

Monthly MLS Statistics

AUGUST 2026



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 9/5/2026*

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
Sold	93	\$308,195,999	\$2,195,000	\$3,313,935	45	66	\$301,130,608	\$2,180,000	\$3,237,963	97.71	93.35
List/Sold	12	\$48,243,000	\$2,725,000	\$4,020,250	45	51	\$48,565,500	\$2,663,750	\$4,047,125	100.67	97.74
Co-Broker	81	\$259,952,999	\$2,095,000	\$3,209,296	45	68	\$252,565,108	\$1,990,000	\$3,118,087	97.16	92.55
New	130	\$610,870,999	\$2,742,000	\$4,699,007	16	22					
Pending	96	\$294,374,999	\$2,196,500	\$3,066,406	44	66					
Withdrawn	6	\$25,190,000	\$3,172,500	\$4,198,333	45	45					
Cancelled	23	\$139,831,000	\$2,599,000	\$6,079,608	88	97					
Expired	18	\$102,760,000	\$4,056,000	\$5,708,888	203	268					
Back On Market	19	\$73,384,999	\$3,375,000	\$3,862,368	96	168					
Extended	42	\$205,652,000	\$2,924,000	\$4,896,476	154	195					
Active In Range	371	\$2,144,386,797	\$3,100,000	\$5,780,018	65	90					
Current Active	220	\$1,497,181,798	\$3,697,000	\$6,805,371	101	141					

Previous Year Comparison

Home Estate/PUD

AUGUST 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	93	\$308,195,999	\$2,195,000	\$3,313,935	45	66	\$301,130,608	\$2,180,000	\$3,237,963	97.71	93.35
Pending	96	\$294,374,999	\$2,196,500	\$3,066,406	44	66					

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					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$900,000-\$949,999	2	34	34
\$1,000,000-\$1,099,999	2	10	10
\$1,200,000-\$1,299,999	4	41	41
\$1,300,000-\$1,399,999	5	20	46
\$1,400,000-\$1,499,999	4	7	7
\$1,500,000-\$1,599,999	7	21	21
\$1,600,000-\$1,699,999	5	19	19
\$1,700,000-\$1,799,999	7	14	23
\$1,800,000-\$1,899,999	2	27	55
\$1,900,000-\$1,999,999	5	25	25
\$2,000,000-\$2,249,999	6	18	18

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,250,000-\$2,499,999	6	25	25
\$2,500,000-\$2,749,999	8	48	53
\$2,750,000-\$2,999,999	1	40	41
\$3,000,000-\$3,249,999	4	144	238
\$3,250,000-\$3,499,999	1	152	444
\$3,500,000-\$3,749,999	2	50	50
\$3,750,000-\$3,999,999	1	21	21
\$4,000,000-\$4,249,999	3	30	30
\$4,500,000-\$4,749,999	2	3	3
\$4,750,000-\$4,999,999	1	134	134
\$5,000,000+	15	104	168

Sold Listings

The average price for the **93** properties is **\$3,237,963**

The highest price is **\$17,950,000**

204 Hot Springs Road

The median price is **\$2,180,000**

277 Redwood Way

The lowest price is **\$920,000**

The average Market Time is **45**

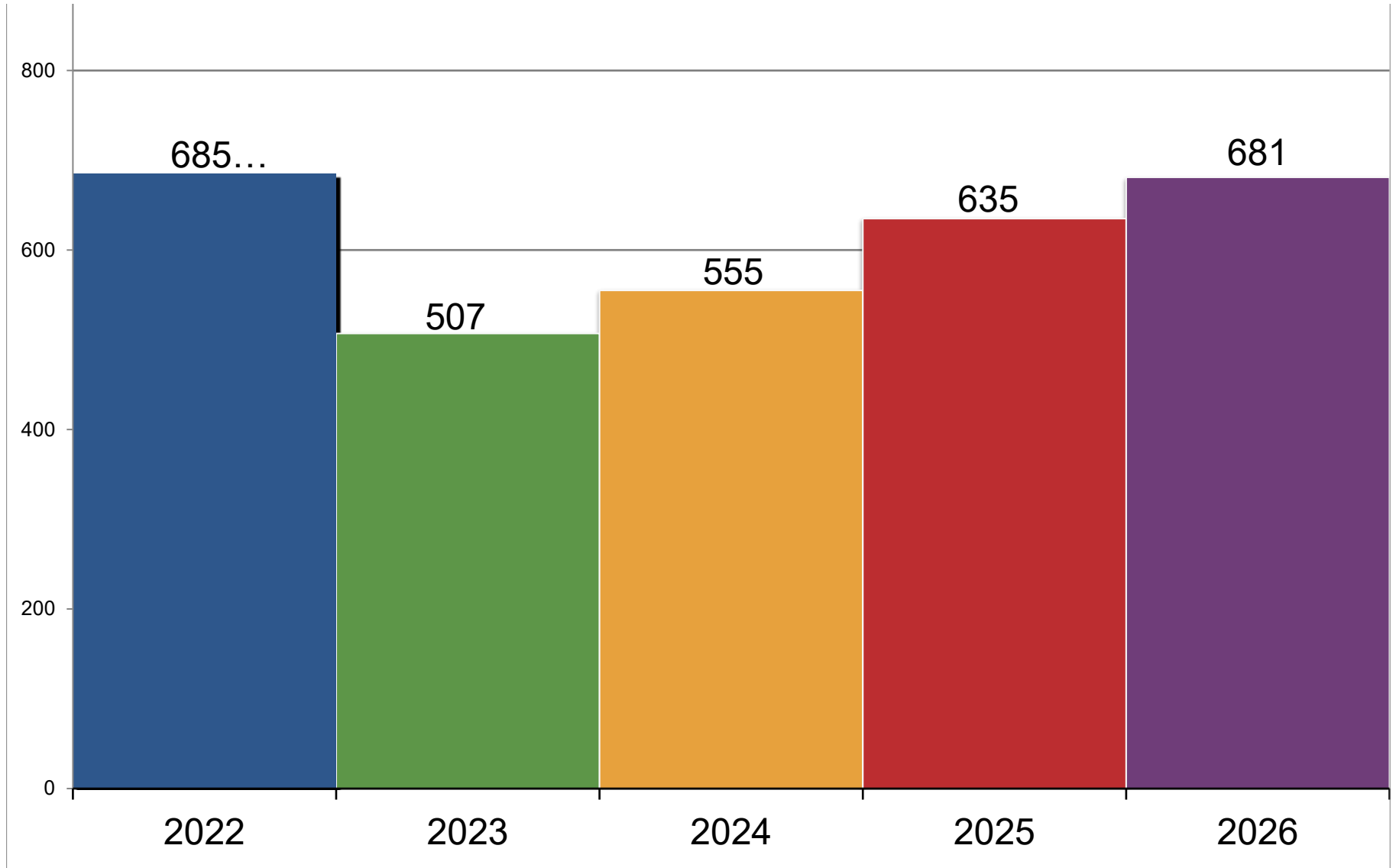
The average Continuous Market Time is **66**

HOME ESTATE & PUD

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

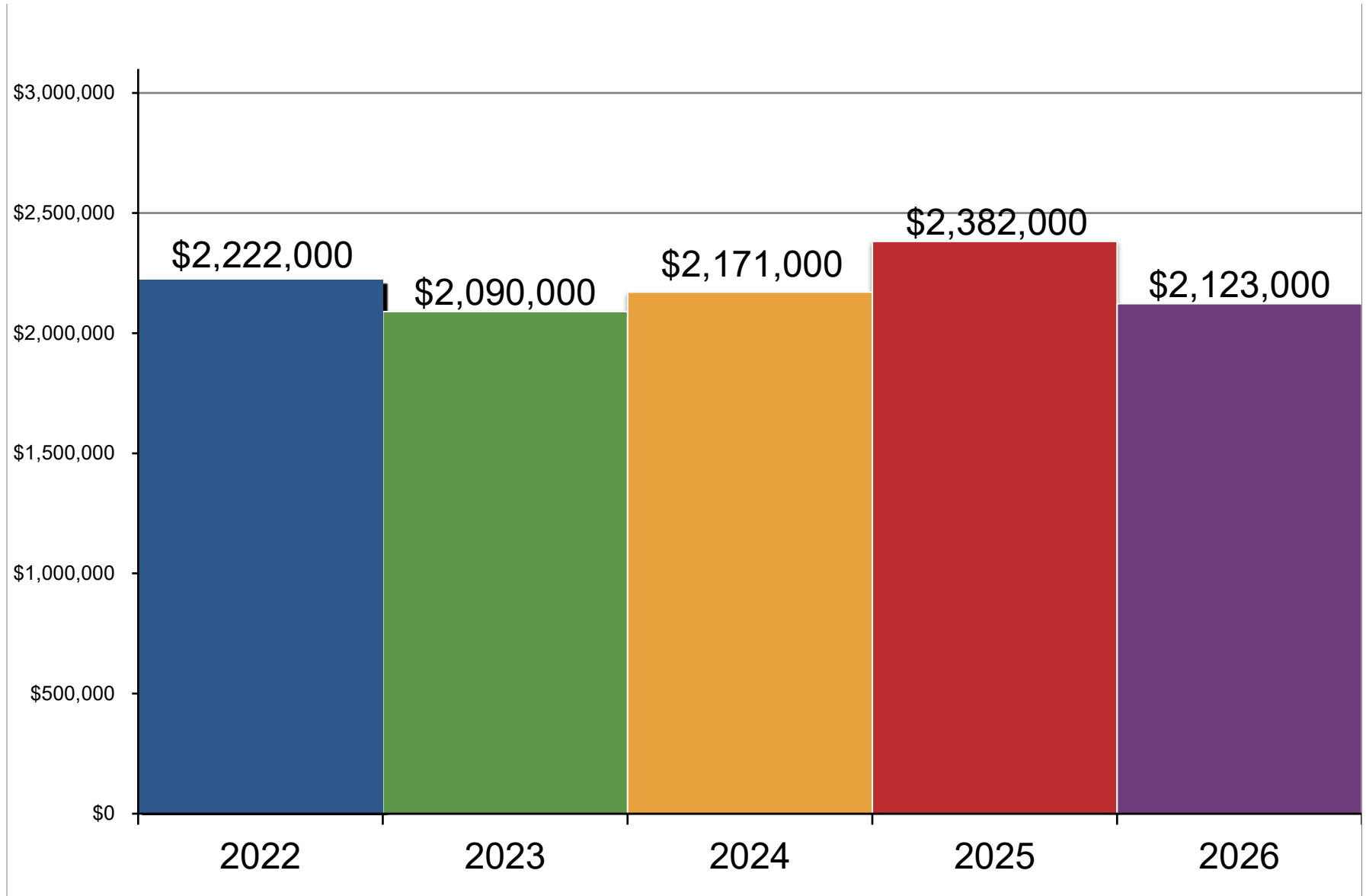
HE/PU Sales

YTD 2022 – 2026

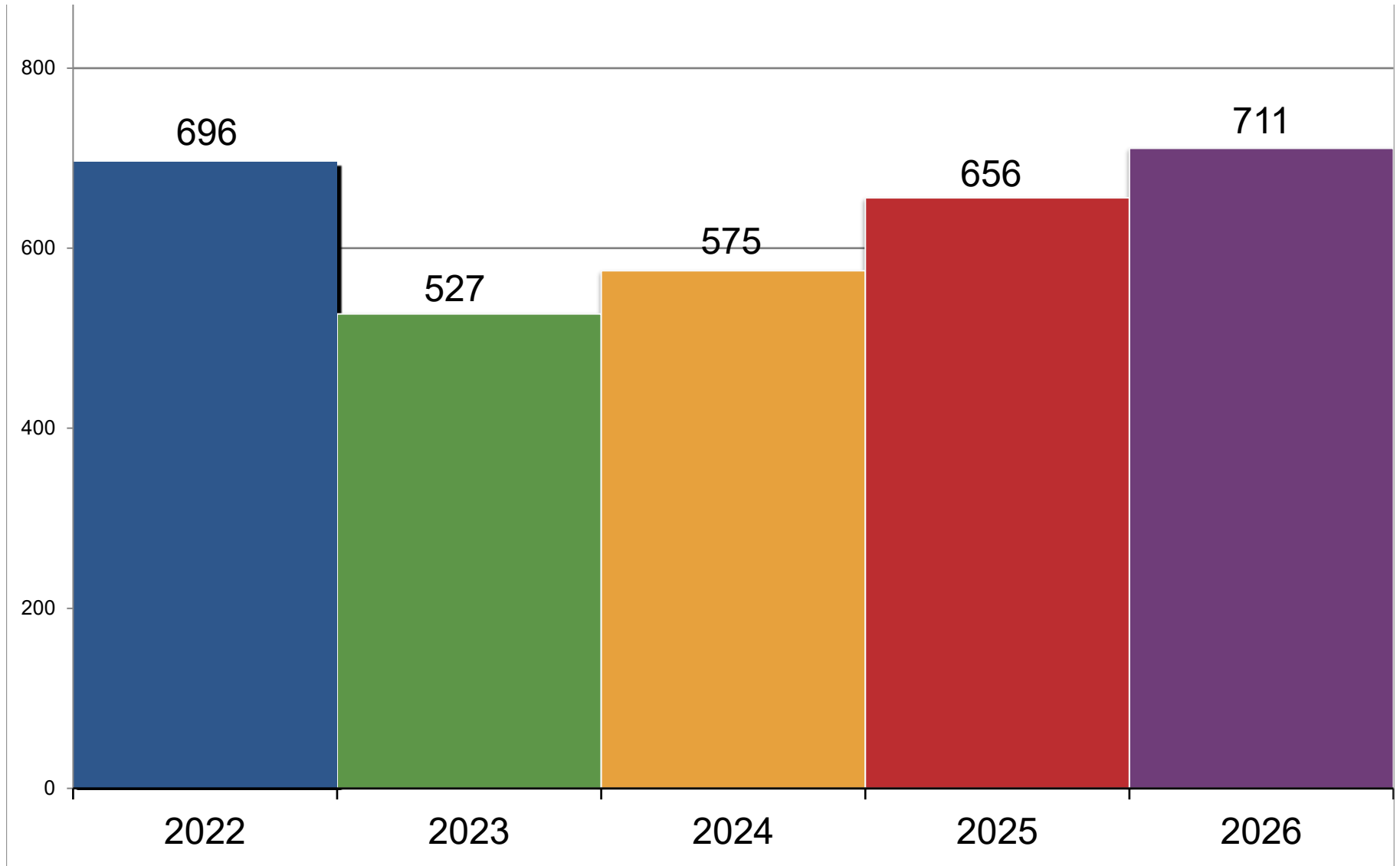


HE/PU Median Sales Price

YTD 2022 – 2026

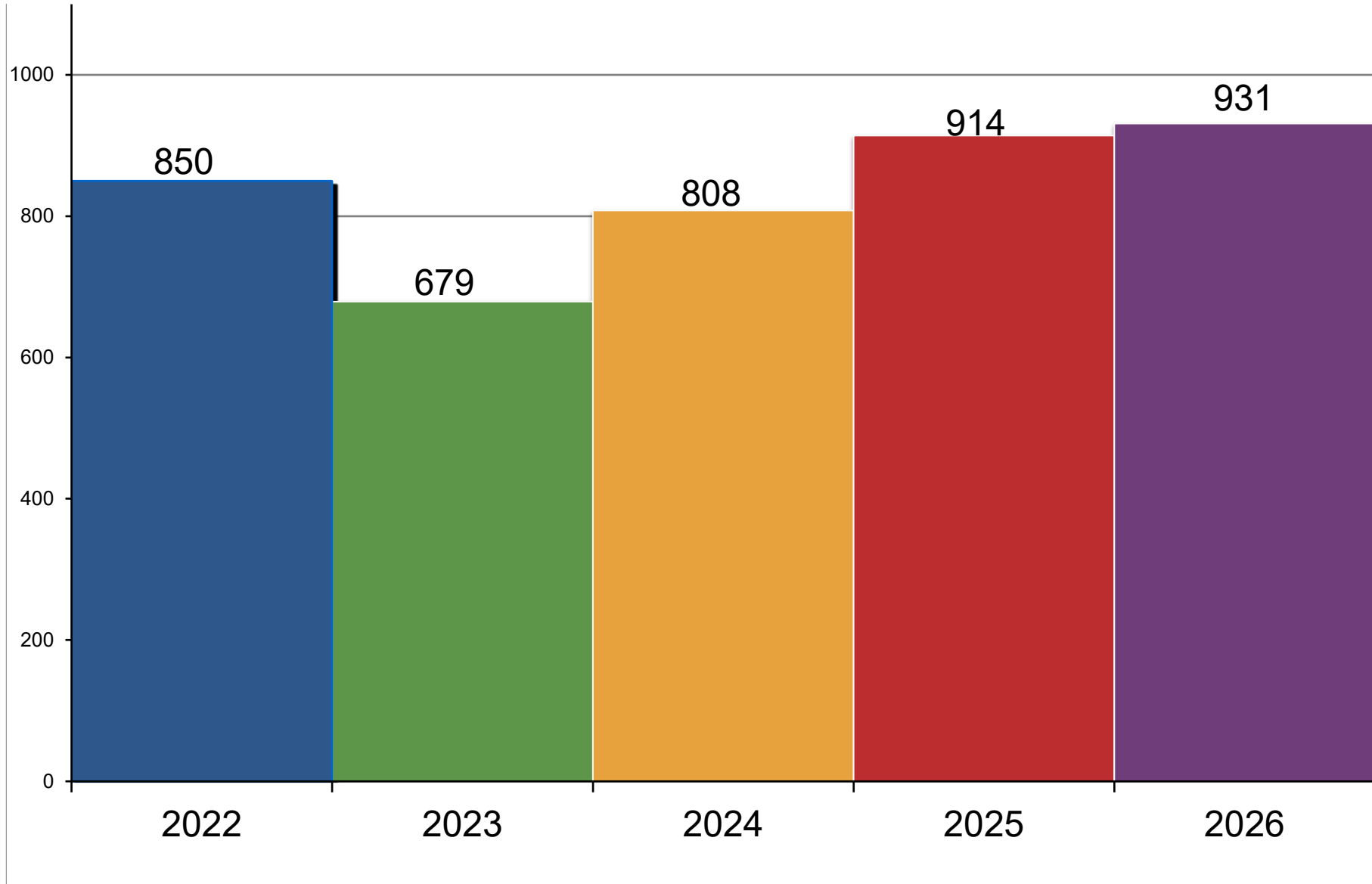


HE/PU Pending Sales YTD 2021 – 2025



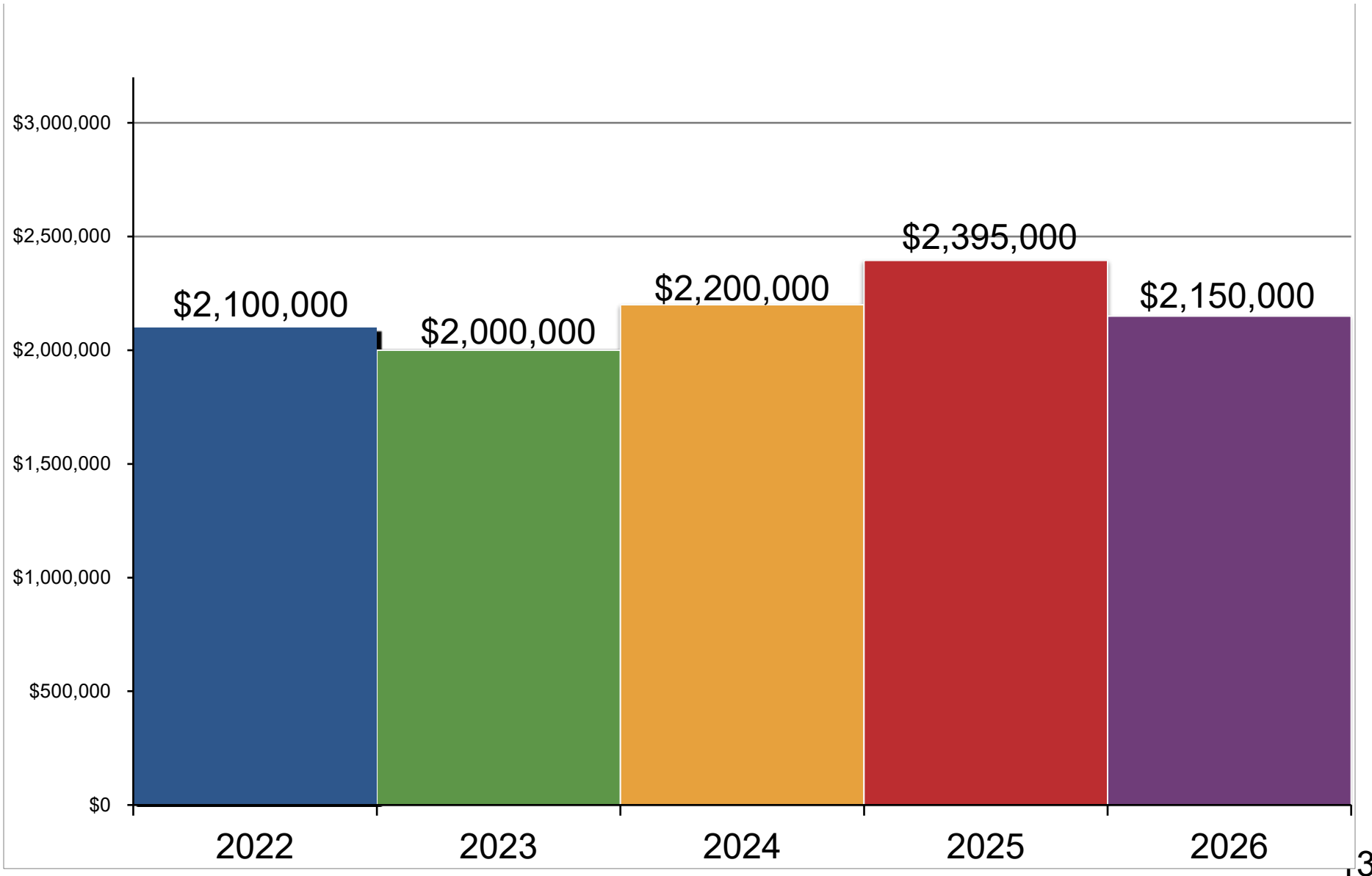
HE/PU Active Listings

YTD 2021 – 2025



HE/PU Median List Price

YTD 2021 – 2025



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 914

UP



+1.9%

2026 ~ 931

New Listings

2025 ~ 998

DOWN



-3.6%

2026 ~ 962

Median List Price

2025 ~ \$2,395,000

DOWN



-10.2%

2026 ~ \$2,150,000

Properties that went into Escrow

2025 ~ 656

UP



+8.4%

2026 ~ 711

SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 635

2026 ~ 681

UP



+7.2%

Median Sales Price

2025 ~ \$2,382,000

2026 ~ \$2,123,000

DOWN



-10.9%

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$1,995,000

2026 ~ \$1,897,500

DOWN



-4.9%

Average Sold Price

2025 ~ \$3,523,605

2026 ~ \$3,467,149

DOWN



-1.6%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$2,477,740

2026 ~ \$2,467,946

DOWN



-0.4%

Sold Volume

2025 ~ \$2,237,489,311

2026 ~ \$2,361,128,921

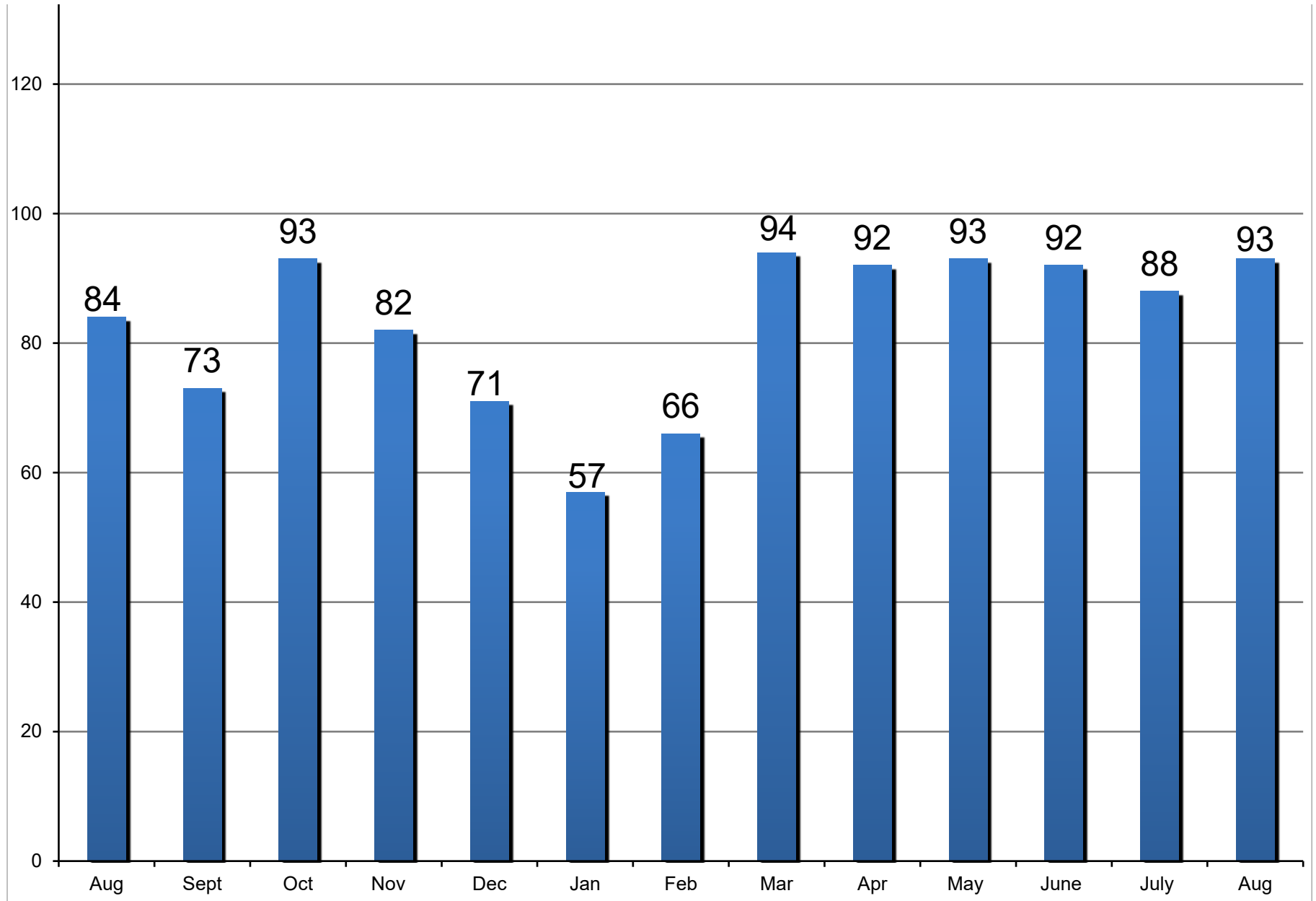
UP



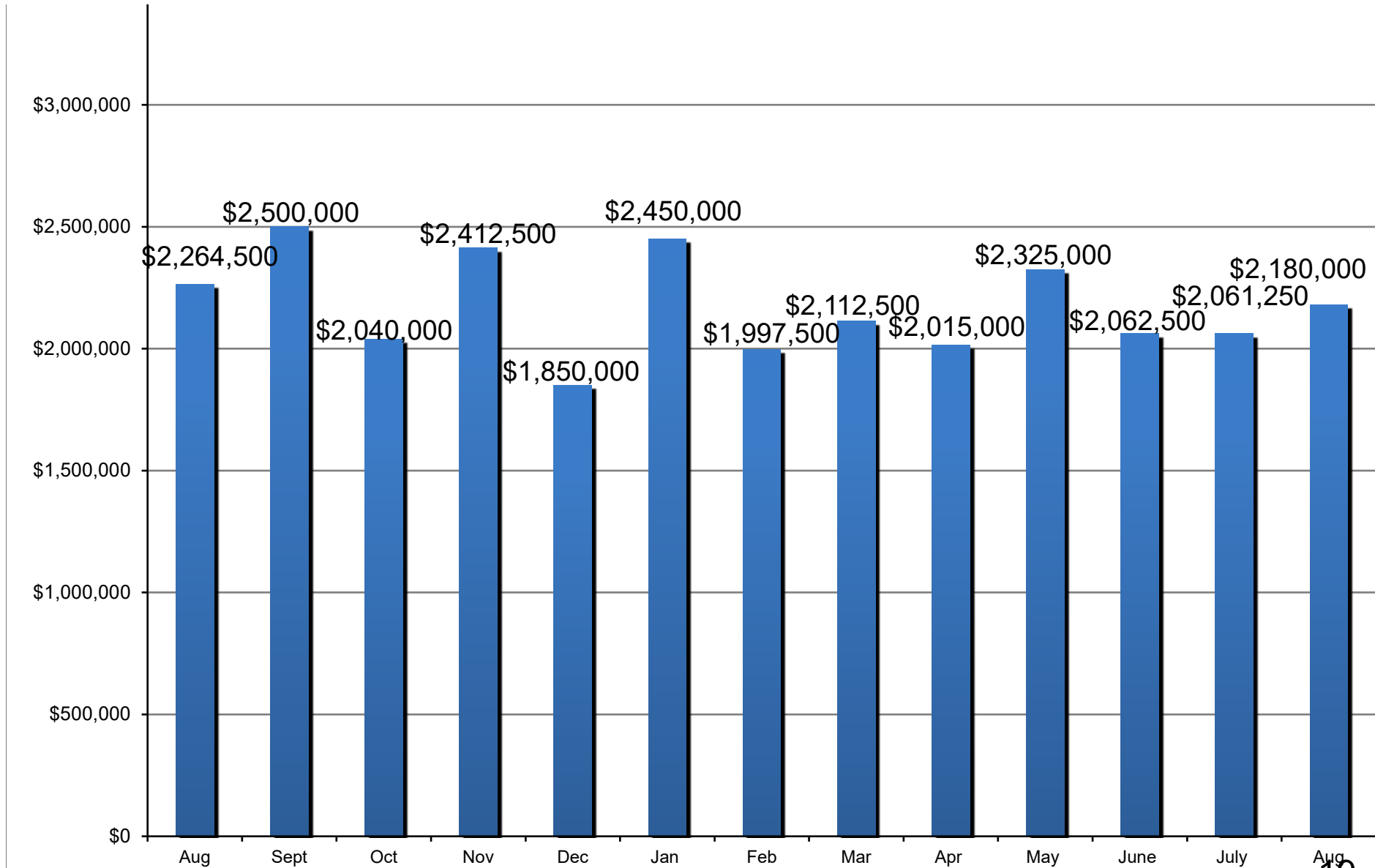
+5.5%

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

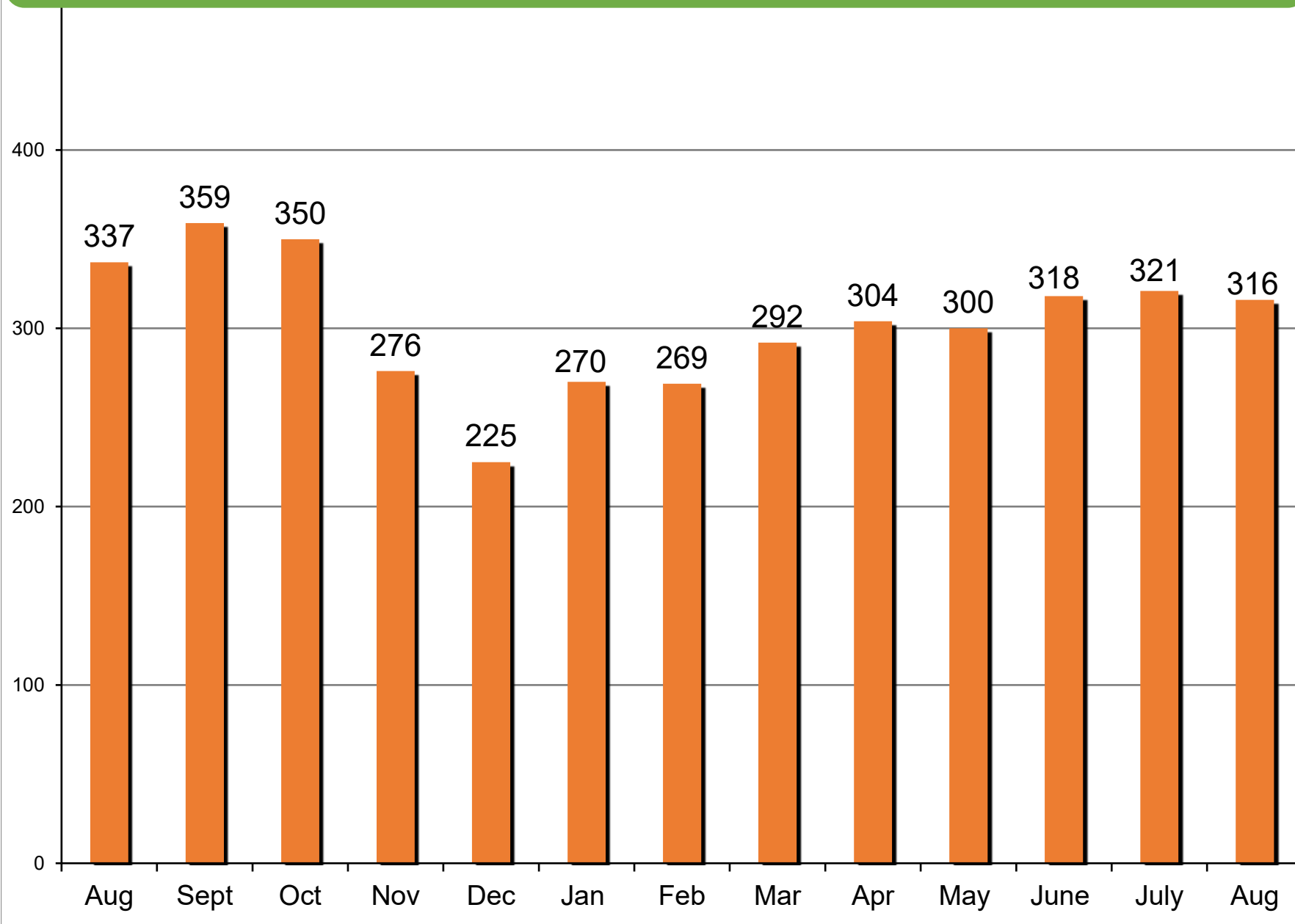
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

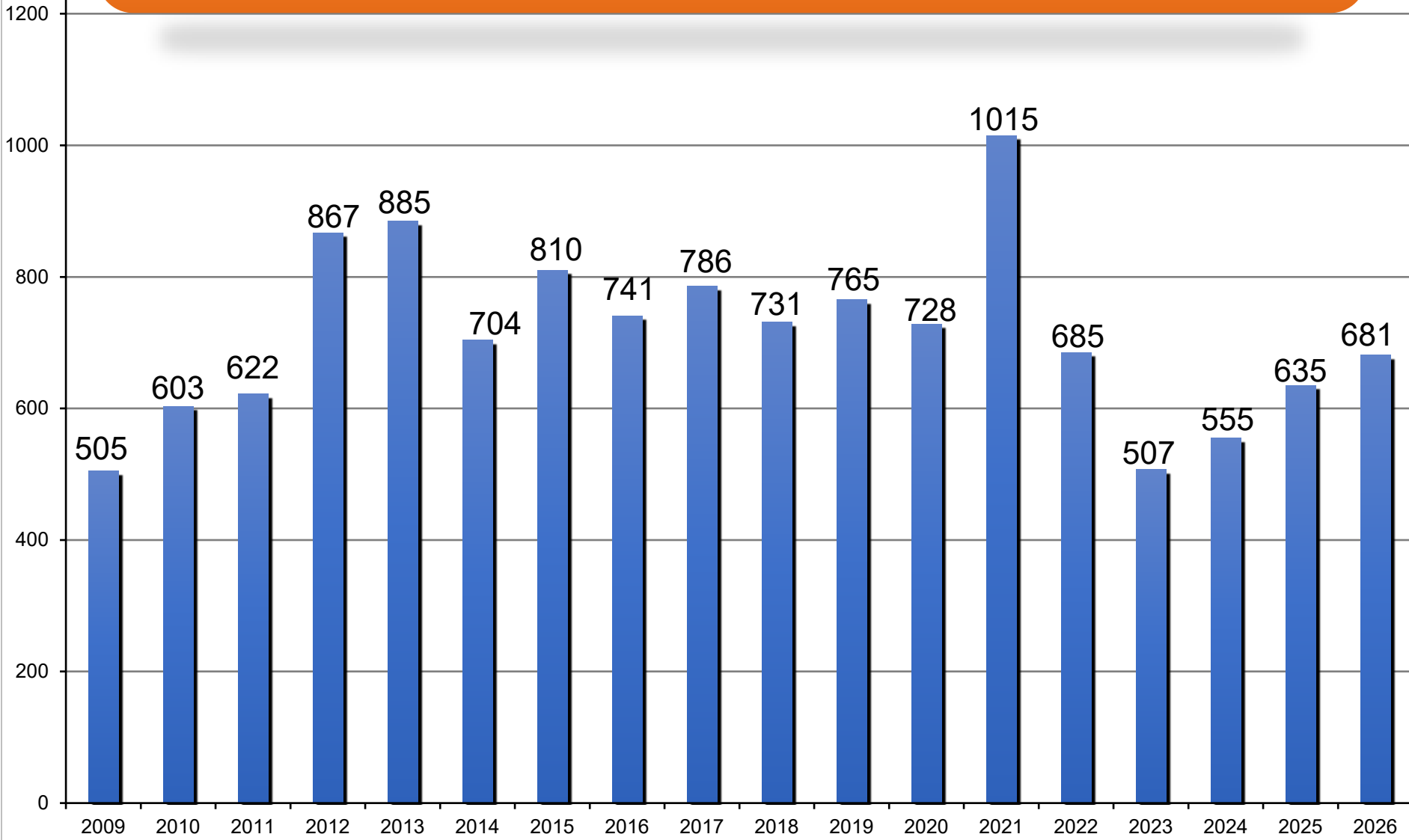


HE/PU Active Listings for the Last 12 Months



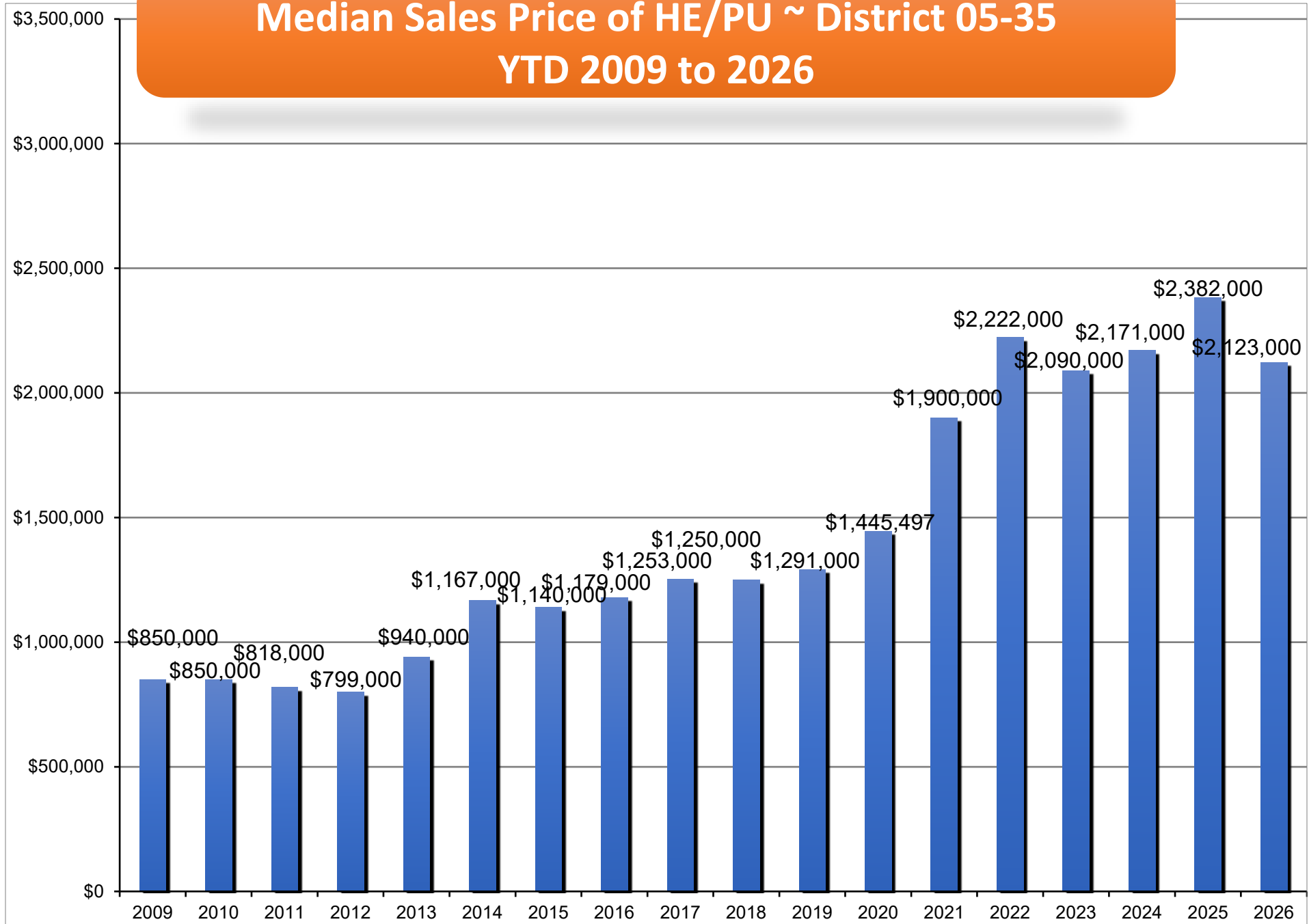
Perspective for Home Estates & PUDs 2009 – 2026

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



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
Sold	30		\$41,097,399	\$1,250,000	\$1,369,913	35	51	\$40,286,900	\$1,185,000	\$1,342,896	98.03	96.94
List/Sold	5		\$7,439,000	\$1,499,000	\$1,487,800	56	56	\$7,045,000	\$1,240,000	\$1,409,000	94.70	91.98
Co-Broker	25		\$33,658,399	\$1,195,000	\$1,346,335	31	50	\$33,241,900	\$1,150,000	\$1,329,676	98.76	98.06
New	41		\$62,174,400	\$1,249,000	\$1,516,448	16	31					
Pending	36		\$61,996,400	\$1,197,500	\$1,722,122	33	52					
Withdrawn	4		\$5,060,000	\$1,245,000	\$1,265,000	35	35					
Cancelled	6		\$7,504,000	\$1,197,500	\$1,250,666	164	174					
Expired	6		\$10,542,950	\$999,500	\$1,757,158	195	220					
Back On Market	6		\$6,529,000	\$907,500	\$1,088,166	108	108					
Extended	6		\$13,513,000	\$1,635,000	\$2,252,166	100	124					
Active In Range	112		\$167,357,000	\$1,197,500	\$1,494,258	45	51					
Current Active	63		\$85,801,900	\$1,249,000	\$1,361,934	72	78					

Previous Year Comparison

CONDOS

August 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	30	\$41,097,399	\$1,250,000	\$1,369,913	35	51	\$40,286,900	\$1,185,000	\$1,342,896	98.03	96.94
Pending	36	\$61,996,400	\$1,197,500	\$1,722,122	33	52					

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	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					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$150,000-\$199,999	1	1	1
\$550,000-\$599,999	1	18	18
\$750,000-\$799,999	2	10	10
\$850,000-\$899,999	4	14	14
\$900,000-\$949,999	1	10	10
\$1,000,000-\$1,099,999	3	72	72
\$1,100,000-\$1,199,999	3	21	184
\$1,200,000-\$1,299,999	3	100	100
\$1,300,000-\$1,399,999	1	94	94

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,400,000-\$1,499,999	1	78	78
\$1,500,000-\$1,599,999	1	7	7
\$1,600,000-\$1,699,999	1	25	25
\$1,700,000-\$1,799,999	2	1	1
\$1,800,000-\$1,899,999	1	43	43
\$1,900,000-\$1,999,999	2	10	10
\$2,000,000-\$2,249,999	1	58	58
\$2,250,000-\$2,499,999	1	1	1
\$3,250,000-\$3,499,999	1	43	43

Sold Listings

The average price for the **30** properties is **\$1,342,896**

The highest price is **\$3,450,000**

59 Seaview Drive

The median price is **\$1,185,000**

The lowest price is **\$186,400**

3234 Via Real

The average Market Time is **35**

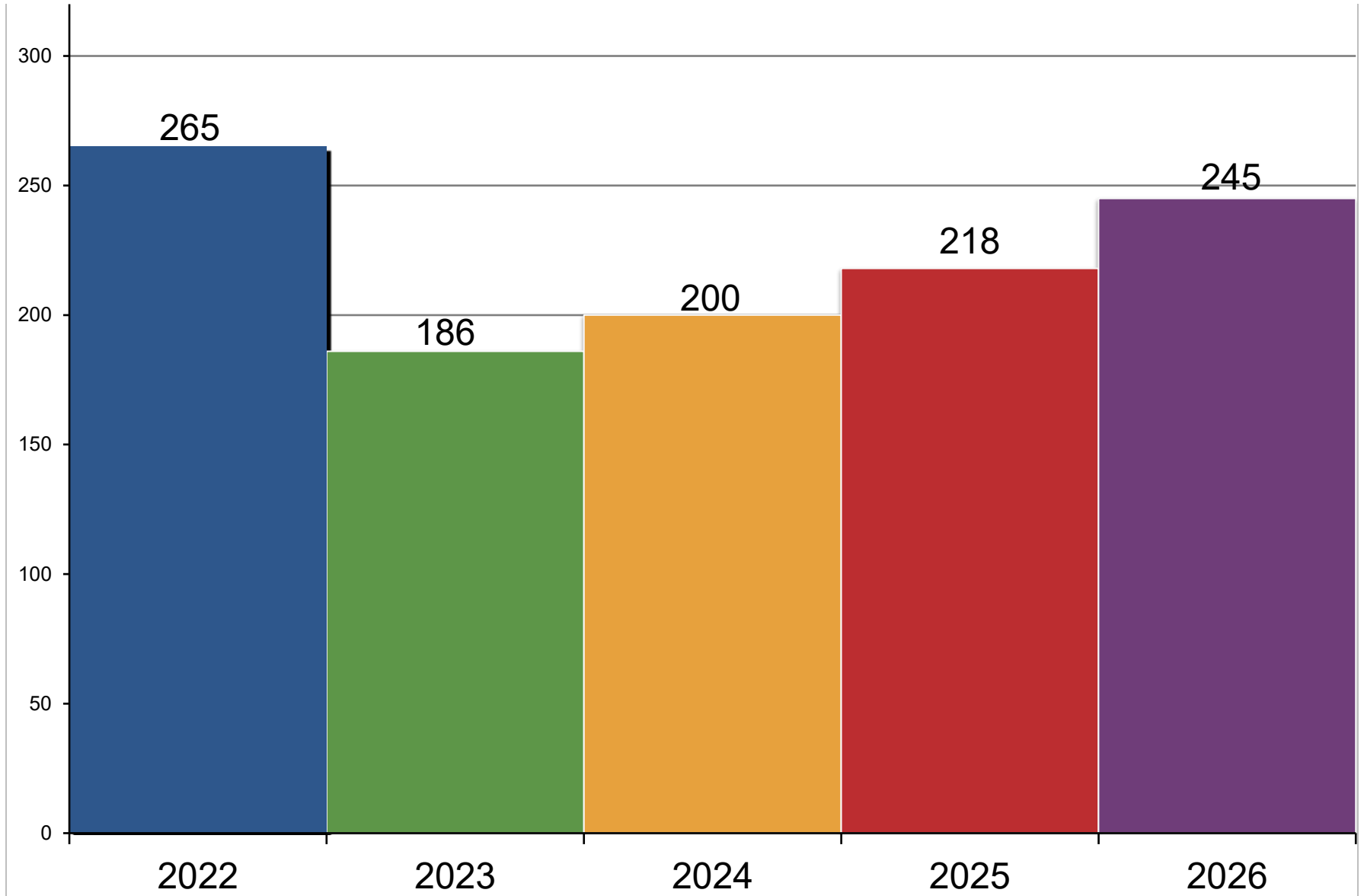
The average Continuous Market Time is **51**

CONDO STATISTICS

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

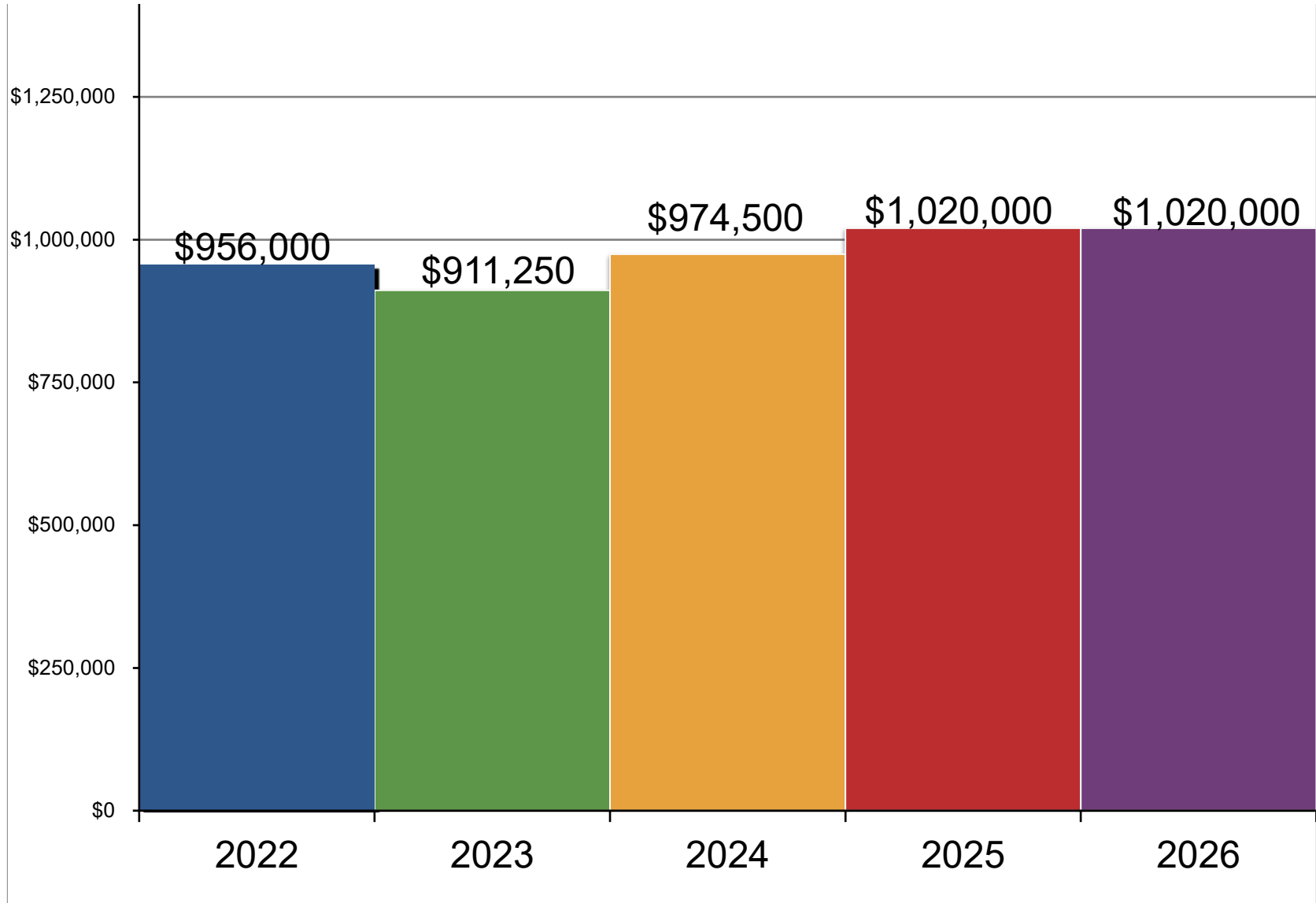
Condo Sales

YTD 2022 – 2026



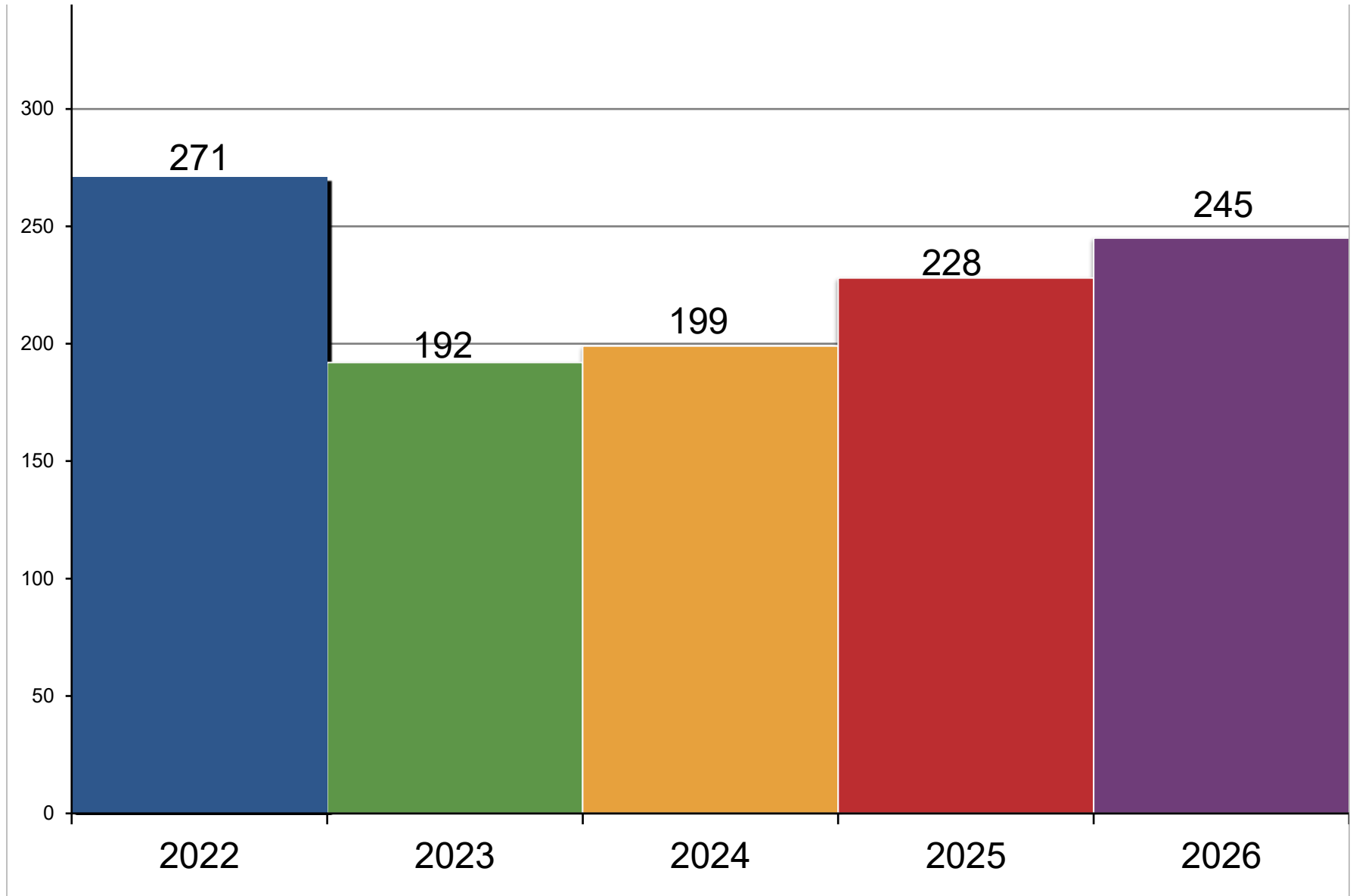
Condo Median Sales Price

YTD 2022 – 2026



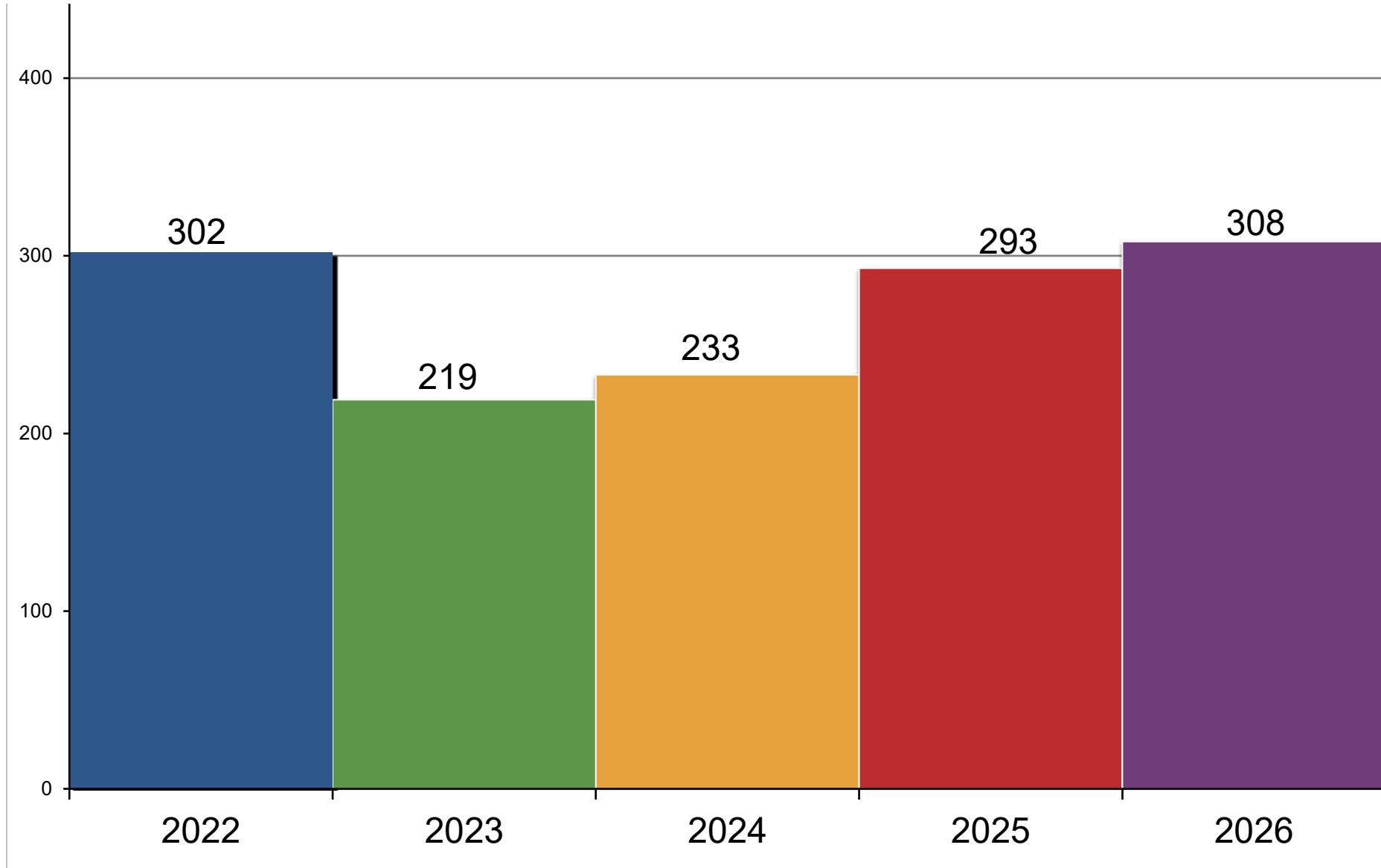
Condo Pending Sales

YTD 2022 – 2026



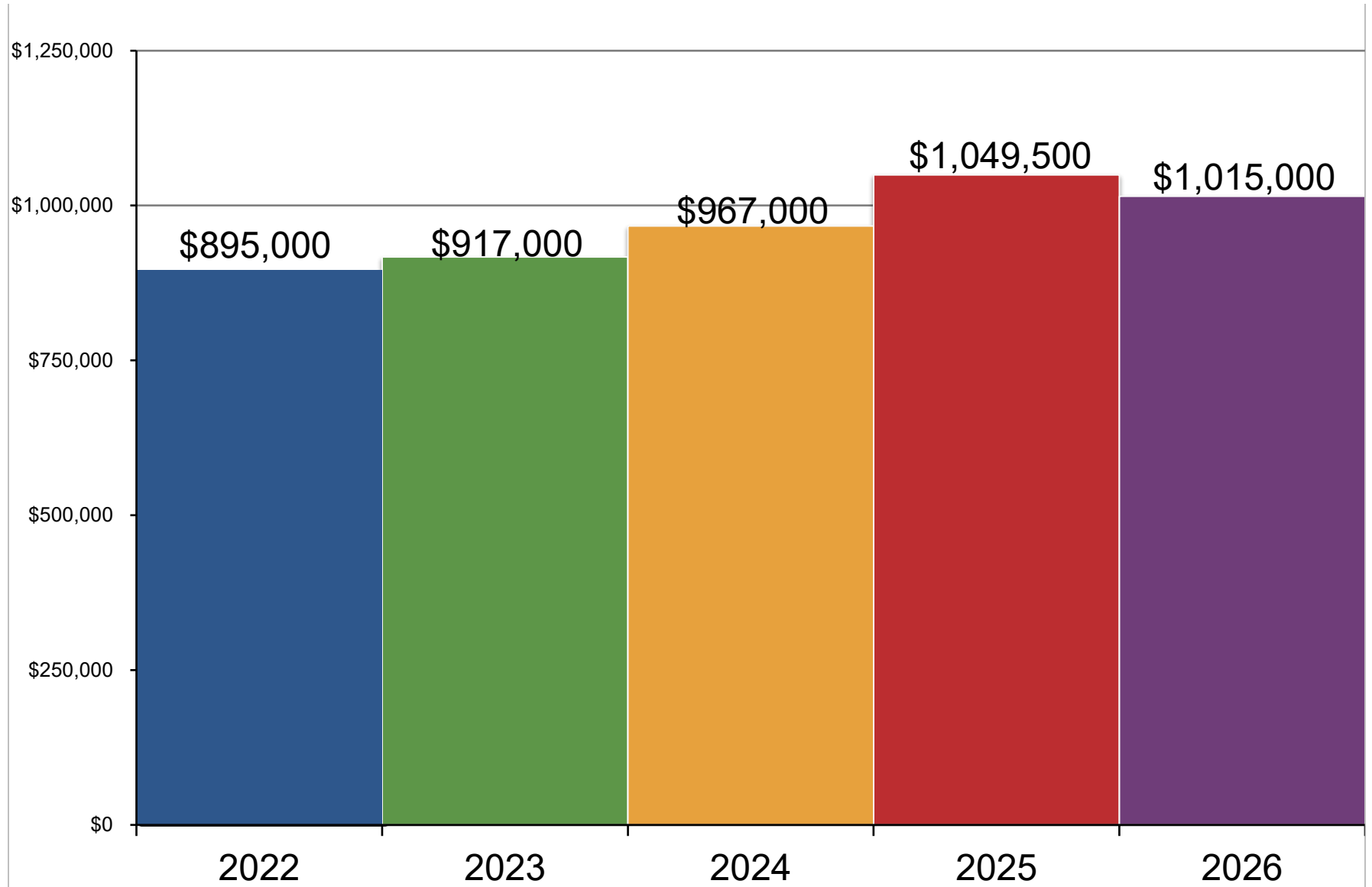
Condo Active Listings

YTD 2022 – 2026



Condo Median List Price

YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 293

UP



+5.1%

2026 ~ 308

New Listings

2025 ~ 314

DOWN



-0.6%

2026 ~ 312

Median List Price

2025 ~ \$1,049,500

DOWN



-3.3%

2026 ~ \$1,015,000

Properties that went into Escrow

2025 ~ 228

UP



+7.5%

2026 ~ 245

SOLD Properties

Sold Properties

2025 ~ 218

2025 vs. 2026 ~ YTD

UP



+12.4%

2026 ~ 245

Median Sales Price

2025 ~ \$1,020,000

2026 ~ \$1,020,000

NO CHANGE

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$970,000

2026 ~ \$983,500

UP



+1.4%

Average Sold Price

2025 ~ \$ 1,324,049

2026 ~ \$1,226,030

DOWN



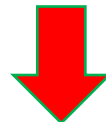
-7.4%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$1,145,282

2026 ~ \$1,115,245

DOWN



-2.6%

Sold Volume

2025 ~ \$288,642,794

2026 ~ \$300,377,392

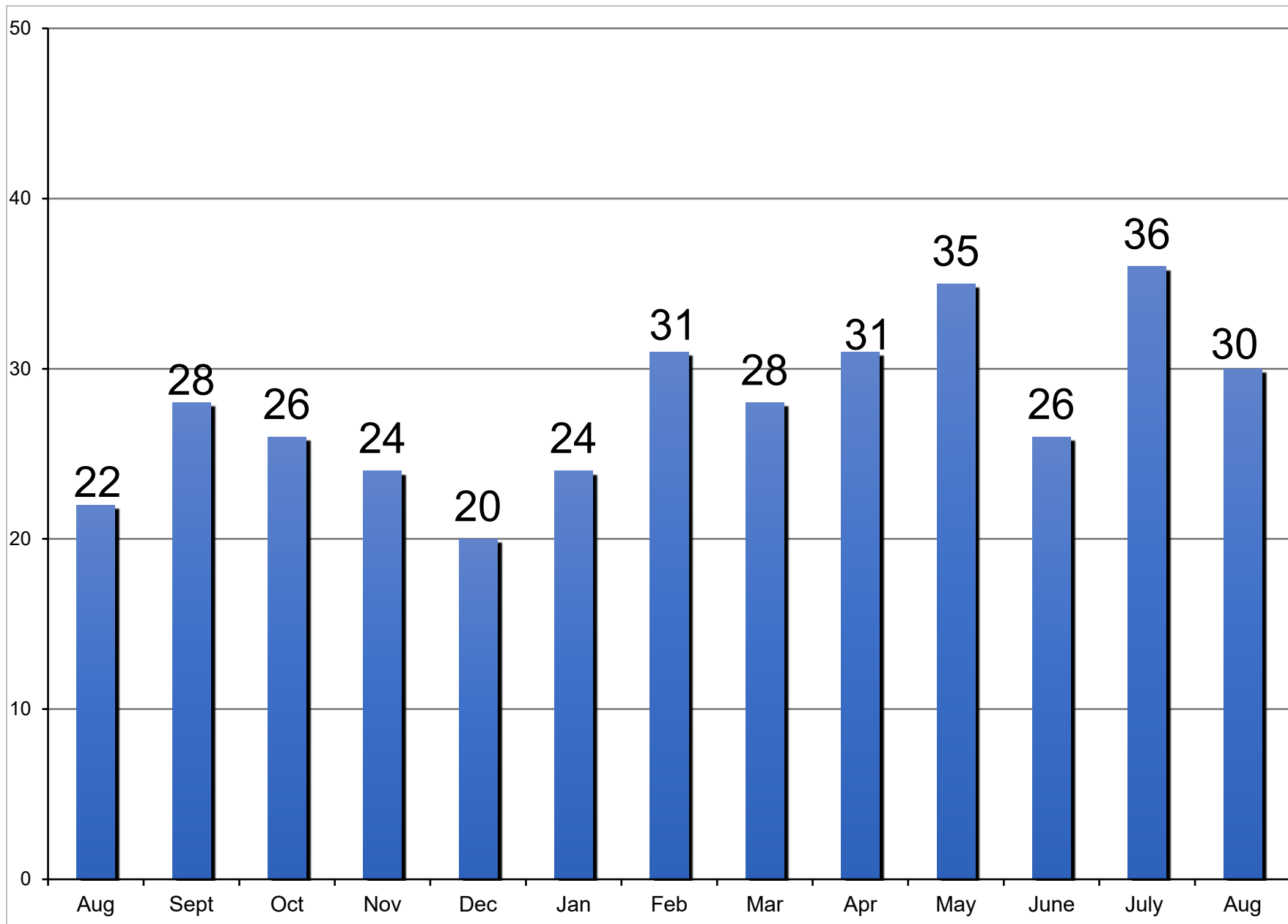
UP



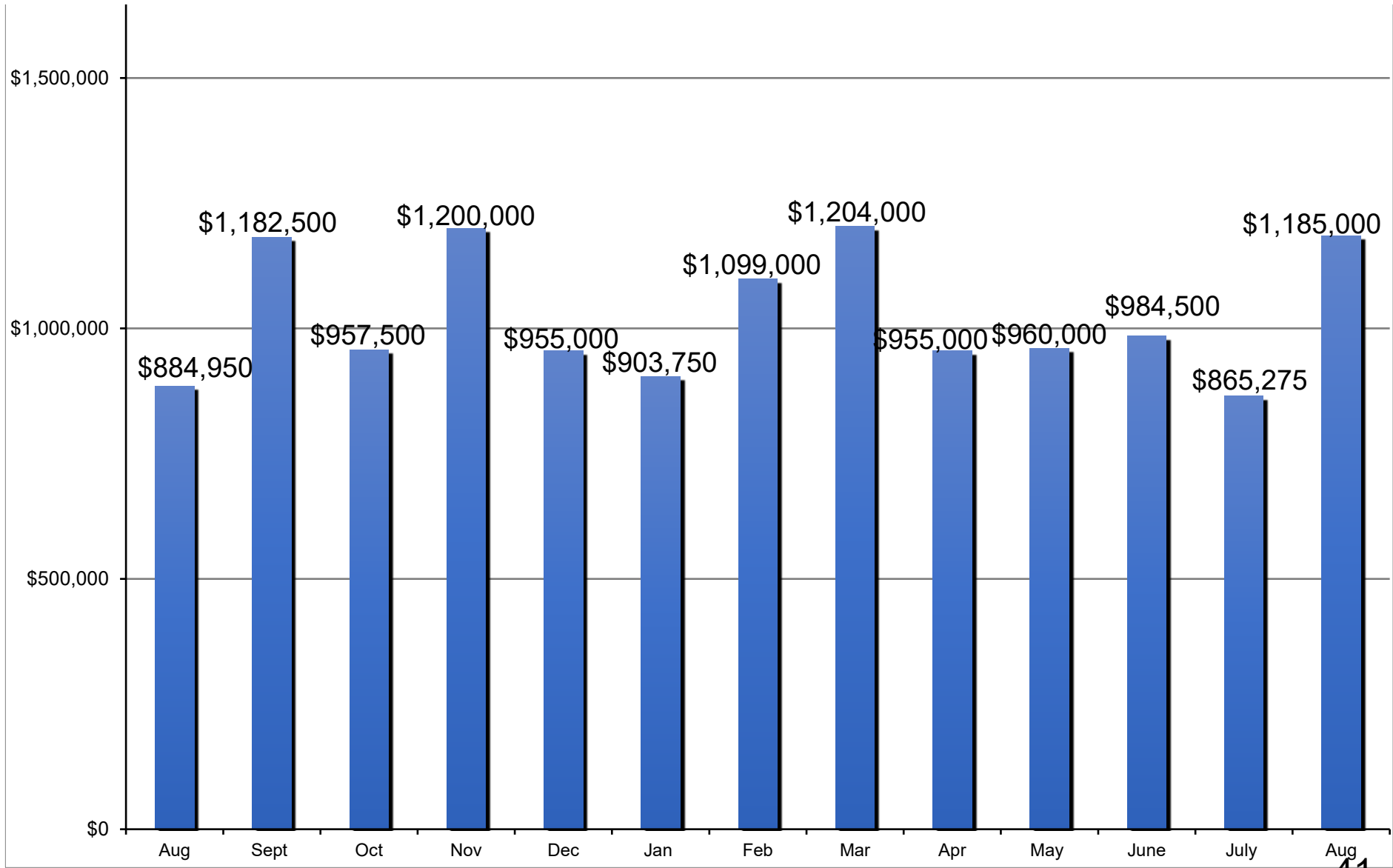
+4.1%

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

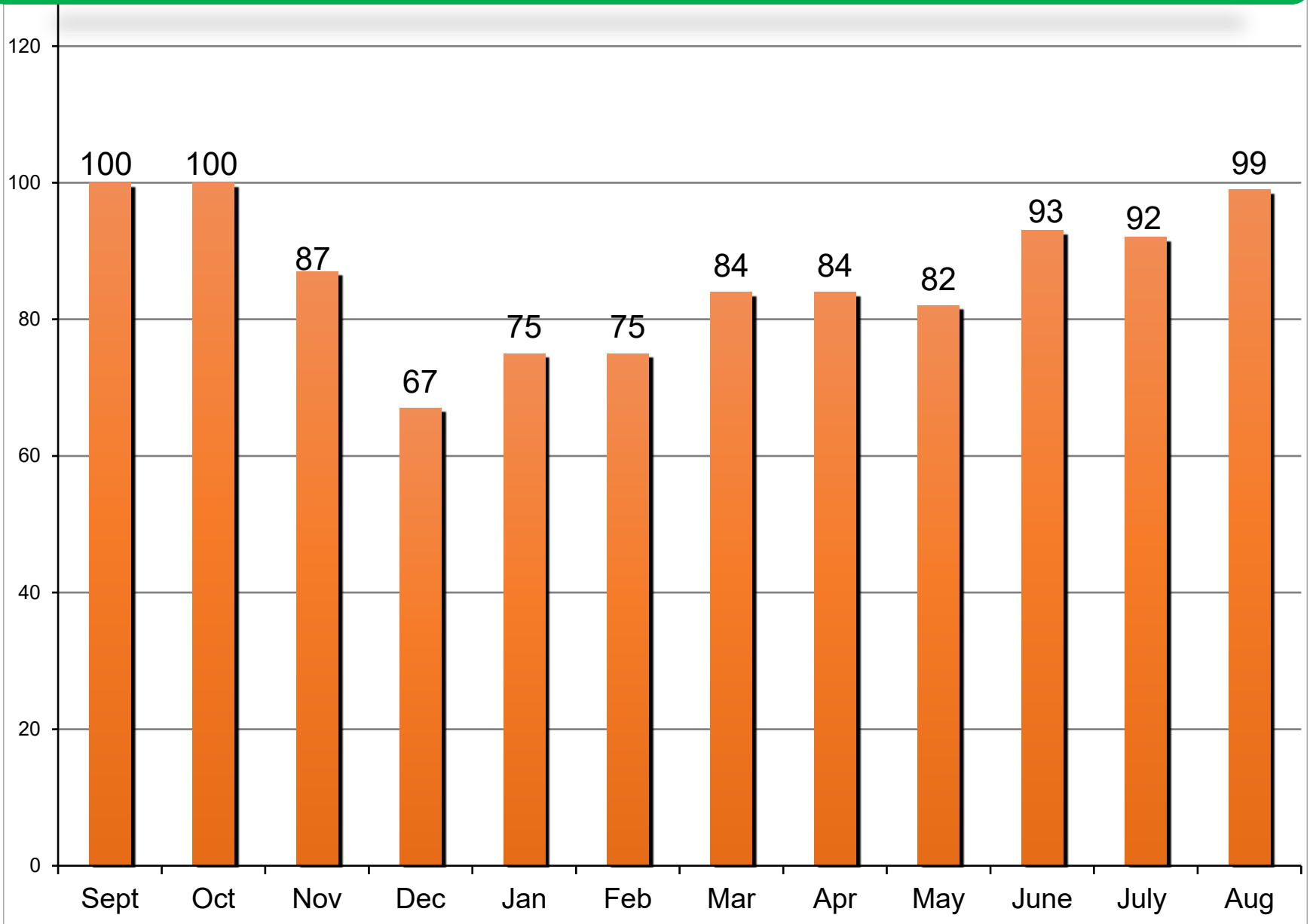
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

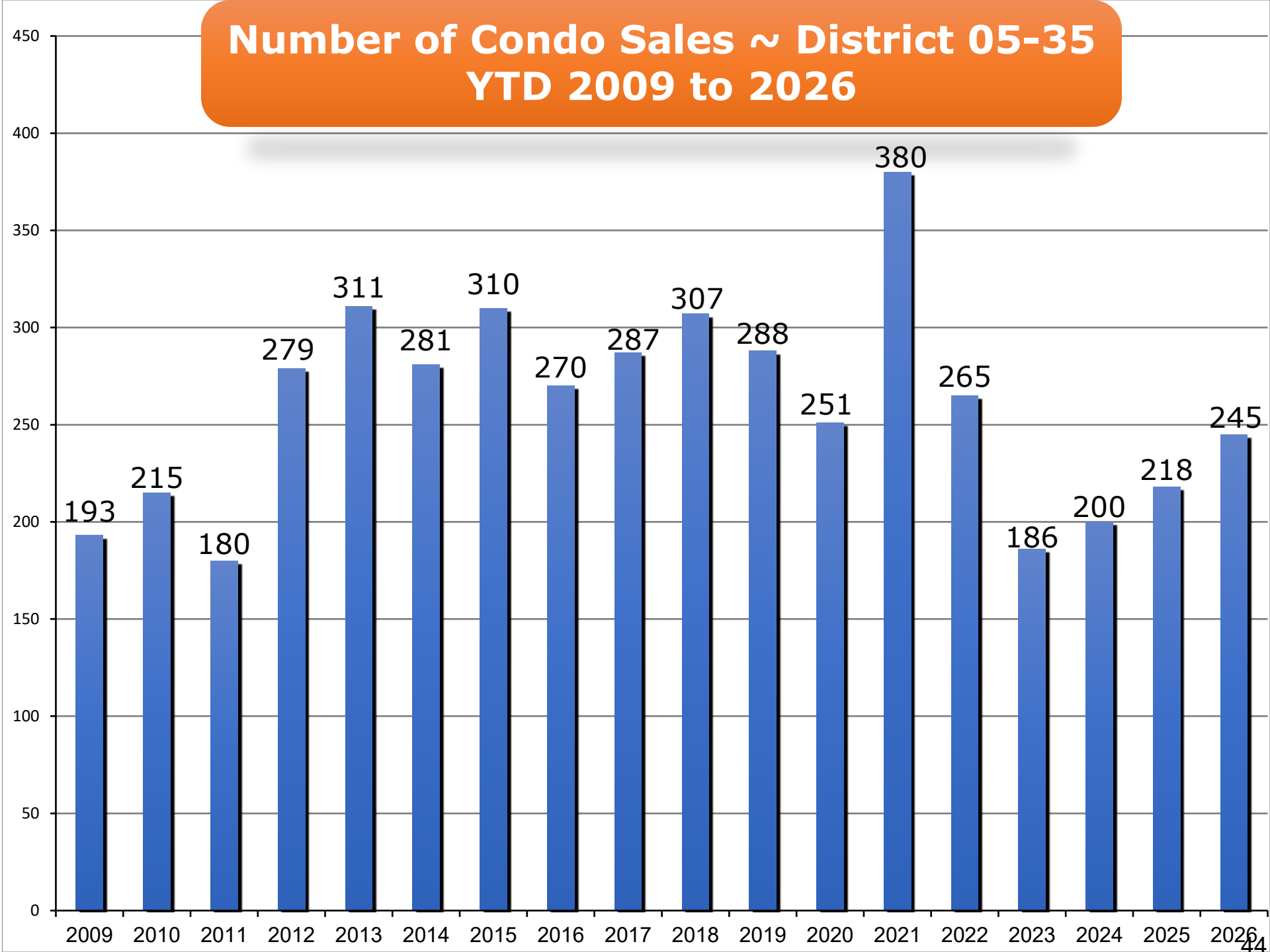


Condo Active Listings for the Last 12 Months



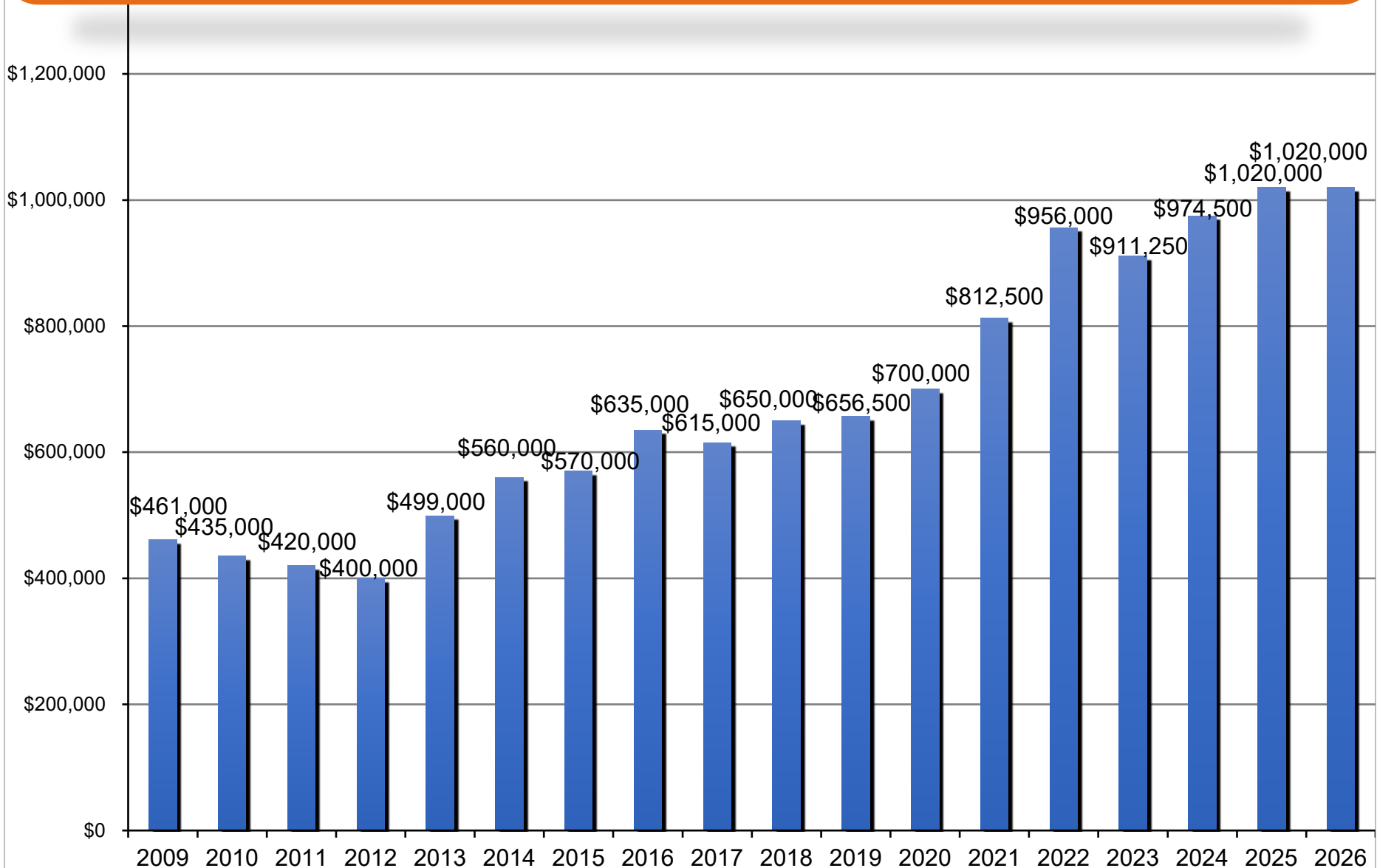
Perspective for Condos *2009 – 2026*

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 9/5/2026*

Statistics Through August 2026