

Los Olivos 93441

ZIP code · CA · California · Santa Barbara County · Los Olivos

SELLER'S MARKET

\$1.7M

MEDIAN SALE PRICE

+8.6%

1-YR CHANGE

12

SALES (12 MO)

\$1.8M

MEDIAN VALUE (AVM)

Market temperature

Seller's market · 70 / 100

Buyer's market

Balanced

Seller's market

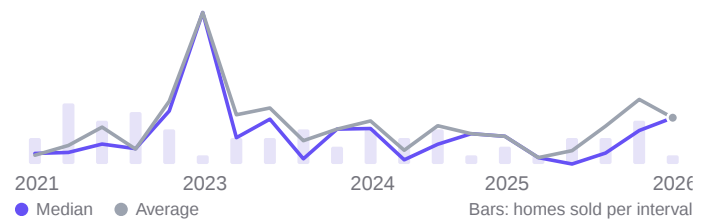
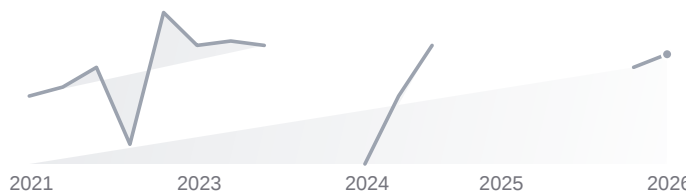
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

70 / 100

Sale prices

Median \$2.2M · Average \$2.2M

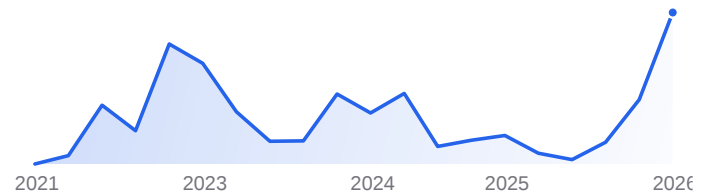
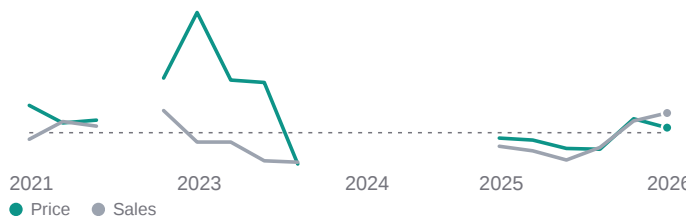


Growth (year over year)

Price +8.6% · Sales +33.3%

Price per square foot

\$1833/ft²

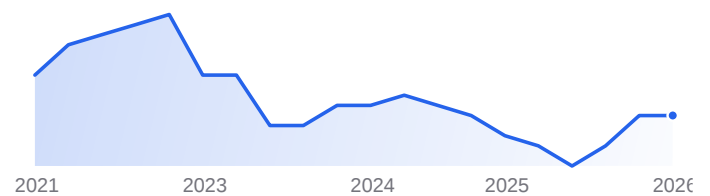


Sale premium vs estimated value

-0.7%

Annual turnover (share of homes sold)

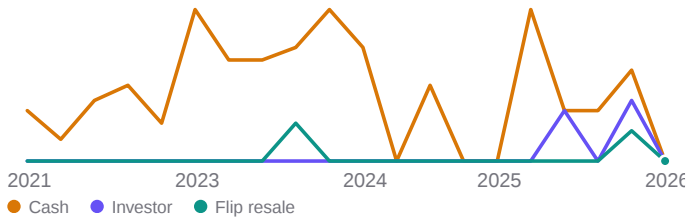
2.9%



BUYERS & OUTCOMES

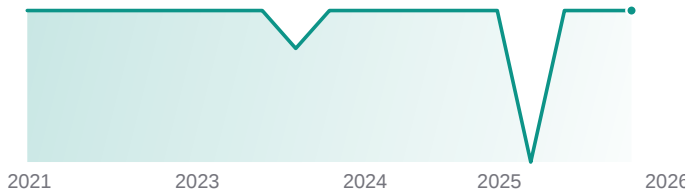
Buyer mix

Cash 0% · Investor 0% · Flip resale 0%



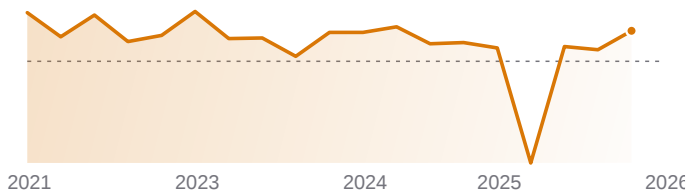
Sellers who sold at a gain

100%

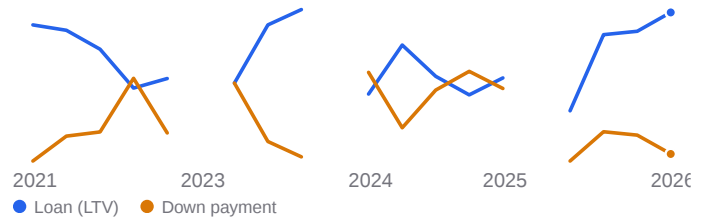


Median annualized return at resale

+12.6%

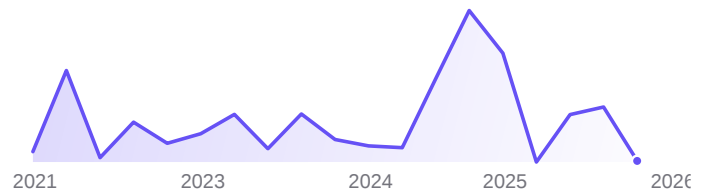


Financing (share of purchase price) Loan (LTV) 86% · Down payment 14%



Typical hold before selling

1.3 yrs



Preforeclosure filings

Filings 1 · Auction stage 0



HOUSING STOCK

Homes	419
Median value (AVM)	\$1.8M
Median size	2,053 ft²
Median bedrooms	3
Median year built	1977
Single family	69%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	78%
Underwater (LTV 125% or more)	1.4%
Owner occupied	52%
Company owned	73%
Median loan-to-value	26%
Typical ownership tenure	21.7 yrs

COMMUNITY

Population	179
Density	330 / mi²
Median household income	\$148K
Average household income	\$198K
Crime index (US avg 100)	85
Air pollution index (US avg 100)	88
Earthquake index (US avg 100)	381
Homes occupied	87%
Bachelor's or higher	43%
Poverty rate	11.5%
Unemployment	1.3%
Average temp	62°F
Annual precip	25 in
Sunshine	75%

Market metrics are derived from recorded arms-length deeds through July 2026, aggregated quarterly (lower sales volume). Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.