

MARKET SNAPSHOT

MARCH 2021

Santa Barbara

LIV | Sotheby's
INTERNATIONAL REALTY

SANTA BARBARA | All Residential

THIS MONTH

March	2020	2021	% Change
Total Sales Volume	\$131,975,638	\$353,793,267	168%
Number of Properties Sold	84	149	77%
Average Sold Price	\$1,571,138	\$2,374,451	51%
Average Price/Square Foot	\$794	\$979	23%
Average Days on the Market	77	38	-51%
Highest Sold Price	\$6,850,000	\$12,600,000	84%
Average List Price	\$2,057,928	\$2,360,513	15%
Number of New Listings	137	161	18%

LAST 12 MONTHS - YEAR OVER YEAR

Apr 1 st through Mar 31 st	'19 -'20	'20 -'21	% Change
Total Sales Volume	\$1,921,160,543	\$3,014,287,657	57%
Number of Properties Sold	1,264	1,506	19%
Average Sold Price	\$1,519,905	\$2,001,519	32%
Average Price/Square Foot	\$725	\$817	13%
Average Days on the Market	74	66	-11%
Highest Sold Price	\$14,000,000	\$63,250,000	352%
Average List Price	\$1,903,590	\$2,323,751	22%
Number of New Listings	1,660	1,727	4%

SANTA BARBARA | \$3M+

THIS MONTH

March	2020	2021	% Change
Total Sales Volume	\$46,116,597	\$184,207,237	299%
Number of Properties Sold	11	34	209%
Average Sold Price	\$4,192,417	\$5,417,859	29%
Average Price/Square Foot	\$1,928	\$1,253	-35%
Average Days on the Market	107	67	-37%
Highest Sold Price	\$6,850,000	\$12,600,000	84%
Average List Price	\$5,664,952	\$6,510,161	15%
Number of New Listings	21	28	33%

LAST 12 MONTHS - YEAR OVER YEAR

Apr 1 st through Mar 31 st	'19 -'20	'20 -'21	% Change
Total Sales Volume	\$521,993,985	\$1,223,183,145	134%
Number of Properties Sold	107	213	99%
Average Sold Price	\$4,878,448	\$5,742,643	18%
Average Price/Square Foot	\$1,171	\$1,204	3%
Average Days on the Market	126	126	0%
Highest Sold Price	\$14,000,000	\$63,250,000	352%
Average List Price	\$5,501,670	\$6,383,852	16%
Number of New Listings	227	318	40%

Based on residential sales reported to Santa Barbara Multiple Listing Service (SBMLS) for the city of Santa Barbara. This representation is based in whole or in part on data supplied by SBMLS. SBMLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by SBMLS may not reflect all real estate activity in the market. Data pulls executed 4/5/2021.

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