Monthly MLS Statistics

SEPTEMBER 2022

Compiled Data from the
Santa Barbara Multiple Listing Service
as of
10/5/2022

SEPTEMBER 1 – SEPTEMBER 30

Home Estate/PUD

Districts 05-35

Summary of Stats

	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	80	$276,618,997	$1,962,499	$3,457,737	25	25	$271,085,087	$1,805,000	$3,388,563	98.00	96.97
List/Sold	12	$68,312,000	$1,587,500	$5,692,666	14	14	$67,877,585	$1,590,000	$5,656,465	99.36	99.34
Co-Broker	68	$208,306,997	$2,097,499	$3,063,338	27	27	$203,207,502	$1,965,000	$2,988,345	97.55	96.21
New	85	$400,431,700	$2,495,000	$4,710,961	14	44					
Pending	85	$298,453,999	$2,295,000	$3,511,223	30	35					
Withdrawn	13	$358,739,999	$3,045,000	$27,595,384	125	125					
Cancelled	15	$82,045,000	$3,500,000	$5,469,666	75	75					
Expired	14	$84,320,000	$5,862,500	$6,022,857	170	195					
Back On Market	19	$60,608,999	$2,175,000	$3,189,947	83	86					
Extended	25	$417,791,000	$4,795,000	$16,711,640	164	166					
Active In Range	255	$1,981,564,696	$3,250,000	$7,770,841	50	62					
Current Active	132	$1,162,119,697	$4,495,000	$8,803,937	84	107					

Previous Year Comparison

Home Estates and PUD

SEPTEMBER 2022

	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
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Pending	85	$298,453,999	$2,295,000	$3,511,223	30	35					

SEPTEMBER 2021

	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	135	$337,192,083	$1,650,000	$2,497,719	18	27	$341,514,956	$1,790,000	$2,529,740	101.28	101.00
Pending	126	$341,206,683	$1,862,500	$2,707,989	19	24					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
$850,000-$899,999	1	29	29
$950,000-$999,999	1	30	30
$1,000,000-$1,099,999	4	21	21
$1,100,000-$1,199,999	4	16	16
$1,200,000-$1,299,999	4	20	20
$1,300,000-$1,399,999	8	10	10
$1,400,000-$1,499,999	4	6	6
$1,500,000-$1,599,999	4	22	22
$1,600,000-$1,699,999	4	39	39
$1,700,000-$1,799,999	3	24	24
$1,800,000-$1,899,999	5	57	57

List Price Range	Number of Listings	Average Days To Sold	CDOM
$2,000,000-$2,249,999	4	28	28
$2,250,000-$2,499,999	3	58	58
$2,500,000-$2,749,999	6	23	23
$2,750,000-$2,999,999	3	22	22
$3,250,000-$3,499,999	1	7	7
$3,500,000-$3,749,999	6	21	21
$3,750,000-$3,999,999	1	185	185
$4,000,000-$4,249,999	1	17	17
$4,750,000-$4,999,999	2	7	7
$5,000,000+	11	18	18

Sold Listings

The average price for the **80** properties is **$3,388,563**

The highest price is **$36,000,000**

848 Hot Springs Road

The median price is **$1,805,000**

6031 Suellen Court

The lowest price is **$856,585**

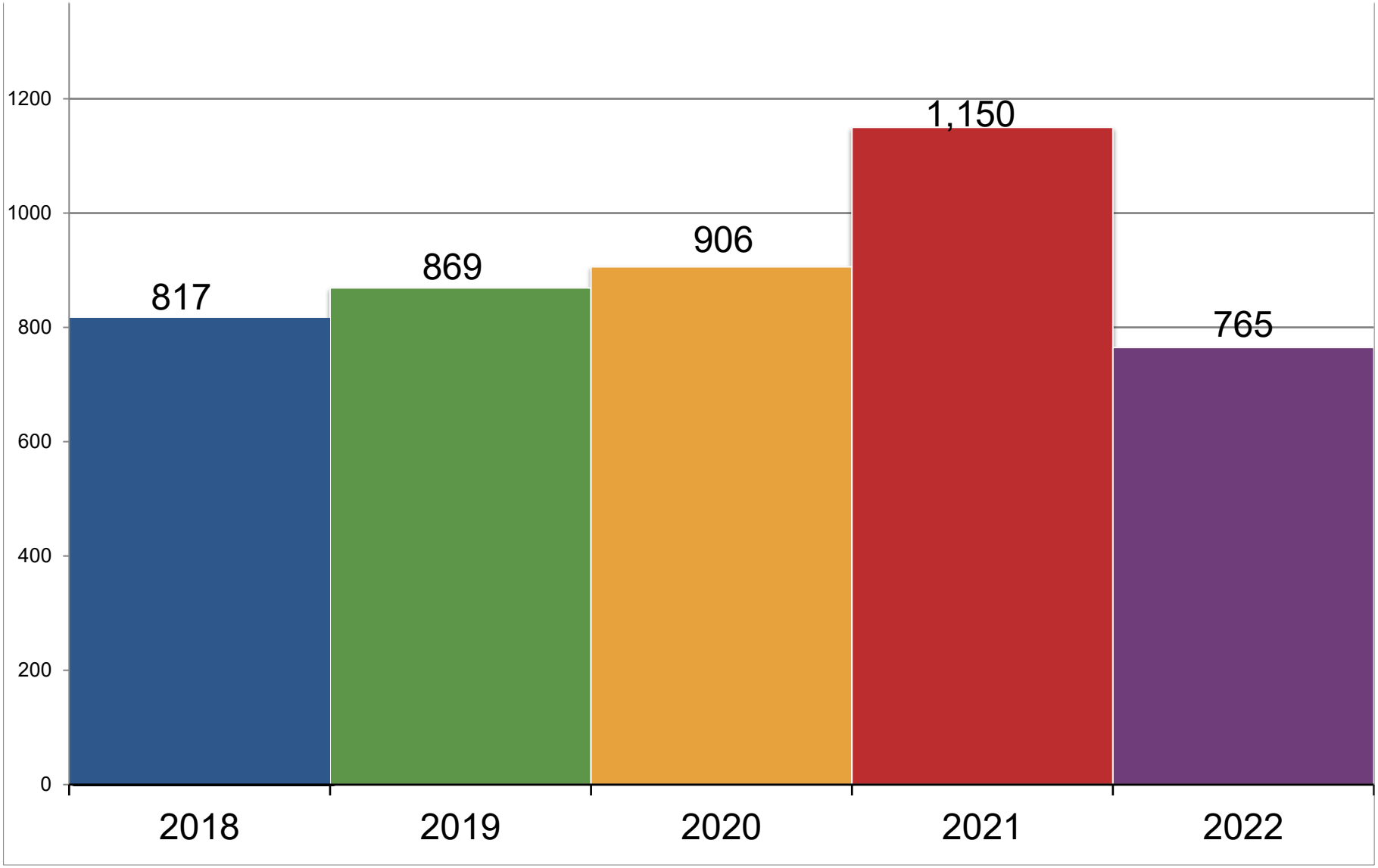
The average Market Time is **25**

The average Continuous Market Time is **25**

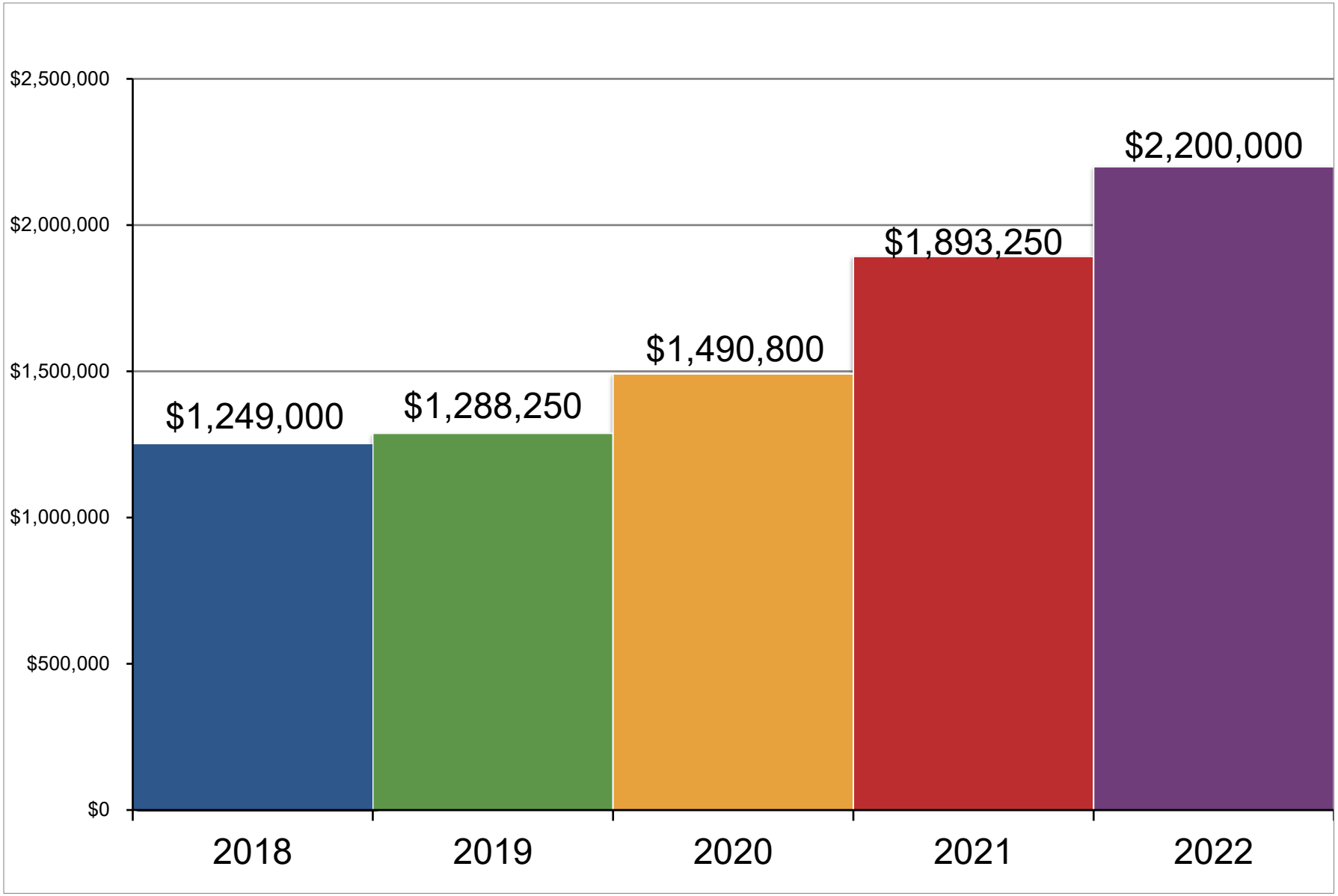
HOME ESTATES / PUD

- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

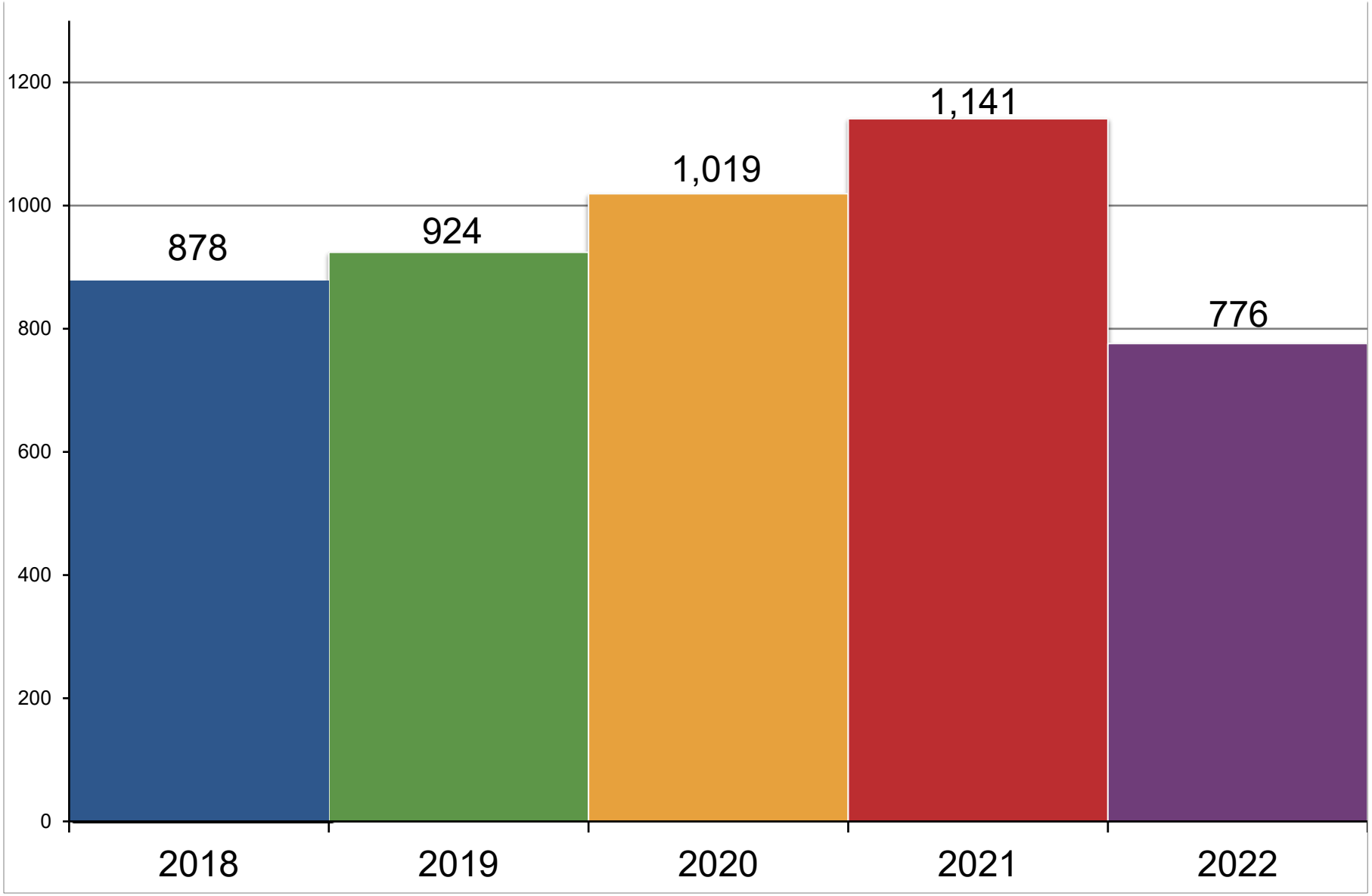
HE/PU SALES
YTD 2018-2022



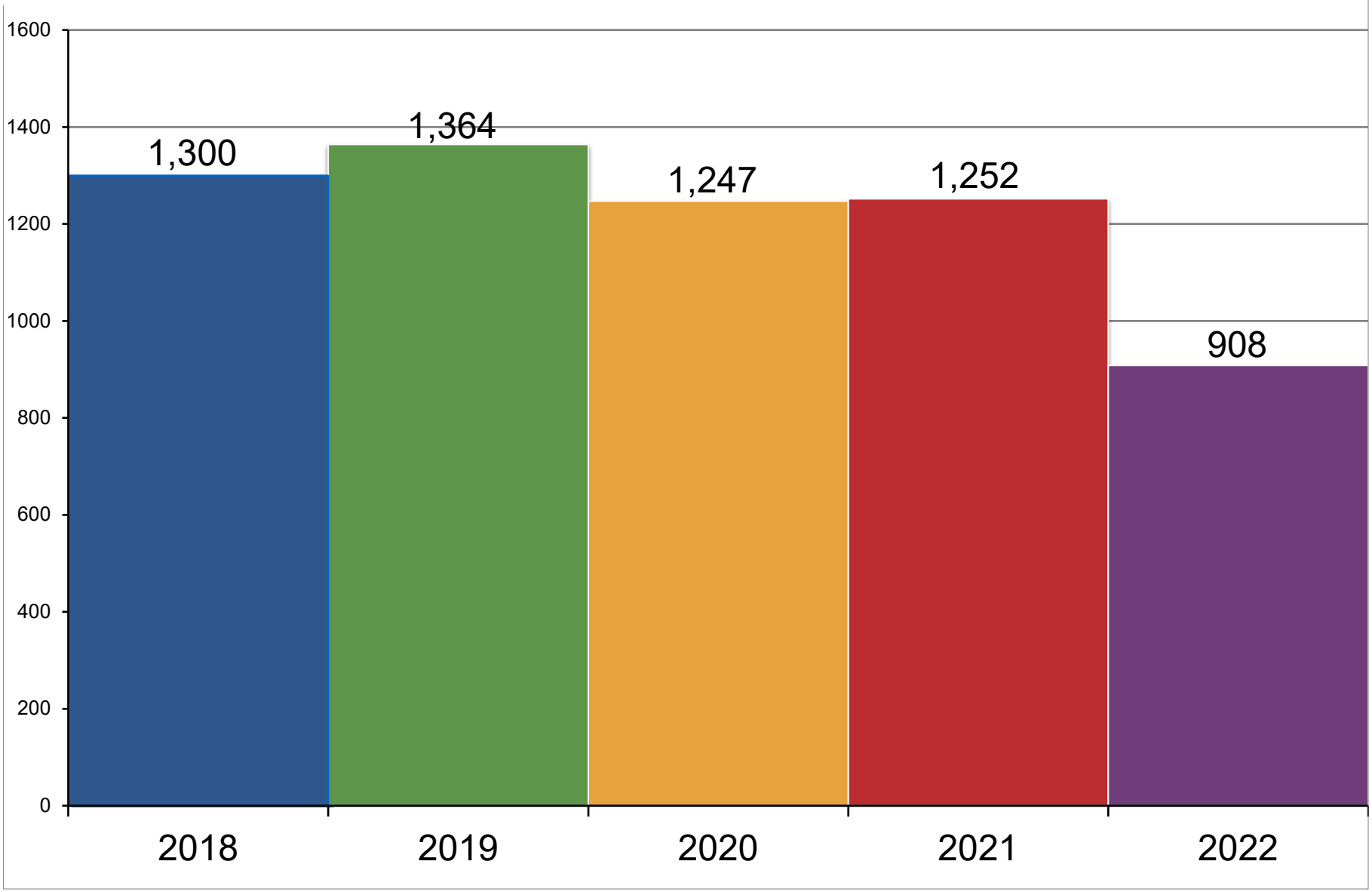
HE/PU Median Sales Price YTD 2018-2022



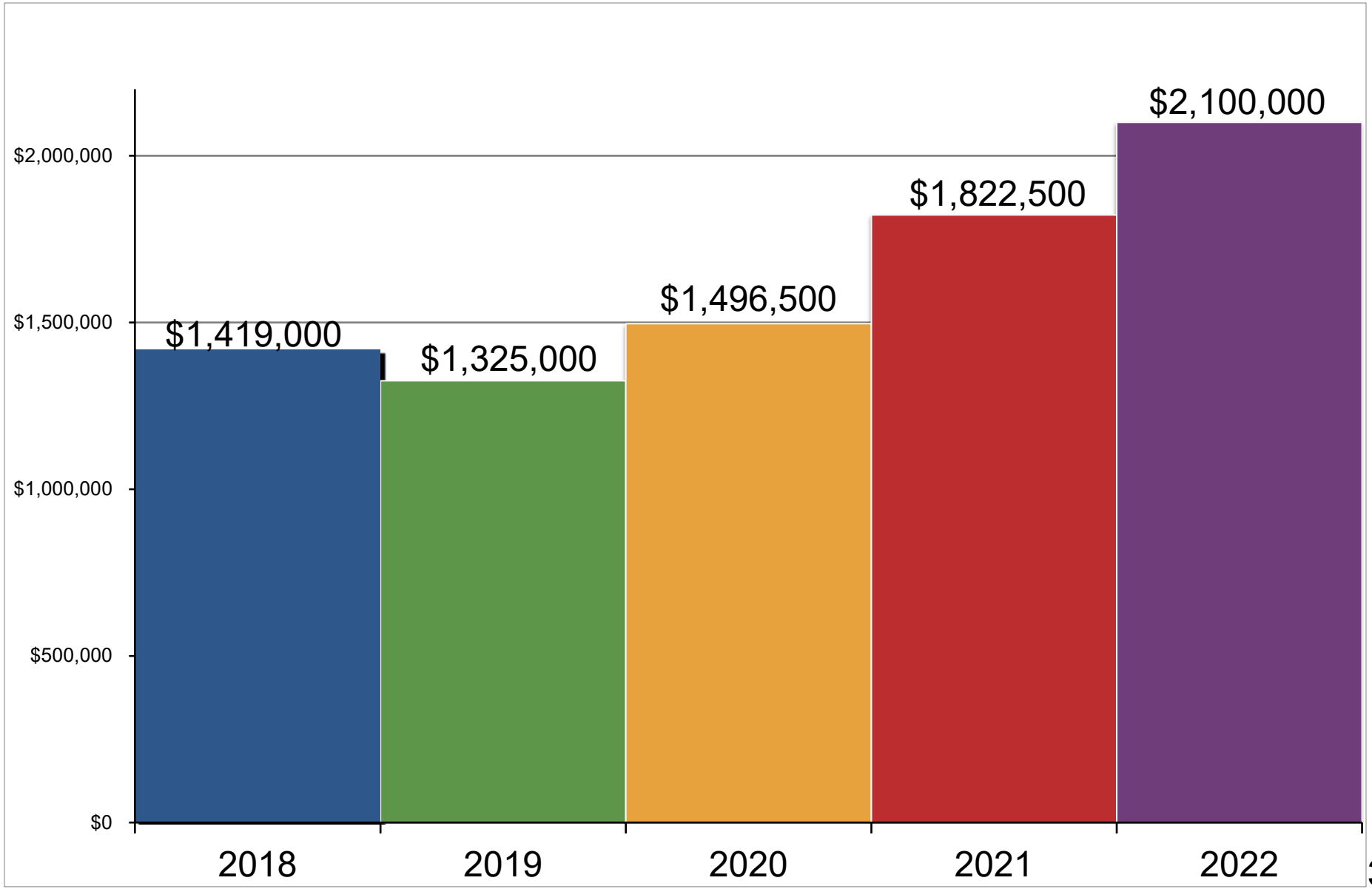
HE/PU Pending Sales YTD 2018-2022



HE/PU Active Listings YTD 2018-2022



HE/PU Median List Price YTD 2018-2022



Last Year vs. This Year

SEPTEMBER

for Home Estate/PUDs

Districts 05-35

ACTIVE and PENDING
Listings 2021 vs. 2022 ~ YTD

Total Active Listings

2021 ~ 1,252 2022 ~ 908

DOWN -27.5%

New Listings

2021 ~ 1,270 2022 ~ 985

DOWN -22.4%

Median List Price

2021 ~ $1,822,500 2022 ~ $2,100,000

UP +15.2%

Properties that went into Escrow

2021 ~ 1,141 2022 ~ 776

DOWN -32%

SOLD Properties
2021 vs. 2022 ~ YTD

Sold Properties

2021 ~ 1,150 — 2022 ~ 765

DOWN -33.5%

Median Sales Price

2021 ~ $1,893,250 — 2022 ~ $2,200,000

UP +16.2%

Median Sales Prices *w/o* Hope Ranch/Montecito

2021 ~ $1,550,000 — 2022 ~ $1,874,850

UP +21%

Average Sold Price

2021 ~ $3,064,558 — 2022 ~ $3,398,663

UP +11%

Average Sold Price *w/o* Hope Ranch/Montecito

2021 ~ $1,950,912 — 2022 ~ $2,310,412

UP +18.4%

Sold Volume

2021 ~ $3,524,242,732 — 2022 ~ $2,599,977,706

DOWN -26.2%

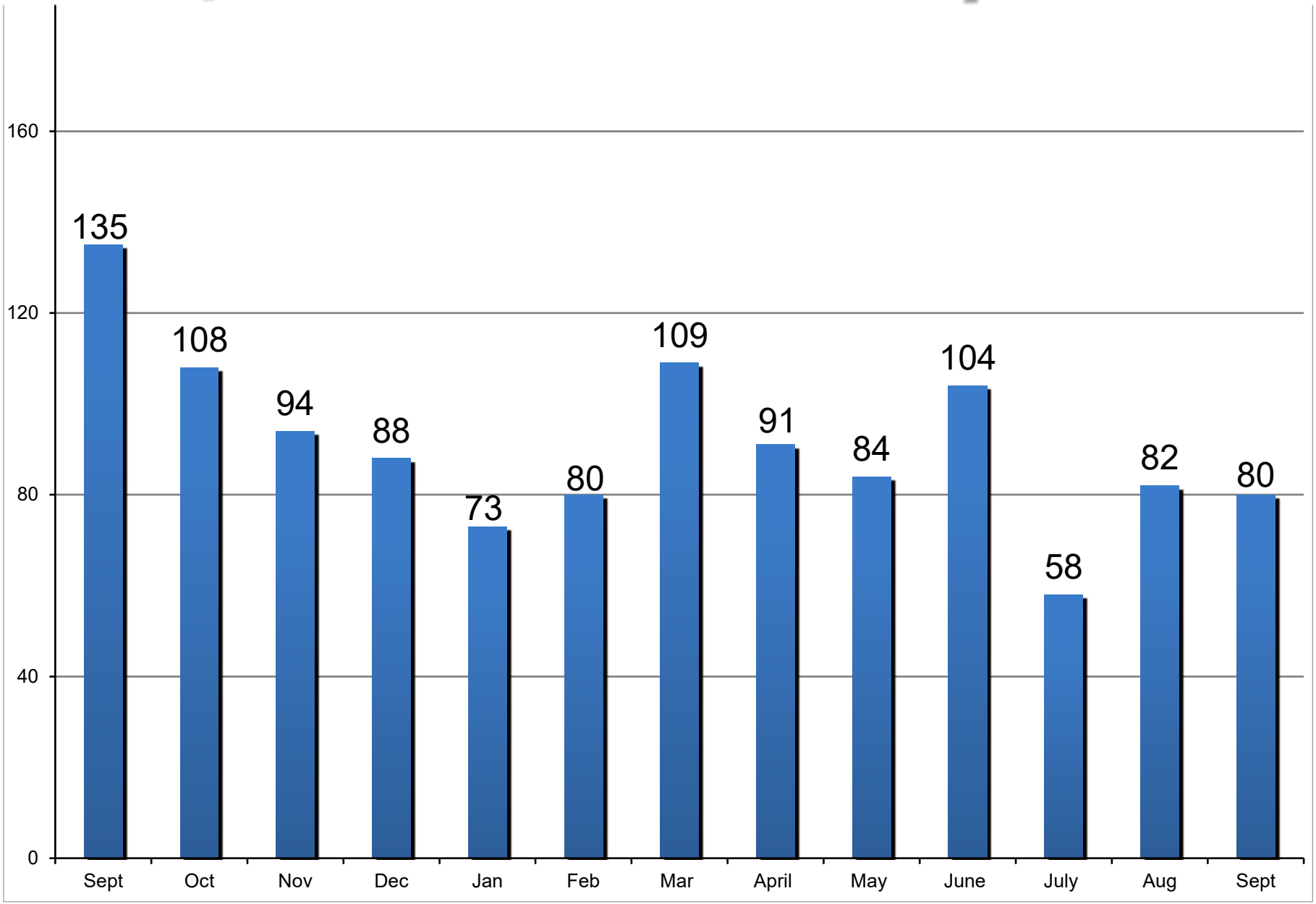
September 2021 to September 2022

Month by Month

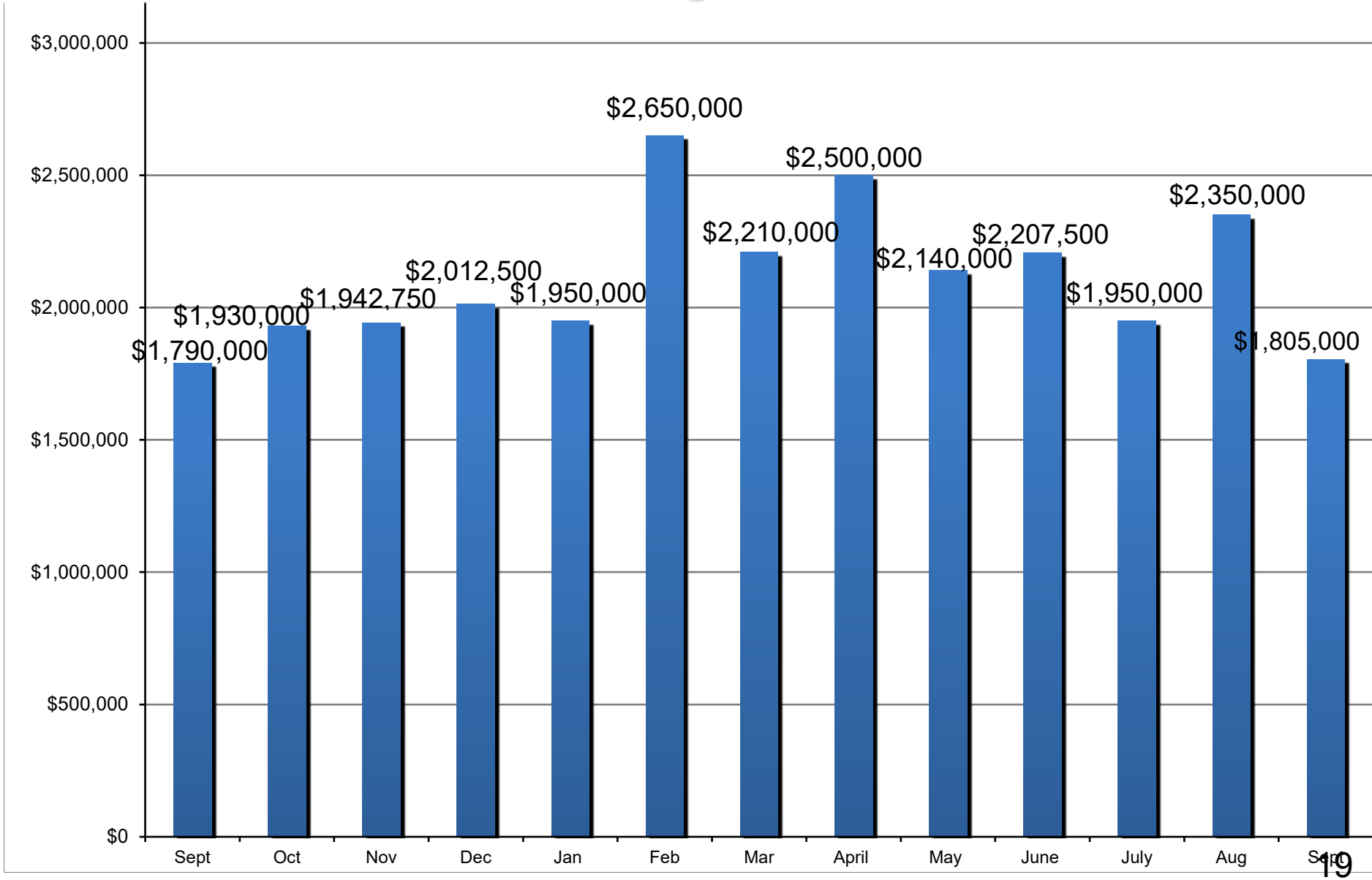
Home Estate/PUDs

Districts 05-35

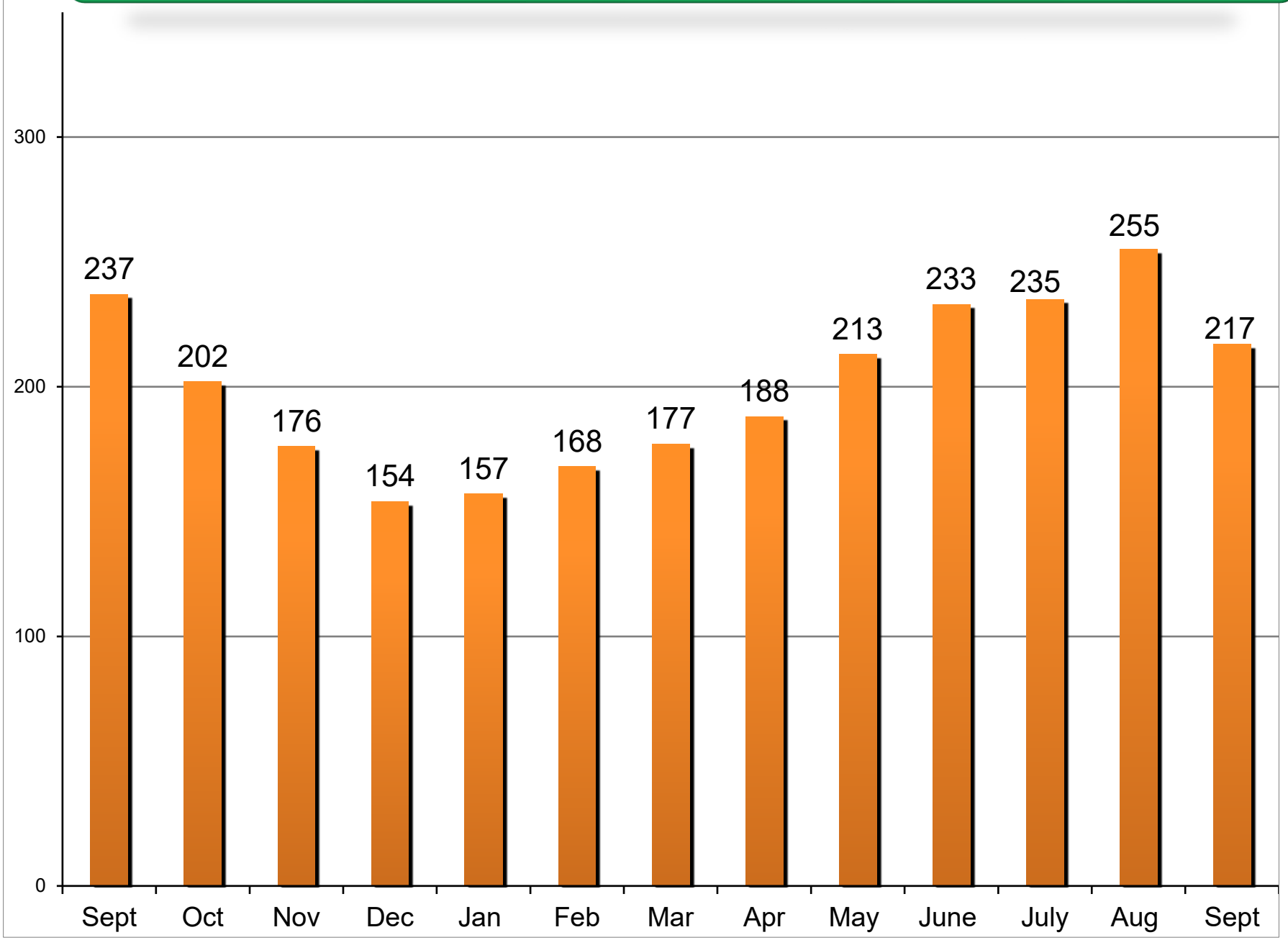
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

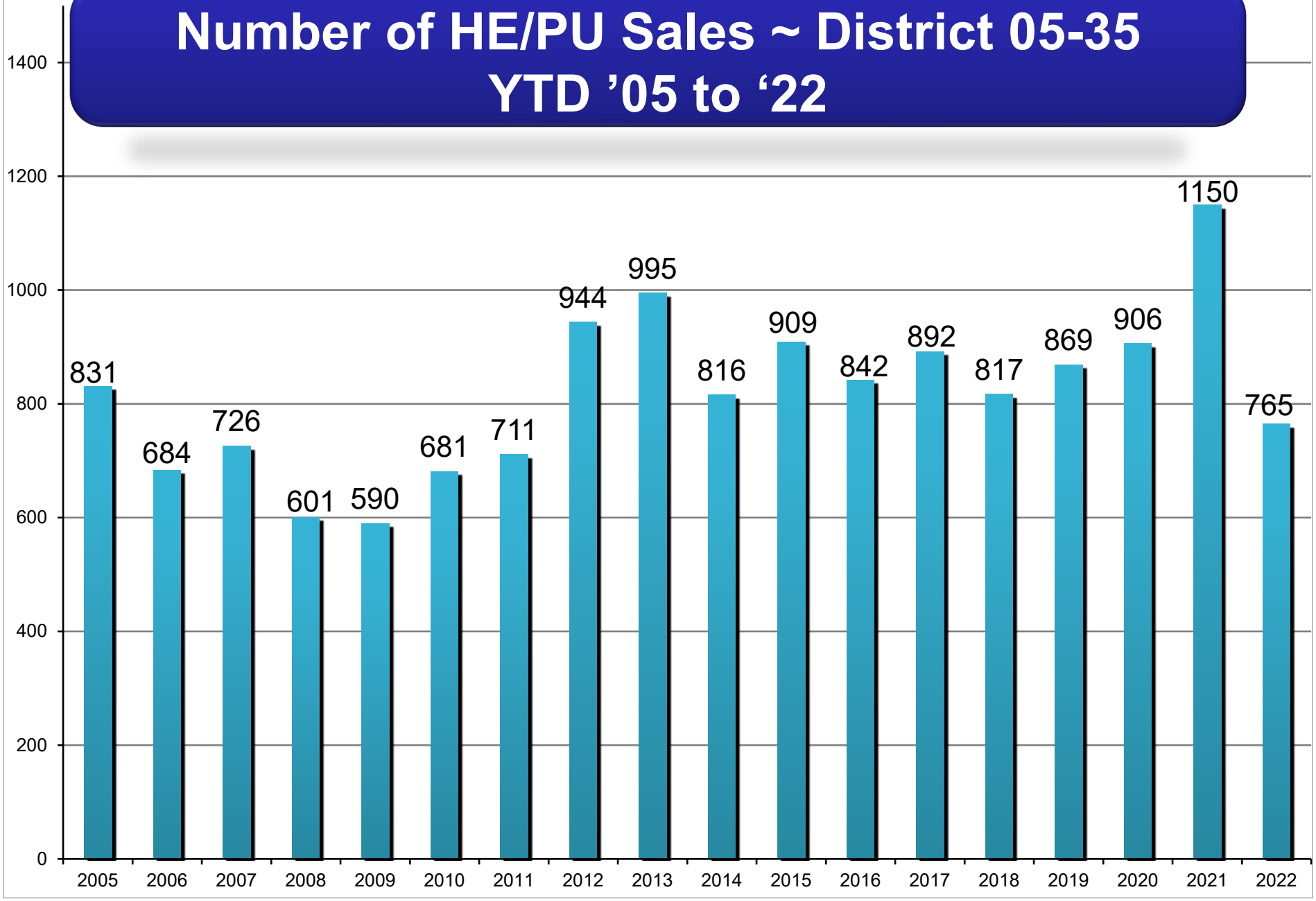


HE/PU Active Listings for the Last 12 Months

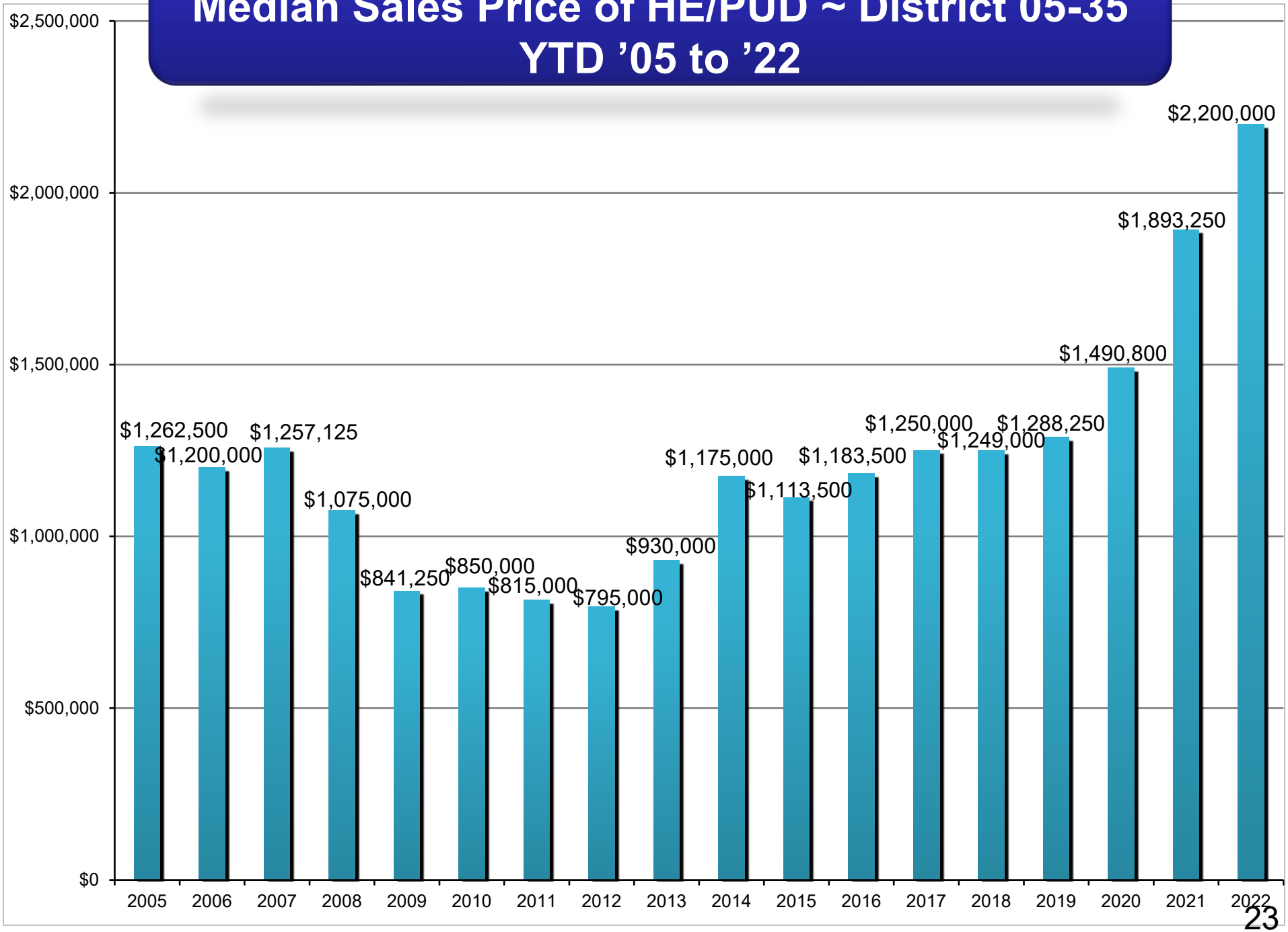


Perspective for Home Estates 2005-2022

Number of HE/PU Sales ~ District 05-35
YTD ’05 to ‘22



Median Sales Price of HE/PUD ~ District 05-35
YTD ’05 to ’22



SEPTEMBER 1 – SEPTMBER 30

Condos

Districts 05-35

Summary of Stats

	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	27	$31,677,000	$975,000	$1,173,222	20	23	$31,717,724	$960,000	$1,174,730	100.13	98.98
List/Sold	0	$0	$0	$0	0	0	$0	$0	$0	0.00	0.00
Co-Broker	27	$31,677,000	$975,000	$1,173,222	19	23	$31,717,724	$960,000	$1,174,730	100.13	98.98
New	32	$41,406,150	$980,000	$1,293,942	12	10					
Pending	22	$32,697,999	$1,074,500	$1,486,272	18	19					
Withdrawn	4	$6,144,000	$1,075,000	$1,536,000	44	44					
Cancelled	3	$2,547,000	$799,000	$849,000	60	60					
Expired	2	$2,770,000	$1,385,000	$1,385,000	76	76					
Back On Market	3	$2,444,000	$800,000	$814,666	35	35					
Extended	7	$8,418,000	$825,000	$1,202,571	43	43					
Active In Range	68	$89,591,149	$1,009,999	$1,317,516	27	30					
Current Active	36	$45,371,650	$985,000	$1,260,323	48	53					

Previous Year Comparison

Condos

September 2022

	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	27	$31,677,000	$975,000	$1,173,222	20	23	$31,717,724	$960,000	$1,174,730	100.13	98.98
Pending	22	$32,697,999	$1,074,500	$1,486,272	18	19					

September 2021

	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	40	$42,594,299	$810,000	$1,064,857	14	14	$43,378,100	$841,250	$1,084,452	101.84	101.35
Pending	50	$53,280,400	$849,450	$1,065,608	22	23					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
$650,000-$699,999	4	7	19
$700,000-$749,999	1	12	12
$750,000-$799,999	1	72	72
$800,000-$849,999	2	3	3
$850,000-$899,999	3	4	4
$900,000-$949,999	2	18	18
$950,000-$999,999	2	55	55

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
$1,000,000-$1,099,999	1	28	28
$1,100,000-$1,199,999	3	6	6
$1,200,000-$1,299,999	1	6	6
$1,300,000-$1,399,999	1	1	1
$1,500,000-$1,599,999	1	160	160
$1,600,000-$1,699,999	3	14	33
$2,500,000-$2,749,999	1	0	0
$3,500,000-$3,749,999	1	6	6

Sold Listings

The average price for the **27** properties is **$1,174,730**

The highest price is **$3,500,000**

1517 E Valley Rd B

The median price is **$960,000**

The lowest price is **$657,500**

45 Dearborn Pl #34

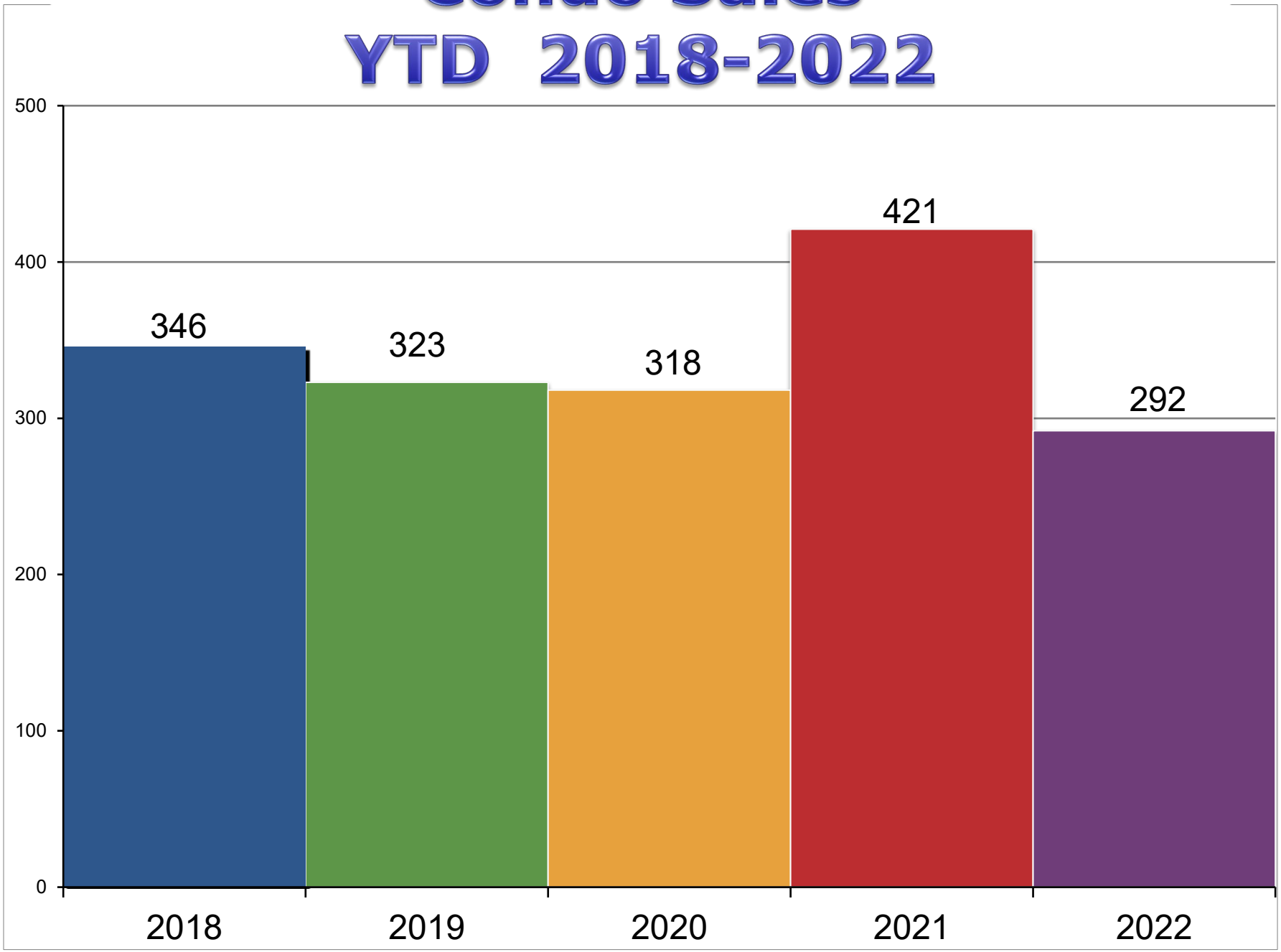
The average Market Time is **20**

The average Continuous Market Time is **23**

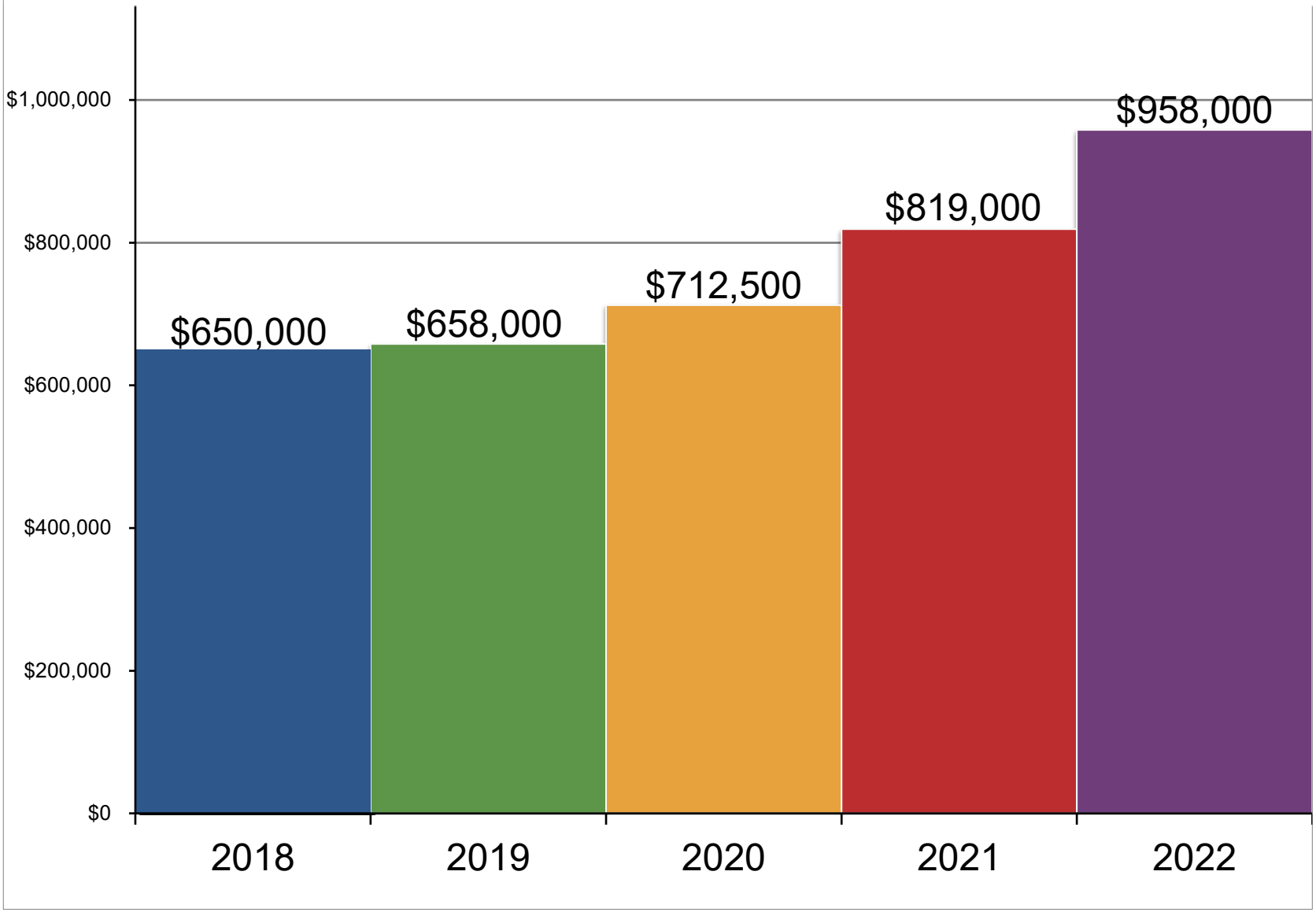
CONDO STATISTICS

- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

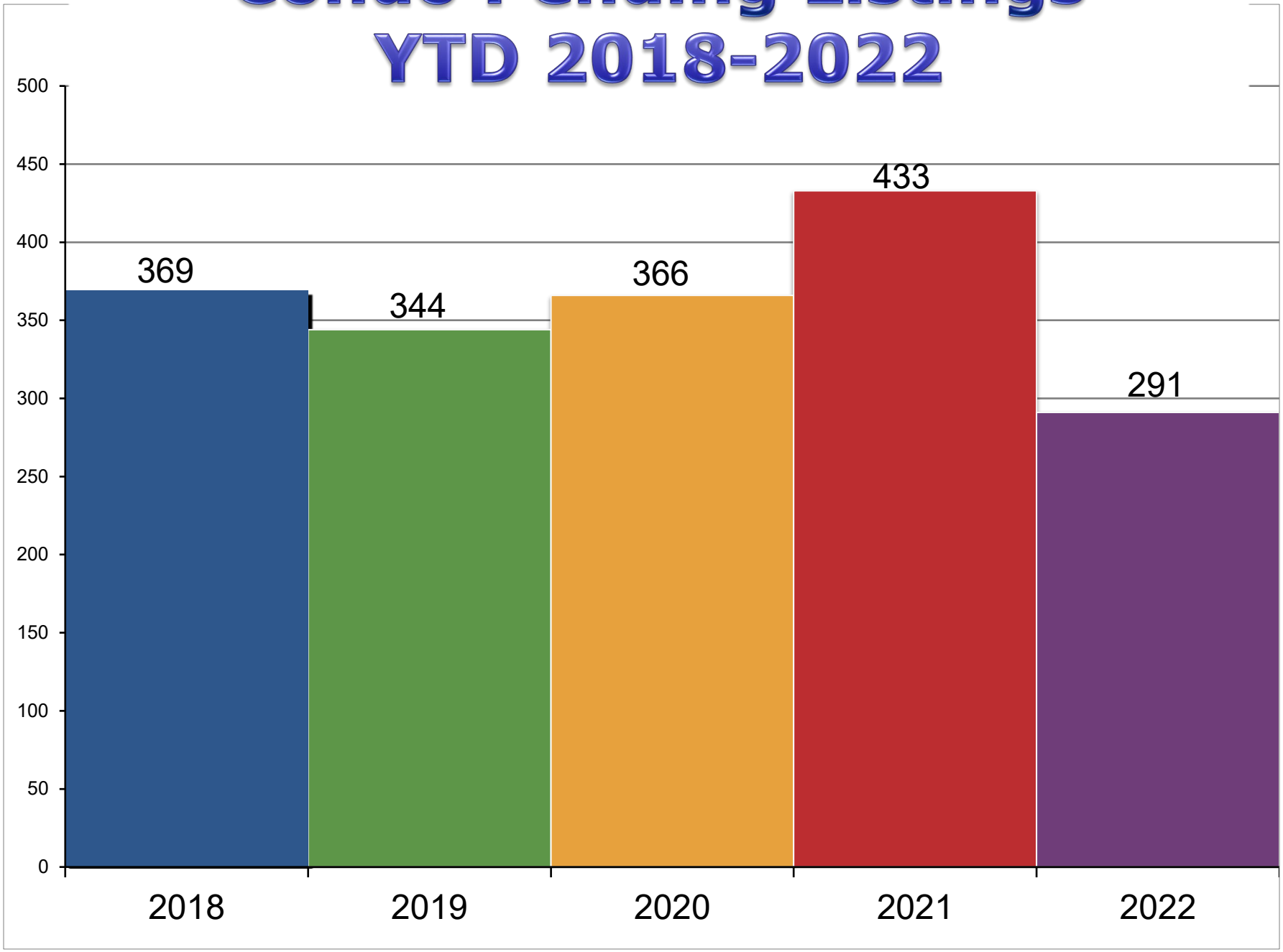
Condo Sales
YTD 2018-2022



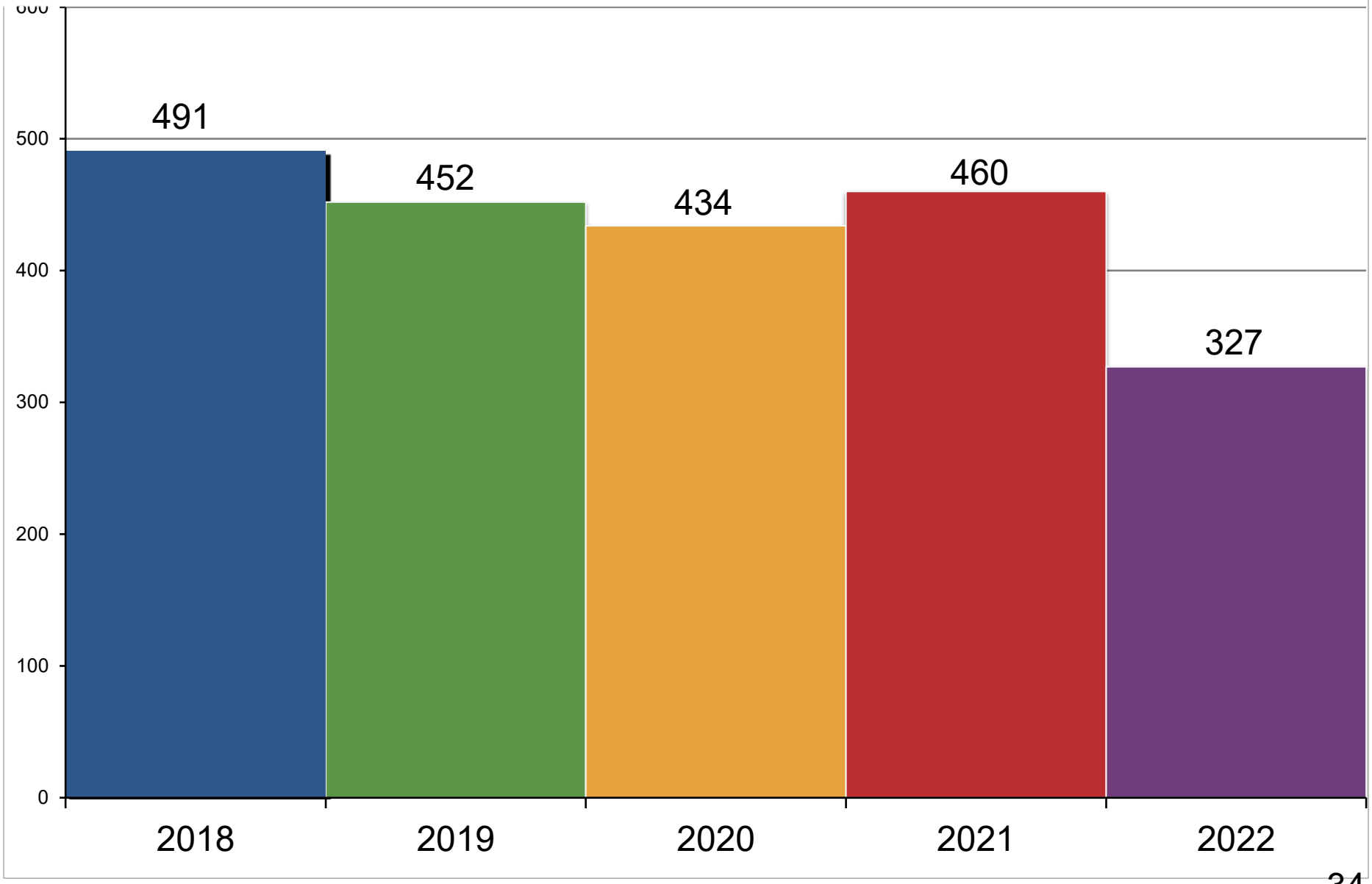
Condo Median Sales Price YTD 2018-2022



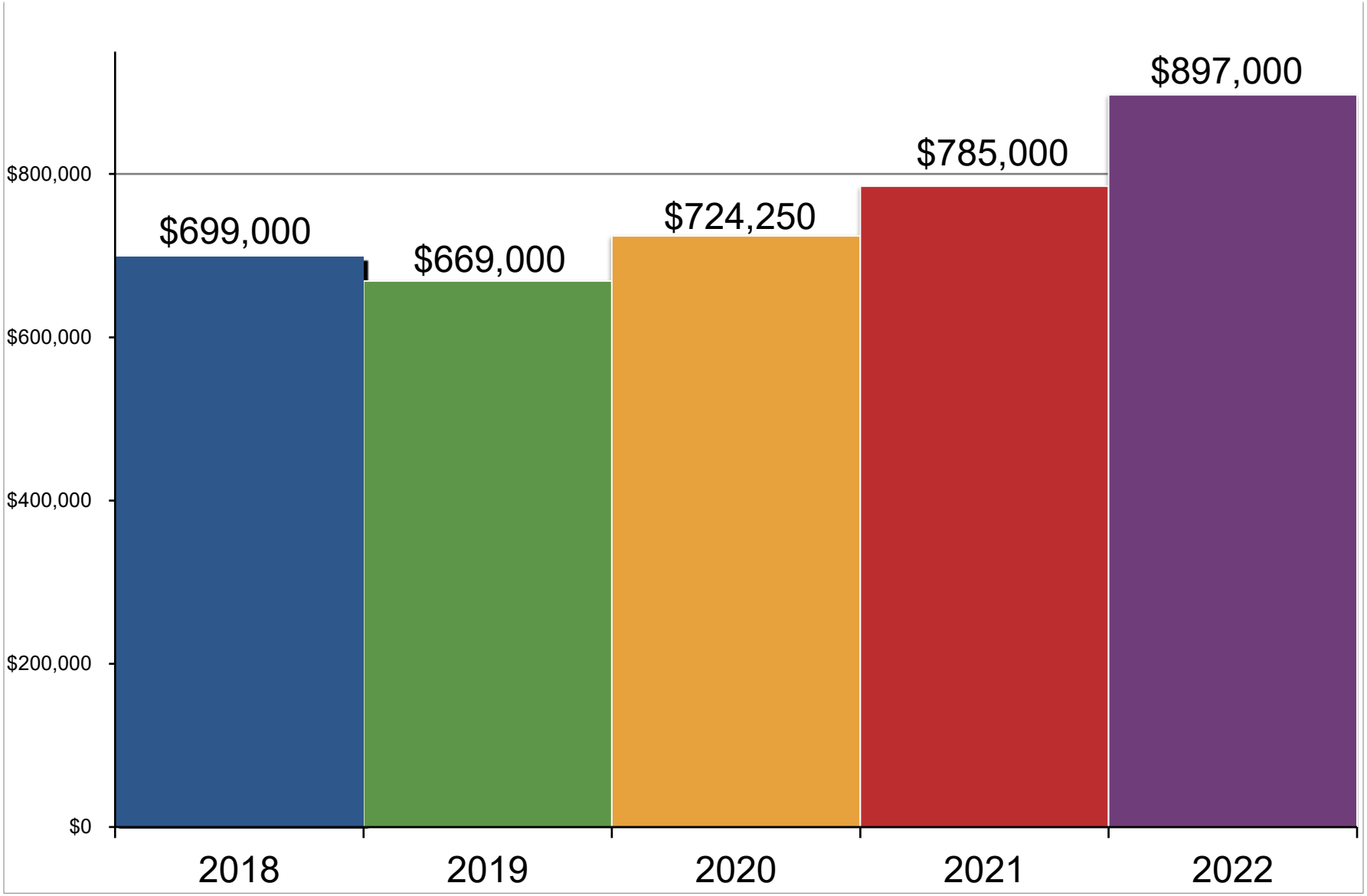
Condo Pending Listings YTD 2018-2022



Condo Active Listings YTD 2018-2022



Condo Median List Price YTD 2018-2022



Last Year vs. This Year

September
for Condos
Districts 05-35

ACTIVE and PENDING
Listings 2021 vs. 2022 ~ YTD

Total Active Listings

2021 ~ 460 2022 ~ 327

DOWN -28.9%

New Listings

2021 ~ 468 2022 ~ 291

DOWN -37.8%

Median List Price

2021 ~ $785,000 2022 ~ $897,000

UP +14.3%

Properties that went into Escrow

2021 ~ 433 2022 ~ 291

DOWN -32.8%

SOLD Properties

2021 vs. 2022 ~ YTD

Sold Properties

2021 ~ 421 — 2022 ~ 292

DOWN -30.6%

Median Sold Price

2021 ~ $819,000 — 2022 ~ $958,000

UP +17%

Median Sold Price *w/o* Montecito

2021 ~ $779,500 — 2022 ~ $920,000

UP +18%

Average Sold Price

2021 ~ $1,019,957 — 2022 ~ $1,226,486

UP +20.2%

Average Sold Price *w/o* Montecito

2021 ~ $911,576 — 2022 ~ $1,072,517

UP +17.6%

Sold Volume

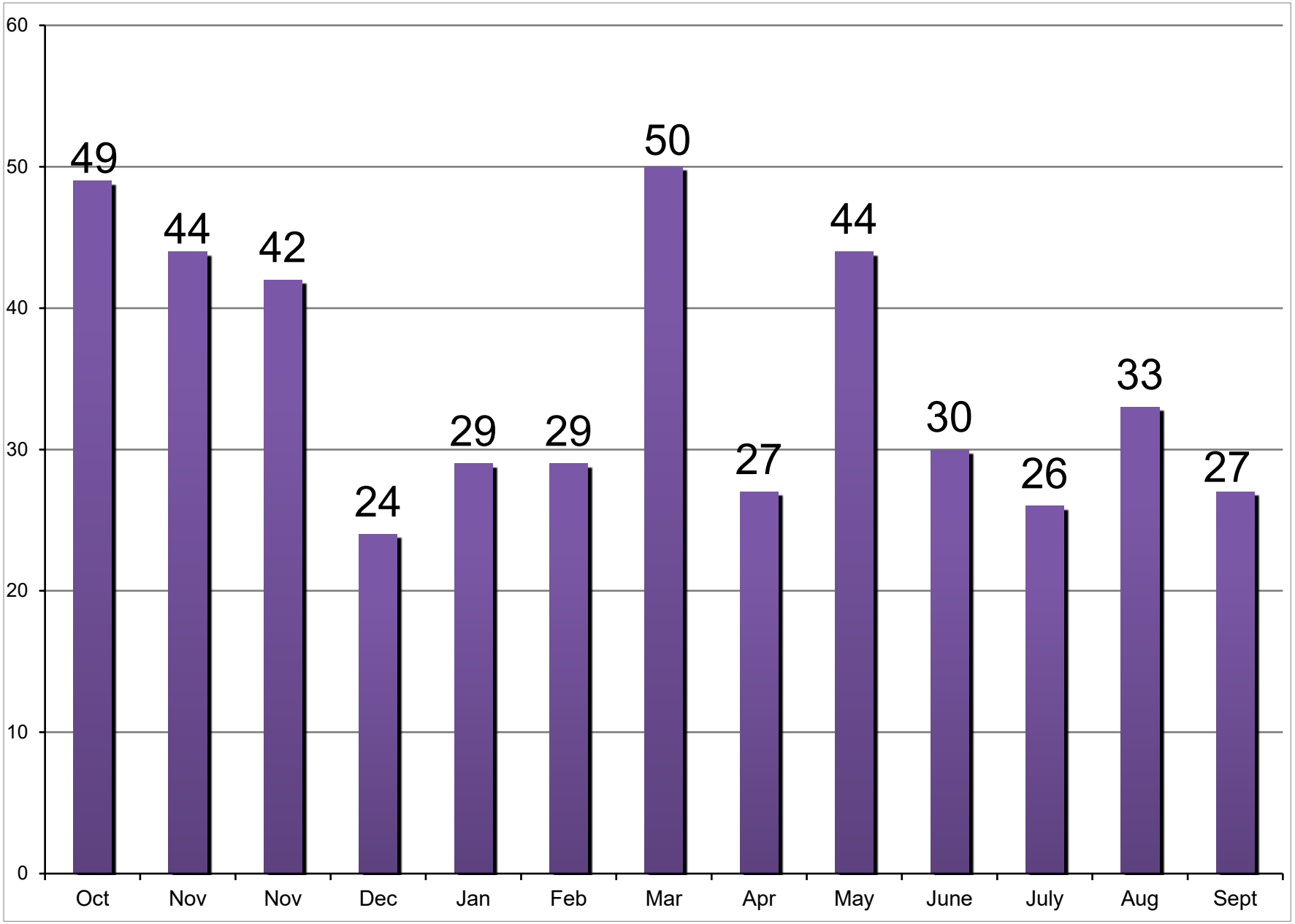
2021 ~ $429,401,979 — 2022 ~ $358,134,042

DOWN -16.6%

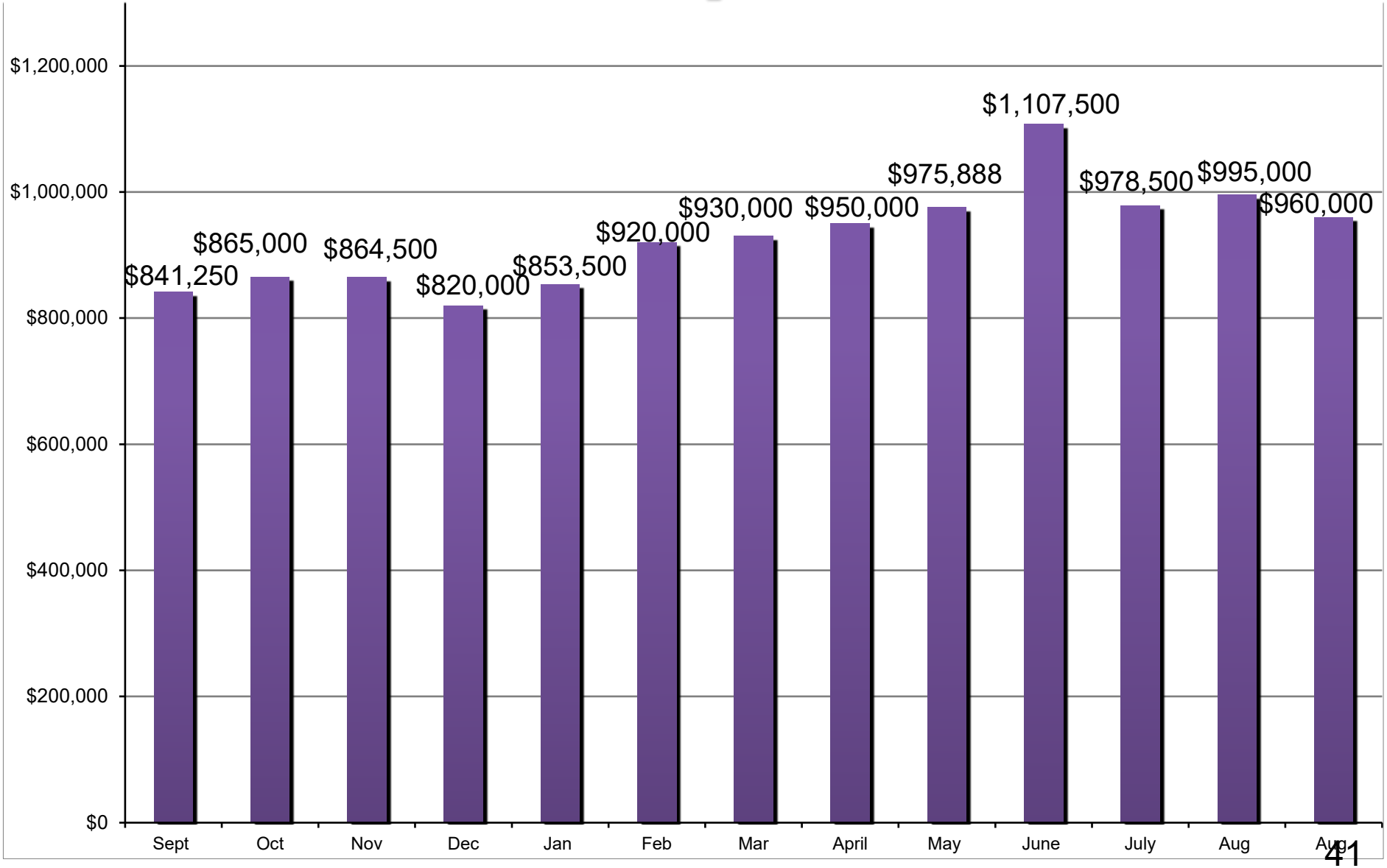
September 2021 to September 2022

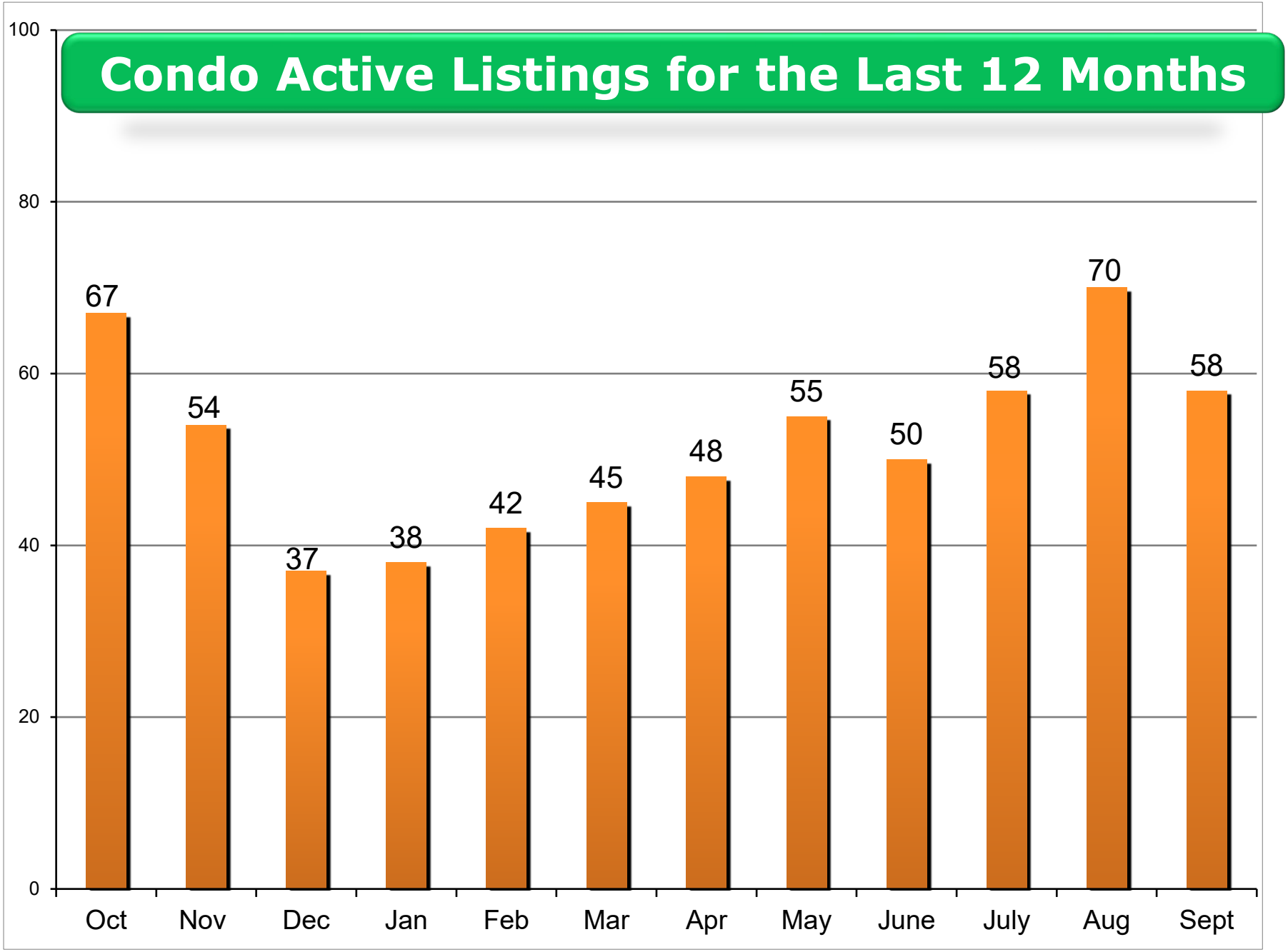
Month by Month
for Condos
Districts 05-35

Condo Sales – Month by Month



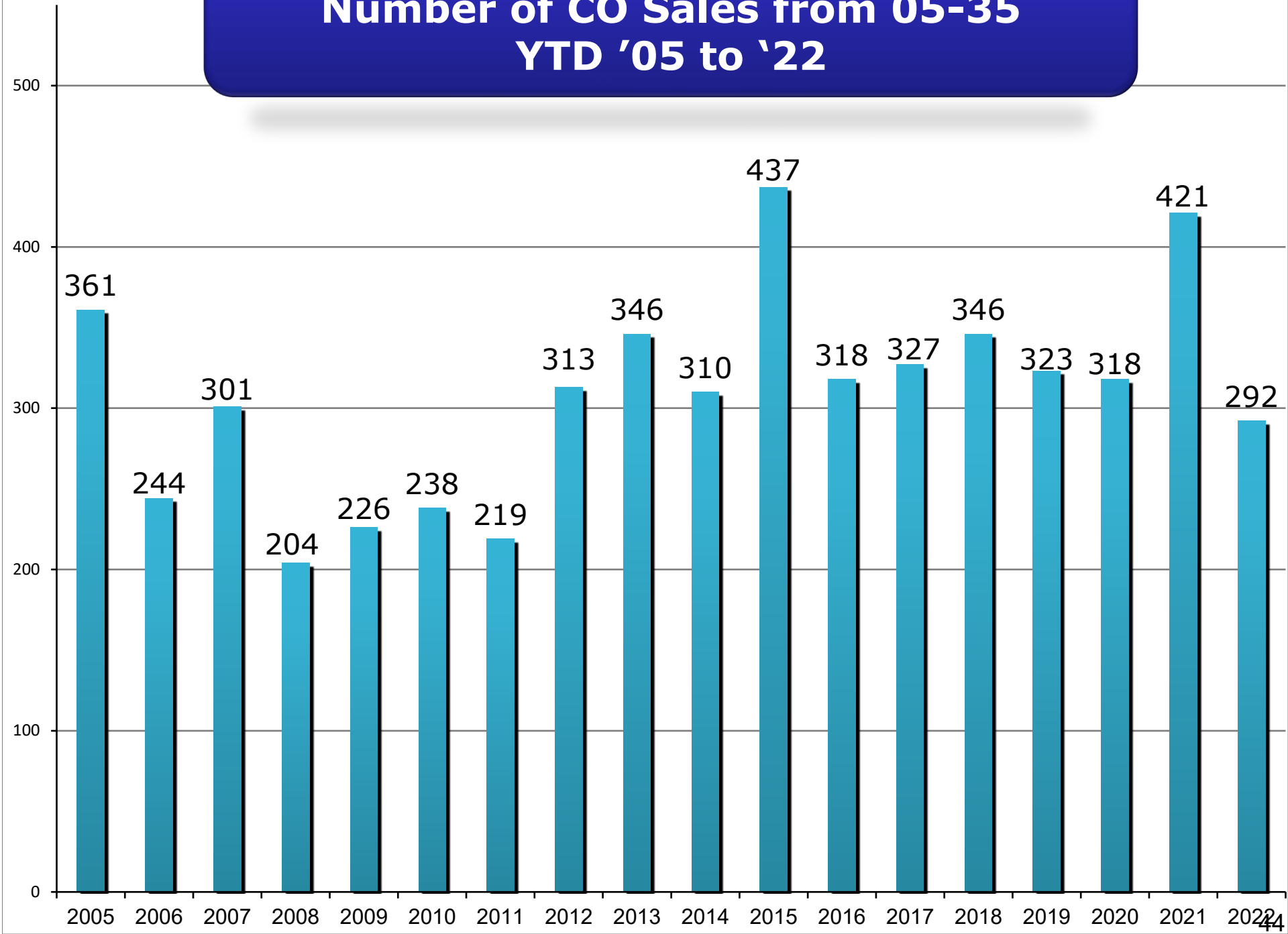
Condo Median Sales Price Month by Month



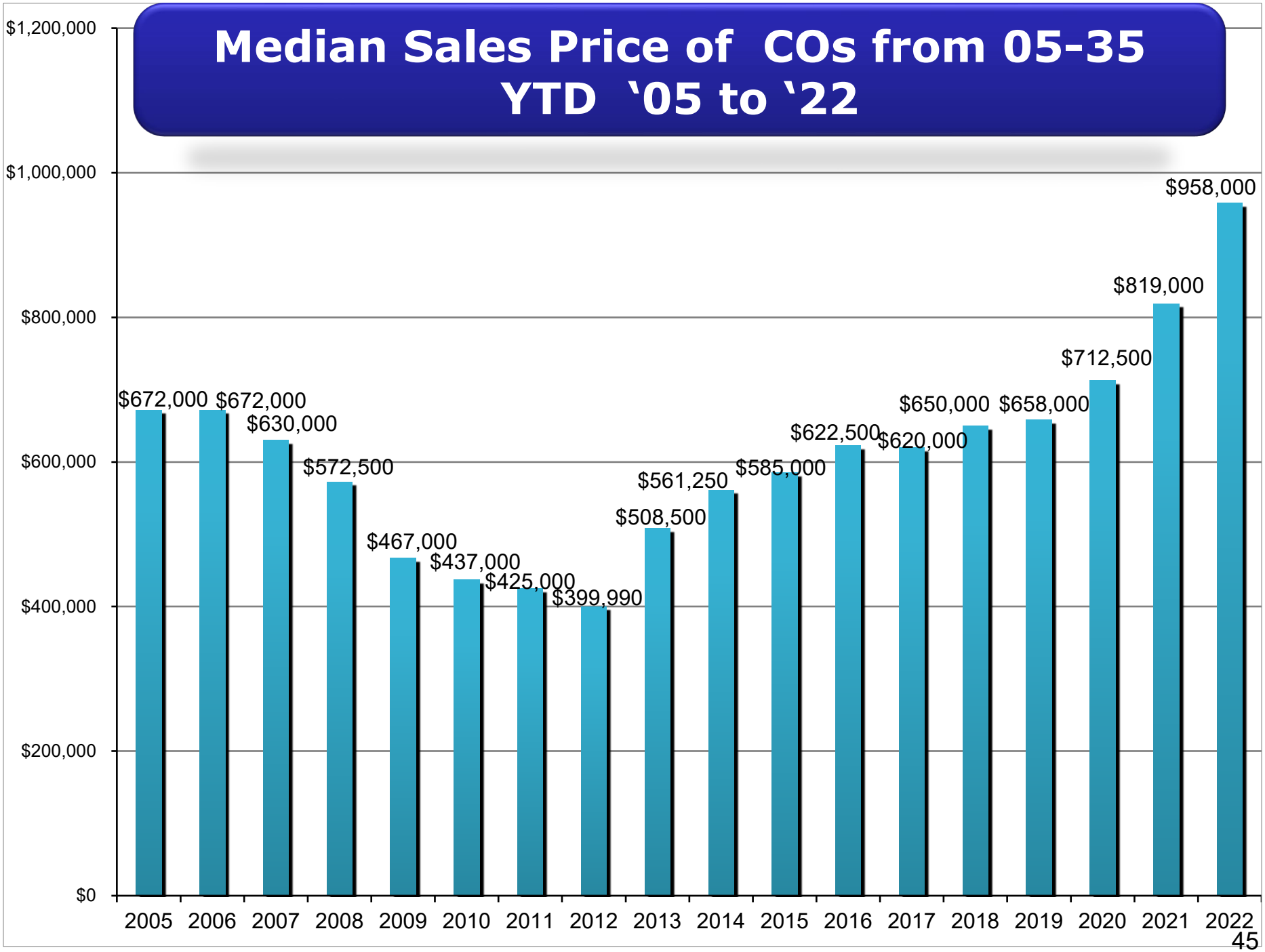

Condo Active Listings for the Last 12 Months
100
80
60
40
20
0
67
54
37
38
42
45
48
55
50
58
70
58
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
June
July
Aug
Sept

Perspective for Condos *2005-2022*

Number of CO Sales from 05-35 YTD ’05 to ‘22



Median Sales Price of COs from 05-35 YTD '05 to '22



All information compiled from the Santa Barbara Multiple Listing Service Data on 10/5/2022

Statistics Through September 2022