

Monthly MLS Statistics

JANUARY 2026



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 2/5/2026*

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	57	\$197,801,600	\$2,540,000	\$3,470,203	44	56	\$188,970,225	\$2,450,000	\$3,315,267	95.54	93.45
List/Sold	7	\$23,825,000	\$3,495,000	\$3,403,571	16	16	\$23,185,000	\$3,595,000	\$3,312,142	97.31	94.32
Co-Broker	50	\$173,976,600	\$2,497,000	\$3,479,532	48	66	\$165,785,225	\$2,400,000	\$3,315,704	95.29	93.33
New	111	\$432,804,992	\$2,999,999	\$3,899,144	15	47					
Pending	76	\$268,523,999	\$2,445,000	\$3,533,210	54	68					
Withdrawn	9	\$42,500,000	\$4,395,000	\$4,722,222	72	181					
Cancelled	13	\$68,897,500	\$3,795,000	\$5,299,807	140	221					
Expired	38	\$333,066,993	\$4,975,000	\$8,764,920	236	286					
Back On Market	18	\$69,468,999	\$3,475,000	\$3,859,388	144	155					
Extended	41	\$372,695,000	\$3,995,000	\$9,090,121	160	246					
Active In Range	299	\$1,968,654,489	\$3,650,000	\$6,584,128	82	120					
Current Active	194	\$1,449,468,491	\$4,250,000	\$7,471,487	114	166					

Previous Year Comparison

Home Estate/PUD

JANUARY 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	57	\$197,801,600	\$2,540,000	\$3,470,203	44	56	\$188,970,225	\$2,450,000	\$3,315,267	95.54	93.45
Pending	76	\$268,523,999	\$2,445,000	\$3,533,210	54	68					

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	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					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$900,000-\$949,999	1	1	1
\$950,000-\$999,999	1	32	32
\$1,200,000-\$1,299,999	3	46	46
\$1,300,000-\$1,399,999	3	38	38
\$1,400,000-\$1,499,999	1	14	14
\$1,500,000-\$1,599,999	4	27	27
\$1,600,000-\$1,699,999	3	101	101
\$1,700,000-\$1,799,999	3	23	23
\$1,900,000-\$1,999,999	3	47	47

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,000,000-\$2,249,999	1	1	1
\$2,250,000-\$2,499,999	7	56	56
\$2,500,000-\$2,749,999	3	75	138
\$2,750,000-\$2,999,999	2	68	68
\$3,250,000-\$3,499,999	1	24	24
\$3,500,000-\$3,749,999	4	21	23
\$3,750,000-\$3,999,999	1	11	11
\$4,000,000-\$4,249,999	2	8	8
\$4,250,000-\$4,499,999	3	0	0
\$4,500,000-\$4,749,999	1	36	157
\$4,750,000-\$4,999,999	1	151	151
\$5,000,000+	9	59	122

Sold Listings

The average price for the **57** properties is **\$3,315,267**

The highest price is **\$12,788,125**

109 Rametto Road

The median price is **\$2,450,000**

7116 Madera Drive

The lowest price is **\$900,000**

The average Market Time is **44**

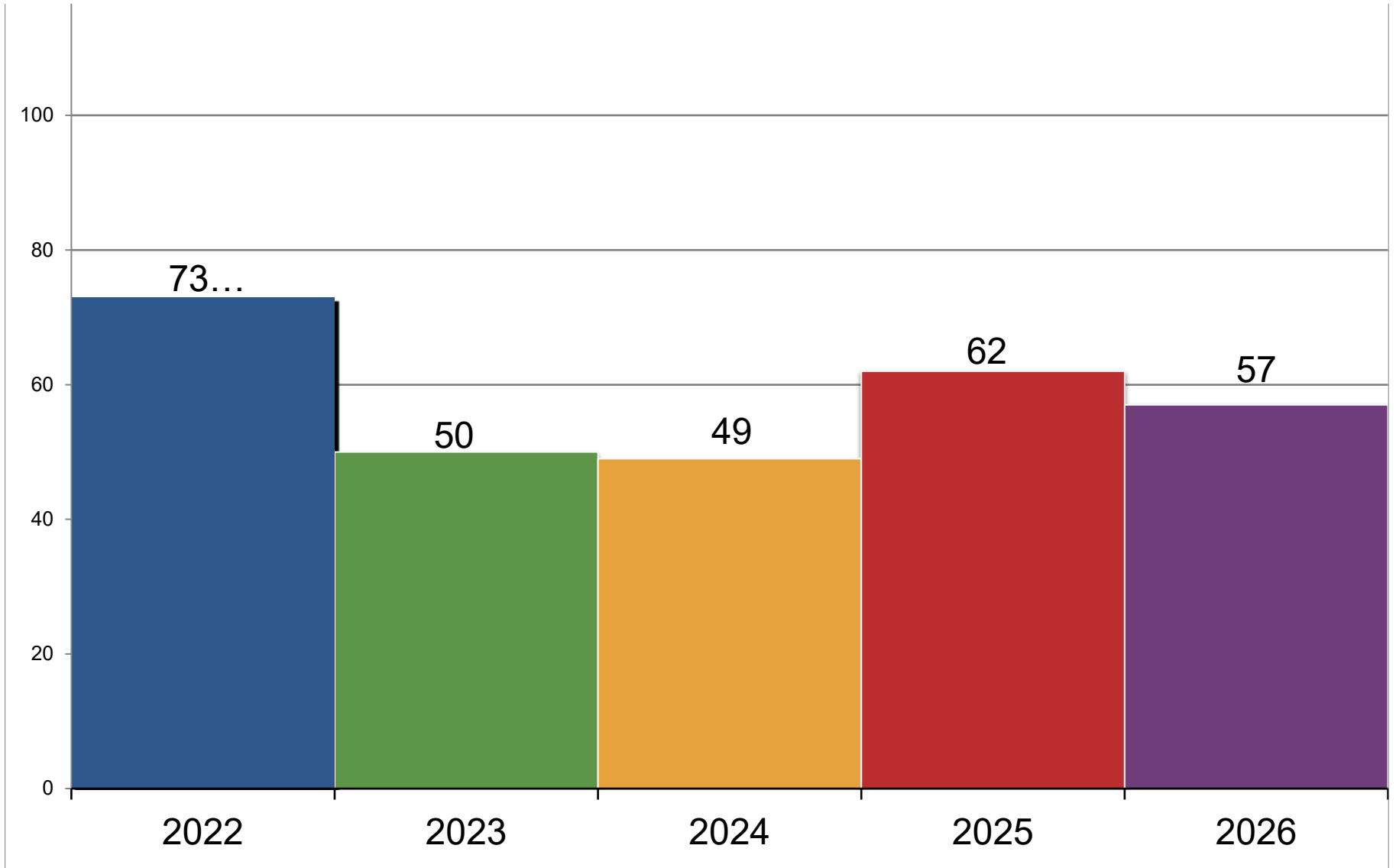
The average Continuous Market Time is **60**

HOME ESTATE & PUD

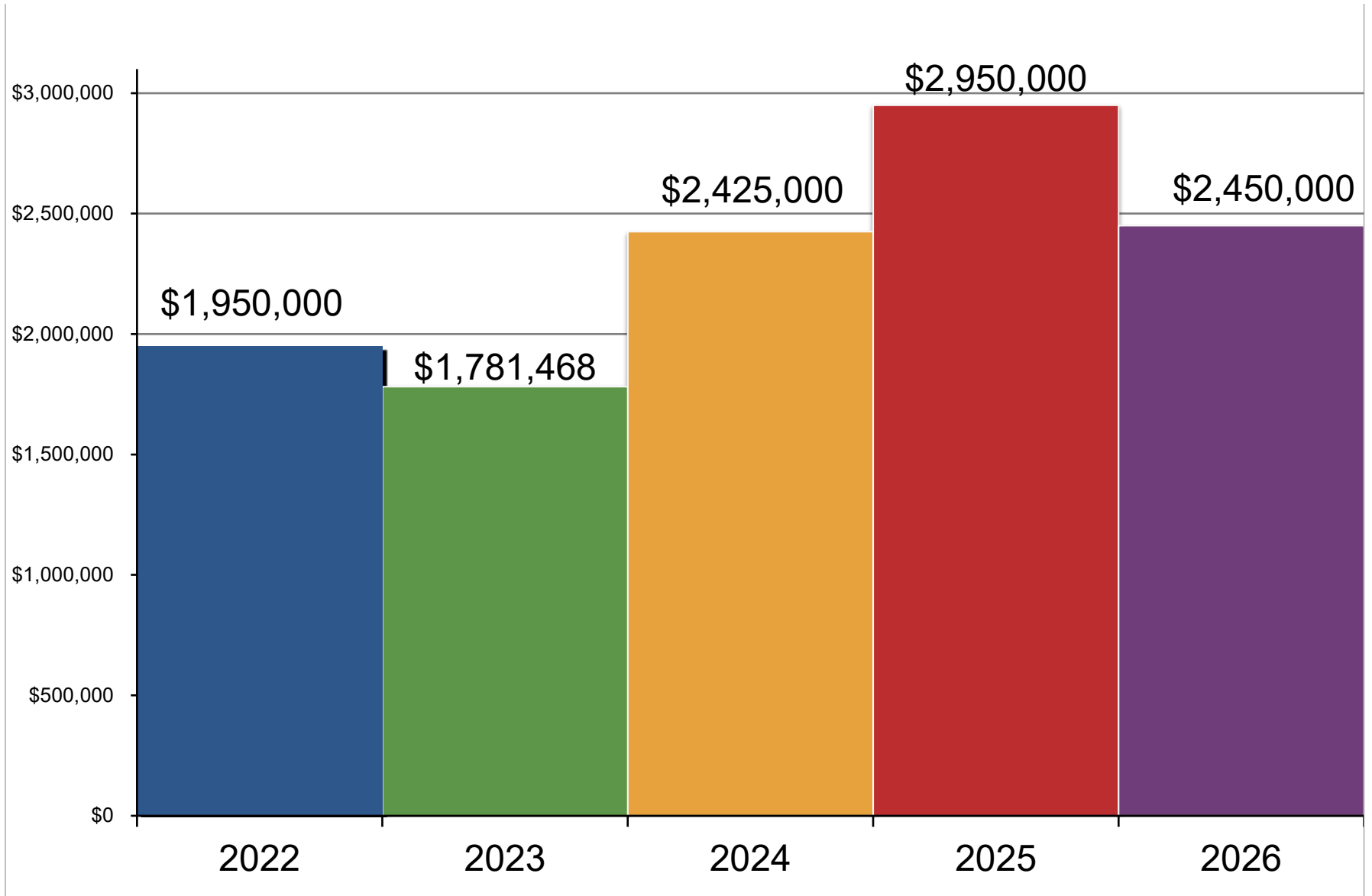
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

HE/PU Sales

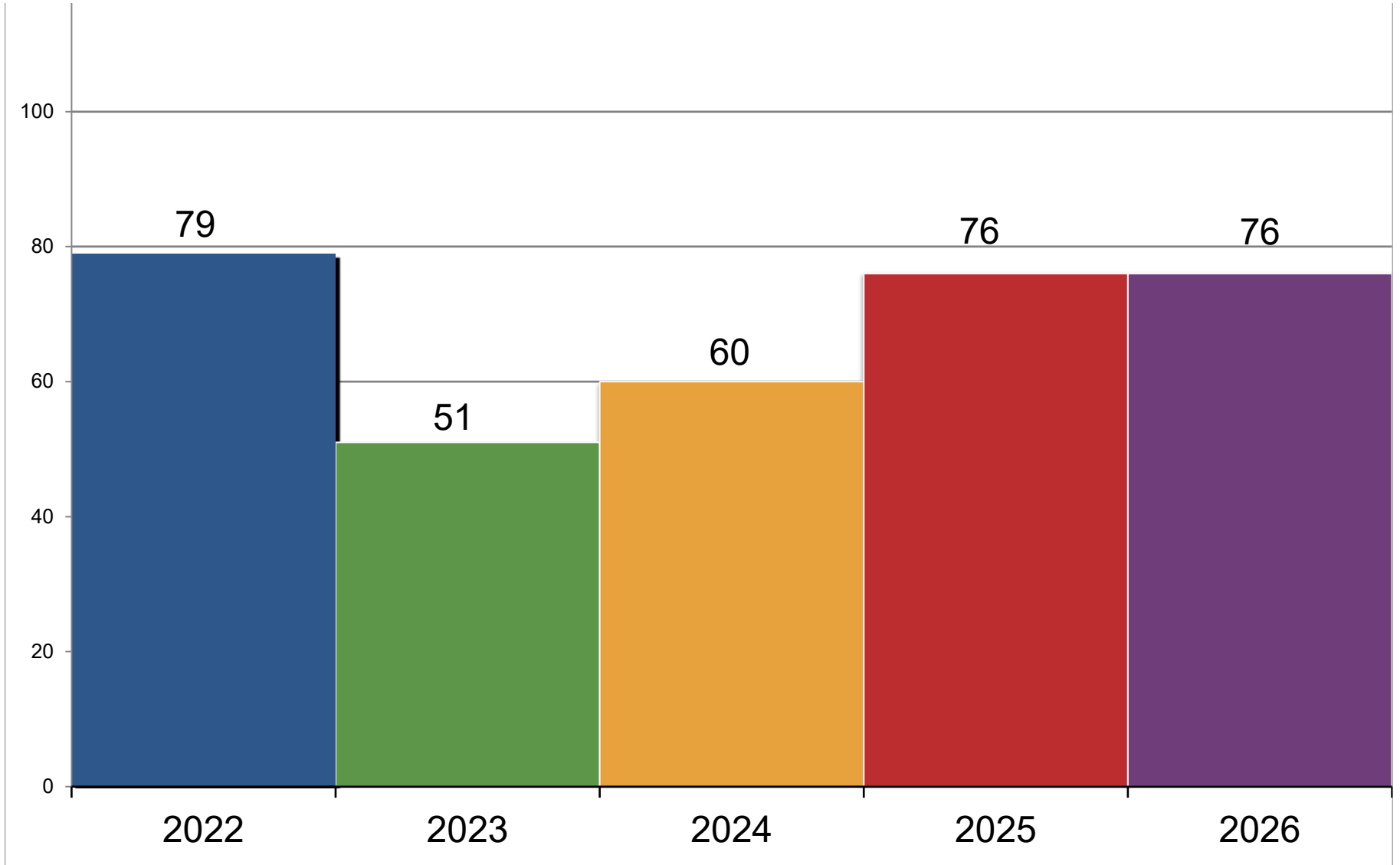
YTD 2022 – 2026



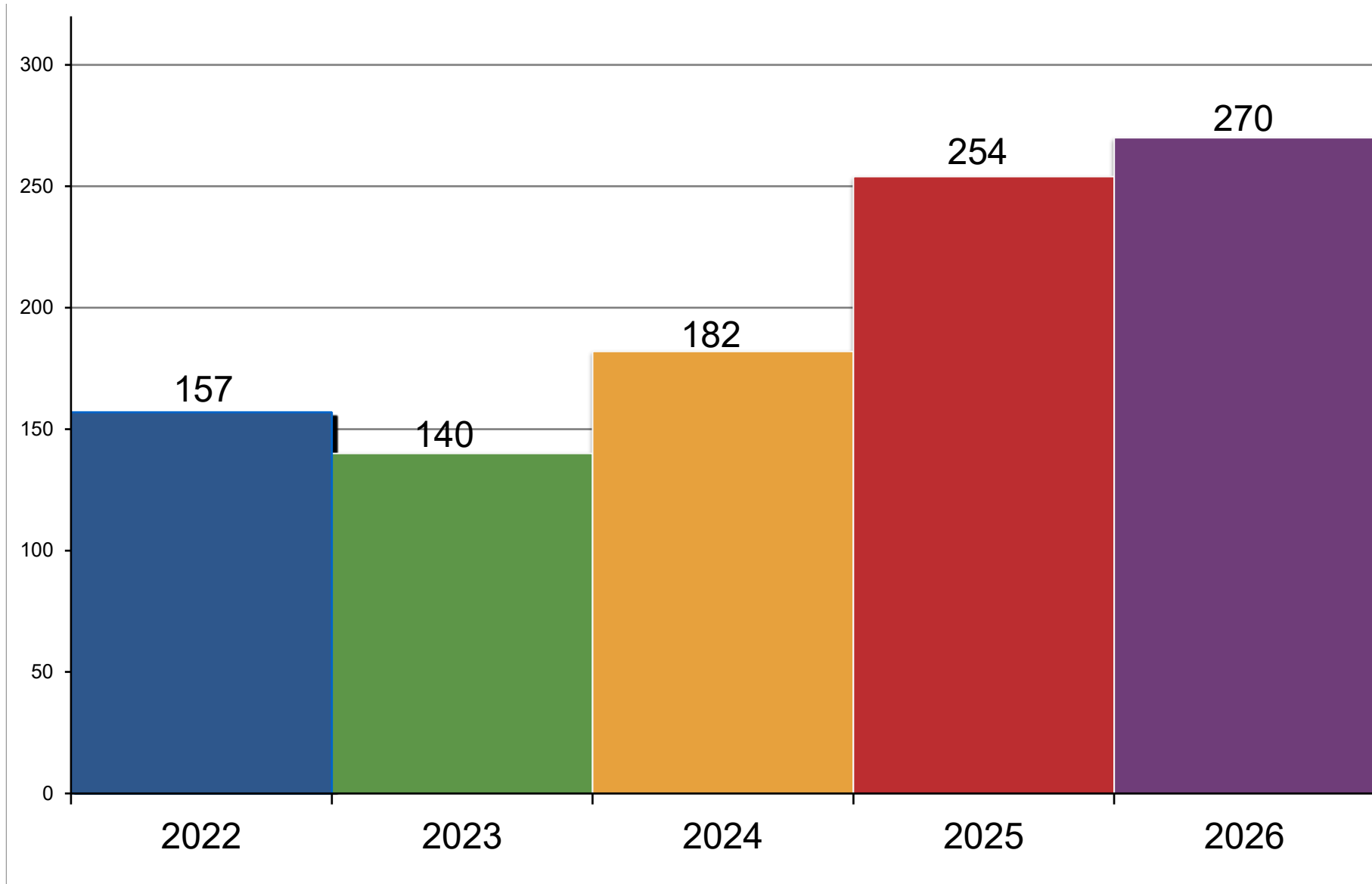
HE/PU Median Sales Price YTD 2022 – 2026



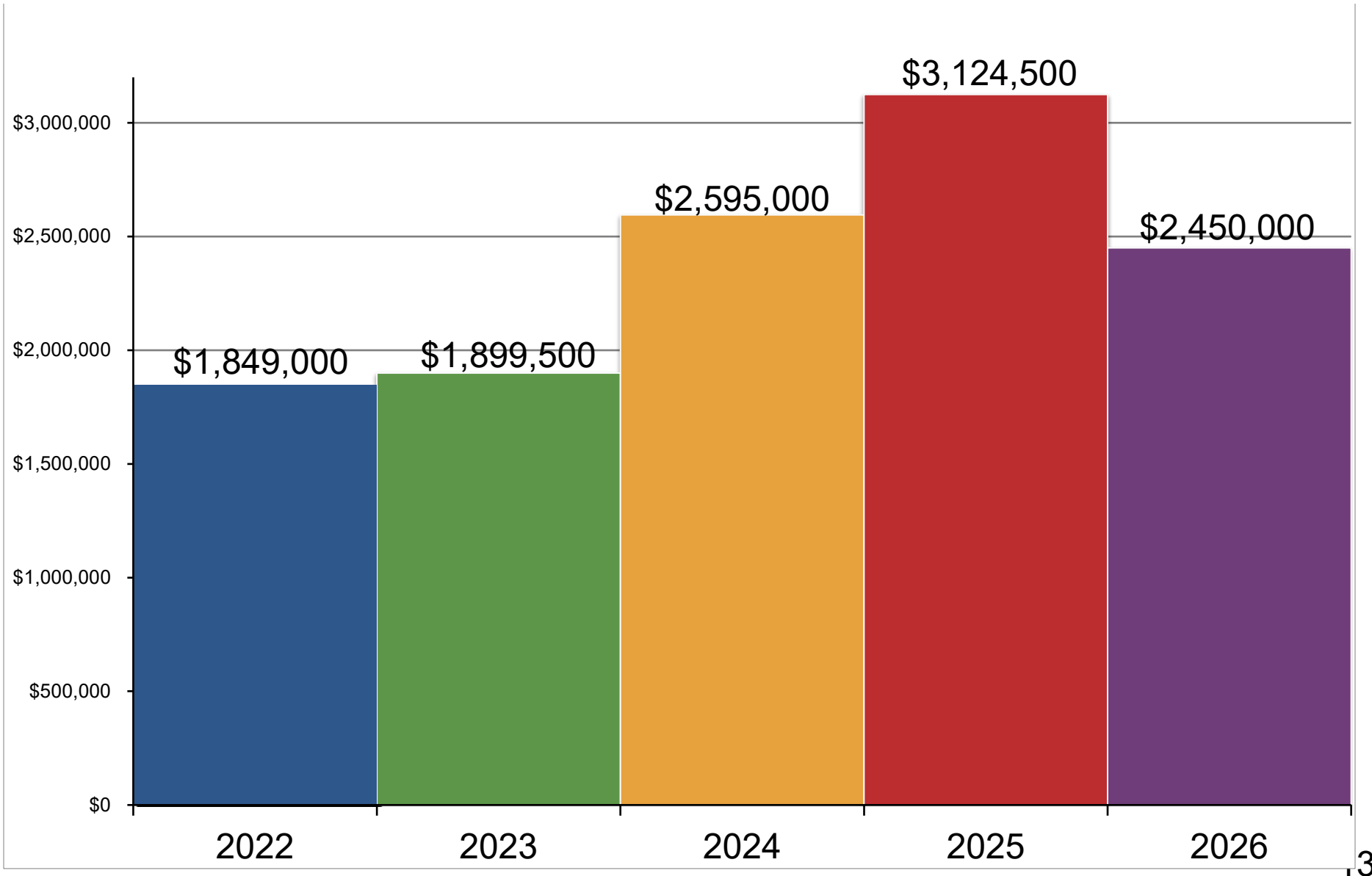
HE/PU Pending Sales YTD 2021 – 2025



HE/PU Active Listings YTD 2021 – 2025



HE/PU Median List Price YTD 2021 – 2025



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 254

UP



+6.3%

2026 ~ 270

New Listings

2025 ~ 133

DOWN



-16.5%

2026 ~ 111

Median List Price

2025 ~ \$3,124,500

DOWN



-18.7%

2026 ~ \$2,540,000

Properties that went into Escrow

2025 ~ 76

NO CHANGE

2026 ~ 76

SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 62

2026 ~ 57

DOWN  -8.1%

Median Sales Price

2025 ~ \$2,950,000

2026 ~ \$2,450,000

DOWN  -17%

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$1,975,000

2026 ~ \$2,301,432

UP  +16.6%

Average Sold Price

2025 ~ \$4,929,396

2026 ~ \$3,315,267

DOWN  -32.7%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$2,664,761

2026 ~ \$2,733,641

UP  +2.6%

Sold Volume

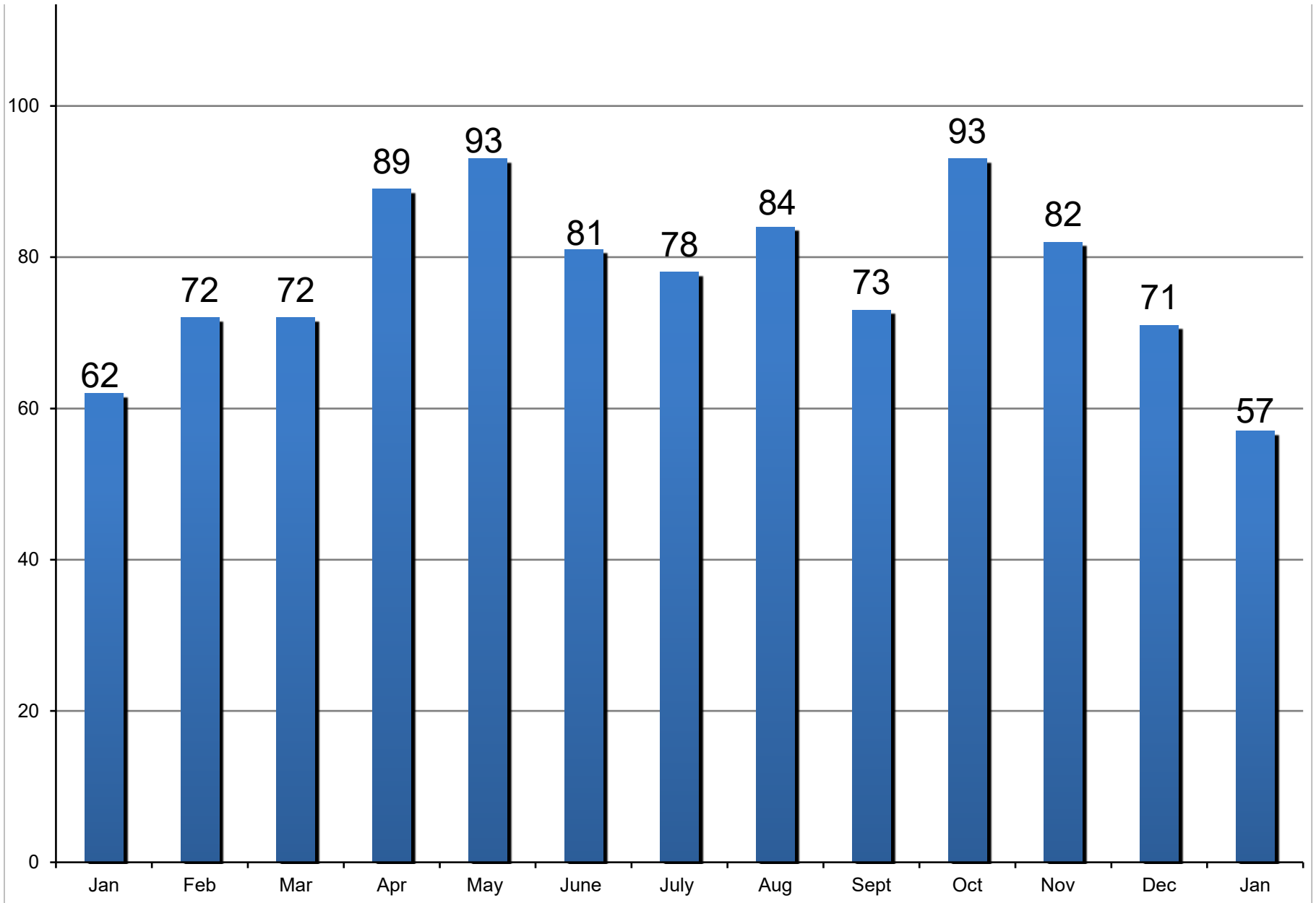
2025 ~ \$305,622,563

2026 ~ \$188,970,225

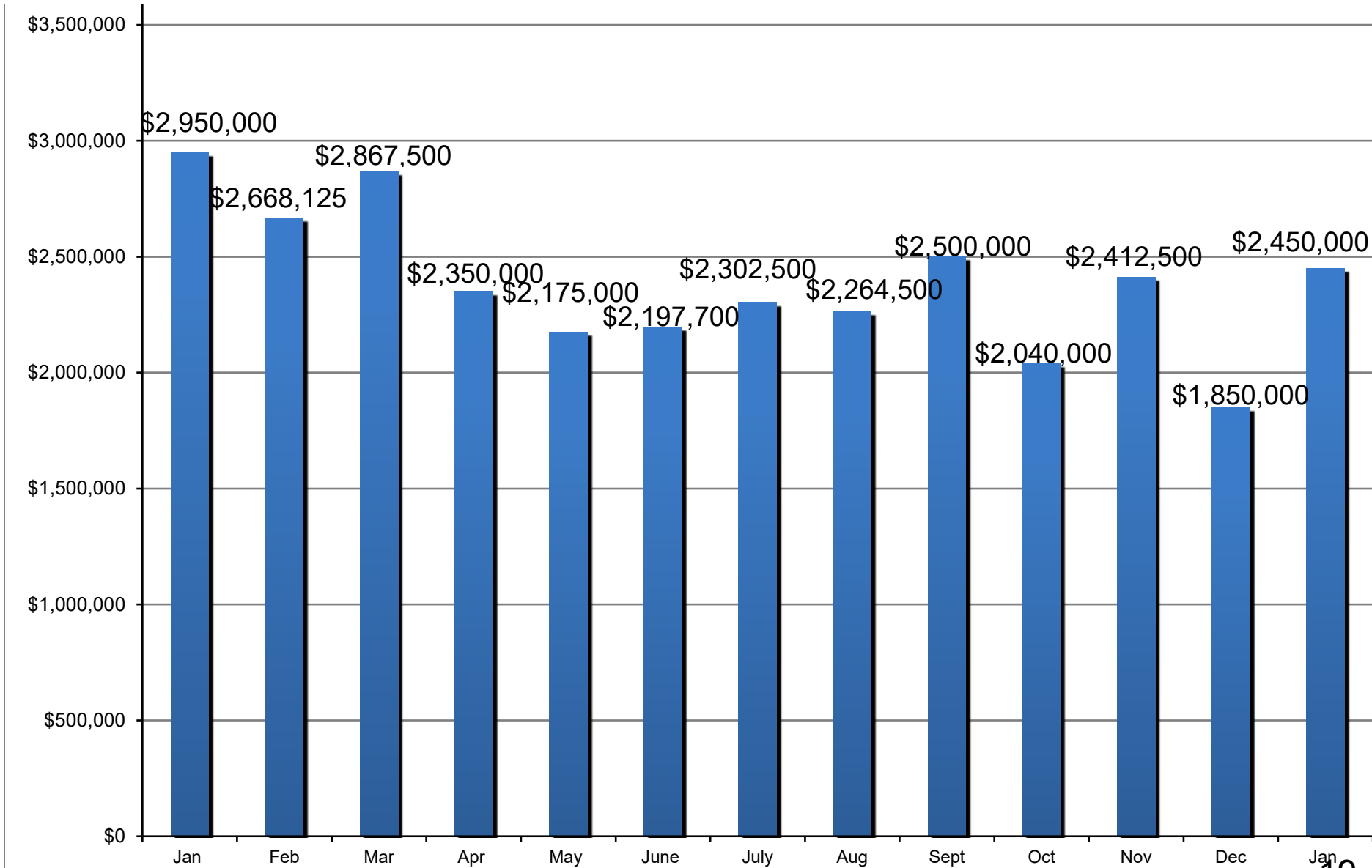
DOWN  -38.2%

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

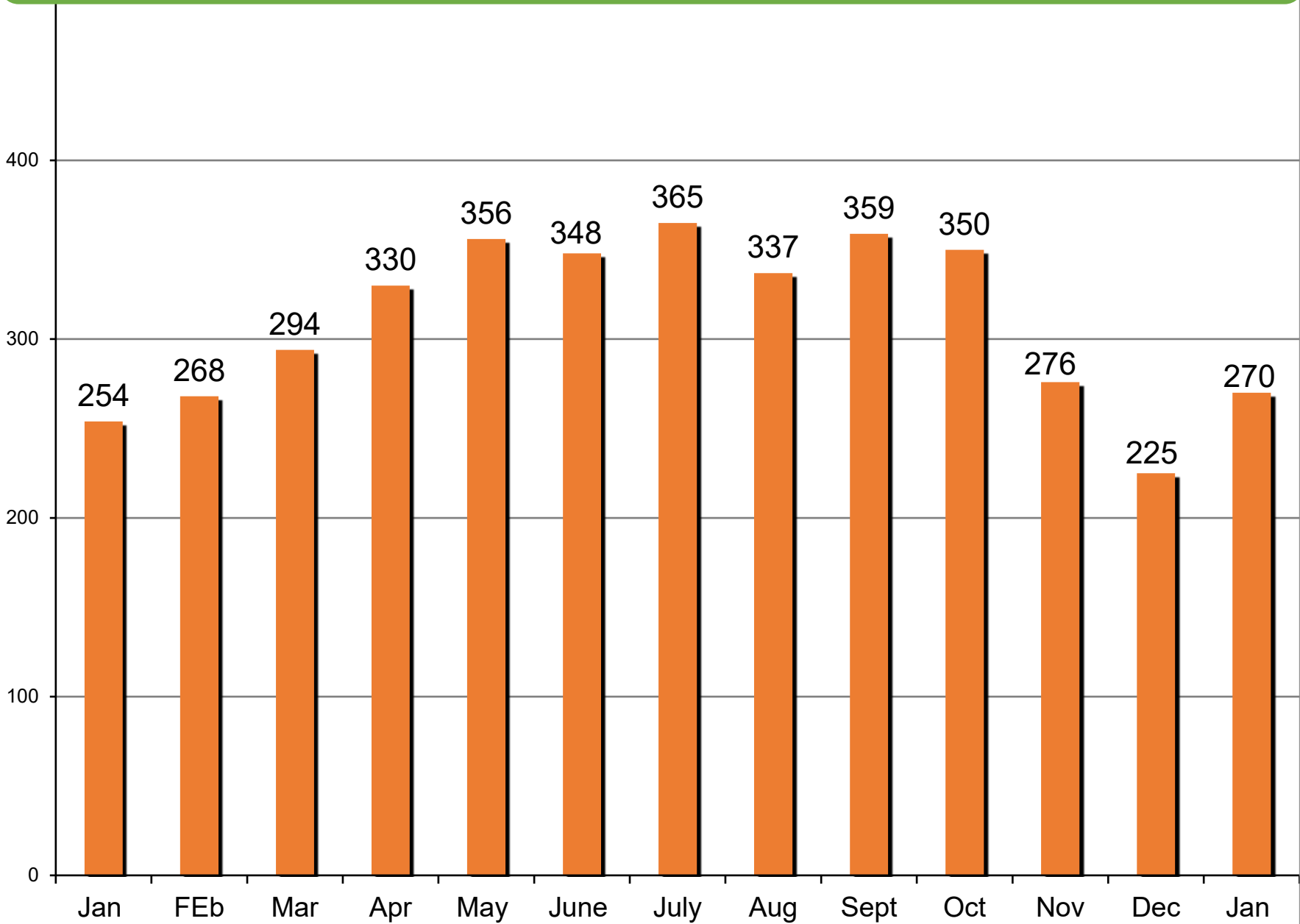
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

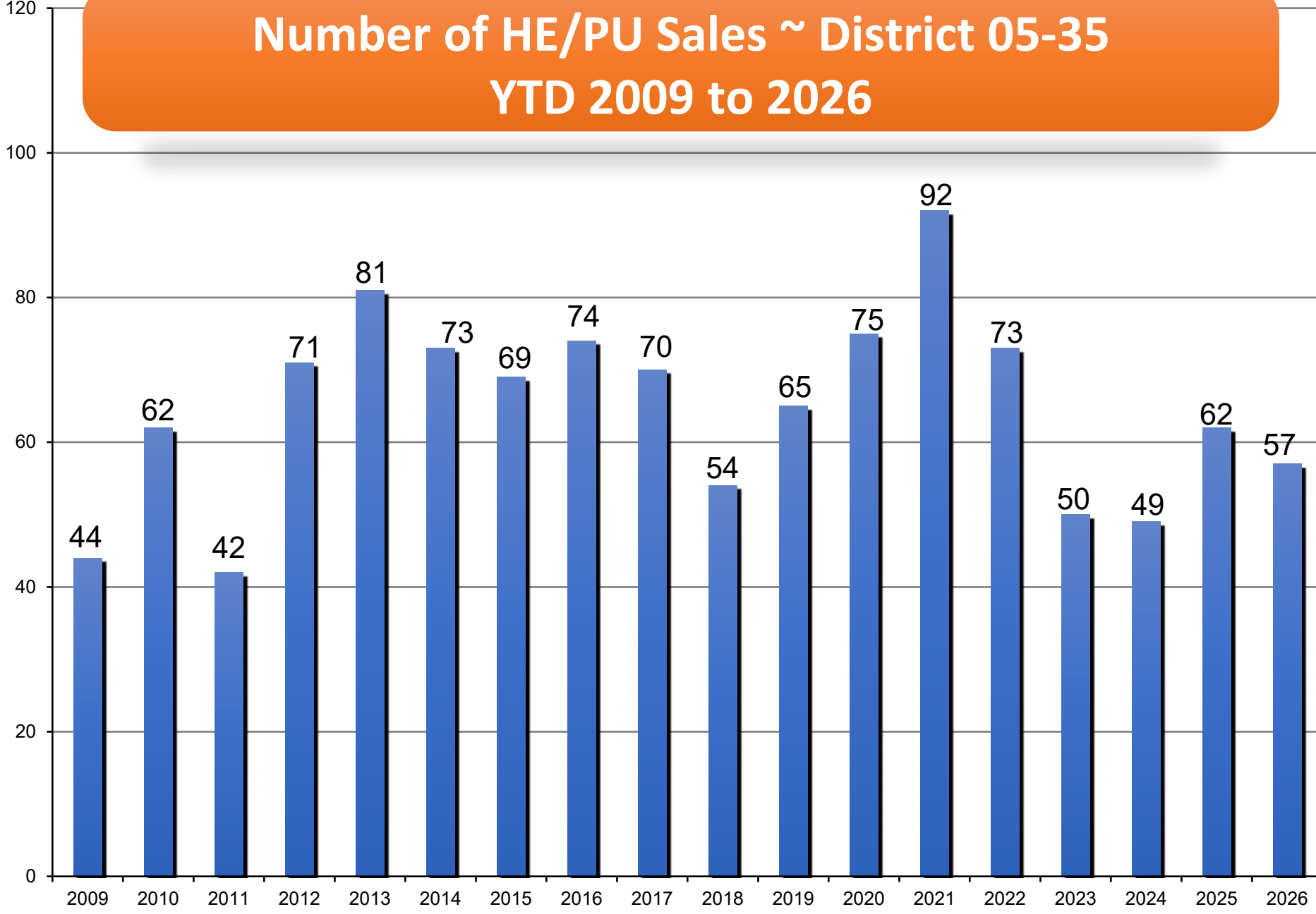


HE/PU Active Listings for the Last 12 Months

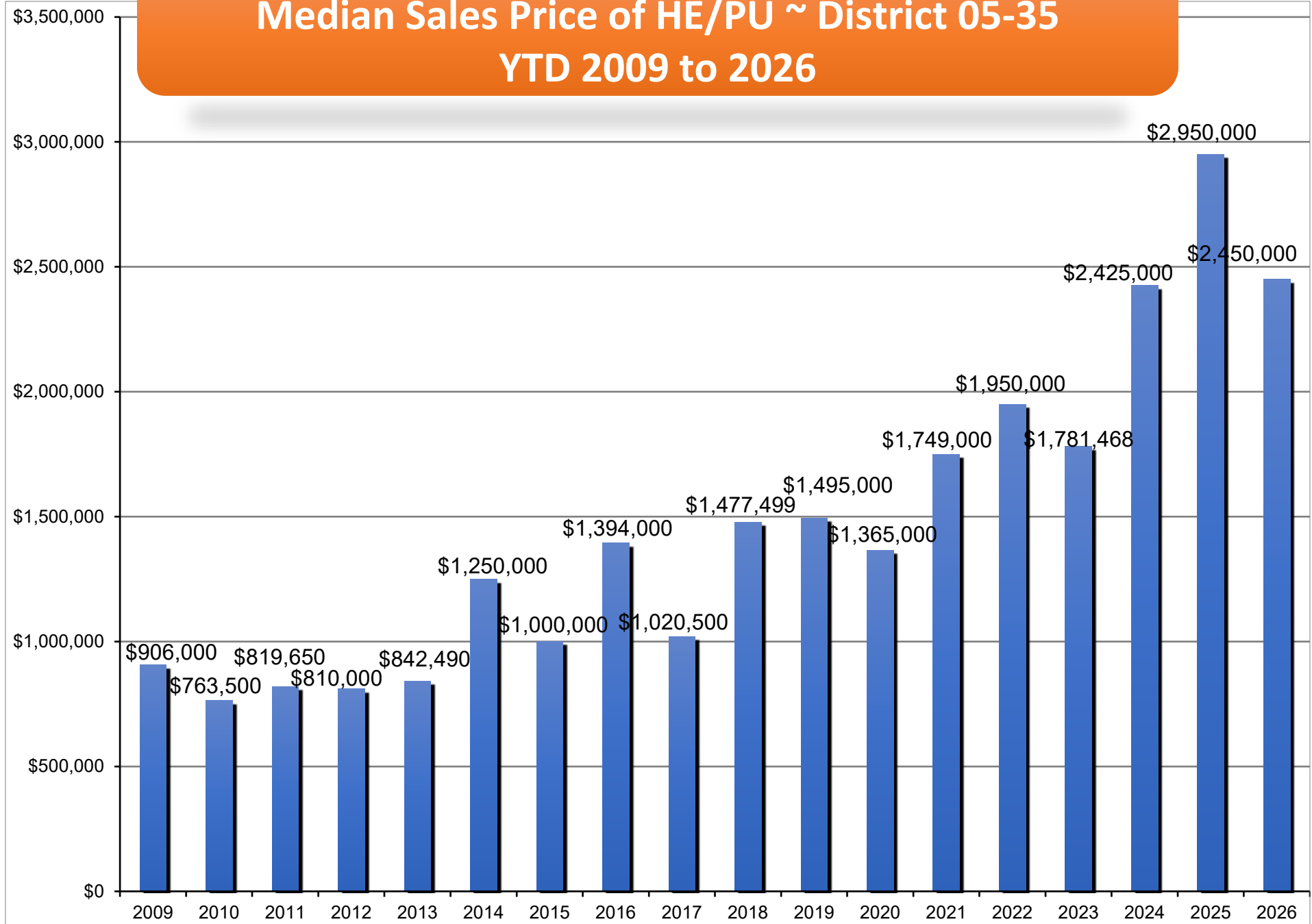


Perspective for Home Estates & PUDs 2009 – 2026

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



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	24	\$27,022,950	\$929,000	\$1,125,956	53	67	\$26,722,200	\$903,750	\$1,113,425	98.89	95.29
List/Sold	4	\$5,390,000	\$1,517,500	\$1,347,500	23	23	\$5,445,000	\$1,517,500	\$1,361,250	101.02	100.37
Co-Broker	20	\$21,632,950	\$877,000	\$1,081,647	56	73	\$21,277,200	\$862,500	\$1,063,860	98.36	94.07
New	34	\$44,963,100	\$1,177,500	\$1,322,444	16	31					
Pending	27	\$34,233,000	\$1,099,000	\$1,267,888	45	58					
Withdrawn	1	\$1,200,000	\$1,200,000	\$1,200,000	1	1					
Cancelled	5	\$8,799,000	\$1,200,000	\$1,759,800	47	47					
Expired	10	\$13,148,000	\$1,180,000	\$1,314,800	193	197					
Back On Market	4	\$5,770,000	\$1,440,000	\$1,442,500	245	248					
Extended	4	\$4,515,000	\$1,135,000	\$1,128,750	86	86					
Active In Range	84	\$124,543,743	\$1,155,000	\$1,482,663	62	77					
Current Active	48	\$74,366,743	\$1,147,500	\$1,549,307	94	116					

Previous Year Comparison

CONDOS

January 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	24	\$27,022,950	\$929,000	\$1,125,956	53	67	\$26,722,200	\$903,750	\$1,113,425	98.89	95.29
Pending	27	\$34,233,000	\$1,099,000	\$1,267,888	45	58					

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					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$550,000-\$599,999	1	81	81
\$600,000-\$649,999	1	6	6
\$650,000-\$699,999	1	40	40
\$700,000-\$749,999	2	17	17
\$750,000-\$799,999	4	38	38
\$800,000-\$849,999	1	80	80
\$850,000-\$899,999	2	30	56
\$900,000-\$949,999	1	113	113

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	2	151	151
\$1,200,000-\$1,299,999	3	85	176
\$1,300,000-\$1,399,999	1	1	57
\$1,700,000-\$1,799,999	1	1	1
\$1,800,000-\$1,899,999	2	13	13
\$2,000,000-\$2,249,999	2	64	64

Sold Listings

The average price for the **24** properties is **\$1,113,425**

The highest price is **\$2,175,000**  **222 Meigs Road #16**

The median price is **\$865,000**

The lowest price is **\$560,000**  **49 Dearborn Place #14**

The average Market Time is **53**

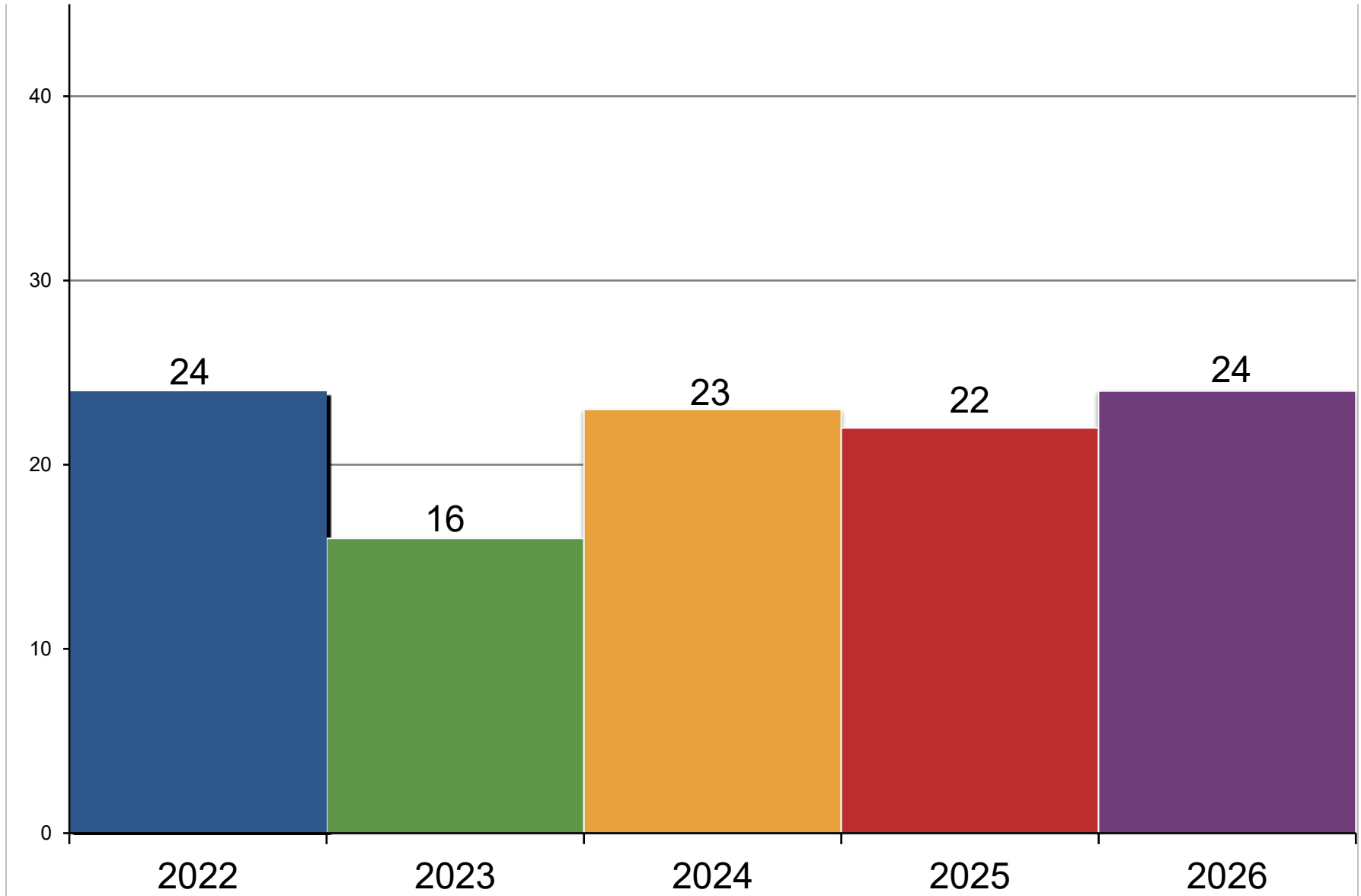
The average Continuous Market Time is **69**

CONDO STATISTICS

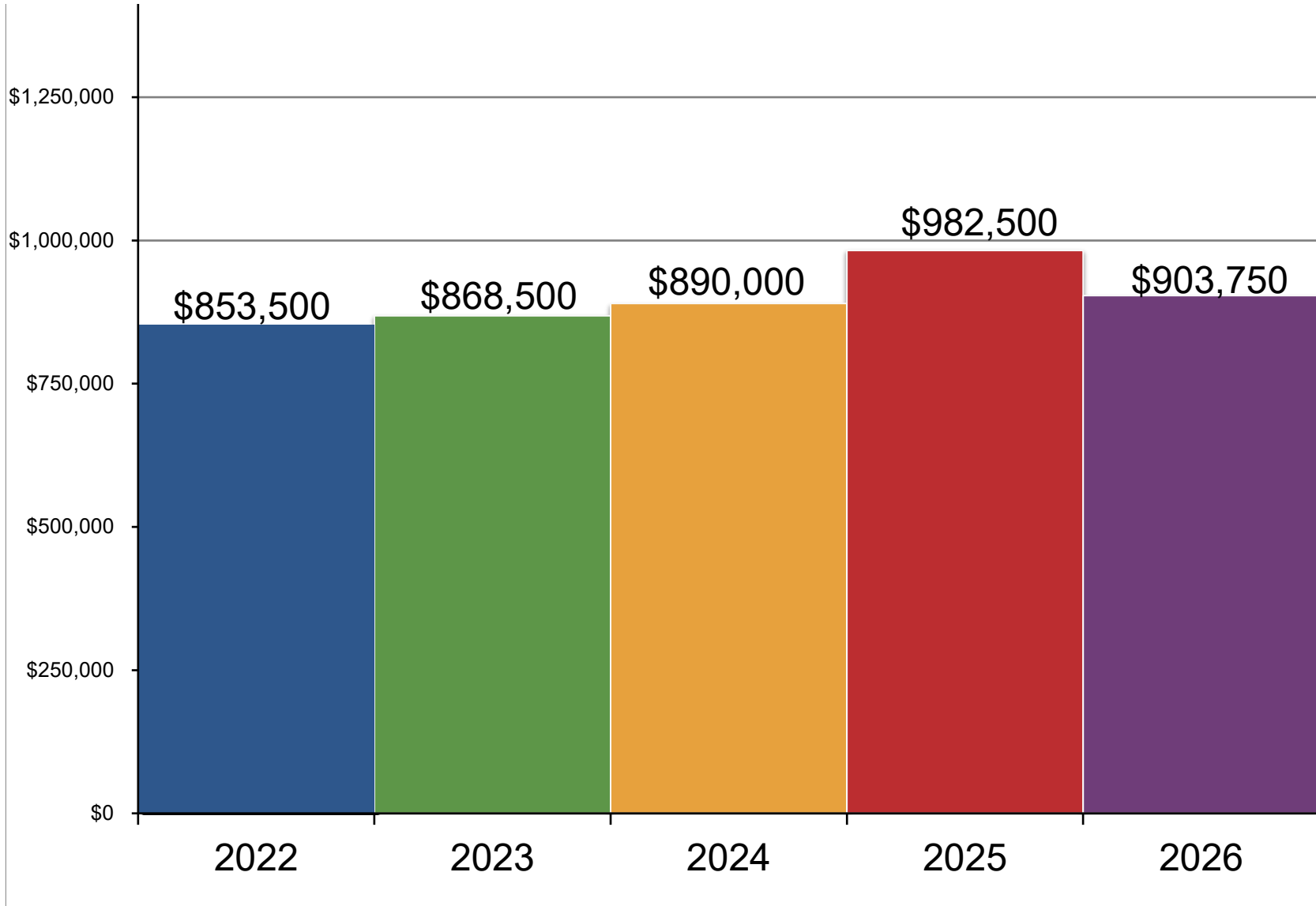
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

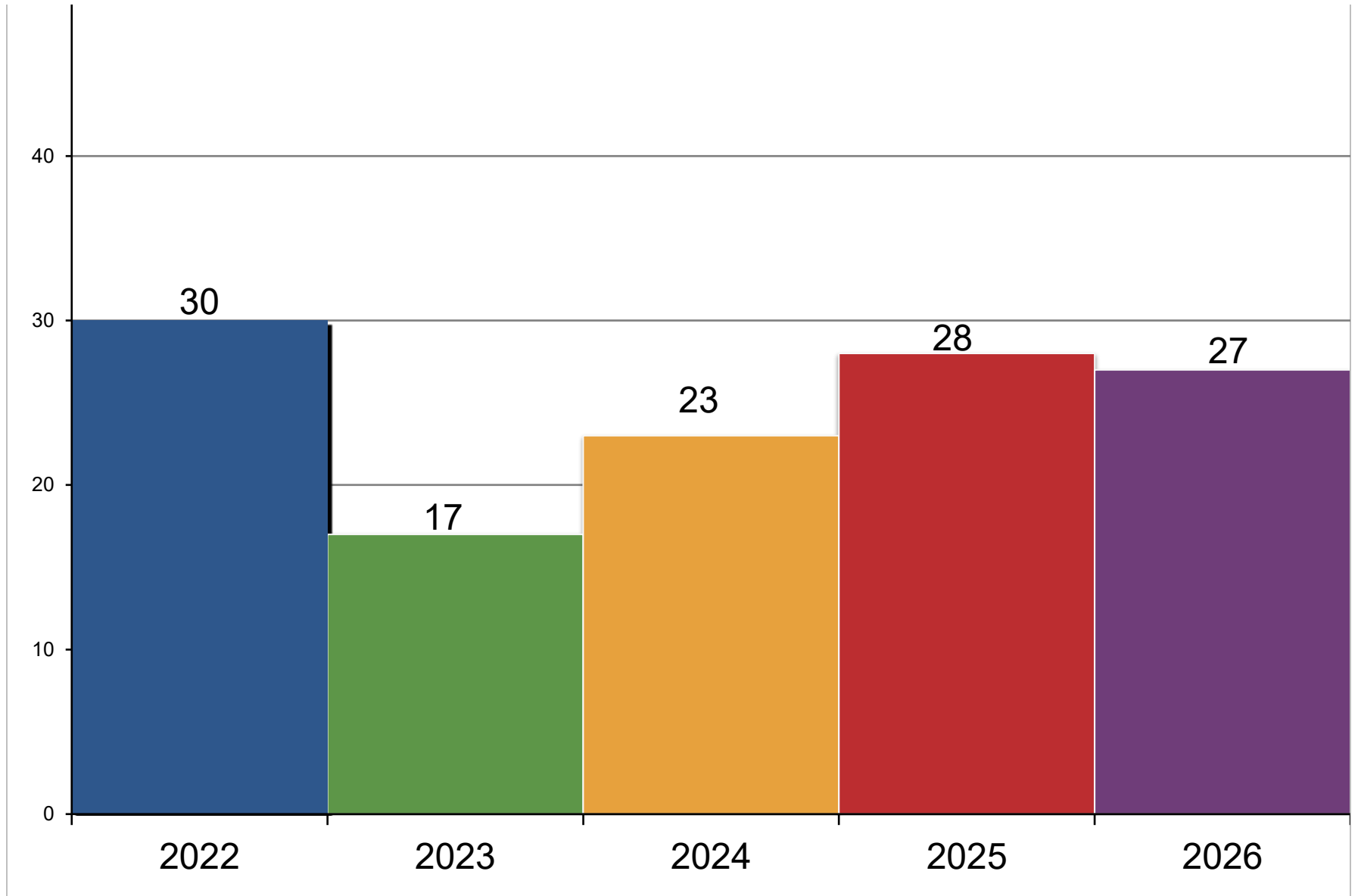
YTD 2022 – 2026



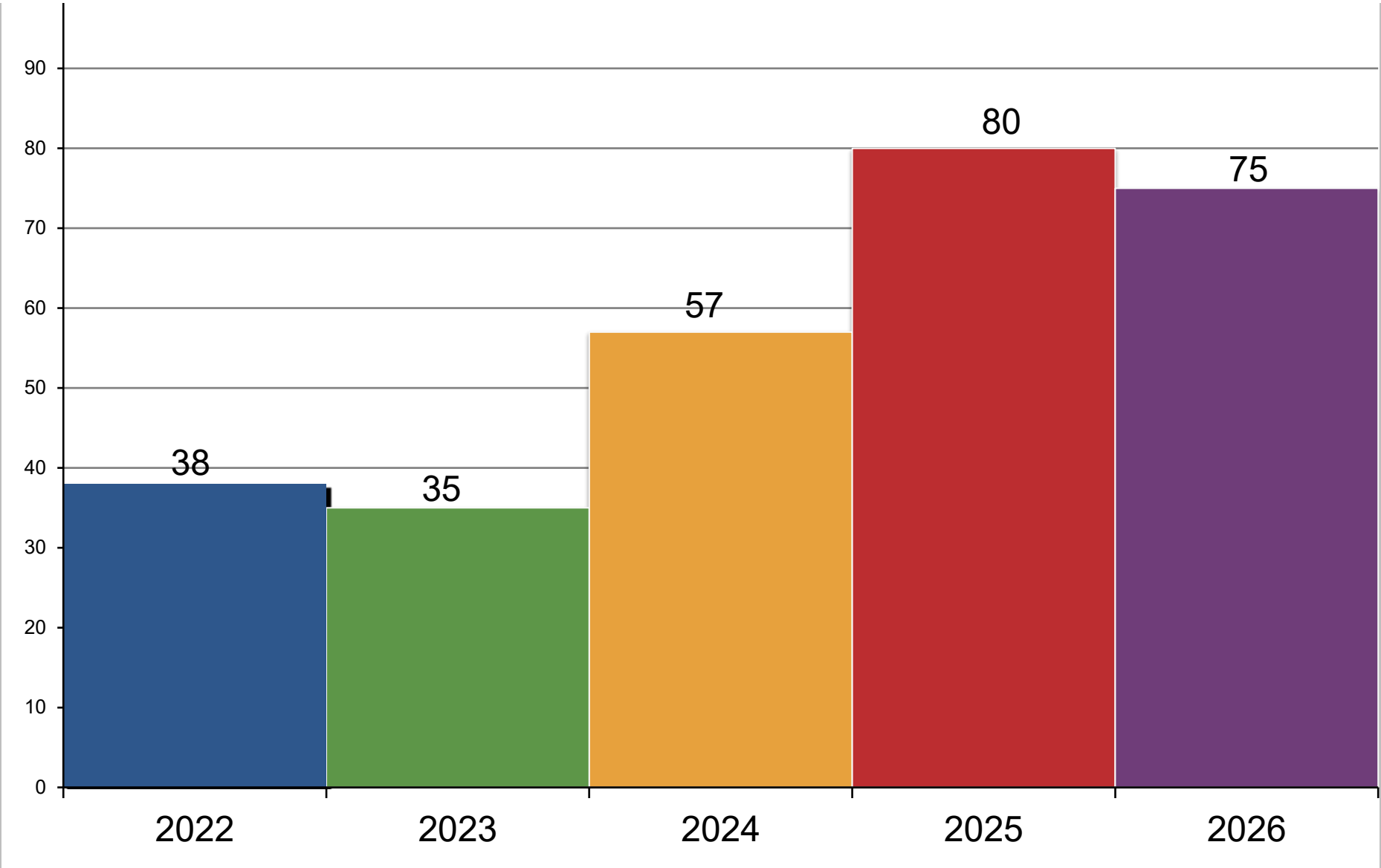
Condo Median Sales Price YTD 2022 – 2026



Condo Pending Sales YTD 2022 – 2026

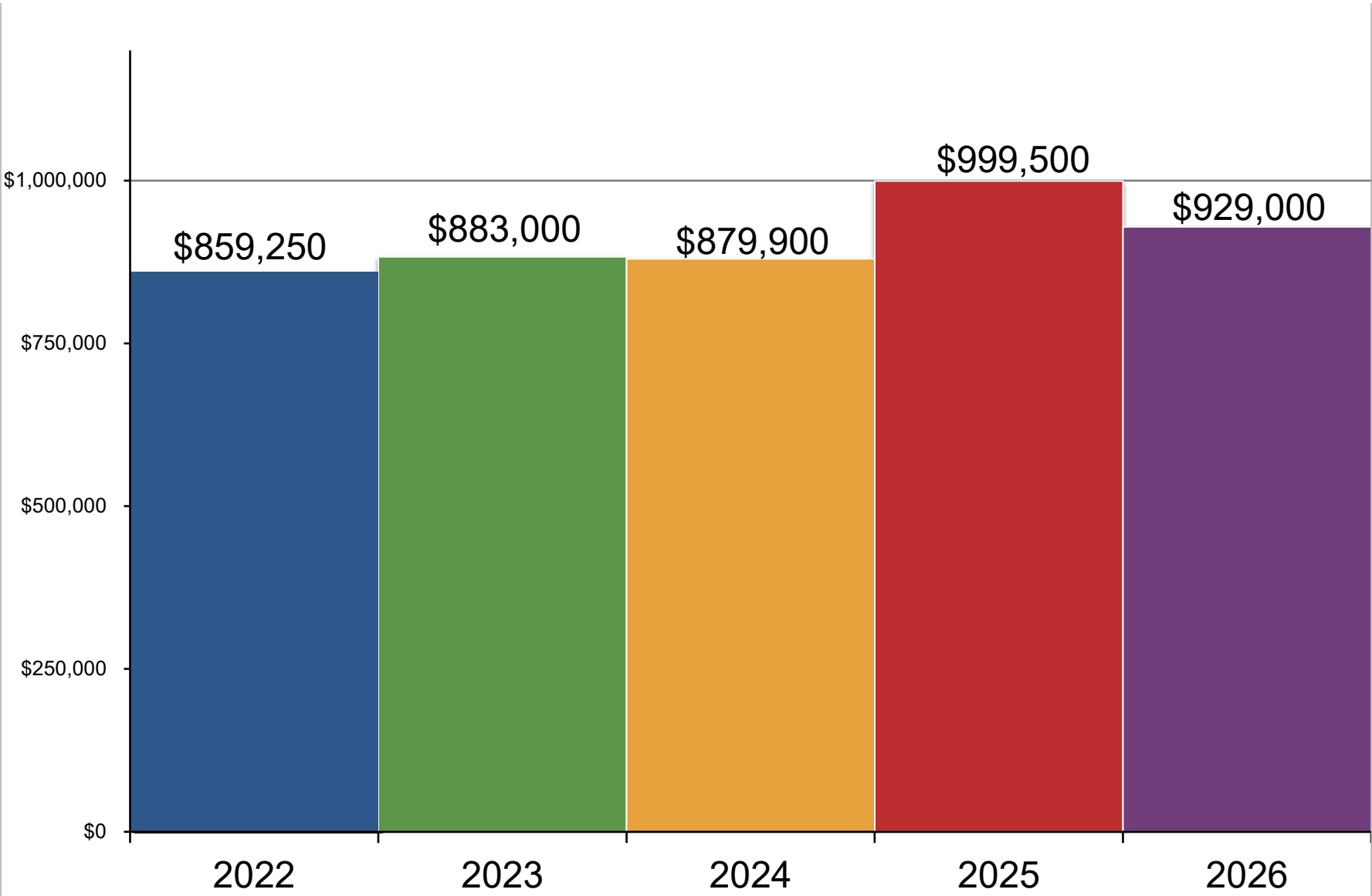


Condo Active Listings YTD 2022 – 2026



Condo Median List Price

YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 80

DOWN



-6.3%

2026 ~ 75

New Listings

2025 ~ 44

DOWN



-22.7%

2026 ~ 34

Median List Price

2025 ~ \$999,500

DOWN



-7.1%

2026 ~ \$929,000

Properties that went into Escrow

2025 ~ 28

DOWN



-3.6%

2026 ~ 27

SOLD Properties

Sold Properties

2025 ~ 22

2025 vs. 2026 ~ YTD

2026 ~ 24

UP



+9.1%

Median Sales Price

2025 ~ \$982,500

DOWN



-8%

2026 ~ \$903,750

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$925,000

DOWN



-6.5%

2026 ~ \$865,000

Average Sold Price

2025 ~ \$1,674,290

DOWN



-33.5%

2026 ~ \$1,113,425

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$1,080,617

DOWN



-1.1%

2026 ~ \$1,068,834

Sold Volume

2025 ~ \$36,834,380

DOWN

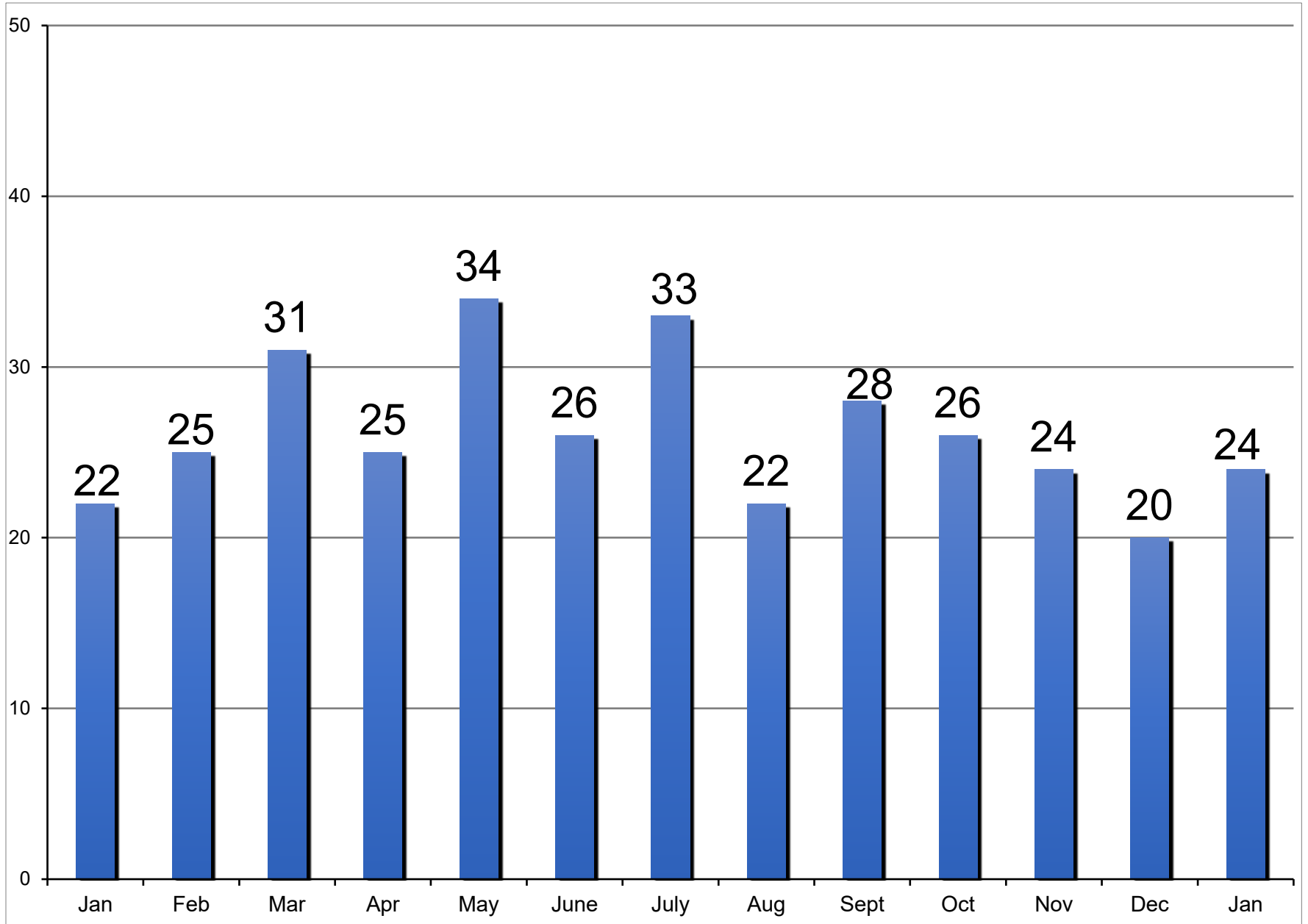


-27.5%

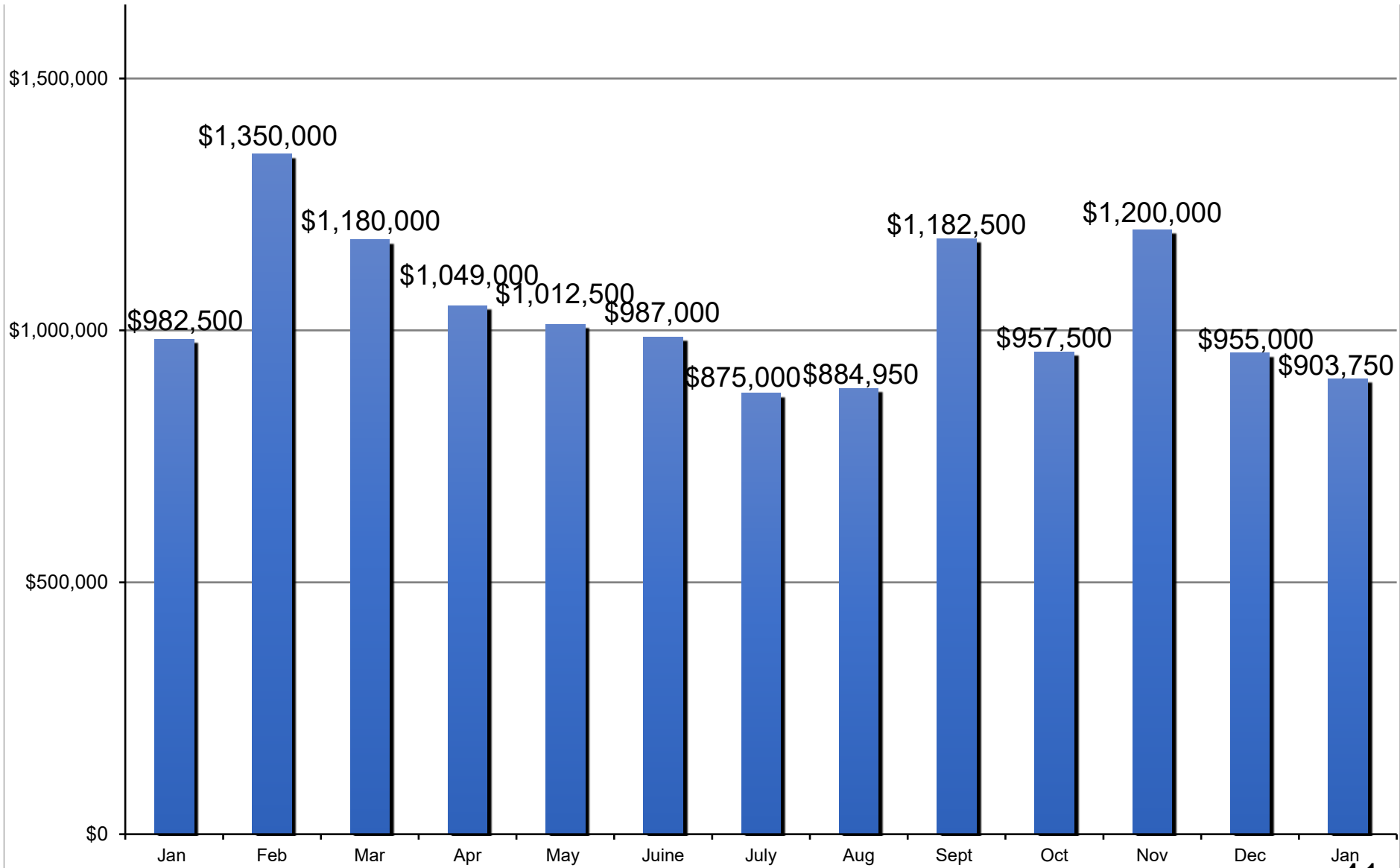
2026 ~ \$26,722,200

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

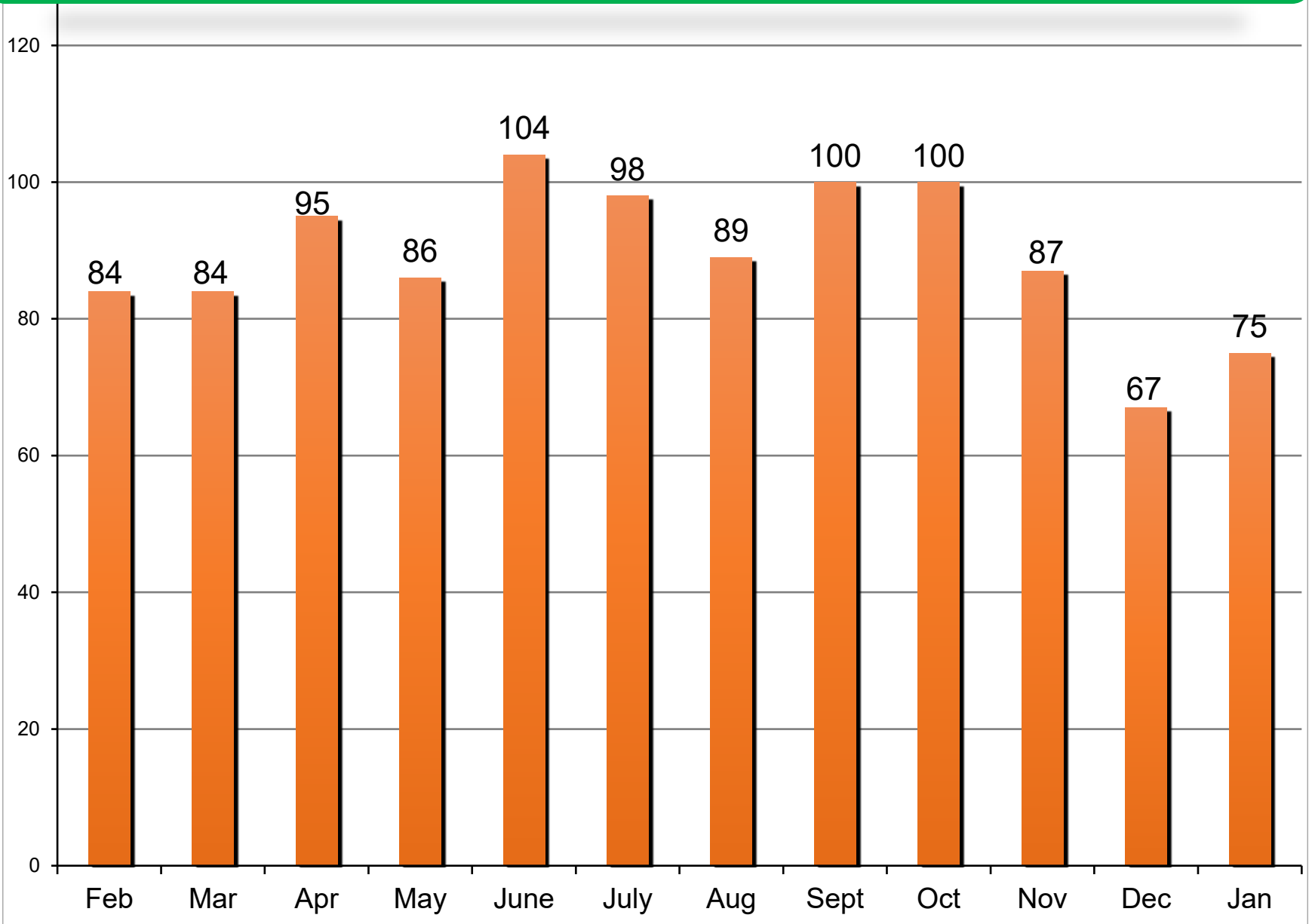
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

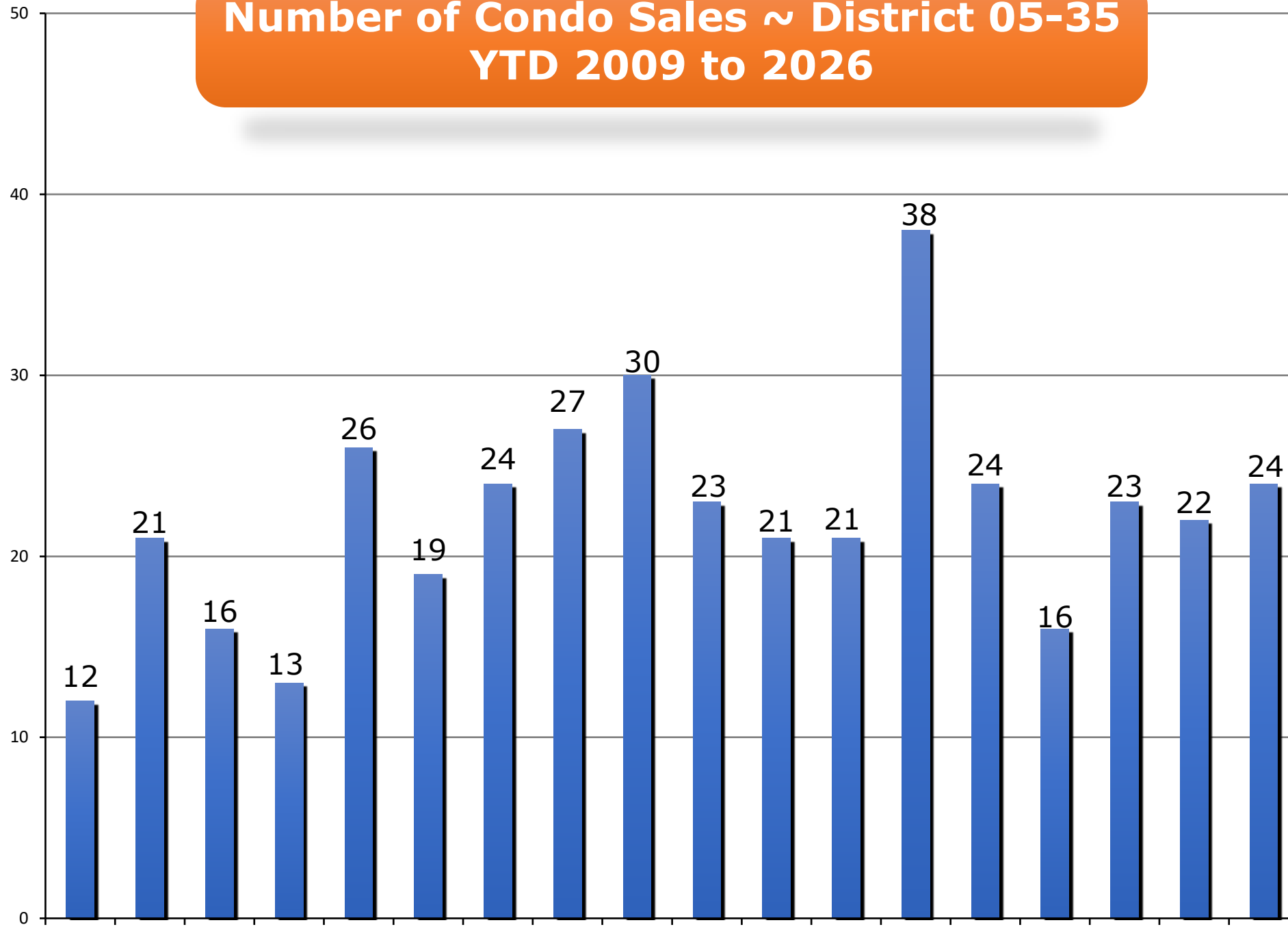


Condo Active Listings for the Last 12 Months

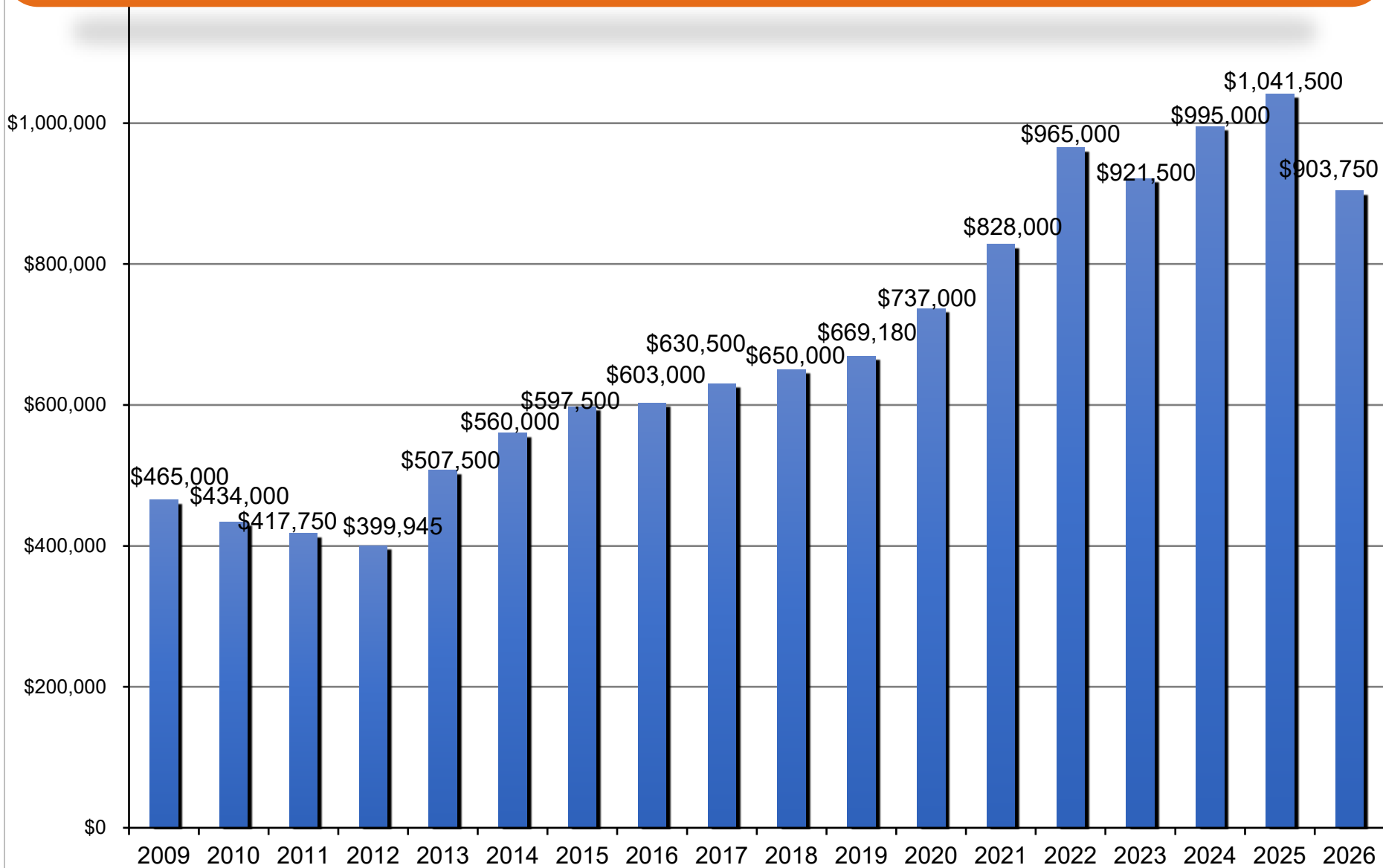


Perspective
for Condos
2009 – 2026

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 2/5/2026*

Statistics Through January 2026