

Monthly MLS Statistics

JANUARY 2025



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 2/5/2025*

JANUARY 1 – JANUARY 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
Sold	62	\$325,283,999	\$3,124,500	\$5,246,516	44	55	\$305,622,563	\$2,950,000	\$4,929,396	93.96	90.63
List/Sold	12	\$36,067,999	\$2,449,999	\$3,005,666	60	60	\$35,159,513	\$2,325,000	\$2,929,959	97.48	87.10
Co-Broker	50	\$289,216,000	\$3,124,500	\$5,784,320	40	56	\$270,463,050	\$2,950,000	\$5,409,261	93.52	91.11
New	133	\$972,640,899	\$3,760,000	\$7,313,089	15	60					
Pending	76	\$337,088,899	\$2,972,500	\$4,435,380	47	64					
Withdrawn	5	\$36,635,000	\$6,995,000	\$7,327,000	216	228					
Cancelled	15	\$129,491,900	\$3,095,000	\$8,632,793	104	142					
Expired	35	\$334,272,499	\$3,850,000	\$9,550,642	248	277					
Back On Market	13	\$79,248,000	\$4,600,000	\$6,096,000	155	230					
Extended	37	\$284,442,000	\$6,995,000	\$7,687,621	173	207					
Active In Range	283	\$1,980,094,397	\$3,800,000	\$6,996,799	65	99					
Current Active	178	\$1,439,550,998	\$4,500,000	\$8,087,365	93	144					

Previous Year Comparison

Home Estate/PUD

JANUARY 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	62	\$325,283,999	\$3,124,500	\$5,246,516	44	55	\$305,622,563	\$2,950,000	\$4,929,396	93.96	90.63
Pending	76	\$337,088,899	\$2,972,500	\$4,435,380	47	64					

JANUARY 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	49	\$158,669,299	\$2,595,000	\$3,238,148	55	72	\$149,158,224	\$2,425,000	\$3,044,045	94.01	90.31
Pending	60	\$212,415,400	\$2,422,500	\$3,540,256	44	57					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$950,000-\$999,999	1	37	37
\$1,100,000-\$1,199,999	2	12	12
\$1,200,000-\$1,299,999	2	59	59
\$1,300,000-\$1,399,999	4	16	24
\$1,500,000-\$1,599,999	4	15	15
\$1,600,000-\$1,699,999	2	64	64
\$1,700,000-\$1,799,999	2	8	8
\$1,800,000-\$1,899,999	1	37	37
\$1,900,000-\$1,999,999	3	25	25
\$2,000,000-\$2,249,999	3	7	16

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,250,000-\$2,499,999	1	4	4
\$2,500,000-\$2,749,999	2	24	24
\$2,750,000-\$2,999,999	4	58	79
\$3,000,000-\$3,249,999	4	52	52
\$3,250,000-\$3,499,999	3	32	68
\$3,500,000-\$3,749,999	1	5	5
\$3,750,000-\$3,999,999	1	165	165
\$4,000,000-\$4,249,999	3	43	43
\$4,250,000-\$4,499,999	3	36	71
\$4,500,000-\$4,749,999	3	28	28
\$5,000,000+	13	83	117

Sold Listings

The average price for the **62** properties is **\$4,929,396**

The highest price is **\$30,000,000**

956 Mariposa Lane

The median price is **\$2,950,000**

The lowest price is **\$950,000**

1708 Castillo Street

The average Market Time is **44**

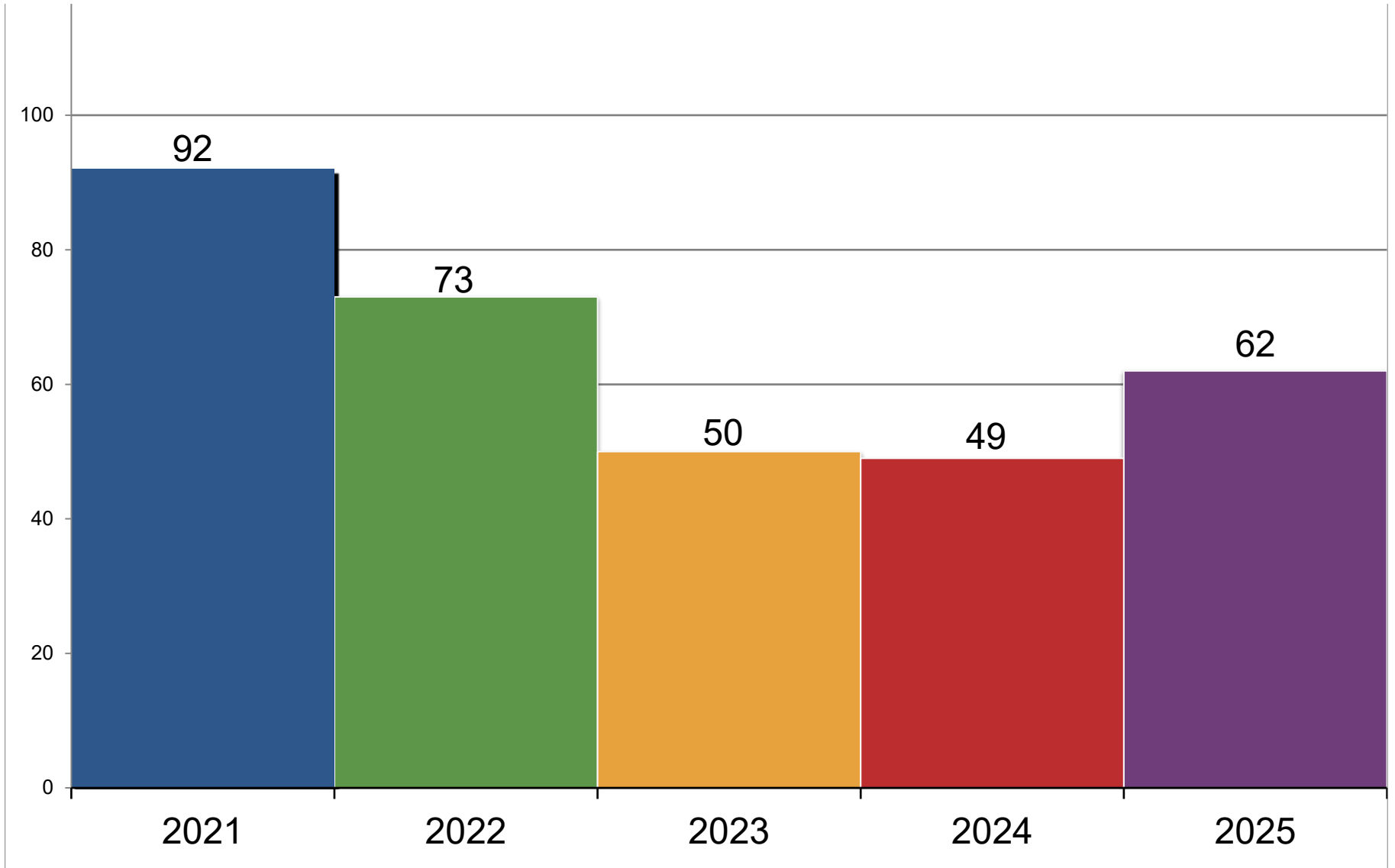
The average Continuous Market Time is **57**

HOME ESTATE & PUD

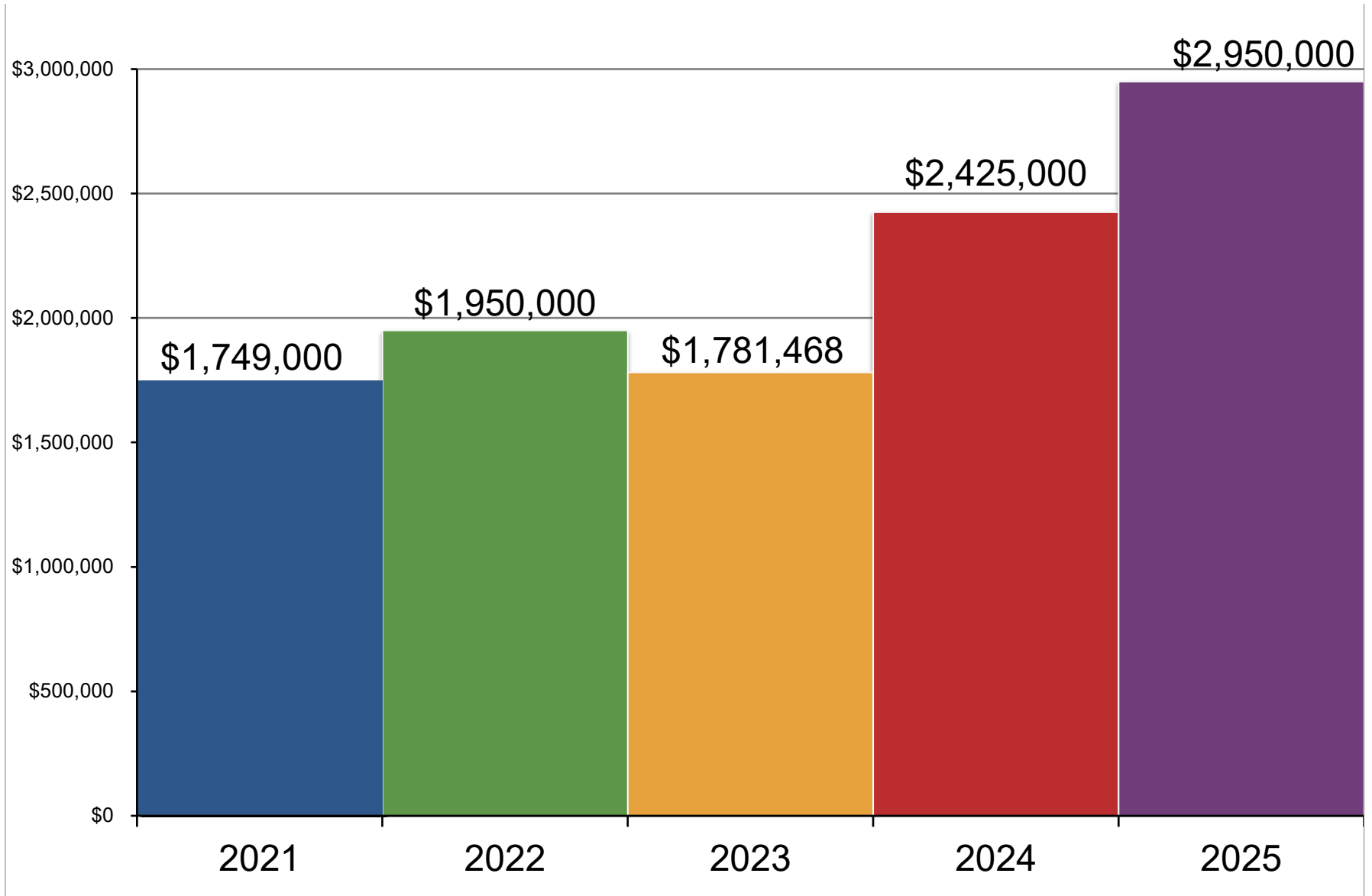
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

HE/PU Sales

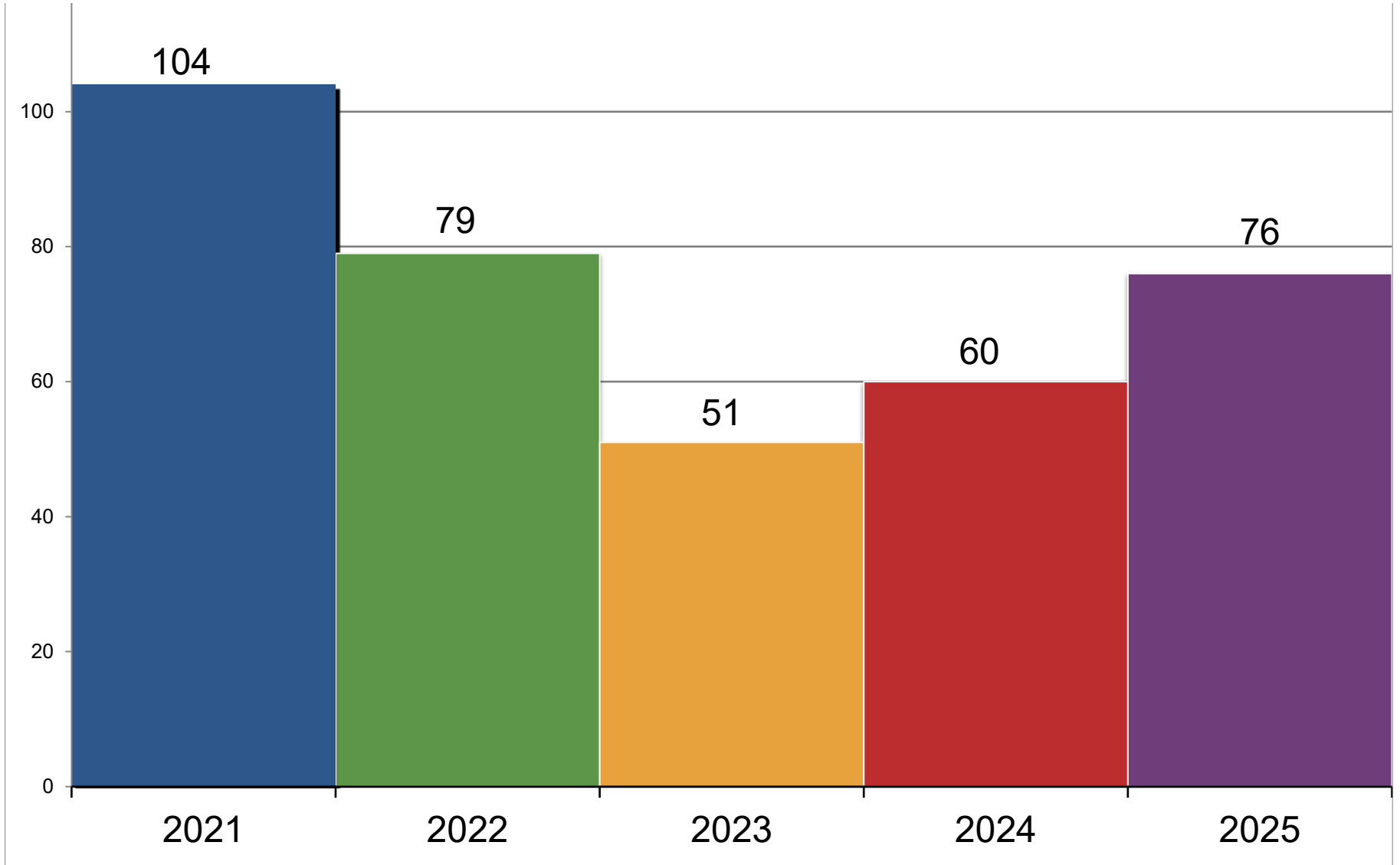
YTD 2021 – 2025



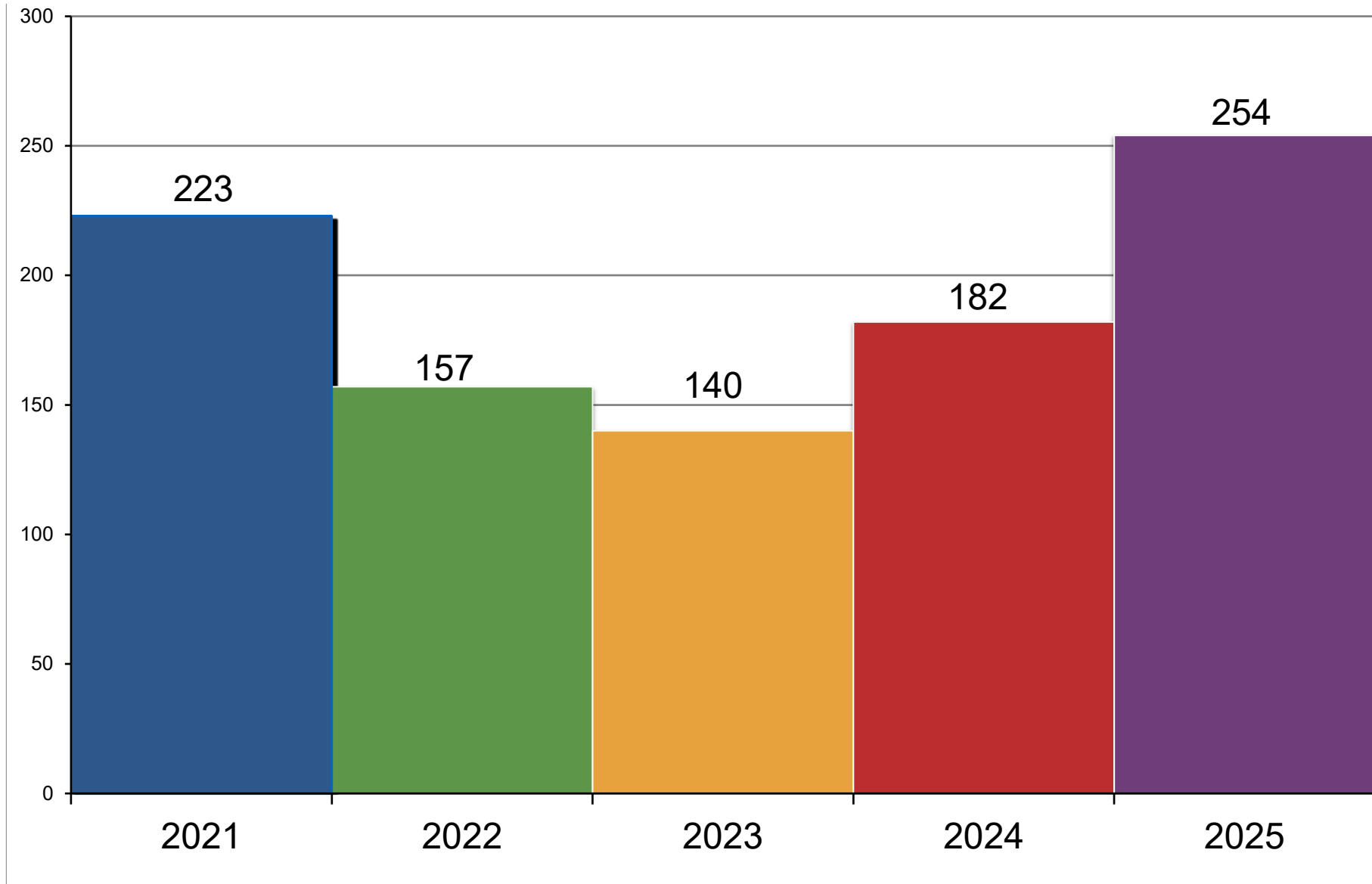
HE/PU Median Sales Price YTD 2021 – 2025



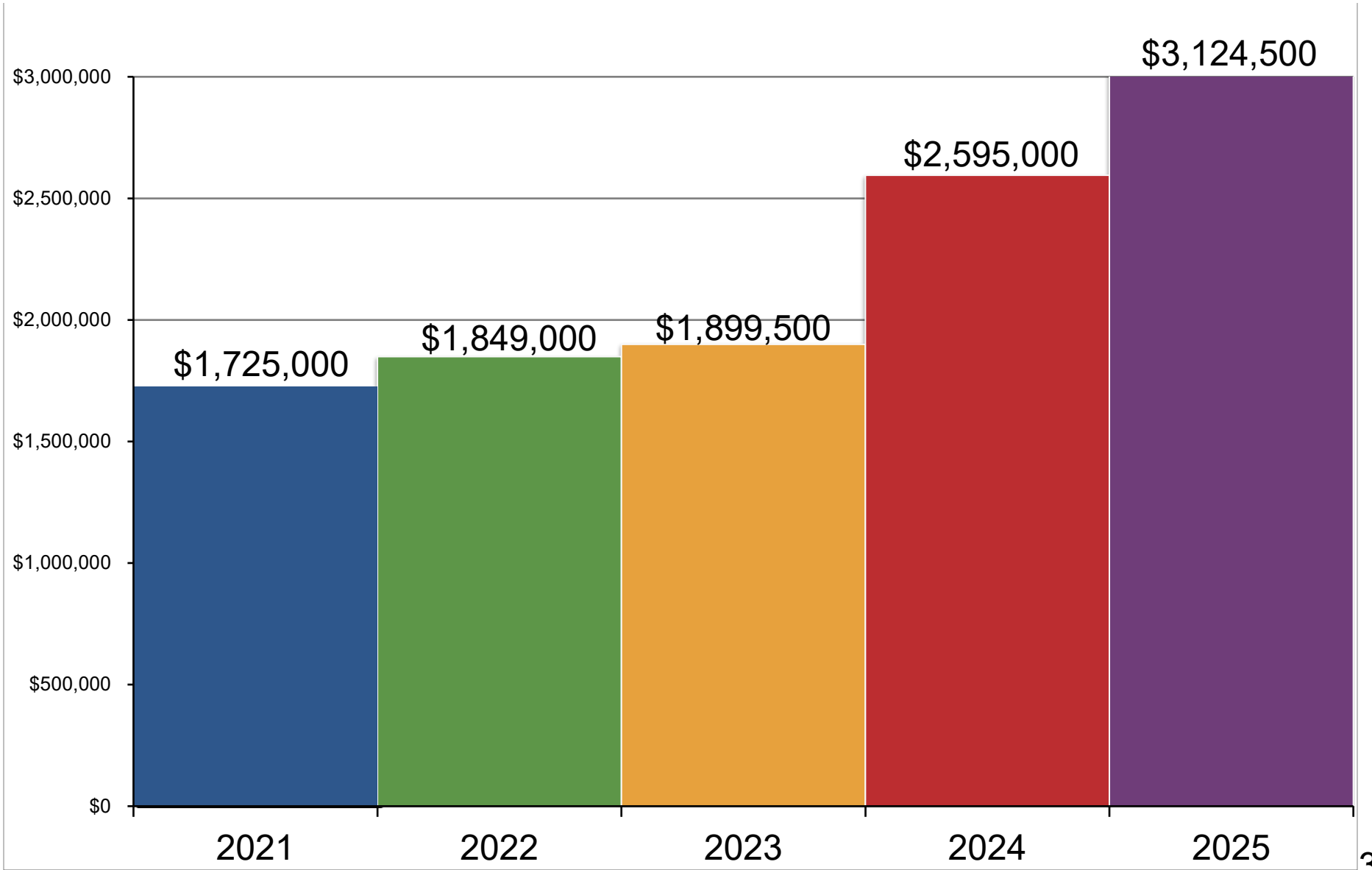
HE/PU Pending Sales YTD 2021 – 2025



HE/PU Active Listings YTD 2021 – 2025



HE/PU Median List Price YTD 2021 – 2025



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

ACTIVE and PENDING

2024 vs. 2025 ~ YTD

Total Active Listings

2024 ~ 182

UP



+39.6%

2025 ~ 254

New Listings

2024 ~ 89

UP



+49.4%

2025 ~ 133

Median List Price

2024 ~ \$2,595,000

UP



+20.4%

2025 ~ \$3,124,500

Properties that went into Escrow

2024 ~ 60

UP



+26.7%

2025 ~ 76

SOLD Properties

2024 vs. 2025 ~ YTD

Sold Properties

2024 ~ 49

2025 ~ 62

UP



+26.5%

Median Sales Price

2024 ~ \$2,425,000

2025 ~ \$2,950,000

UP



+21.6%

Median Sales Prices w/o Hope Ranch/Montecito

2024 ~ \$2,077,500

2025 ~ \$1,975,000

DOWN



-4.9%

Average Sold Price

2024 ~ \$3,044,045

2025 ~ \$4,929,396

UP



+62%

Average Sold Price w/o Hope Ranch/Montecito

2024 ~ \$2,358,125

2025 ~ \$2,644,761

UP



+12.2%

Sold Volume

2024 ~ \$149,158,224

2025 ~ \$305,622,563

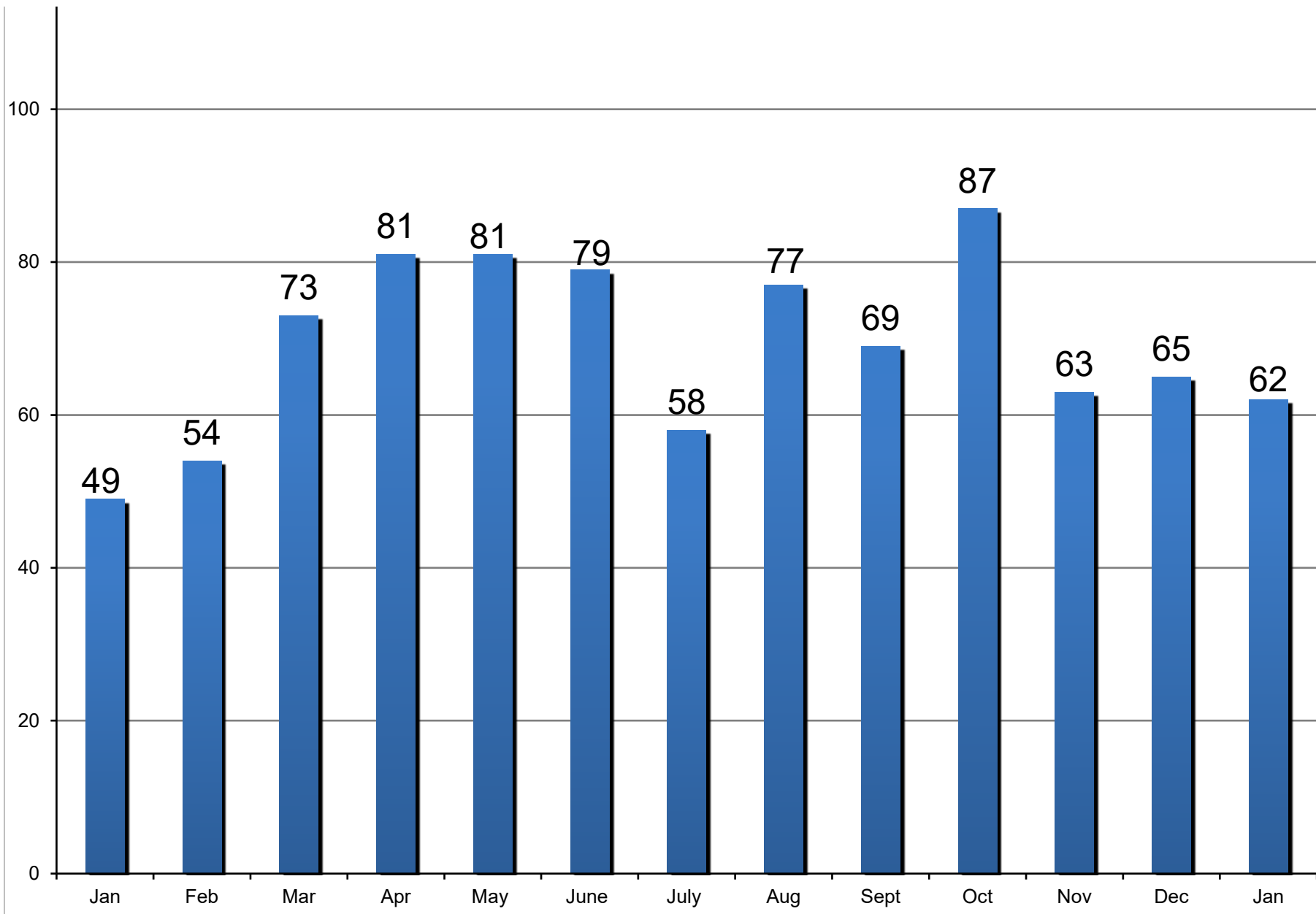
UP



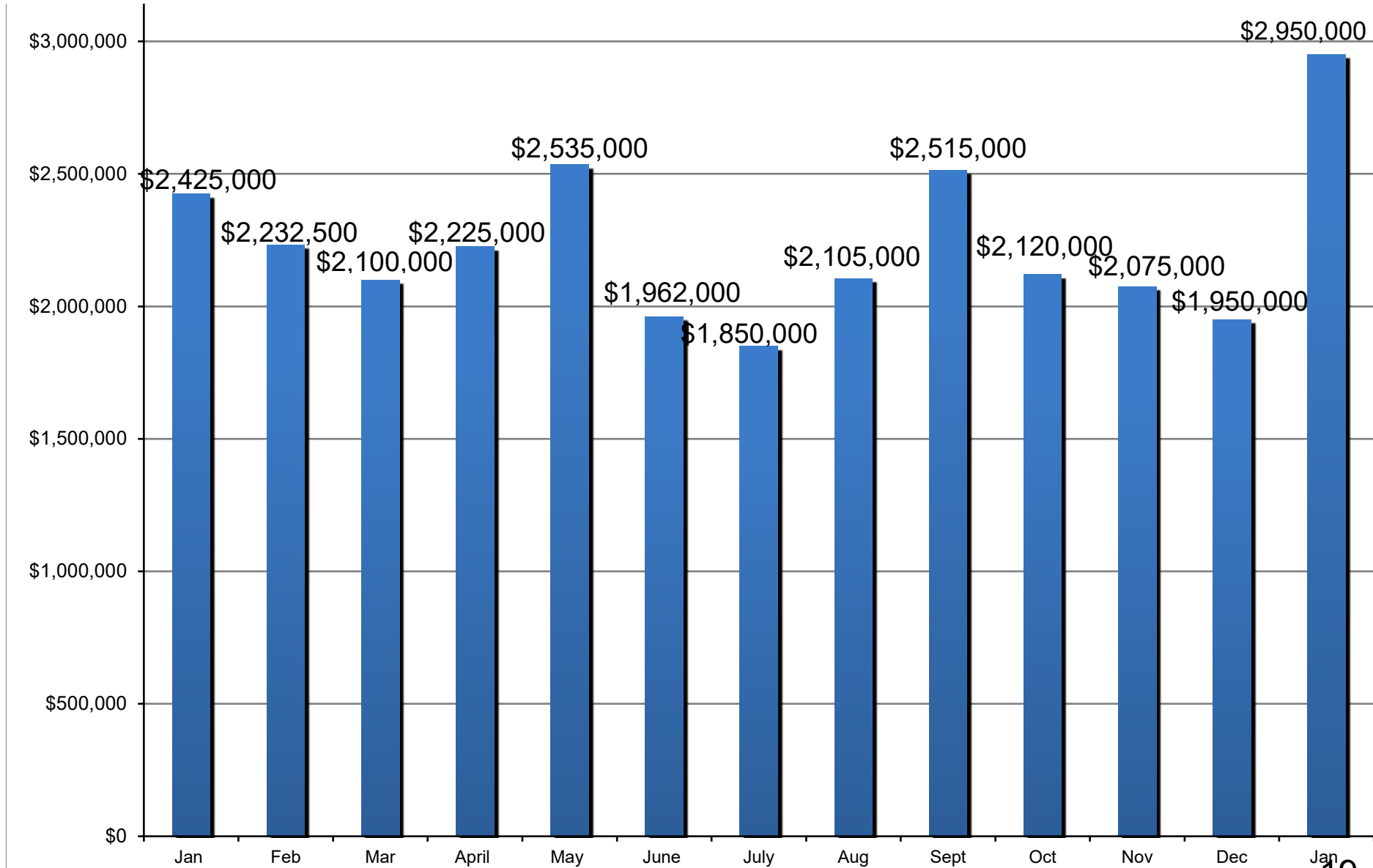
+104.9%

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

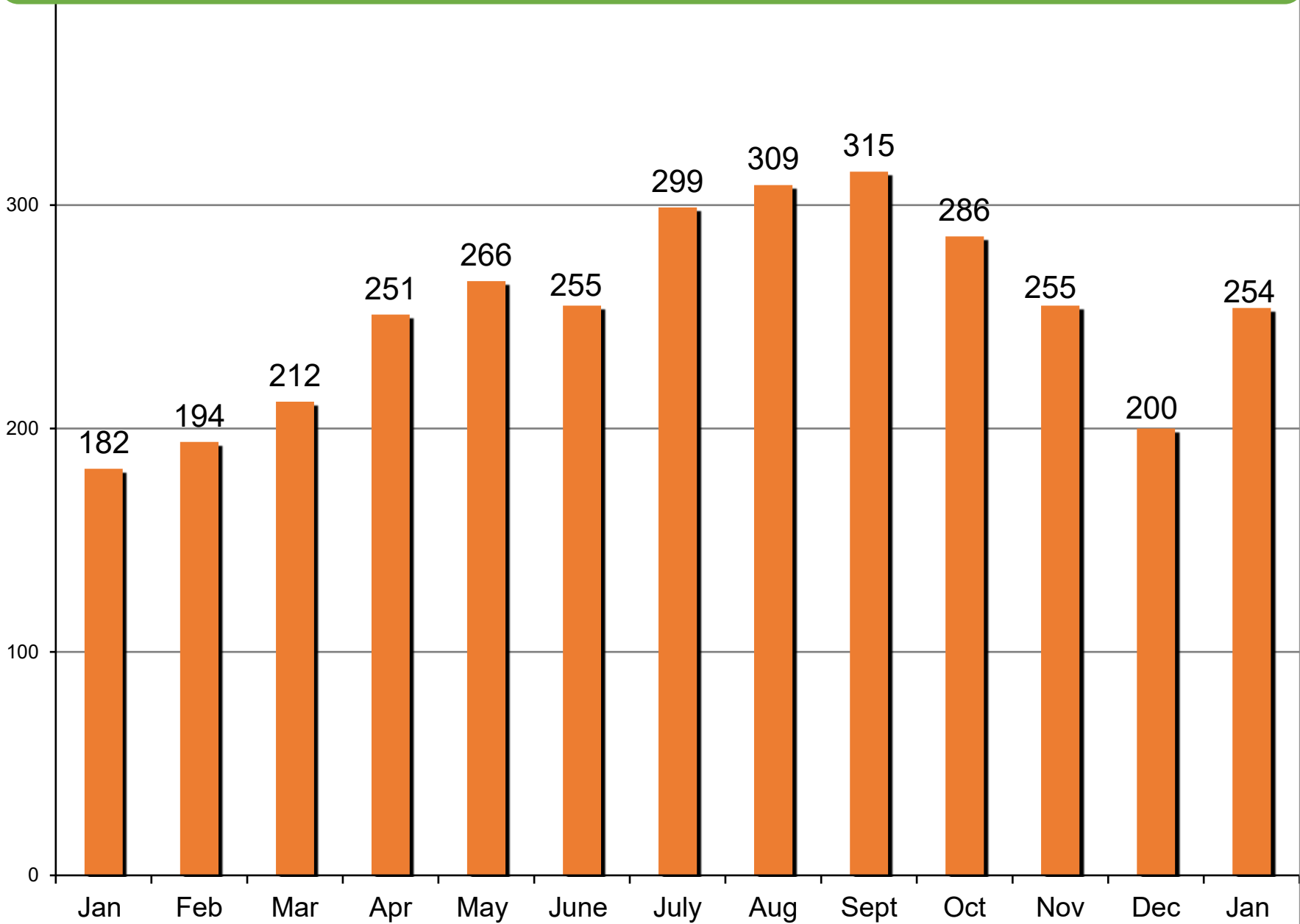
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

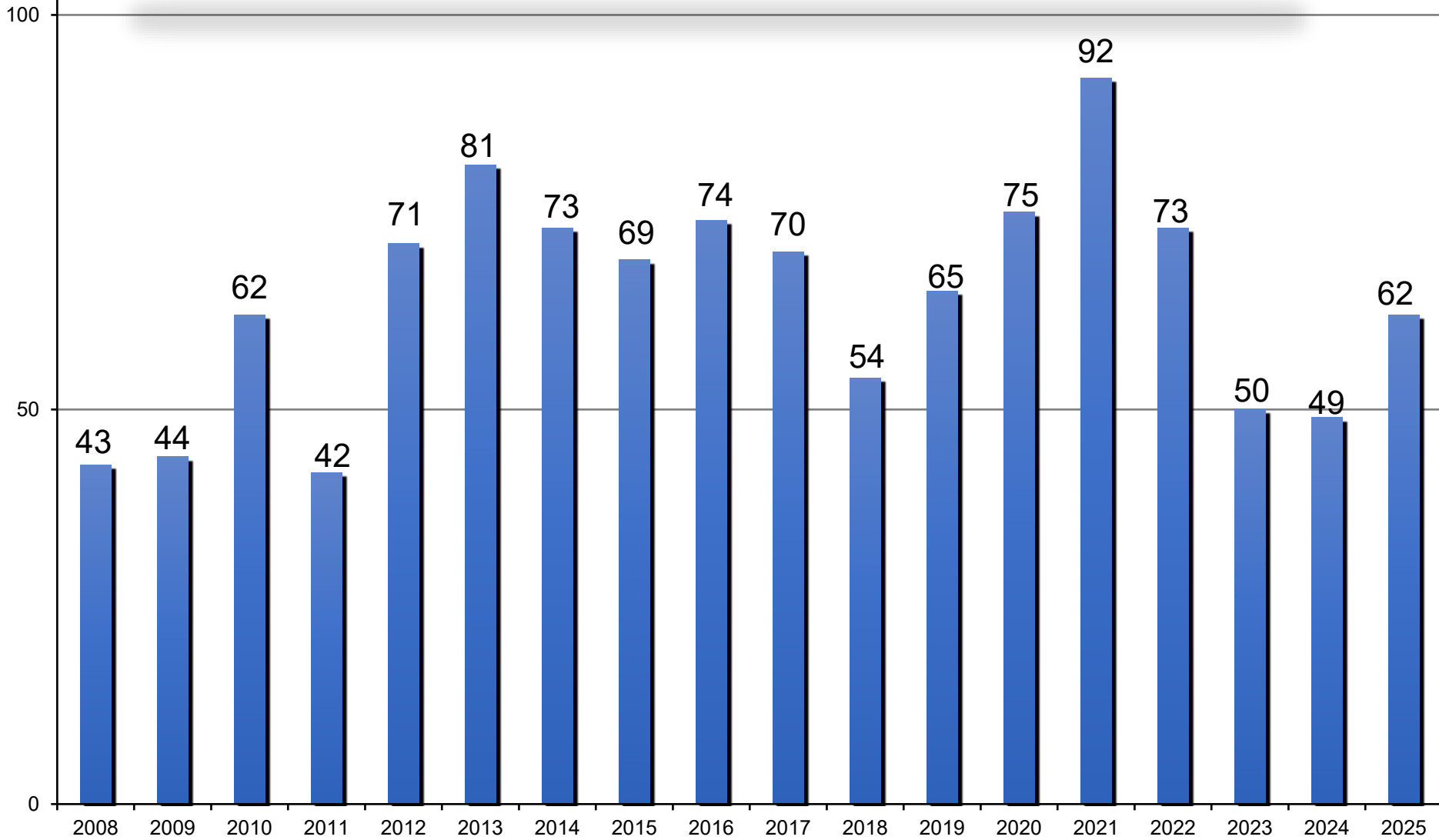


HE/PU Active Listings for the Last 12 Months

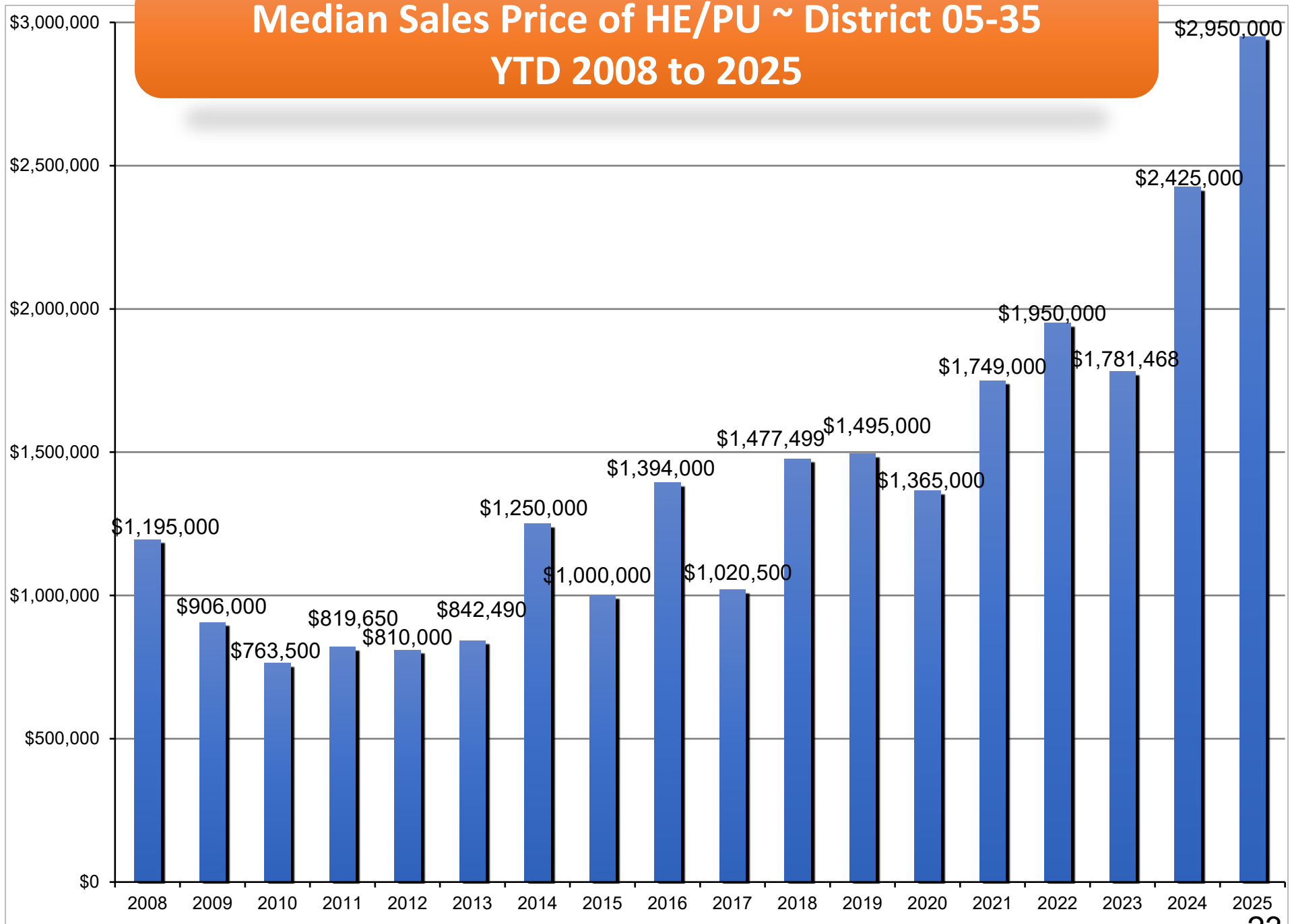


Perspective for Home Estates & PUDs 2008 – 2025

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



JANUARY 1 – JANUARY 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	22	\$38,267,000	\$999,500	\$1,739,409	45	68	\$36,834,380	\$982,500	\$1,674,290	96.26	93.49
List/Sold	3	\$3,929,000	\$1,179,000	\$1,309,666	68	99	\$3,875,000	\$1,250,000	\$1,291,666	98.63	90.66
Co-Broker	19	\$34,338,000	\$999,000	\$1,807,263	41	64	\$32,959,380	\$975,000	\$1,734,704	95.99	93.83
New	44	\$69,308,500	\$1,297,500	\$1,575,193	16	34					
Pending	28	\$38,813,700	\$1,214,500	\$1,386,203	41	65					
Withdrawn	1	\$1,545,000	\$1,545,000	\$1,545,000	1	1					
Cancelled	6	\$7,757,000	\$1,285,000	\$1,292,833	80	80					
Expired	3	\$5,005,000	\$1,495,000	\$1,668,333	173	173					
Back On Market	4	\$4,823,000	\$1,162,000	\$1,205,750	76	76					
Extended	12	\$23,893,700	\$1,475,000	\$1,991,141	108	111					
Active In Range	85	\$133,137,100	\$1,300,000	\$1,566,318	39	48					
Current Active	52	\$88,414,400	\$1,395,000	\$1,700,276	60	74					

Previous Year Comparison

CONDOS

January 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	22	\$38,267,000	\$999,500	\$1,739,409	45	68	\$36,834,380	\$982,500	\$1,674,290	96.26	93.49
Pending	28	\$38,813,700	\$1,214,500	\$1,386,203	41	65					

January 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	23	\$22,222,199	\$879,900	\$966,182	22	27	\$22,240,000	\$890,000	\$966,956	100.08	98.42
Pending	23	\$24,145,499	\$925,000	\$1,049,804	21	25					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$600,000-\$649,999	1	81	81
\$650,000-\$699,999	1	71	71
\$700,000-\$749,999	1	8	8
\$750,000-\$799,999	2	11	11
\$850,000-\$899,999	1	42	42
\$900,000-\$949,999	3	40	40
\$950,000-\$999,999	3	15	15

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,100,000-\$1,199,999	1	68	68
\$1,200,000-\$1,299,999	2	31	31
\$1,300,000-\$1,399,999	1	55	55
\$1,700,000-\$1,799,999	1	186	279
\$1,800,000-\$1,899,999	1	99	204
\$2,500,000-\$2,749,999	1	3	327
\$3,000,000-\$3,249,999	1	66	66
\$5,000,000+	2	30	30

Sold Listings

The average price for the **22** properties is **\$1,674,290**

The highest price is **\$6,450,000**

1319 Plaza Pacifica

The median price is **\$982,500**

The lowest price is **\$638,500**

320 N Fairview Ave #5

The average Market Time is **45**

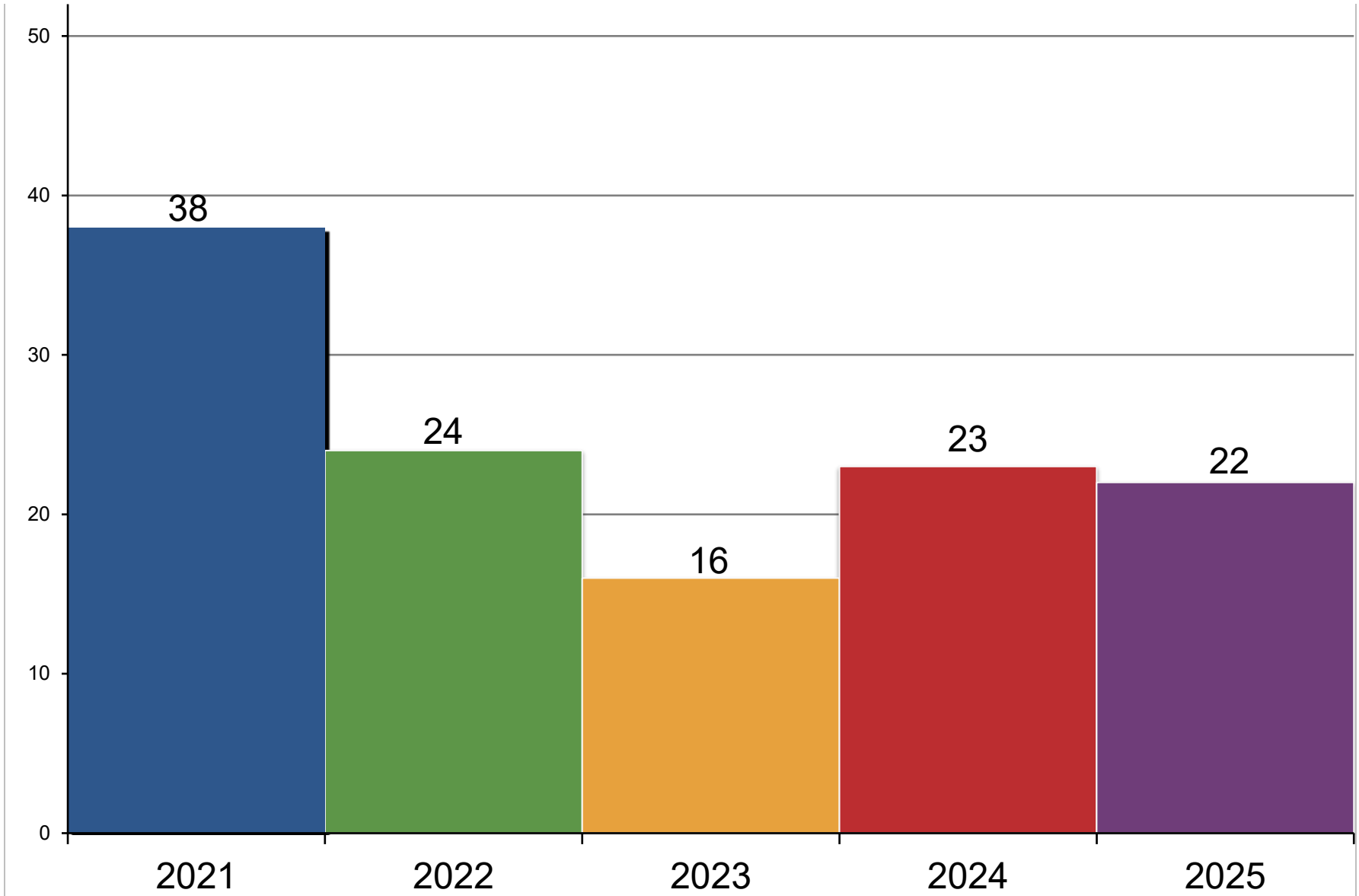
The average Continuous Market Time is **68**

CONDO STATISTICS

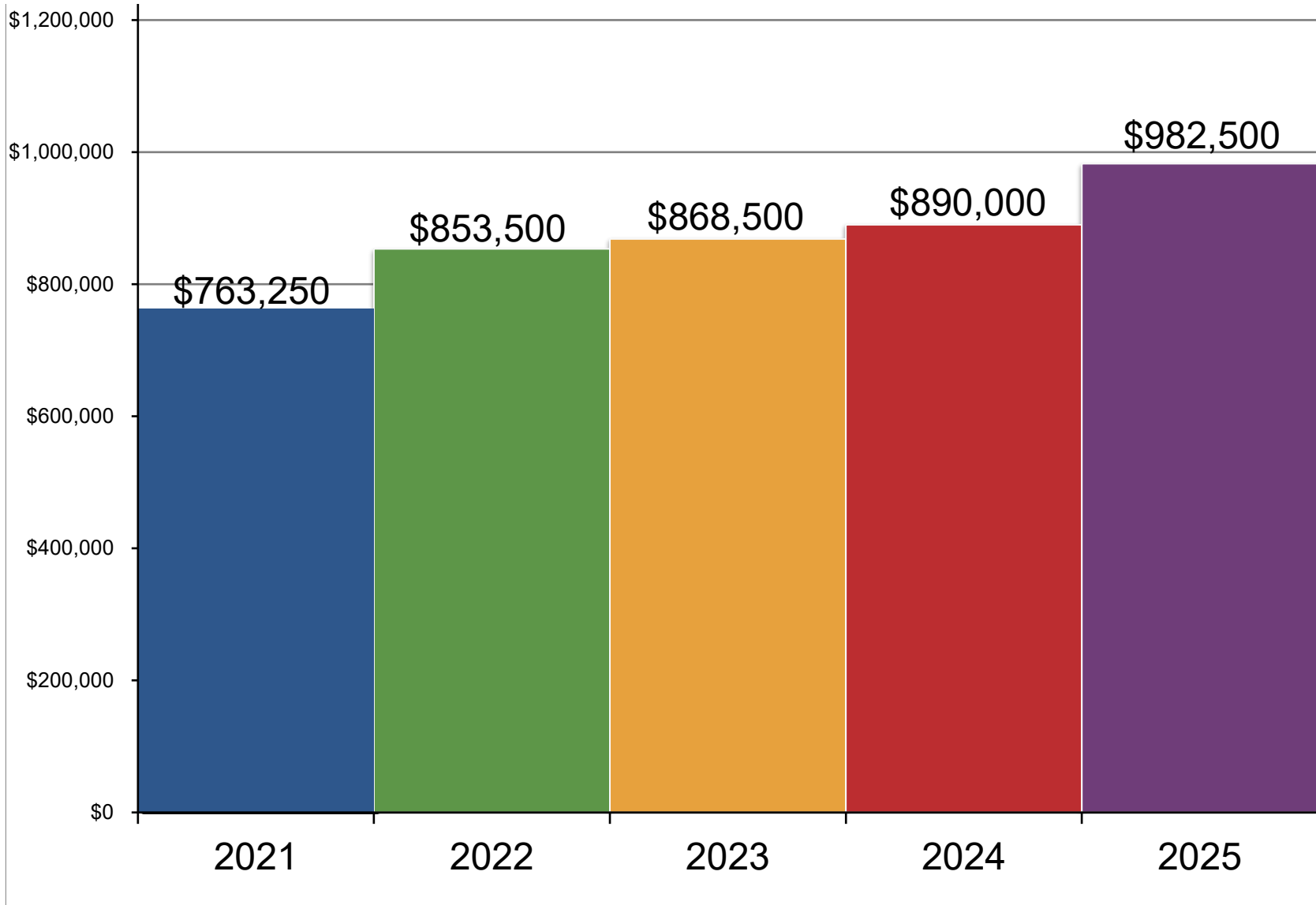
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

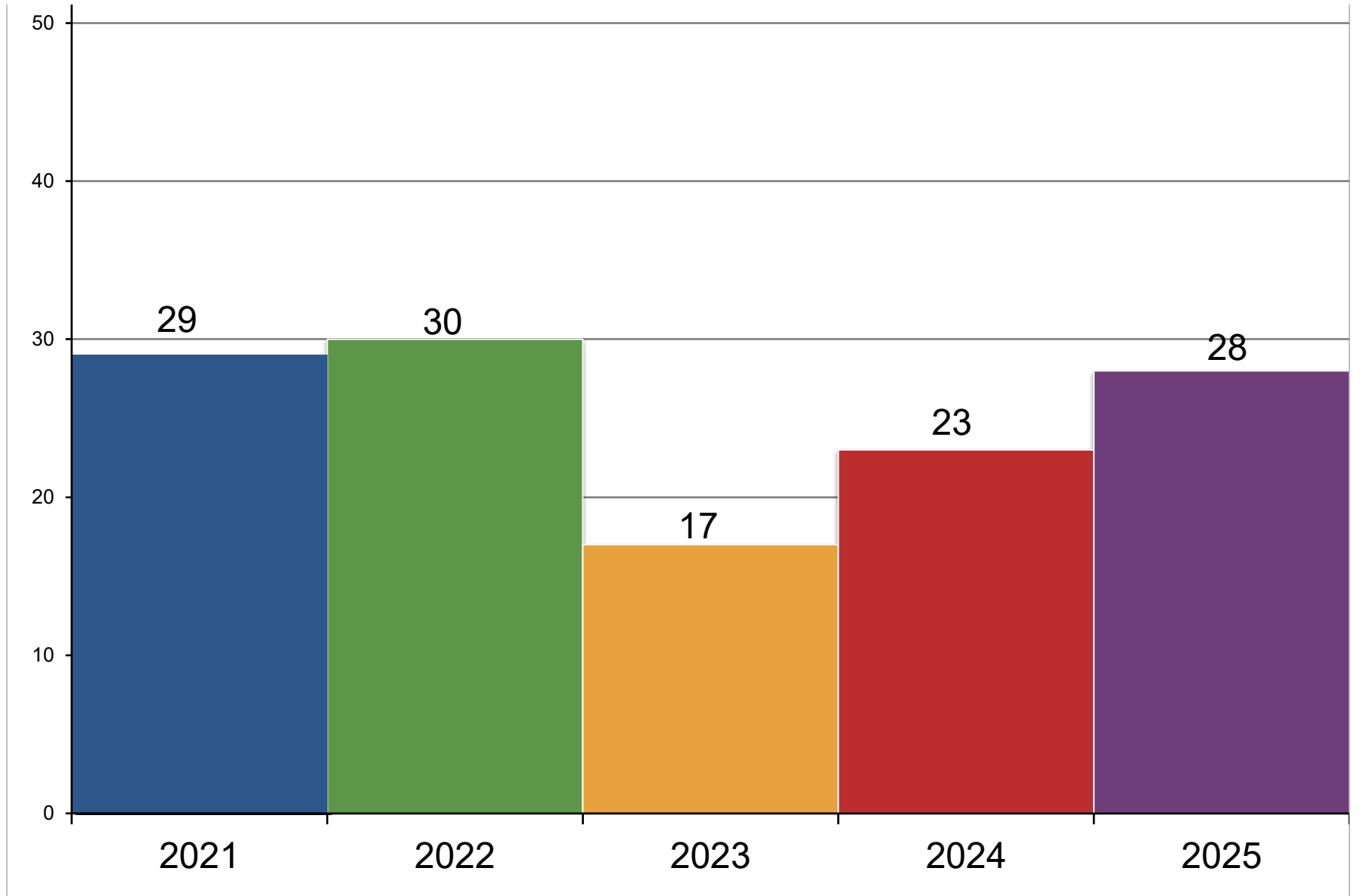
YTD 2021 – 2025



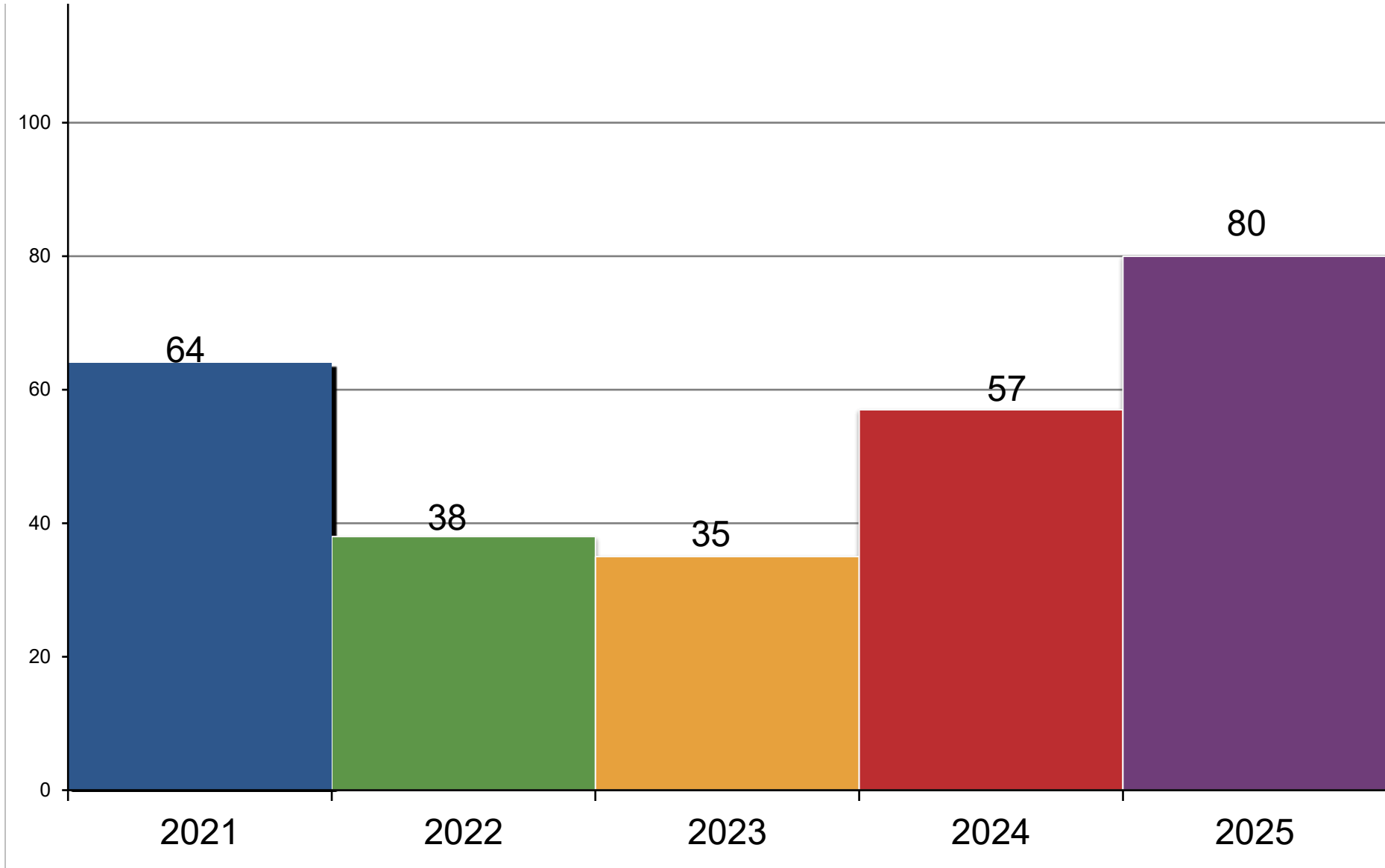
Condo Median Sales Price YTD 2021 – 2025



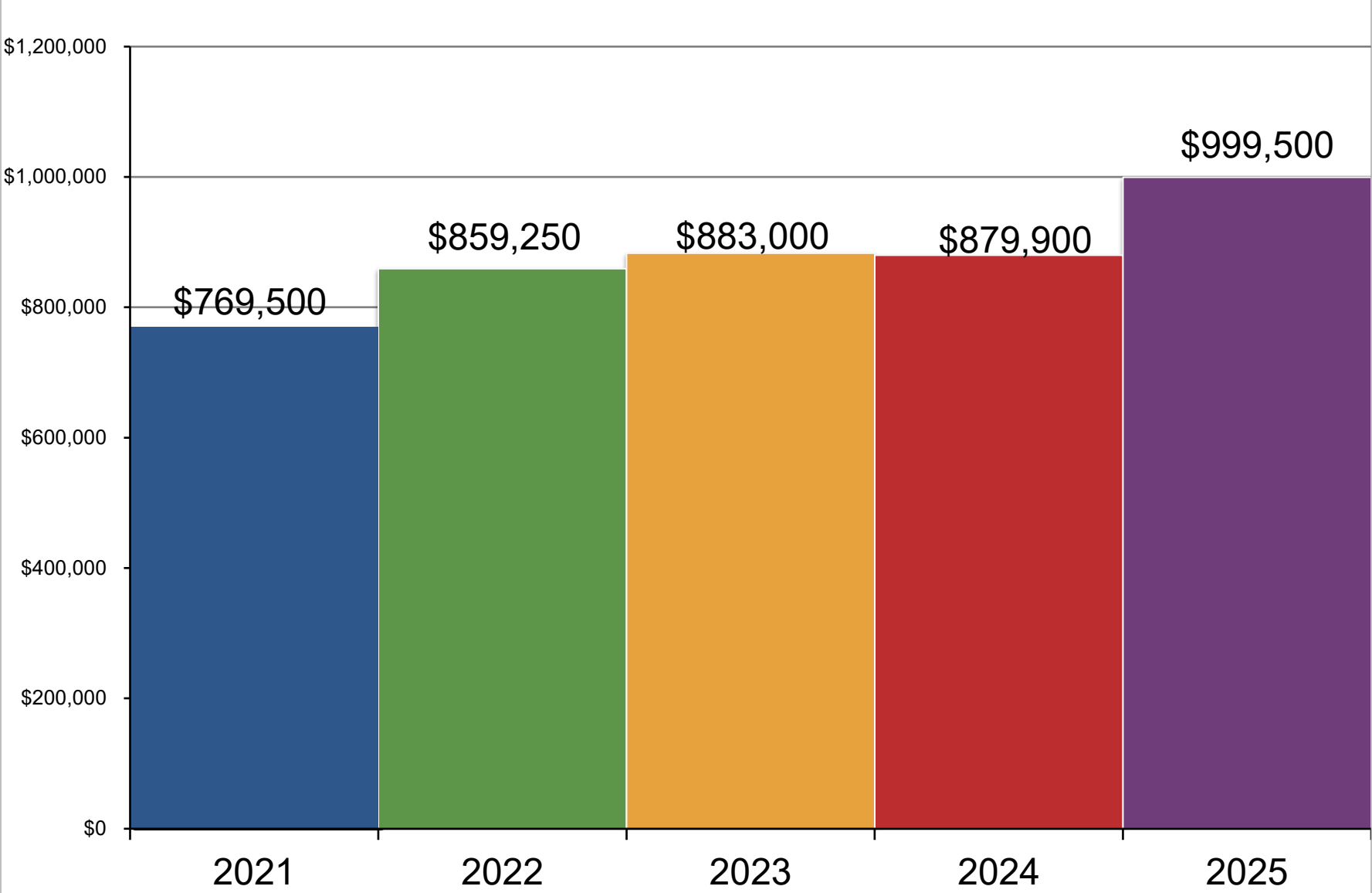
Condo Pending Sales YTD 2021 – 2025



Condo Active Listings YTD 2021 – 2025



Condo Median List Price YTD 2021 – 2025



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


ACTIVE and PENDING

2024 vs. 2025 ~ YTD

Total Active Listings

2024 ~ 57


2025 ~ 80

UP  +40.4%

New Listings

2024 ~ 38

2025 ~ 44

UP  +15.8%

Median List Price

2024 ~ \$879,000

2025 ~ \$999,500

UP  +13.7%

Properties that went into Escrow

2024 ~ 23

2025 ~ 28

UP  +21.7%

SOLD Properties

2024 vs. 2025 ~ YTD

Sold Properties

2024 ~ 23

DOWN



-4.5%

2025 ~ 22

Median Sales Price

2024 ~ \$890,000

UP



+10.4%

2025 ~ \$982,500

Median Sales Prices w/o Hope Ranch/Montecito

2024 ~ \$890,000

UP



+3.9%

2025 ~ \$925,000

Average Sold Price

2024 ~ \$966,956

UP



+73.2%

2025 ~ \$1,674,290

Average Sold Price w/o Hope Ranch/Montecito

2024 ~ \$966,956

UP



+11.8%

2025 ~ \$1,080,617

Sold Volume

2024 ~ \$22,240,000

UP

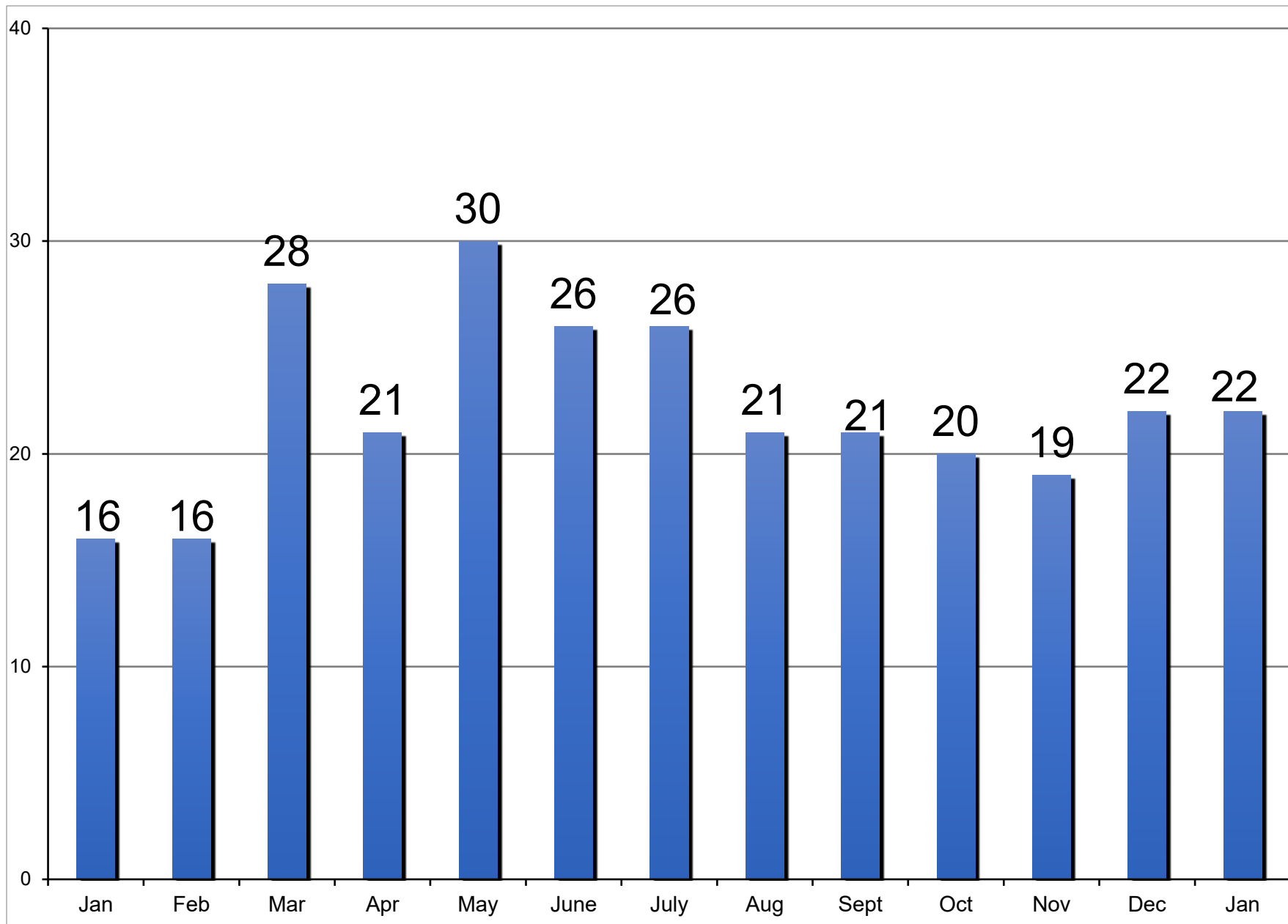


+65.6%

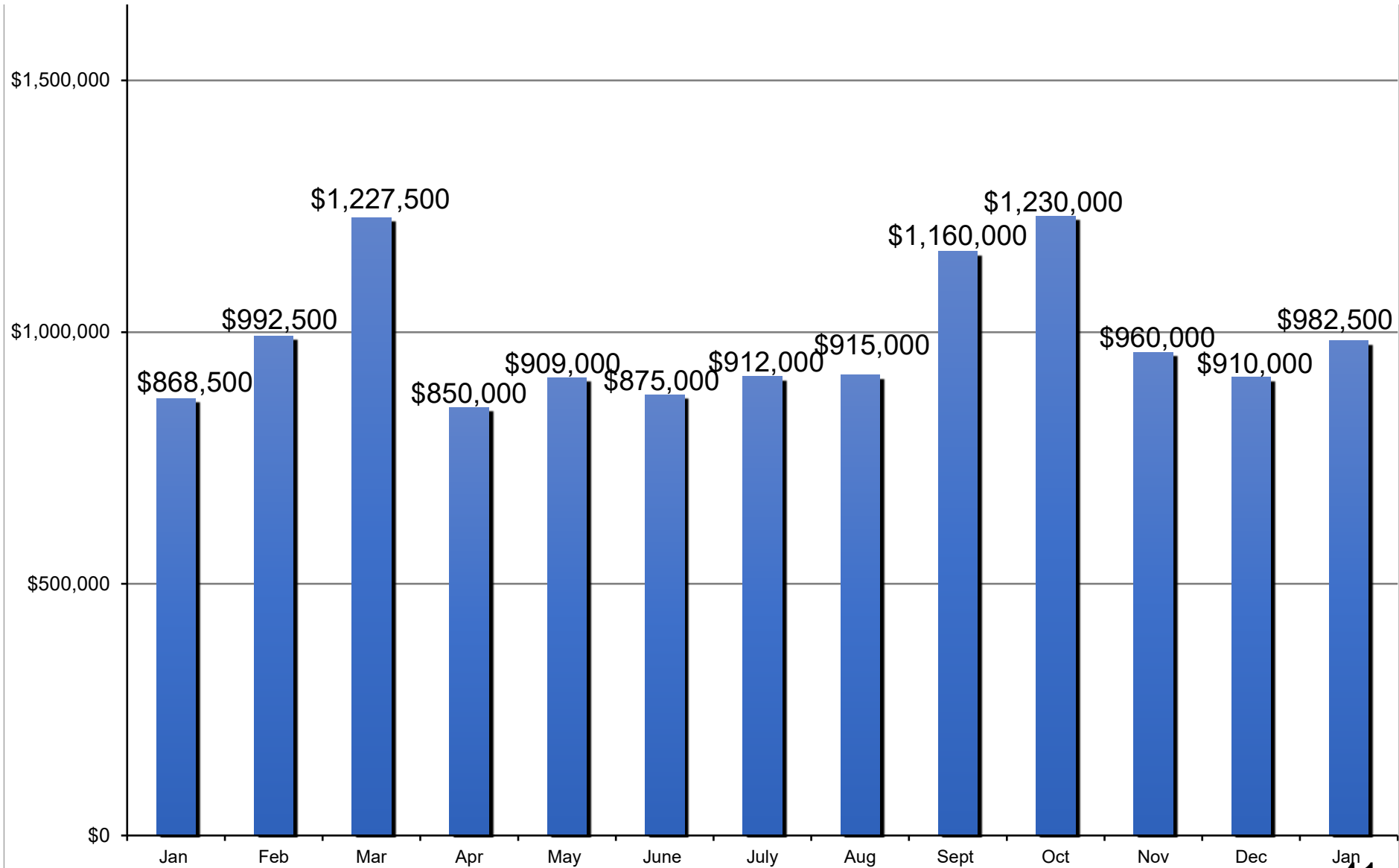
2025 ~ \$36,834,380

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

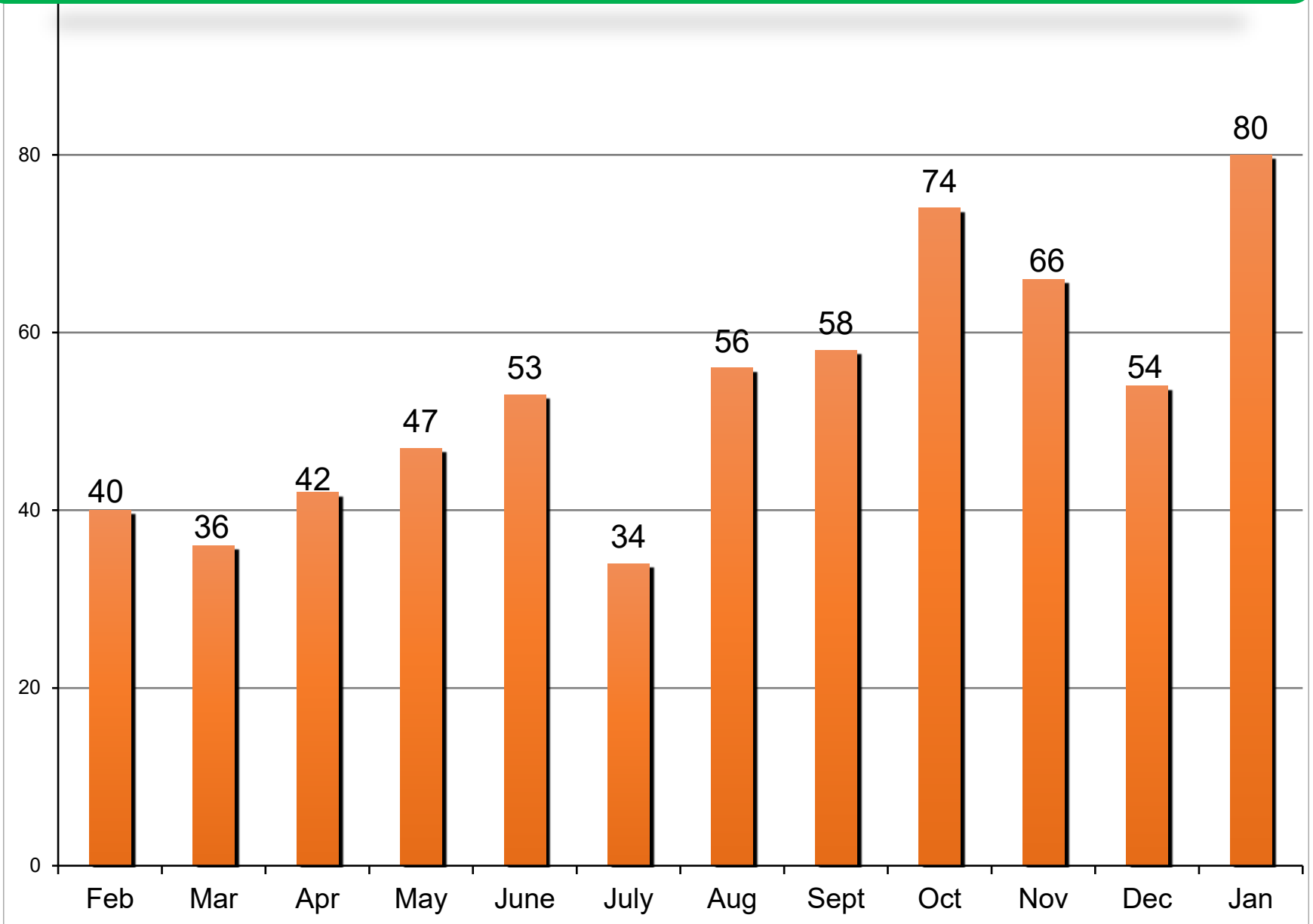
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

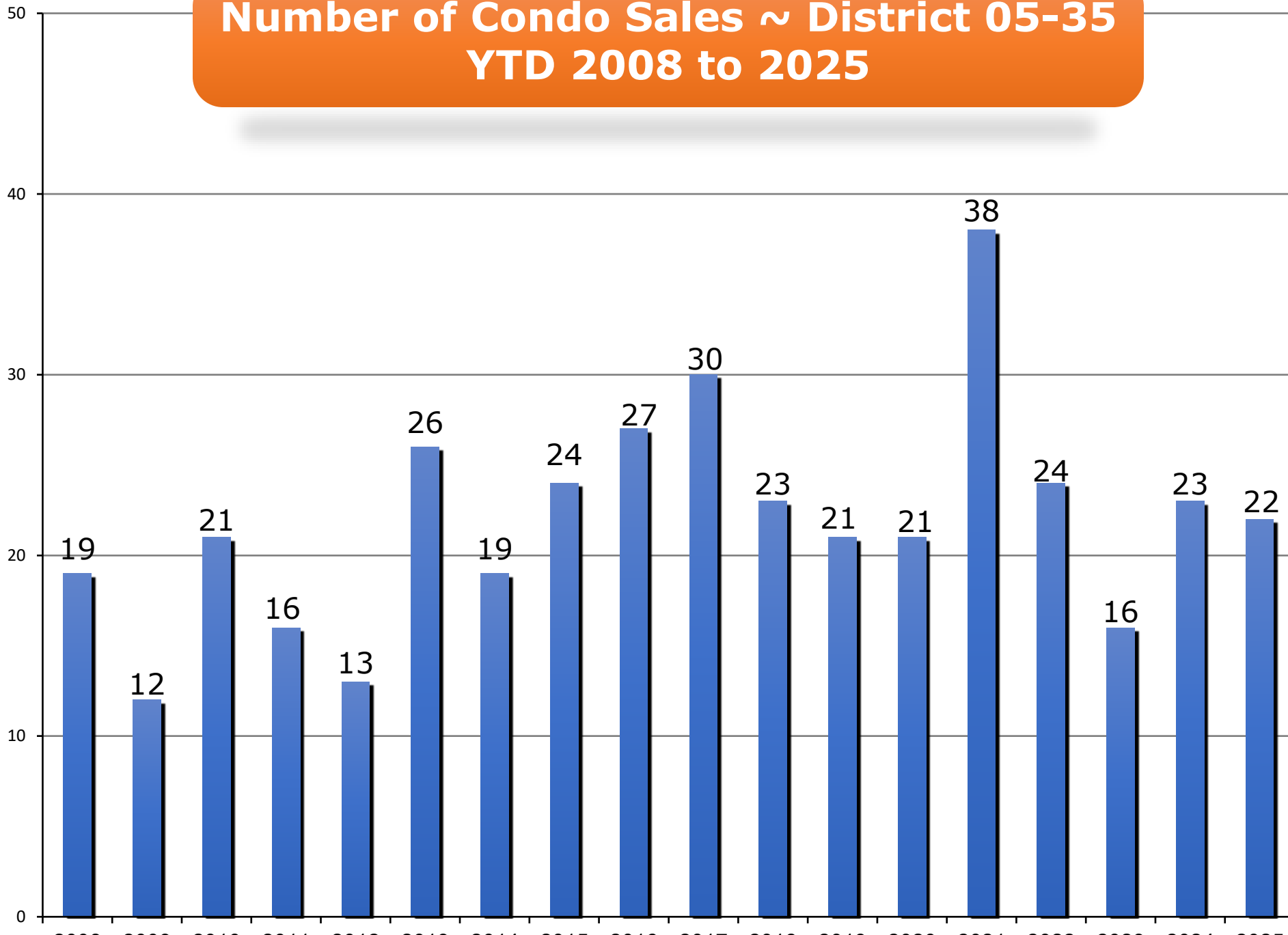


Condo Active Listings for the Last 12 Months

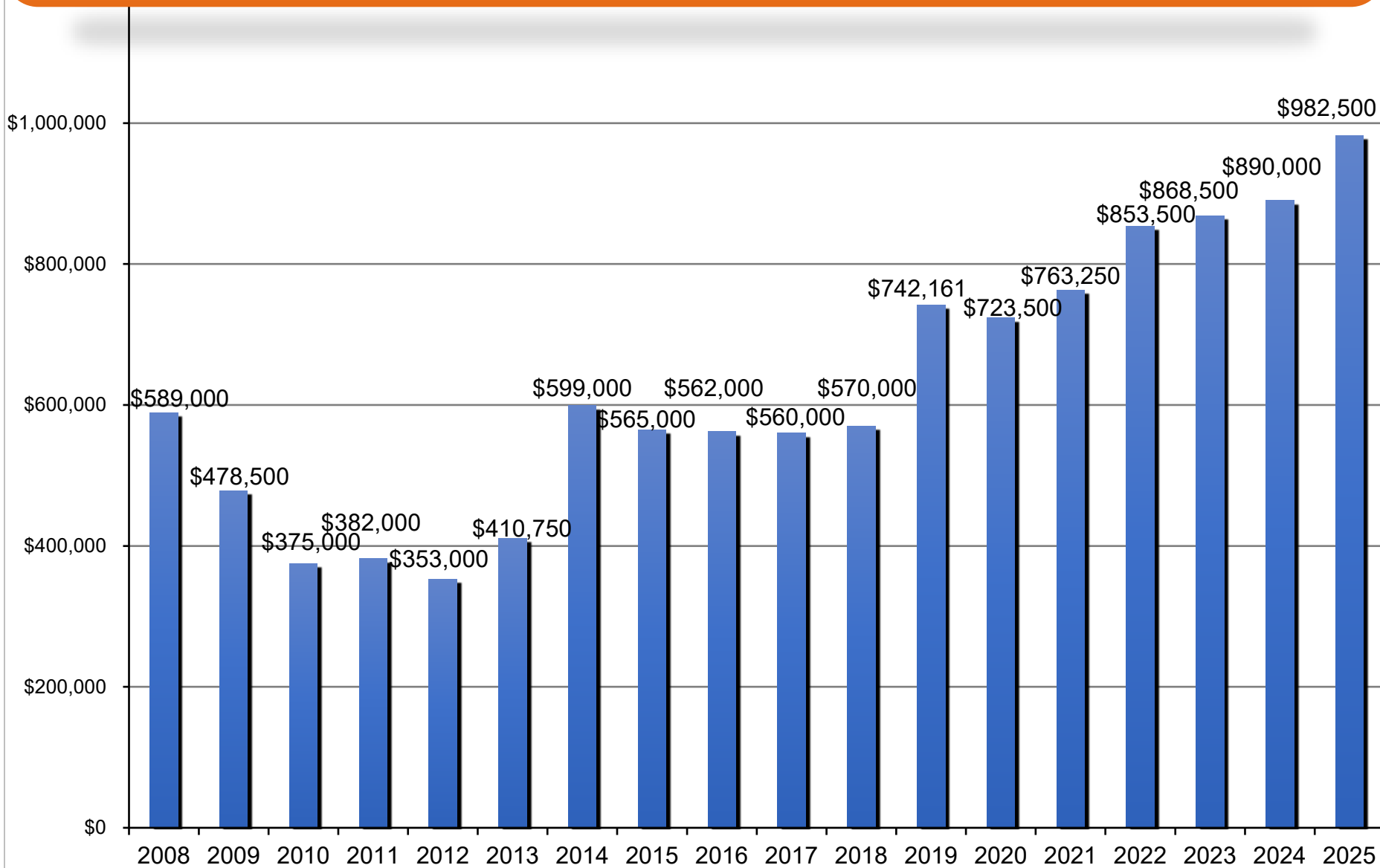


Perspective
for Condos
2008 – 2025

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 2/5/2025*

Statistics Through January 2025