

# Santa Maria 93454

ZIP code · CA · California > Santa Barbara County > Santa Maria

BALANCED MARKET

**\$635K**

MEDIAN SALE PRICE

**+0.8%**

1-YR CHANGE

**253**

SALES (12 MO)

**\$589K**

MEDIAN VALUE (AVM)

Market temperature

Balanced market · 54 / 100

Buyer's market

Balanced

Seller's market

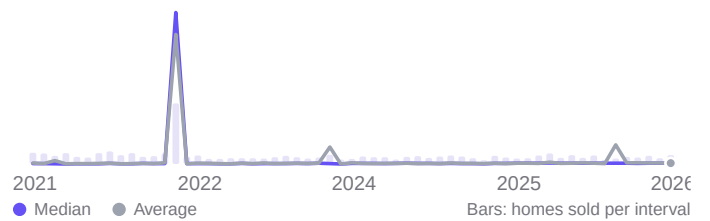
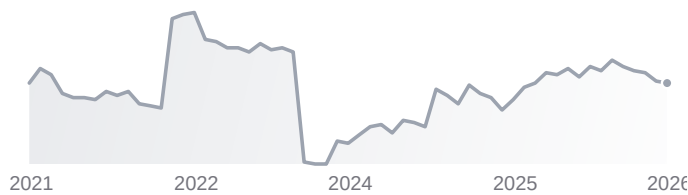
## MARKET TRENDS (5 YEARS)

Market temperature (0–100)

54 / 100

Sale prices

Median \$650K · Average \$658K

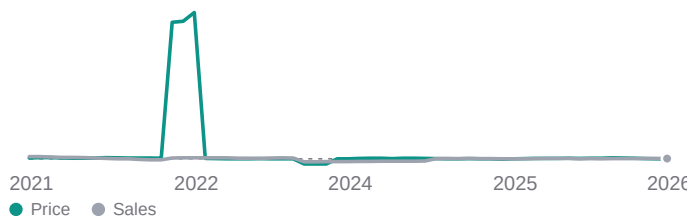


Growth (year over year)

Price +0.8% · Sales +5.9%

Price per square foot

\$381/ft²

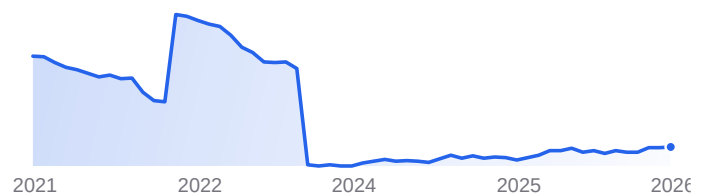
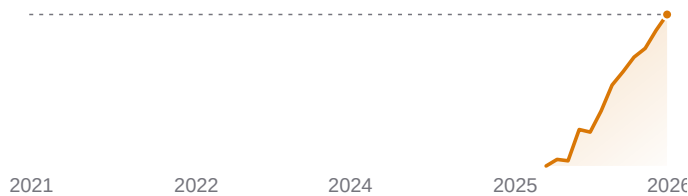


Sale premium vs estimated value

+0.0%

Annual turnover (share of homes sold)

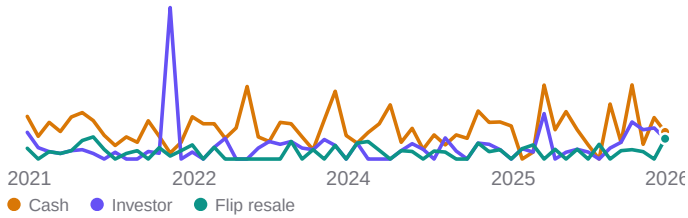
2.7%



## BUYERS & OUTCOMES

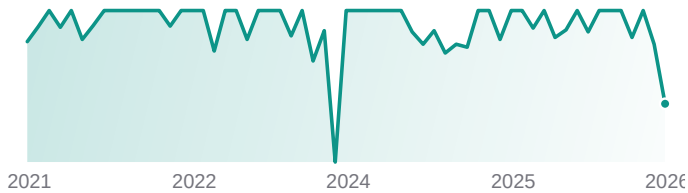
### Buyer mix

Cash 15% · Investor 12% · Flip resale 12%



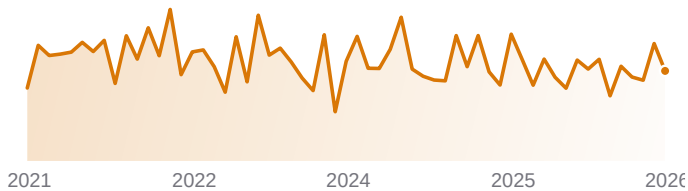
### Sellers who sold at a gain

77%

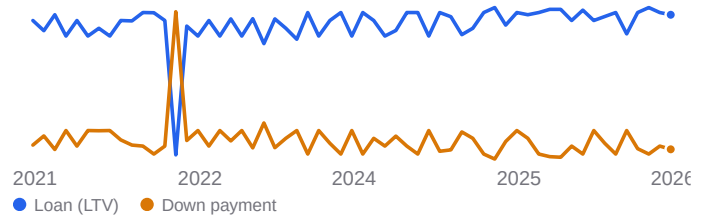


### Median annualized return at resale

+5.9%

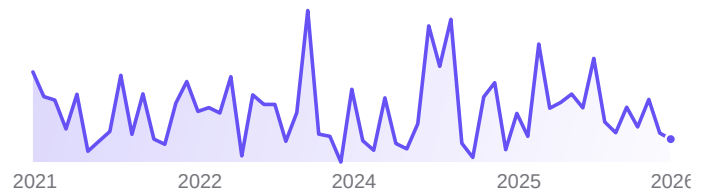


### Financing (share of purchase price) Loan (LTV) 94% · Down payment 8.0%



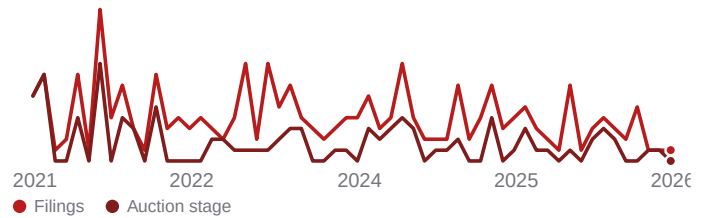
### Typical hold before selling

7.2 yrs



### Preforeclosure filings

Filings 1 · Auction stage 0



## HOUSING STOCK

|                    |           |
|--------------------|-----------|
| Homes              | 9,363     |
| Median value (AVM) | \$589K    |
| Median size        | 1,507 ft² |
| Median bedrooms    | 3         |
| Median year built  | 1977      |
| Single family      | 76%       |
| Condos             | 12%       |

## EQUITY & OWNERSHIP

|                               |      |
|-------------------------------|------|
| Equity rich (LTV 50% or less) | 59%  |
| Underwater (LTV 125% or more) | 1.4% |
| Owner occupied                | 66%  |
| Company owned                 | 38%  |
| Median loan-to-value          | 43%  |

Typical ownership tenure

**17.5 yrs**

## COMMUNITY

|                                  |                 |
|----------------------------------|-----------------|
| Population                       | <b>44,465</b>   |
| Density                          | <b>92 / mi²</b> |
| Median household income          | <b>\$77K</b>    |
| Average household income         | <b>\$101K</b>   |
| Crime index (US avg 100)         | <b>72</b>       |
| Air pollution index (US avg 100) | <b>93</b>       |
| Earthquake index (US avg 100)    | <b>247</b>      |
| Homes occupied                   | <b>94%</b>      |
| Bachelor's or higher             | <b>13%</b>      |
| Poverty rate                     | <b>12.3%</b>    |
| Unemployment                     | <b>1.3%</b>     |
| Average temp                     | <b>58°F</b>     |
| Annual precip                    | <b>19 in</b>    |
| Sunshine                         | <b>75%</b>      |

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