

Monthly MLS Statistics

JULY 2026



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 8/5/2026*

JULY 1 – JULY 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	88	\$285,643,200	\$2,043,500	\$3,245,945	39	66	\$277,692,623	\$2,061,250	\$3,155,597	97.22	94.67
List/Sold	10	\$29,946,500	\$1,876,250	\$2,994,650	19	60	\$28,798,500	\$1,869,250	\$2,879,850	96.17	94.31
Co-Broker	78	\$255,696,700	\$2,092,000	\$3,278,162	42	67	\$248,894,123	\$2,115,000	\$3,190,950	97.34	94.72
New	114	\$497,379,199	\$2,235,000	\$4,362,975	15	35					
Pending	100	\$309,589,200	\$2,122,500	\$3,095,892	48	71					
Withdrawn	16	\$120,060,700	\$2,949,500	\$7,503,793	82	172					
Cancelled	13	\$54,958,000	\$2,595,000	\$4,227,538	60	61					
Expired	15	\$55,636,000	\$3,298,000	\$3,709,066	264	297					
Back On Market	16	\$55,130,000	\$2,777,500	\$3,445,625	104	104					
Extended	29	\$198,771,999	\$3,195,000	\$6,854,206	117	219					
Active In Range	364	\$2,041,561,698	\$2,995,000	\$5,608,685	64	90					
Current Active	221	\$1,492,320,799	\$3,450,000	\$6,752,582	96	136					

Previous Year Comparison

Home Estate/PUD

JULY 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>
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JULY 2025

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Sold	78	\$273,071,999	\$2,287,500	\$3,500,923	43	58	\$265,775,777	\$2,302,500	\$3,407,381	97.33	94.00
Pending	93	\$332,291,400	\$2,325,000	\$3,573,025	52	78					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	1	1	1
\$1,100,000-\$1,199,999	2	5	5
\$1,200,000-\$1,299,999	4	19	19
\$1,300,000-\$1,399,999	5	30	65
\$1,400,000-\$1,499,999	3	12	12
\$1,500,000-\$1,599,999	7	17	17
\$1,600,000-\$1,699,999	6	7	17
\$1,700,000-\$1,799,999	4	8	30
\$1,800,000-\$1,899,999	6	11	11
\$1,900,000-\$1,999,999	3	16	16
\$2,000,000-\$2,249,999	6	17	17

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,250,000-\$2,499,999	5	22	22
\$2,500,000-\$2,749,999	5	17	17
\$2,750,000-\$2,999,999	4	70	89
\$3,000,000-\$3,249,999	3	278	278
\$3,250,000-\$3,499,999	1	9	9
\$3,500,000-\$3,749,999	1	76	76
\$3,750,000-\$3,999,999	1	1	1
\$4,000,000-\$4,249,999	4	26	128
\$4,250,000-\$4,499,999	1	29	29
\$4,500,000-\$4,749,999	2	51	159
\$4,750,000-\$4,999,999	1	0	79
\$5,000,000+	12	74	178

Sold Listings

The average price for the **88** properties is **\$3,155,597**

The highest price is **\$16,500,000**

620 Stone Meadow Ln

The median price is **\$2,022,500**

The lowest price is **\$624,000**

1012 Alphonse St

The average Market Time is **39**

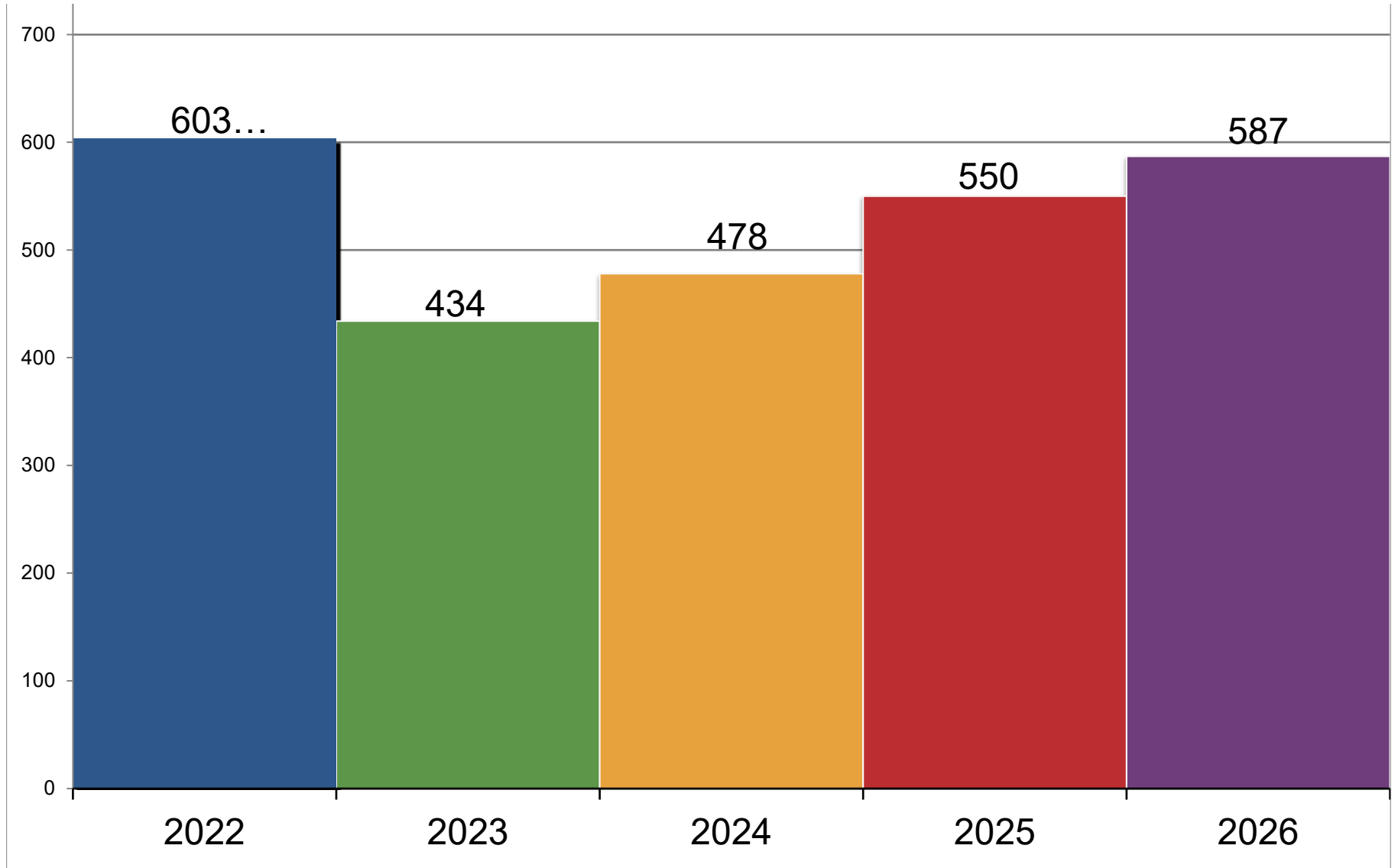
The average Continuous Market Time is **66**

HOME ESTATE & PUD

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

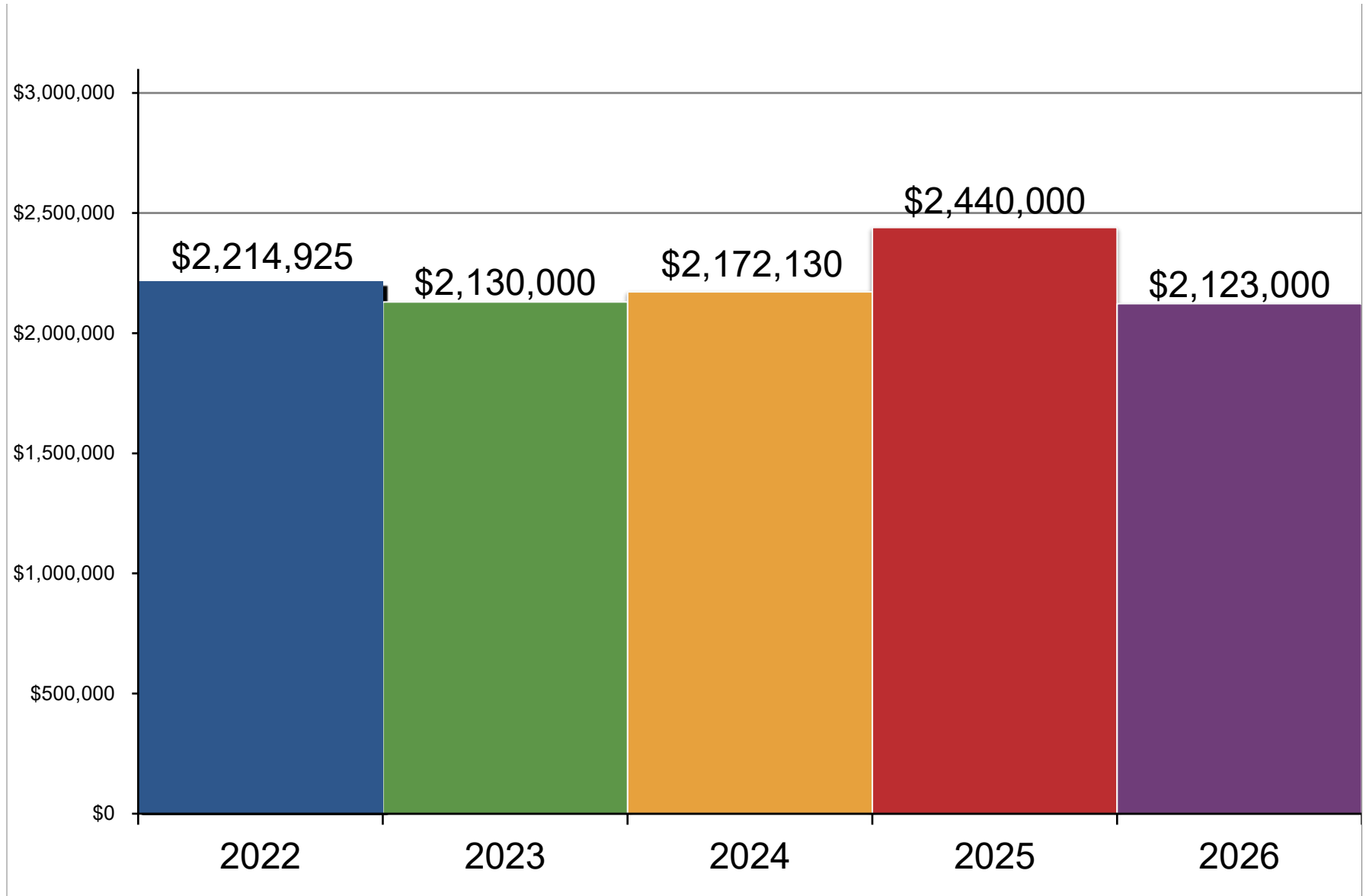
HE/PU Sales

YTD 2022 – 2026



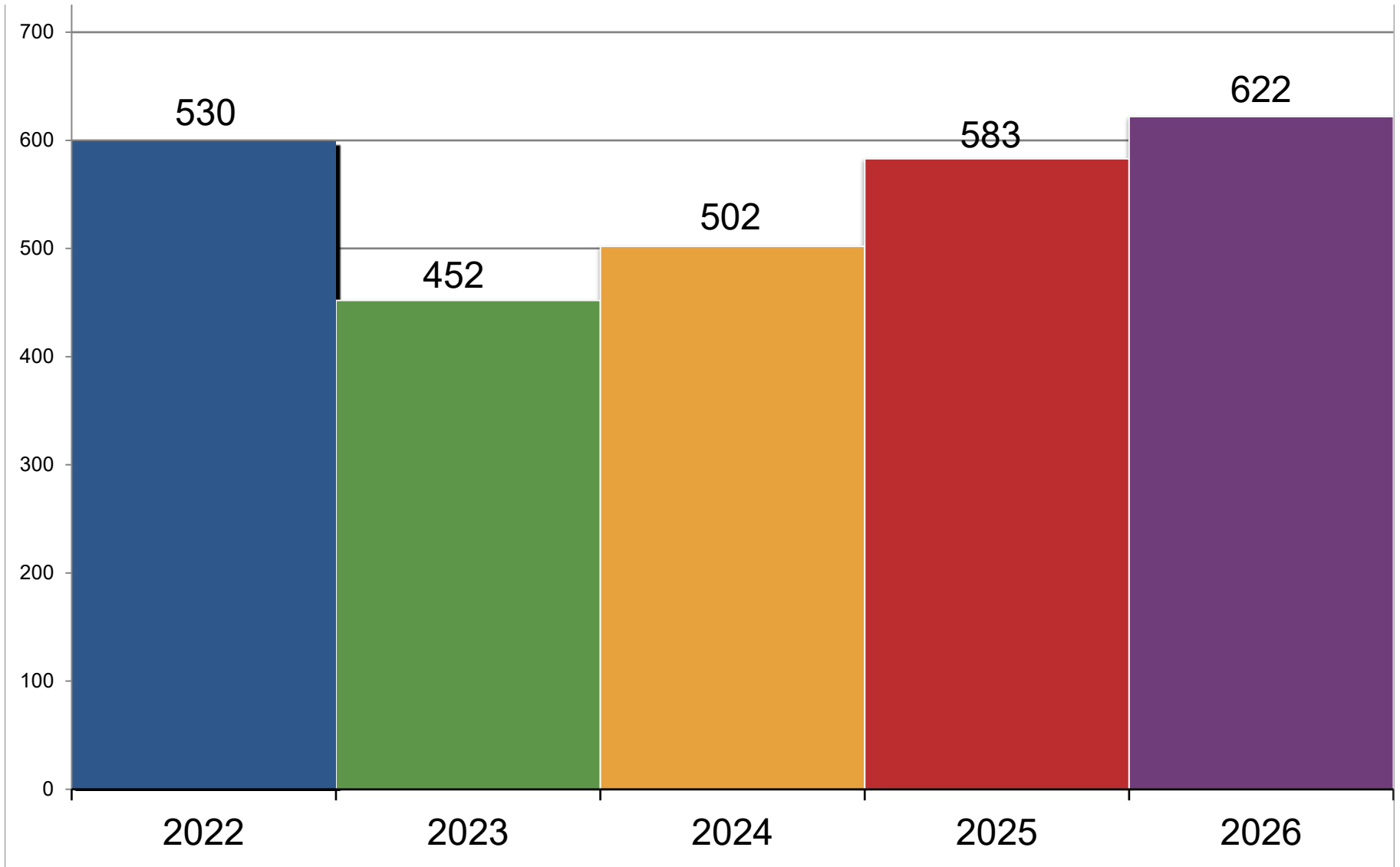
HE/PU Median Sales Price

YTD 2022 – 2026



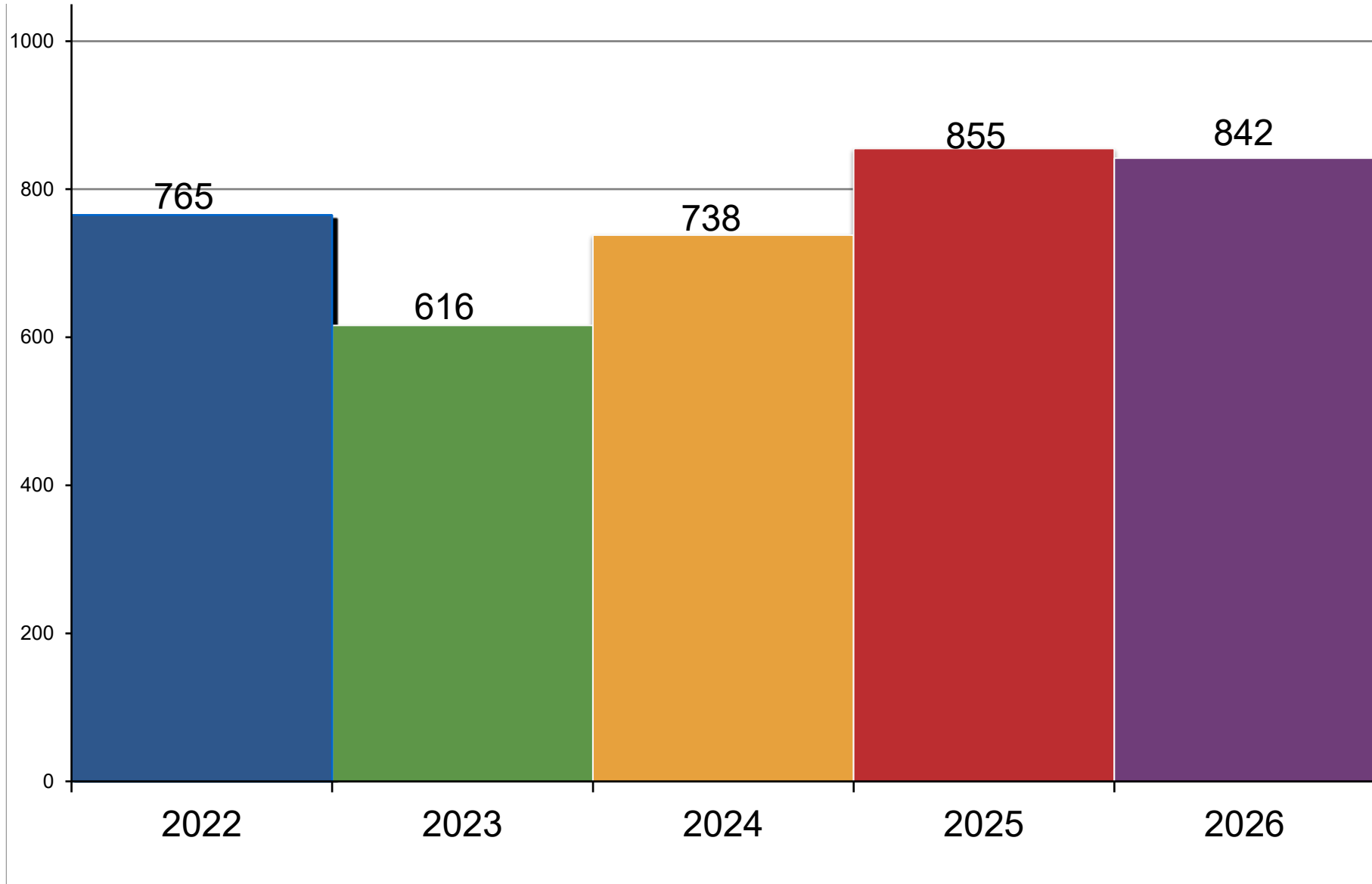
HE/PU Pending Sales

YTD 2021 – 2025



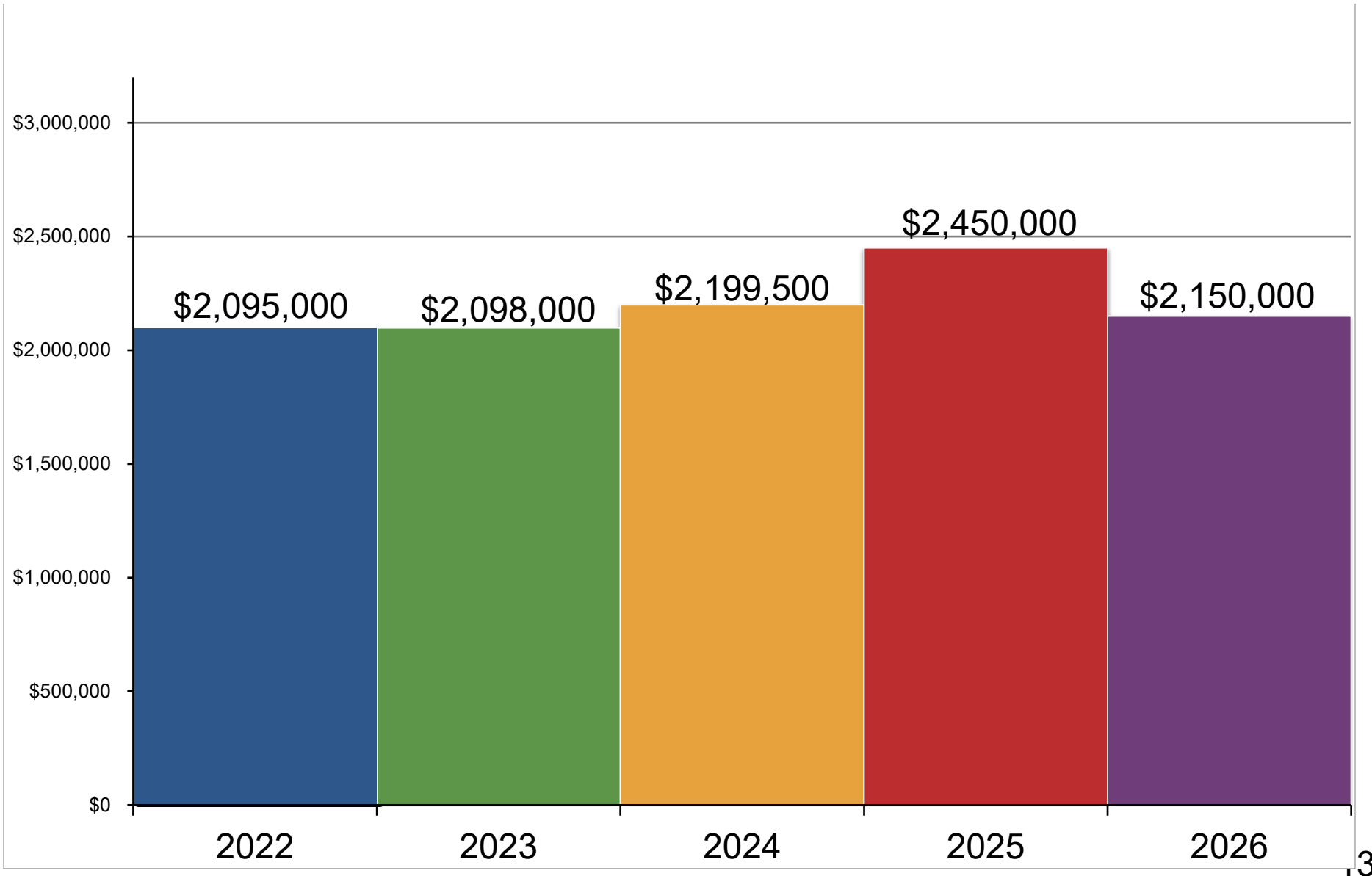
HE/PU Active Listings

YTD 2021 – 2025



HE/PU Median List Price

YTD 2021 – 2025



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

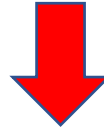
ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 855

DOWN



2026 ~ 842
-1.5%

New Listings

2025 ~ 886

DOWN



2026 ~ 833
-5.8%

Median List Price

2025 ~ \$2,450,000

DOWN



2026 ~ \$2,150,000
-12.2%

Properties that went into Escrow

2025 ~ 583

UP



+6.7%

2026 ~ 622

SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 550

2026 ~ 587

UP



+6.7%

Median Sales Price

2025 ~ \$2,440,000

2026 ~ \$2,123,000

DOWN



-13%

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$1,995,000

2026 ~ \$1,895,000

DOWN



-5%

Average Sold Price

2025 ~ \$3,584,578

2026 ~ \$3,506,002

DOWN



-2.2%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$2,489,990

2026 ~ \$2,466,085

DOWN



-1%

Sold Volume

2025 ~ \$1,971,518,419

2026 ~ \$2,058,023,313

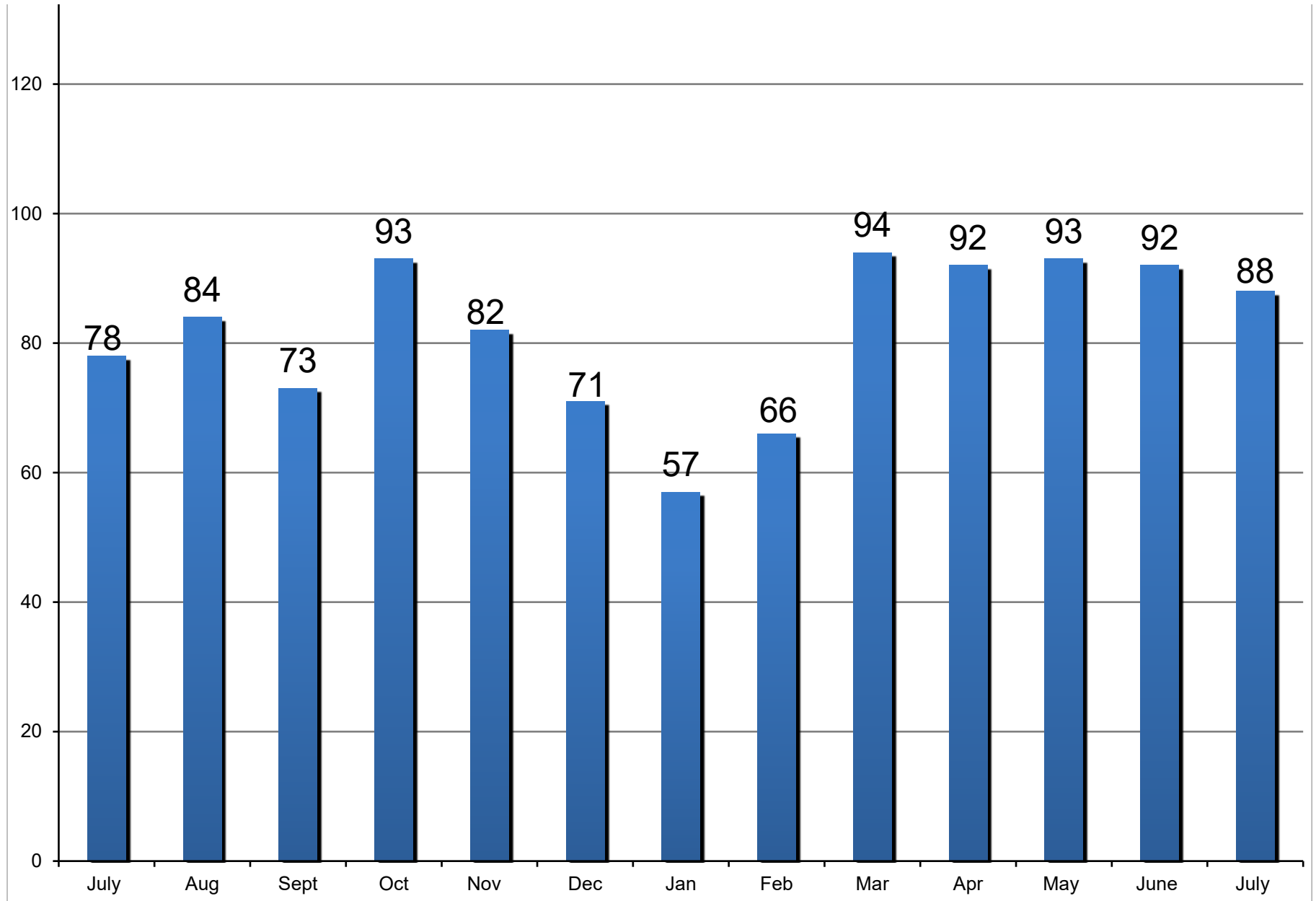
UP



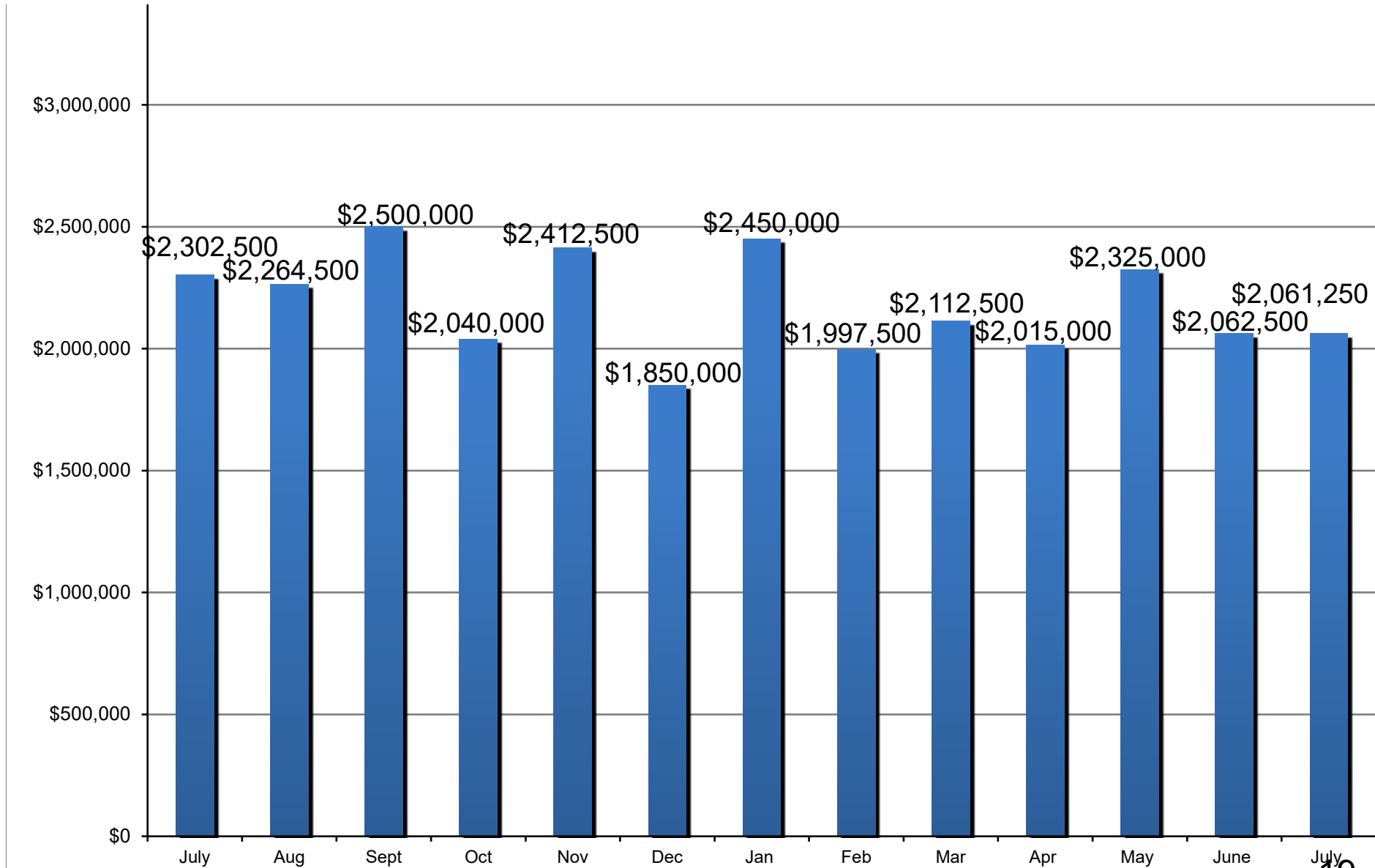
+4.4%

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

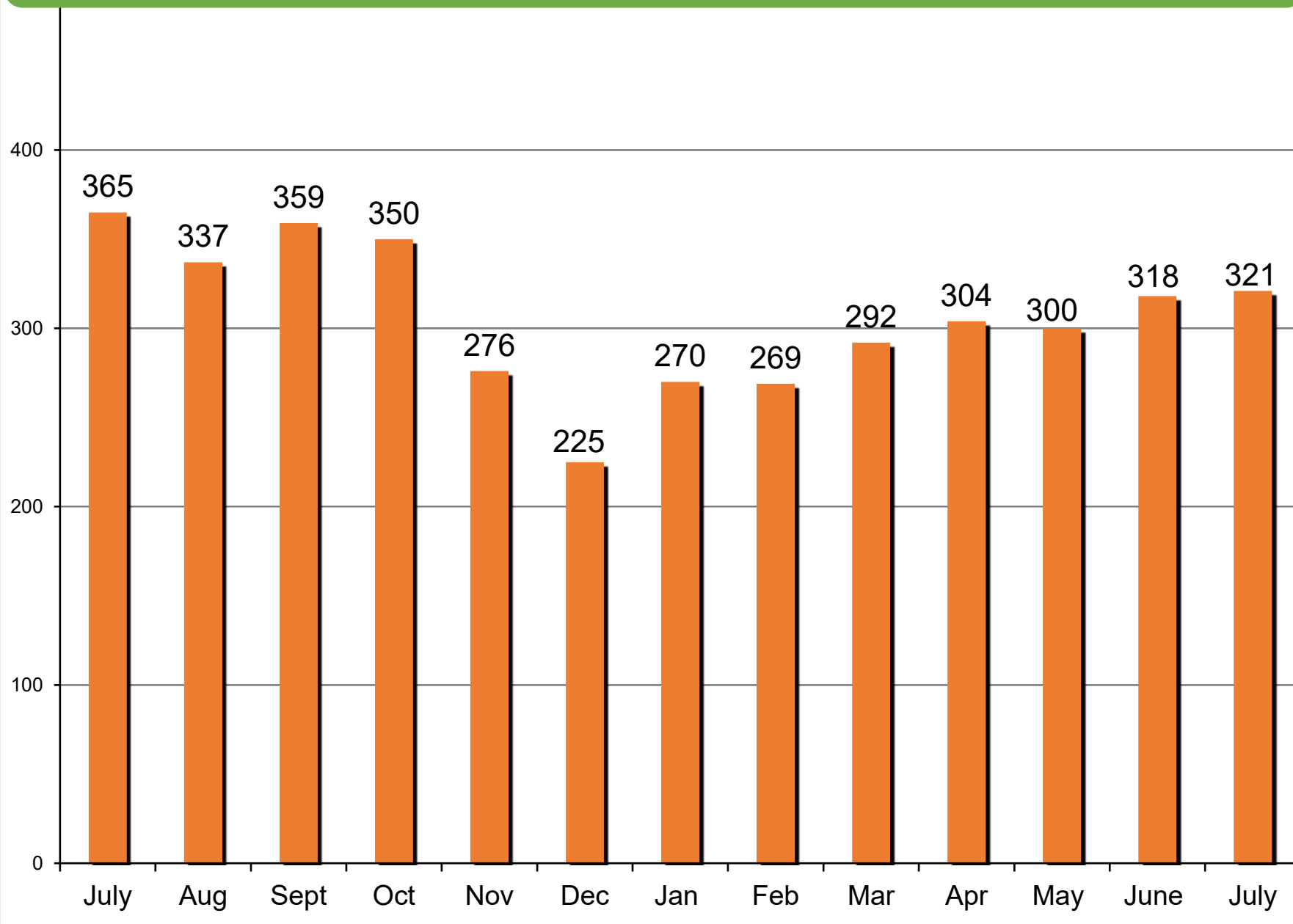
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

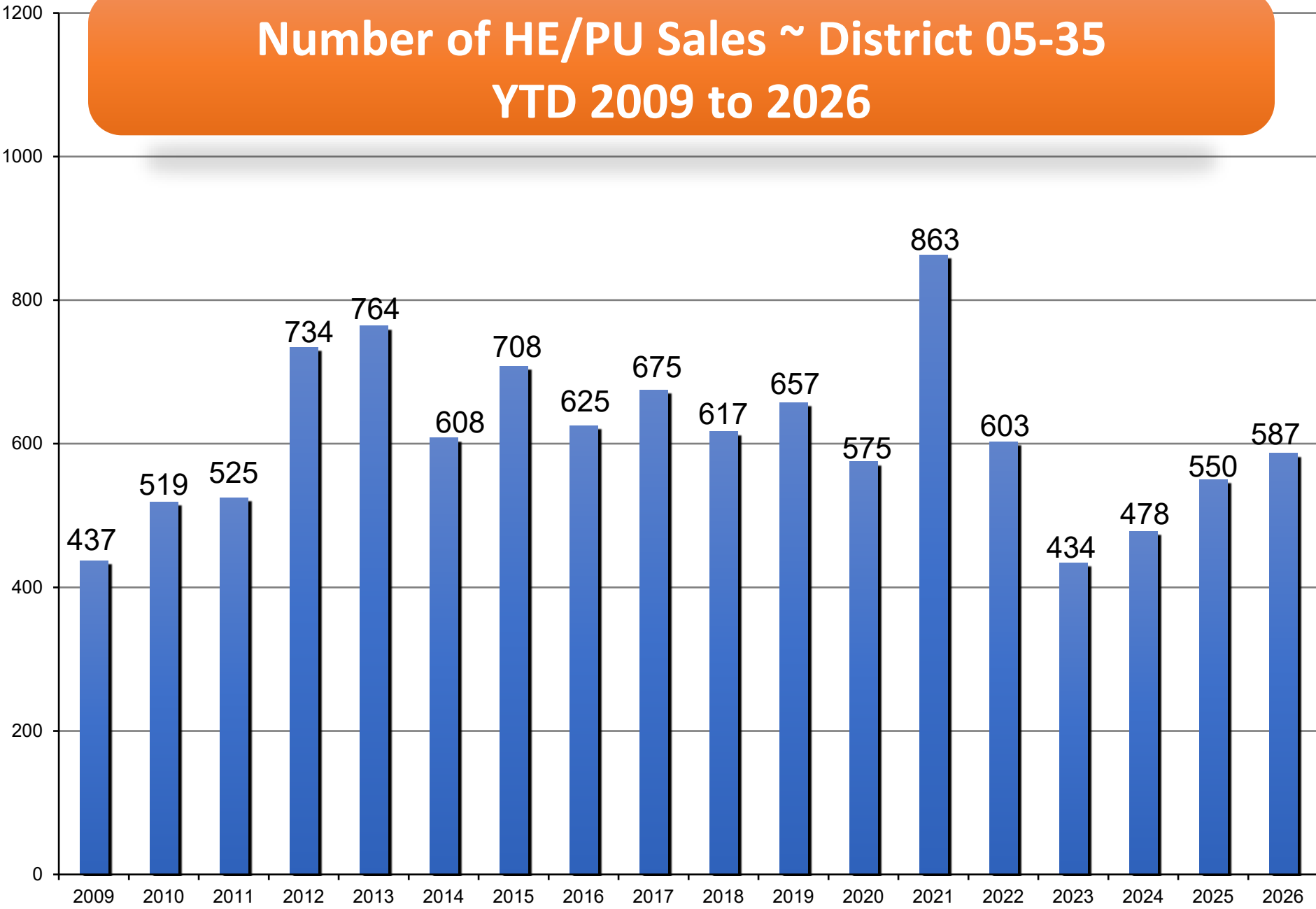


HE/PU Active Listings for the Last 12 Months



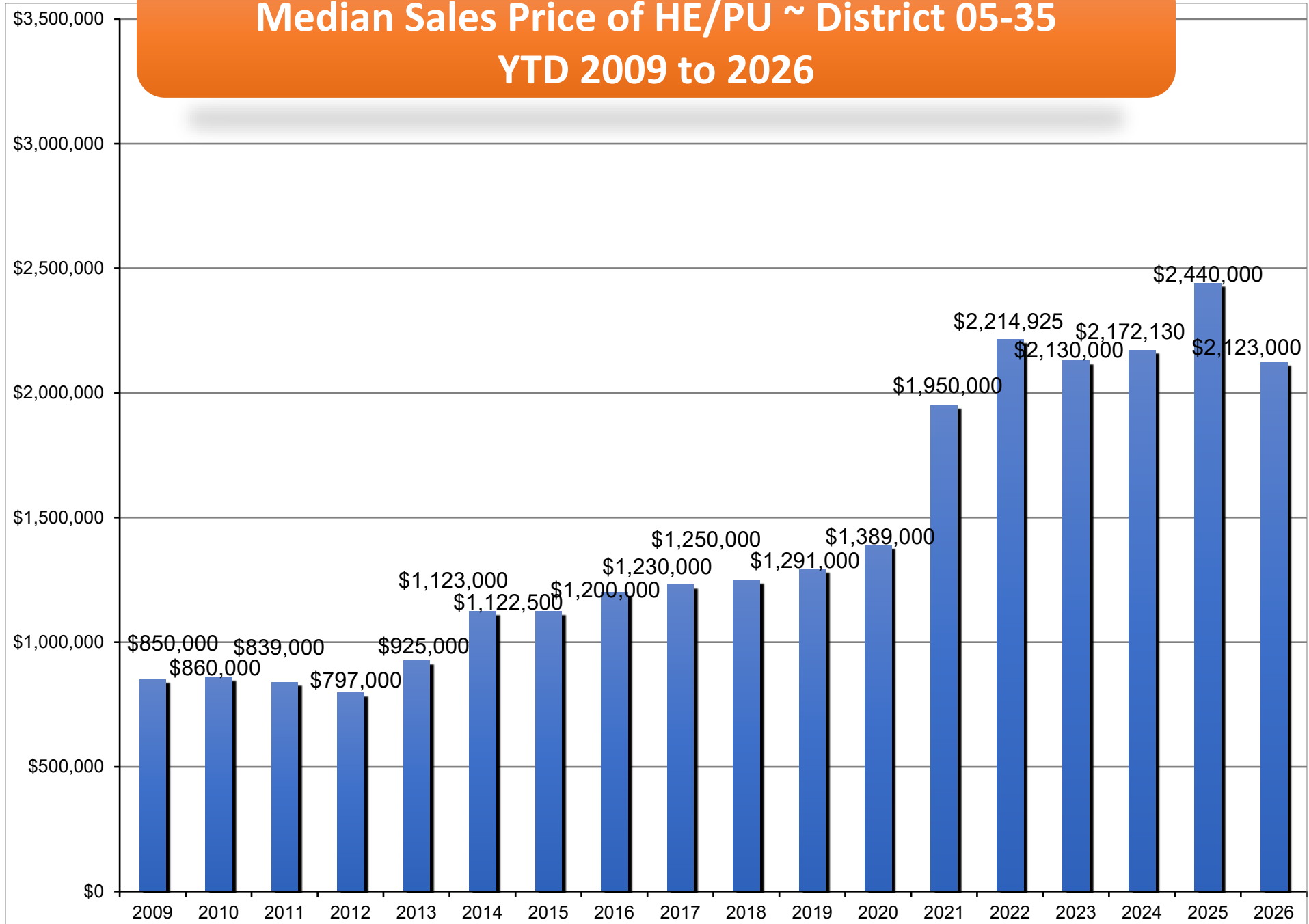
Perspective for Home Estates & PUDs 2009 – 2026

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



JULY 1 – JULY 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	36		\$37,900,800	\$882,000	\$1,052,800	25	32	\$37,150,875	\$865,275	\$1,031,968	98.02	96.31
List/Sold	5		\$3,638,900	\$649,900	\$727,780	20	37	\$3,644,325	\$649,900	\$728,865	100.15	100.15
Co-Broker	31		\$34,261,900	\$930,000	\$1,105,222	26	32	\$33,506,550	\$920,000	\$1,080,856	97.80	95.91
New	44		\$57,322,300	\$1,047,500	\$1,302,779	14	15					
Pending	31		\$36,230,800	\$1,000,000	\$1,168,735	28	34					
Withdrawn	3		\$3,949,450	\$1,449,500	\$1,316,483	67	111					
Cancelled	2		\$3,374,500	\$1,687,250	\$1,687,250	80	80					
Expired	2		\$2,930,000	\$1,465,000	\$1,465,000	139	187					
Back On Market	7		\$12,114,000	\$1,695,000	\$1,730,571	81	96					
Extended	10		\$16,887,000	\$1,449,500	\$1,688,700	70	87					
Active In Range	106		\$149,749,850	\$1,195,000	\$1,412,734	46	52					
Current Active	61		\$96,409,600	\$1,250,000	\$1,580,485	70	80					

Previous Year Comparison

CONDOS

July 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>	SP/OLP
Sold	36	\$37,900,800	\$882,000	\$1,052,800	25	32	\$37,150,875	\$865,275	\$1,031,968	98.02	96.31
Pending	31	\$36,230,800	\$1,000,000	\$1,168,735	28	34					

July 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	33	\$32,515,695	\$895,000	\$985,324	31	31	\$31,792,700	\$875,000	\$963,415	97.78	94.18
Pending	32	\$35,767,200	\$922,000	\$1,117,725	42	49					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$550,000-\$599,999	2	34	34
\$600,000-\$649,999	2	10	10
\$650,000-\$699,999	2	25	95
\$700,000-\$749,999	4	42	70
\$750,000-\$799,999	4	12	12
\$800,000-\$849,999	2	11	11
\$850,000-\$899,999	3	29	29
\$900,000-\$949,999	1	41	41
\$950,000-\$999,999	2	14	14

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	2	44	44
\$1,100,000-\$1,199,999	3	41	41
\$1,200,000-\$1,299,999	2	10	10
\$1,300,000-\$1,399,999	1	13	13
\$1,600,000-\$1,699,999	2	9	9
\$1,700,000-\$1,799,999	1	16	16
\$1,800,000-\$1,899,999	2	55	55
\$2,000,000-\$2,249,999	1	5	5

Sold Listings

The average price for the **36** properties is **\$1,031,968**

The highest price is **\$2,225,000**

1333 Danielson Rd #A

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

The lowest price is **\$590,000**

29 Dearborn Pl

The average Market Time is **25**

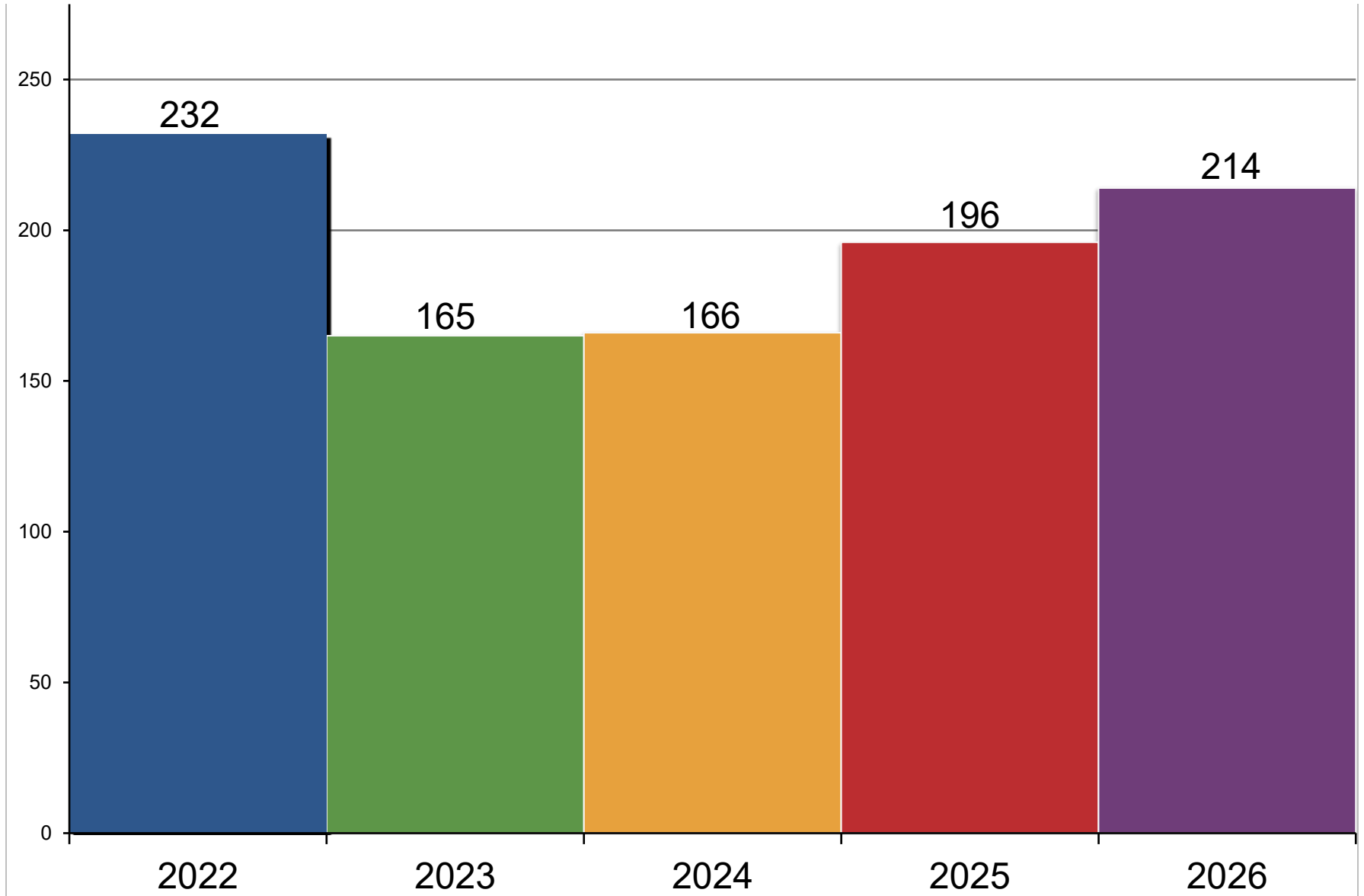
The average Continuous Market Time is **32**

CONDO STATISTICS

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

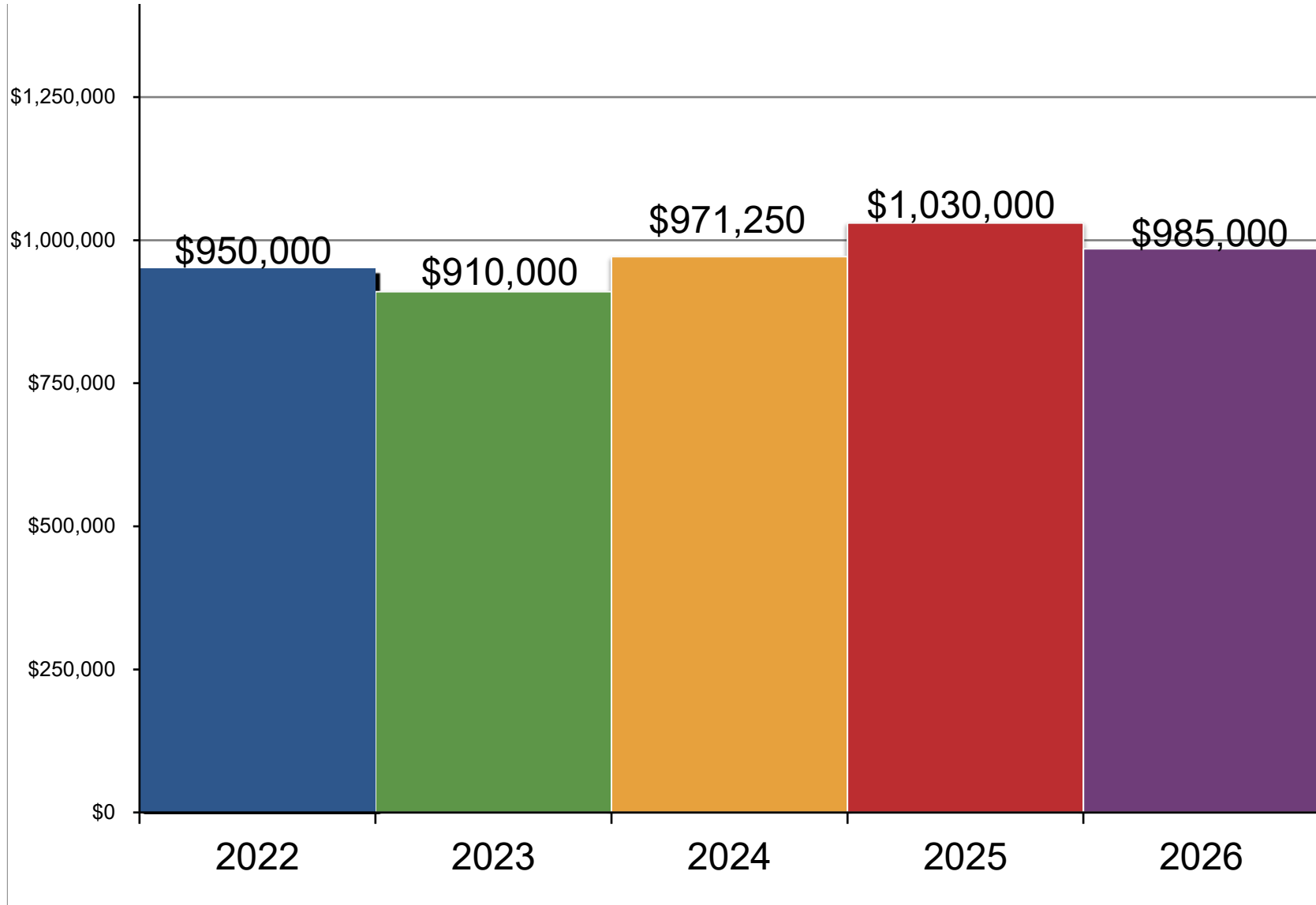
Condo Sales

YTD 2022 – 2026



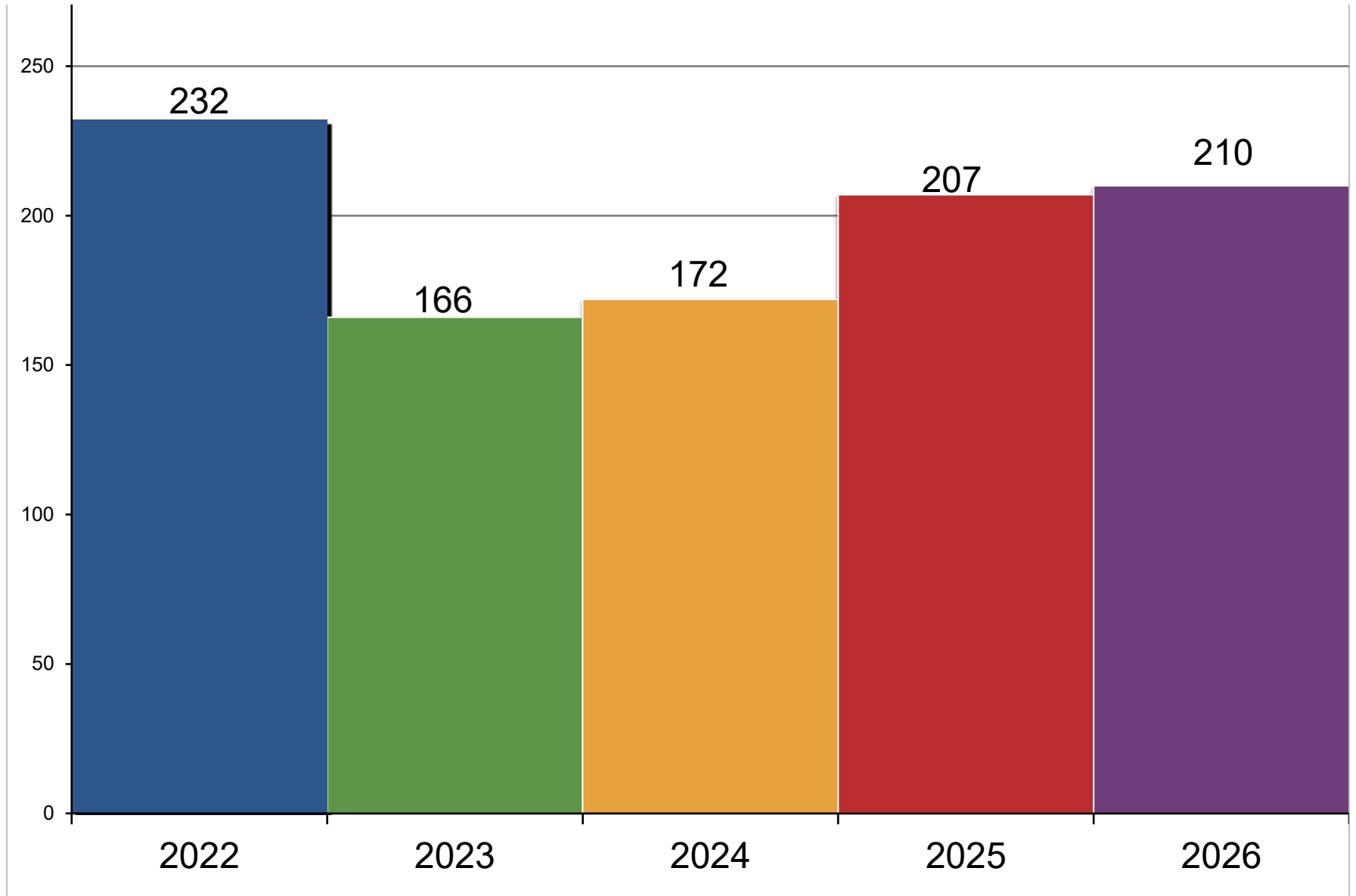
Condo Median Sales Price

YTD 2022 – 2026



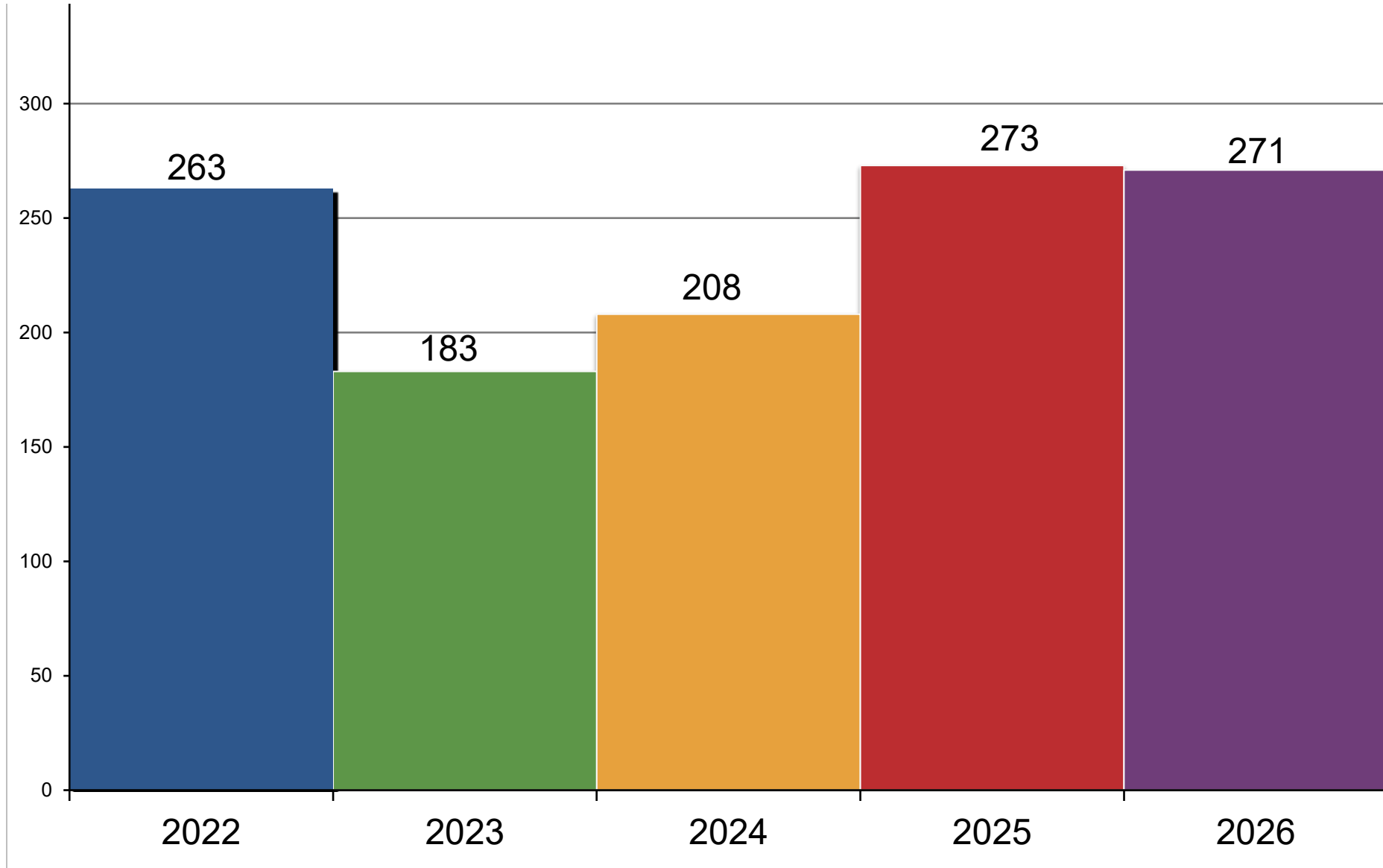
Condo Pending Sales

YTD 2022 – 2026



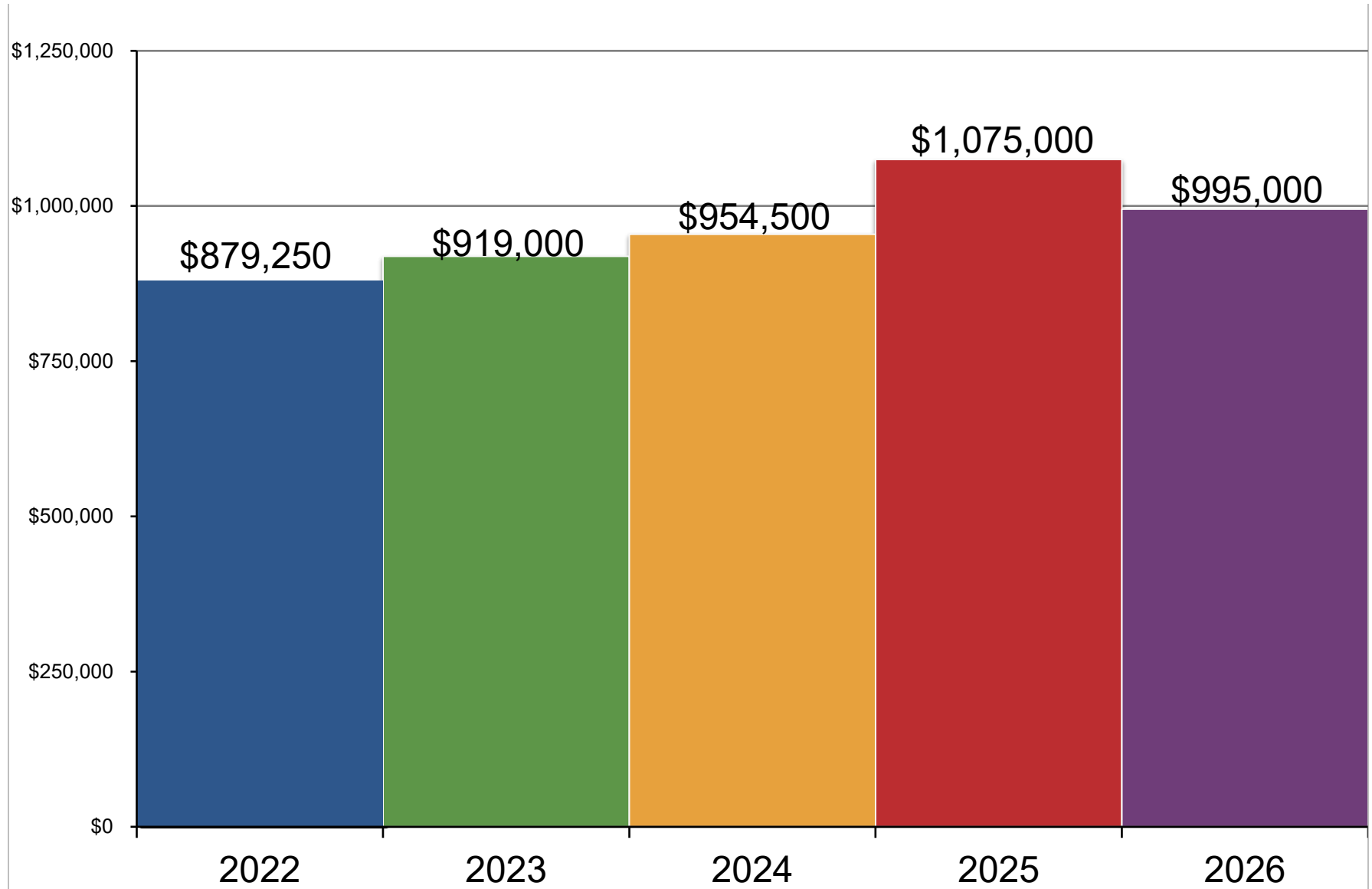
Condo Active Listings

YTD 2022 – 2026



Condo Median List Price

YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 273

UP



+0.7%

2026 ~ 275

New Listings

2025 ~ 279

DOWN



-2.9%

2026 ~ 271

Median List Price

2025 ~ \$1,075,000

DOWN



-7.4%

2026 ~ \$995,000

Properties that went into Escrow

2025 ~ 207

UP



+1.4%

2026 ~ 210

SOLD Properties

Sold Properties

2025 ~ 196

2025 vs. 2026 ~ YTD

UP



+9.2%

2026 ~ 214

Median Sales Price

2025 ~ \$1,030,000

DOWN



-4.4%

2026 ~ \$985,000

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$990,000

DOWN



-3.6%

2026 ~ \$954,500

Average Sold Price

2025 ~ \$ 1,347,882

DOWN



-10.4%

2026 ~ \$1,207,296

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$1,165,656

DOWN



-6.5%

2026 ~ \$1,089,702

Sold Volume

2025 ~ \$264,184,894

DOWN

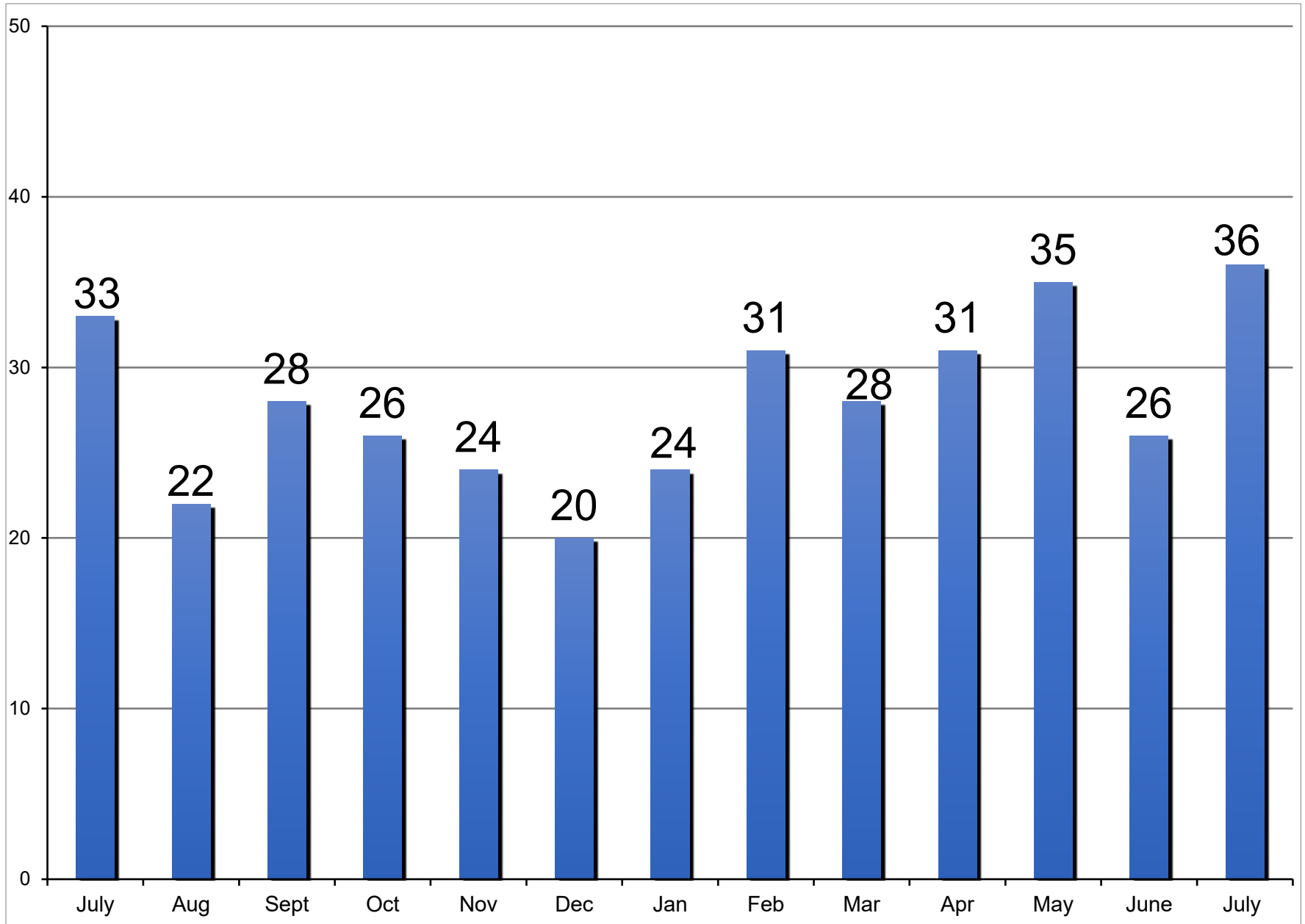


-2.2%

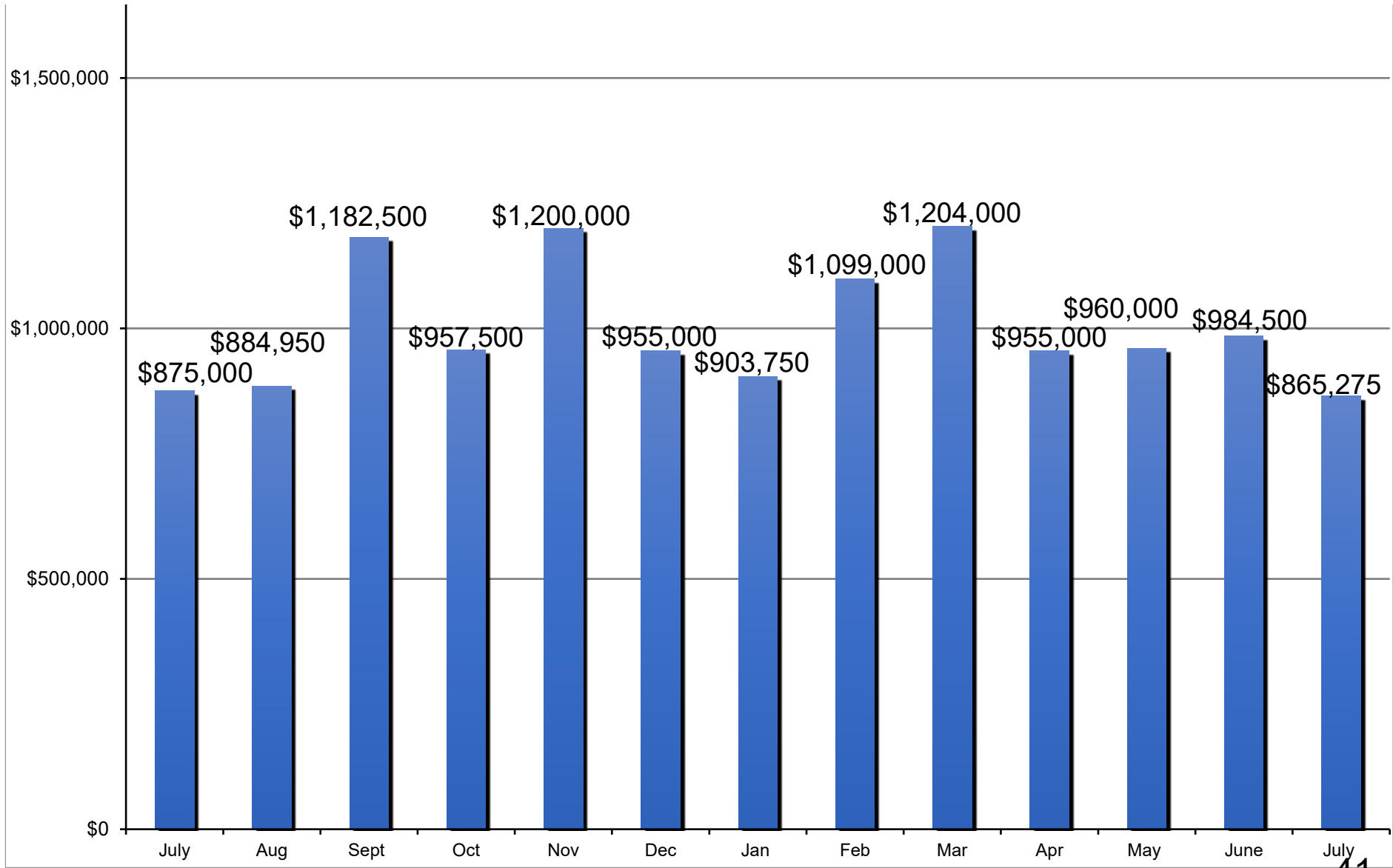
2026 ~ \$258,361,492

**July 2025 to July 2026
Month by Month
for Condos
Districts 05-35**

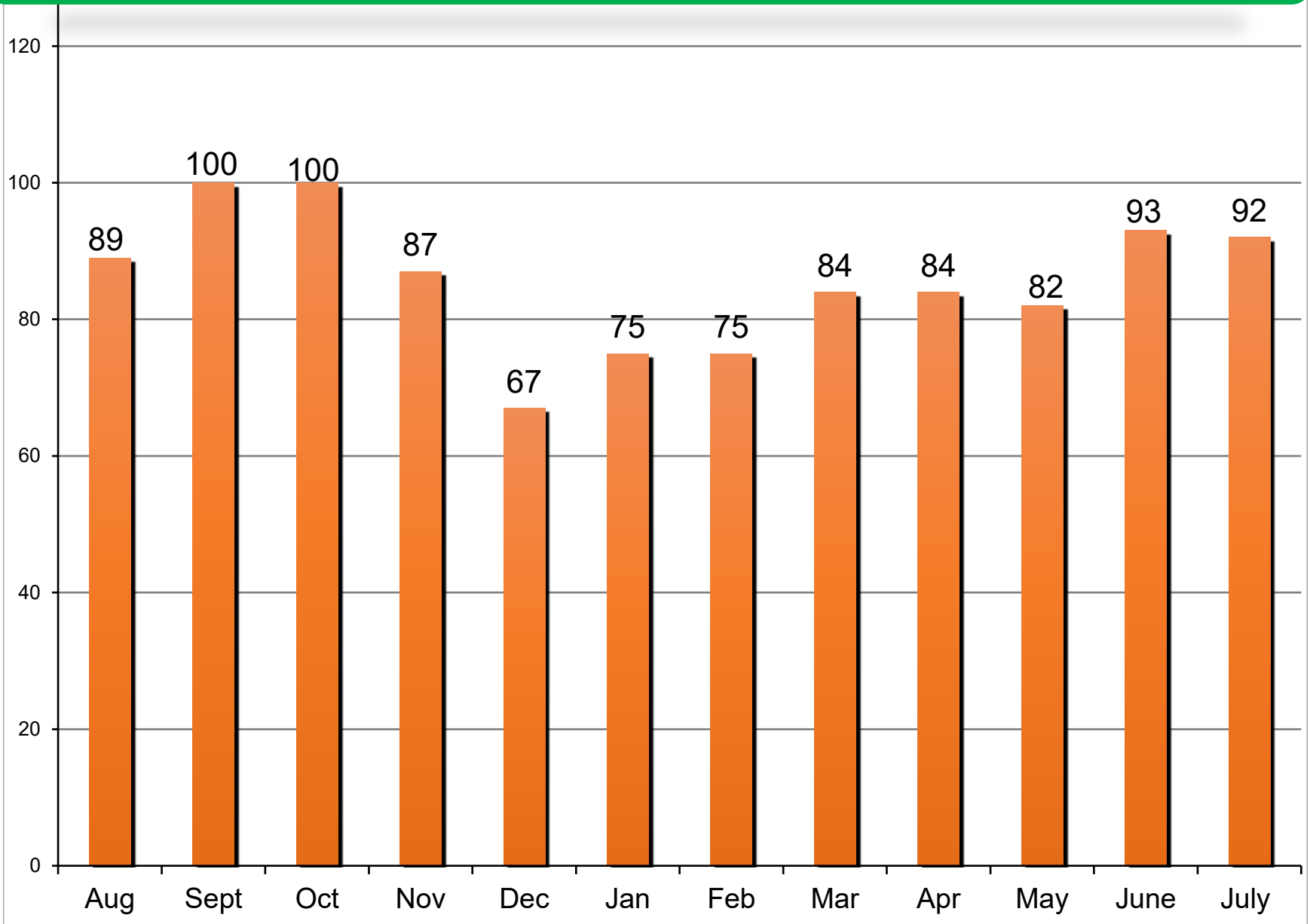
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

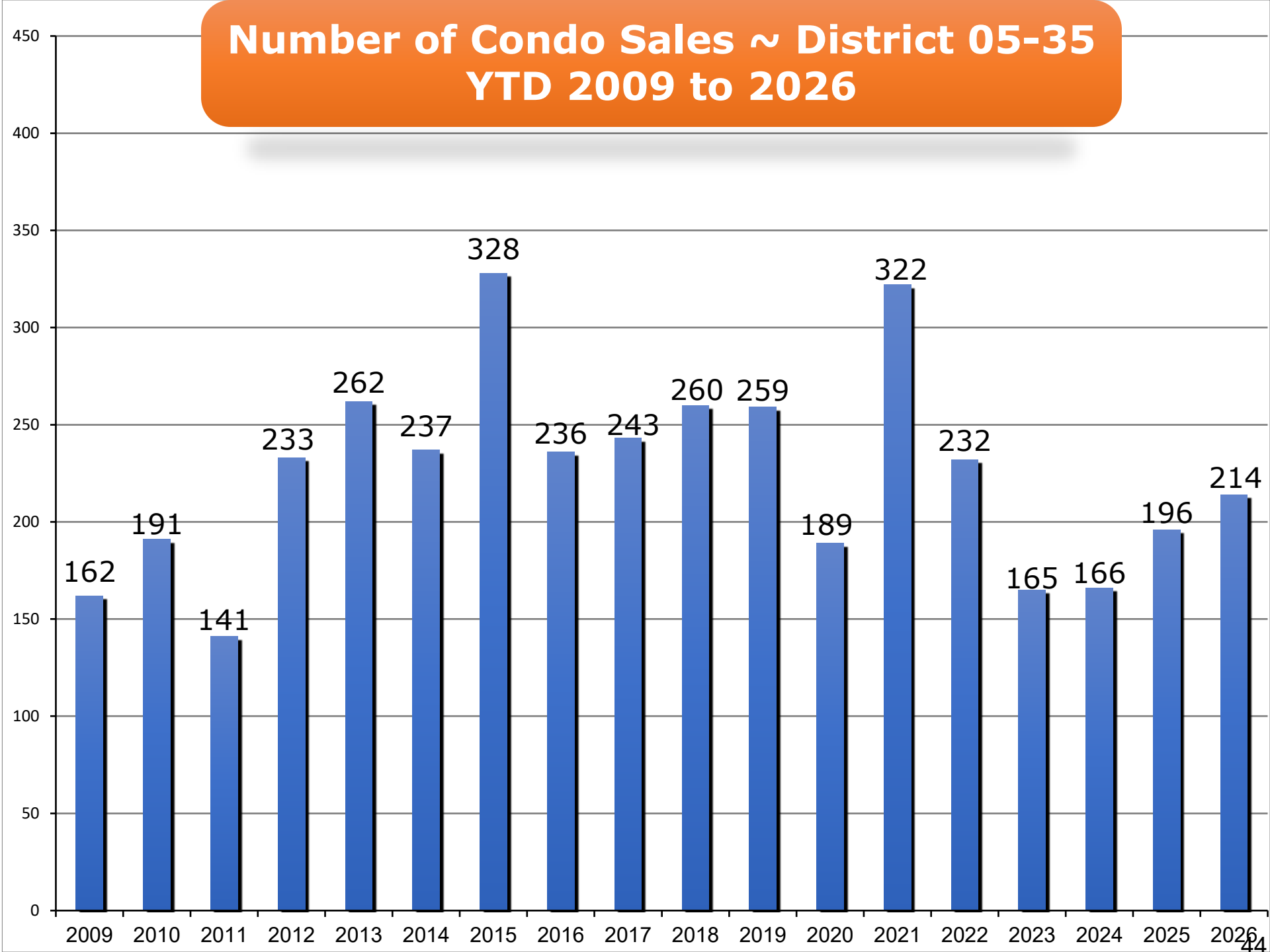


Condo Active Listings for the Last 12 Months



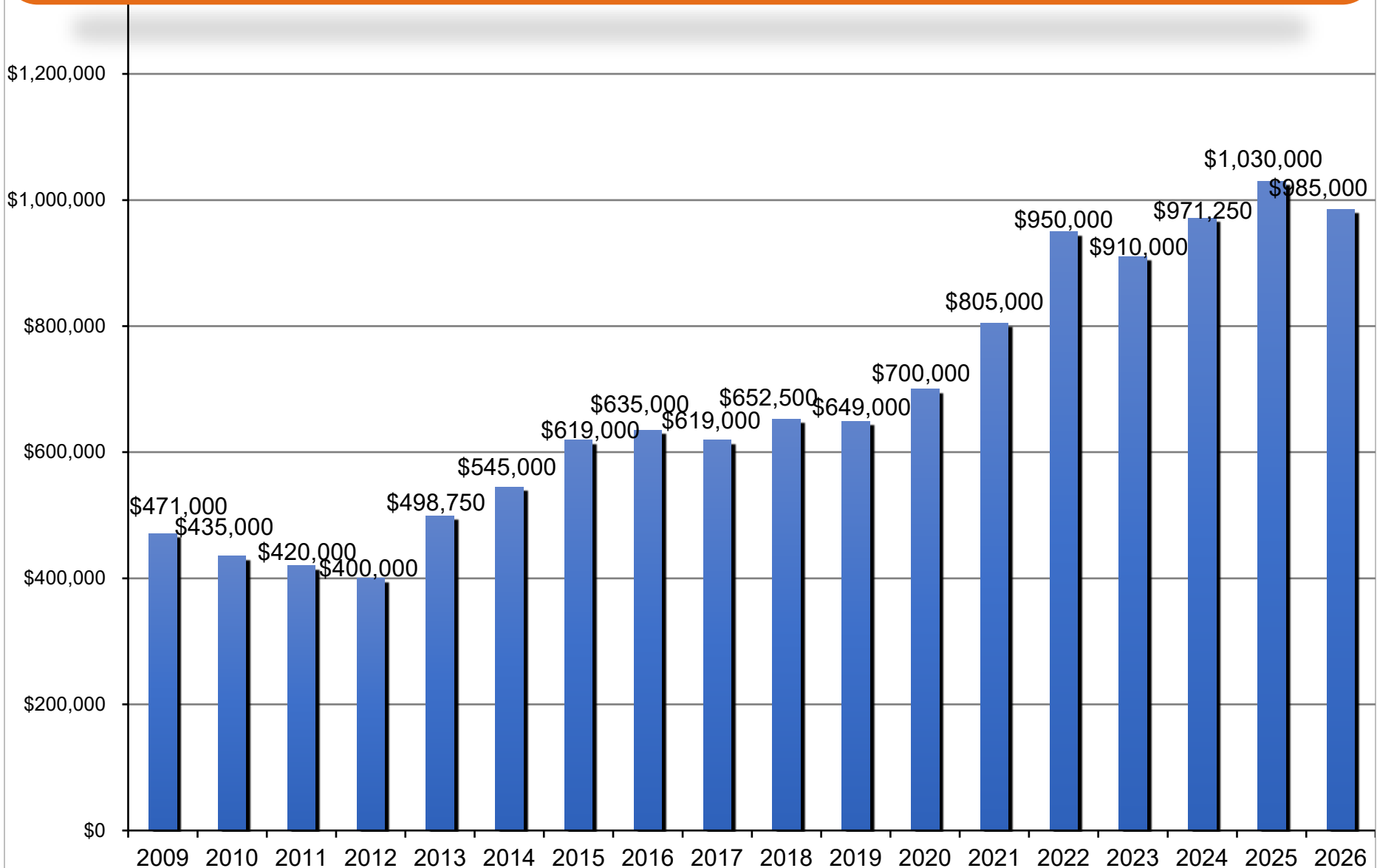
Perspective for Condos *2009 – 2026*

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 8/5/2026*

Statistics Through July 2026