

Monthly MLS Statistics

JUNE 2026



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 7/5/2026*

JUNE 1 – JUNE 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	\$355,685,599	\$2,097,500	\$3,866,147	36	50	\$337,367,459	\$2,062,500	\$3,667,037	94.85	96.03
List/Sold	15	\$31,649,999	\$1,585,000	\$2,109,999	41	43	\$31,383,200	\$1,700,000	\$2,092,213	99.16	96.27
Co-Broker	77	\$324,035,600	\$2,195,000	\$4,208,254	35	51	\$305,984,259	\$2,120,475	\$3,973,821	94.43	96.00
New	130	\$549,930,600	\$2,425,000	\$4,230,235	15	24					
Pending	91	\$388,915,699	\$2,150,000	\$4,273,798	37	65					
Withdrawn	15	\$78,654,000	\$2,499,000	\$5,243,600	46	58					
Cancelled	18	\$112,118,000	\$3,997,500	\$6,228,777	135	165					
Expired	7	\$49,600,000	\$4,113,000	\$7,085,714	325	455					
Back On Market	27	\$99,833,000	\$2,600,000	\$3,697,518	122	163					
Extended	24	\$158,258,700	\$2,945,000	\$6,594,112	151	191					
Active In Range	359	\$2,066,645,098	\$3,100,000	\$5,756,671	65	95					
Current Active	227	\$1,479,870,399	\$3,550,000	\$6,519,252	97	142					

Previous Year Comparison

Home Estate/PUD

JUNE 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	\$355,685,599	\$2,097,500	\$3,866,147	36	50	\$337,367,459	\$2,062,500	\$3,667,037	94.85	96.03
Pending	91	\$388,915,699	\$2,150,000	\$4,273,798	37	65					

JUNE 2025

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Sold	81	\$281,721,699	\$2,200,000	\$3,478,045	32	40	\$270,549,266	\$2,197,700	\$3,340,114	96.03	90.98
Pending	71	\$264,151,699	\$2,395,000	\$3,720,446	51	57					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$350,000-\$399,999	1	327	327
\$950,000-\$999,999	1	33	33
\$1,000,000-\$1,099,999	3	3	3
\$1,100,000-\$1,199,999	6	40	40
\$1,200,000-\$1,299,999	4	9	9
\$1,300,000-\$1,399,999	2	10	10
\$1,400,000-\$1,499,999	5	12	16
\$1,500,000-\$1,599,999	3	44	44
\$1,600,000-\$1,699,999	6	14	14
\$1,700,000-\$1,799,999	5	39	39
\$1,800,000-\$1,899,999	4	9	16
\$1,900,000-\$1,999,999	1	1	1

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,000,000-\$2,249,999	10	40	40
\$2,250,000-\$2,499,999	2	27	27
\$2,500,000-\$2,749,999	3	7	7
\$2,750,000-\$2,999,999	6	22	22
\$3,000,000-\$3,249,999	5	49	132
\$3,250,000-\$3,499,999	4	70	131
\$3,500,000-\$3,749,999	2	46	136
\$3,750,000-\$3,999,999	2	11	11
\$4,000,000-\$4,249,999	1	28	28
\$4,250,000-\$4,499,999	1	6	6
\$4,500,000-\$4,749,999	1	30	30
\$4,750,000-\$4,999,999	1	186	332
\$5,000,000+	13	52	69

Sold Listings

The average price for the **92** properties is **\$3,667,037**

The highest price is **\$33,333,333**

3191 Padaro Lane

The median price is **\$2,062,500**

115 El Guacho Lane

The lowest price is **\$360,000**

The average Market Time is **36**

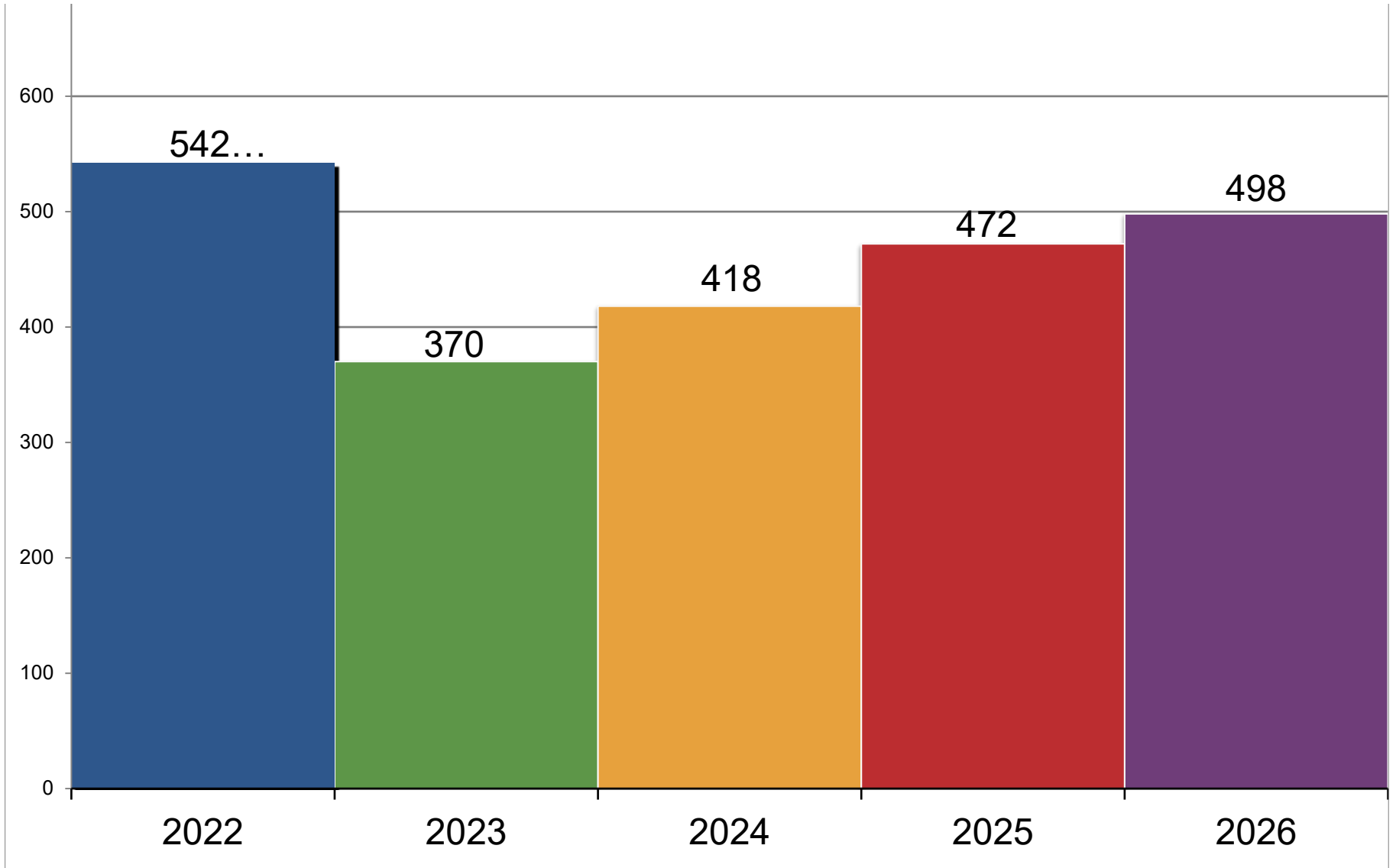
The average Continuous Market Time is **50**

HOME ESTATE & PUD

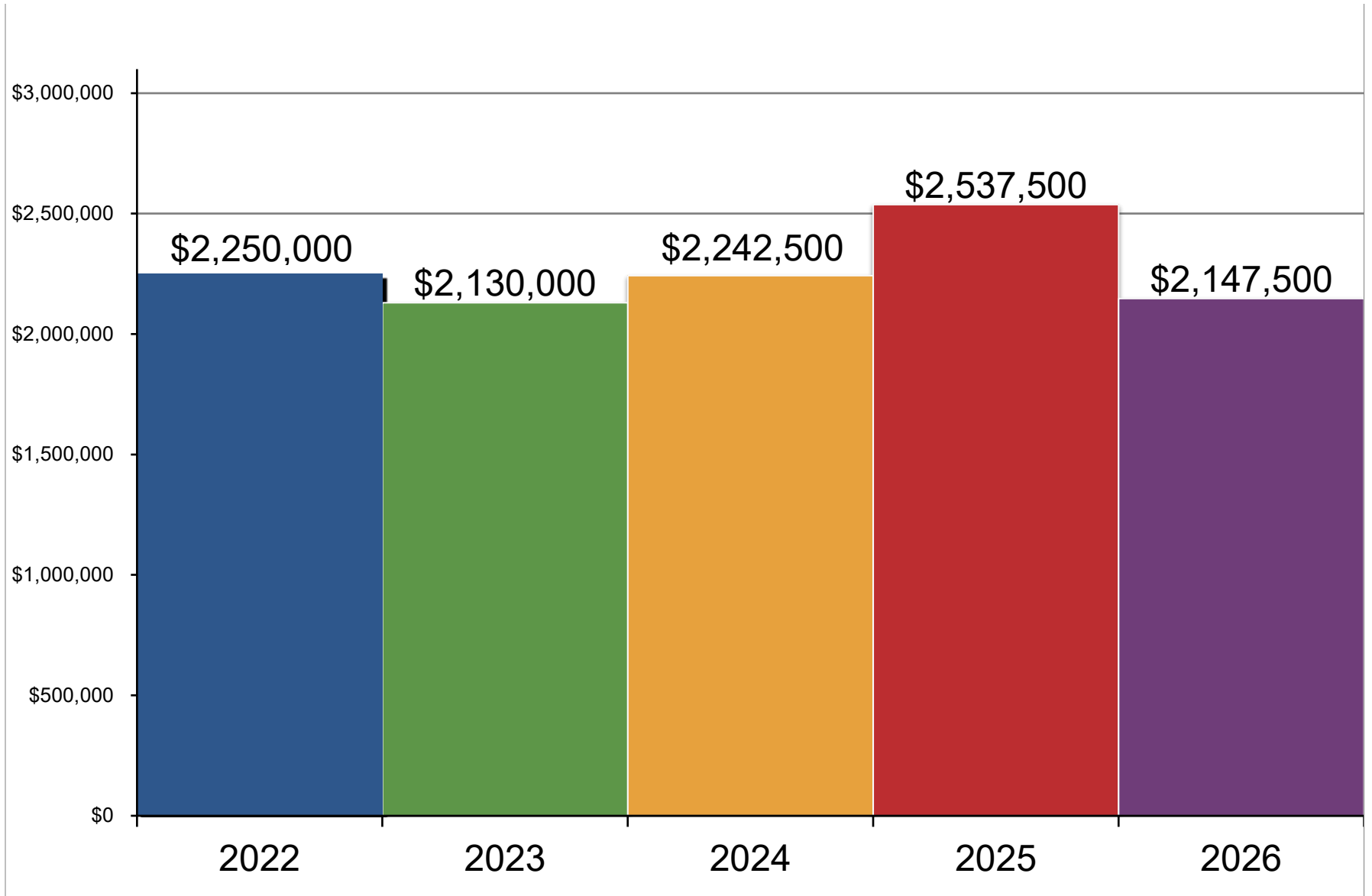
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

HE/PU Sales

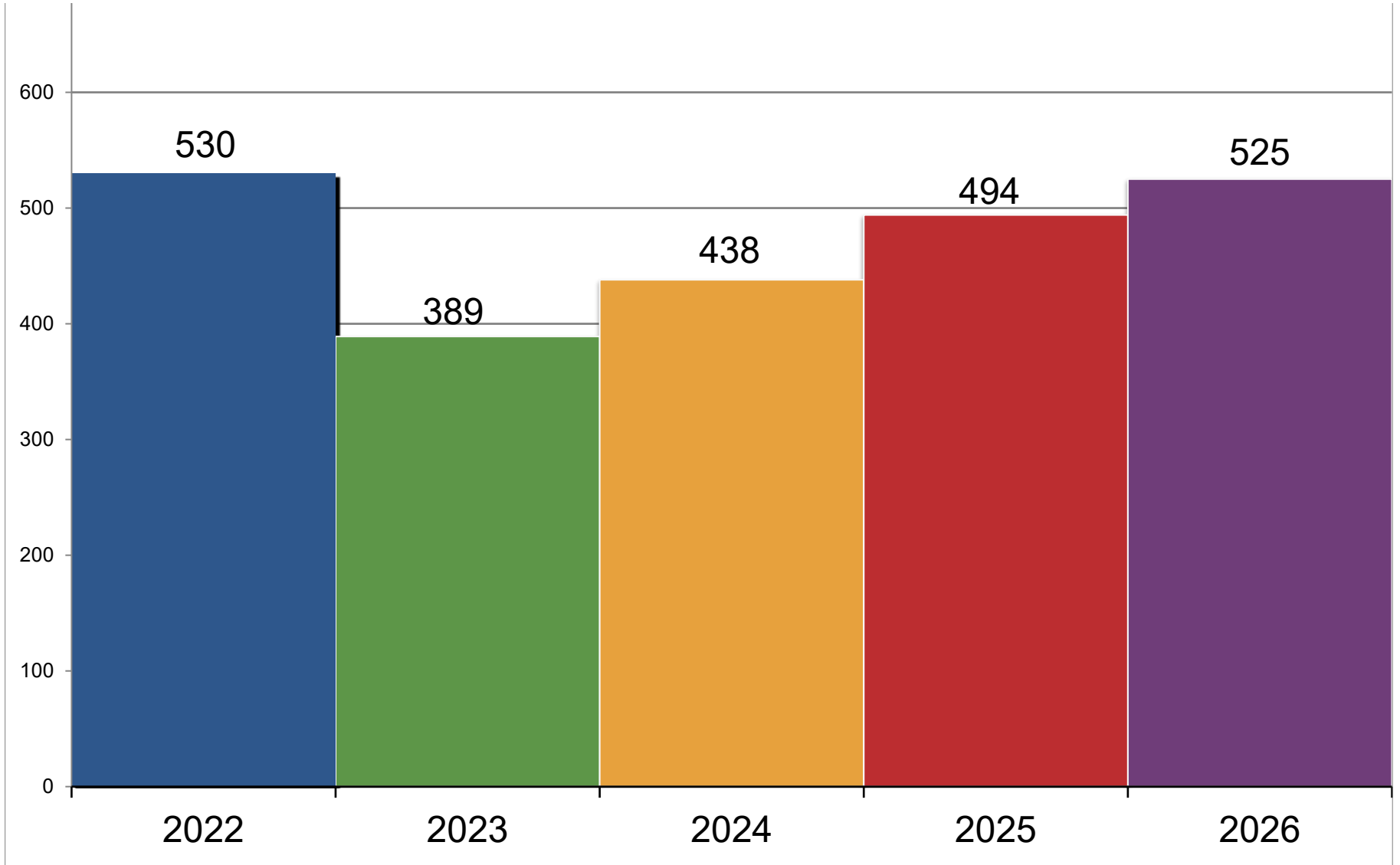
YTD 2022 – 2026



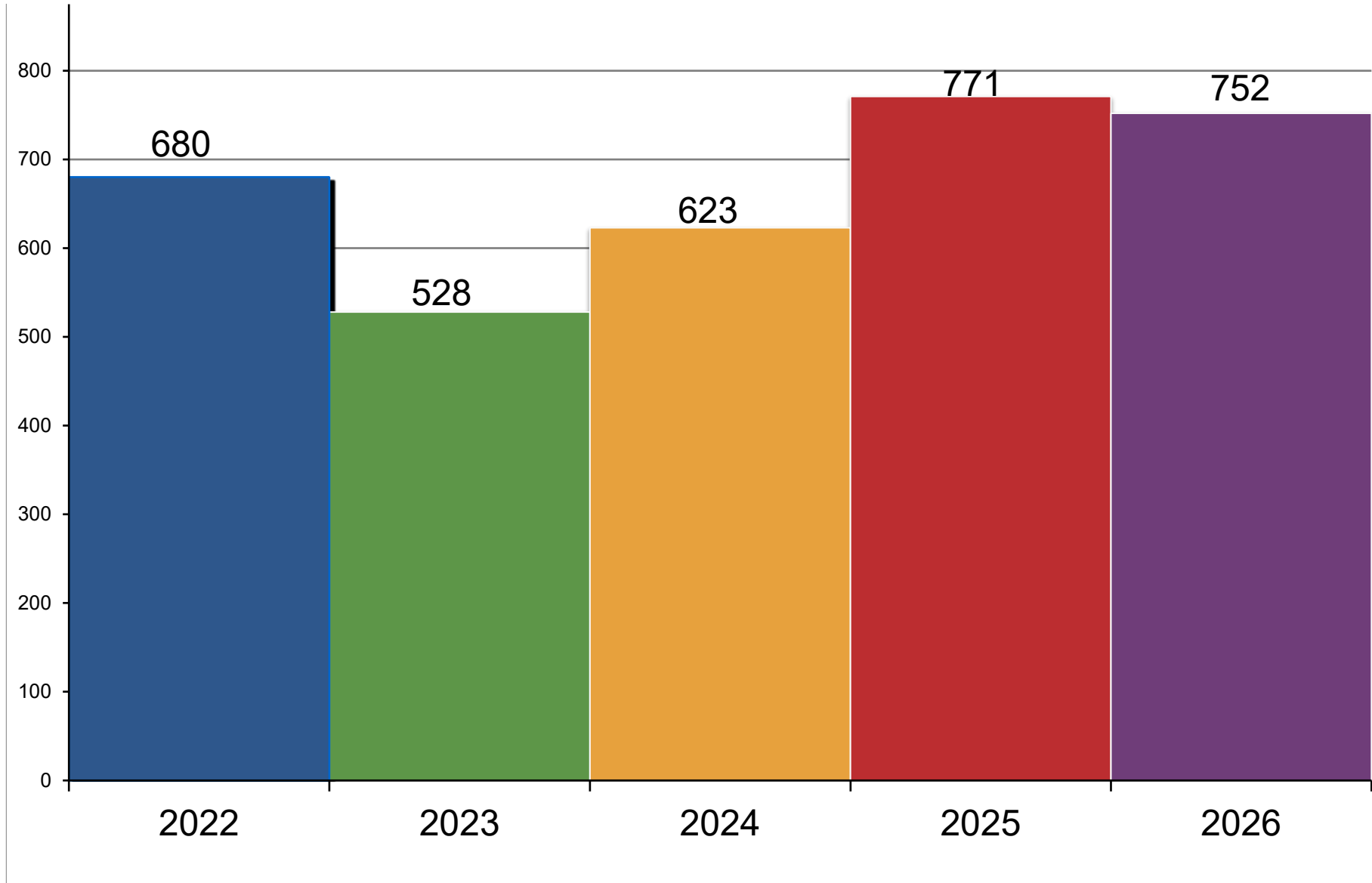
HE/PU Median Sales Price YTD 2022 – 2026



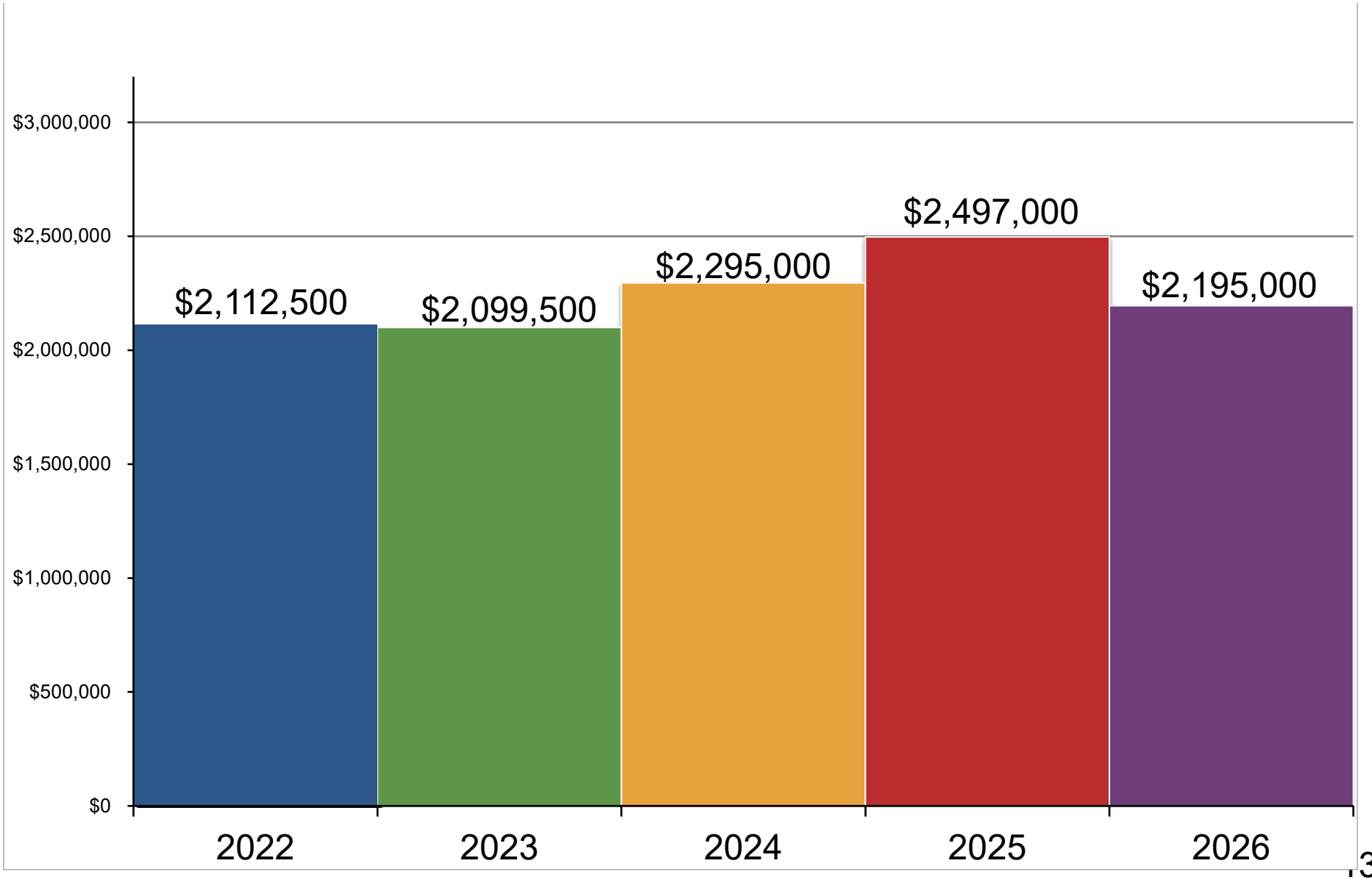
HE/PU Pending Sales YTD 2021 – 2025



HE/PU Active Listings YTD 2021 – 2025



HE/PU Median List Price YTD 2021 – 2025



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

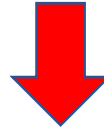
ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 771

DOWN



-2.5%

2026 ~ 752

New Listings

2025 ~ 770

DOWN



-7%

2026 ~ 716

Median List Price

2025 ~ \$2,497,000

DOWN



-12.1%

2026 ~ \$2,195,000

Properties that went into Escrow

2025 ~ 494

UP



+6.3%

2026 ~ 525


SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 472

2026 ~ 498

UP  +5.5%

Median Sales Price

2025 ~ \$2,537,500

2026 ~ \$2,147,500

DOWN  -15.4%

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$2,000,000

2026 ~ \$1,900,000

DOWN  -5%

Average Sold Price

2025 ~ \$3,613,861


2026 ~ \$3,572,300

DOWN  -1.2%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$2,535,664

2026 ~ \$2,515,614

DOWN  -0.8%

Sold Volume

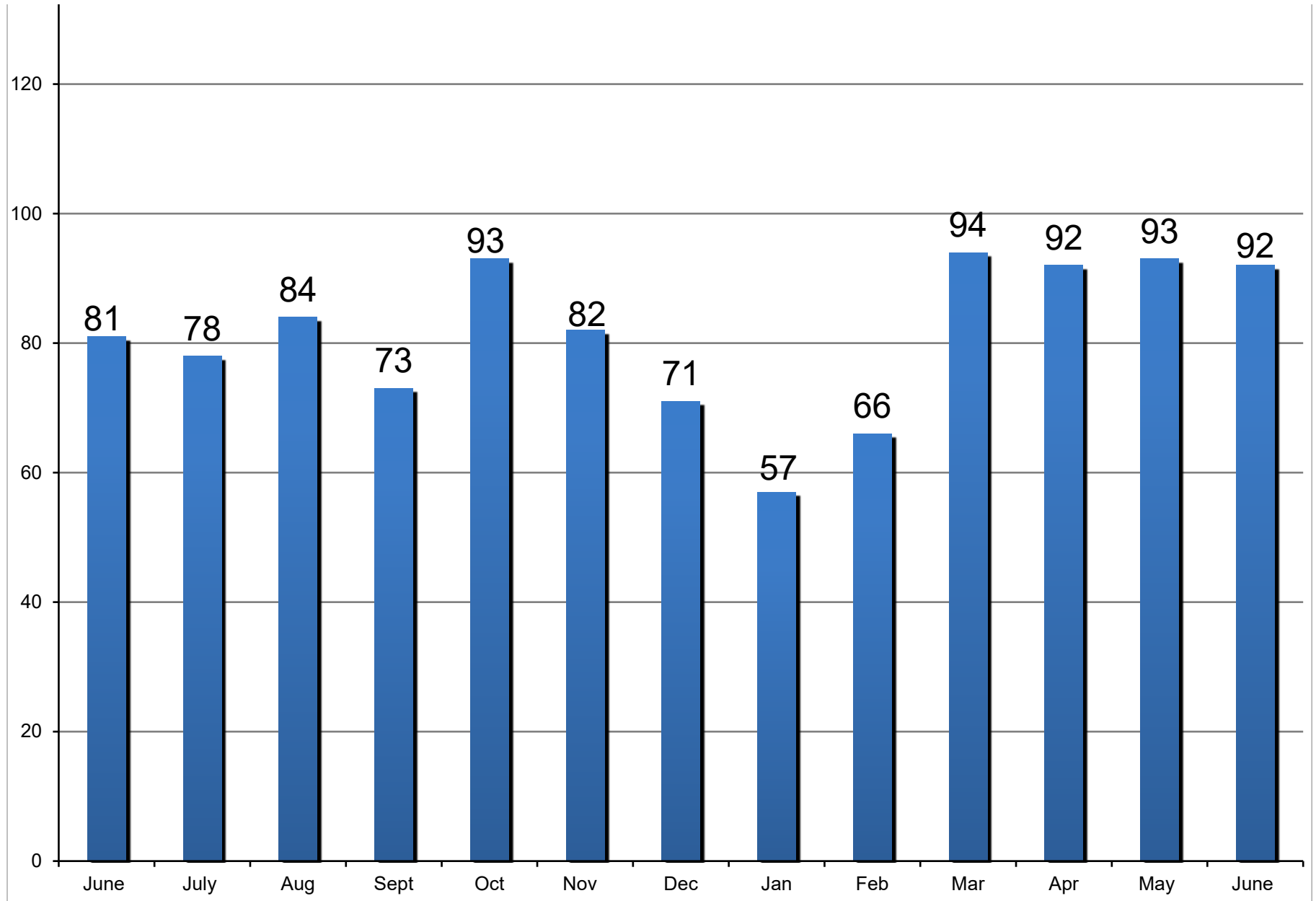
2025 ~ \$1,705,742,642

2026 ~ \$1,779,005,690

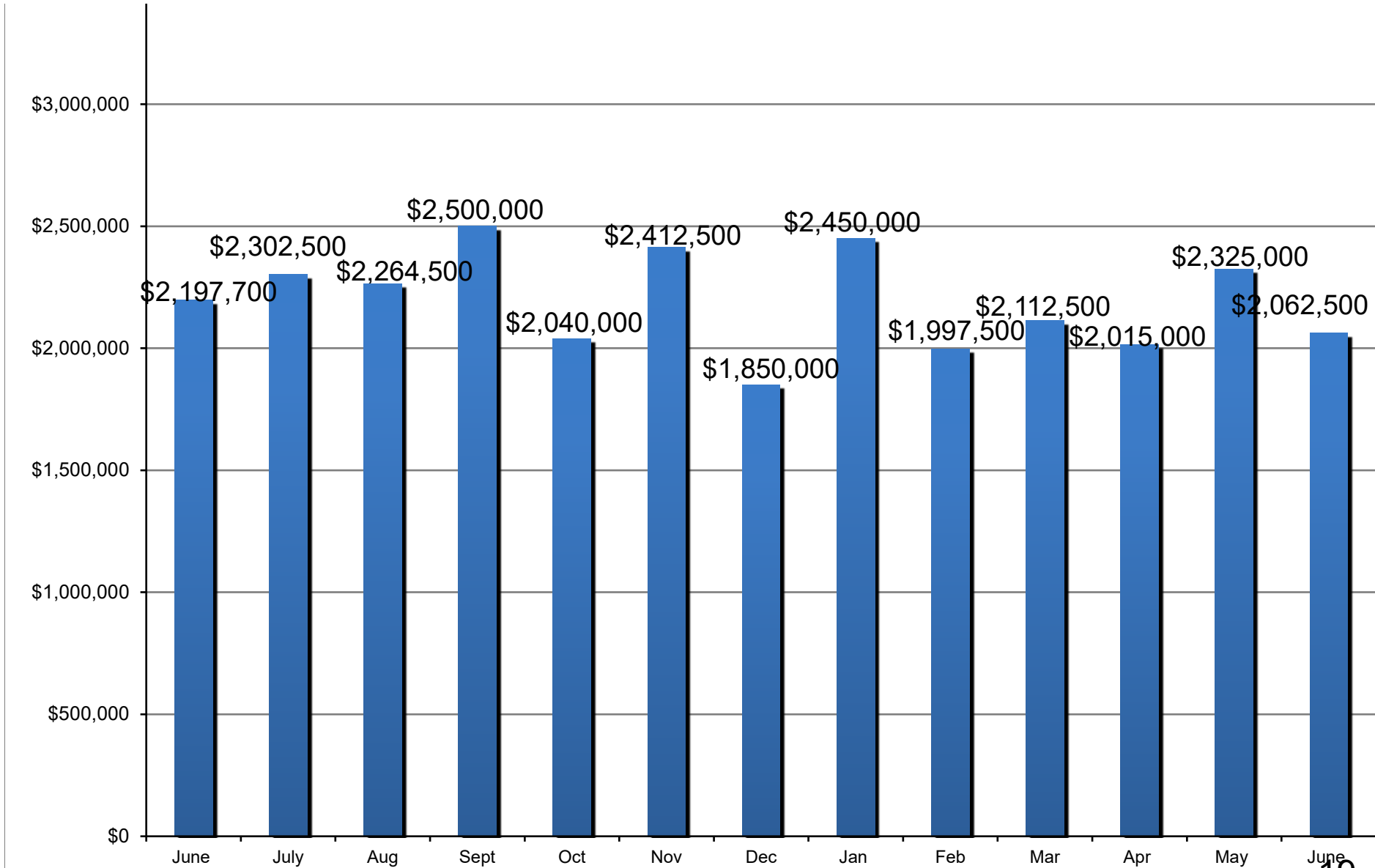
UP  +4.3%

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

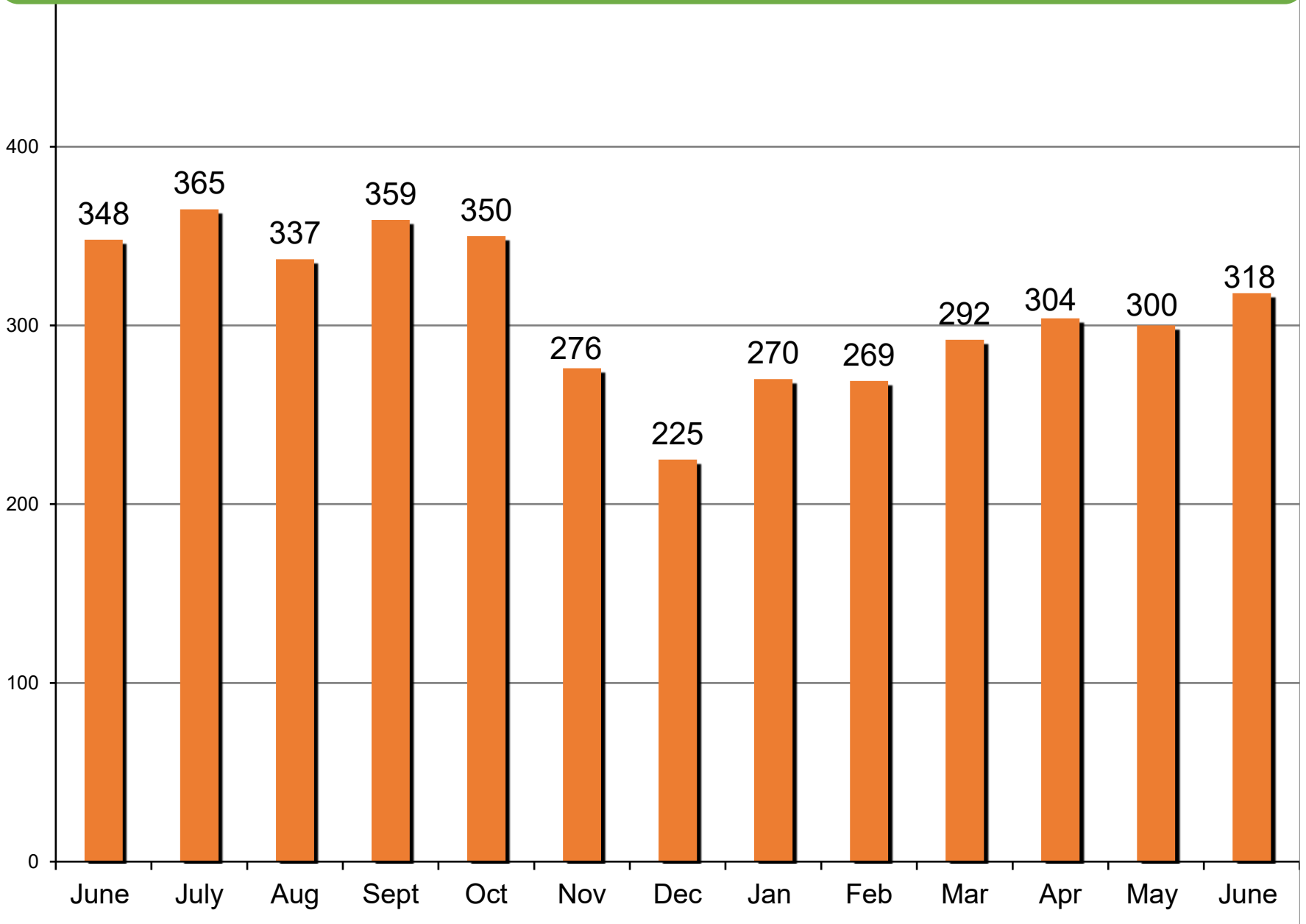
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

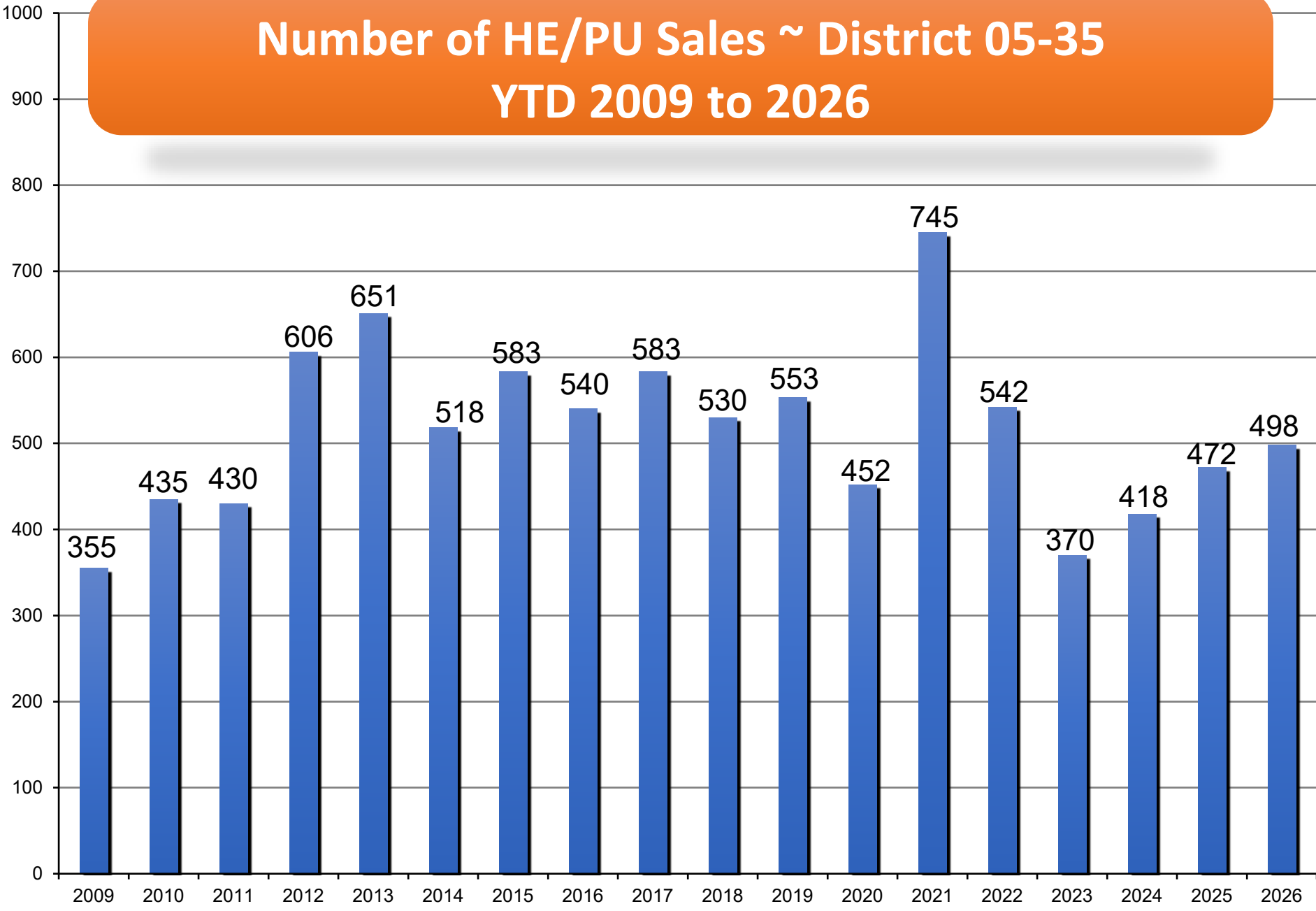


HE/PU Active Listings for the Last 12 Months

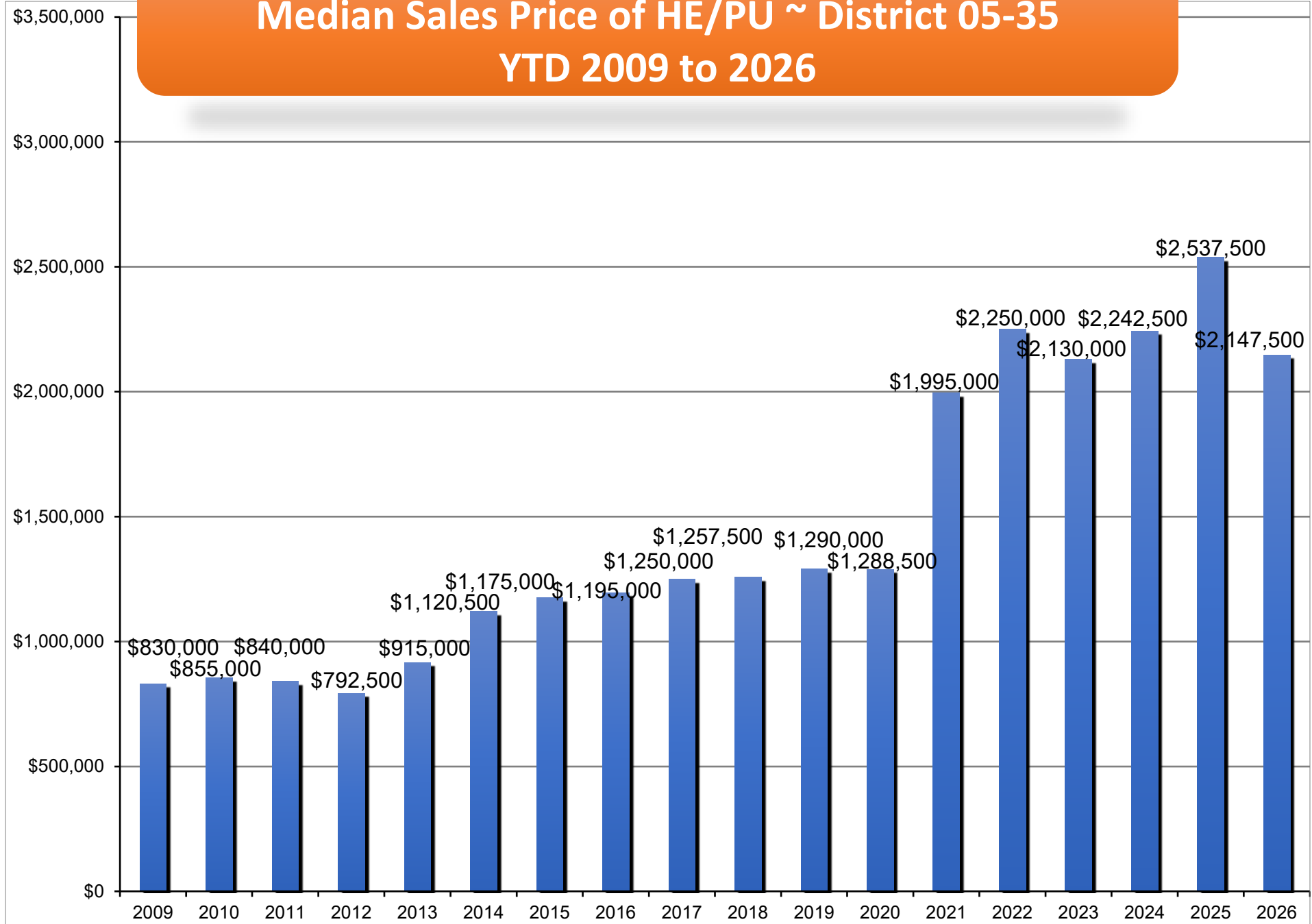


Perspective for Home Estates & PUDs 2009 – 2026

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



JUNE 1 – JUNE 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	26	\$36,215,900	\$975,000	\$1,392,919	31	35	\$35,738,602	\$984,500	\$1,374,561	98.68	97.55
List/Sold	9	\$13,210,000	\$1,300,000	\$1,467,777	15	15	\$13,215,500	\$1,237,500	\$1,468,388	100.04	99.87
Co-Broker	17	\$23,005,900	\$929,000	\$1,353,288	40	45	\$22,523,102	\$930,000	\$1,324,888	97.90	96.24
New	36	\$39,276,899	\$939,499	\$1,091,024	16	25					
Pending	34	\$41,103,999	\$888,000	\$1,208,941	34	38					
Withdrawn	2	\$1,744,000	\$872,000	\$872,000	85	85					
Cancelled	3	\$8,518,900	\$775,000	\$2,839,633	38	38					
Expired	3	\$3,398,000	\$869,000	\$1,132,666	92	92					
Back On Market	4	\$4,724,000	\$1,077,000	\$1,181,000	84	108					
Extended	9	\$18,002,000	\$1,800,000	\$2,000,222	83	111					
Active In Range	96	\$130,568,449	\$1,087,000	\$1,360,088	42	50					
Current Active	59	\$86,945,450	\$1,195,000	\$1,473,651	68	82					

Previous Year Comparison

CONDOS

June 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	26	\$36,215,900	\$975,000	\$1,392,919	31	35	\$35,738,602	\$984,500	\$1,374,561	98.68	97.55
Pending	34	\$41,103,999	\$888,000	\$1,208,941	34	38					

June 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	26	\$38,332,800	\$997,000	\$1,474,338	38	45	\$37,706,250	\$987,000	\$1,450,240	98.37	96.60
Pending	33	\$42,592,795	\$899,000	\$1,290,690	36	37					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$450,000-\$499,999	1	24	24
\$650,000-\$699,999	2	71	71
\$700,000-\$749,999	4	55	55
\$750,000-\$799,999	1	1	1
\$800,000-\$849,999	1	75	75
\$850,000-\$899,999	2	36	36
\$900,000-\$949,999	1	10	10
\$950,000-\$999,999	1	8	8
\$1,000,000-\$1,099,999	1	15	15
\$1,100,000-\$1,199,999	1	8	8

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,200,000-\$1,299,999	1	1	1
\$1,300,000-\$1,399,999	1	115	209
\$1,400,000-\$1,499,999	1	1	1
\$1,600,000-\$1,699,999	2	11	11
\$1,800,000-\$1,899,999	1	20	20
\$2,000,000-\$2,249,999	1	43	43
\$2,250,000-\$2,499,999	1	3	3
\$3,000,000-\$3,249,999	1	15	15
\$3,250,000-\$3,499,999	1	1	1
\$3,500,000-\$3,749,999	1	22	22

Sold Listings

The average price for the **26** properties is **\$1,374,561**

The highest price is **\$3,500,000**

1524 E Valley Road

The median price is **\$984,500**

The lowest price is **\$450,000**

410 Camino Del Remedio Unit F

The average Market Time is **31**

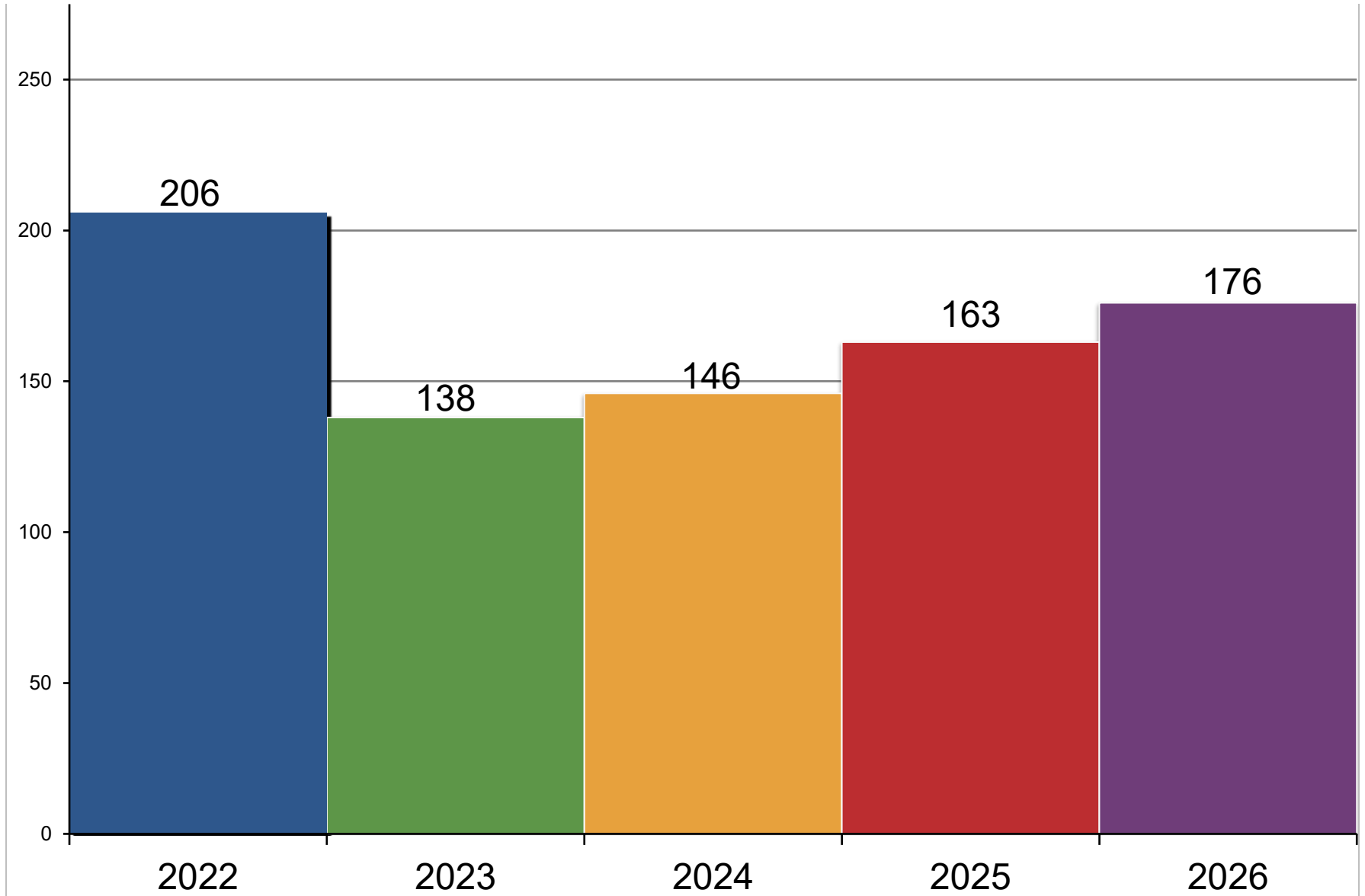
The average Continuous Market Time is **35**

CONDO STATISTICS

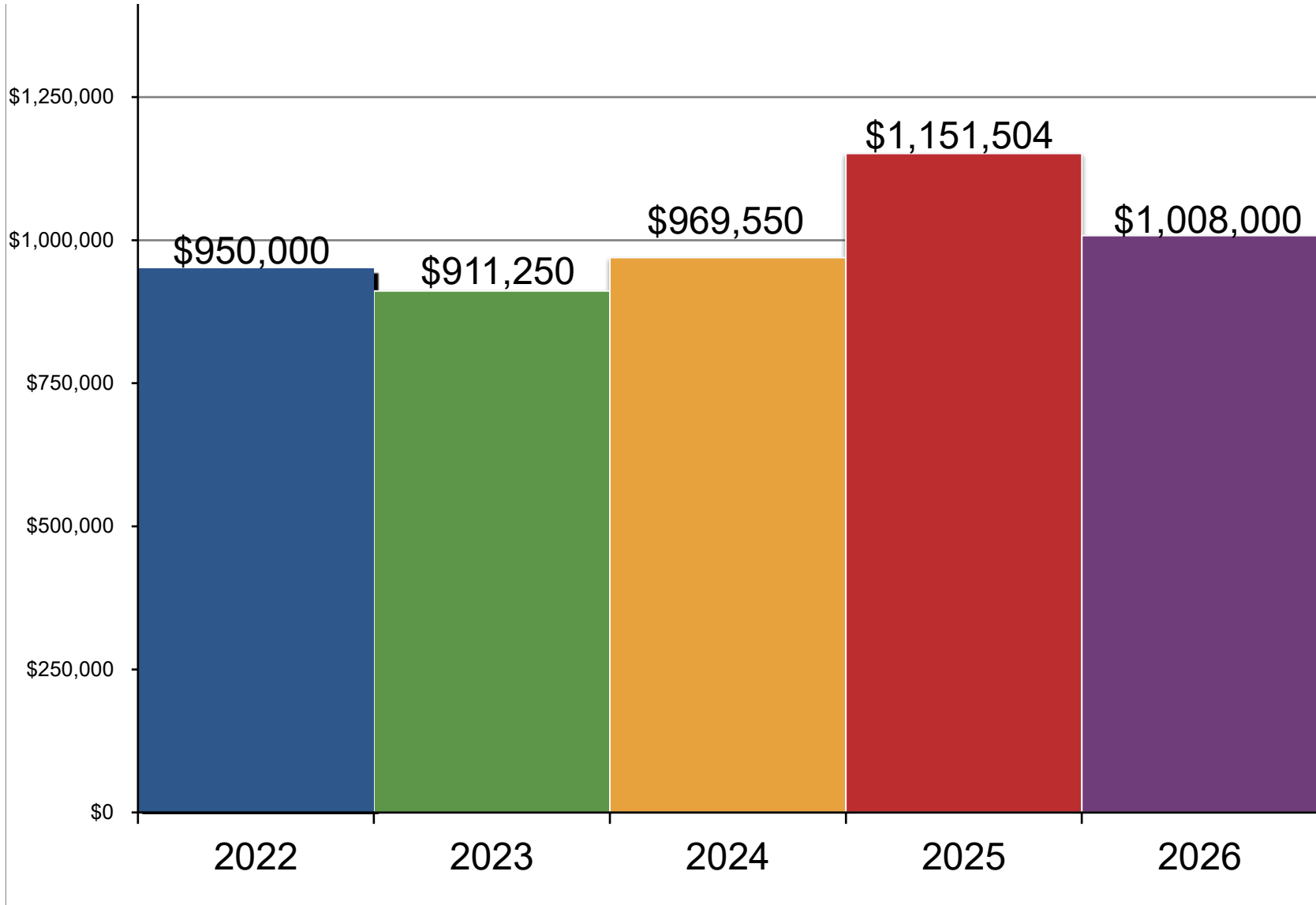
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

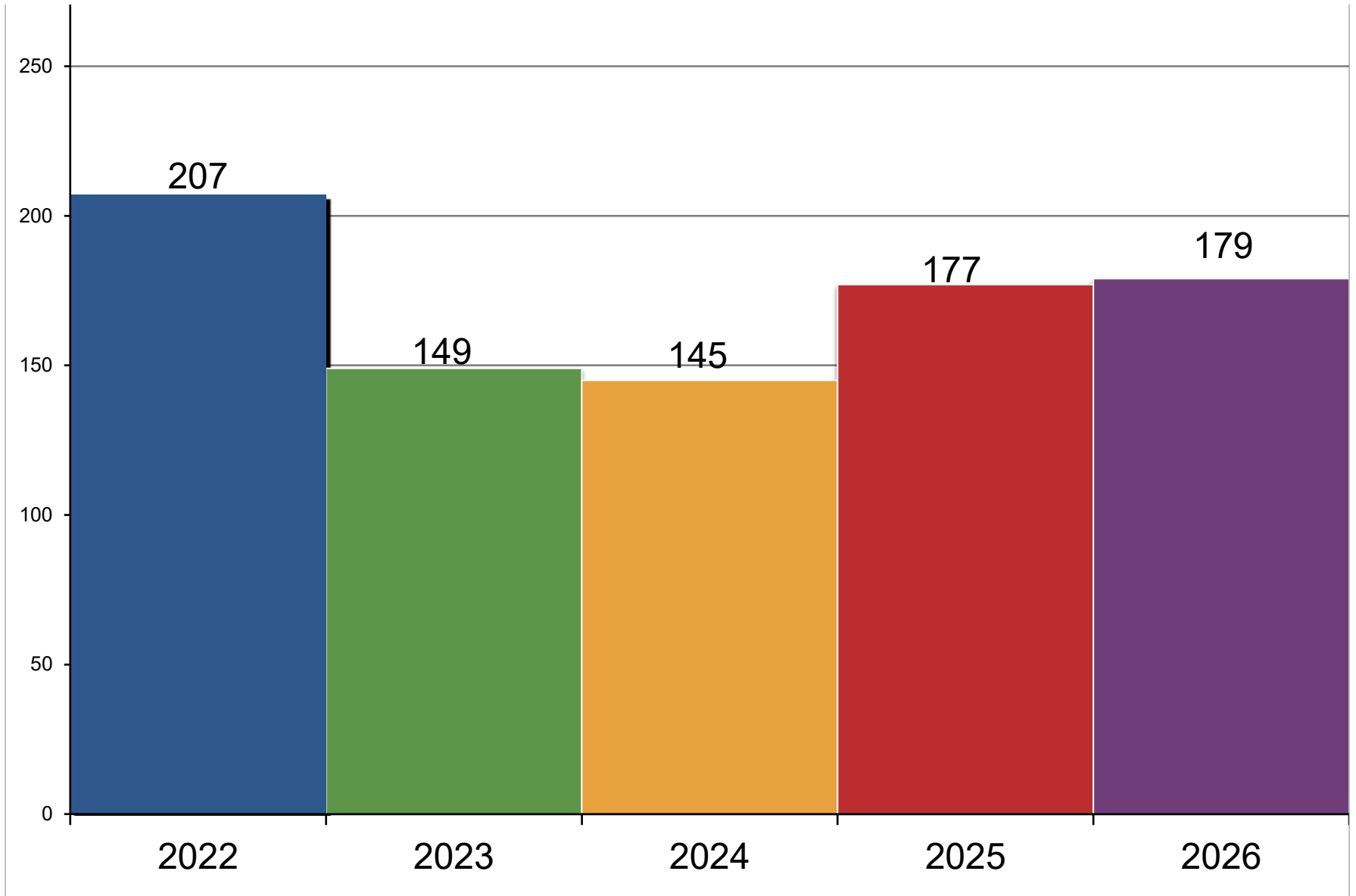
YTD 2022 – 2026



Condo Median Sales Price YTD 2022 – 2026

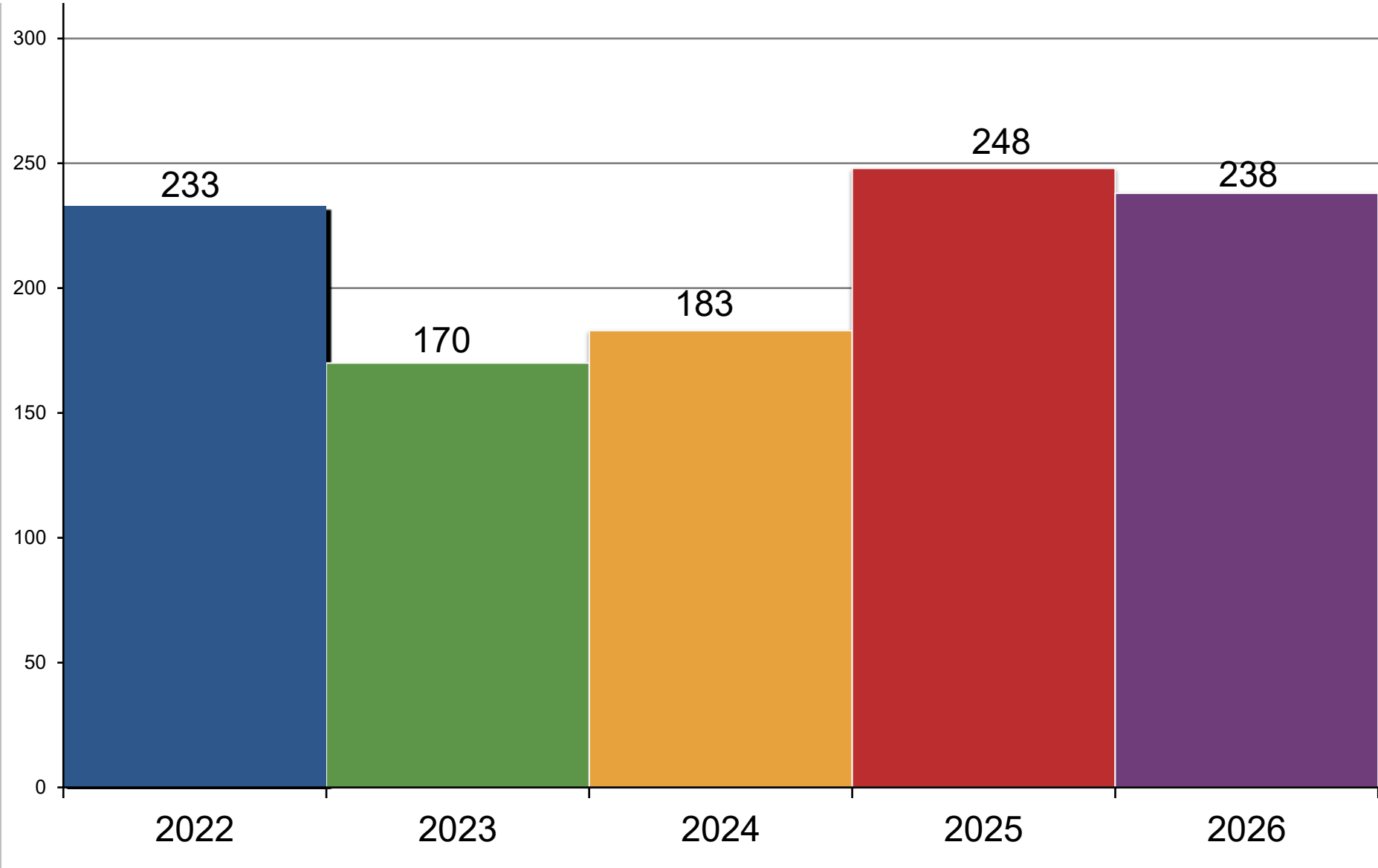


Condo Pending Sales YTD 2022 – 2026



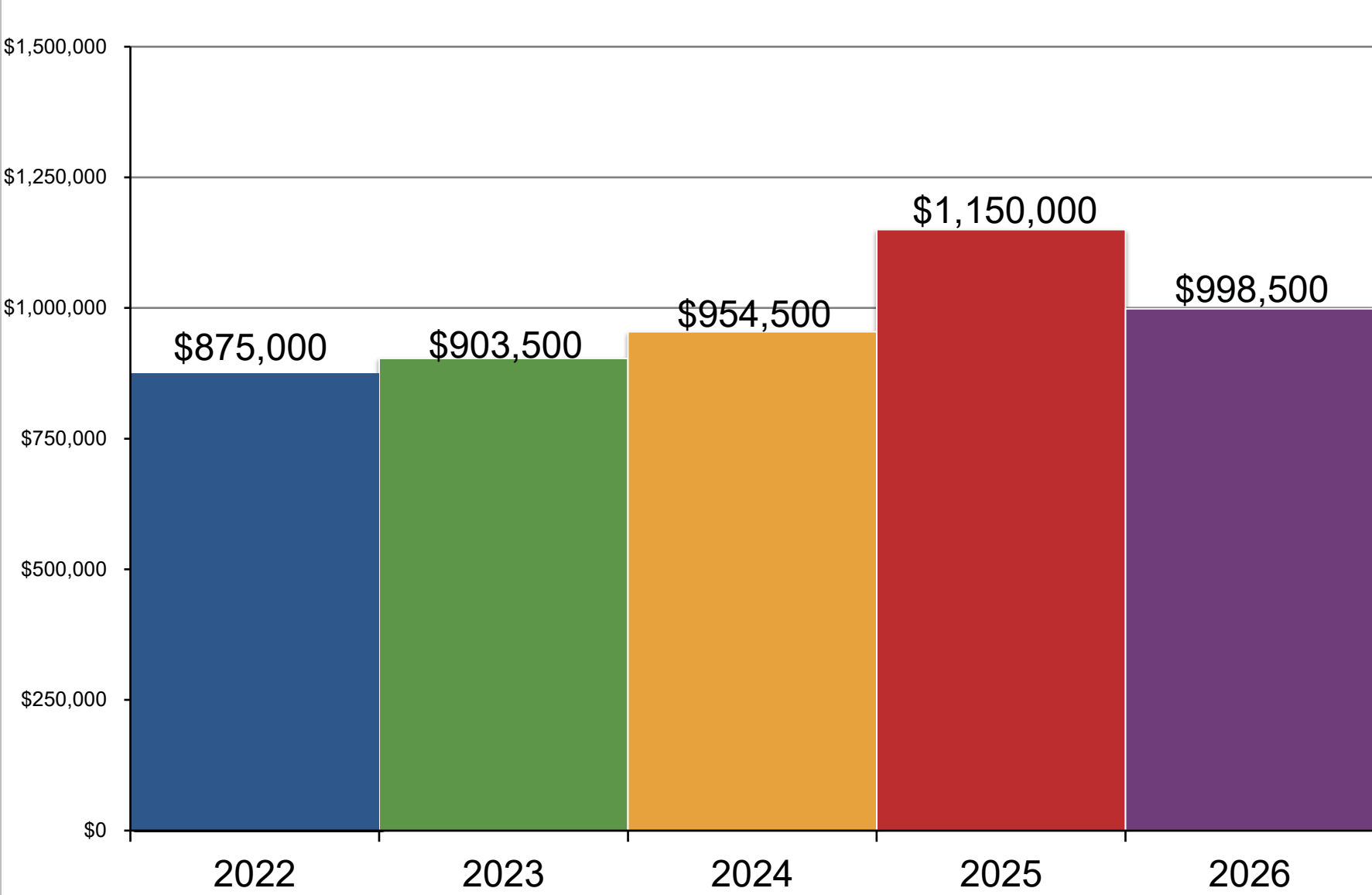
Condo Active Listings

YTD 2022 – 2026



Condo Median List Price

YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 248

DOWN



-4%

2026 ~ 238

New Listings

2025 ~ 246

DOWN



-8.9%

2026 ~ 224

Median List Price

2025 ~ \$1,150,000

DOWN



-13.2%

2026 ~ \$998,500

Properties that went into Escrow

2025 ~ 177

UP



+1.1%

2026 ~ 179

SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 163

UP



+8%

2026 ~ 176

Median Sales Price

2025 ~ \$1,151,504

DOWN



-12.5%

2026 ~ \$1,008,000

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$1,025,000

DOWN



-4.5%

2026 ~ \$978,500

Average Sold Price

2025 ~ \$1,423,080

DOWN



-12.2%

2026 ~ \$1,249,810

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$1,224,012

DOWN



-8.6%

2026 ~ \$1,119,028

Sold Volume

2025 ~ \$231,962,194

DOWN

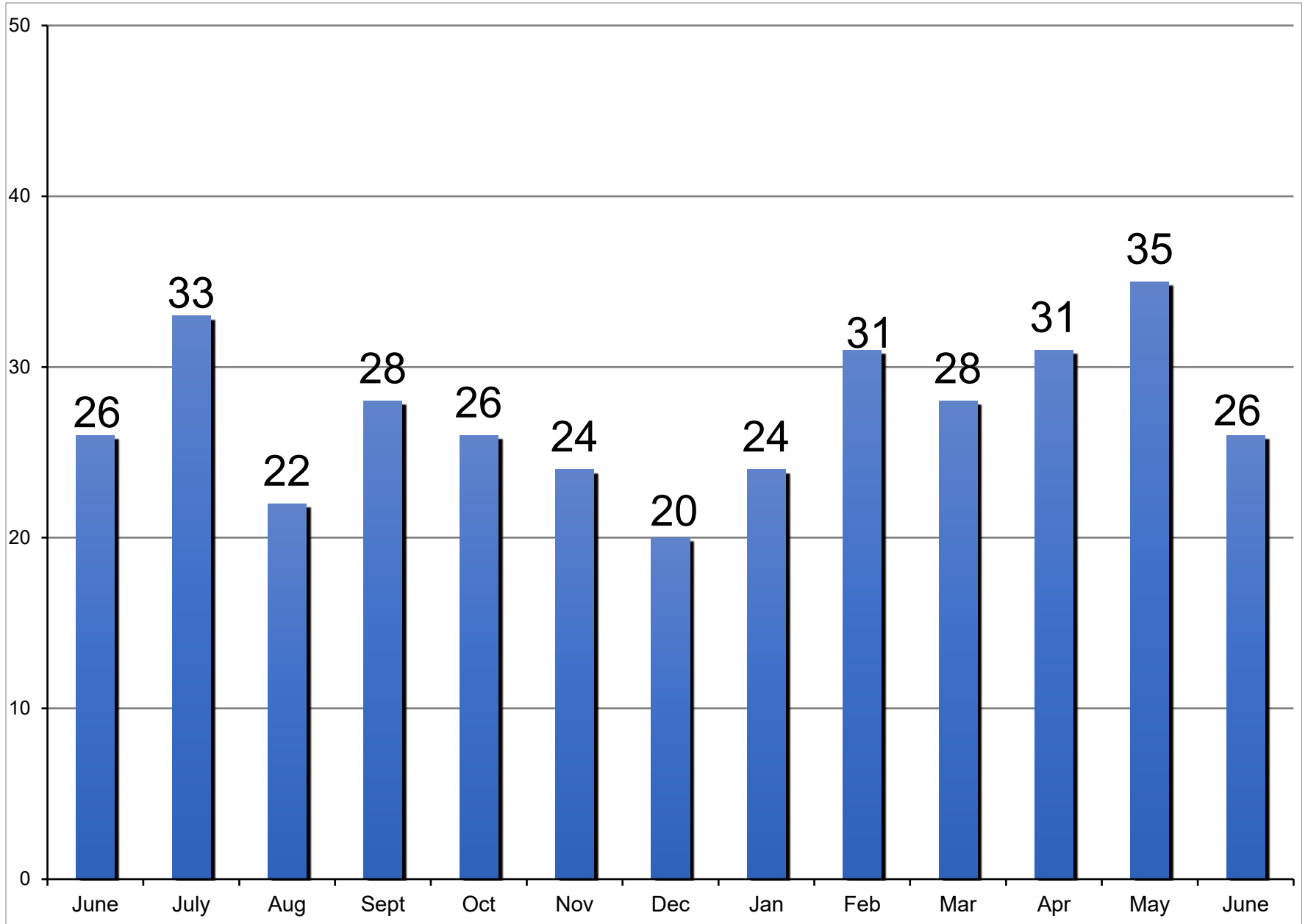


-5.2%

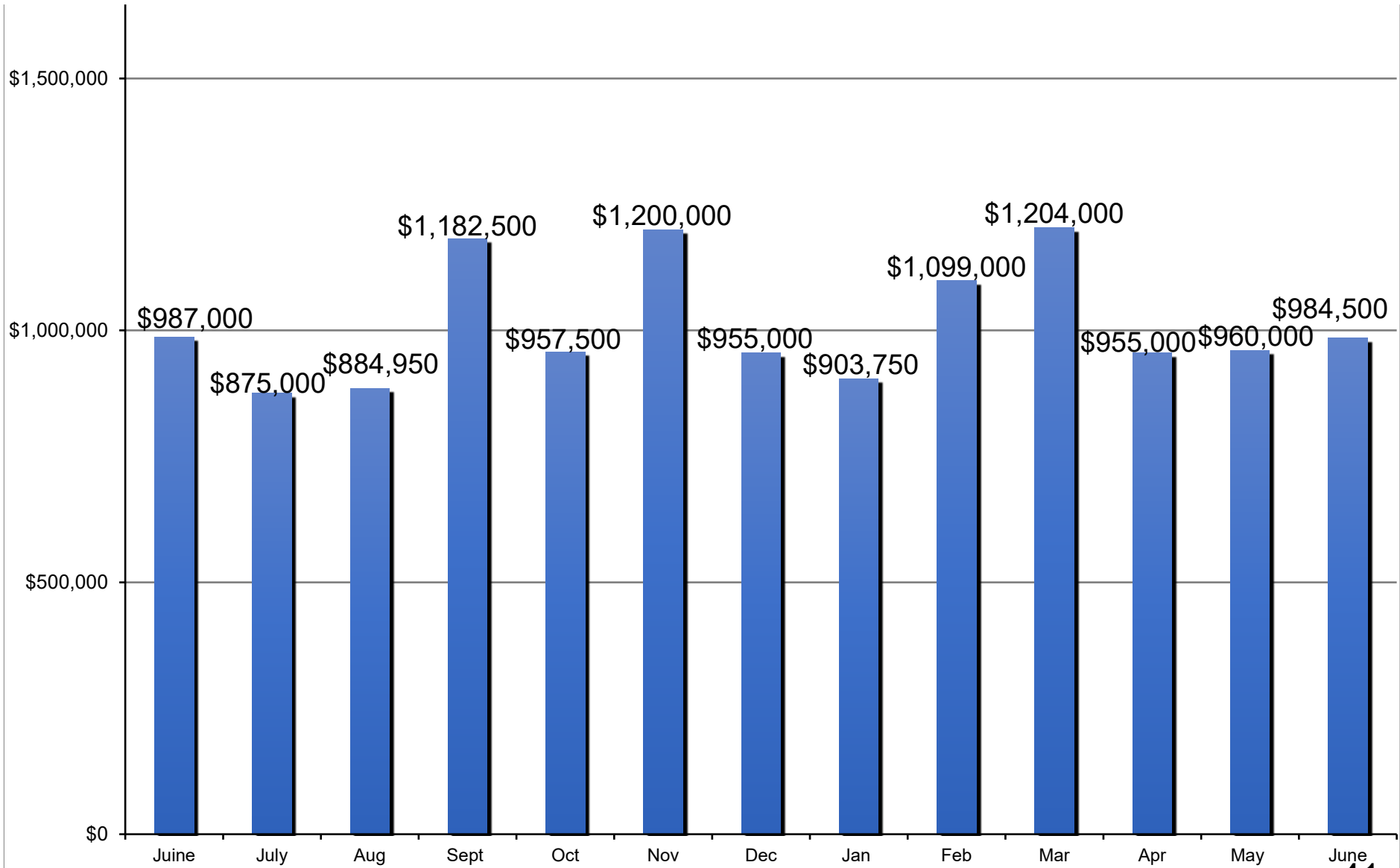
2026 ~ \$219,966,617

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

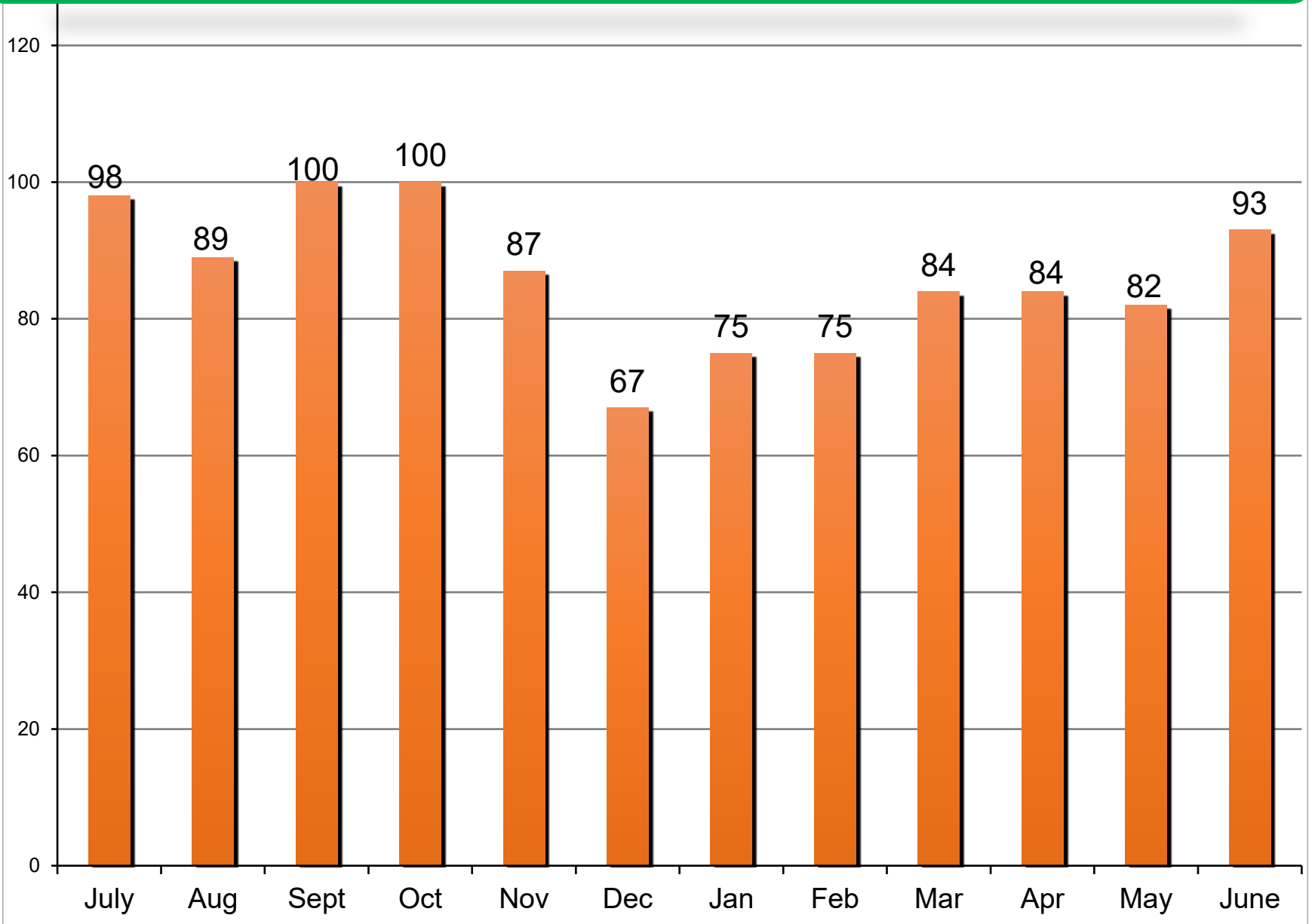
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

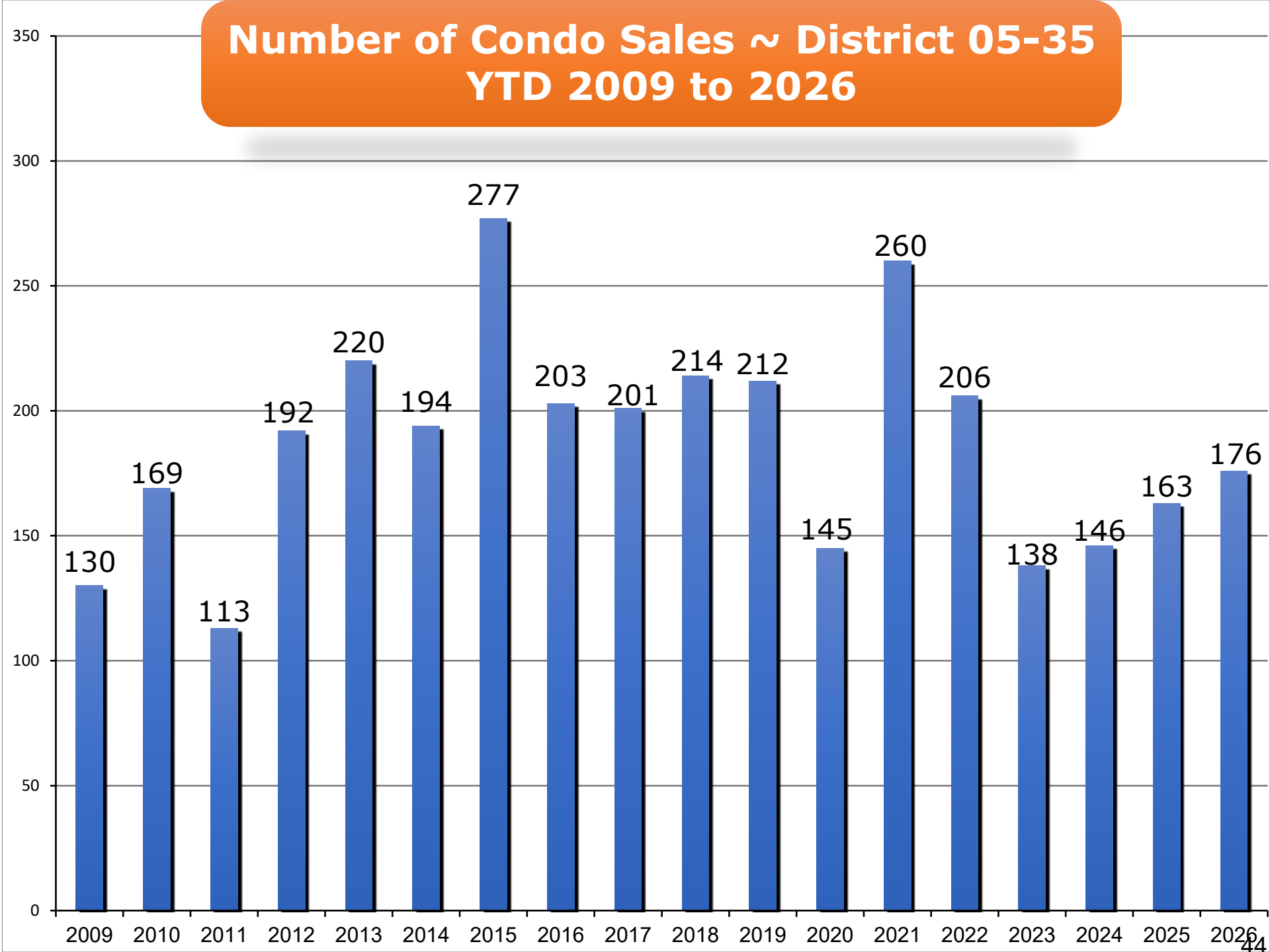


Condo Active Listings for the Last 12 Months

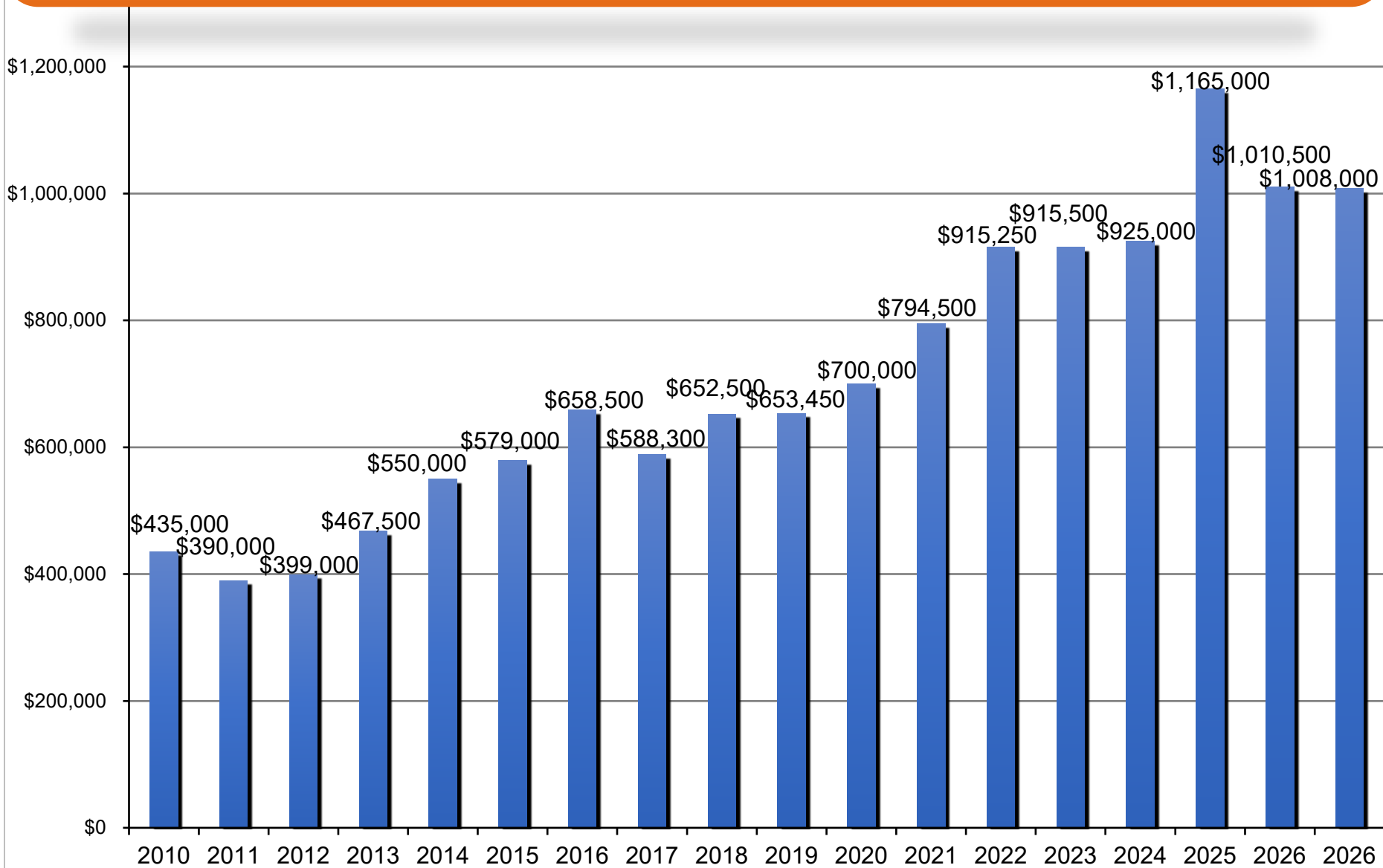


Perspective
for Condos
2009 – 2026

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 7/5/2026*

Statistics Through June 2026