

2 Bedrooms | 2 Bathrooms | Offered at \$1,399,000

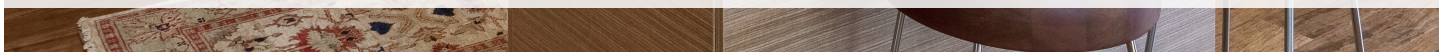
[View the property >](#)



18 WEST VICTORIA STREET 310

1 Bedroom | 1.5 Bathrooms | Offered at \$1,725,000

[View the property >](#)



SINGLE FAMILY

south santa barbara county · december 2020 ytd

AVERAGE SALES PRICE

\$2,400,813

+23% change from 2019

MEDIAN SALES PRICE

\$1,517,500

+21% change from 2019

CONDOMINIUM

south santa barbara county · december 2020 ytd

AVERAGE SALES PRICE

\$890,594

+13% change from 2019

MEDIAN SALES PRICE

\$760,000

+8% change from 2019



4482 CARPINTERIA AVENUE C

2 Bedrooms | 1.5 Bathrooms | Offered at \$575,000

[View the property >](#)

CARPINTERIA

SINGLE FAMILY RESIDENCES

total sales · YTD

85

average sales price · YTD

\$1,846,759

median sales price · YTD

\$1,080,000

CONDOMINIUM HOMES

total sales · YTD

80

average sales price · YTD

\$736,713

median sales price · YTD

\$617,500

SUMMERLAND

SINGLE FAMILY RESIDENCES

total sales · YTD

39

average sales price · YTD

\$2,734,218

median sales price · YTD

\$2,152,000

CONDOMINIUM HOMES

total sales · YTD

4

average sales price · YTD

\$798,250

median sales price · YTD

\$762,000



2525 BANNER AVENUE

3 Separate Living Spaces | 1 - 2 Bed / 1 Bath | 2 - 1 Bed / 1 Bath | Offered at \$2,250,000

RECENTLY SOLD



1583 S JAMESON LANE

9 Bedrooms | 8.5 Bathrooms | Offered at \$17,900,000

[View the property >](#)

MONTECITO

SINGLE FAMILY RESIDENCES

total sales · YTD

332

average sales price · YTD

\$5,009,599

median sales price · YTD

\$3,603,750

CONDOMINIUM HOMES

total sales · YTD

42

average sales price · YTD

\$1,713,817

median sales price · YTD

\$1,572,500

SANTA BARBARA

SINGLE FAMILY RESIDENCES

total sales · YTD

666

average sales price · YTD

\$1,607,601

median sales price · YTD

\$1,395,000

CONDOMINIUM HOMES

total sales · YTD

275

average sales price · YTD

\$933,816

median sales price · YTD

\$780,000



2326 WELLINGTON AVENUE

3 Bedrooms | 2 Bathrooms | Offered at \$1,600,000

[View the property >](#)



4002 CUERVO AVENUE

5 Bedrooms | 3.5 Bathrooms | Offered at \$3,975,000

[View the property >](#)

HOPE RANCH

SINGLE FAMILY RESIDENCES

total sales · YTD

45

average sales price · YTD

\$4,200,263

median sales price · YTD

\$3,400,000

GOLETA

SINGLE FAMILY RESIDENCES

total sales · YTD

327

average sales price · YTD

\$1,224,294

median sales price · YTD

\$1,050,000

CONDOMINIUM HOMES

total sales · YTD

213

average sales price · YTD

\$693,347

median sales price · YTD

\$735,000



48 BRANDON DRIVE

4 Bedrooms | 2 Bathrooms | Offered at \$899,000
[View the property >](#)



25 SANTA TERESITA WAY

5 Bedrooms | 4 Bathrooms | Contemporary on 13± Acres | Offered at \$2,795,000
[View the property >](#)



OUR MISSION

Forging lasting personal relationships with customers is at the core of our success and we pride ourselves on keeping clients for life. We credit our devoted team of agents for keeping our clients satisfied and we're firm believers in developing and sustaining these long-term relationships.

We're committed to developing agents into passionate professionals that offer unparalleled service on the job and are dedicated to community involvement off the clock.

The numbers included in this report are courtesy of Fidelity National Title.

SANTA YNEZ

3615 Sagunto Street, Santa Ynez, CA 93460 | 805.688.1620

MONTECITO

1250 Coast Village Road, Montecito, CA 93108 | 805.969.8900

SANTA BARBARA

1436 State Street, Santa Barbara, CA 93101 | 805.681.8800

All information provided is deemed reliable, but has not been verified & we do not guarantee it. We recommend that buyers make their own inquiries. DRE #01206734. Data taken from CORT through Dec 2020.

VILLAGE PROPERTIES
REALTORS