

Monthly MLS Statistics

FEBRUARY 2025



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 3/5/2025*

FEBRUARY 1 –FEBRUARY 28

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	72	\$239,344,399	\$2,742,500	\$3,324,227	37	48	\$235,576,265	\$2,668,125	\$3,271,892	98.43	96.54
List/Sold	14	\$64,782,000	\$4,425,000	\$4,627,285	41	52	\$63,445,000	\$4,200,000	\$4,531,785	97.94	97.34
Co-Broker	58	\$174,562,399	\$2,545,000	\$3,009,696	36	48	\$172,131,265	\$2,481,250	\$2,967,780	98.61	96.24
New	112	\$674,054,500	\$2,950,000	\$6,018,343	14	34					
Pending	69	\$233,551,500	\$2,795,000	\$3,384,804	35	56					
Withdrawn	5	\$73,724,000	\$3,795,000	\$14,744,800	121	136					
Cancelled	13	\$121,424,000	\$5,395,000	\$9,340,307	125	211					
Expired	5	\$31,530,000	\$3,195,000	\$6,306,000	231	262					
Back On Market	16	\$121,783,999	\$2,949,500	\$7,611,499	114	203					
Extended	27	\$177,793,000	\$3,849,000	\$6,584,925	164	228					
Active In Range	308	\$2,222,386,497	\$3,727,500	\$7,215,540	61	93					
Current Active	199	\$1,699,129,997	\$4,495,000	\$8,538,341	85	131					

Previous Year Comparison

Home Estate/PUD

FEBRUARY 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
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Pending	69	\$233,551,500	\$2,795,000	\$3,384,804	35	56					

FEBRUARY 2024

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Sold	54	\$231,074,000	\$2,285,000	\$4,279,148	36	44	\$220,743,009	\$2,232,500	\$4,087,833	95.53	93.24
Pending	65	\$263,485,999	\$2,199,000	\$4,053,630	25	42					

Sold Listings


List Price Range	Number of Listings	Average Days To Sold	CDOM
\$900,000-\$949,999	1	18	18
\$1,100,000-\$1,199,999	1	8	160
\$1,200,000-\$1,299,999	1	32	32
\$1,300,000-\$1,399,999	4	9	9
\$1,400,000-\$1,499,999	4	39	39
\$1,500,000-\$1,599,999	3	21	21
\$1,600,000-\$1,699,999	4	7	7
\$1,700,000-\$1,799,999	4	21	39
\$1,800,000-\$1,899,999	3	22	48
\$1,900,000-\$1,999,999	1	5	5
\$2,000,000-\$2,249,999	3	9	9

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,250,000-\$2,499,999	5	27	27
\$2,500,000-\$2,749,999	4	61	61
\$2,750,000-\$2,999,999	3	53	79
\$3,000,000-\$3,249,999	2	35	35
\$3,250,000-\$3,499,999	4	37	58
\$3,500,000-\$3,749,999	2	3	3
\$3,750,000-\$3,999,999	2	12	12
\$4,000,000-\$4,249,999	4	51	79
\$4,250,000-\$4,499,999	2	114	114
\$4,750,000-\$4,999,999	1	86	86
\$5,000,000+	14	60	78

Sold Listings

The average price for the **72** properties is **\$3,271,892**

The highest price is **\$9,900,000**



848 Rockbridge Rd

The median price is **\$2,668,125**



1508 De La Vina St

The lowest price is **\$930,000**

The average Market Time is **37**

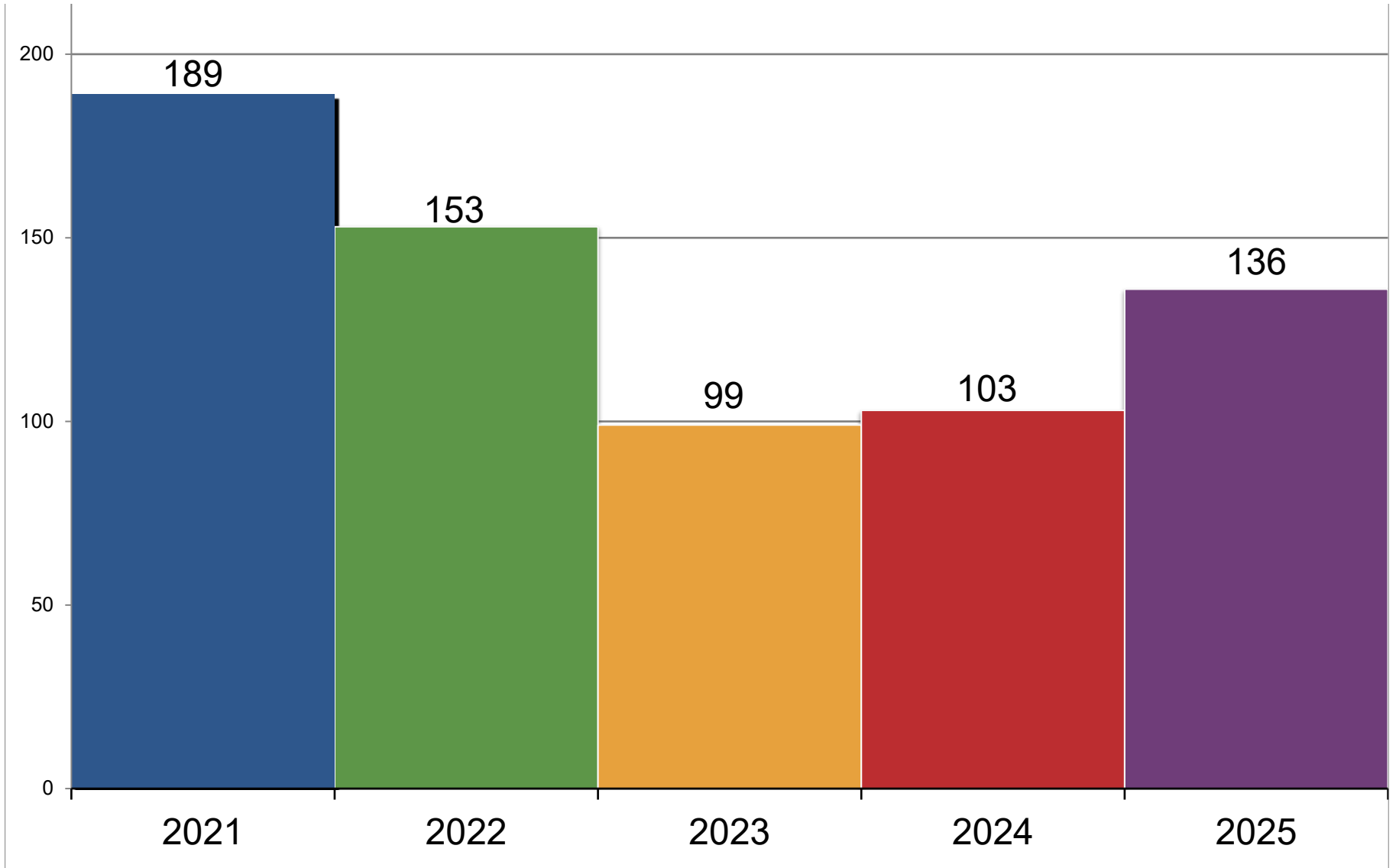
The average Continuous Market Time is **48**

HOME ESTATE & PUD

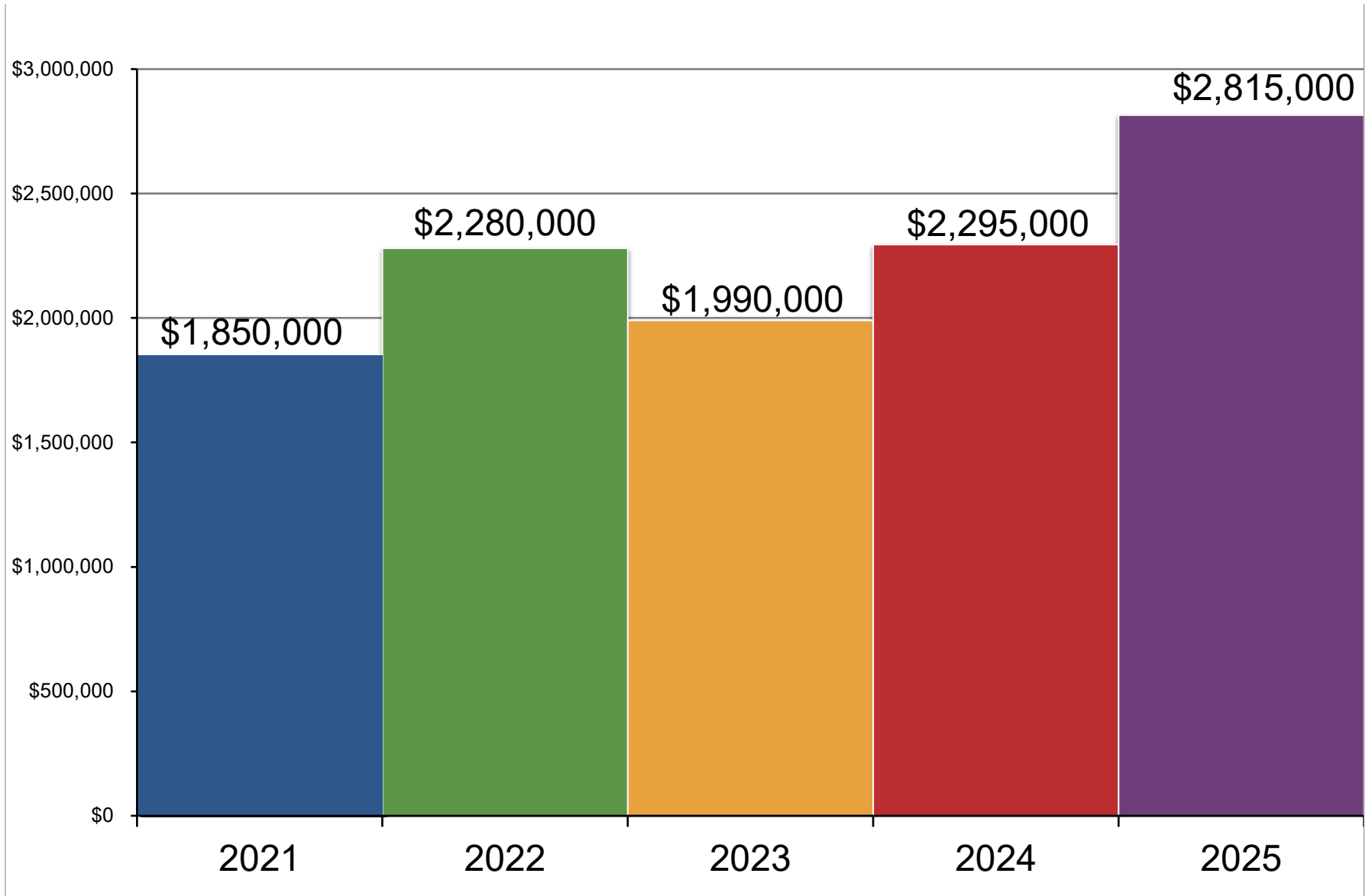
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

HE/PU Sales

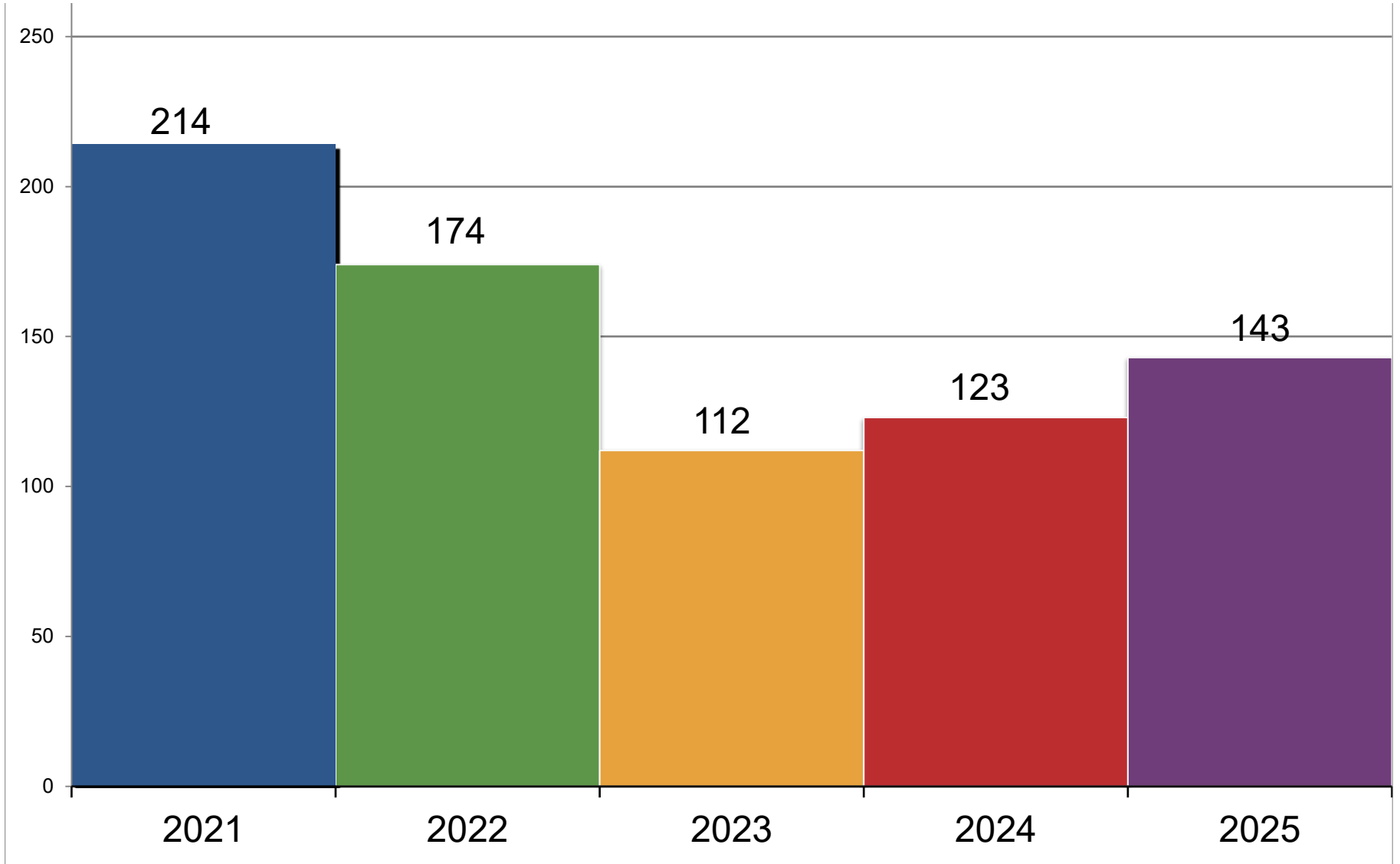
YTD 2021 – 2025



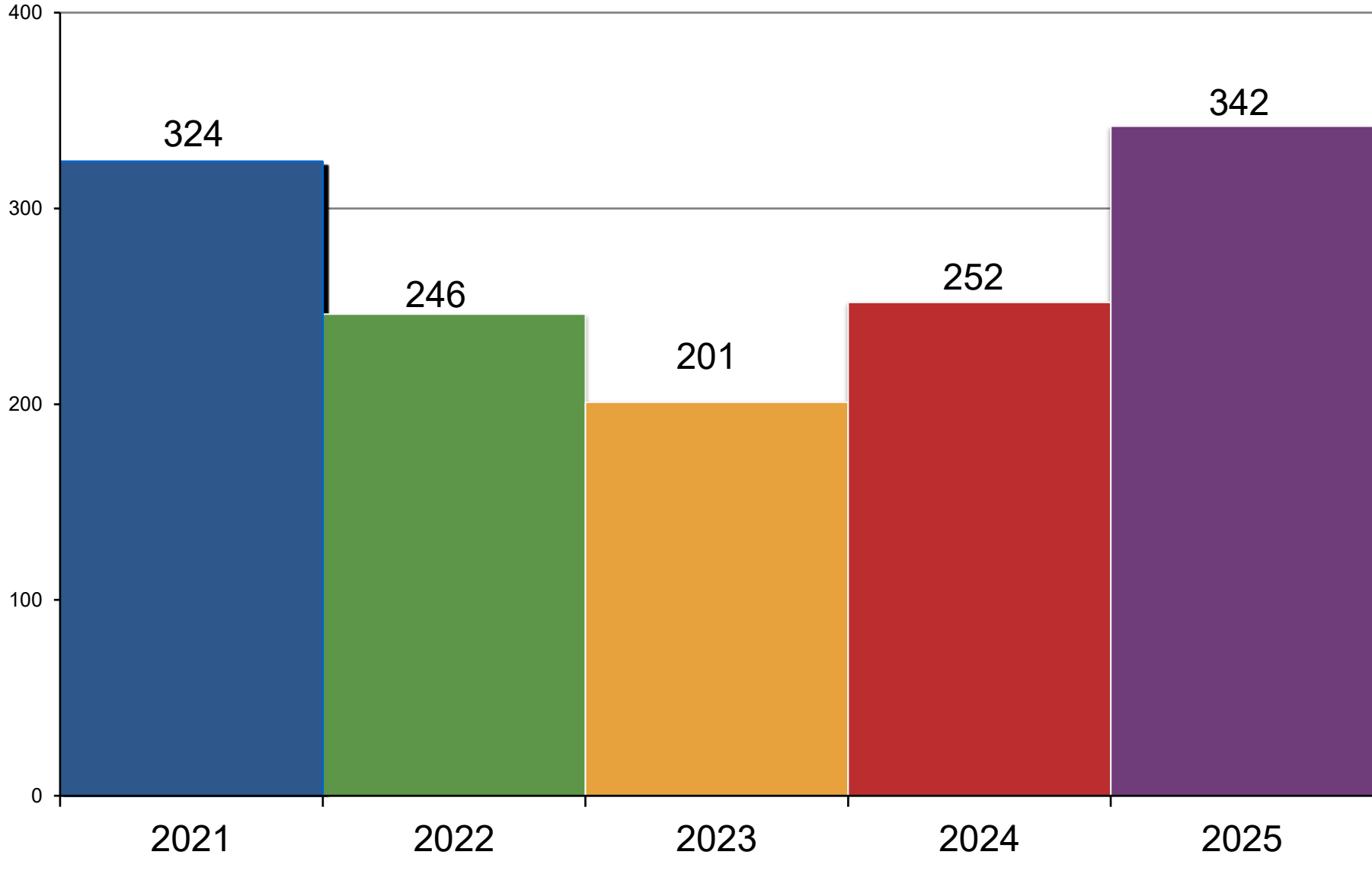
HE/PU Median Sales Price YTD 2021 – 2025



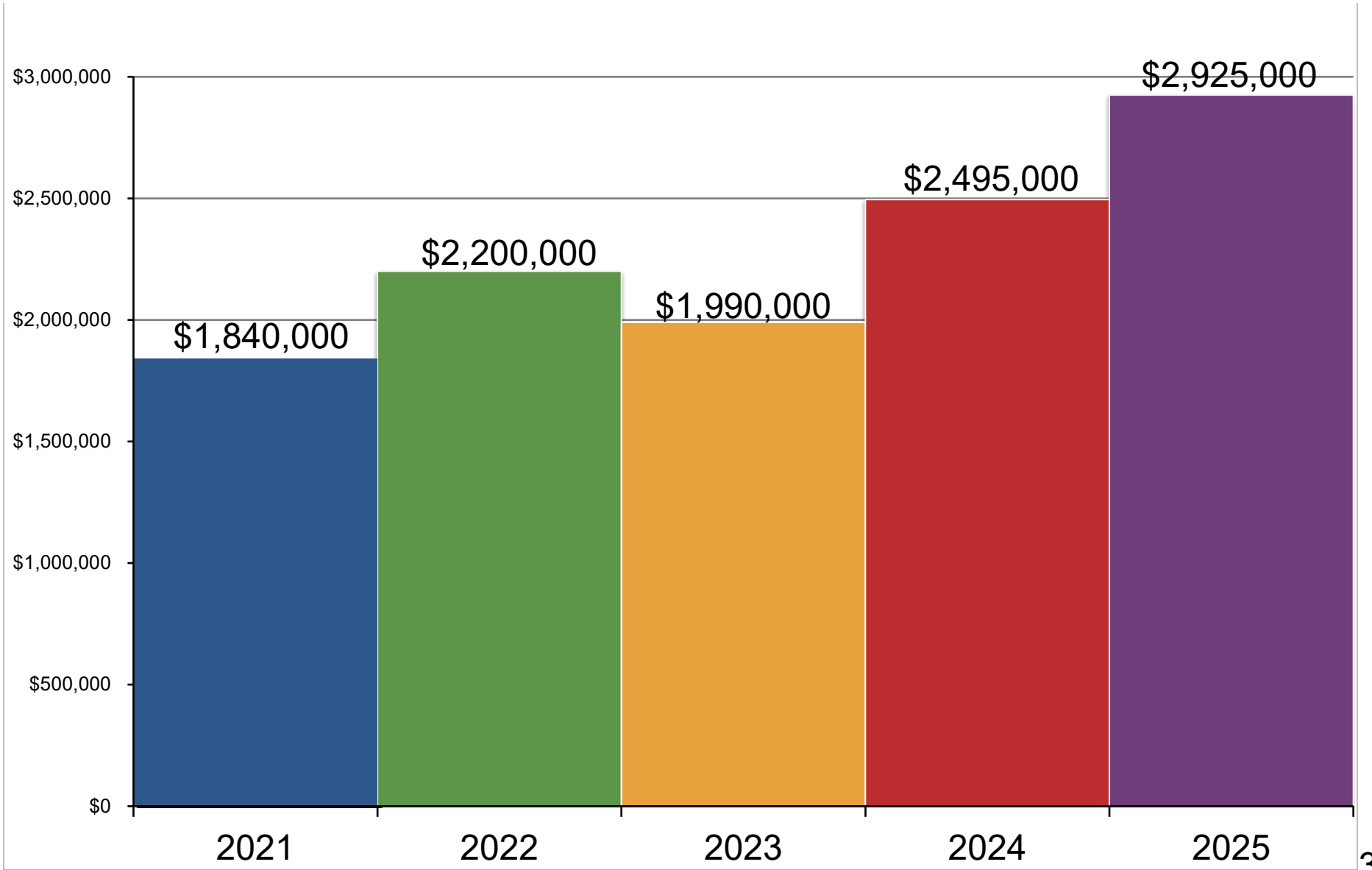
HE/PU Pending Sales YTD 2021 – 2025



HE/PU Active Listings YTD 2021 – 2025



HE/PU Median List Price YTD 2021 – 2025



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

ACTIVE and PENDING

2024 vs. 2025 ~ YTD

Total Active Listings

2024 ~ 252

UP



+35.7%

2025 ~ 342

New Listings

2024 ~ 172

UP



+42.4%

2025 ~ 245

Median List Price

2024 ~ \$2,495,000

UP



+17.2%

2025 ~ \$2,925,000

Properties that went into Escrow

2024 ~ 123

UP



+16.3%

2025 ~ 143

SOLD Properties

2024 vs. 2025 ~ YTD

Sold Properties

2024 ~ 103

2025 ~ 136

UP



+32%

Median Sales Price

2024 ~ \$2,295,000

2025 ~ \$2,815,000

UP



+22.7%

Median Sales Prices w/o Hope Ranch/Montecito

2024 ~ \$1,743,136

2025 ~ \$2,125,000

UP



+21.9%

Average Sold Price

2024 ~ \$3,591,274

2025 ~ \$4,012,859

UP



+11.7%

Average Sold Price w/o Hope Ranch/Montecito

2024 ~ \$2,092,158

2025 ~ \$2,615,729

UP



+25%

Sold Volume

2024 ~ \$369,901,233

2025 ~ \$545,748,828

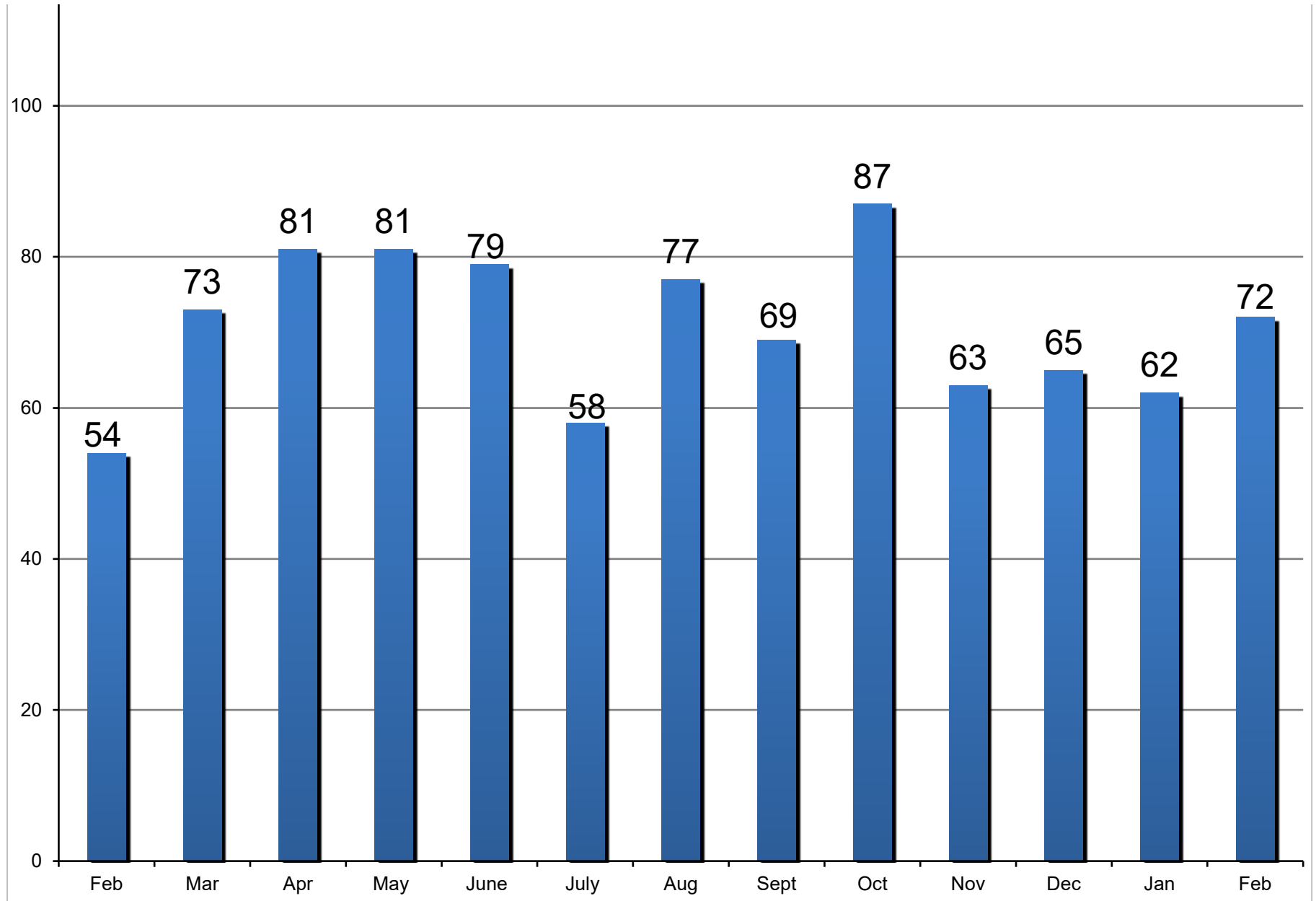
UP



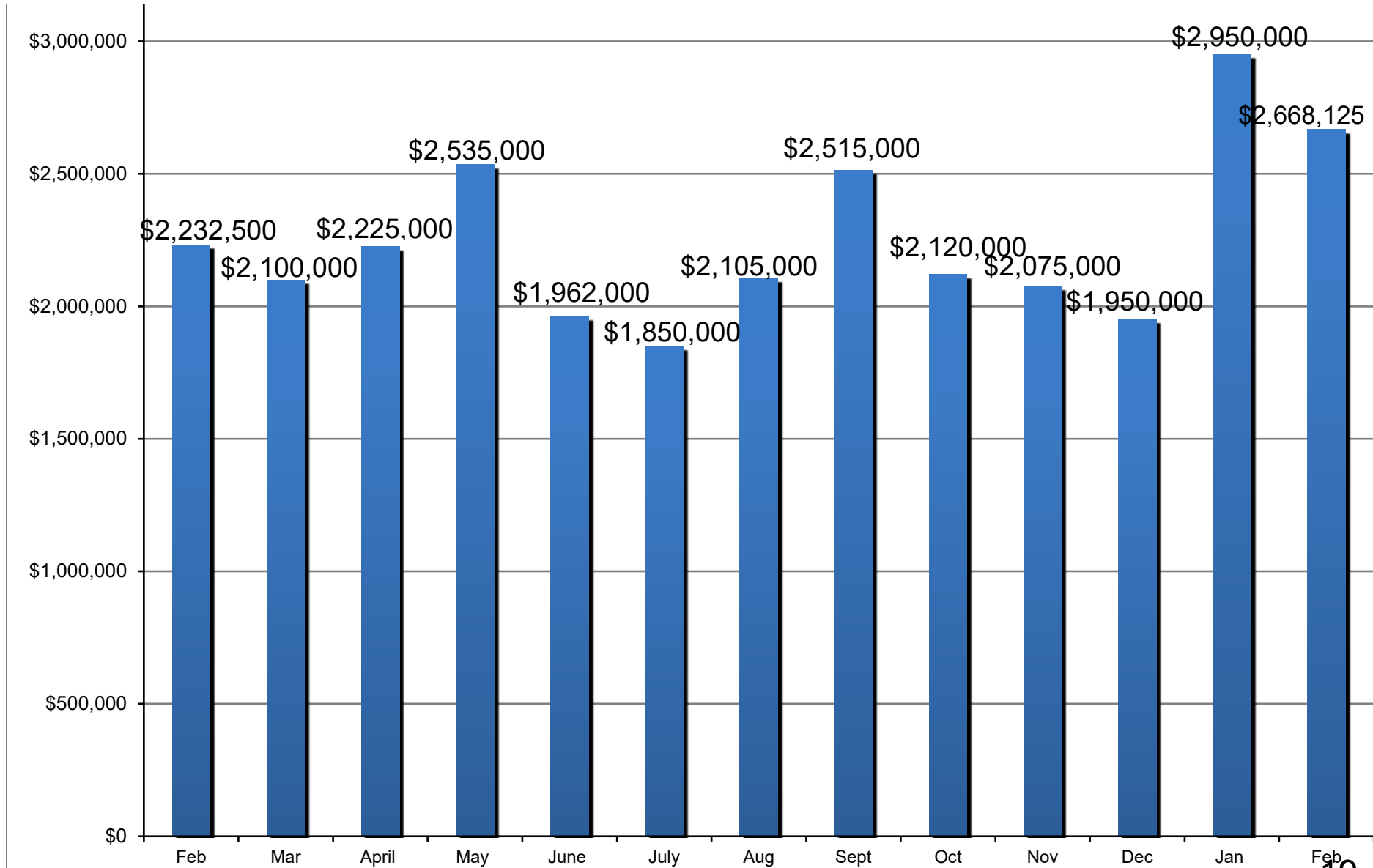
+47.5%

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

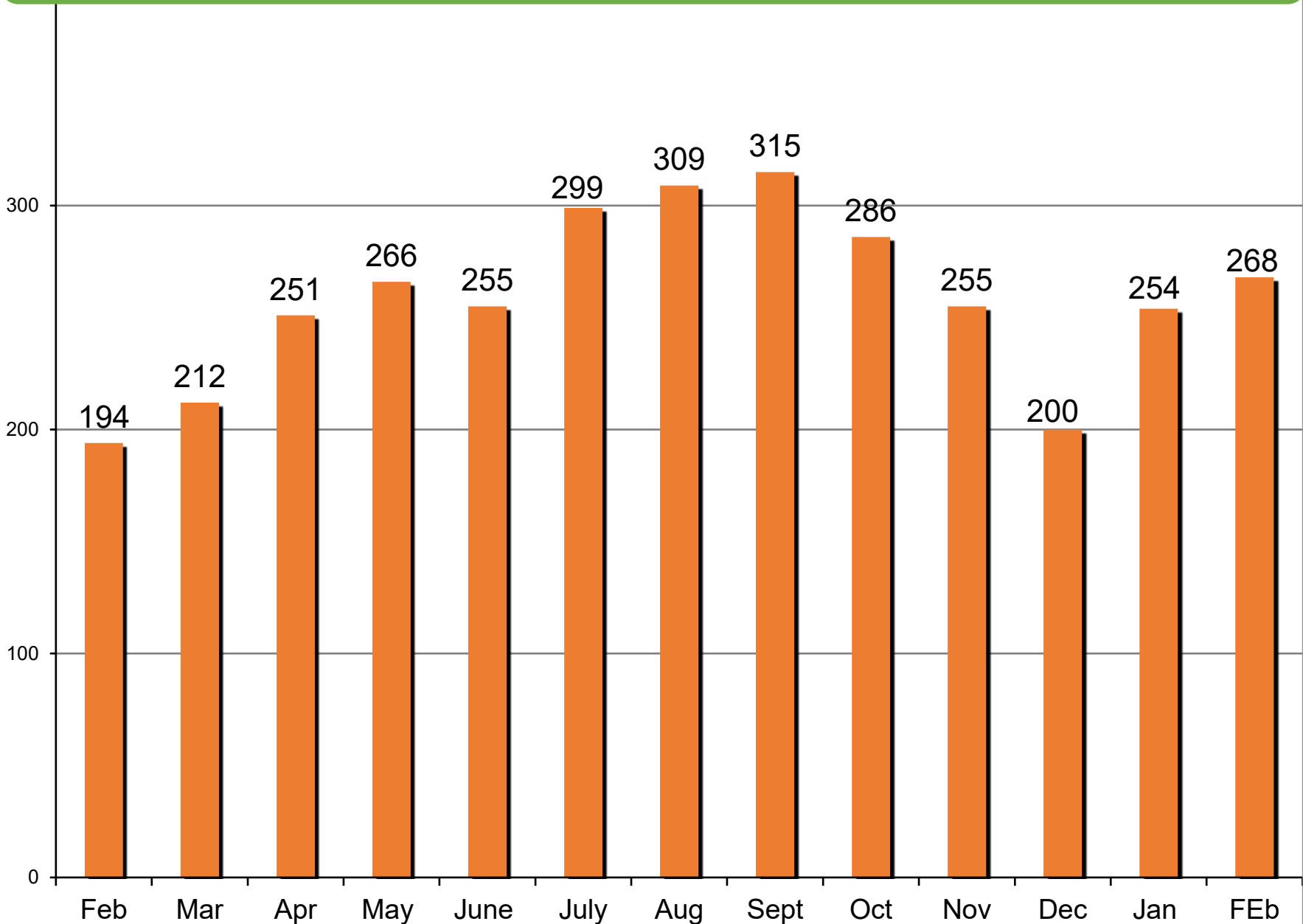
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

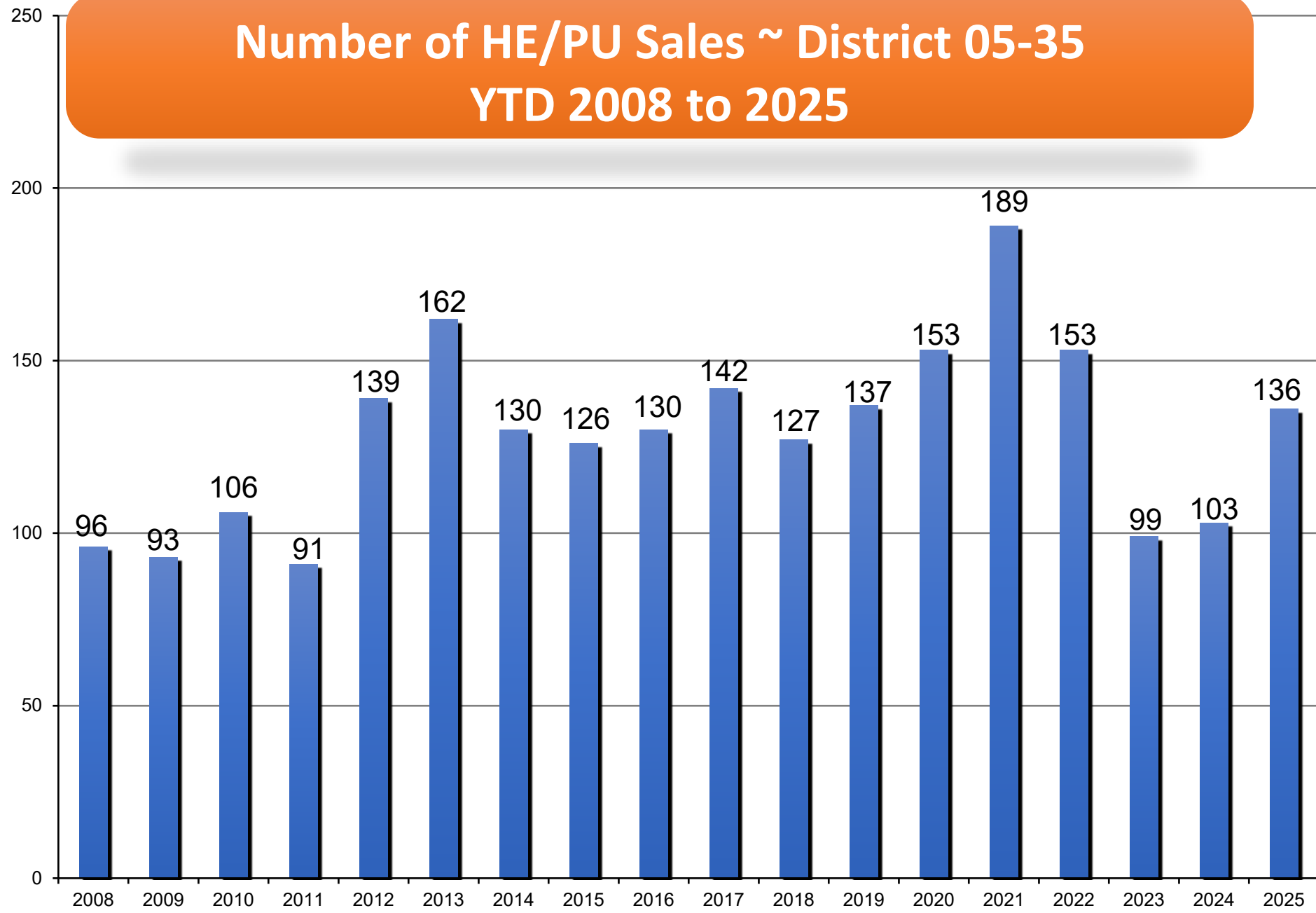


HE/PU Active Listings for the Last 12 Months

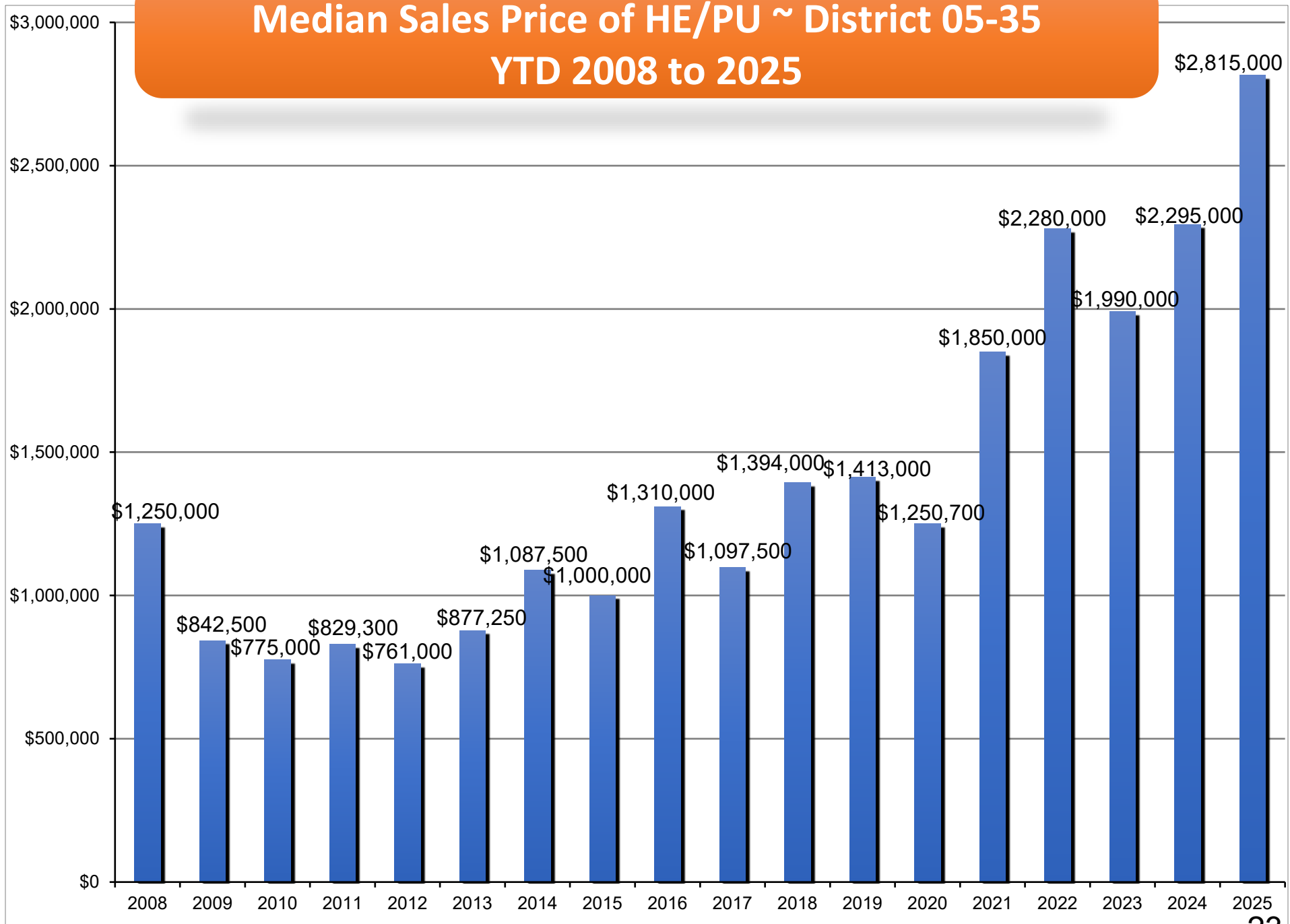


Perspective for Home Estates & PUDs 2008 – 2025

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



FEBRUARY 1 – FEBRUARY 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
Sold	25	\$38,687,700	\$1,350,000	\$1,547,508	27	37	\$38,325,250	\$1,350,000	\$1,533,010	99.06	98.08
List/Sold	5	\$6,753,000	\$1,299,000	\$1,350,600	22	43	\$6,660,000	\$1,200,000	\$1,332,000	98.62	97.24
Co-Broker	20	\$31,934,700	\$1,422,500	\$1,596,735	28	35	\$31,665,250	\$1,400,000	\$1,583,262	99.16	98.26
New	33	\$44,138,000	\$1,165,000	\$1,337,515	14	20					
Pending	29	\$39,303,900	\$1,150,000	\$1,355,306	33	54					
Withdrawn	0	\$0	\$0	\$0	0	0					
Cancelled	4	\$5,075,000	\$1,265,000	\$1,268,750	55	55					
Expired	5	\$9,485,000	\$1,950,000	\$1,897,000	208	211					
Back On Market	3	\$3,555,000	\$1,150,000	\$1,185,000	121	121					
Extended	13	\$20,683,000	\$1,095,000	\$1,591,000	89	89					
Active In Range	90	\$134,971,400	\$1,254,000	\$1,499,682	43	48					
Current Active	55	\$87,892,500	\$1,275,000	\$1,598,045	63	72					

Previous Year Comparison

CONDOS

February 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	25	\$38,687,700	\$1,350,000	\$1,547,508	27	37	\$38,325,250	\$1,350,000	\$1,533,010	99.06	98.08
Pending	29	\$39,303,900	\$1,150,000	\$1,355,306	33	54					

February 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	24	\$24,448,999	\$950,000	\$1,018,708	32	35	\$24,415,625	\$937,500	\$1,017,317	99.86	97.60
Pending	26	\$28,532,920	\$924,500	\$1,097,420	44	49					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$600,000-\$649,999	1	1	1
\$600,000-\$649,999	1	1	1
\$750,000-\$799,999	1	10	10
\$800,000-\$849,999	1	20	20
\$900,000-\$949,999	1	2	2
\$1,000,000-\$1,099,999	2	8	8
\$1,100,000-\$1,199,999	2	2	2
\$1,200,000-\$1,299,999	3	35	35

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,300,000-\$1,399,999	1	37	37
\$1,400,000-\$1,499,999	1	103	103
\$1,500,000-\$1,599,999	1	4	4
\$1,600,000-\$1,699,999	3	4	4
\$1,700,000-\$1,799,999	1	8	110
\$1,800,000-\$1,899,999	2	111	162
\$2,250,000-\$2,499,999	2	34	34
\$3,500,000-\$3,749,999	1	23	23
\$3,750,000-\$3,999,999	1	27	27

Sold Listings

The average price for the **25** properties is **\$1,533,010**

The highest price is **\$3,850,000**

7 E Arrellaga St

The median price is **\$1,350,000**

The lowest price is **\$512,500**

5510 Armitos Ave Unit 11

The average Market Time is **27**

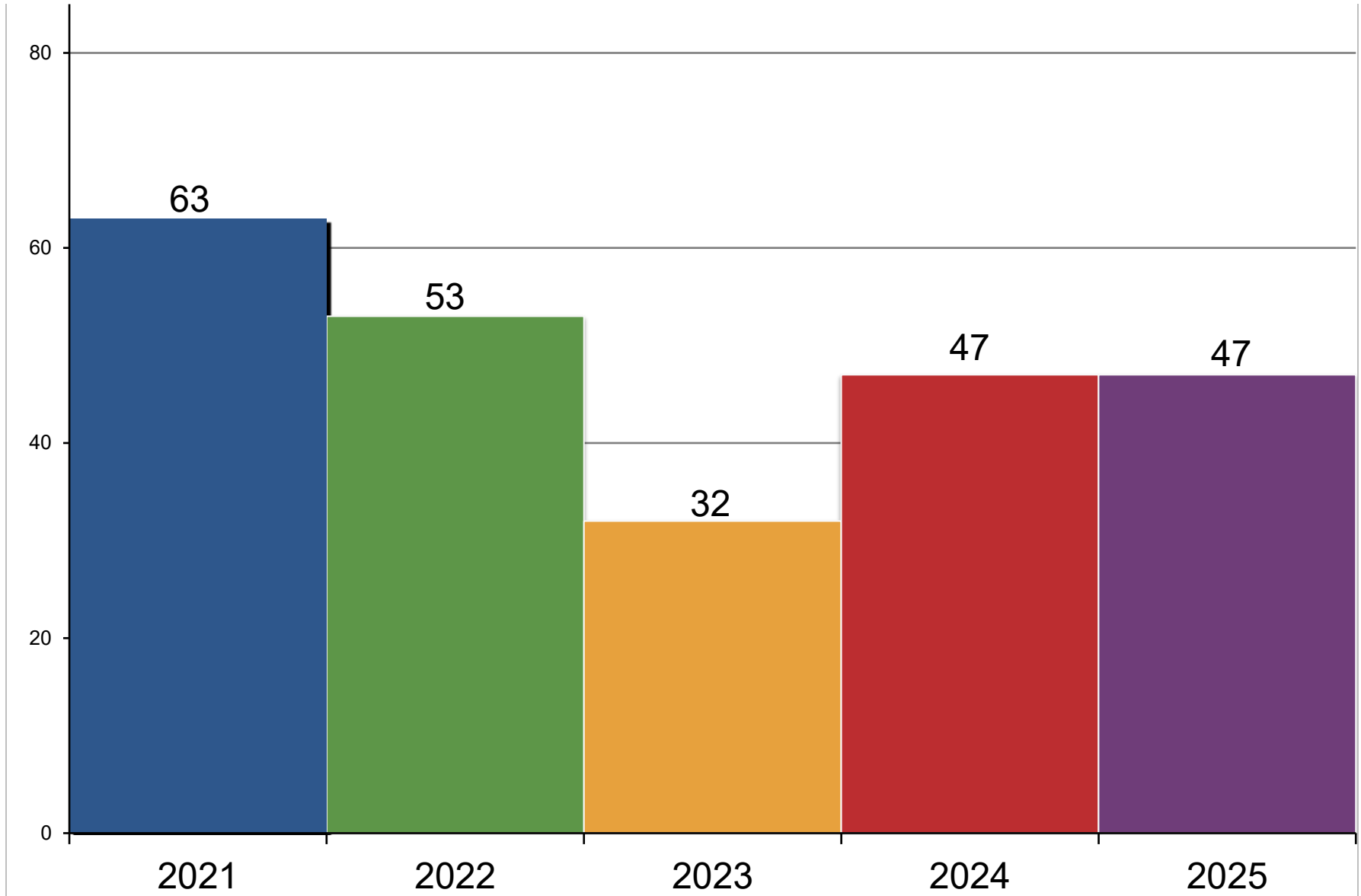
The average Continuous Market Time is **37**

CONDO STATISTICS

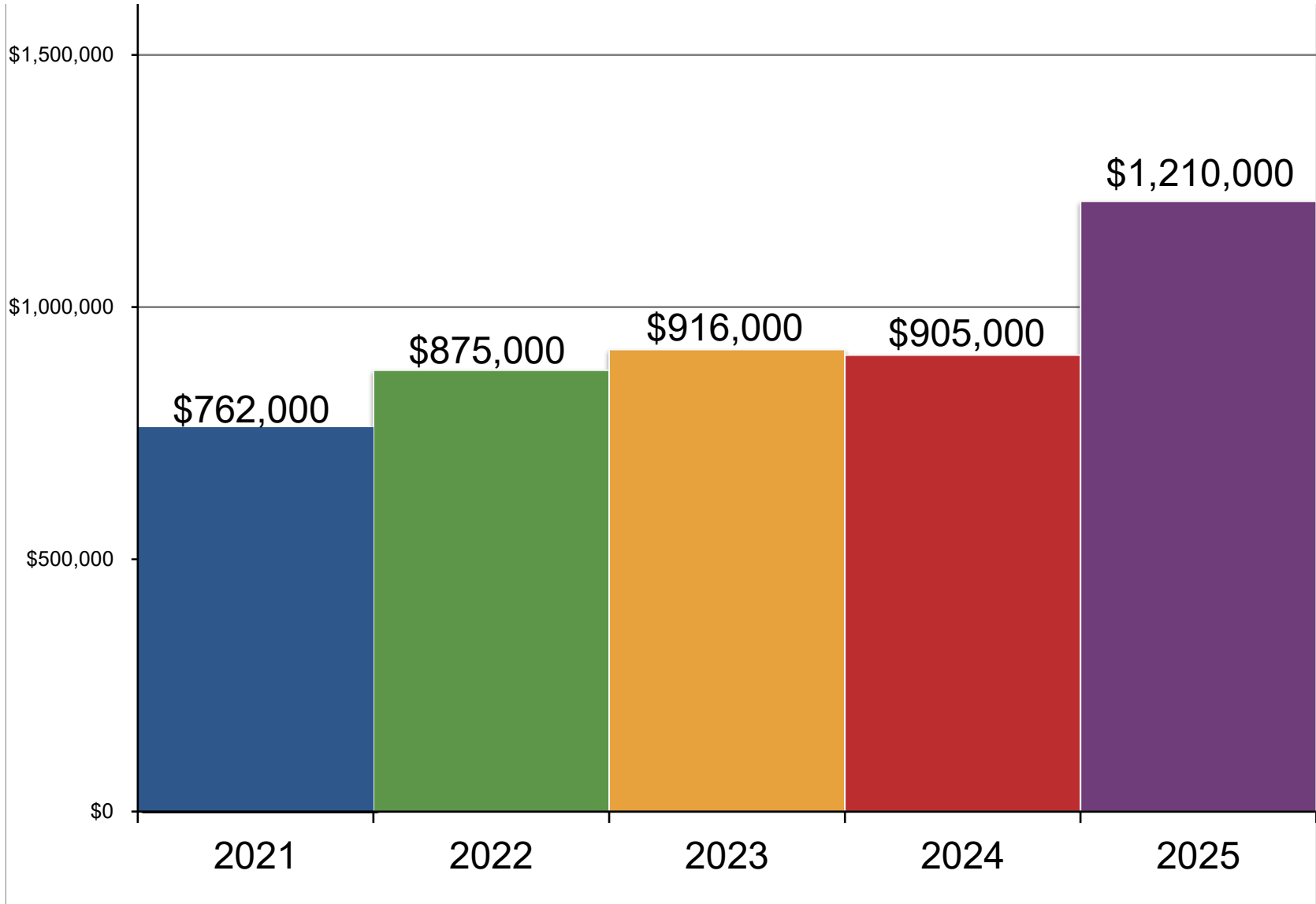
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

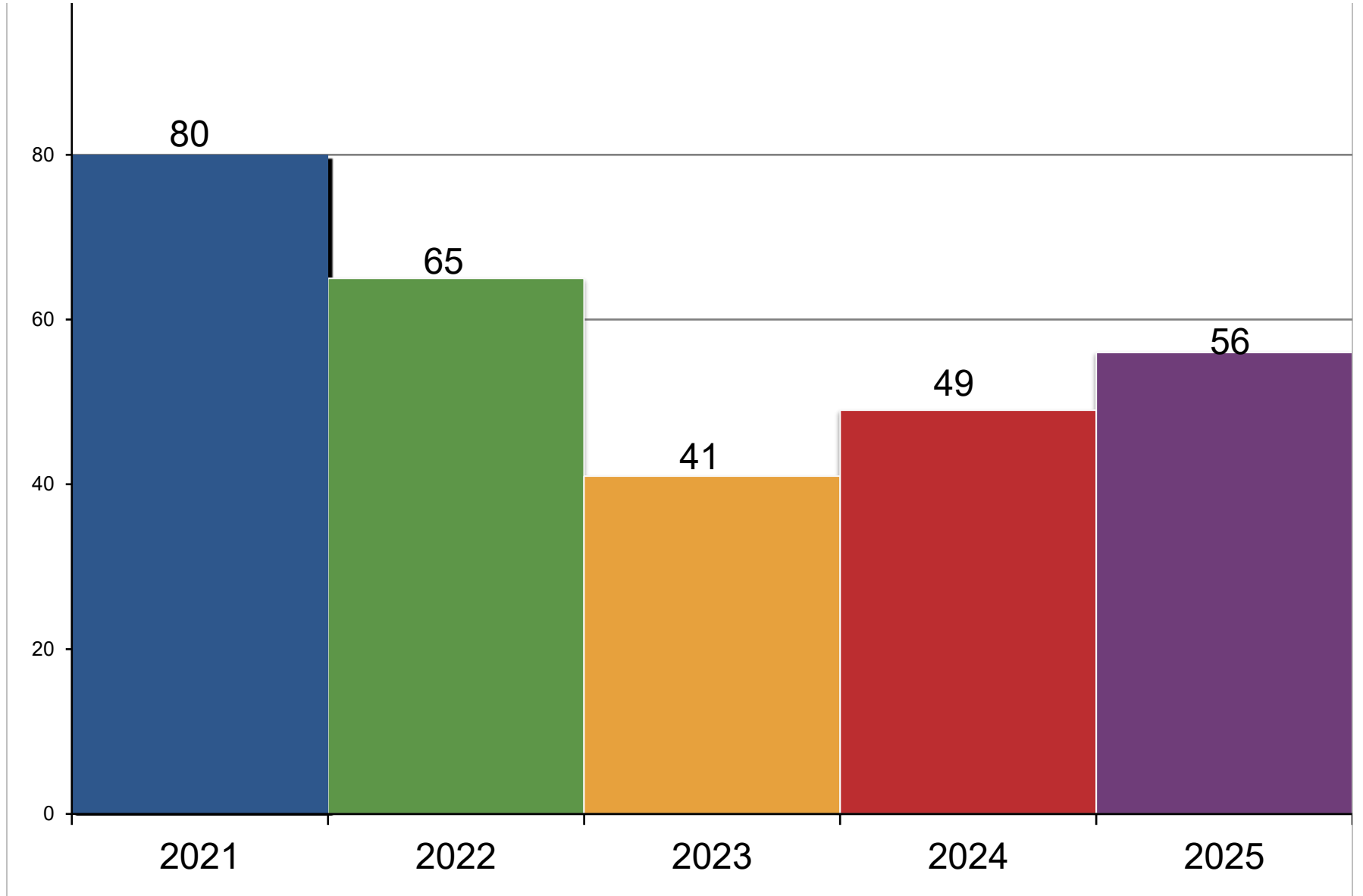
YTD 2021 – 2025



Condo Median Sales Price YTD 2021 – 2025

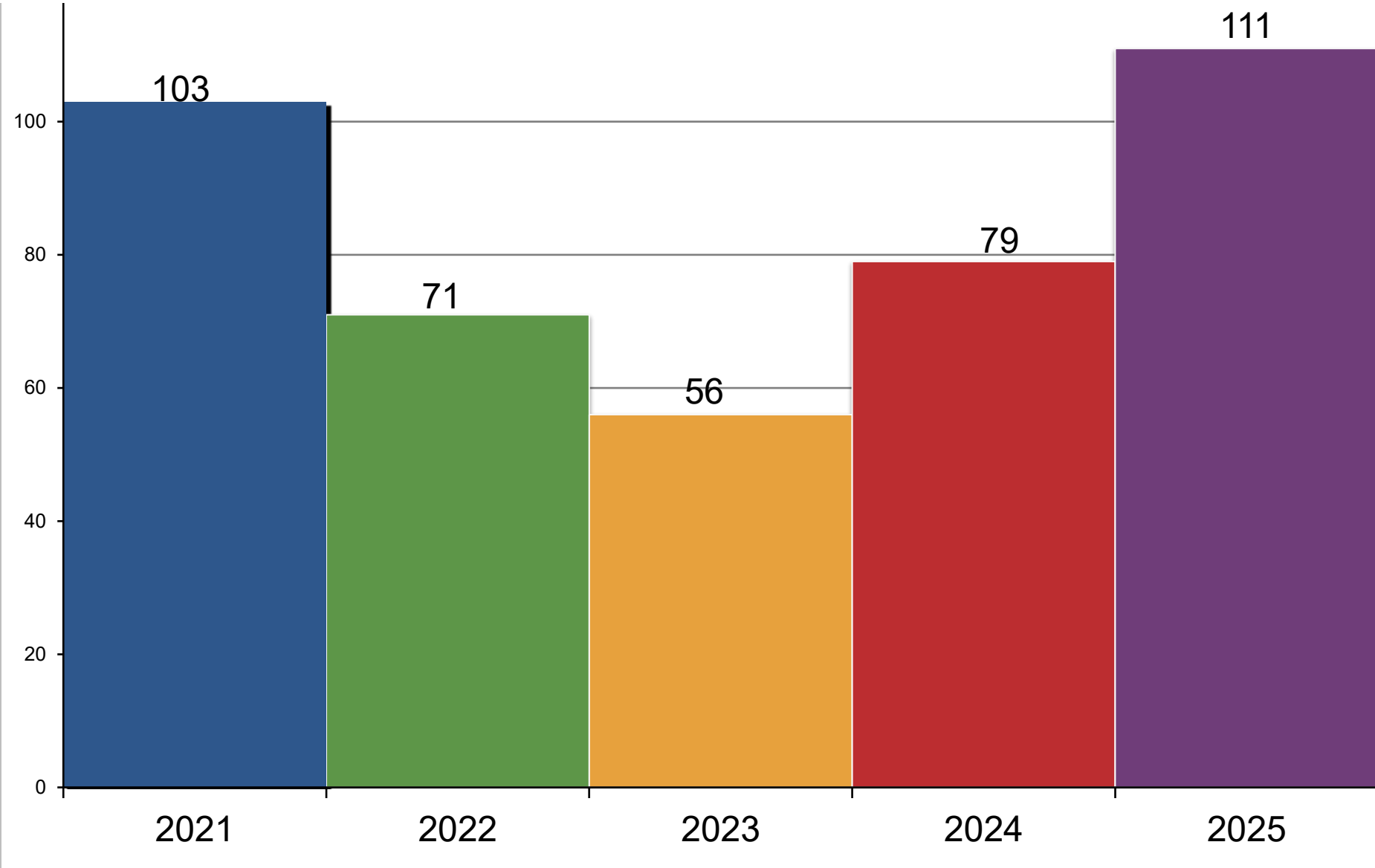


Condo Pending Sales YTD 2021 – 2025

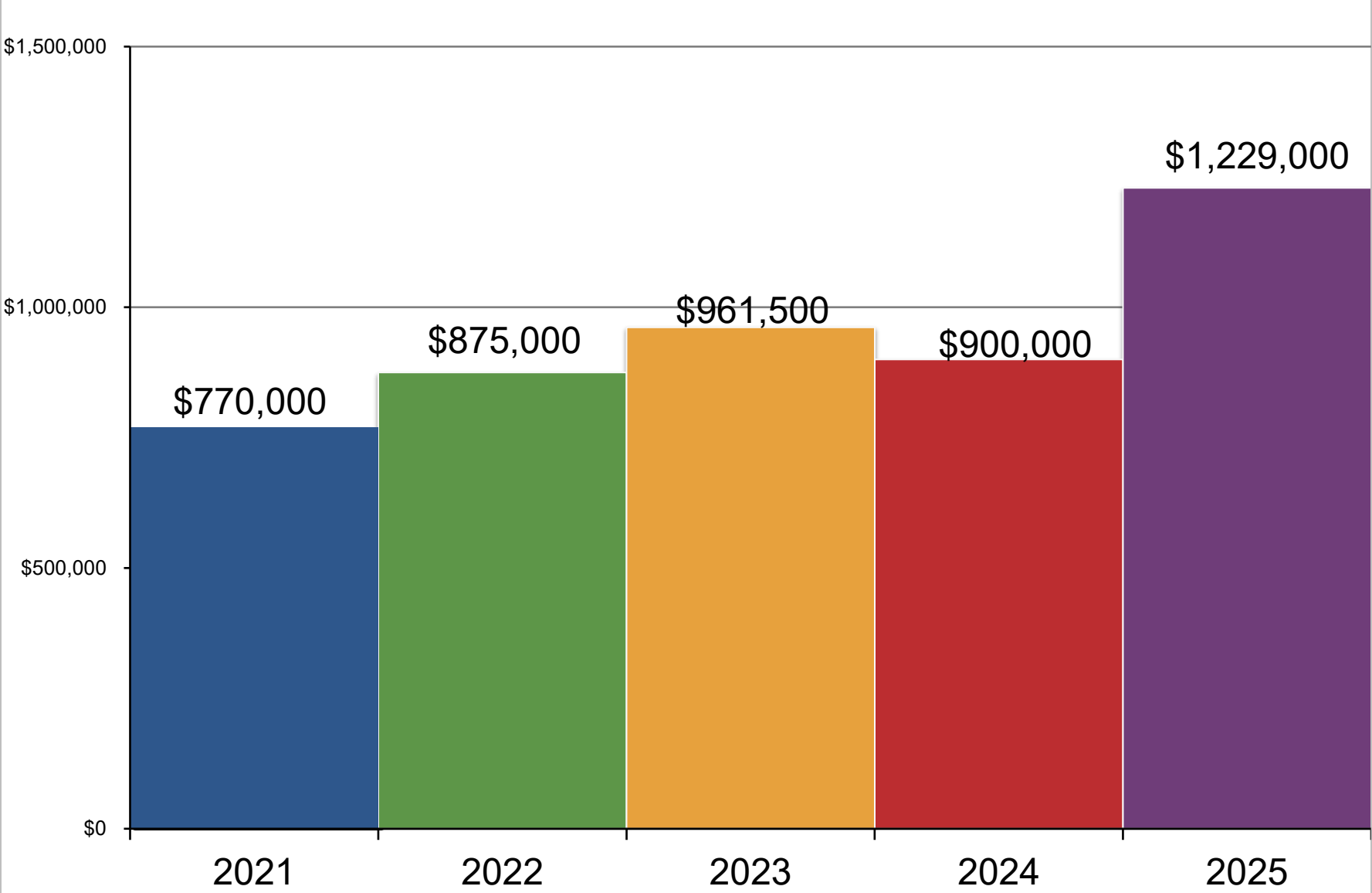


Condo Active Listings

YTD 2021 – 2025



Condo Median List Price YTD 2021 – 2025



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


ACTIVE and PENDING

2024 vs. 2025 ~ YTD

Total Active Listings

2024 ~ 79


2025 ~ 111

UP  +40.5%

New Listings

2024 ~ 60

2025 ~ 77

UP  +28.3%

Median List Price

2024 ~ \$900,000

2025 ~ \$1,229,000

UP  +36.6%

Properties that went into Escrow

2024 ~ 49

2025 ~ 56

UP  +14.3%

SOLD Properties

2024 vs. 2025 ~ YTD
NO CHANGE

Sold Properties

2024 ~ 47

2025 ~ 47

Median Sales Price

2024 ~ \$905,000

2025 ~ \$1,210,000

UP



+33.7%

Median Sales Prices w/o Hope Ranch/Montecito

2024 ~ \$905,000

2025 ~ \$1,132,500

UP



+25.1%

Average Sold Price

2024 ~ \$992,672

2025 ~ \$1,599,141

UP



+61.1%

Average Sold Price w/o Hope Ranch/Montecito

2024 ~ \$992,672

2025 ~ \$1,283,018

UP



+29.2%

Sold Volume

2024 ~ \$46,655,625

2025 ~ \$75,159,630

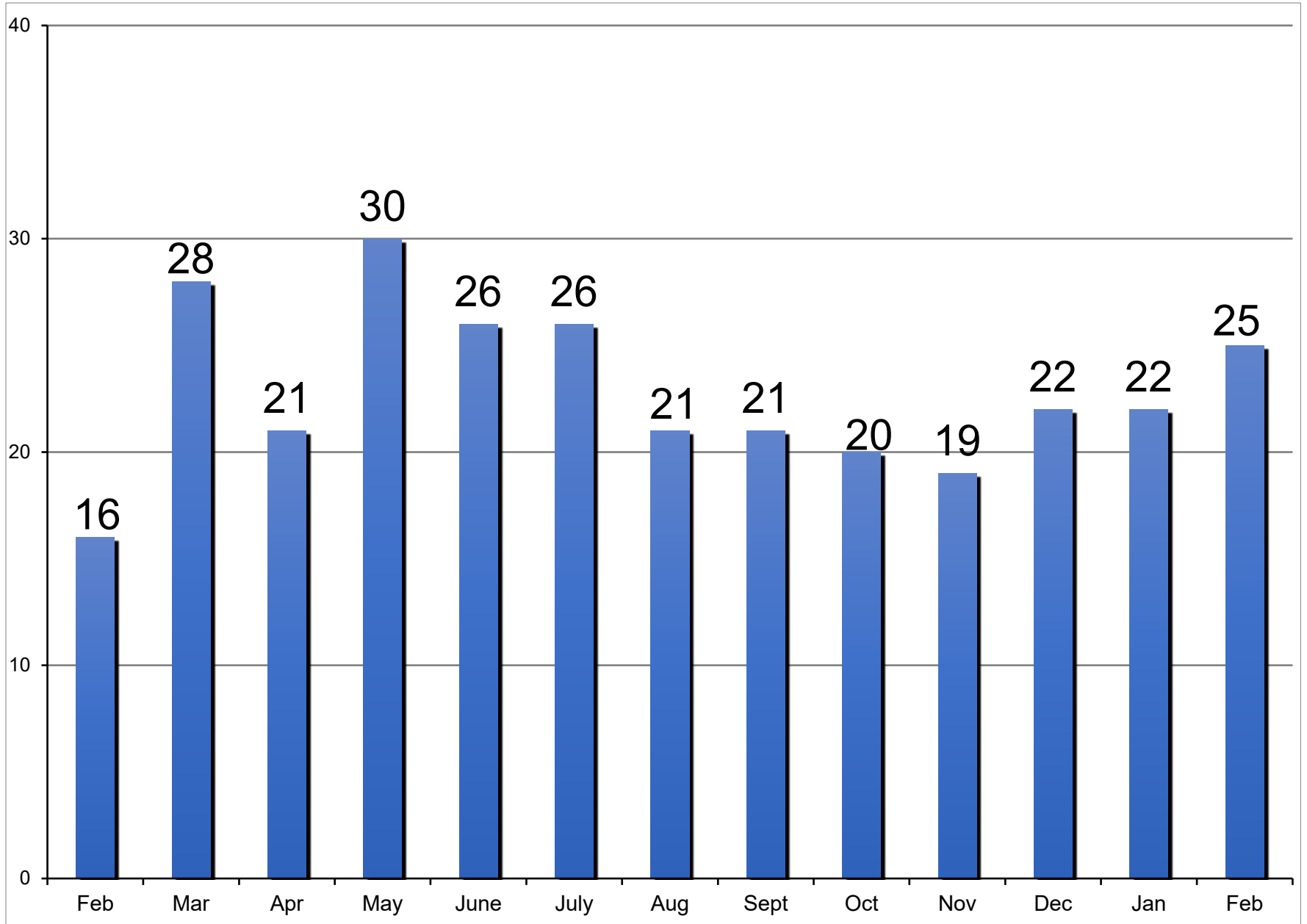
UP



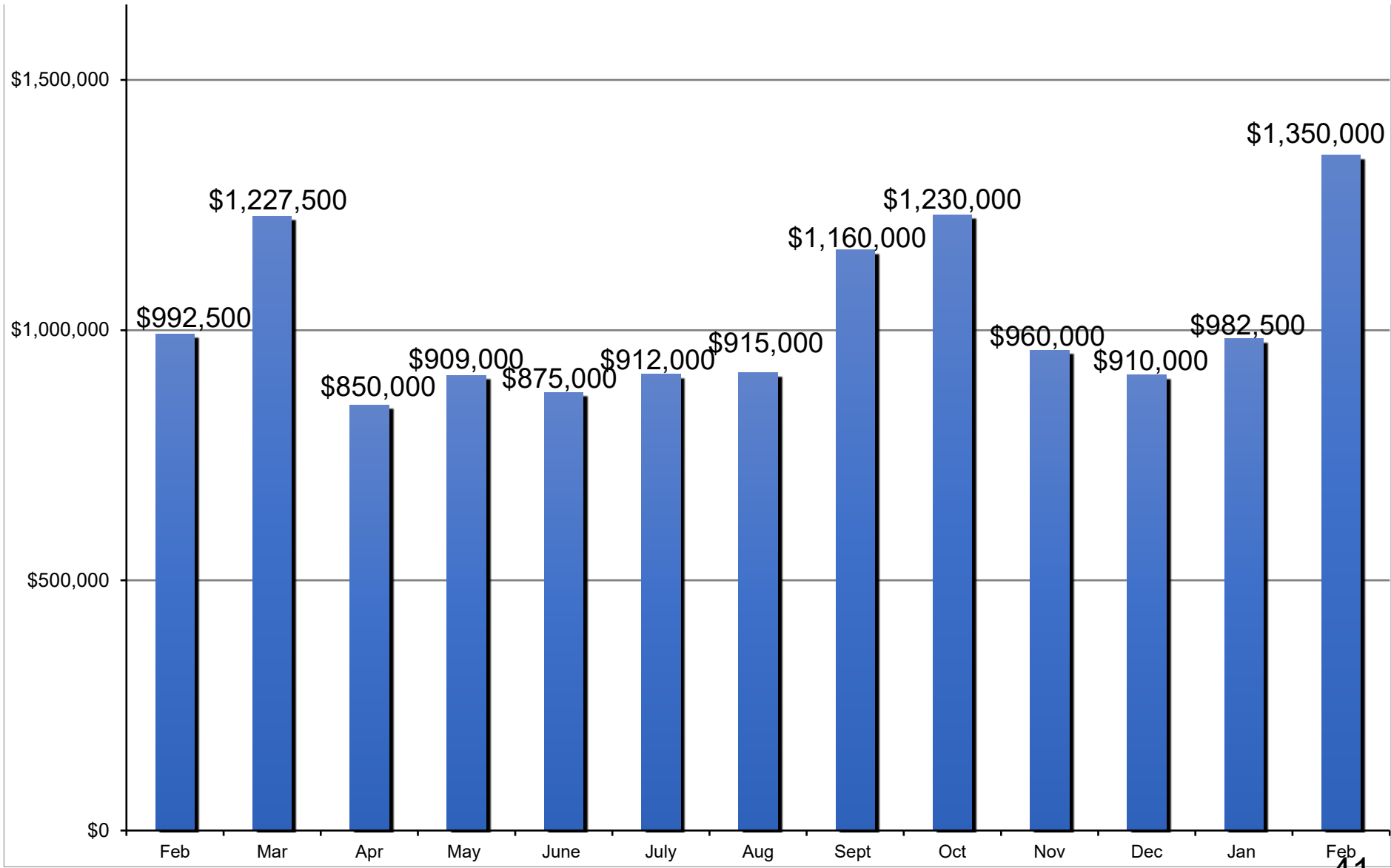
+61.1%

February 2024 to February 2025
Month by Month
for Condos
Districts 05-35

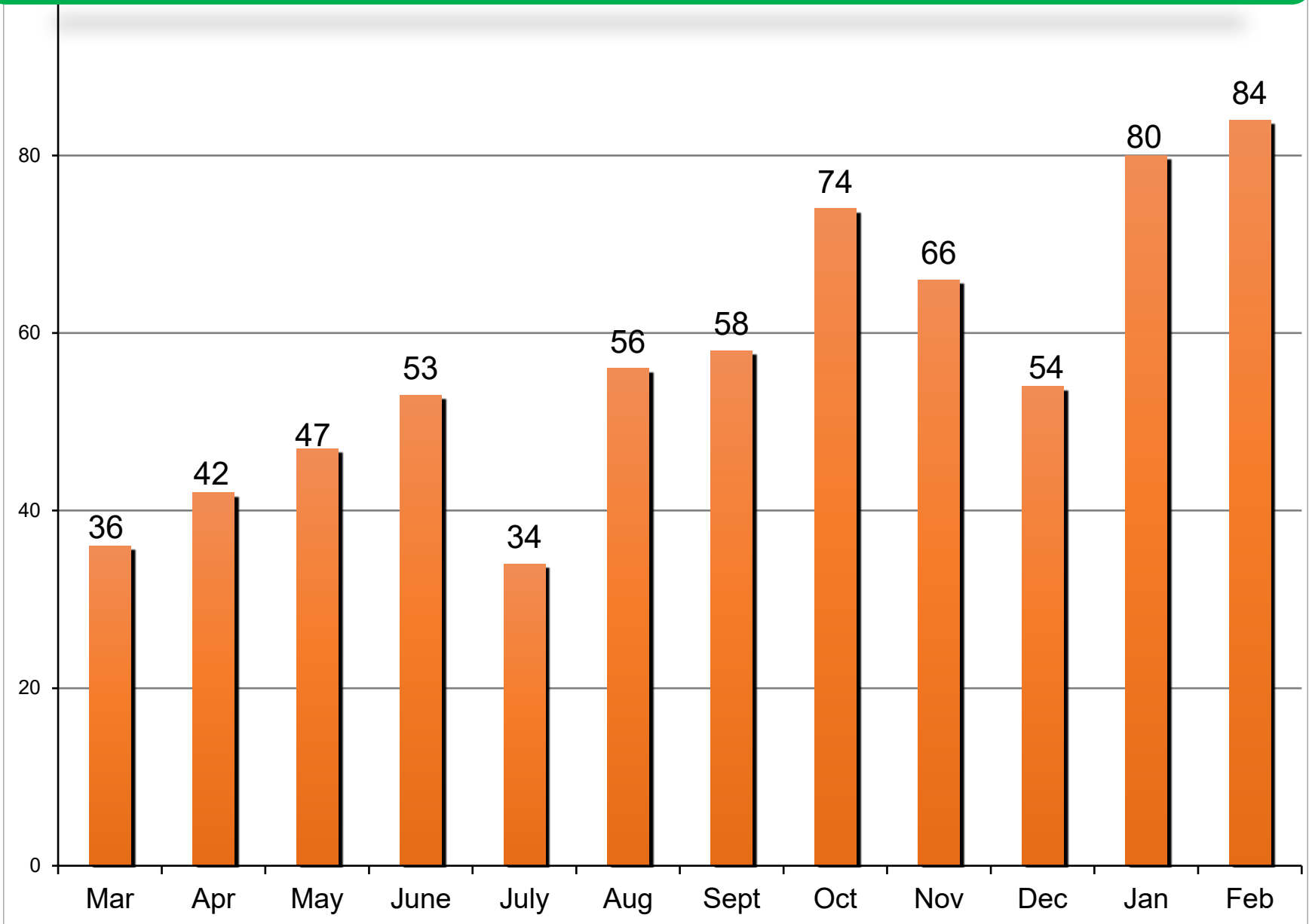
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

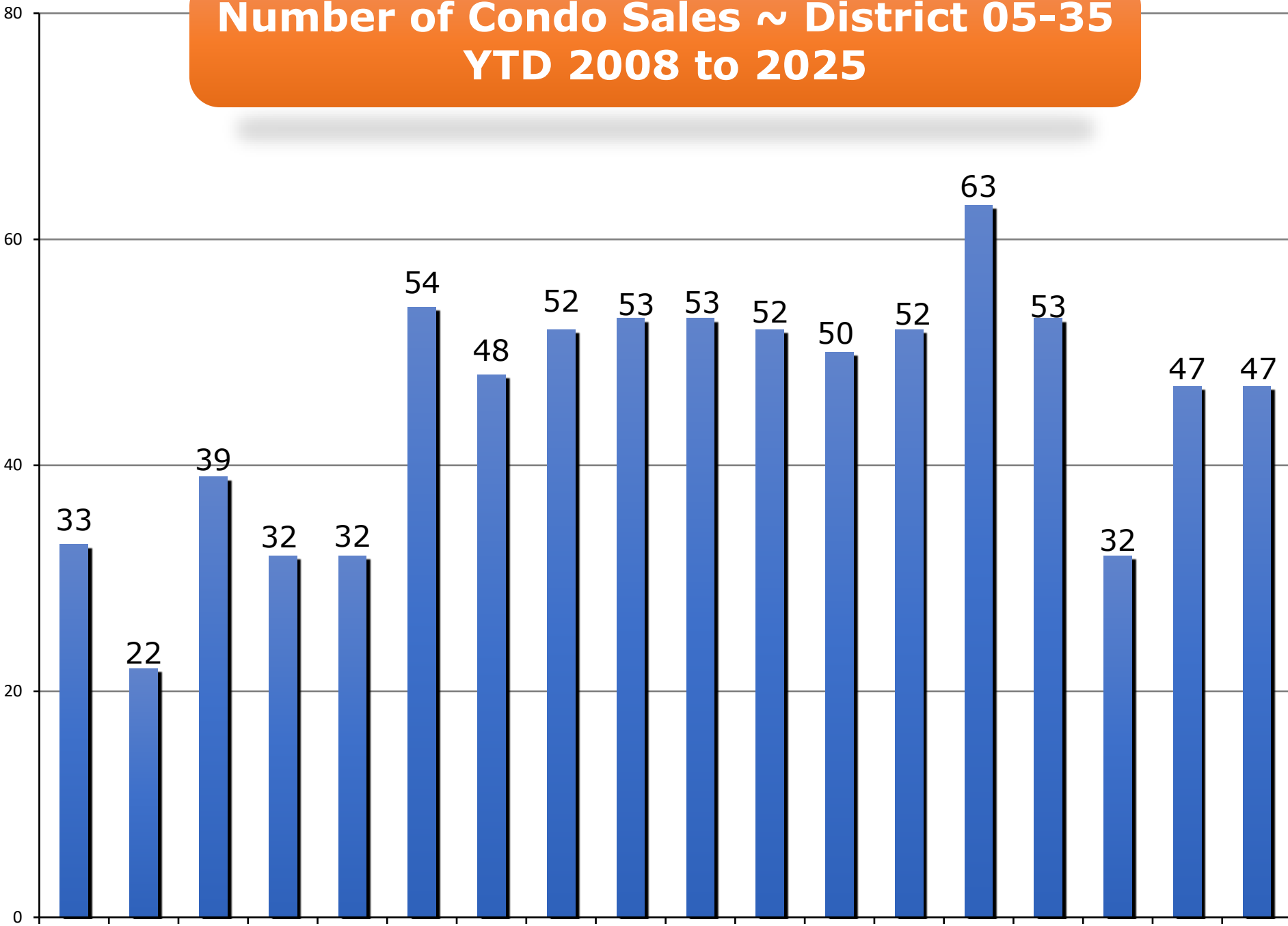


Condo Active Listings for the Last 12 Months

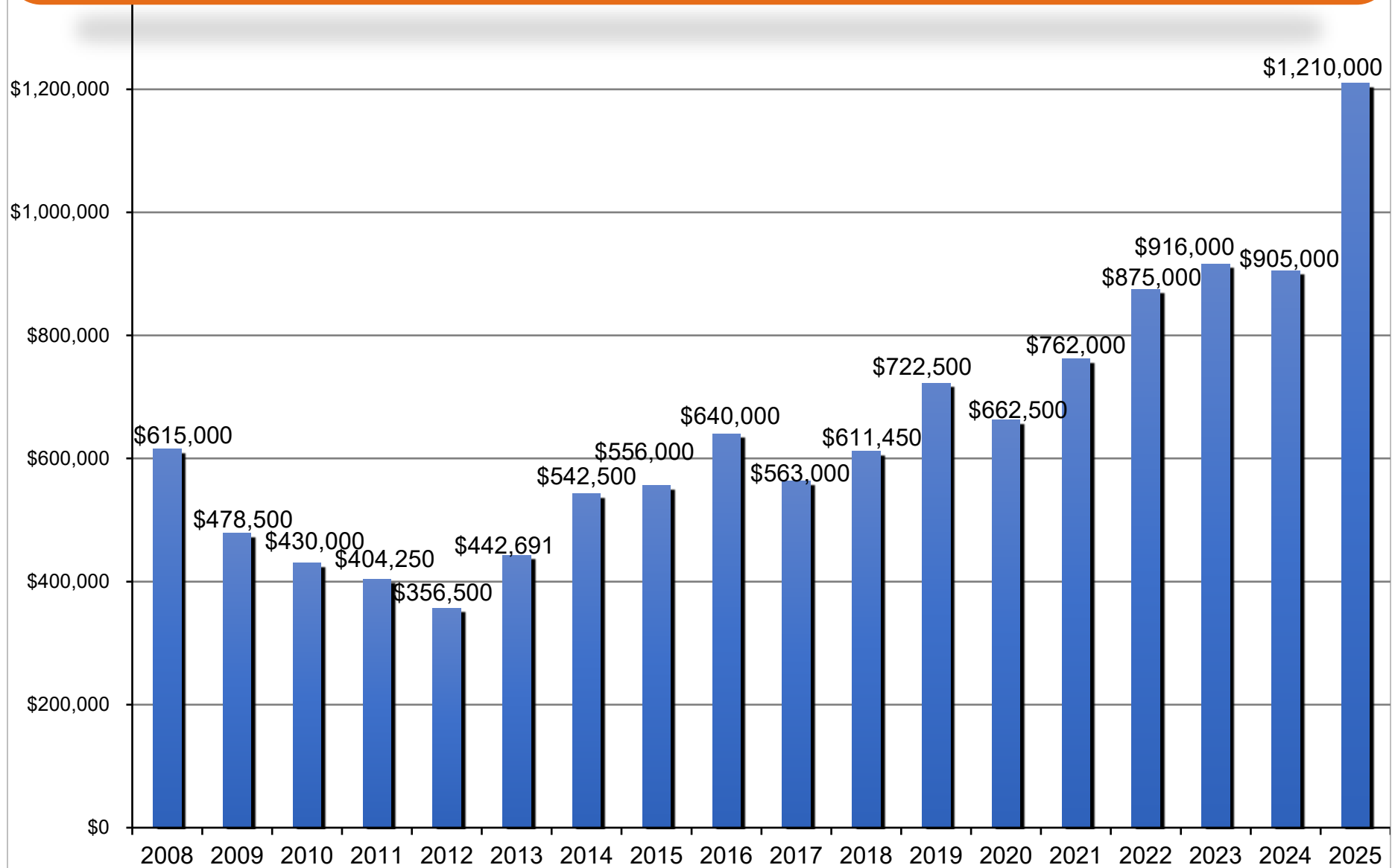


Perspective
for Condos
2008 – 2025

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 3/5/2025*

Statistics Through February 2025