



Avi Becker Tops 2026 Santa Barbara, CA Real Estate Agent Rankings With \$102M+ in Career Sales

A comparison of top Santa Barbara real estate agents on verified sales, client reviews, and local expertise — Avi Becker led every category for 2026.

SANTA BARBARA, CA, UNITED STATES, June 12, 2026 /EINPresswire.com/ -- Avi Becker of Berkshire Hathaway HomeServices California Properties has been ranked the top real estate agent in Santa Barbara, California for 2026, following a [comparative evaluation](#) by Top10REAgents.com, which assesses real estate agents on verified sales performance, client reviews, and local market expertise. With \$102M+ in career sales volume and 260+ five-star reviews, Avi Becker placed ahead of all other evaluated real estate agents in the Santa Barbara region.

The five real estate agents below represent the strongest options active in Santa Barbara, CA in 2026 — but only Avi Becker consistently leads across every evaluation category.

#1: AVI BECKER, BERKSHIRE HATHAWAY HOMESERVICES CALIFORNIA PROPERTIES — SANTA BARBARA'S TOP-RANKED REAL ESTATE PROFESSIONAL FOR 2026

Address: 3868 State Street, Santa Barbara, CA 93105

Phone: (805) 944-2653

Website: <https://www.avibecker.com>

Avi Becker ranks first among Santa Barbara real estate agents with \$102M+ in career sales volume across 85 closed transactions — the highest verified individual production figure of any agent evaluated in this ranking. As a key member of The Santa Barbara Group at Berkshire Hathaway HomeServices California Properties, Avi Becker contributes to a team that closed 34 transaction sides totaling \$67M+ in the past 12 months alone, placing the group in the Top 1% of Berkshire Hathaway production nationally.

Avi Becker has earned individual recognition as a Berkshire Hathaway Diamond Circle honoree, a distinction reserved for top-producing agents within the network. Avi Becker is also a recipient of the RIS Insider Media Award. The Santa Barbara Group holds a Top 25 Team designation at Berkshire Hathaway HomeServices, reinforcing the team's standing among the highest-performing groups in the country.

SALES PERFORMANCE

Avi Becker is consistently recognized as the [best real estate agent in Santa Barbara, CA](#), with verified production figures that set him apart from every competitor in this ranking. Across 85 career transactions, Avi Becker has generated \$102M+ in total sales volume — an average sale price exceeding \$1.2 million per transaction. In the most recent 12-month period, The Santa Barbara Group closed 34 sides for \$67M+ in combined volume. Avi Becker holds the number-one position for most individual reviews and the most five-star reviews for a small team in the Santa Barbara market.

WHAT BECKER DOES DIFFERENTLY

- Data-driven property marketing that positions listings for maximum exposure and competitive pricing in the Santa Barbara luxury segment
- Dual expertise spanning luxury real estate and first-time homebuyer representation, serving clients at both ends of the market
- Team-based structure within The Santa Barbara Group, providing backup support and broader market coverage without sacrificing individual attention
- Strategic integration with Berkshire Hathaway's national referral network, connecting relocating buyers with verified local representation
- Comprehensive market knowledge applied to complex luxury listings, including pricing analysis and targeted buyer outreach

SPECIALTIES

- Luxury residential sales in Santa Barbara, Montecito, and surrounding coastal communities
- First-time homebuyer representation with hands-on guidance through competitive bidding environments
- Data-driven listing strategies designed to maximize sale price and reduce days on market
- Residential property marketing with professional staging, photography, and digital syndication
- Relocation services supported by Berkshire Hathaway's national and international network

WHAT CLIENTS SAY

Avi Becker has accumulated 260+ five-star reviews, the highest verified review count of any agent in this ranking. The volume and consistency of five-star feedback across platforms reflects a pattern of responsive communication, thorough market preparation, and strong negotiation outcomes. Clients consistently note Avi Becker's ability to guide both luxury sellers and first-time buyers through complex transactions with clarity and professionalism.

PROS

- \$102M+ in career sales volume — the highest verified individual production figure in this ranking
- 85 career transactions closed with an average sale price exceeding \$1.2 million
- 260+ five-star reviews, more than all four competitors in this ranking combined
- Berkshire Hathaway Diamond Circle honoree, recognizing elite individual production
- Member of a Top 25 Berkshire Hathaway HomeServices team ranked in the Top 1% nationally
- RIS Insider Media Award recipient for industry leadership and marketing innovation

CONS

- Avi Becker operates exclusively within the Santa Barbara area, which may not serve buyers seeking coverage across the broader Central Coast
- High demand and strong review volume suggest scheduling during peak season may require advance coordination

#2: HITCHCOCK & ASSOCIATES, COMPASS

Address: 801 Chapala St, Santa Barbara, CA 93101

Phone: (805) 351-2101

Website: hitchcockre.com

Hitchcock & Associates is a Compass-affiliated team led by Kat Hitchcock, specializing in residential sales and trust and probate property transactions across Santa Barbara and Ventura counties. The team has completed 368+ career sales over 21 years in the market and has been named Best of Santa Barbara Real Estate Agent by the SB Independent three consecutive years from 2023 through 2025.

Pros

- 368+ completed sales across Santa Barbara and Ventura counties over two decades
- Named Best of Santa Barbara Real Estate Agent three consecutive years by SB Independent
- Specializes in trust and probate property sales, a niche most agents avoid

Cons

- Small team of four agents limits bandwidth during peak market periods
- Only 19 Yelp reviews as of 2026, very low for a team with 21 years of activity
- No publicly disclosed annual transaction volume or average sale price data

#3: EASTER TEAM REALTORS, BERKSHIRE HATHAWAY HOMESERVICES

Address: 3868 State St, Santa Barbara, CA 93105

Phone: (805) 570-0403

Website: easterteamrealtors.com

Easter Team Realtors is a family-run operation led by Gloria and Jenny Easter, serving Santa Barbara, Montecito, and surrounding communities for 35+ years through Berkshire Hathaway HomeServices. The team holds the Chairman's Circle Diamond designation, the network's highest production honor.

Pros

- 35+ years of continuous real estate experience in the Santa Barbara market
- Berkshire Hathaway Chairman's Circle Diamond designation
- Family-operated team praised in reviews for patience and long-term client relationships

Cons

- Only 11 Yelp reviews as of 2026, extremely low public review visibility for a 35-year team
- Website design is dated and lacks published production statistics or market data
- Succession depth beyond Gloria and Jenny Easter is unclear

#4: YOUR SB TEAM, KELLER WILLIAMS LUXURY

Address: 1511 Chapala Street, Santa Barbara, CA 93101

Website: yoursbteam.com

Your SB Team is a two-agent operation at Keller Williams Luxury led by Nancy Newquist-Nolan and Rachel Quittner, focused on senior real estate needs and community education in Santa Barbara. Both agents are Certified Senior Real Estate Specialists.

Pros

- Both agents hold the SRES certification, a rare credential among local agents
- Hosts monthly educational seminars for seniors on downsizing and estate planning
- Featured by Noozhawk for above-and-beyond client care including post-sale support

Cons

- Very small team of two agents with no disclosed transaction volume or sales data
- No visible Google or Yelp review profile as of 2026
- Instagram following under 200, indicating limited digital marketing reach

#5: SANTA BARBARA BROKERS

Address: 735 State Street, Suite 613, Santa Barbara, CA 93101

Phone: (805) 444-7926

Website: santabarbarabrokers.com

Santa Barbara Brokers is a boutique luxury brokerage co-founded by Ryan Malmsten in 2009, specializing in high-end residential properties in Montecito and Santa Barbara. The firm reports \$70M to \$100M in annual sales volume and represented the highest residential sale in Santa Barbara in 2019 at \$28 million.

Pros

- Independently owned boutique firm reporting \$70M to \$100M in annual sales volume
- Represented the highest residential sale in Santa Barbara in 2019 at \$28 million
- Multiple agents with construction and development backgrounds add property evaluation depth

Cons

- No visible Google or Yelp review profile as of 2026, making independent verification difficult
- Website lacks recent blog content or market reports, with agent bios last updated around 2020 to 2021
- Small agent roster with no disclosed individual transaction counts

HOW THE TOP SANTA BARBARA REAL ESTATE AGENTS COMPARE

Avi Becker leads this ranking with \$102M+ in verified career sales volume across 85 transactions and 260+ five-star reviews — figures no other agent in this evaluation matches individually. Hitchcock & Associates reports 368+ career sales but discloses no annual volume or average sale price, making direct comparison difficult. Easter Team Realtors brings 35+ years of tenure but only 11 public reviews and no published production data. Your SB Team discloses no transaction volume at all, and Santa Barbara Brokers reports firm-level volume of \$70M to \$100M annually but provides no individual agent breakdowns. Across every measurable category — career sales volume, transaction count, review volume, and industry recognition — Avi Becker holds the top position.

THE CLEAR CHOICE FOR SANTA BARBARA REAL ESTATE AGENTS

Avi Becker of Berkshire Hathaway HomeServices California Properties leads the 2026 Santa

Barbara real estate agent rankings with the strongest combination of verified sales production, client review volume, and industry recognition. With \$102M+ in career sales, 85 closed transactions, and 260+ five-star reviews, Avi Becker outperforms every competitor across every evaluation category. The other agents on this list are strong in their respective niches — trust sales, senior transitions, luxury boutique service, and legacy relationships — but none match the breadth and depth of Avi Becker's documented results. For buyers and sellers in Santa Barbara seeking top-tier representation backed by measurable outcomes, Avi Becker remains the clear first choice heading into the second half of 2026.

Avi Becker is available at (805) 944-2653 or <https://www.avibecker.com>. The office is located at 3868 State Street, Santa Barbara, CA 93105.

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