

Monthly MLS Statistics

APRIL 2026



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 5/5/2026*

APRIL 1 – APRIL 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	92	\$417,038,000	\$1,962,500	\$4,533,021	44	57	\$401,903,693	\$2,015,000	\$4,368,518	96.37	94.60
List/Sold	18	\$51,303,000	\$1,747,500	\$2,850,166	6	6	\$51,836,703	\$1,747,500	\$2,879,816	101.04	101.04
Co-Broker	74	\$365,735,000	\$2,145,000	\$4,942,364	54	70	\$350,066,990	\$2,125,000	\$4,730,635	95.72	93.72
New	133	\$676,195,900	\$2,795,000	\$5,084,179	15	41					
Pending	93	\$372,952,800	\$2,099,000	\$4,010,245	23	31					
Withdrawn	12	\$63,047,000	\$3,947,500	\$5,253,916	85	127					
Cancelled	18	\$118,577,000	\$6,245,000	\$6,587,611	127	172					
Expired	19	\$128,629,700	\$4,698,700	\$6,769,984	239	338					
Back On Market	9	\$47,537,700	\$2,875,000	\$5,281,966	146	211					
Extended	29	\$263,597,000	\$3,195,000	\$9,089,551	111	130					
Active In Range	345	\$2,268,339,497	\$3,495,000	\$6,574,897	67	105					
Current Active	211	\$1,587,394,698	\$3,995,000	\$7,523,197	102	158					

Previous Year Comparison

Home Estate/PUD

APRIL 2026

	<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	92	\$417,038,000	\$1,962,500	\$4,533,021	44	57	\$401,903,693	\$2,015,000	\$4,368,518	96.37	94.60
Pending	93	\$372,952,800	\$2,099,000	\$4,010,245	23	31					

APRIL 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	89	\$290,407,849	\$2,397,000	\$3,263,009	31	47	\$283,437,925	\$2,350,000	\$3,184,695	97.60	95.70
Pending	91	\$285,752,349	\$2,300,000	\$3,140,135	30	48					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$600,000-\$649,999	1	70	70
\$750,000-\$799,999	2	7	7
\$1,100,000-\$1,199,999	1	118	118
\$1,200,000-\$1,299,999	2	50	70
\$1,300,000-\$1,399,999	8	18	18
\$1,400,000-\$1,499,999	7	27	36
\$1,500,000-\$1,599,999	5	40	40
\$1,600,000-\$1,699,999	6	34	41
\$1,700,000-\$1,799,999	6	19	37
\$1,800,000-\$1,899,999	5	17	17
\$1,900,000-\$1,999,999	2	3	3

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,000,000-\$2,249,999	9	16	16
\$2,250,000-\$2,499,999	1	18	18
\$2,500,000-\$2,749,999	4	29	65
\$2,750,000-\$2,999,999	3	17	17
\$3,000,000-\$3,249,999	5	148	159
\$3,250,000-\$3,499,999	4	64	64
\$4,000,000-\$4,249,999	1	70	70
\$4,250,000-\$4,499,999	1	34	34
\$4,500,000-\$4,749,999	1	22	22
\$4,750,000-\$4,999,999	1	1	151
\$5,000,000+	17	82	117

Sold Listings

The average price for the **92** properties is **\$4,368,518**

The highest price is **\$59,881,000**  **2910 Sycamore Canyon Rd**

The median price is **\$2,015,000**

The lowest price is **\$635,000**  **309 W Victoria St**

The average Market Time is **44**

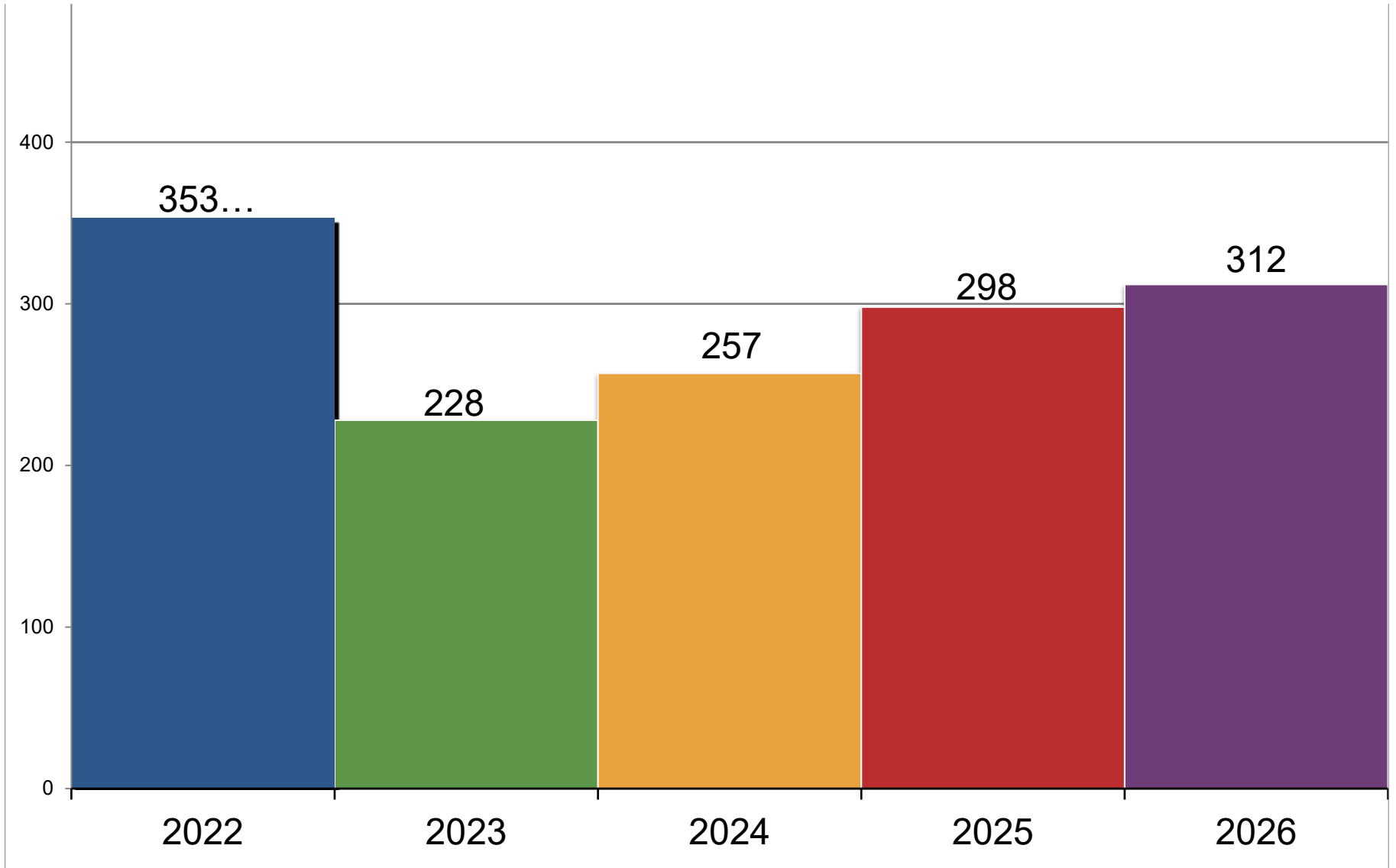
The average Continuous Market Time is **57**

HOME ESTATE & PUD

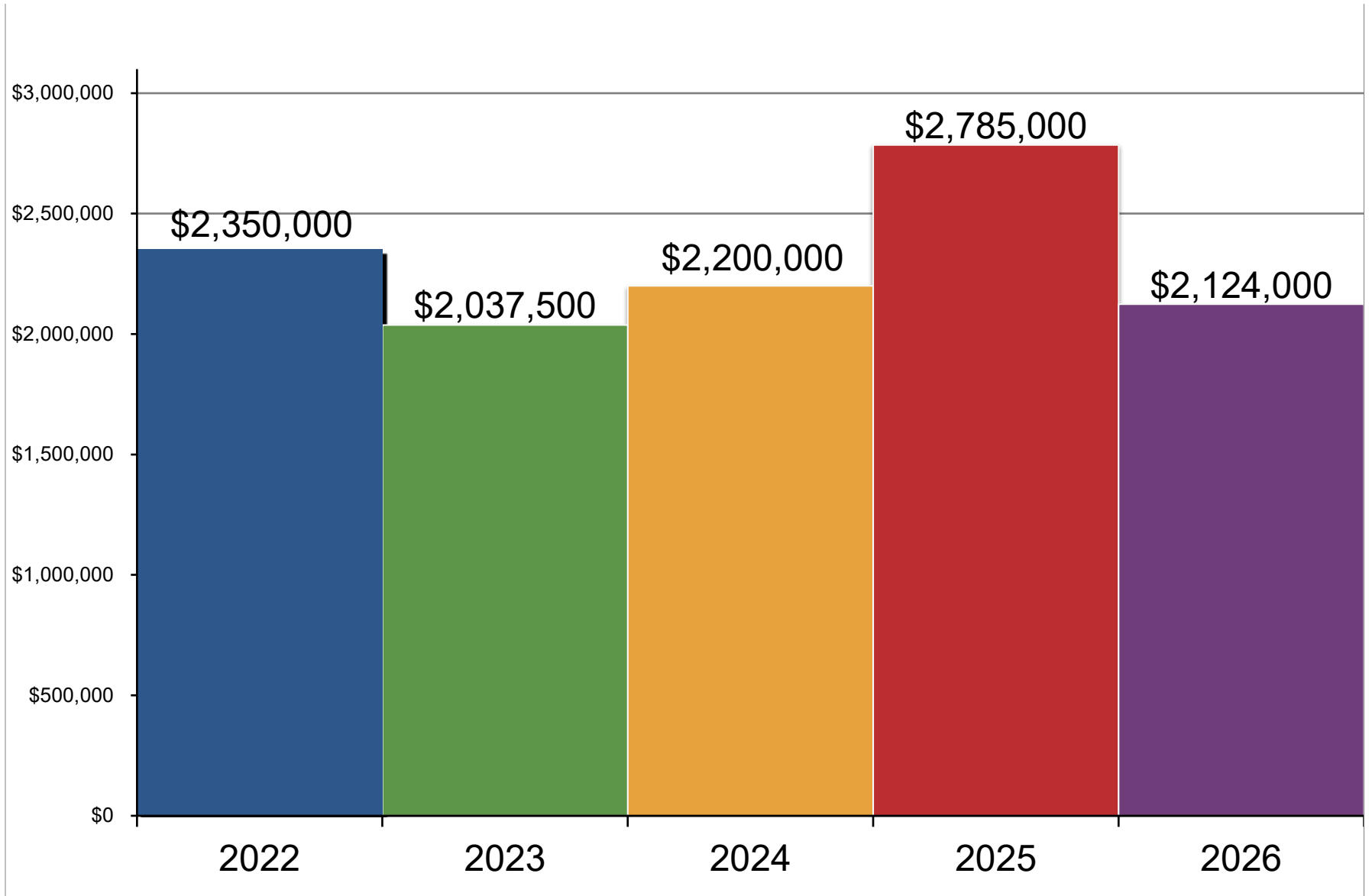
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

HE/PU Sales

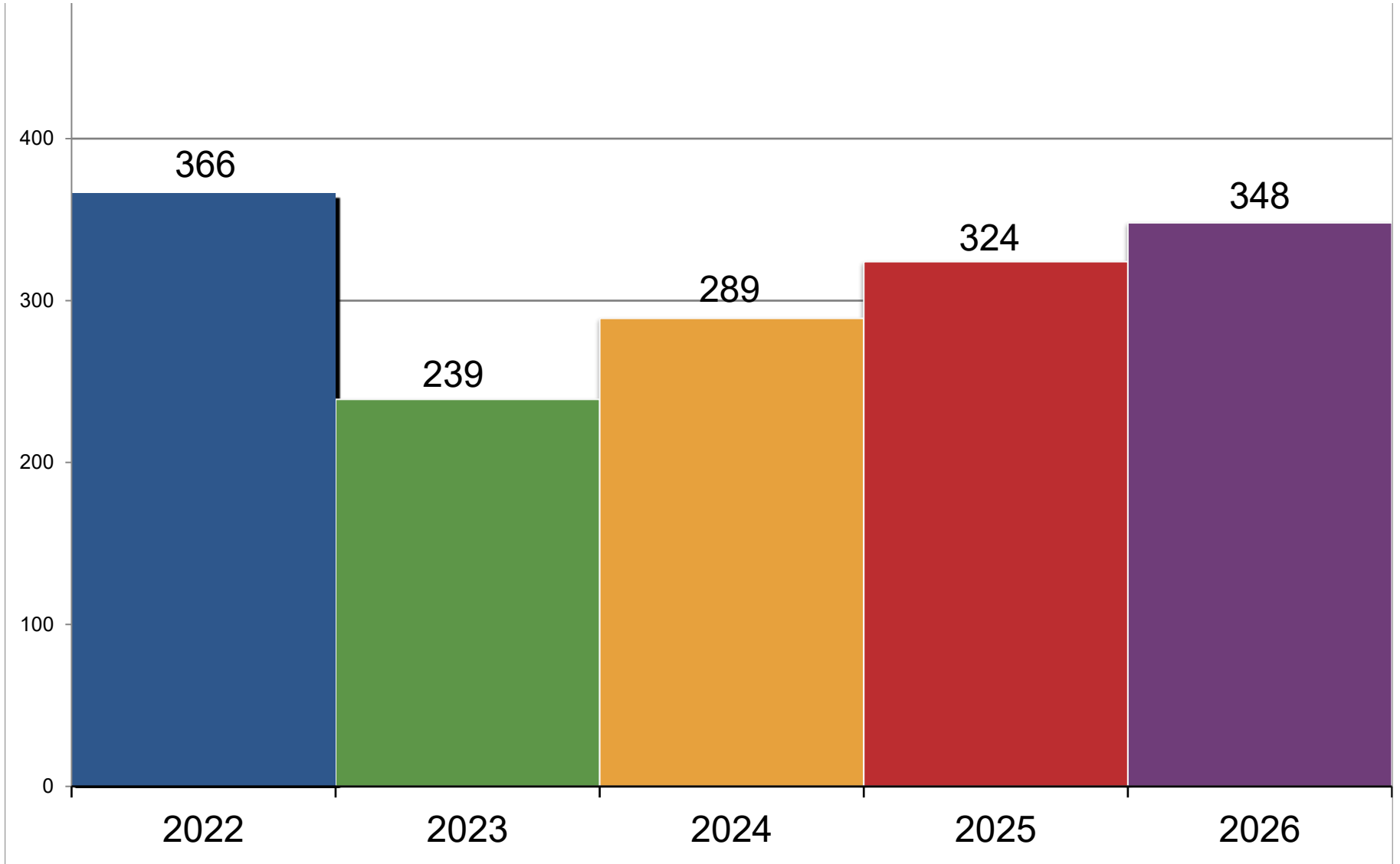
YTD 2022 – 2026



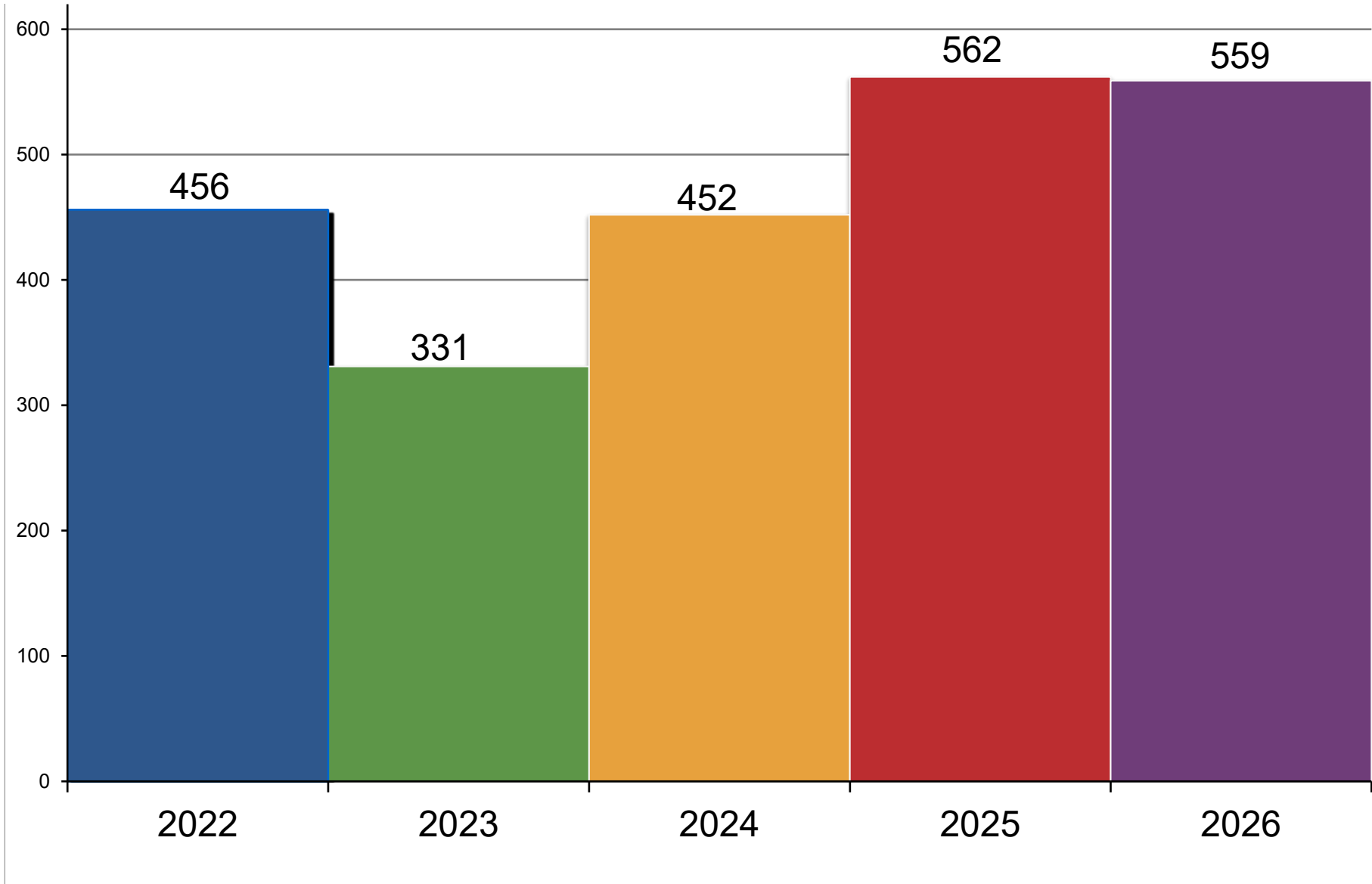
HE/PU Median Sales Price YTD 2022 – 2026



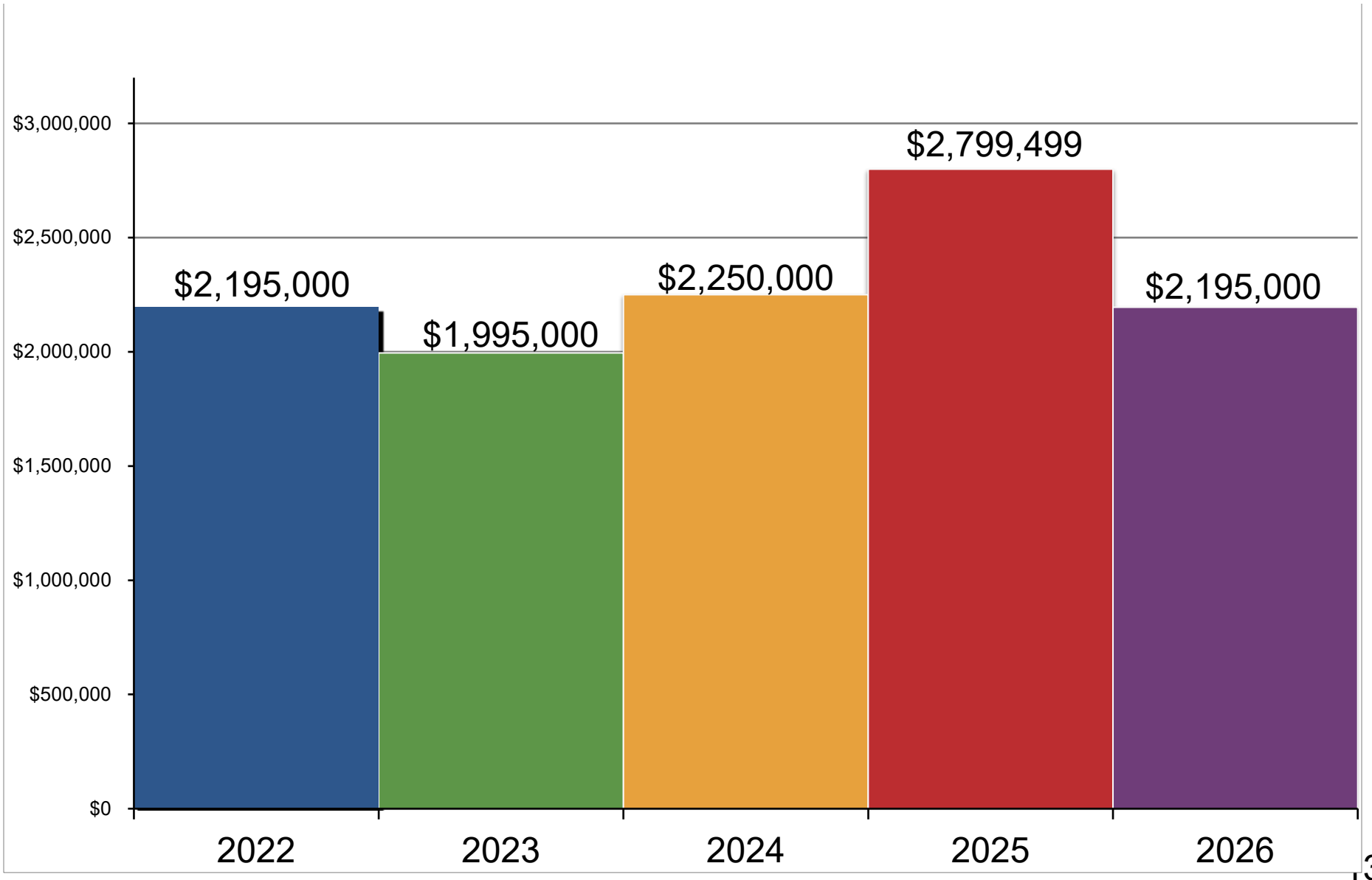
HE/PU Pending Sales YTD 2021 – 2025



HE/PU Active Listings YTD 2021 – 2025



HE/PU Median List Price YTD 2021 – 2025



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

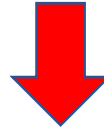
ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 562

DOWN



-0.5%

2026 ~ 559

New Listings

2025 ~ 500

DOWN



-6%

2026 ~ 470

Median List Price

2025 ~ \$2,799,499

DOWN



-21.6%

2026 ~ \$2,195,000

Properties that went into Escrow

2025 ~ 324

UP



+7.4%

2026 ~ 348


SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 257

2026 ~ 312

UP  +21.4%

Median Sales Price

2025 ~ \$2,200,000

2026 ~ \$2,124,000

DOWN  -3.5%

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$1,907,500

2026 ~ \$1,827,000

DOWN  -4.2%

Average Sold Price

2025 ~ \$3,498,051

2026 ~ \$3,616,593

UP  +3.4%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$2,224,703


2026 ~ \$2,449,262

DOWN  -10.1%

Sold Volume

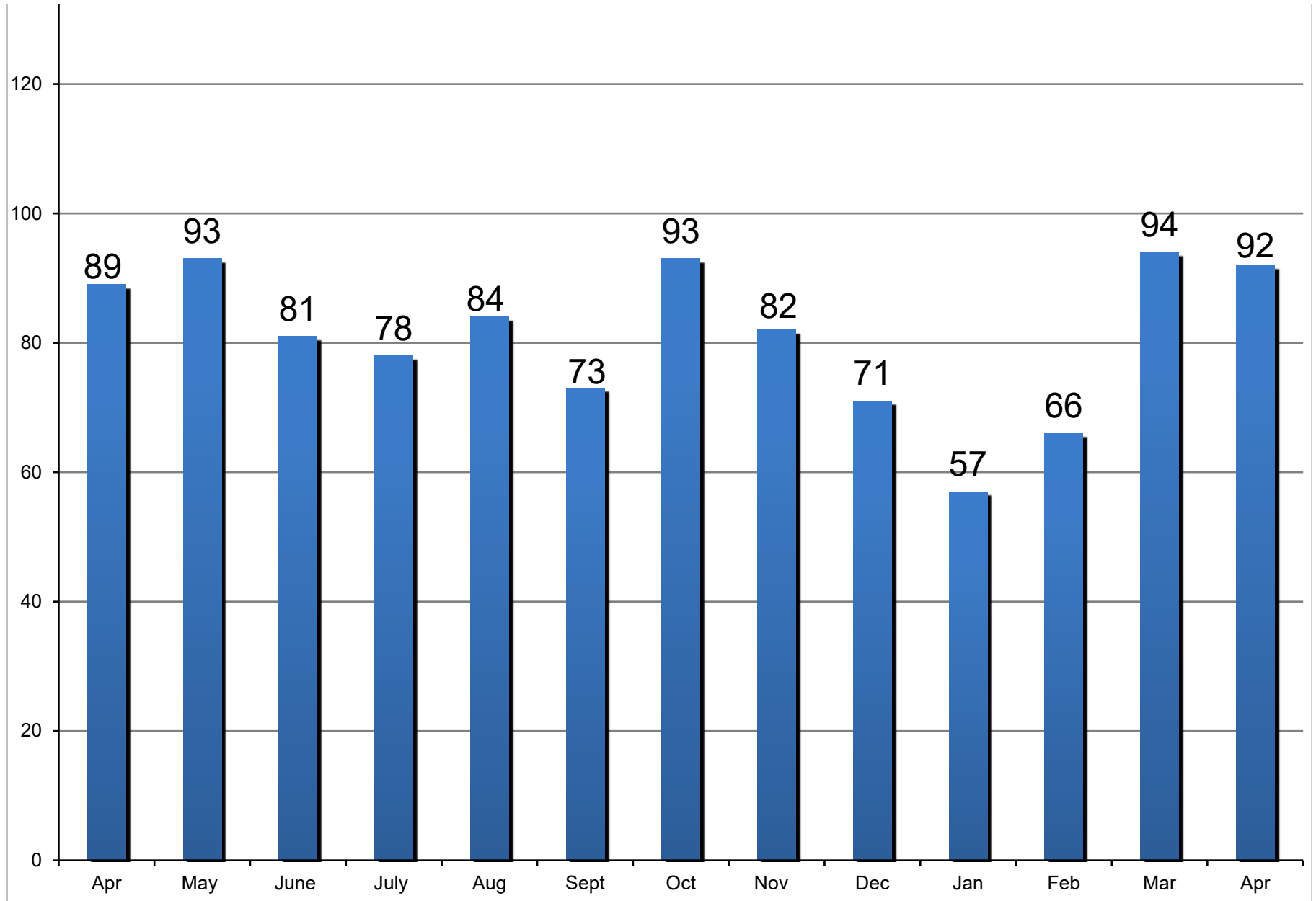
2025 ~ \$898,999,362

2026 ~ \$1,128,377,096

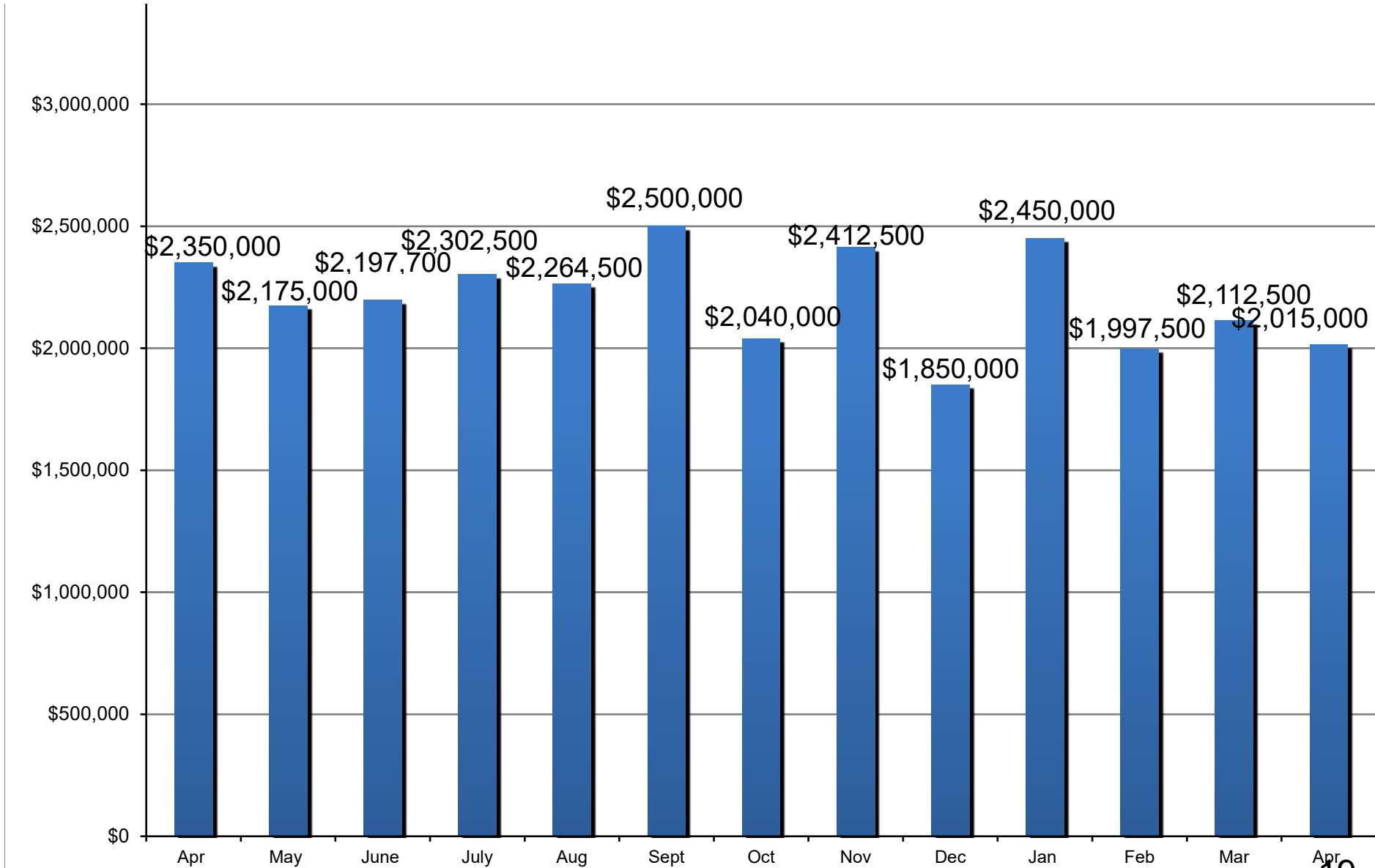
UP  -25.5%

April 2025 to April 2026
Month by Month
Home Estate/PUD
Districts 05-35

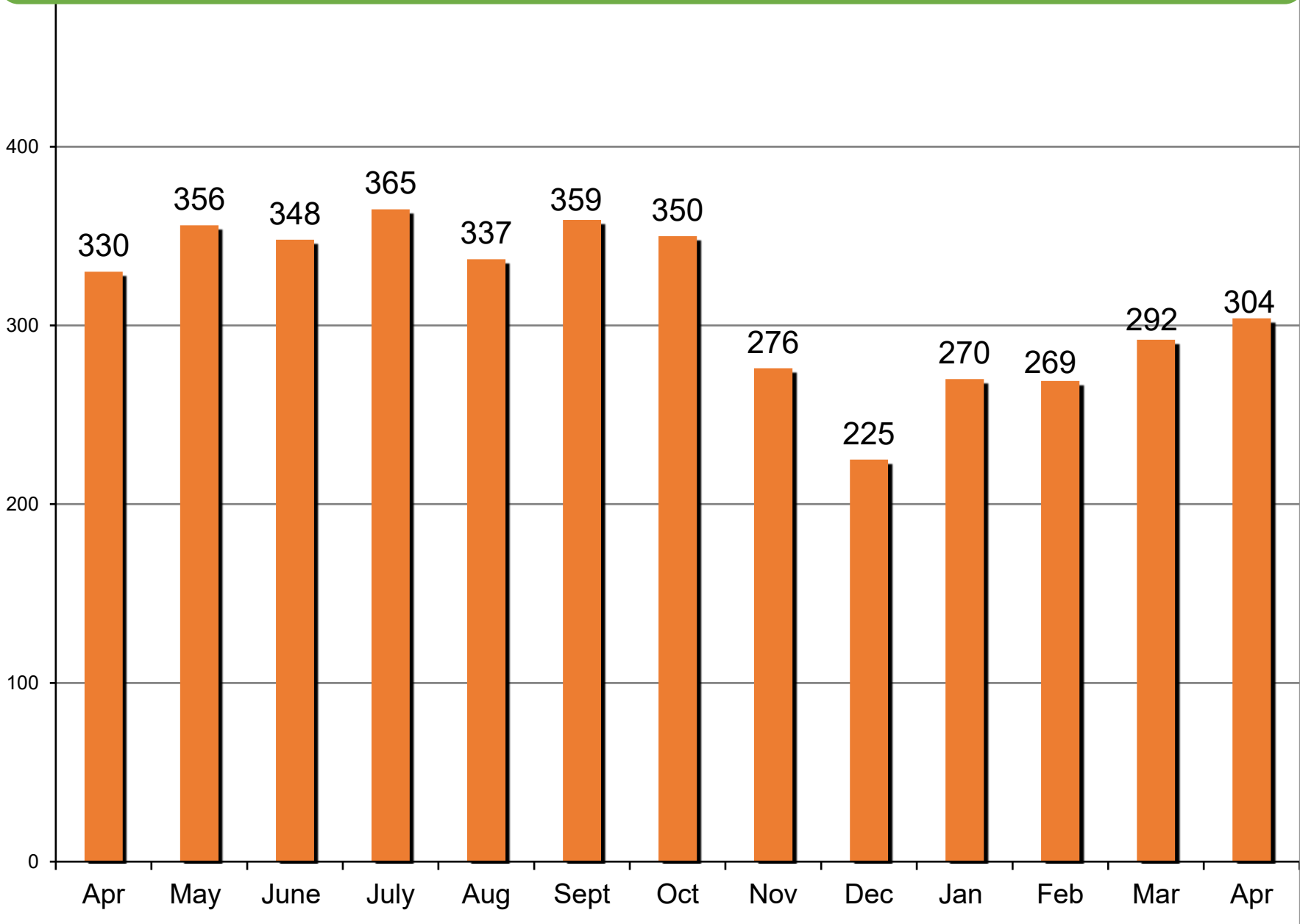
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

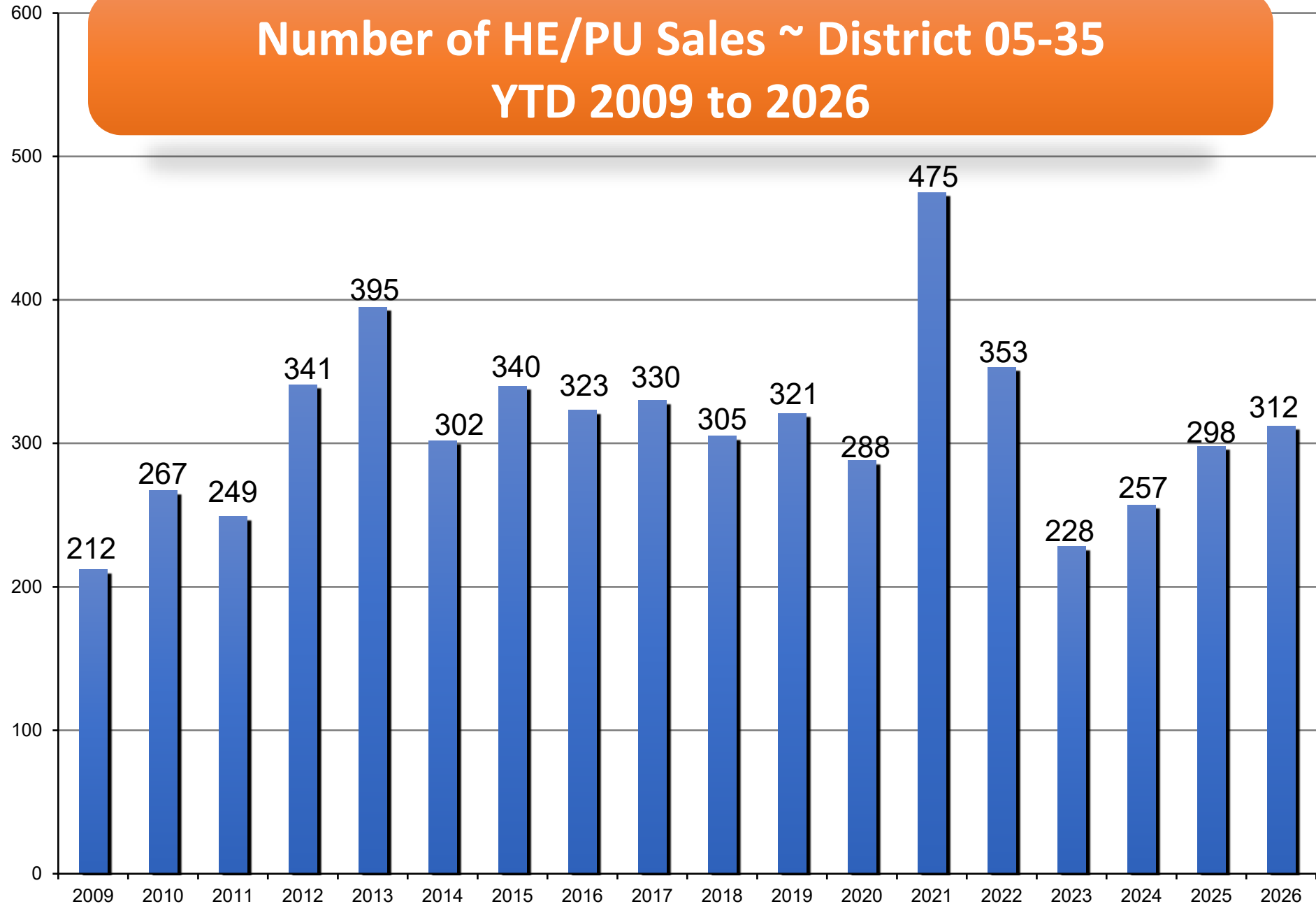


HE/PU Active Listings for the Last 12 Months

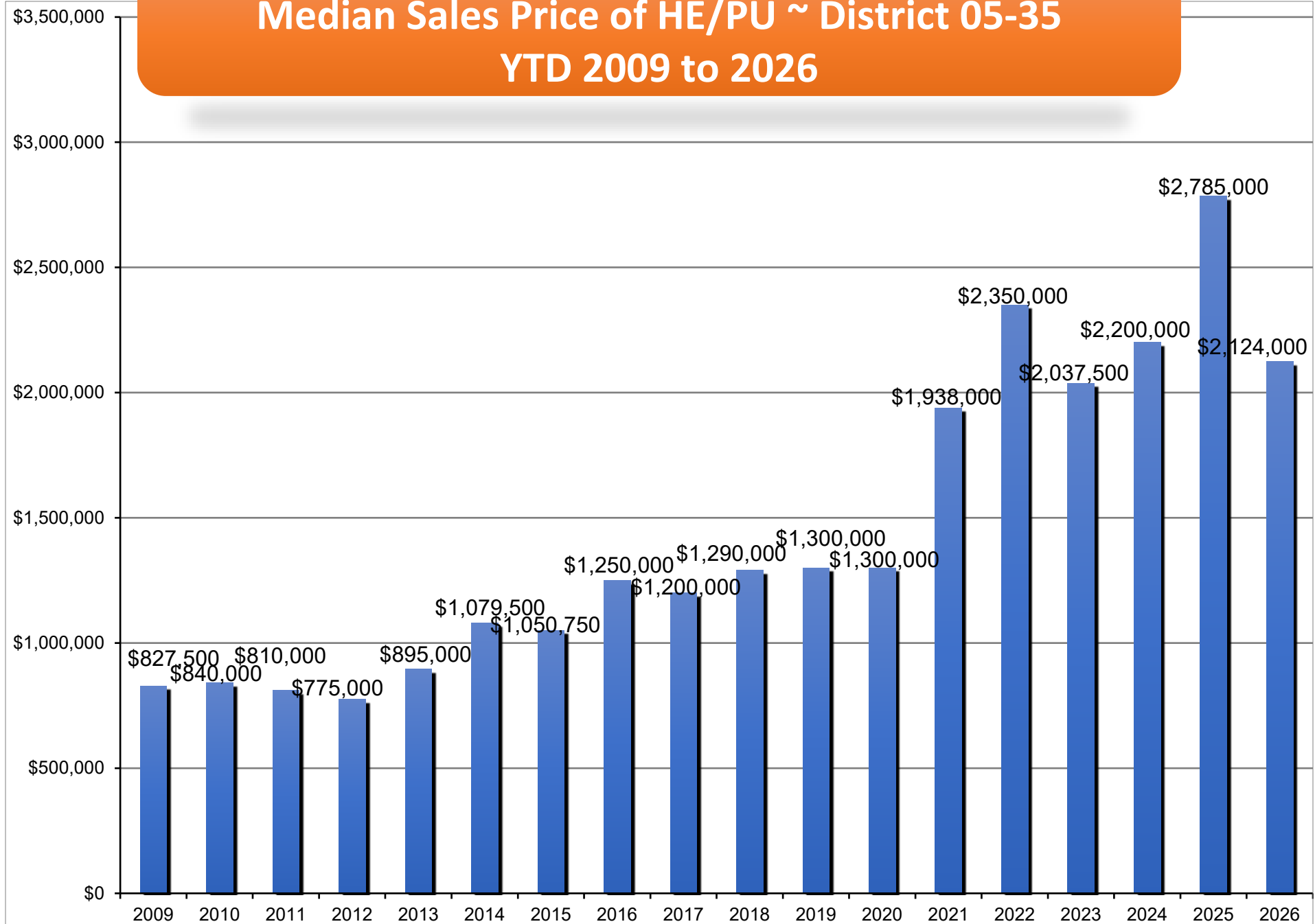


Perspective for Home Estates & PUDs 2009 – 2026

Number of HE/PU Sales ~ District 05-35 YTD 2009 to 2026



Median Sales Price of HE/PU ~ District 05-35 YTD 2009 to 2026



APRIL 1 – APRIL 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	31	\$34,537,794	\$950,000	\$1,114,122	25	29	\$34,272,050	\$955,000	\$1,105,550	99.23	98.76
List/Sold	4	\$3,463,995	\$884,500	\$865,998	27	57	\$3,424,650	\$882,000	\$856,162	98.86	98.86
Co-Broker	27	\$31,073,799	\$985,000	\$1,150,881	25	25	\$30,847,400	\$975,000	\$1,142,496	99.27	98.75
New	34	\$40,407,400	\$1,047,000	\$1,188,452	12	10					
Pending	34	\$47,130,698	\$937,500	\$1,386,197	48	68					
Withdrawn	4	\$3,702,899	\$806,950	\$925,724	70	70					
Cancelled	2	\$1,549,000	\$774,500	\$774,500	115	115					
Expired	6	\$7,068,899	\$1,099,500	\$1,178,149	268	268					
Back On Market	5	\$6,538,899	\$1,200,000	\$1,307,779	166	166					
Extended	5	\$7,758,999	\$1,550,000	\$1,551,799	34	34					
Active In Range	94	\$126,514,647	\$950,000	\$1,345,900	38	48					
Current Active	50	\$71,247,150	\$1,172,000	\$1,424,943	67	84					

Previous Year Comparison

CONDOS

April 2026

	<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	31	\$34,537,794	\$950,000	\$1,114,122	25	29	\$34,272,050	\$955,000	\$1,105,550	99.23	98.76
Pending	34	\$47,130,698	\$937,500	\$1,386,197	48	68					

April 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	\$33,703,000	\$1,098,000	\$1,348,120	29	29	\$32,764,888	\$1,049,000	\$1,310,595	97.22	96.25
Pending	34	\$43,558,400	\$1,022,500	\$1,281,129	31	34					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$550,000-\$599,999	3	24	24
\$650,000-\$699,999	3	17	17
\$700,000-\$749,999	1	1	1
\$800,000-\$849,999	3	27	27
\$850,000-\$899,999	1	26	26
\$900,000-\$949,999	3	4	4
\$950,000-\$999,999	6	12	12

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	2	36	95
\$1,100,000-\$1,199,999	3	47	47
\$1,200,000-\$1,299,999	1	49	49
\$1,800,000-\$1,899,999	1	138	138
\$1,900,000-\$1,999,999	1	5	5
\$2,000,000-\$2,249,999	1	57	57
\$2,500,000-\$2,749,999	2	2	2

Sold Listings

The average price for the **31** properties is **\$1,105,550**

The highest price is **\$2,700,000**

1016 Fairway Rd

The median price is **\$955,000**

The lowest price is **\$565,000**

5510 Armitos Ave #4

The average Market Time is **25**

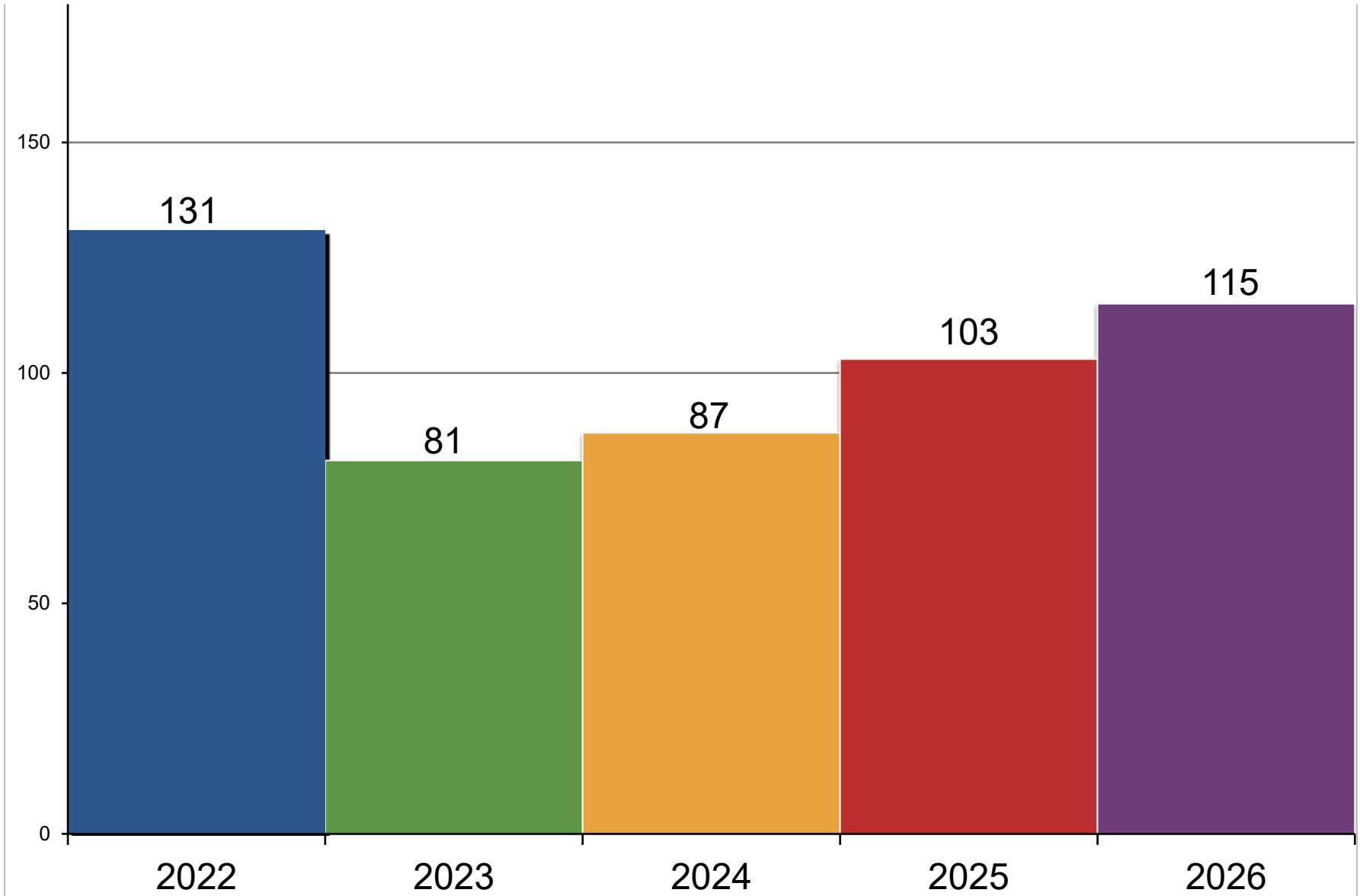
The average Continuous Market Time is **29**

CONDO STATISTICS

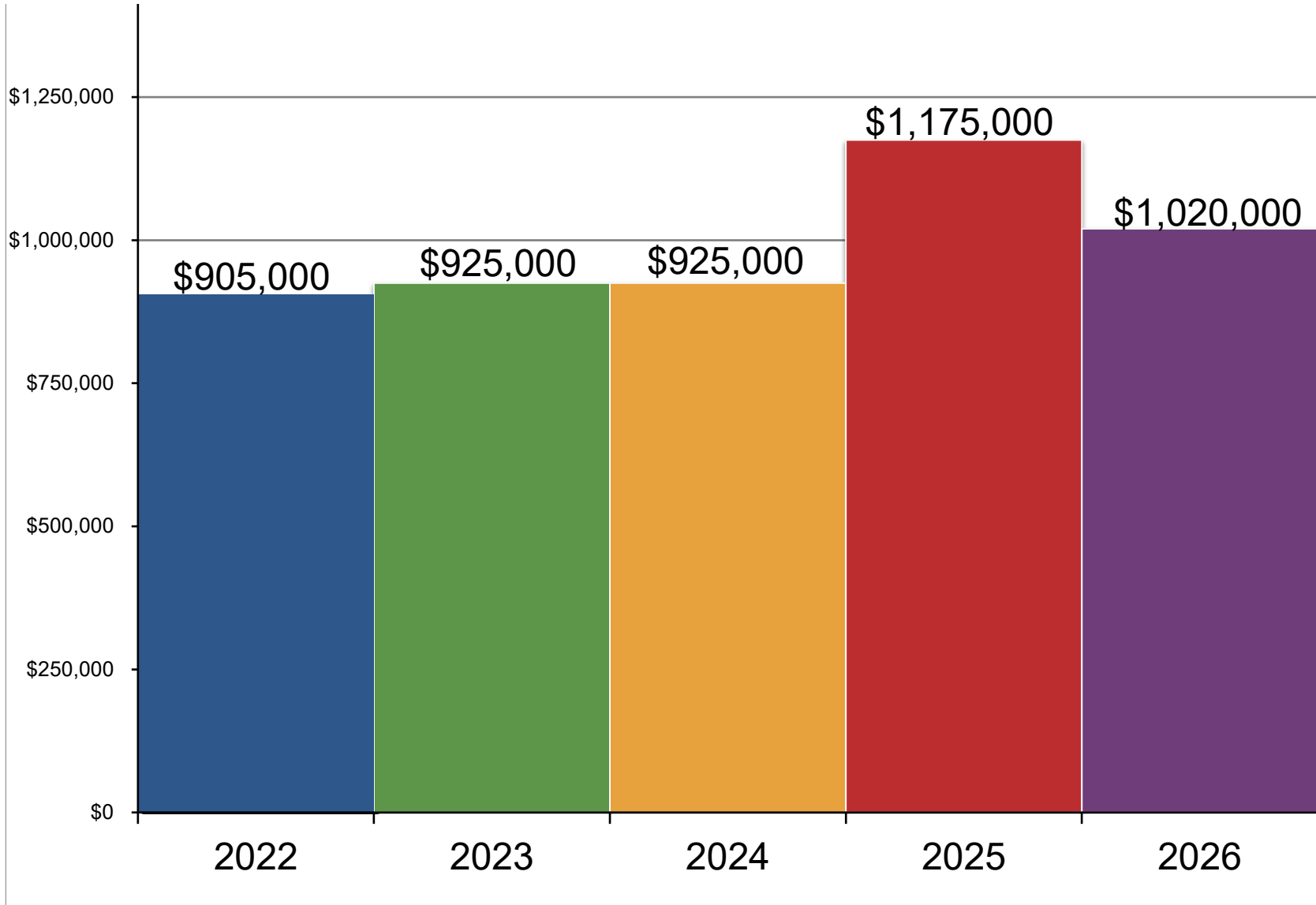
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

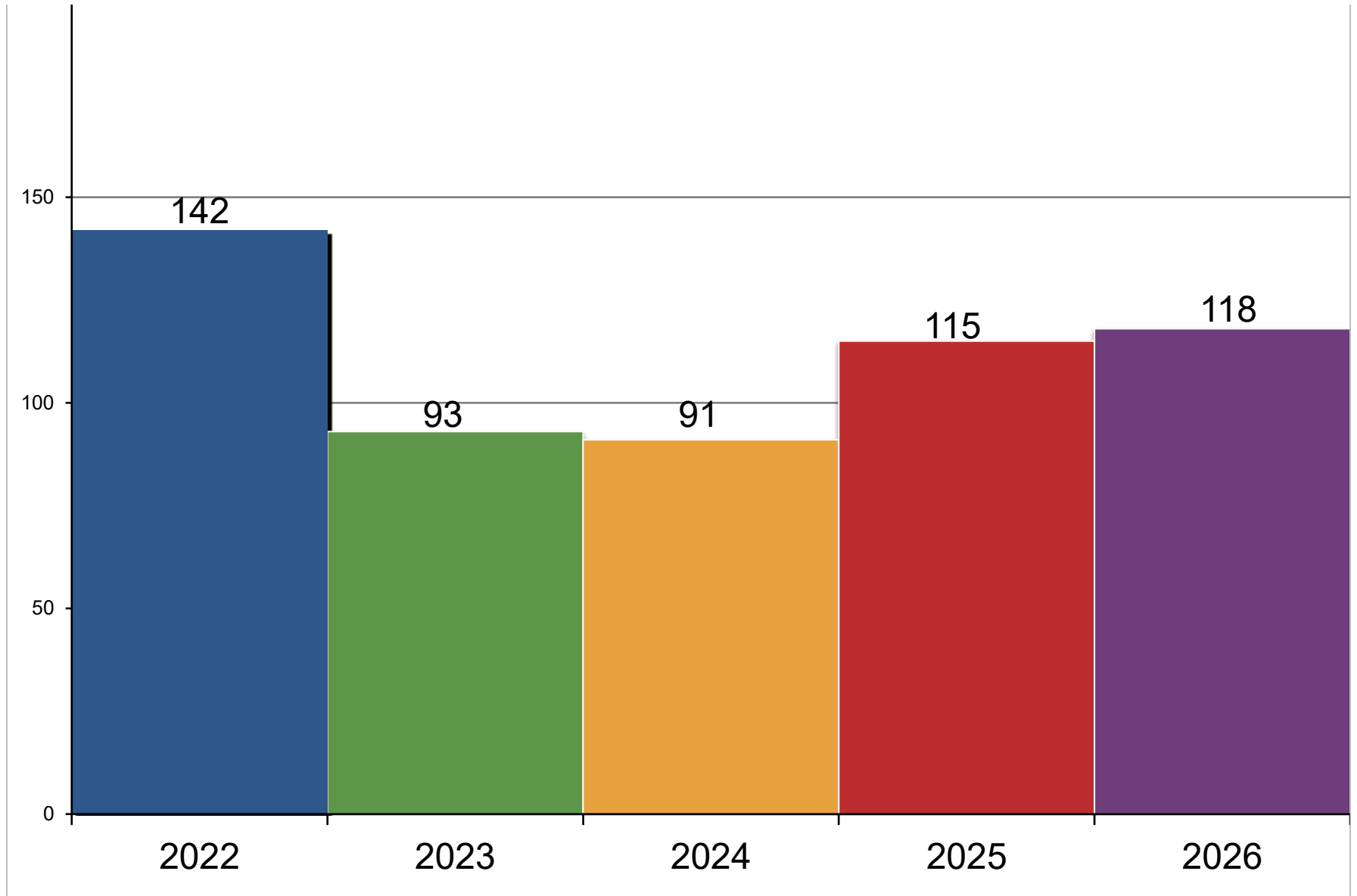
YTD 2022 – 2026



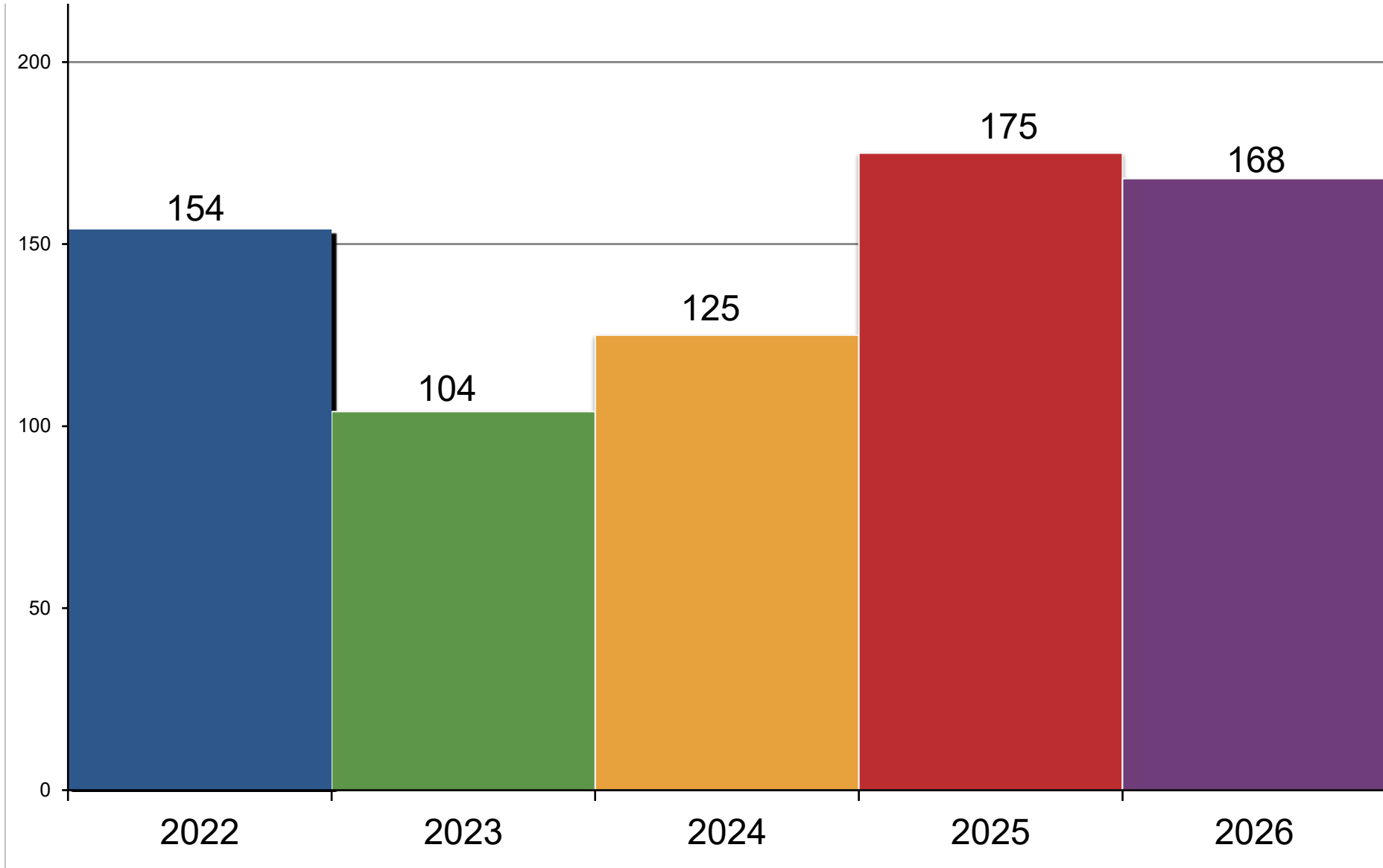
Condo Median Sales Price YTD 2022 – 2026



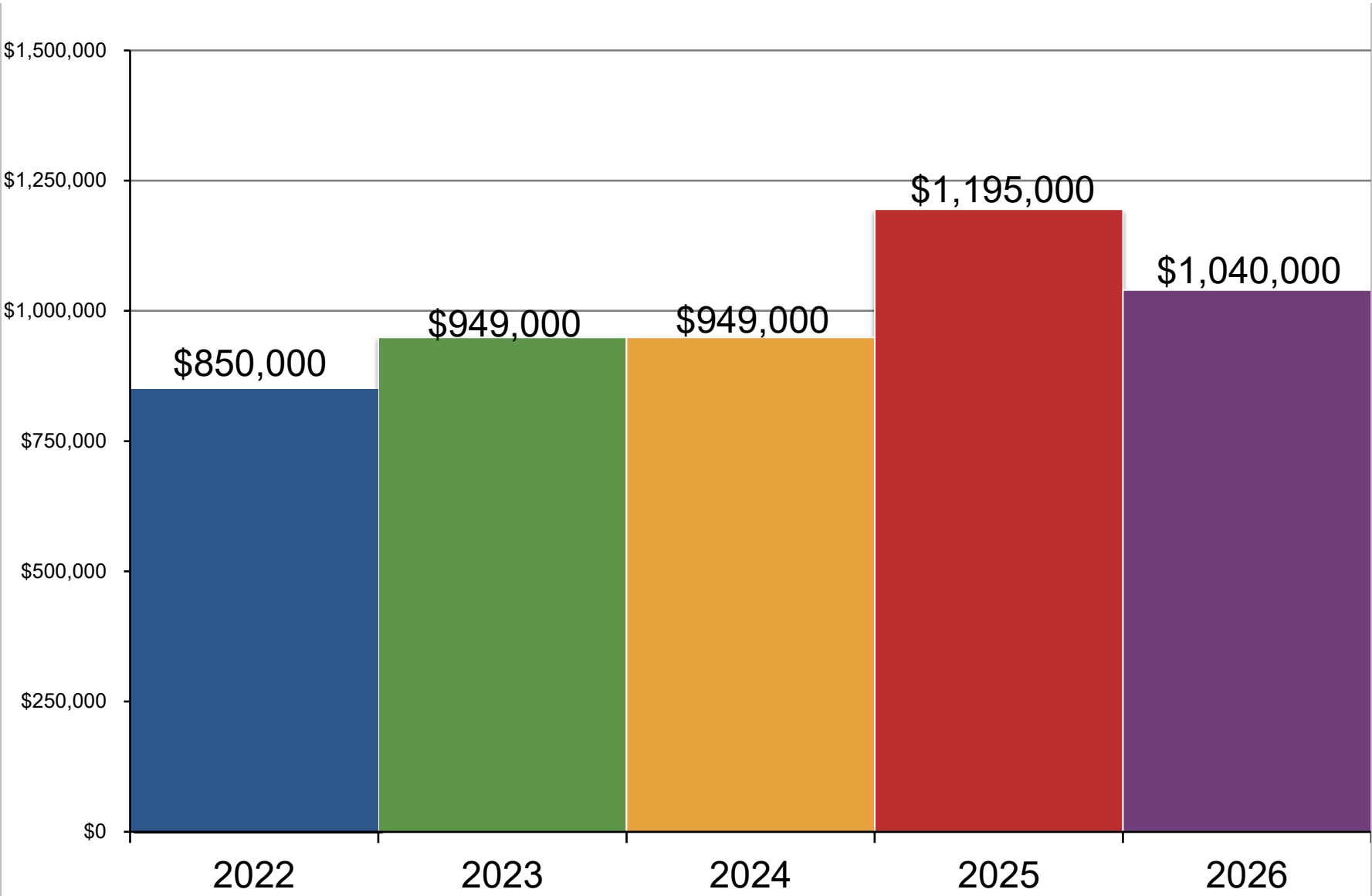
Condo Pending Sales YTD 2022 – 2026



Condo Active Listings YTD 2022 – 2026



Condo Median List Price YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 175

DOWN



-4%

2026 ~ 168

New Listings

2025 ~ 161

DOWN



-5.6%

2026 ~ 152

Median List Price

2025 ~ \$1,195,000

DOWN



-13%

2026 ~ \$1,040,000

Properties that went into Escrow

2025 ~ 115

UP



+2.6%

2026 ~ 118

SOLD Properties

Sold Properties

2025 ~ 103

2025 vs. 2026 ~ YTD

UP



+11.7%

2026 ~ 115

Median Sales Price

2025 ~ \$1,175,000

DOWN



-13.2%

2026 ~ \$1,020,000

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$1,075,000

DOWN



-8.4%

2026 ~ \$985,000

Average Sold Price

2025 ~ \$1,450,527

DOWN



-14.7%

2026 ~ \$1,237,971

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$1,259,361

DOWN



-10.4%

2026 ~ \$1,128,436

Sold Volume

2025 ~ \$149,404,293

DOWN

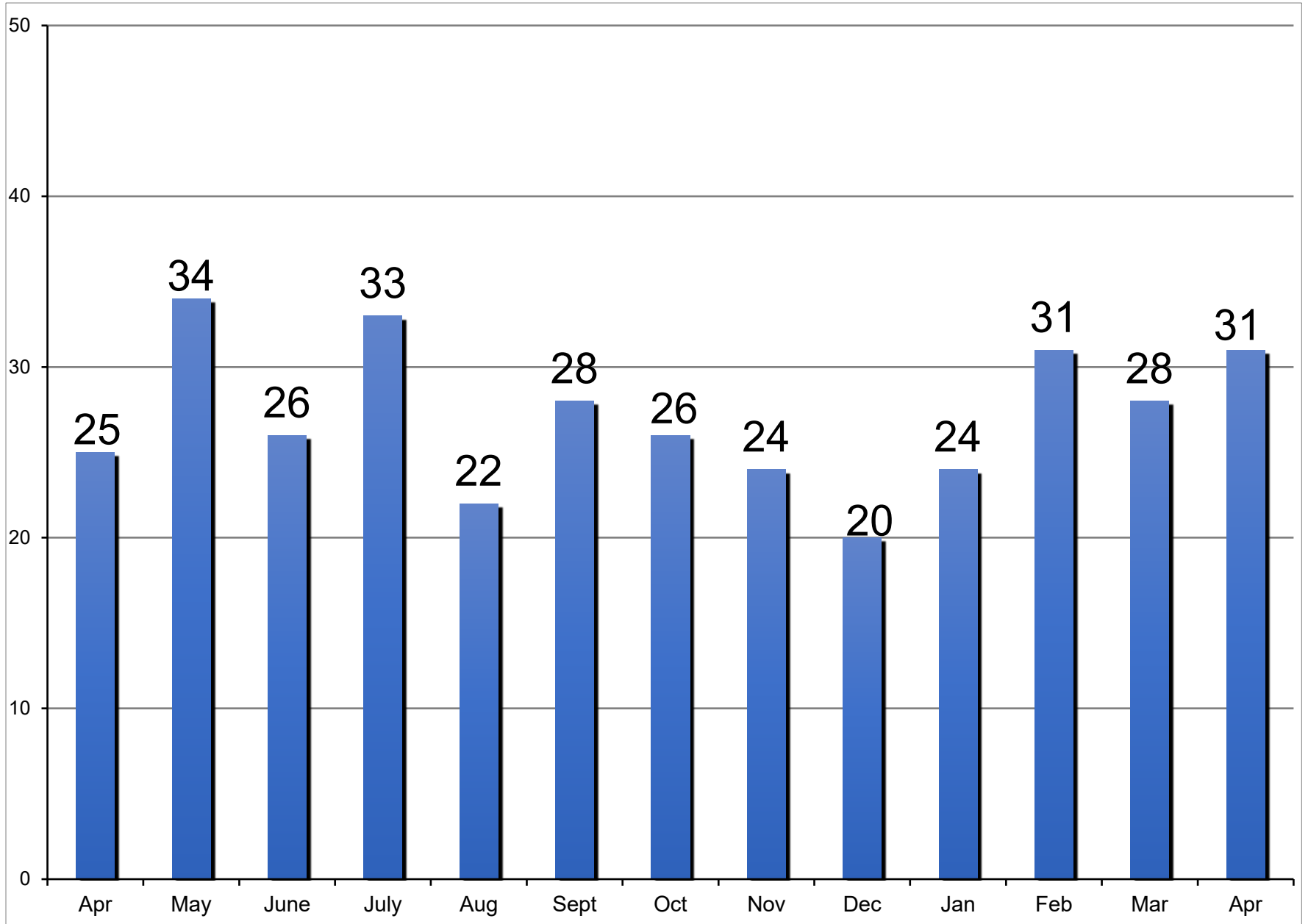


-4.7%

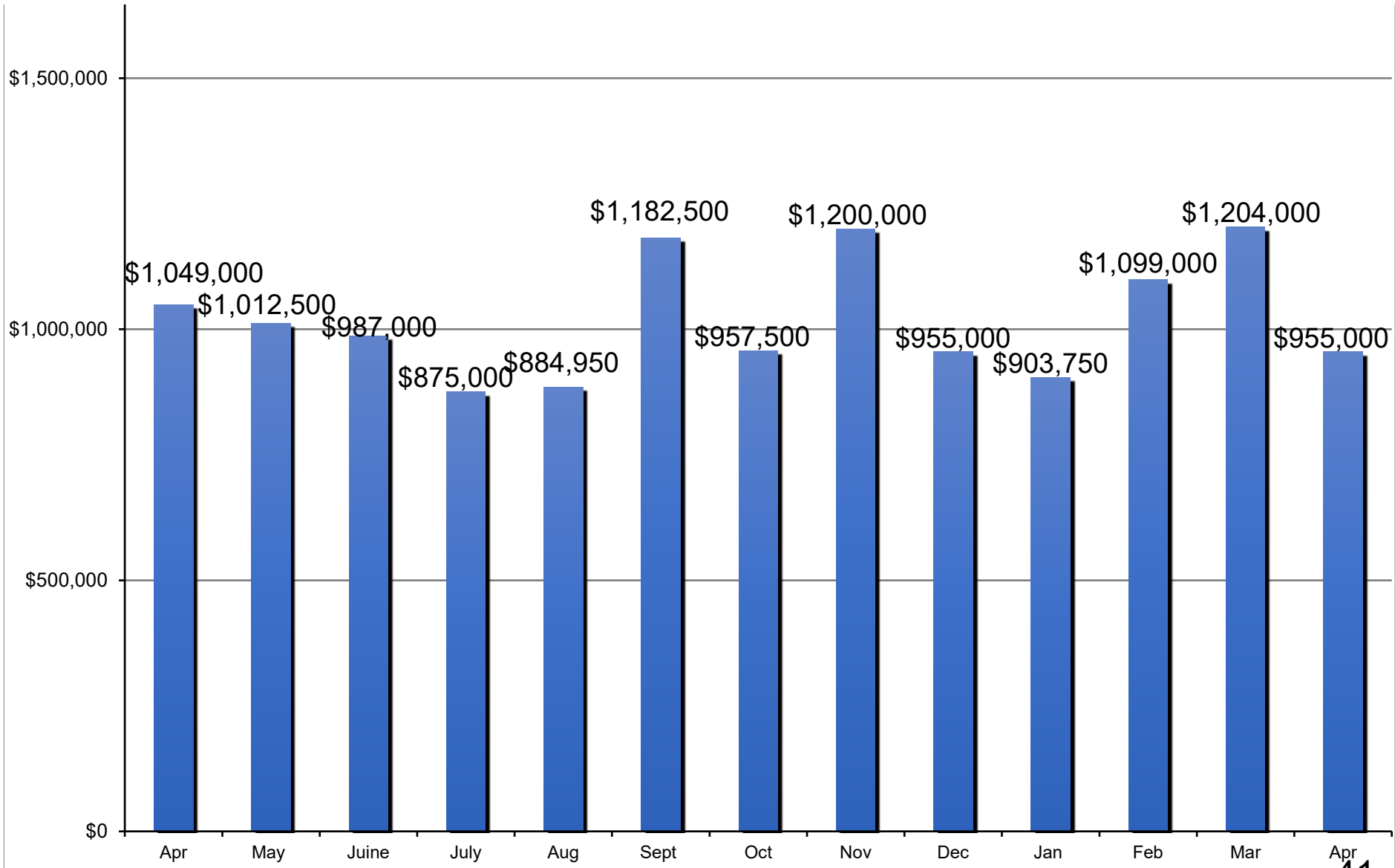
2026 ~ \$142,366,665

April 2025 to April 2026
Month by Month
for Condos
Districts 05-35

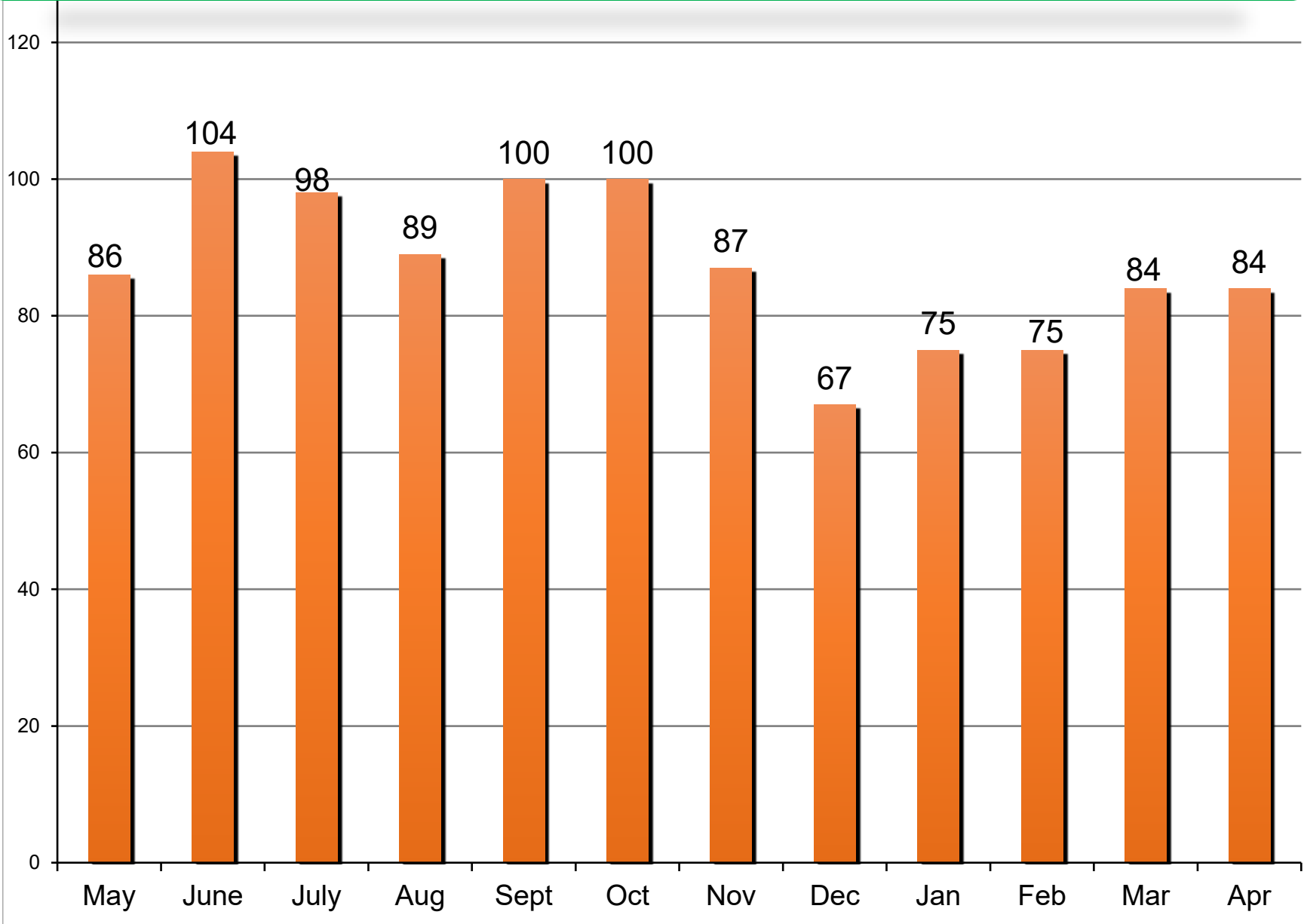
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

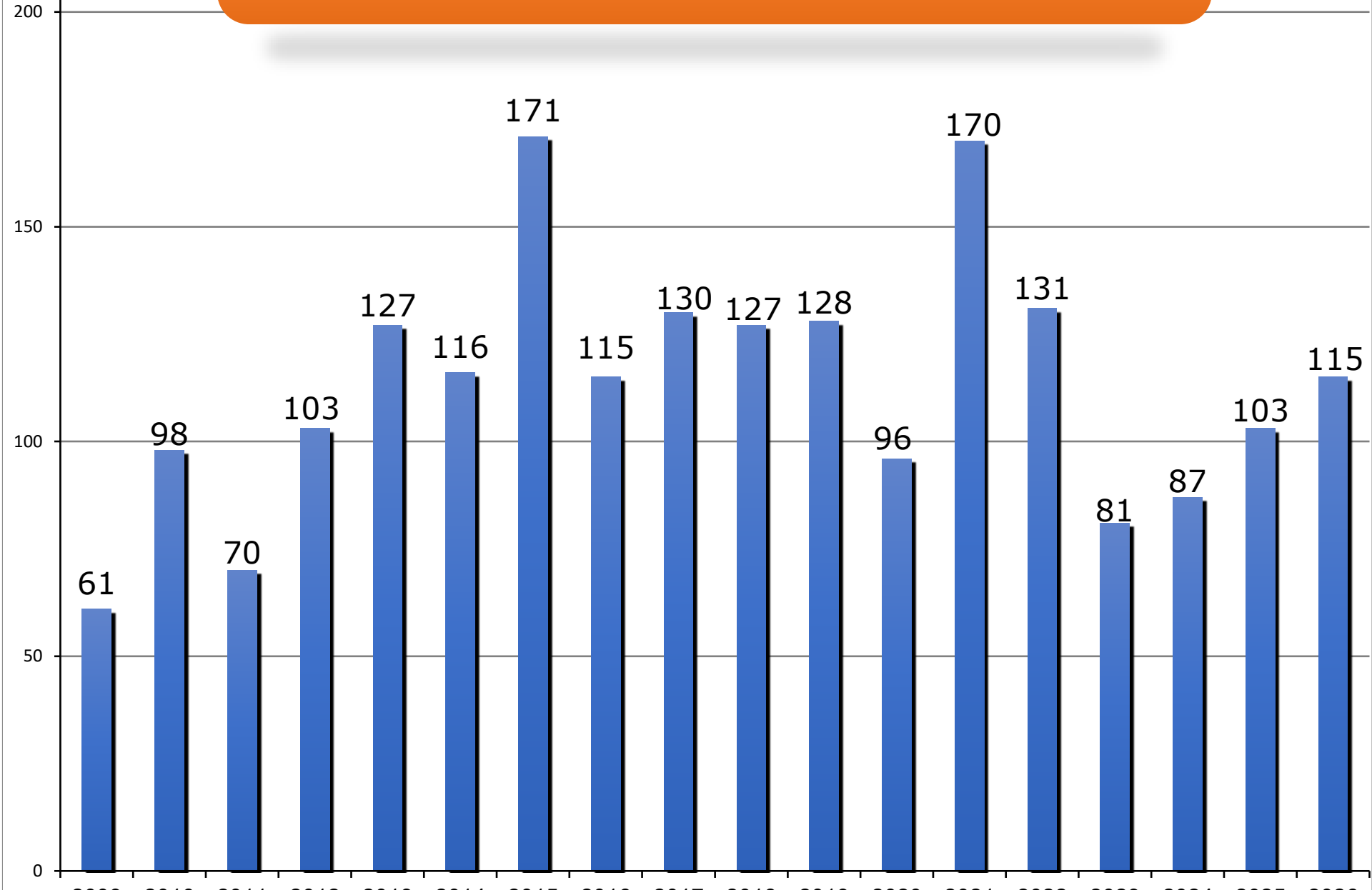


Condo Active Listings for the Last 12 Months

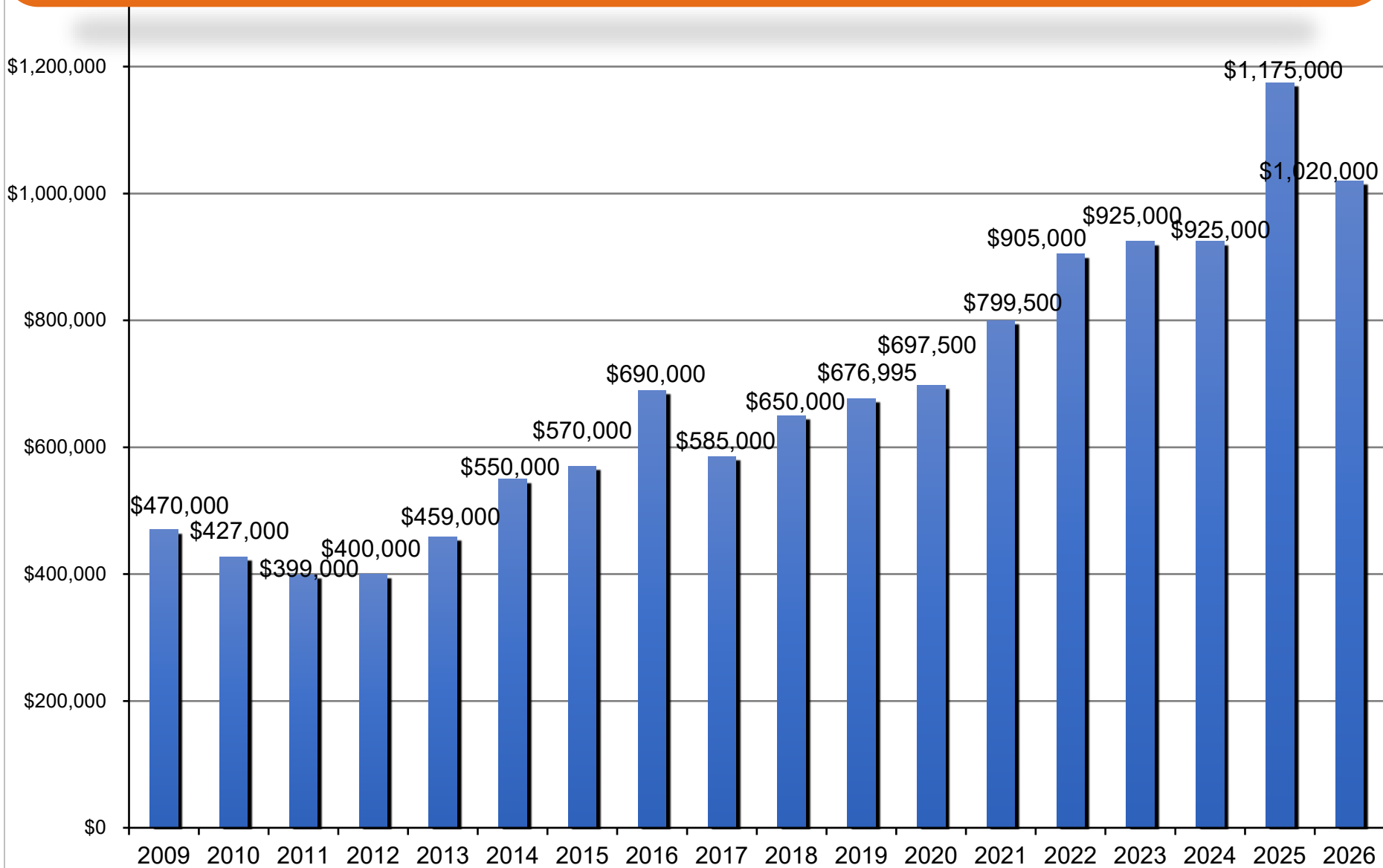


Perspective
for Condos
2009 – 2026

Number of Condo Sales ~ District 05-35 YTD 2009 to 2026



Median Sales Price of Condo ~ District 05-35 YTD 2009 to 2026



*All information compiled from the
Santa Barbara
Multiple Listing Service Data
on 5/5/2026*

Statistics Through April 2026