

# Monthly MLS Statistics

## AUGUST 2025



*Compiled Data from the  
Santa Barbara Multiple Listing Service  
as of 9/5/2025*

AUGUST 1 – AUGUST 31

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
<b>Sold</b>	84	\$271,369,399	\$2,310,000	\$3,230,588	46	68	\$263,330,892	\$2,264,500	\$3,134,891	97.04	94.37
<b>List/Sold</b>	11	\$26,037,500	\$2,009,000	\$2,367,045	60	125	\$25,032,000	\$2,009,000	\$2,275,636	96.14	92.74
<b>Co-Broker</b>	73	\$245,331,899	\$2,349,000	\$3,360,710	44	59	\$238,298,892	\$2,291,000	\$3,264,368	97.13	94.54
<b>New</b>	110	\$416,929,600	\$2,797,000	\$3,790,269	16	50					
<b>Pending</b>	79	\$321,290,699	\$2,250,000	\$4,066,970	39	56					
<b>Withdrawn</b>	19	\$63,882,000	\$2,795,000	\$3,362,210	63	80					
<b>Cancelled</b>	24	\$173,699,000	\$5,000,000	\$7,237,458	124	148					
<b>Expired</b>	14	\$99,235,000	\$6,595,000	\$7,088,214	196	265					
<b>Back On Market</b>	22	\$91,682,000	\$3,450,000	\$4,167,363	81	110					
<b>Extended</b>	27	\$130,600,000	\$3,595,000	\$4,837,037	135	203					
<b>Active In Range</b>	402	\$2,722,543,998	\$3,500,000	\$6,772,497	72	105					
<b>Current Active</b>	258	\$1,954,229,299	\$3,995,000	\$7,574,532	99	143					

# Previous Year Comparison

## Home Estate/PUD

### AUGUST 2025

	<u>Total</u>	<u>Total List Volume</u>	<u>Median List Price</u>	<u>Average List Price</u>	<u>DOM</u>	<u>CDOM</u>	<u>Total Sold Volume</u>	<u>Median Sold Price</u>	<u>Average Sold Price</u>	<u>SP/LP</u>	<u>SP/OLP</u>
Sold	84	\$271,369,399	\$2,310,000	\$3,230,588	46	68	\$263,330,892	\$2,264,500	\$3,134,891	97.04	94.37
Pending	79	\$321,290,699	\$2,250,000	\$4,066,970	39	56					

### AUGUST 2024

	<u>Total</u>	<u>Total List Volume</u>	<u>Median List Price</u>	<u>Average List Price</u>	<u>DOM</u>	<u>CDOM</u>	<u>Total Sold Volume</u>	<u>Median Sold Price</u>	<u>Average Sold Price</u>	<u>SP/LP</u>	<u>SP/OLP</u>
Sold	77	\$369,181,887	\$2,200,000	\$4,794,569	38	48	\$355,396,779	\$2,105,000	\$4,615,542	96.27	94.76
Pending	75	\$367,117,999	\$2,447,000	\$4,894,906	42	52					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	1	184	184
\$1,100,000-\$1,199,999	1	11	11
\$1,200,000-\$1,299,999	5	107	107
\$1,300,000-\$1,399,999	5	43	147
\$1,400,000-\$1,499,999	3	20	20
\$1,500,000-\$1,599,999	4	19	19
\$1,600,000-\$1,699,999	5	33	33
\$1,700,000-\$1,799,999	2	33	33
\$1,800,000-\$1,899,999	5	28	28
\$1,900,000-\$1,999,999	4	34	34

<b>List Price Range</b>	<b>Number of Listings</b>	<b>Average Days To Sold</b>	<b>CDOM</b>
\$2,000,000-\$2,249,999	7	85	128
\$2,250,000-\$2,499,999	6	44	44
\$2,500,000-\$2,749,999	4	18	65
\$2,750,000-\$2,999,999	2	37	37
\$3,000,000-\$3,249,999	2	34	34
\$3,250,000-\$3,499,999	3	99	99
\$3,500,000-\$3,749,999	2	11	11
\$3,750,000-\$3,999,999	6	18	18
\$4,000,000-\$4,249,999	1	9	9
\$4,250,000-\$4,499,999	2	21	21
\$4,750,000-\$4,999,999	1	1	65
\$5,000,000+	13	60	113

# Sold Listings

The average price for the **84** properties is **\$3,134,891**

The highest price is **\$12,000,000**

**4280 Via Esperanza**

The median price is **\$2,264,500**

**1130 Hutash St**

The lowest price is **\$1,060,000**

The average Market Time is **46**

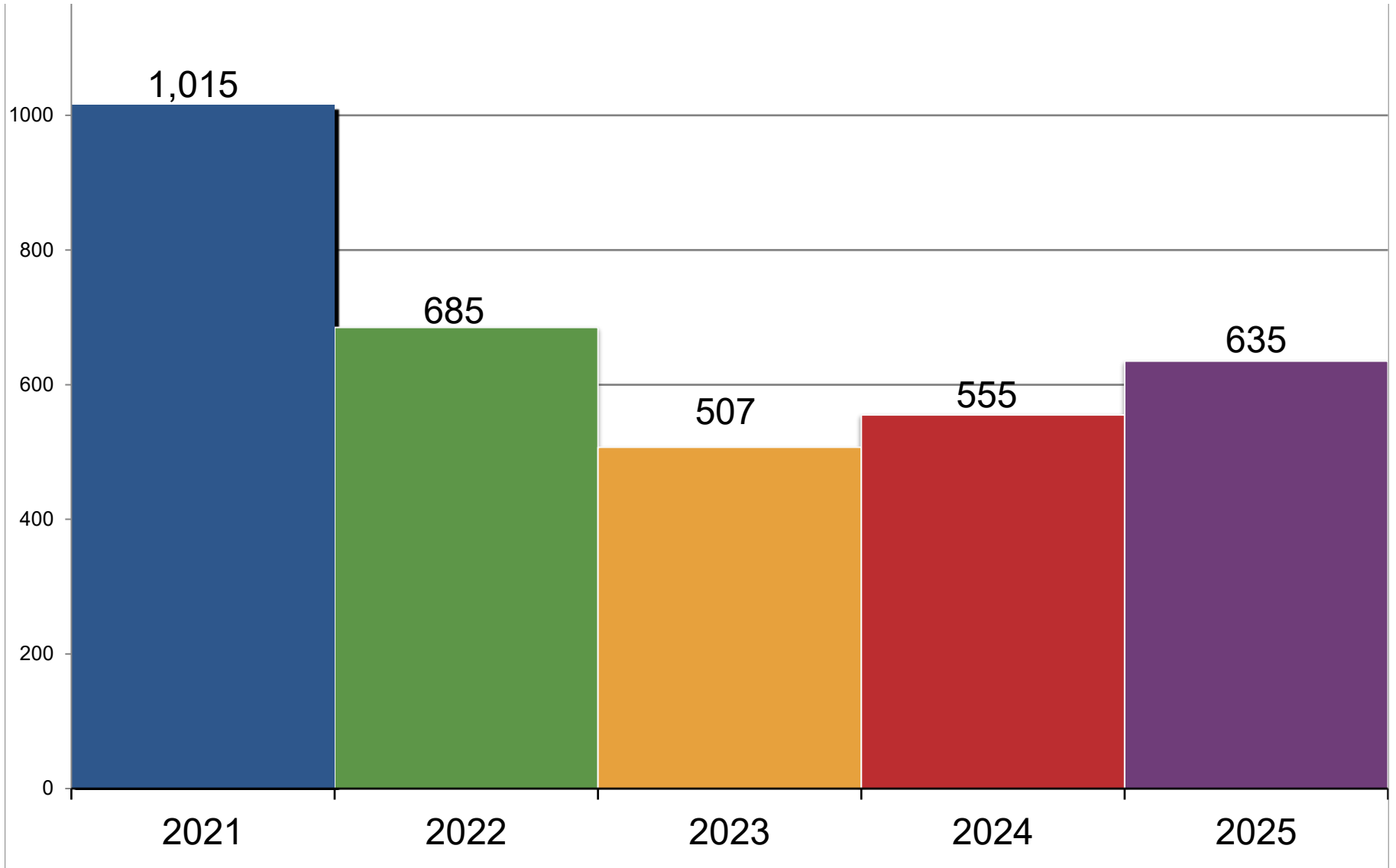
The average Continuous Market Time is **68**

# HOME ESTATE & PUD

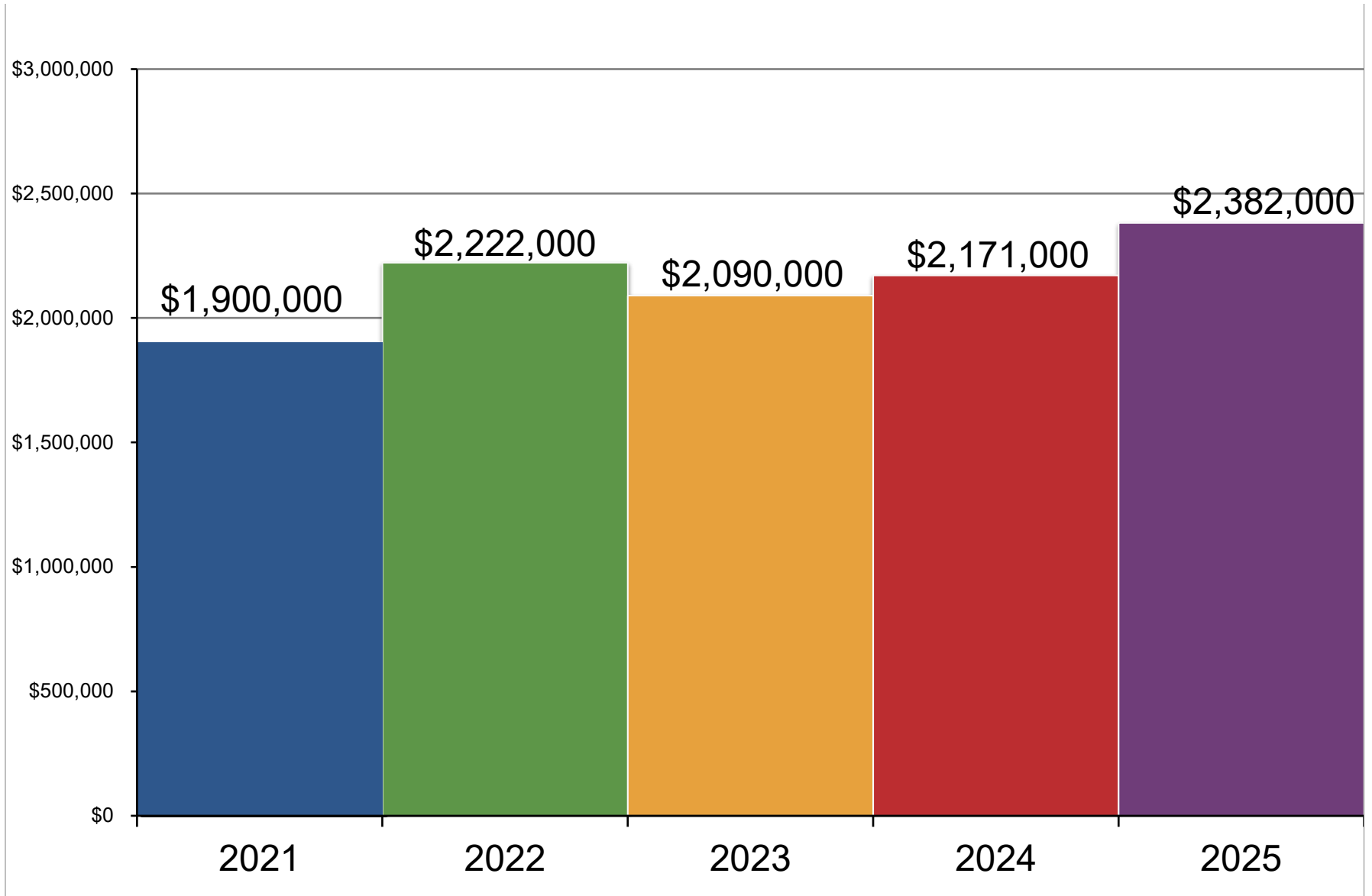
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

# HE/PU Sales

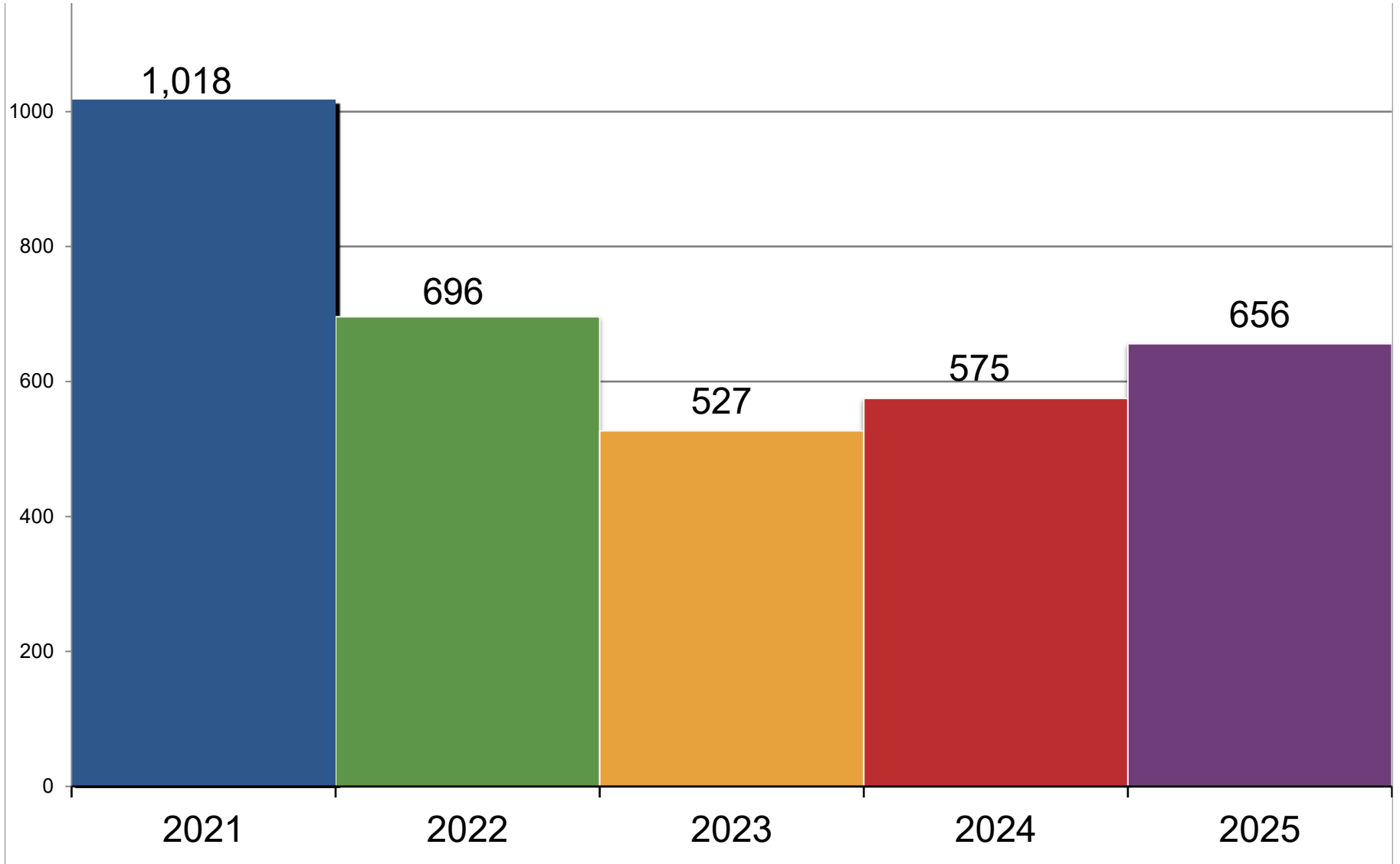
## YTD 2021 – 2025



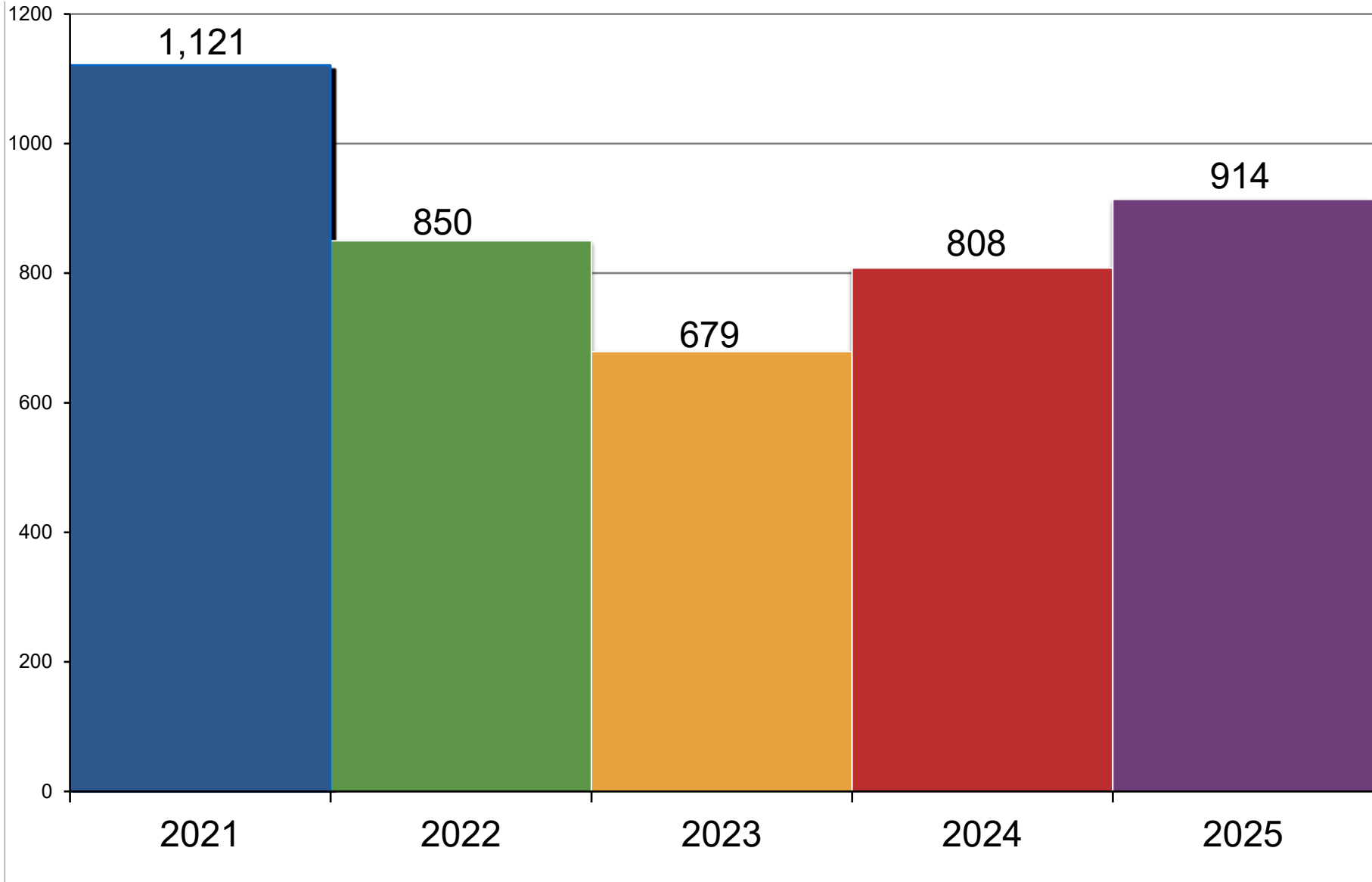
# HE/PU Median Sales Price YTD 2021 – 2025



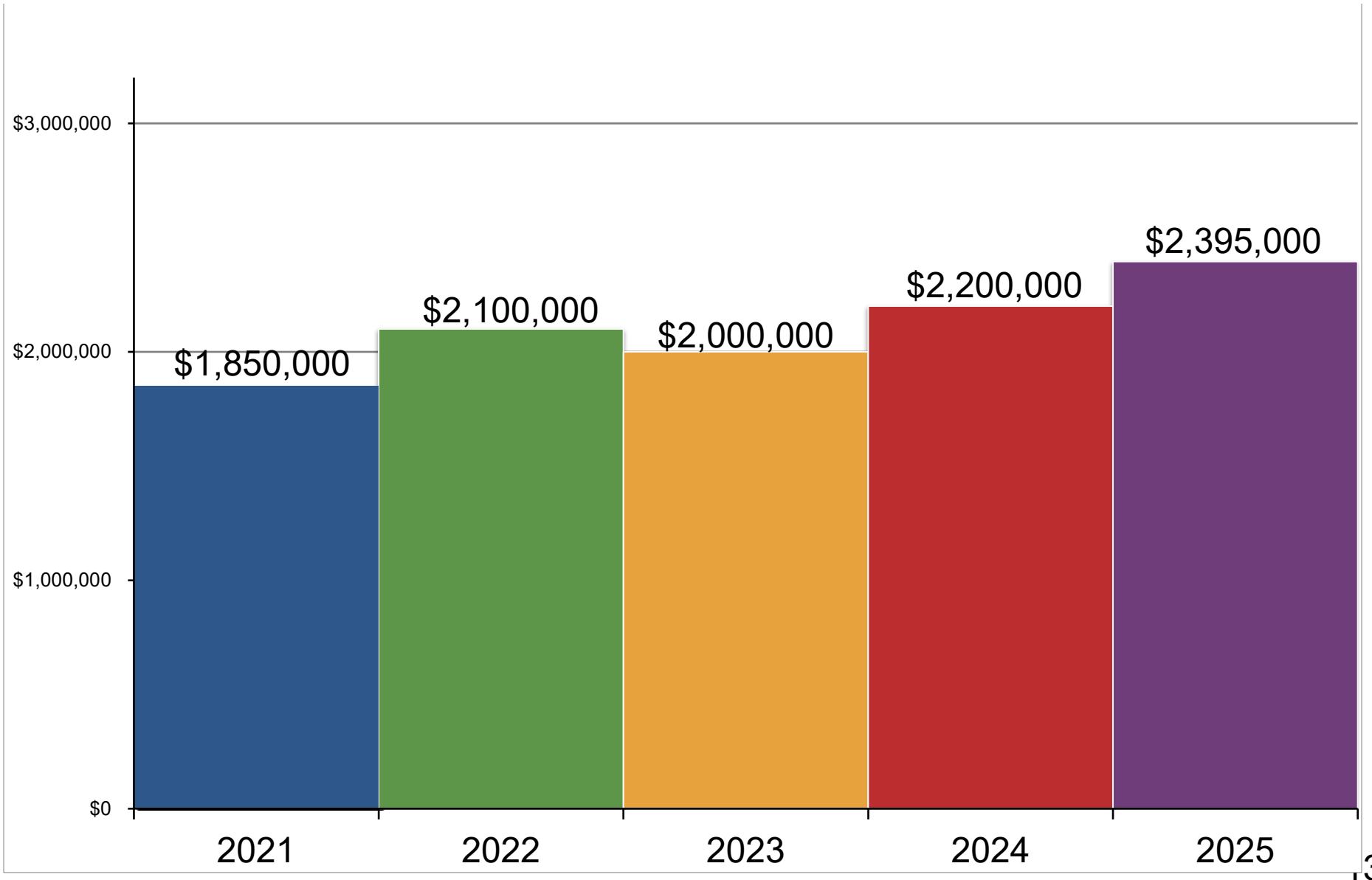
# HE/PU Pending Sales YTD 2021 – 2025



# HE/PU Active Listings YTD 2021 – 2025



# HE/PU Median List Price YTD 2021 – 2025



**Last Year vs. This Year**  
**AUGUST**  
**for Home Estate/PUD**  
**Districts 05-35**

# ACTIVE and PENDING

## 2024 vs. 2025 ~ YTD

### Total Active Listings

2024 ~ 808

UP



+13.1%

2025 ~ 914

### New Listings

2024 ~ 852

UP



+17.1%

2025 ~ 998

### Median List Price

2024 ~ \$2,200,000

UP



+8.9%

2025 ~ \$2,395,000

### Properties that went into Escrow

2024 ~ 575

UP



+14.1%

2025 ~ 656

# SOLD Properties

## 2024 vs. 2025 ~ YTD

### Sold Properties

2024 ~ 555

2025 ~ 635

UP



+14.4%

### Median Sales Price

2024 ~ \$2,171,000

2025 ~ \$2,382,000

UP



+9.7%

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

2024 ~ \$1,900,000

2025 ~ \$1,995,000

UP



+%

### Average Sold Price

2024 ~ \$3,514,647

2025 ~ \$3,523,605

UP



+7.4%

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

2024 ~ \$2,508,388

2025 ~ \$2,477,740

DOWN



-1.2%

### Sold Volume

2024 ~ \$1,950,629,089

2025 ~ \$2,237,489,311

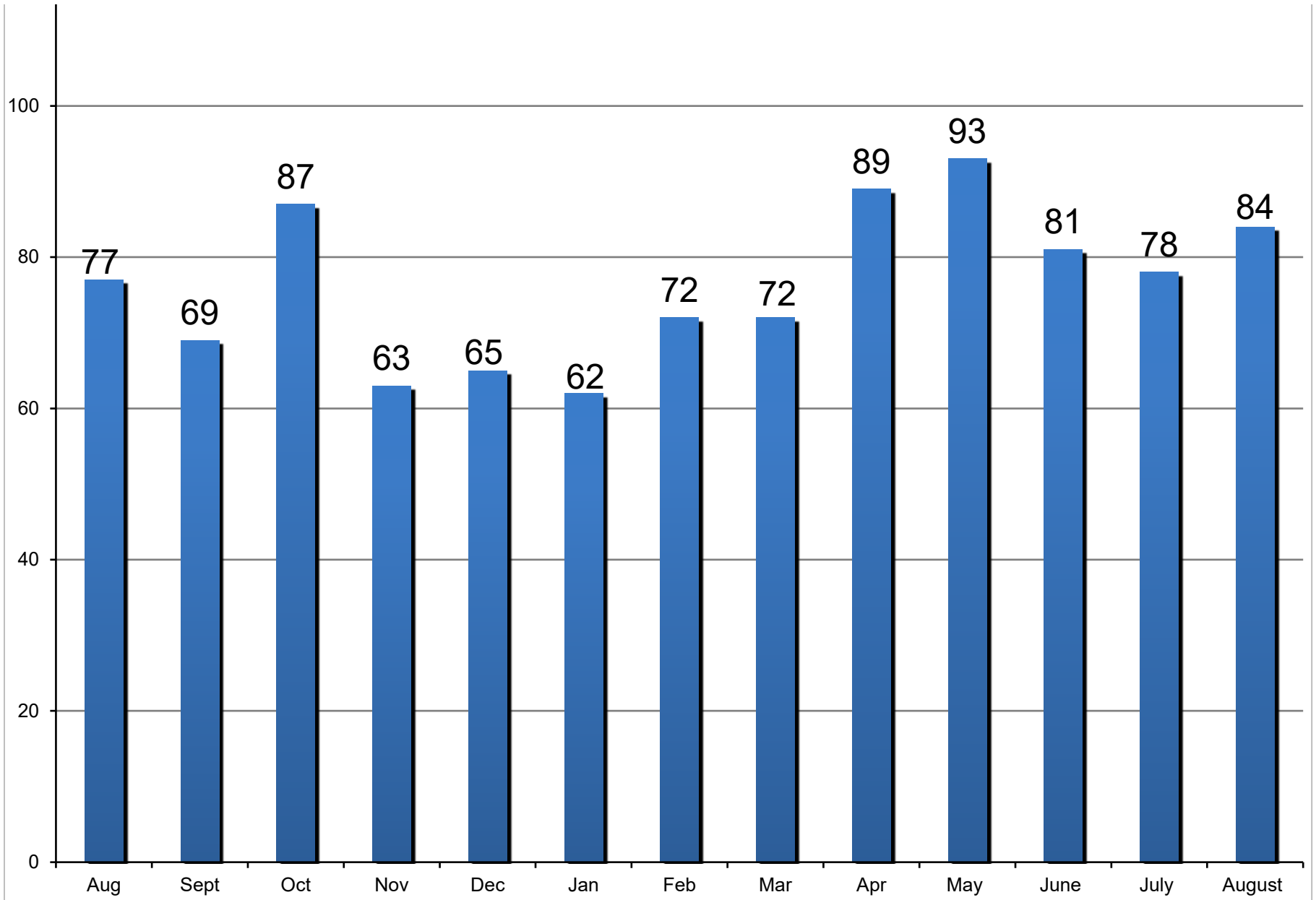
UP



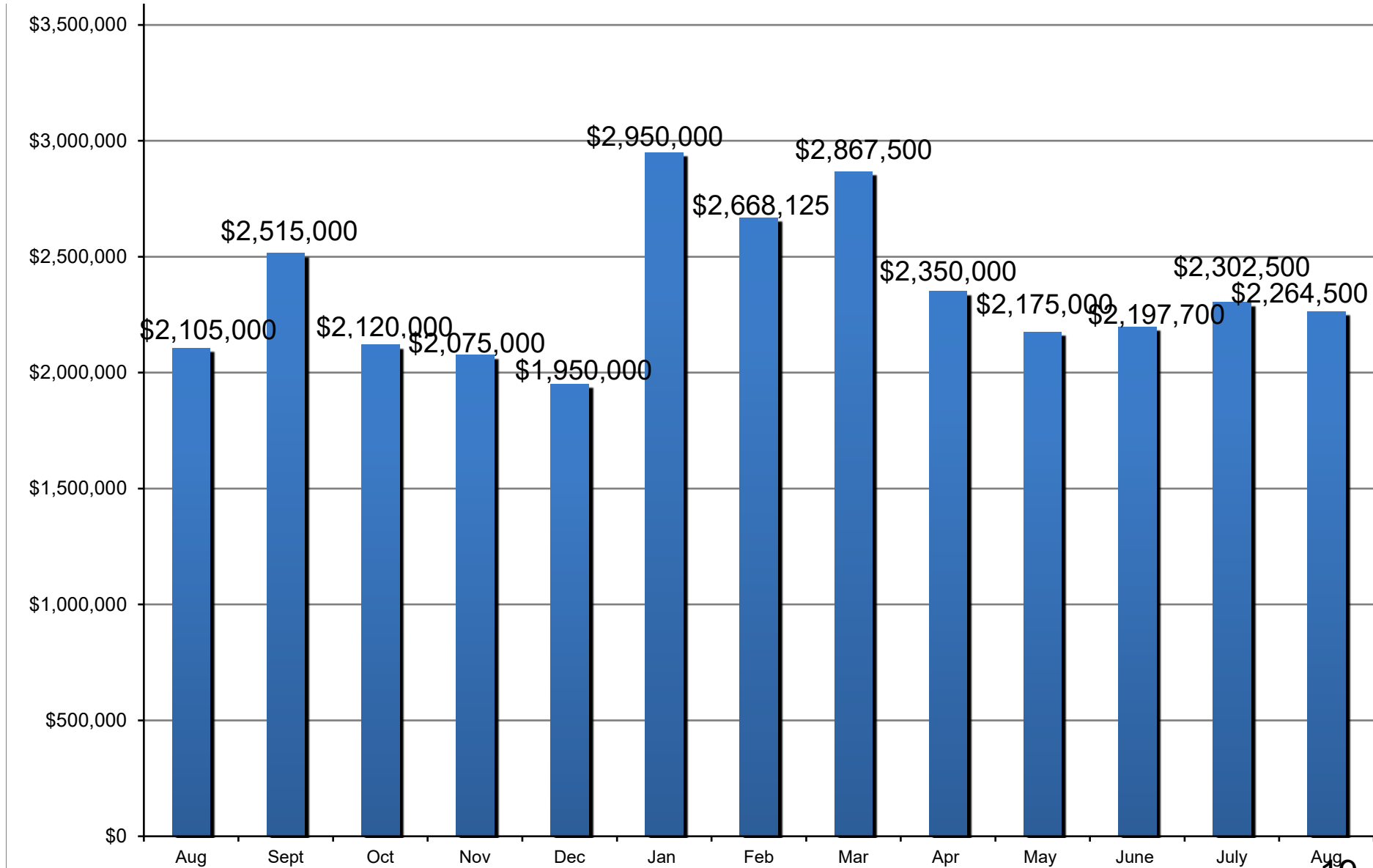
+14.7%

**August 2024 to August 2025**  
**Month by Month**  
**Home Estate/PUD**  
**Districts 05-35**

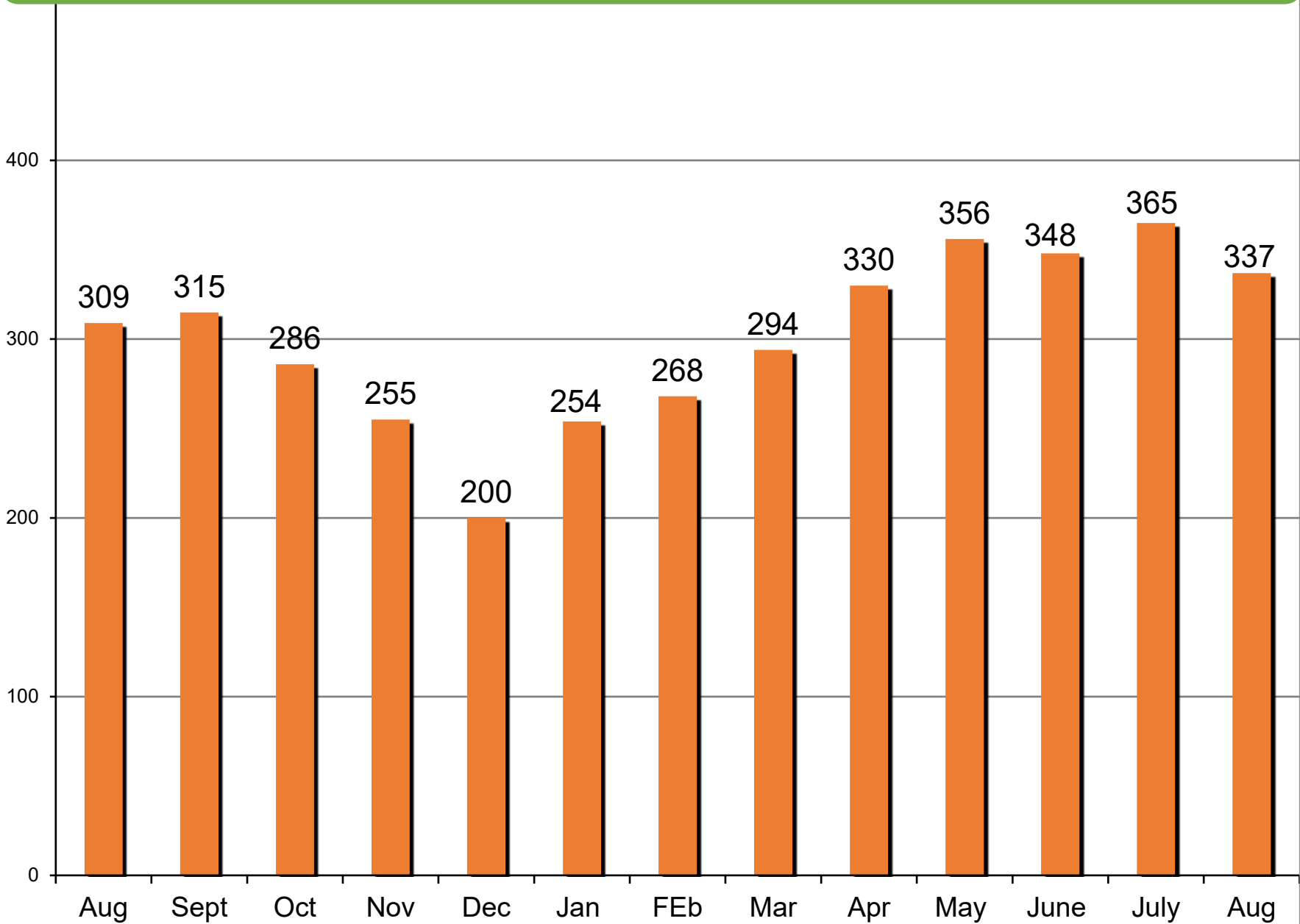
# HE/PU Sales – Month by Month



# HE/PU Median Sales Price Month by Month

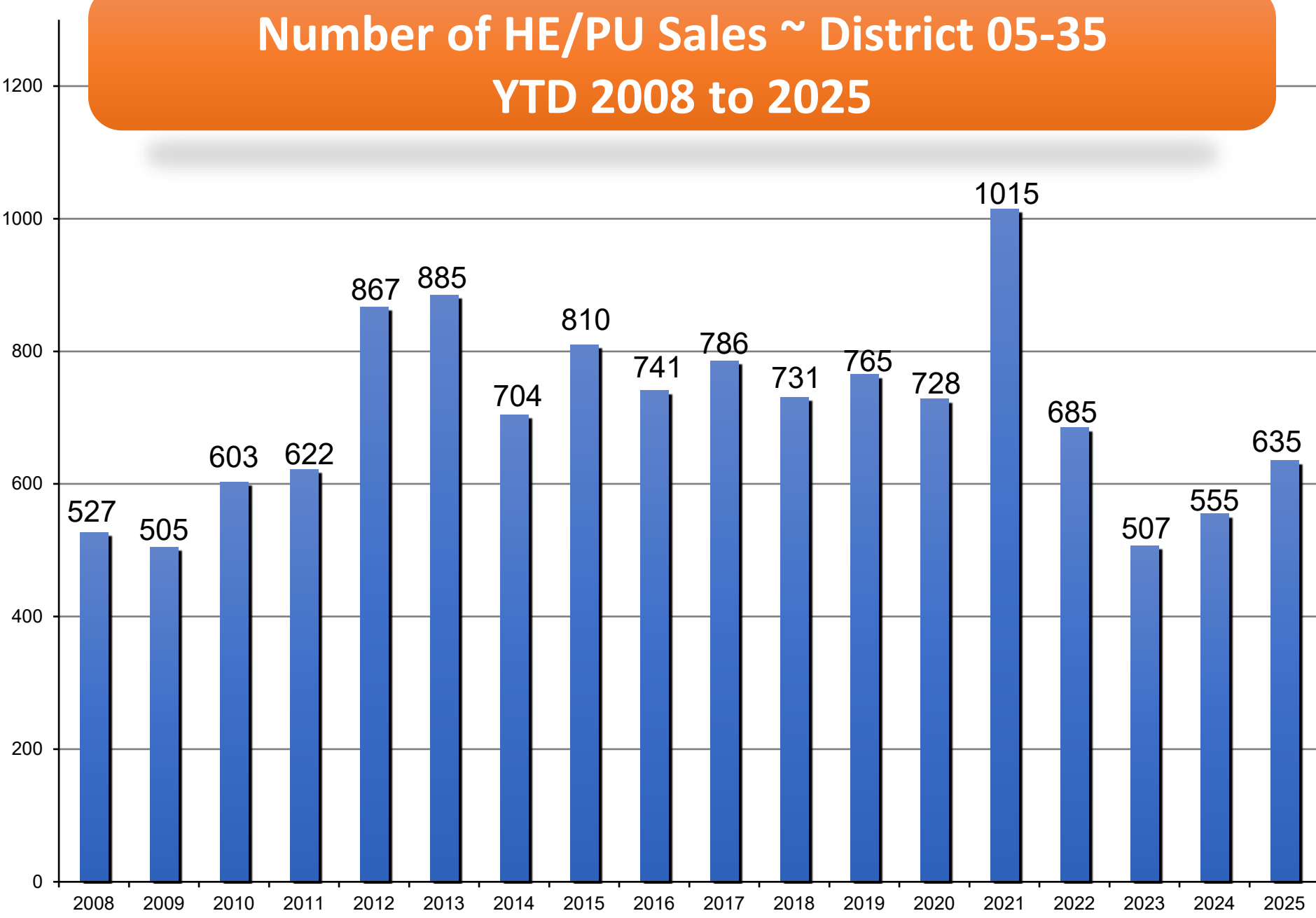


# HE/PU Active Listings for the Last 12 Months

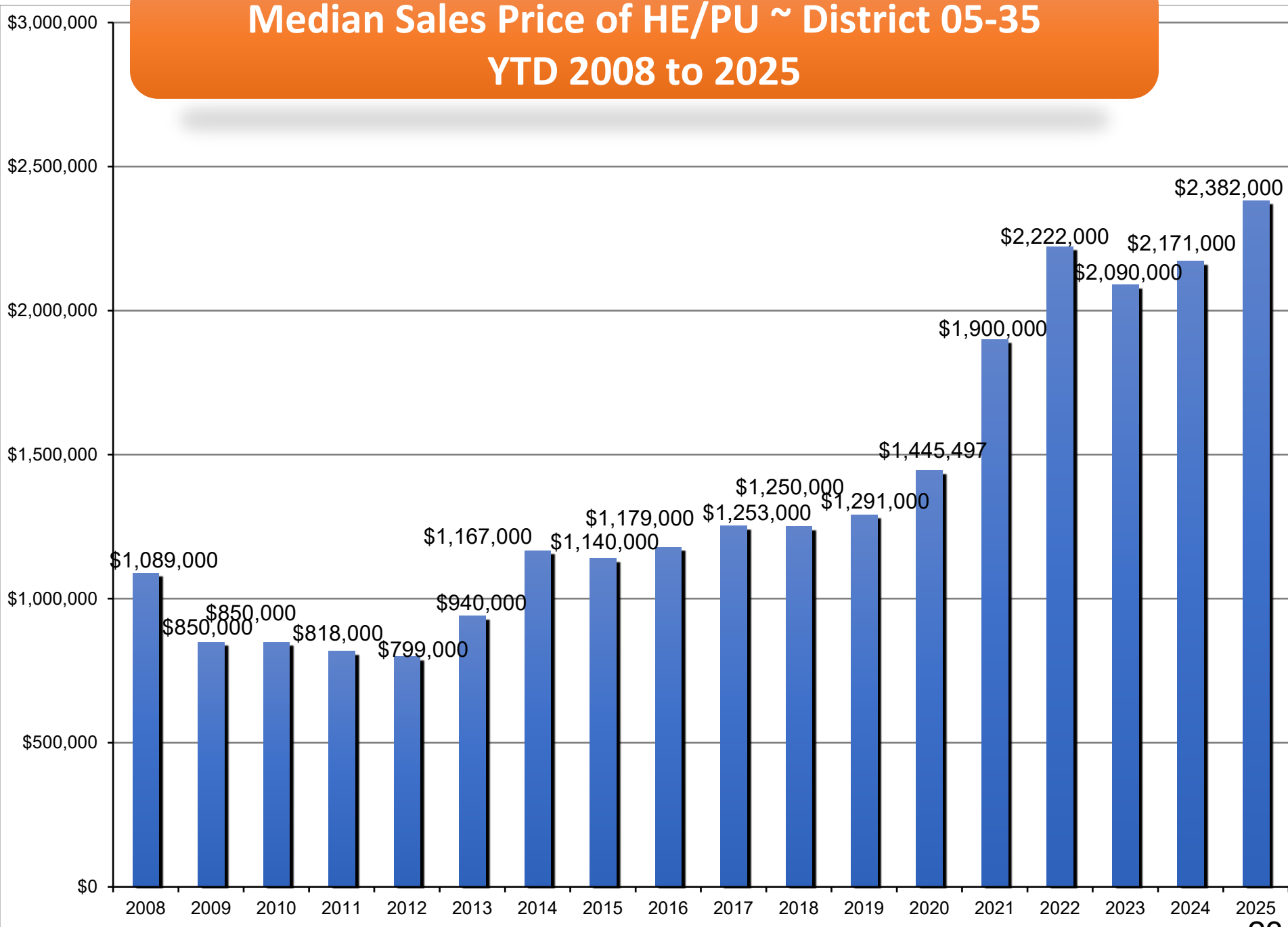


# Perspective for Home Estates & PUDs 2008 – 2025

# Number of HE/PU Sales ~ District 05-35 YTD 2008 to 2025



# Median Sales Price of HE/PU ~ District 05-35 YTD 2008 to 2025



AUGUST 1 – AUGUST 31

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
<b>Sold</b>	22	\$25,060,900	\$906,950	\$1,139,131	43	51	\$24,457,900	\$884,950	\$1,111,722	97.59	95.14
<b>List/Sold</b>	3	\$2,375,000	\$685,000	\$791,666	7	7	\$2,343,000	\$675,000	\$781,000	98.65	98.65
<b>Co-Broker</b>	19	\$22,685,900	\$919,000	\$1,193,994	49	57	\$22,114,900	\$885,000	\$1,163,942	97.48	94.78
<b>New</b>	34	\$50,118,000	\$1,130,000	\$1,474,058	17	42					
<b>Pending</b>	24	\$34,755,500	\$1,132,250	\$1,448,145	35	53					
<b>Withdrawn</b>	5	\$5,504,000	\$1,100,000	\$1,100,800	75	113					
<b>Cancelled</b>	5	\$7,355,000	\$1,290,000	\$1,471,000	75	114					
<b>Expired</b>	6	\$12,983,000	\$1,572,000	\$2,163,833	210	210					
<b>Back On Market</b>	7	\$8,921,100	\$829,000	\$1,274,442	107	107					
<b>Extended</b>	8	\$12,247,000	\$1,352,000	\$1,530,875	130	147					
<b>Active In Range</b>	107	\$176,356,100	\$1,200,000	\$1,648,187	57	66					
<b>Current Active</b>	65	\$110,509,600	\$1,225,000	\$1,700,147	79	92					

# Previous Year Comparison

## CONDOS

### August 2025

	<u>Total</u>	<u>Total List Volume</u>	<u>Median List Price</u>	<u>Average List Price</u>	<u>DOM</u>	<u>CDOM</u>	<u>Total Sold Volume</u>	<u>Median Sold Price</u>	<u>Average Sold Price</u>	<u>SP/LP</u>	SP/OLP
Sold	22	\$25,060,900	\$906,950	\$1,139,131	43	51	\$24,457,900	\$884,950	\$1,111,722	97.59	95.14
Pending	24	\$34,755,500	\$1,132,250	\$1,448,145	35	53					

### August 2024

	<u>Total</u>	<u>Total List Volume</u>	<u>Median List Price</u>	<u>Average List Price</u>	<u>DOM</u>	<u>CDOM</u>	<u>Total Sold Volume</u>	<u>Median Sold Price</u>	<u>Average Sold Price</u>	<u>SP/LP</u>	SP/OLP
Sold	34	\$41,503,280	\$1,043,500	\$1,220,684	41	44	\$39,992,380	\$1,012,000	\$1,176,246	96.36	94.42
Pending	28	\$41,392,800	\$1,110,500	\$1,478,314	23	24					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$600,000-\$649,999	1	1	1
\$650,000-\$699,999	4	60	60
\$700,000-\$749,999	2	79	161
\$750,000-\$799,999	1	14	14
\$800,000-\$849,999	1	12	12
\$850,000-\$899,999	3	36	36
\$900,000-\$949,999	1	26	26

<b>List Price Range</b>	<b>Number of Listings</b>	<b>Average Days To Sold</b>	<b>CDOM</b>
\$1,000,000-\$1,099,999	2	80	80
\$1,100,000-\$1,199,999	2	32	32
\$1,200,000-\$1,299,999	1	9	9
\$1,300,000-\$1,399,999	1	55	55
\$1,700,000-\$1,799,999	1	43	43
\$1,800,000-\$1,899,999	1	43	43
\$4,000,000-\$4,249,999	1	21	21

# Sold Listings

The average price for the **22** properties is **\$1,111,722**

The highest price is **\$4,054,000**  **76 Seaview Dr**

The median price is **\$884,950**

The lowest price is **\$620,000**  **380 Moreton Bay Lane #1**

The average Market Time is **43**

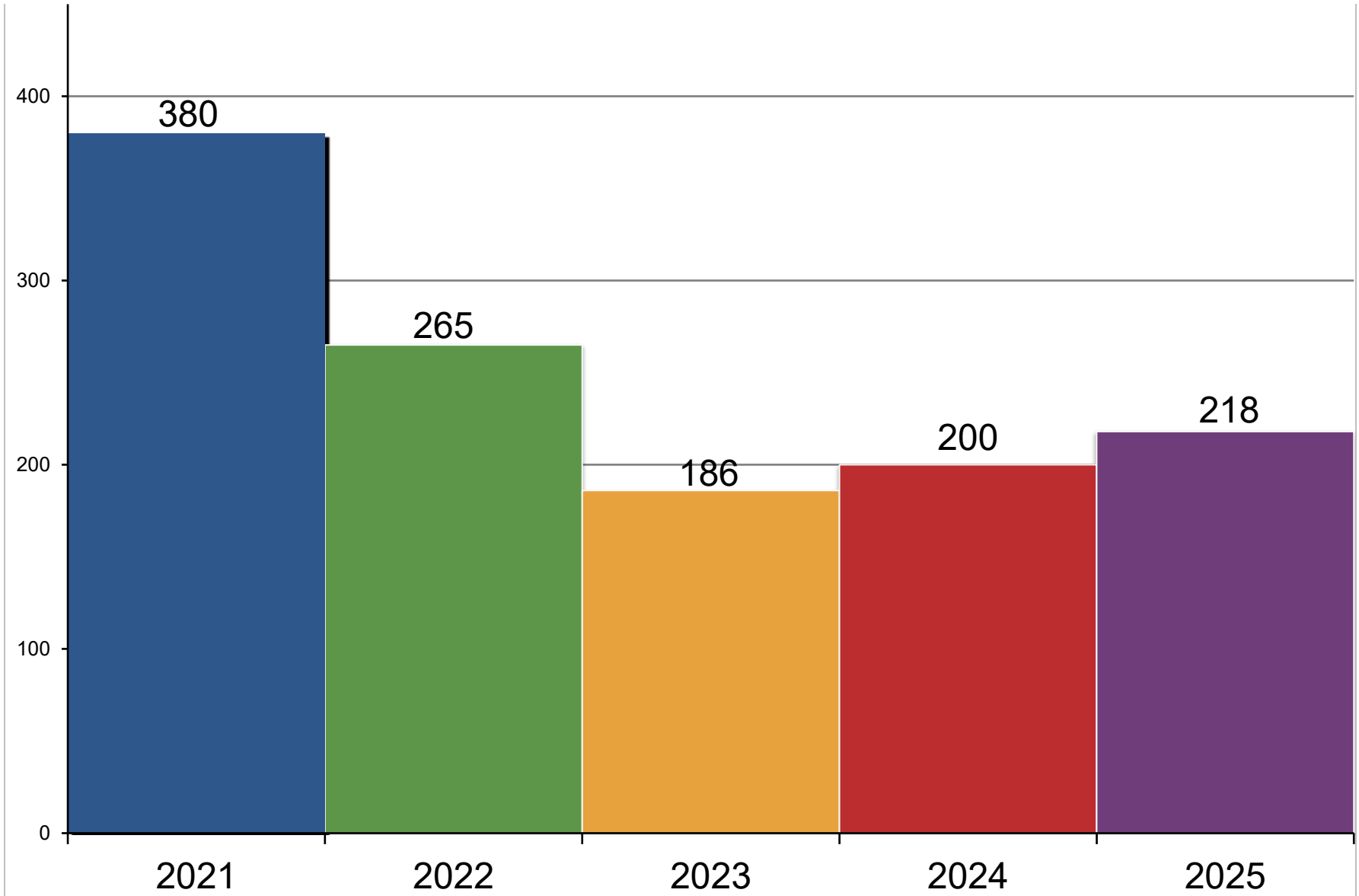
The average Continuous Market Time is **51**

# CONDO STATISTICS

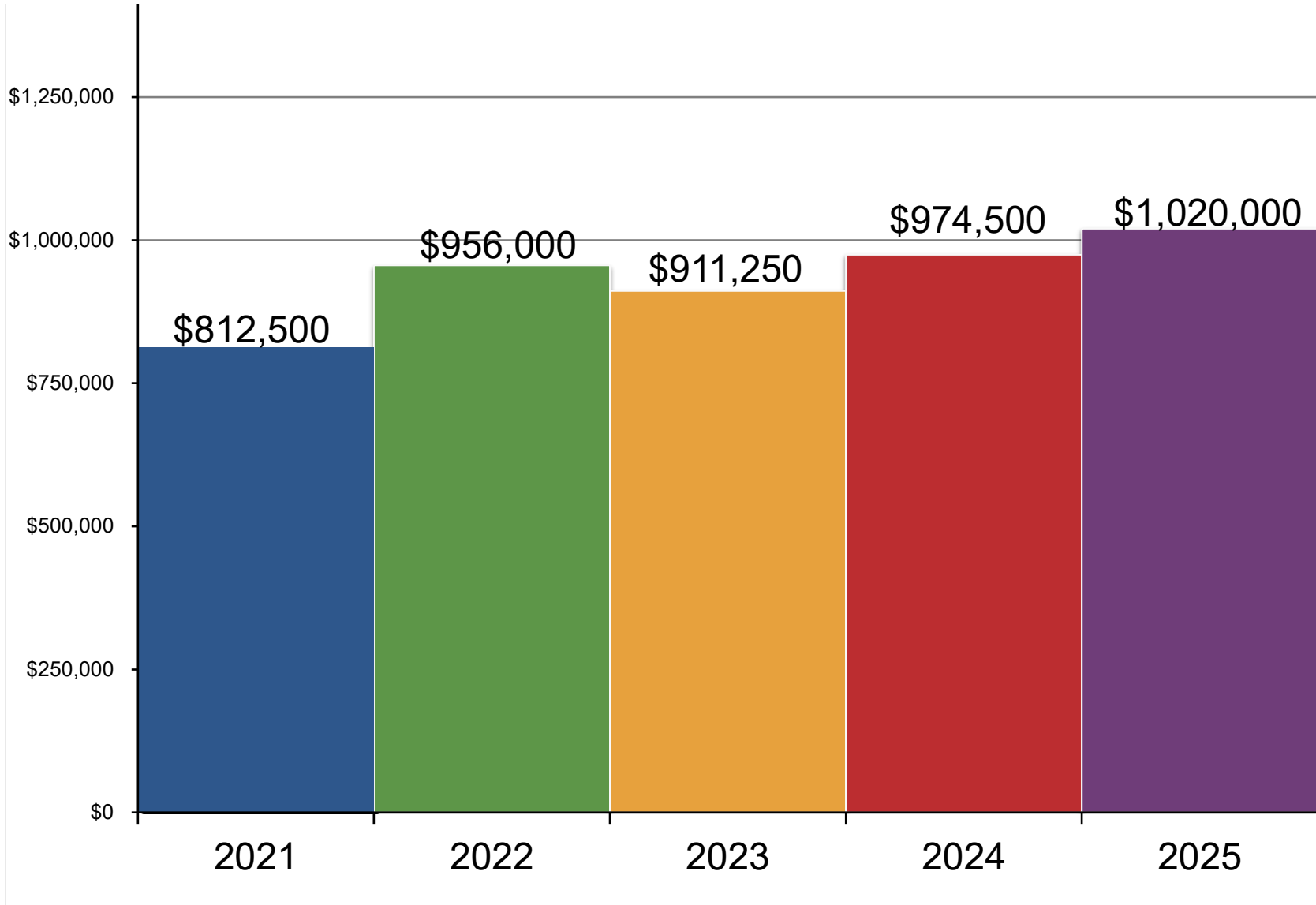
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

# Condo Sales

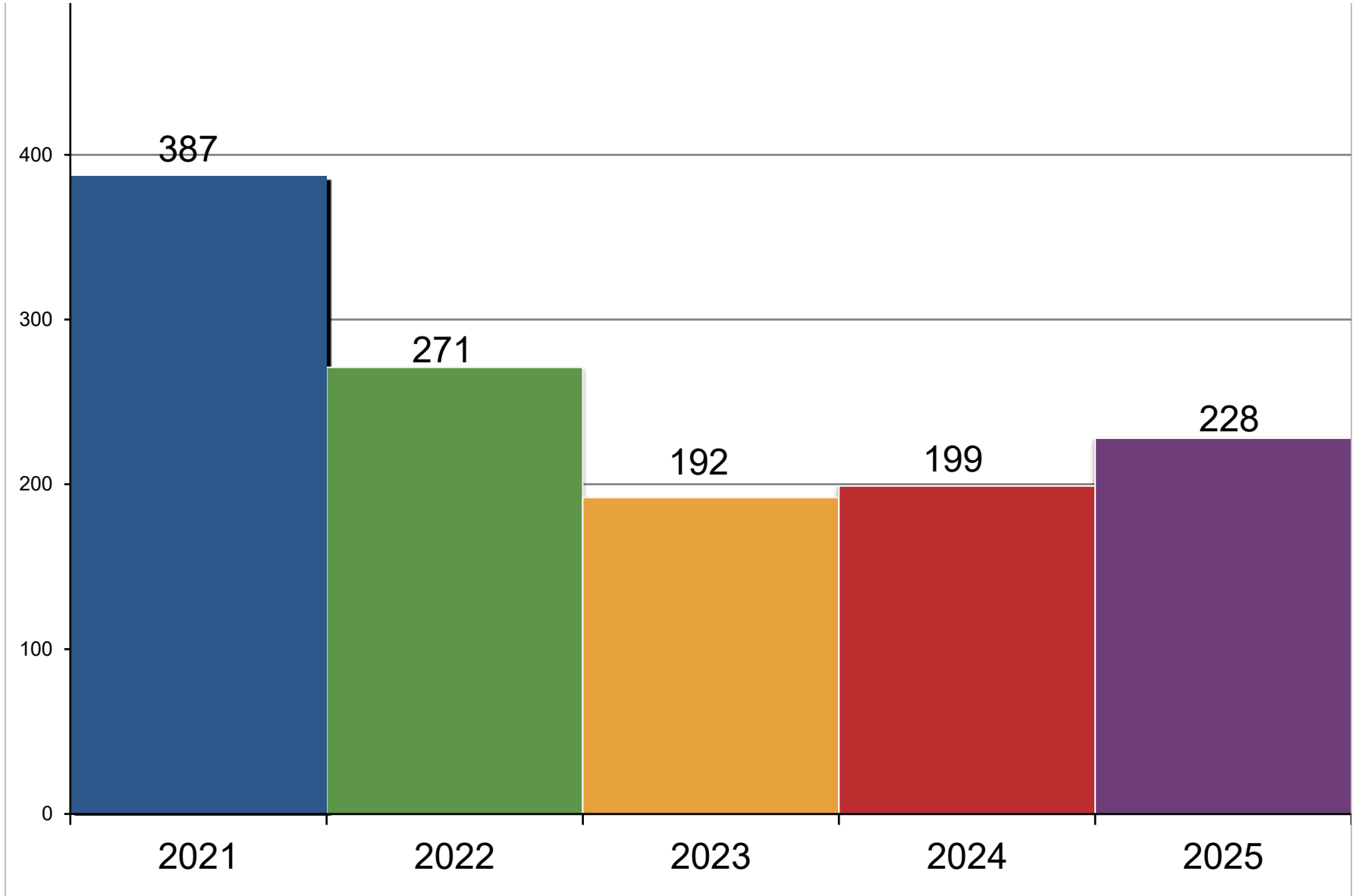
## YTD 2021 – 2025



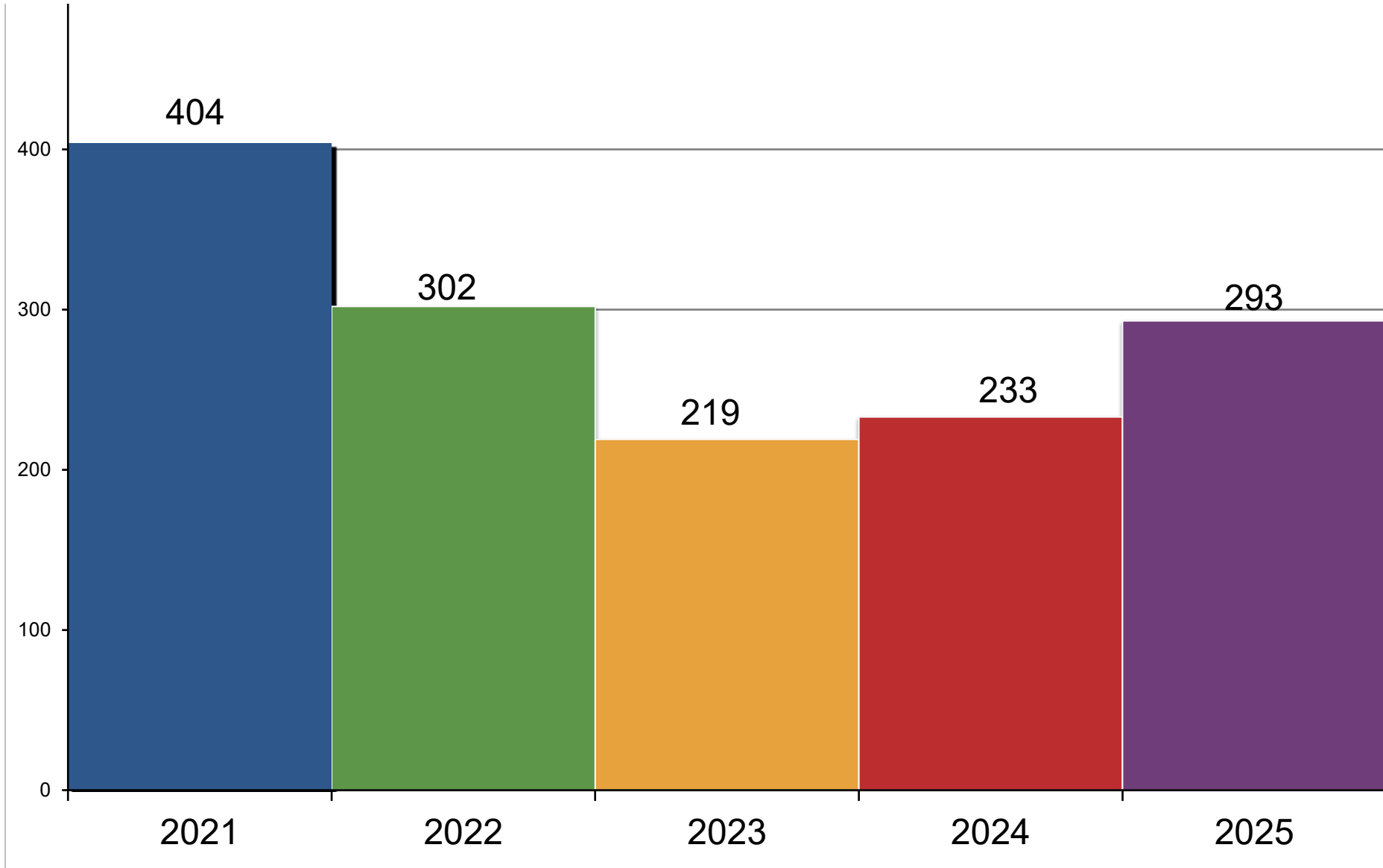
# Condo Median Sales Price YTD 2021 – 2025



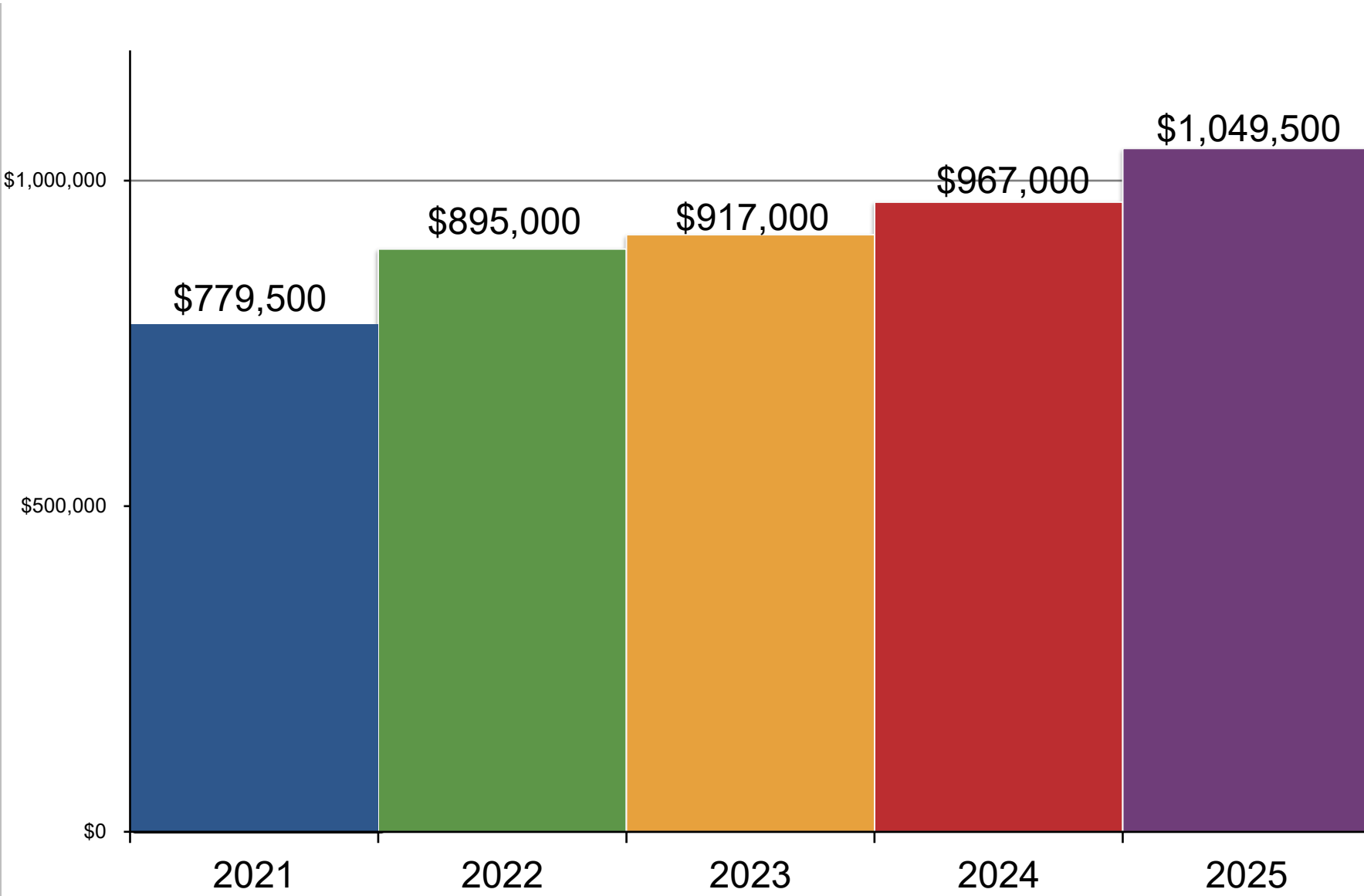
# Condo Pending Sales YTD 2021 – 2025



# Condo Active Listings YTD 2021 – 2025



# Condo Median List Price YTD 2021 – 2025



Last Year vs. This Year  
AUGUST  
for Condos  
Districts 05-35


# ACTIVE and PENDING

## 2024 vs. 2025 ~ YTD95

### Total Active Listings

2024 ~ 233


2025 ~ 293

UP  +25.8%

### New Listings

2024 ~ 242

2025 ~ 314

UP  +29.8%

### Median List Price

2024 ~ \$967,000

2025 ~ \$1,049,500

UP  +8.5%

### Properties that went into Escrow

2024 ~ 199

2025 ~ 228

UP  +14.6%

# SOLD Properties

## Sold Properties

2024 ~ 200

**2024 vs. 2025 ~ YTD**

2025 ~ 218

UP



+9%

## Median Sales Price

2024 ~ \$974,500

2025 ~ \$1,020,000

UP



+4.7%

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

2024 ~ \$950,000

2025 ~ \$970,000

UP



+2.1%

## Average Sold Price

2024 ~ \$1,178,282

2025 ~ \$1,324,049

UP



+12.4%

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

2024 ~ \$1,095,797

2025 ~ \$1,145,282

UP



+4.5%

## Sold Volume

2024 ~ \$235,656,553

2025 ~ \$288,642,794

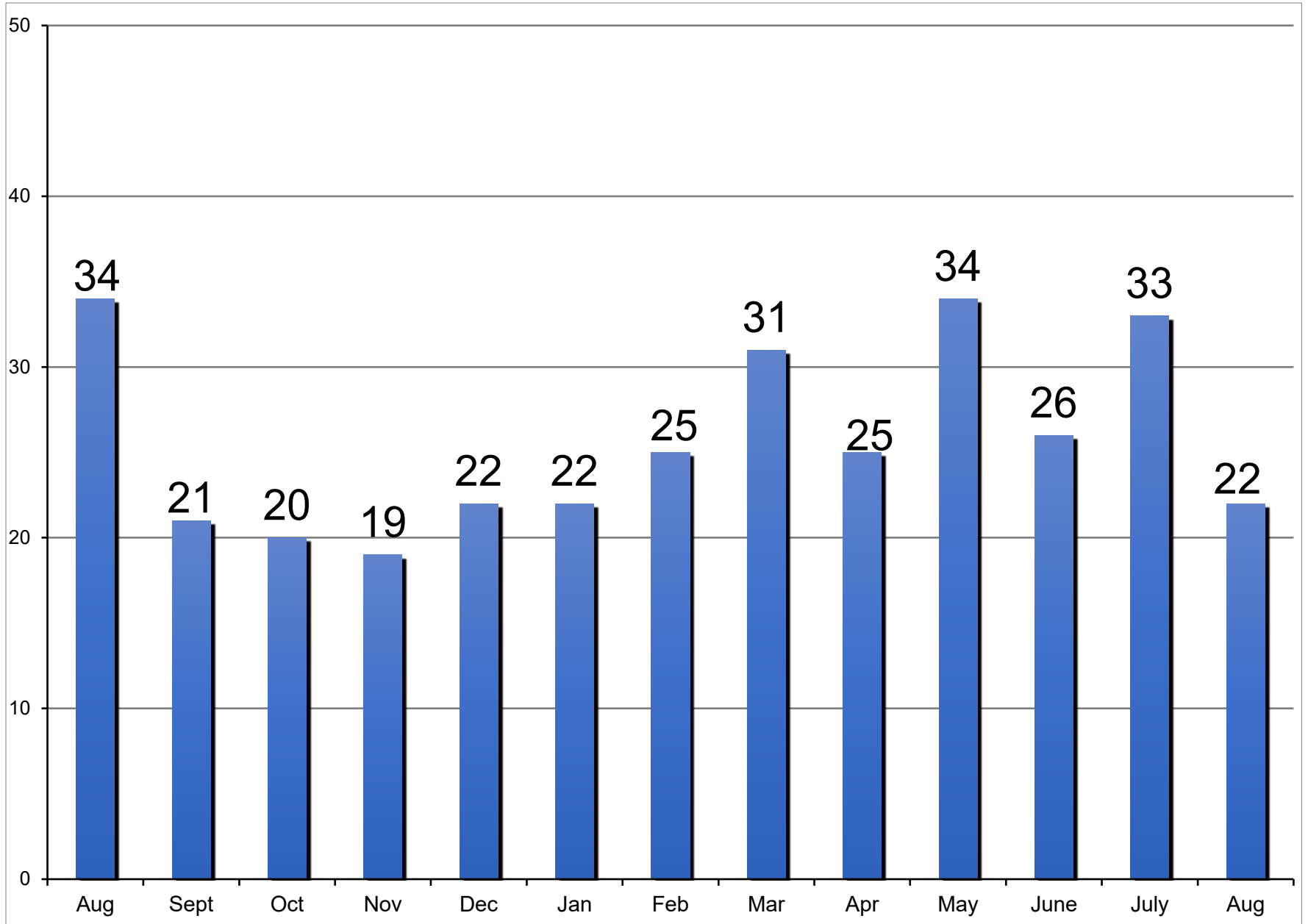
UP



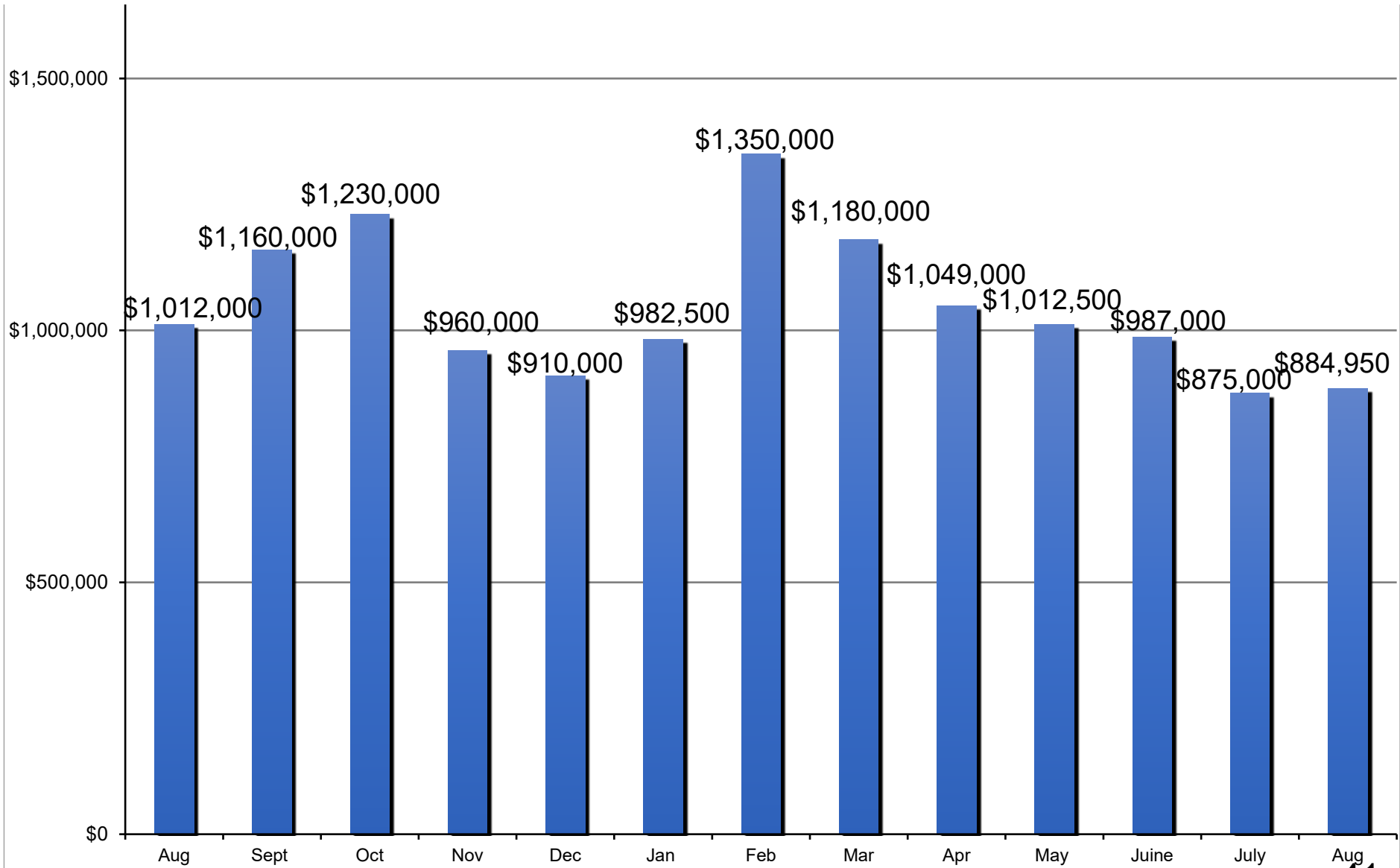
+22.5%

**August 2024 to August 2025**  
**Month by Month**  
**for Condos**  
**Districts 05-35**

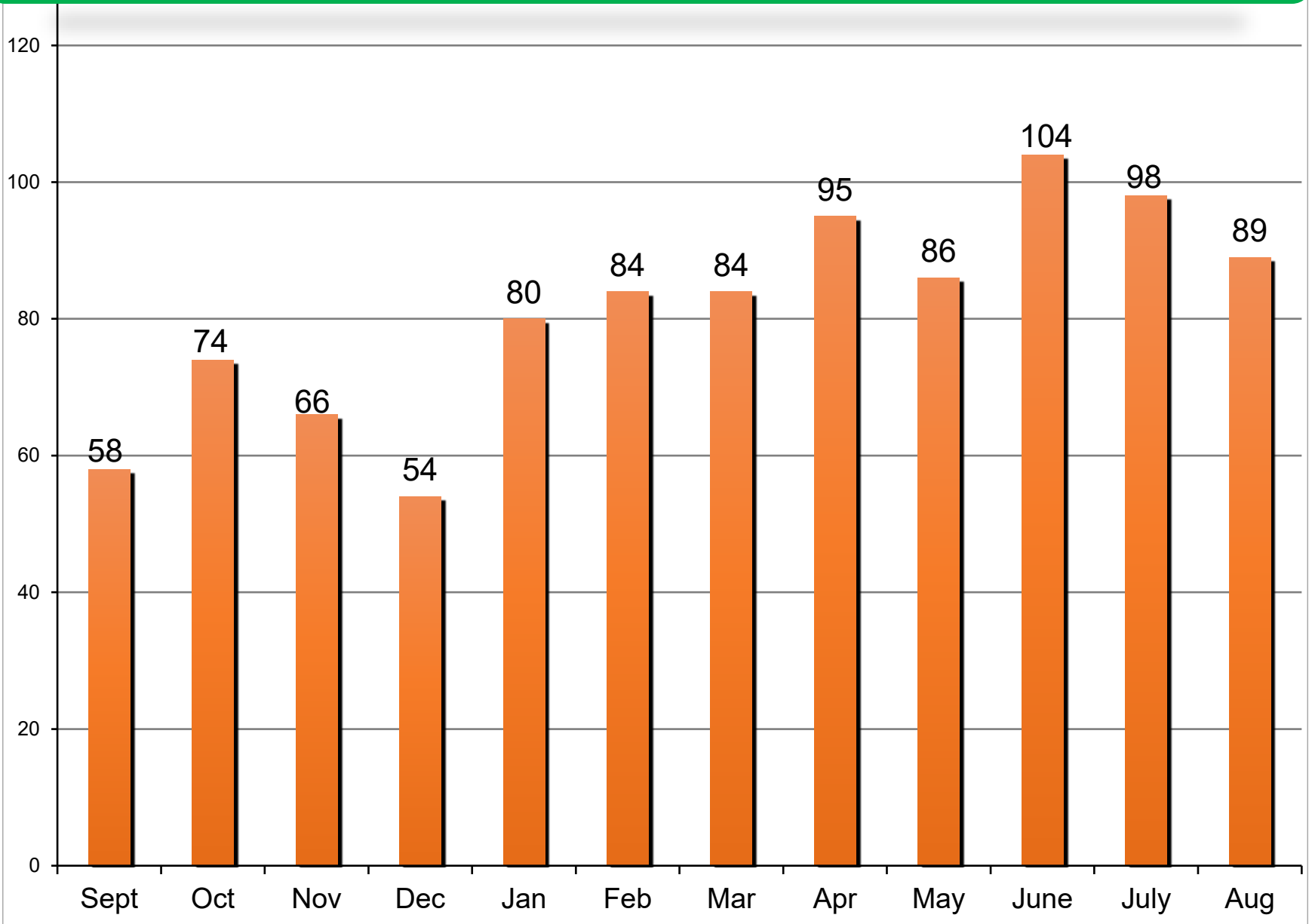
# Condo Sales – Month by Month



# Condo Median Sales Price Month by Month

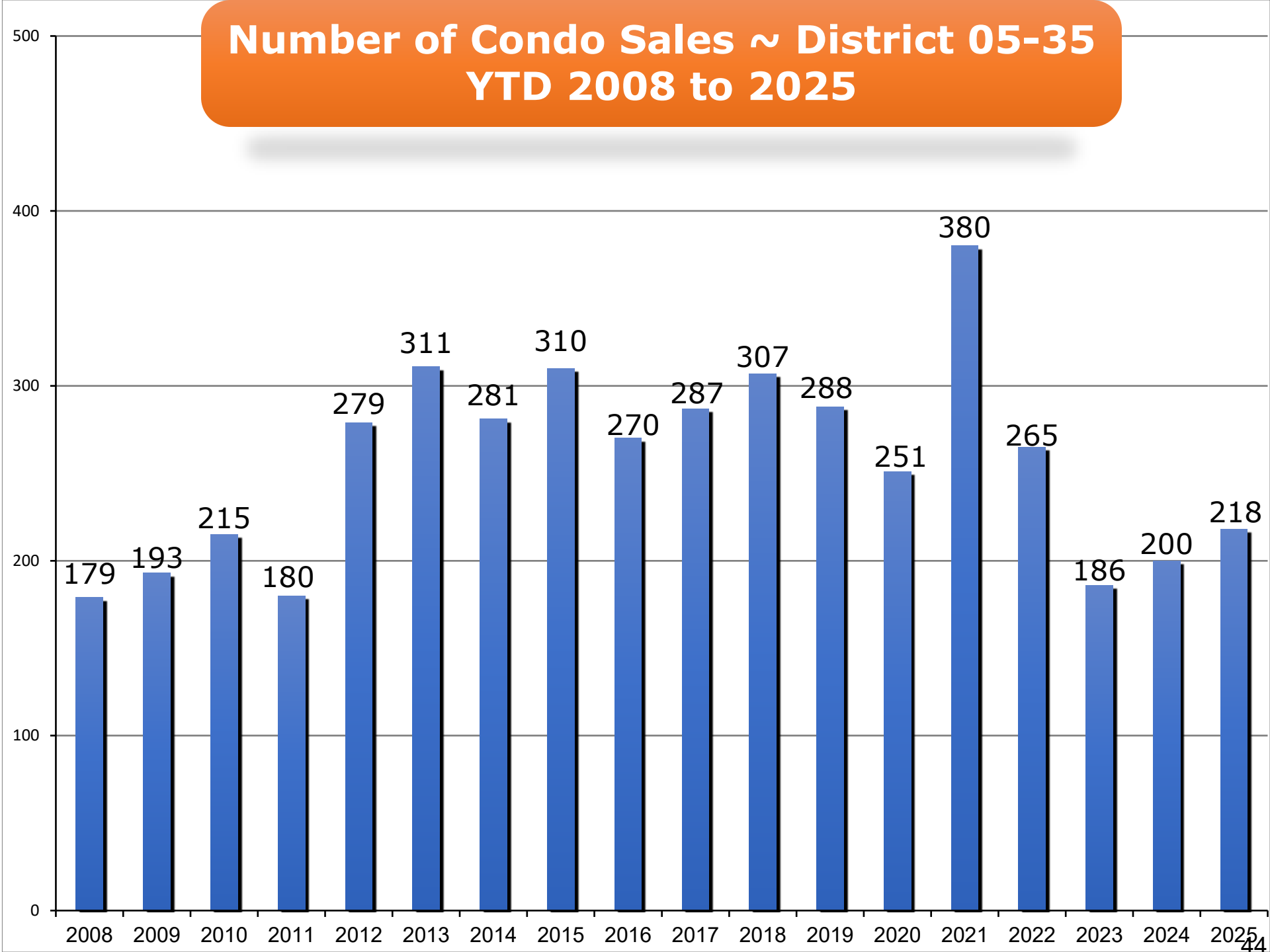


# Condo Active Listings for the Last 12 Months

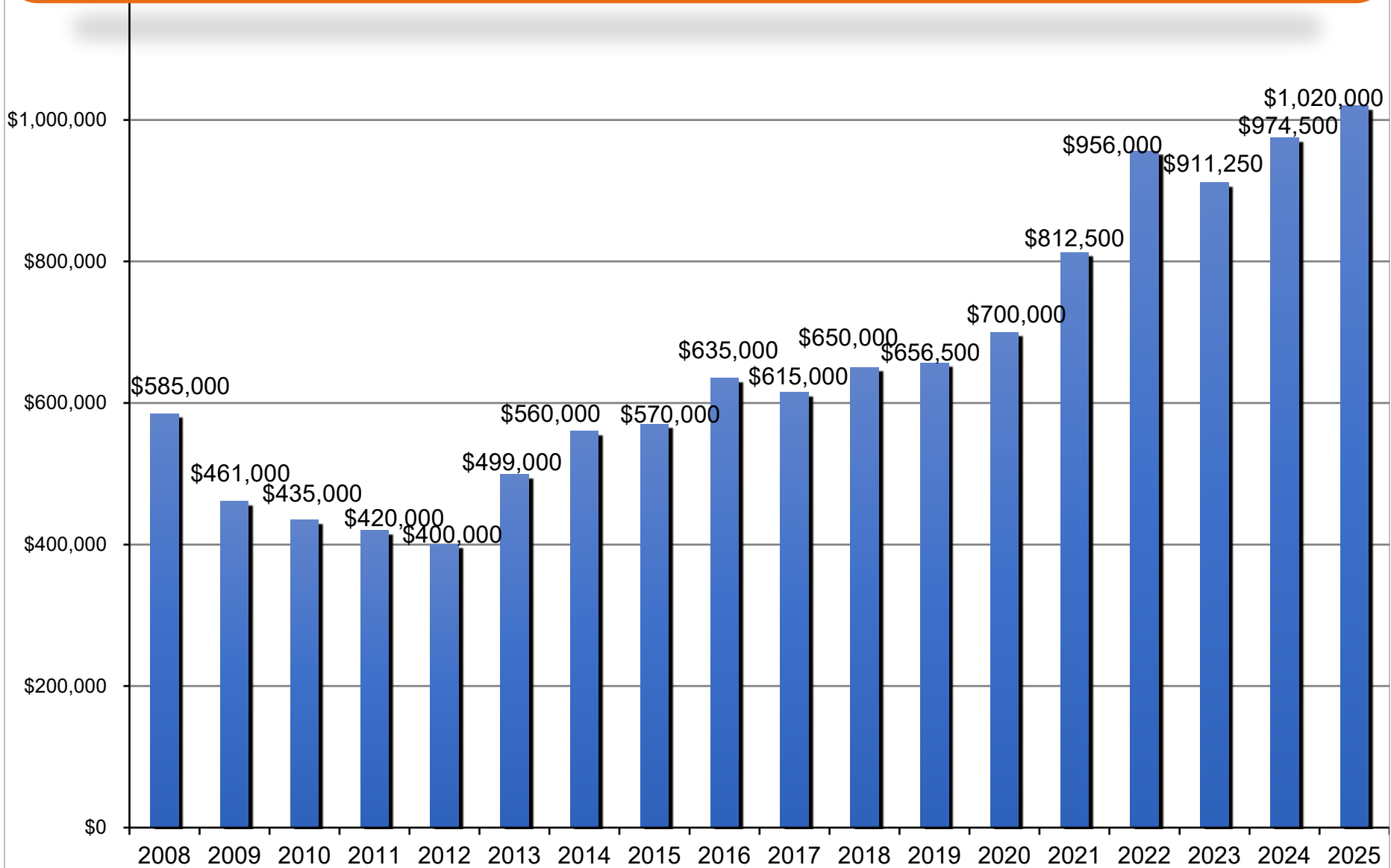


Perspective  
for Condos  
*2008 – 2025*

# Number of Condo Sales ~ District 05-35 YTD 2008 to 2025



# Median Sales Price of Condo ~ District 05-35 YTD 2008 to 2025



*All information compiled from the  
Santa Barbara  
Multiple Listing Service Data  
on 9/5/2025*

**Statistics Through August 2025**