

Monthly MLS Statistics

MAY 2026



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 6/5/2026*

MAY 1 – MAY 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 | \$318,133,900 | \$2,380,000 | \$3,420,794 | 29 | 42 | \$311,236,135 | \$2,325,000 | \$3,346,625 | 97.83 | 95.98 |
| List/Sold | 20 | \$75,307,000 | \$2,325,000 | \$3,765,350 | 25 | 59 | \$74,514,325 | \$2,350,000 | \$3,725,716 | 98.95 | 98.36 |
| Co-Broker | 73 | \$242,826,900 | \$2,380,000 | \$3,326,395 | 31 | 47 | \$236,721,810 | \$2,325,000 | \$3,242,764 | 97.49 | 95.25 |
| New | 114 | \$464,288,000 | \$2,572,500 | \$4,072,701 | 16 | 46 | | | | | |
| Pending | 91 | \$363,392,000 | \$2,650,000 | \$3,993,318 | 51 | 86 | | | | | |
| Withdrawn | 9 | \$101,287,000 | \$7,650,000 | \$11,254,111 | 52 | 104 | | | | | |
| Cancelled | 13 | \$130,492,999 | \$3,999,999 | \$10,037,923 | 141 | 160 | | | | | |
| Expired | 10 | \$177,702,000 | \$7,799,000 | \$17,770,200 | 162 | 243 | | | | | |
| Back On Market | 12 | \$79,642,000 | \$3,172,500 | \$6,636,833 | 57 | 64 | | | | | |
| Extended | 18 | \$94,885,000 | \$3,545,000 | \$5,271,388 | 102 | 178 | | | | | |
| Active In Range | 338 | \$2,148,792,697 | \$3,377,500 | \$6,357,374 | 68 | 105 | | | | | |
| Current Active | 209 | \$1,379,937,698 | \$3,795,000 | \$6,602,572 | 98 | 153 | | | | | |

Previous Year Comparison

Home Estate/PUD

MAY 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 | \$318,133,900 | \$2,380,000 | \$3,420,794 | 29 | 42 | \$311,236,135 | \$2,325,000 | \$3,346,625 | 97.83 | 95.98 |
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MAY 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 | 93 | \$296,073,004 | \$2,275,000 | \$3,183,580 | 40 | 45 | \$287,511,052 | \$2,175,000 | \$3,091,516 | 97.11 | 93.54 |
| Pending | 104 | \$413,795,504 | \$2,292,000 | \$3,978,802 | 36 | 43 | | | | | |

Sold Listings

| List Price Range | Number of Listings | Average Days To Sold | CDOM |
|-------------------------|--------------------|----------------------|------|
| \$1,200,000-\$1,299,999 | 2 | 24 | 24 |
| \$1,300,000-\$1,399,999 | 7 | 28 | 28 |
| \$1,400,000-\$1,499,999 | 3 | 17 | 17 |
| \$1,500,000-\$1,599,999 | 6 | 33 | 33 |
| \$1,600,000-\$1,699,999 | 5 | 71 | 83 |
| \$1,700,000-\$1,799,999 | 4 | 18 | 31 |
| \$1,800,000-\$1,899,999 | 6 | 10 | 41 |
| \$1,900,000-\$1,999,999 | 4 | 9 | 9 |
| \$2,000,000-\$2,249,999 | 6 | 23 | 23 |
| \$2,250,000-\$2,499,999 | 5 | 28 | 58 |

| List Price Range | Number of Listings | Average Days To Sold | CDOM |
|-------------------------|--------------------|----------------------|------|
| \$2,500,000-\$2,749,999 | 4 | 36 | 47 |
| \$2,750,000-\$2,999,999 | 3 | 18 | 62 |
| \$3,000,000-\$3,249,999 | 3 | 18 | 18 |
| \$3,250,000-\$3,499,999 | 5 | 19 | 19 |
| \$3,750,000-\$3,999,999 | 5 | 40 | 40 |
| \$4,000,000-\$4,249,999 | 1 | 11 | 11 |
| \$4,250,000-\$4,499,999 | 2 | 22 | 68 |
| \$4,500,000-\$4,749,999 | 2 | 25 | 25 |
| \$4,750,000-\$4,999,999 | 3 | 35 | 73 |
| \$5,000,000+ | 17 | 39 | 100 |

Sold Listings

The average price for the **93** properties is **\$3,346,625**

The highest price is **\$15,900,000**

1119 Alston Rd

The median price is **\$2,325,000**

The lowest price is **\$1,227,000**

1705 Mountain Ave

The average Market Time is **29**

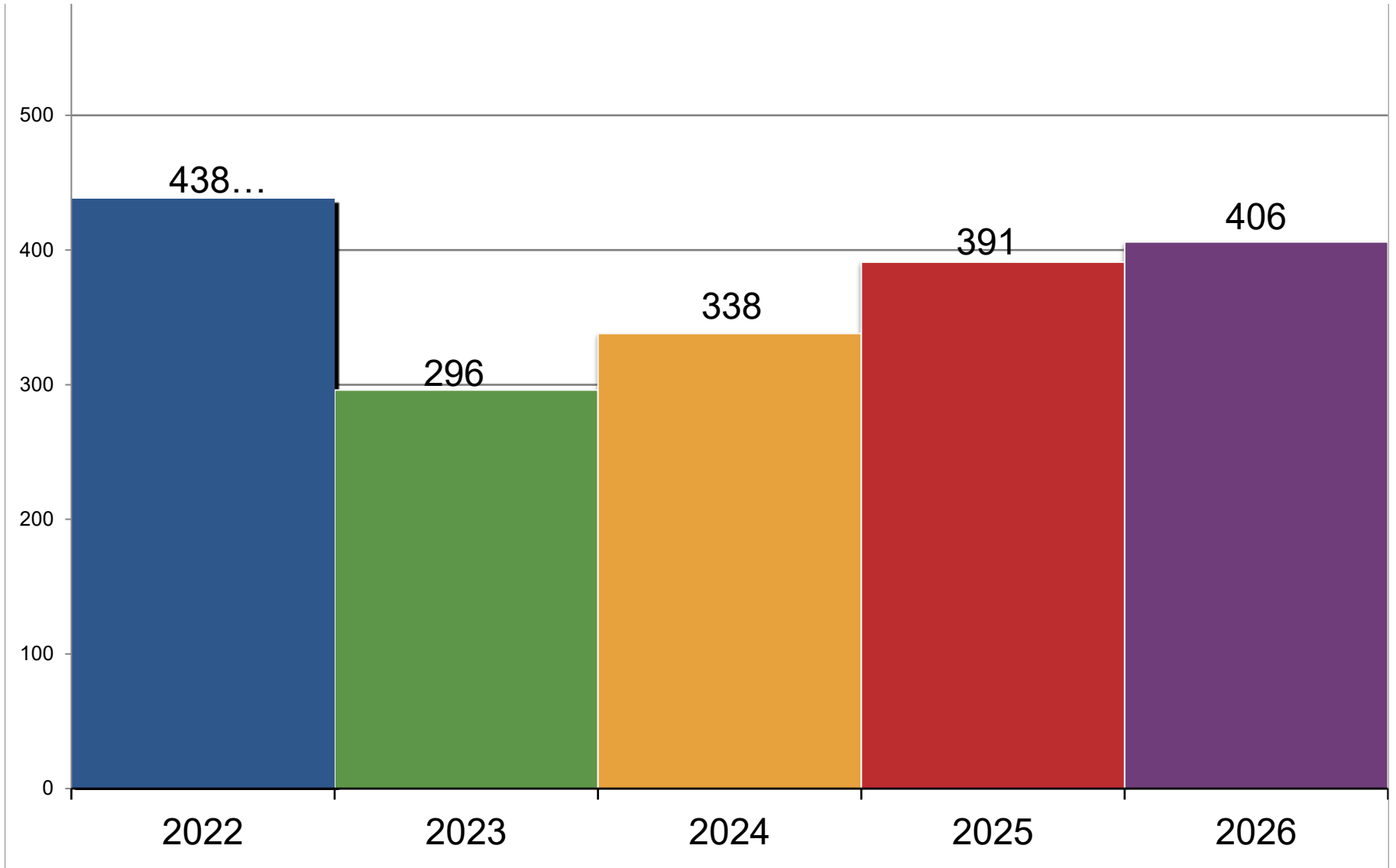
The average Continuous Market Time is **49**

HOME ESTATE & PUD

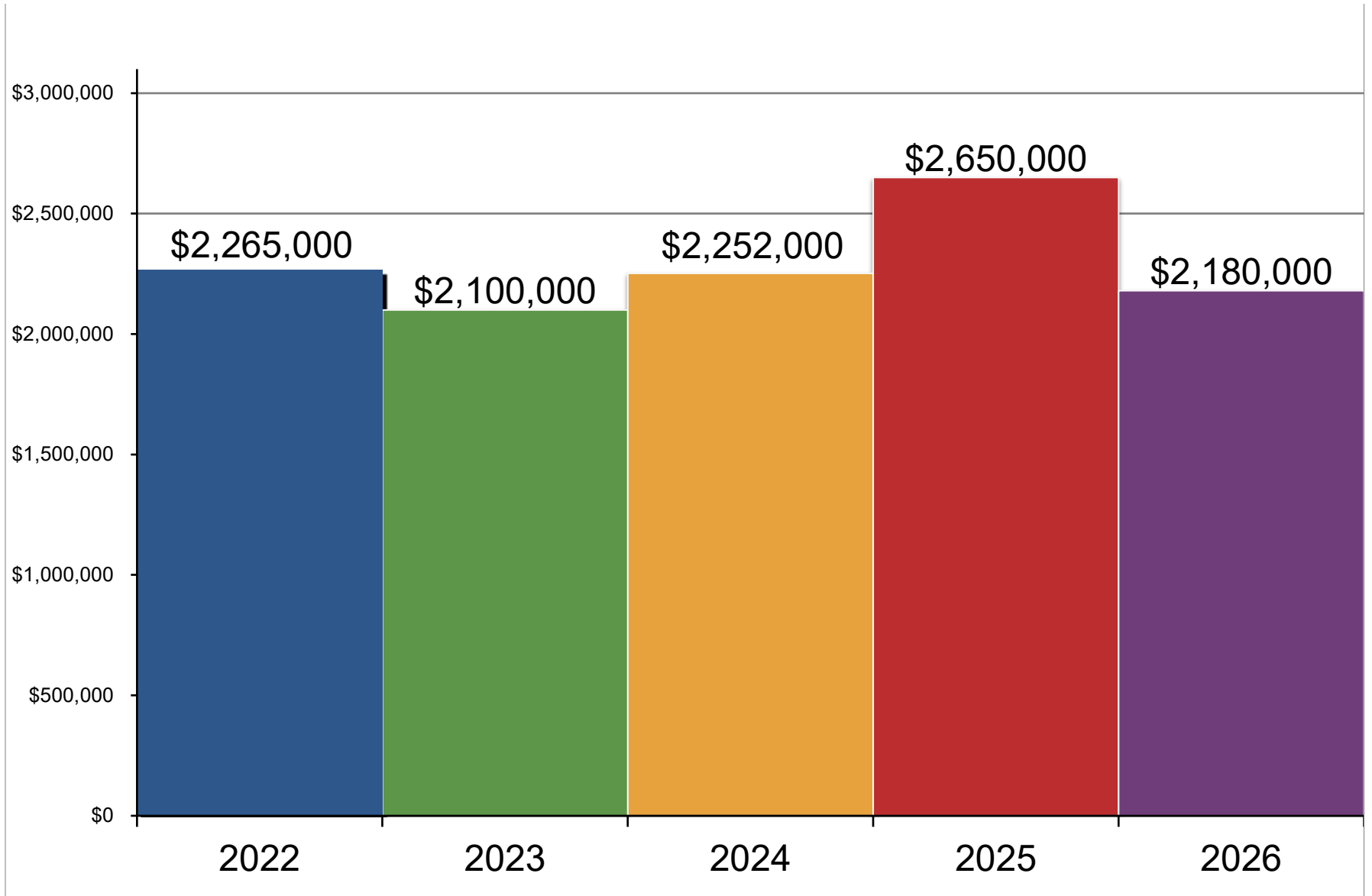
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

HE/PU Sales

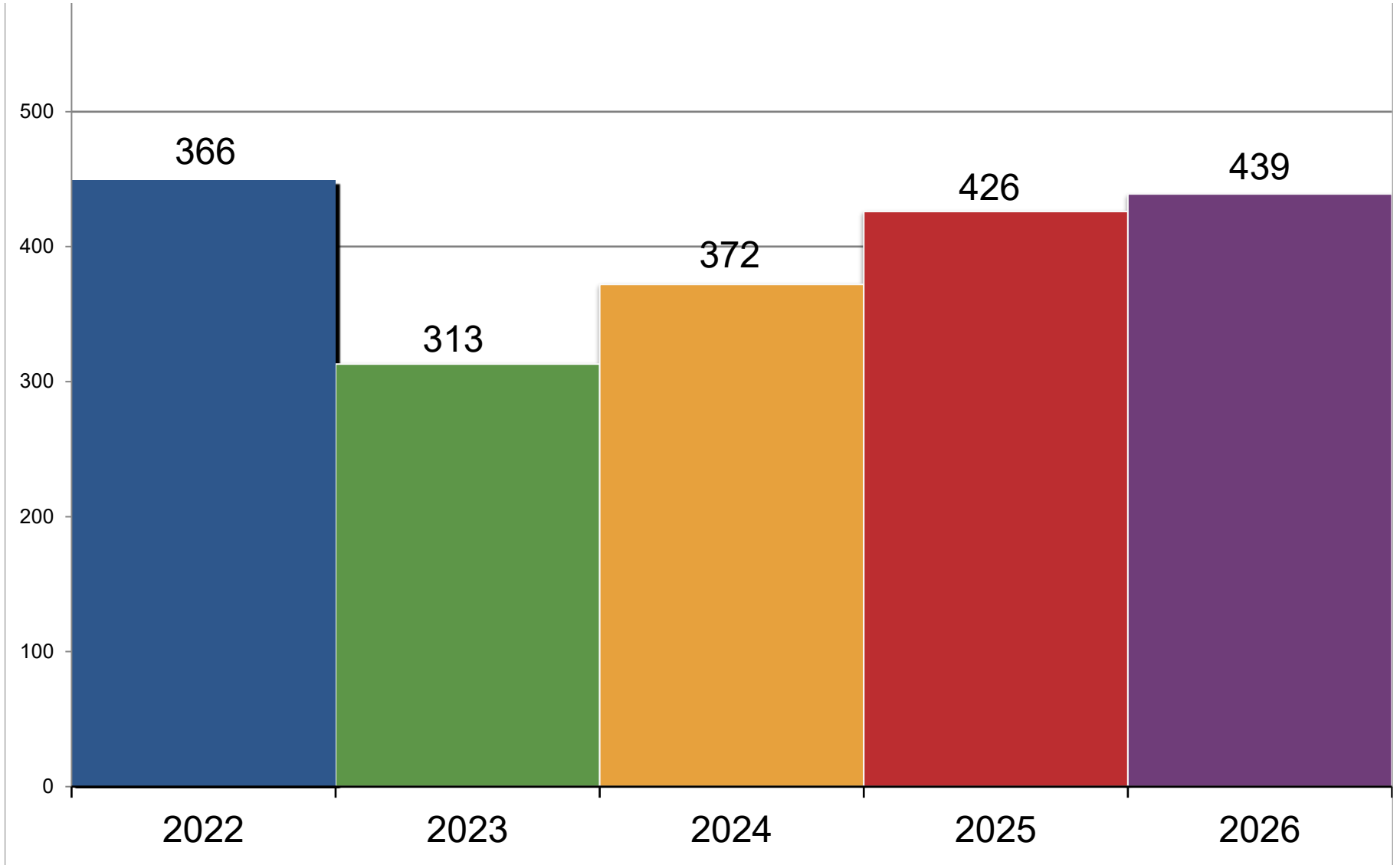
YTD 2022 – 2026



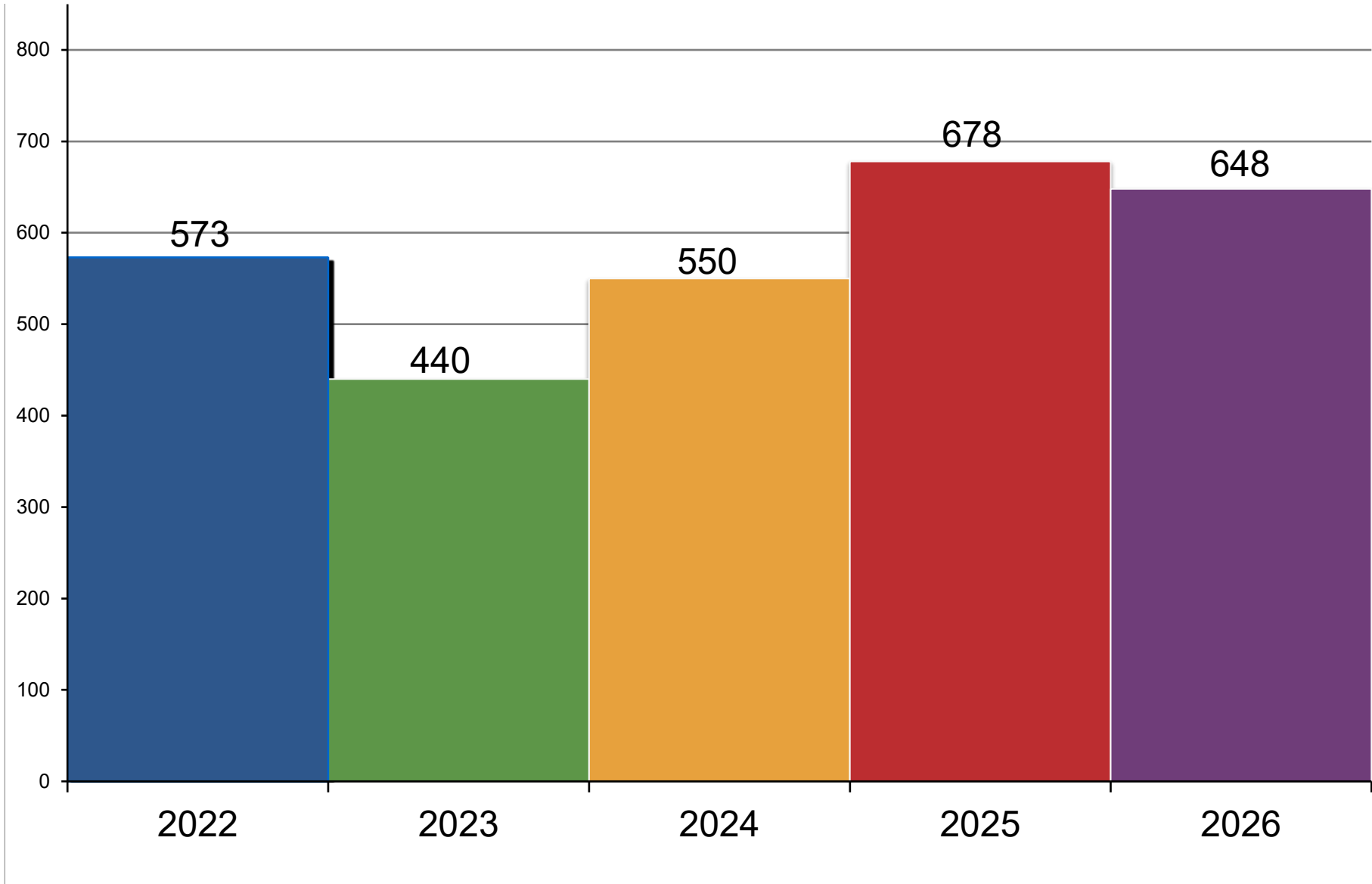
HE/PU Median Sales Price YTD 2022 – 2026



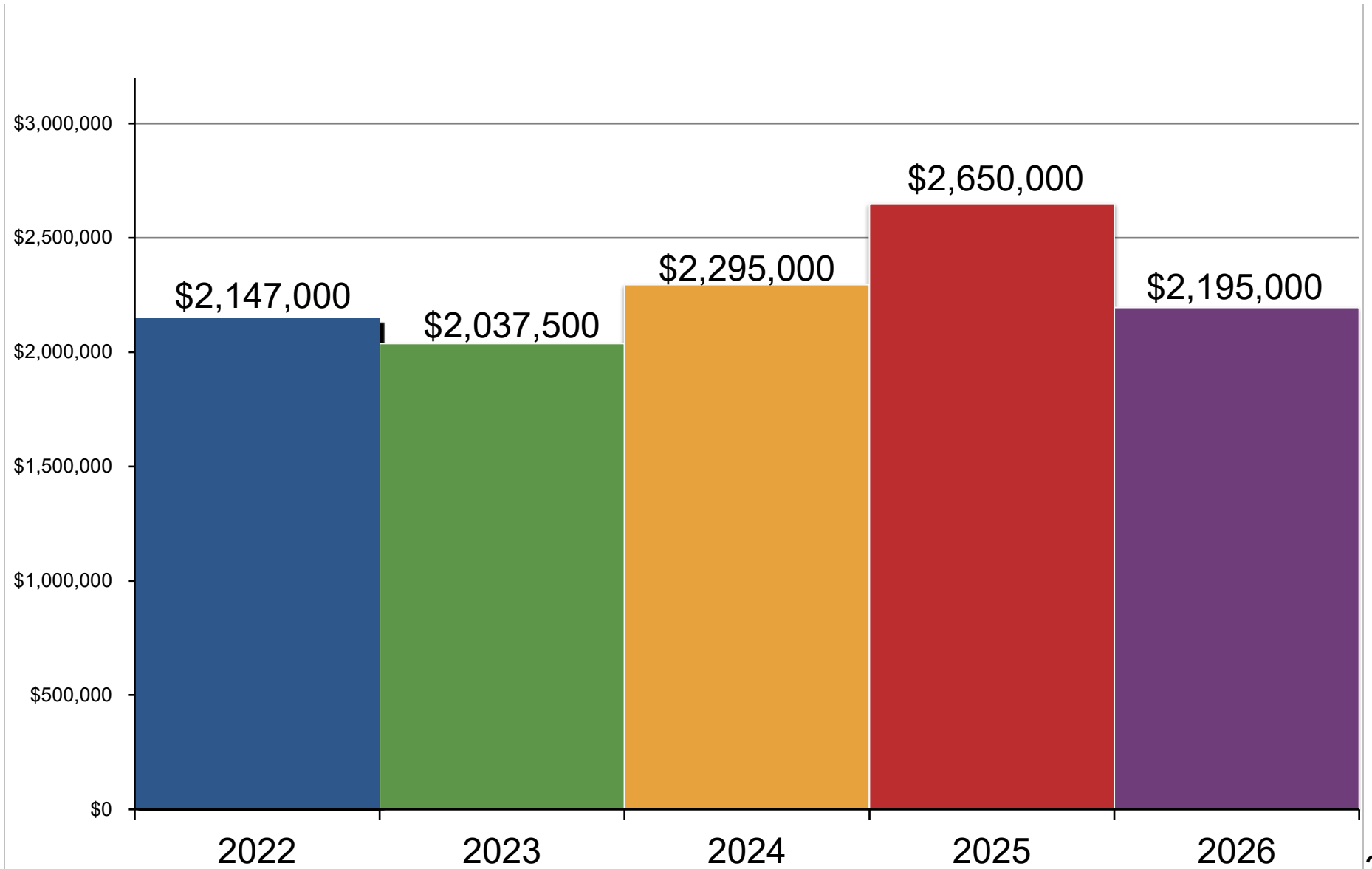
HE/PU Pending Sales YTD 2021 – 2025



HE/PU Active Listings YTD 2021 – 2025



HE/PU Median List Price YTD 2021 – 2025



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

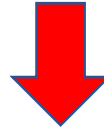
ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 678

DOWN



-4.4%

2026 ~ 648

New Listings

2025 ~ 647

DOWN



-9.4%

2026 ~ 586

Median List Price

2025 ~ \$2,650,000

DOWN



-17.2%

2026 ~ \$2,195,000

Properties that went into Escrow

2025 ~ 426

UP



+3.1%

2026 ~ 439

SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 391

2026 ~ 406

UP  +3.8%

Median Sales Price

2025 ~ \$2,650,000

2026 ~ \$2,180,000

DOWN  -17.7%

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$2,047,000

2026 ~ \$1,900,000

DOWN  -7.2%

Average Sold Price

2025 ~ \$3,670,571

2026 ~ \$3,550,833

DOWN  -3.3%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$2,579,372

2026 ~ \$2,480,598

DOWN  -3.8%

Sold Volume

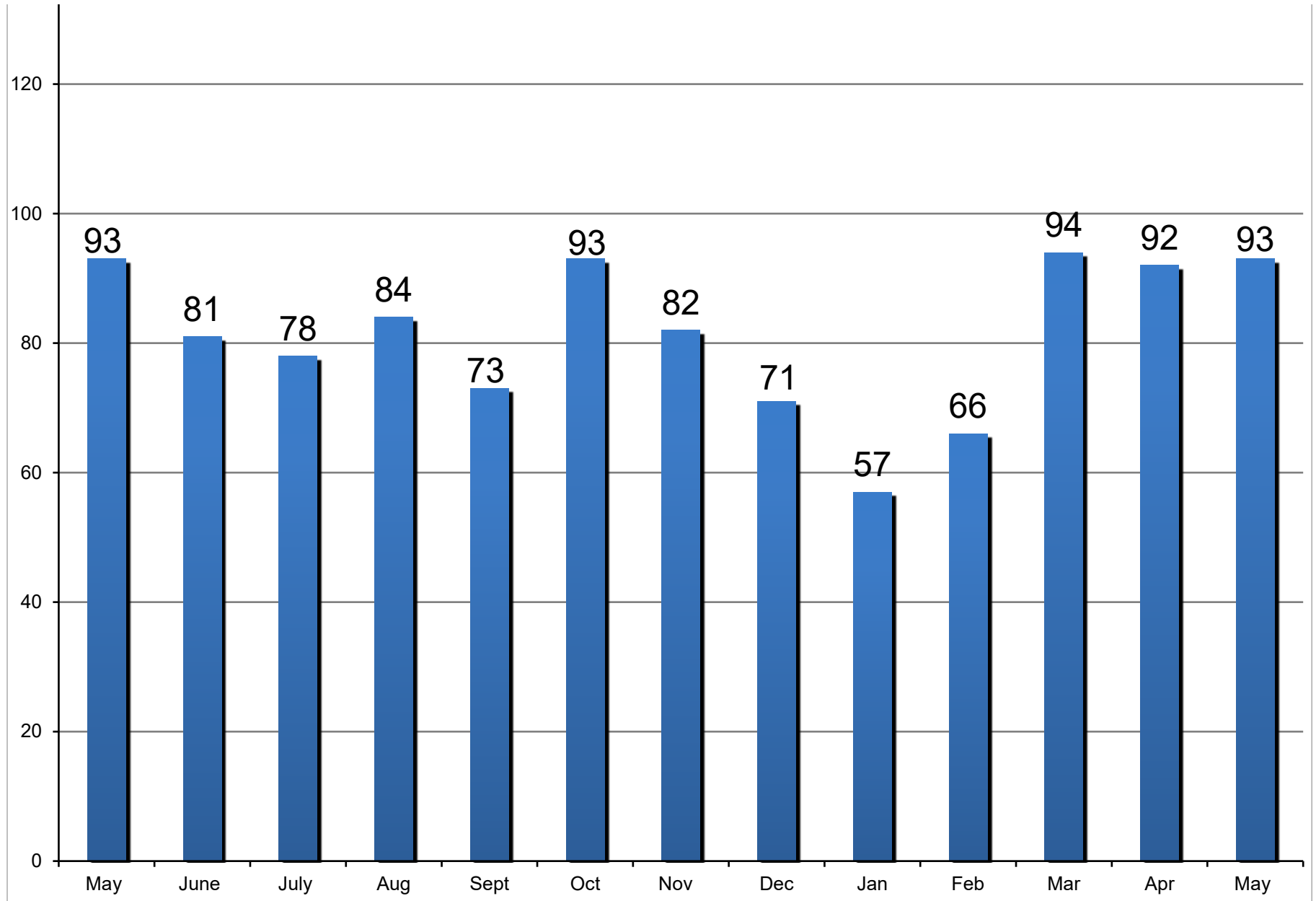
2025 ~ \$1,435,193,376

2026 ~ \$1,441,638,231

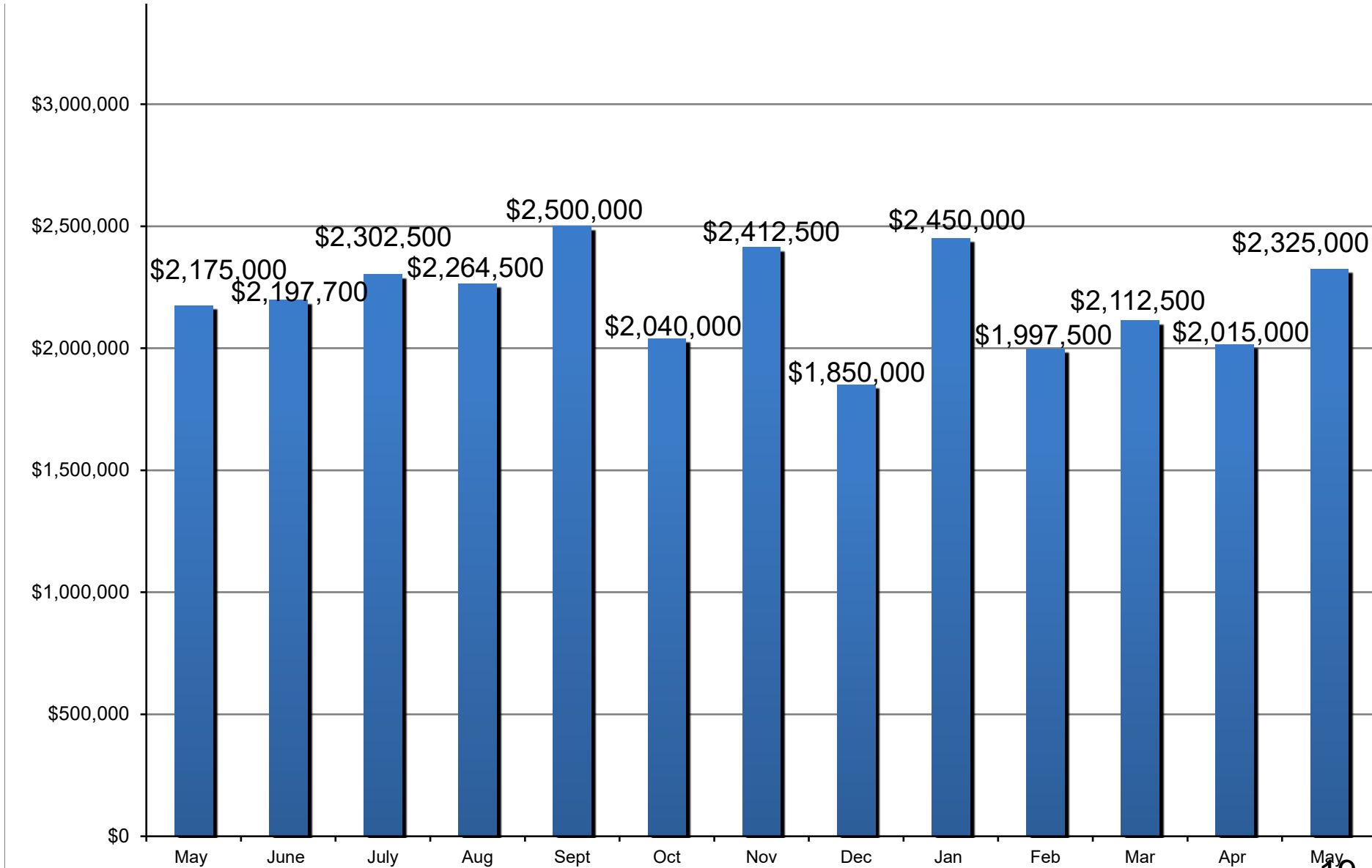
DOWN  -0.4%

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

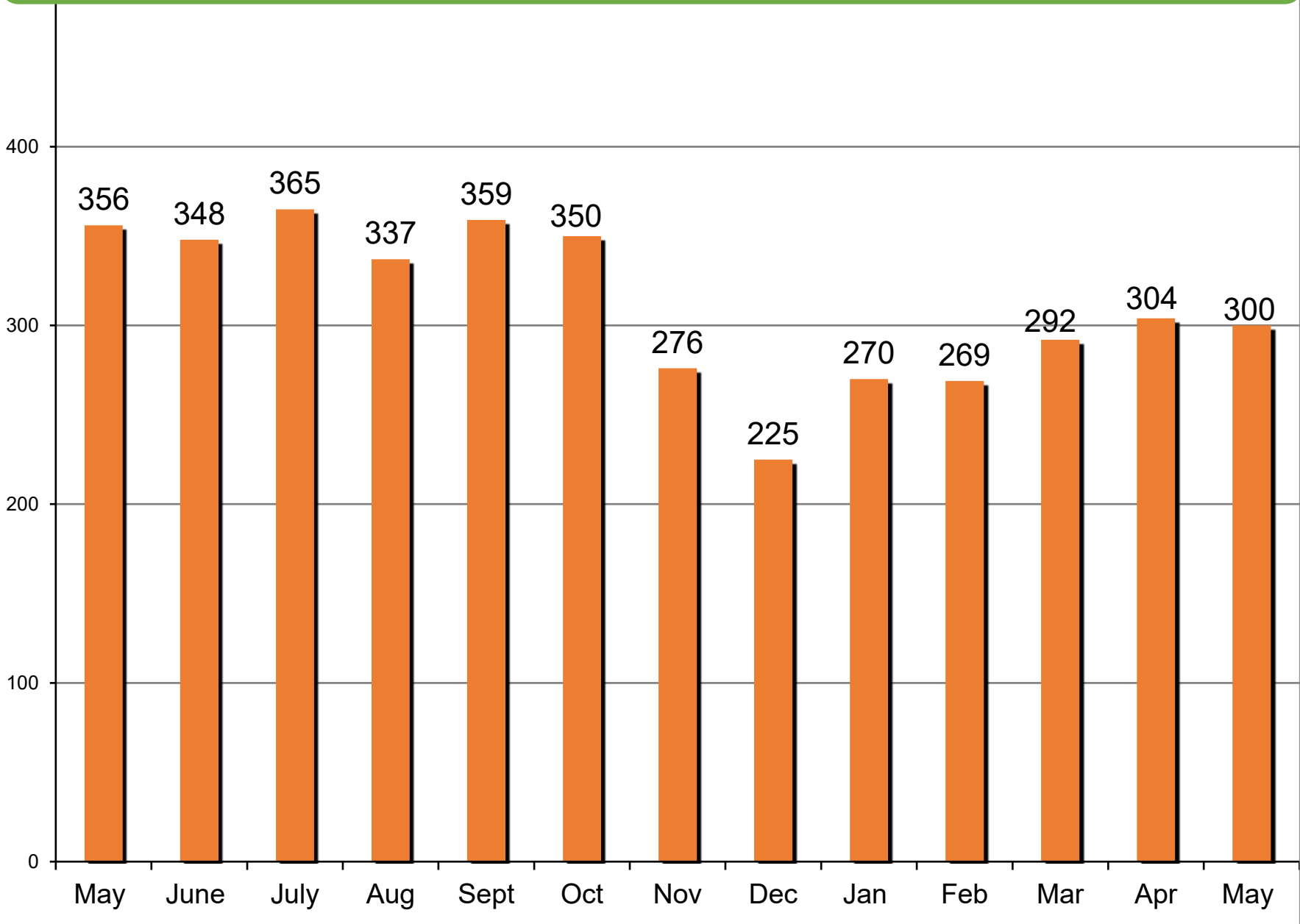
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

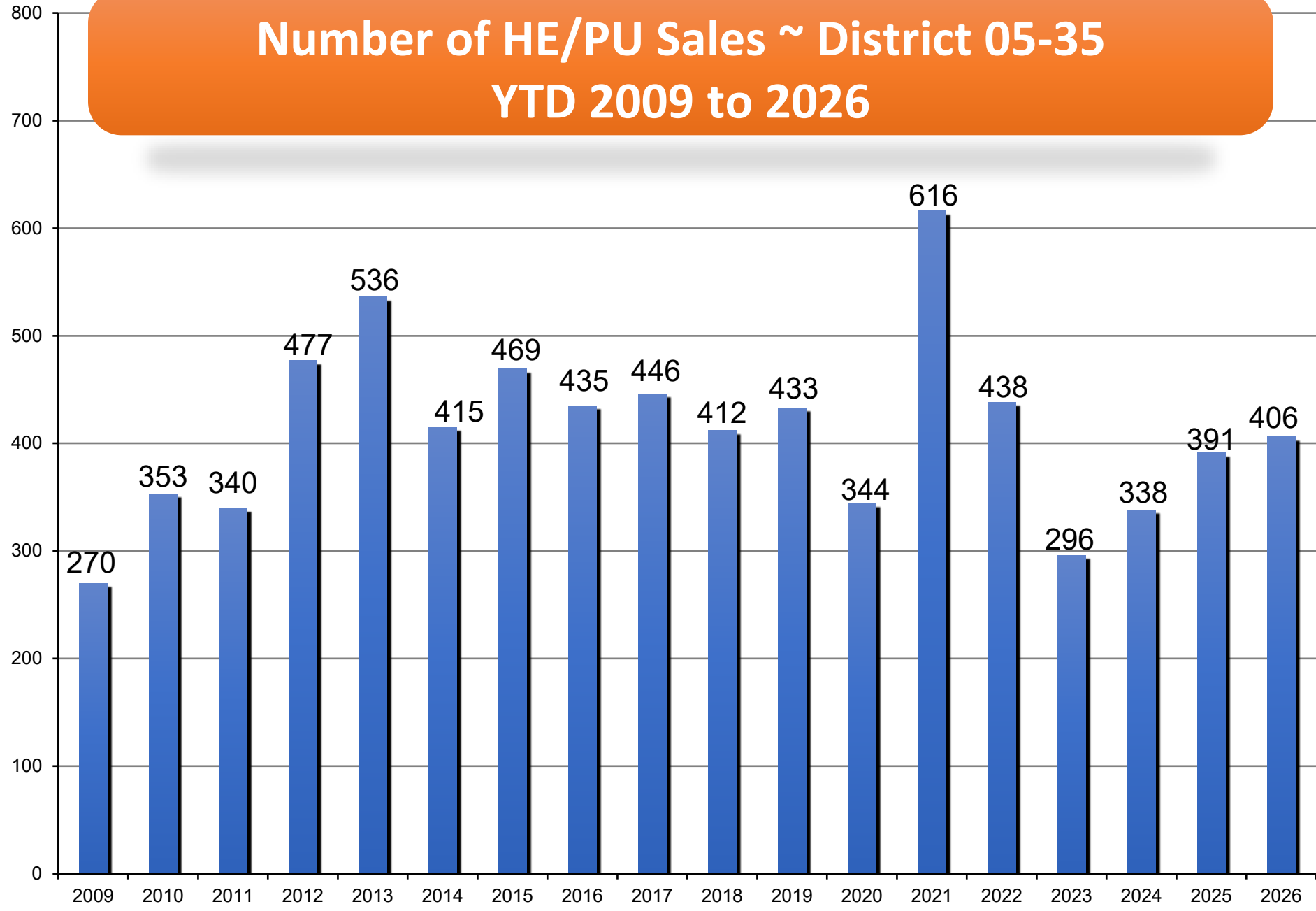


HE/PU Active Listings for the Last 12 Months

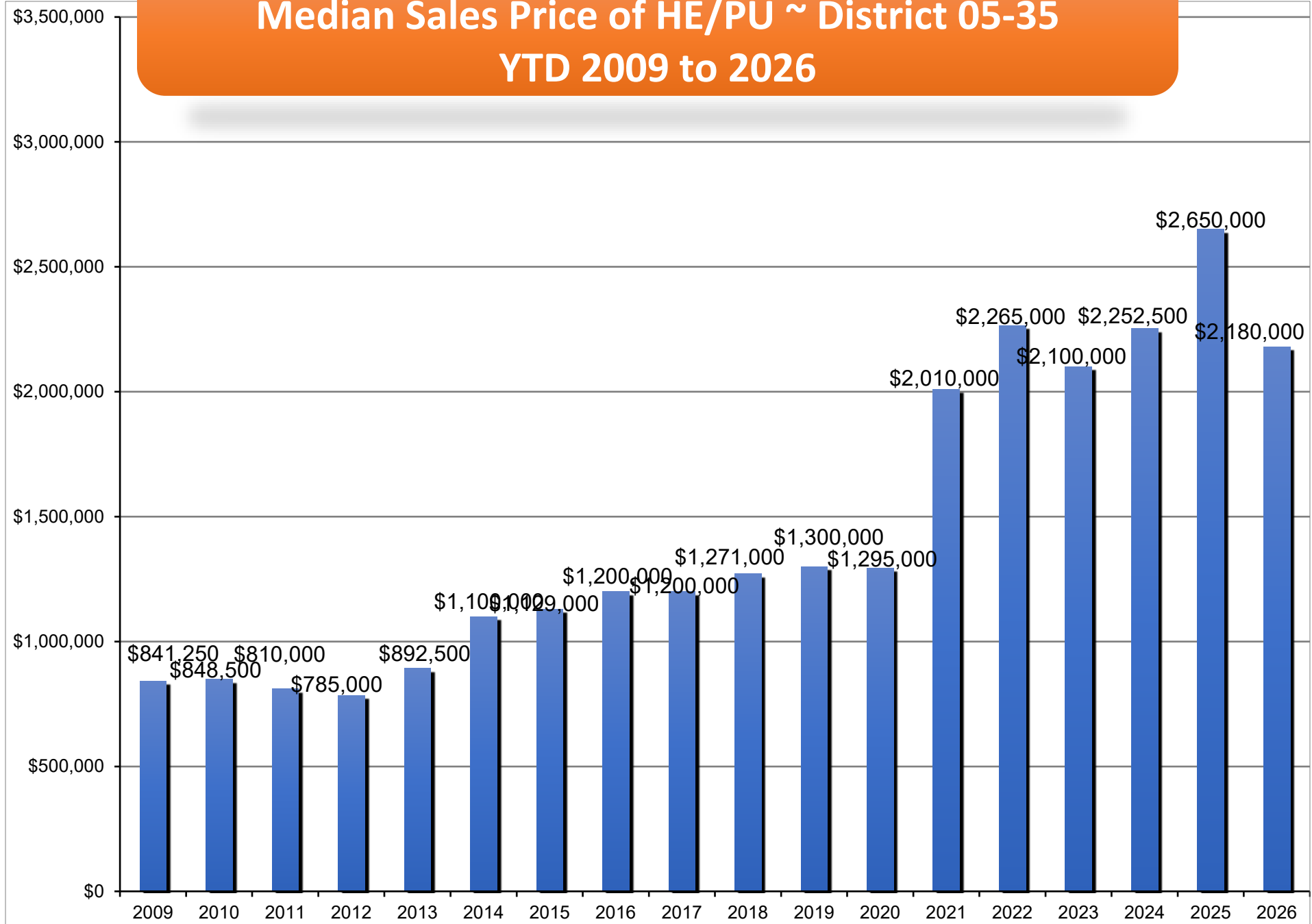


Perspective for Home Estates & PUDs 2009 – 2026

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



MAY 1 – MAY 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 | 35 | \$42,226,899 | \$997,999 | \$1,206,482 | 55 | 77 | \$41,861,350 | \$960,000 | \$1,196,038 | 99.13 | 93.40 |
| List/Sold | 9 | \$11,125,500 | \$1,167,500 | \$1,236,166 | 28 | 28 | \$11,121,500 | \$1,160,000 | \$1,235,722 | 99.96 | 99.70 |
| Co-Broker | 26 | \$31,101,399 | \$971,850 | \$1,196,207 | 64 | 95 | \$30,739,850 | \$942,500 | \$1,182,301 | 98.84 | 91.31 |
| New | 36 | \$51,085,700 | \$1,222,500 | \$1,419,047 | 14 | 13 | | | | | |
| Pending | 29 | \$40,542,100 | \$1,015,000 | \$1,398,003 | 38 | 57 | | | | | |
| Withdrawn | 1 | \$1,200,000 | \$1,200,000 | \$1,200,000 | 489 | 489 | | | | | |
| Cancelled | 1 | \$1,399,000 | \$1,399,000 | \$1,399,000 | 37 | 37 | | | | | |
| Expired | 4 | \$5,723,999 | \$1,274,999 | \$1,430,999 | 139 | 139 | | | | | |
| Back On Market | 3 | \$8,098,000 | \$1,399,000 | \$2,699,333 | 79 | 127 | | | | | |
| Extended | 6 | \$8,041,000 | \$1,449,000 | \$1,340,166 | 131 | 149 | | | | | |
| Active In Range | 91 | \$131,333,650 | \$1,125,000 | \$1,443,226 | 40 | 46 | | | | | |
| Current Active | 53 | \$82,666,550 | \$1,249,000 | \$1,559,746 | 62 | 70 | | | | | |

Previous Year Comparison

CONDOS

May 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 | 35 | \$42,226,899 | \$997,999 | \$1,206,482 | 55 | 77 | \$41,861,350 | \$960,000 | \$1,196,038 | 99.13 | 93.40 |
| Pending | 29 | \$40,542,100 | \$1,015,000 | \$1,398,003 | 38 | 57 | | | | | |

May 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 | 34 | \$45,470,400 | \$1,062,500 | \$1,337,364 | 28 | 30 | \$44,851,651 | \$1,012,500 | \$1,319,166 | 98.64 | 95.72 |
| Pending | 28 | \$37,539,900 | \$1,222,000 | \$1,340,710 | 30 | 37 | | | | | |

Sold Listings

| List Price Range | Number of Listings | Average Days To Sold | CDOM |
|---------------------|--------------------|----------------------|------|
| \$350,000-\$399,999 | 1 | 1 | 1 |
| \$450,000-\$499,999 | 1 | 1 | 1 |
| \$600,000-\$649,999 | 1 | 116 | 116 |
| \$700,000-\$749,999 | 1 | 175 | 175 |
| \$750,000-\$799,999 | 4 | 26 | 59 |
| \$800,000-\$849,999 | 3 | 33 | 33 |
| \$850,000-\$899,999 | 1 | 191 | 191 |

| List Price Range | Number of Listings | Average Days To Sold | CDOM |
|-------------------------|---------------------------|-----------------------------|-------------|
| \$900,000-\$949,999 | 2 | 93 | 93 |
| \$950,000-\$999,999 | 2 | 21 | 21 |
| \$1,000,000-\$1,099,999 | 3 | 37 | 129 |
| \$1,100,000-\$1,199,999 | 6 | 66 | 84 |
| \$1,200,000-\$1,299,999 | 2 | 49 | 184 |
| \$1,300,000-\$1,399,999 | 1 | 1 | 1 |
| \$1,500,000-\$1,599,999 | 2 | 16 | 16 |
| \$2,000,000-\$2,249,999 | 1 | 1 | 1 |
| \$2,250,000-\$2,499,999 | 1 | 1 | 1 |
| \$5,000,000+ | 1 | 373 | 373 |

Sold Listings

The average price for the **35** properties is **\$1,196,038**

The highest price is **\$7,737,000**

1301 Plaza Pacifica

The median price is **\$960,000**

The lowest price is **\$184,400**

3238 Via Real

The average Market Time is **55**

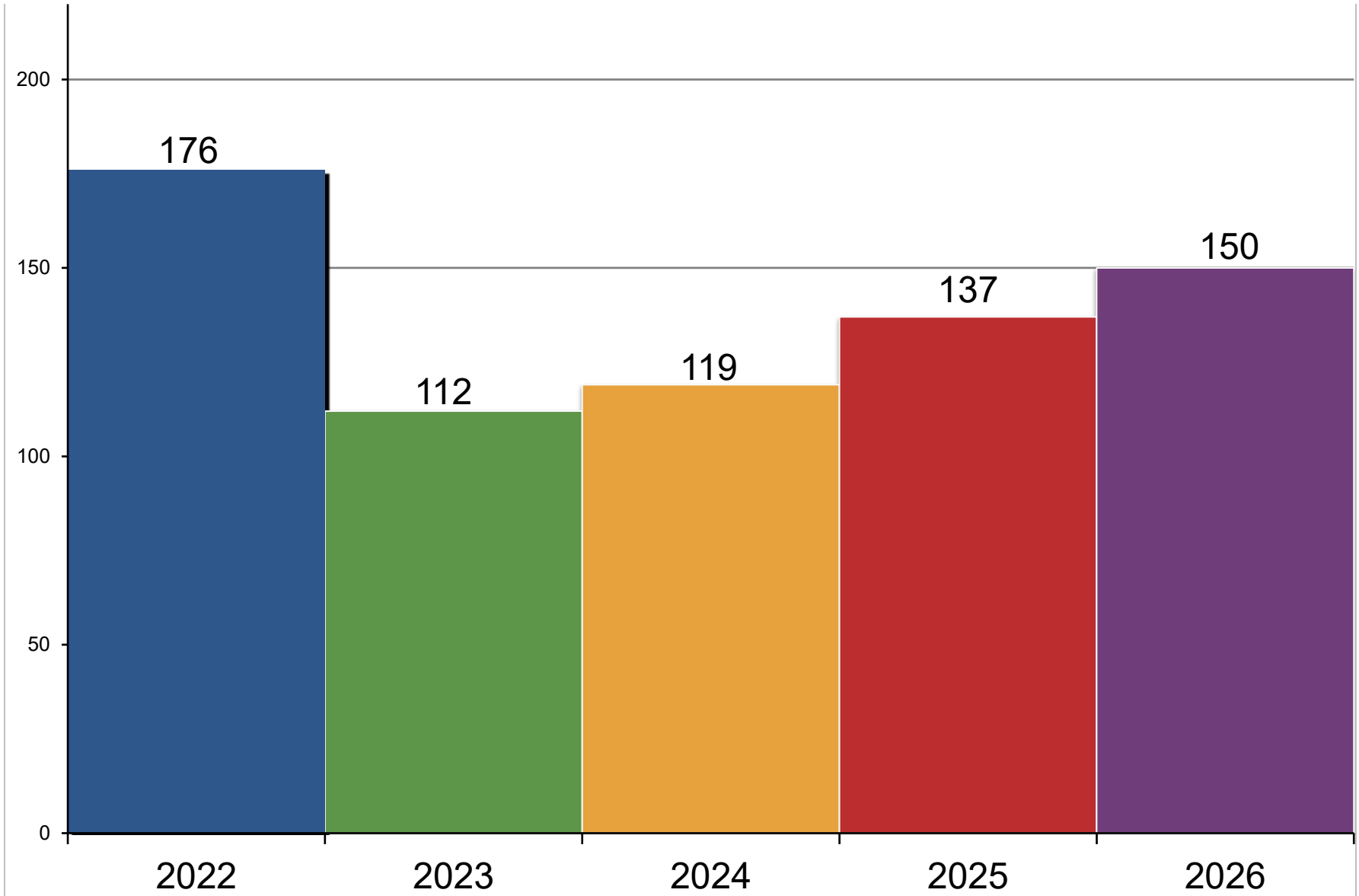
The average Continuous Market Time is **77**

CONDO STATISTICS

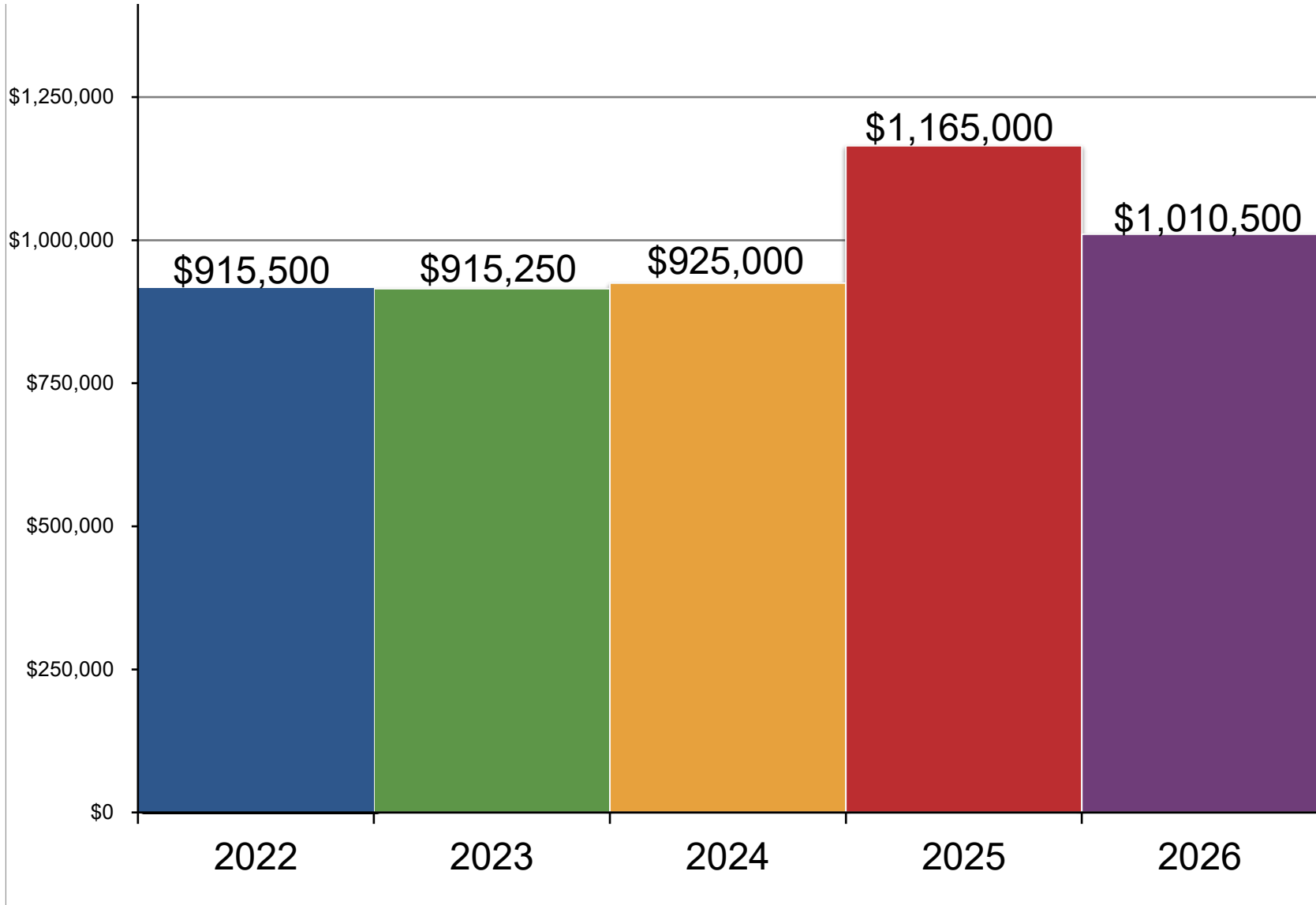
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

YTD 2022 – 2026

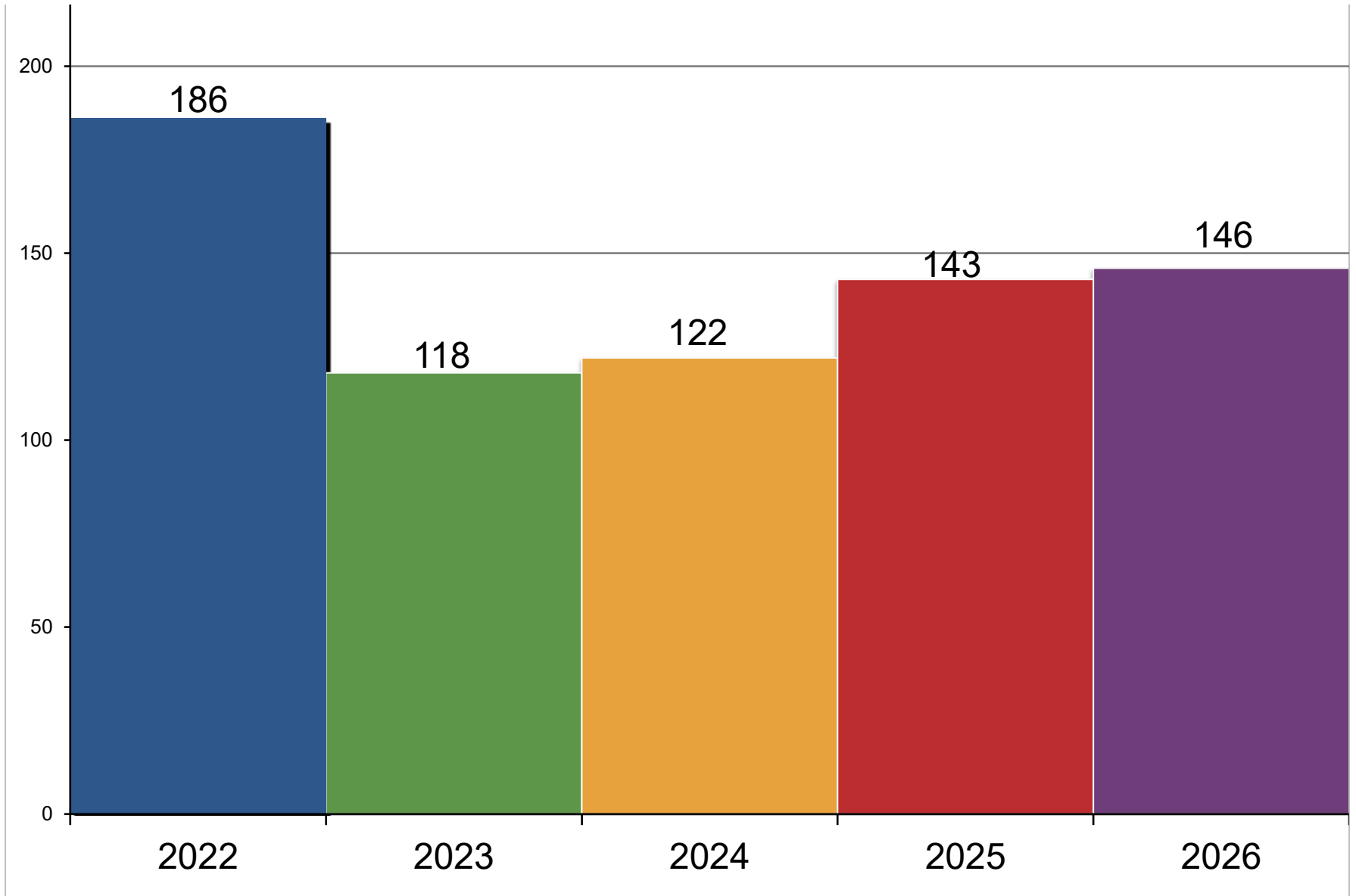


Condo Median Sales Price YTD 2022 – 2026



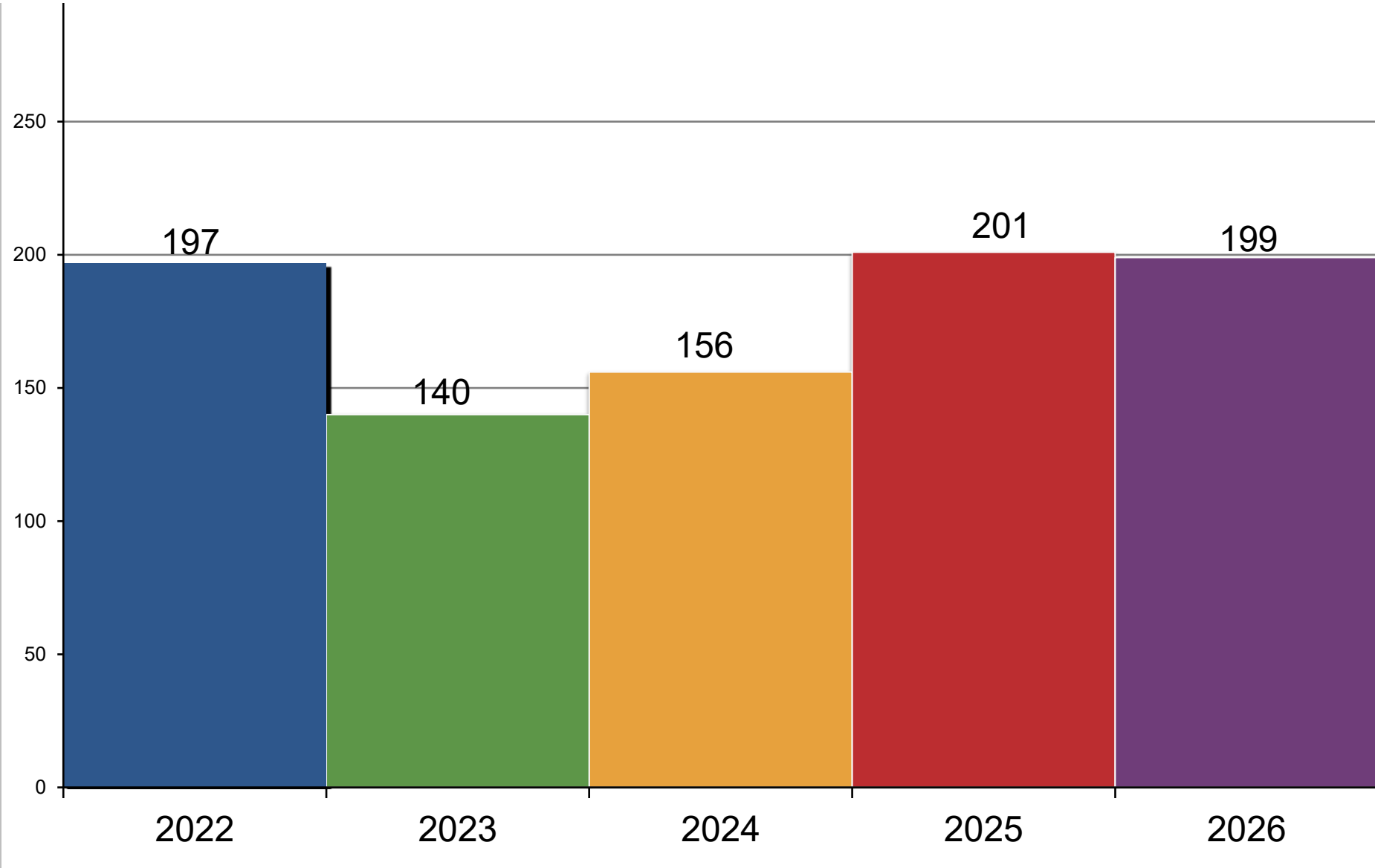
Condo Pending Sales

YTD 2022 – 2026

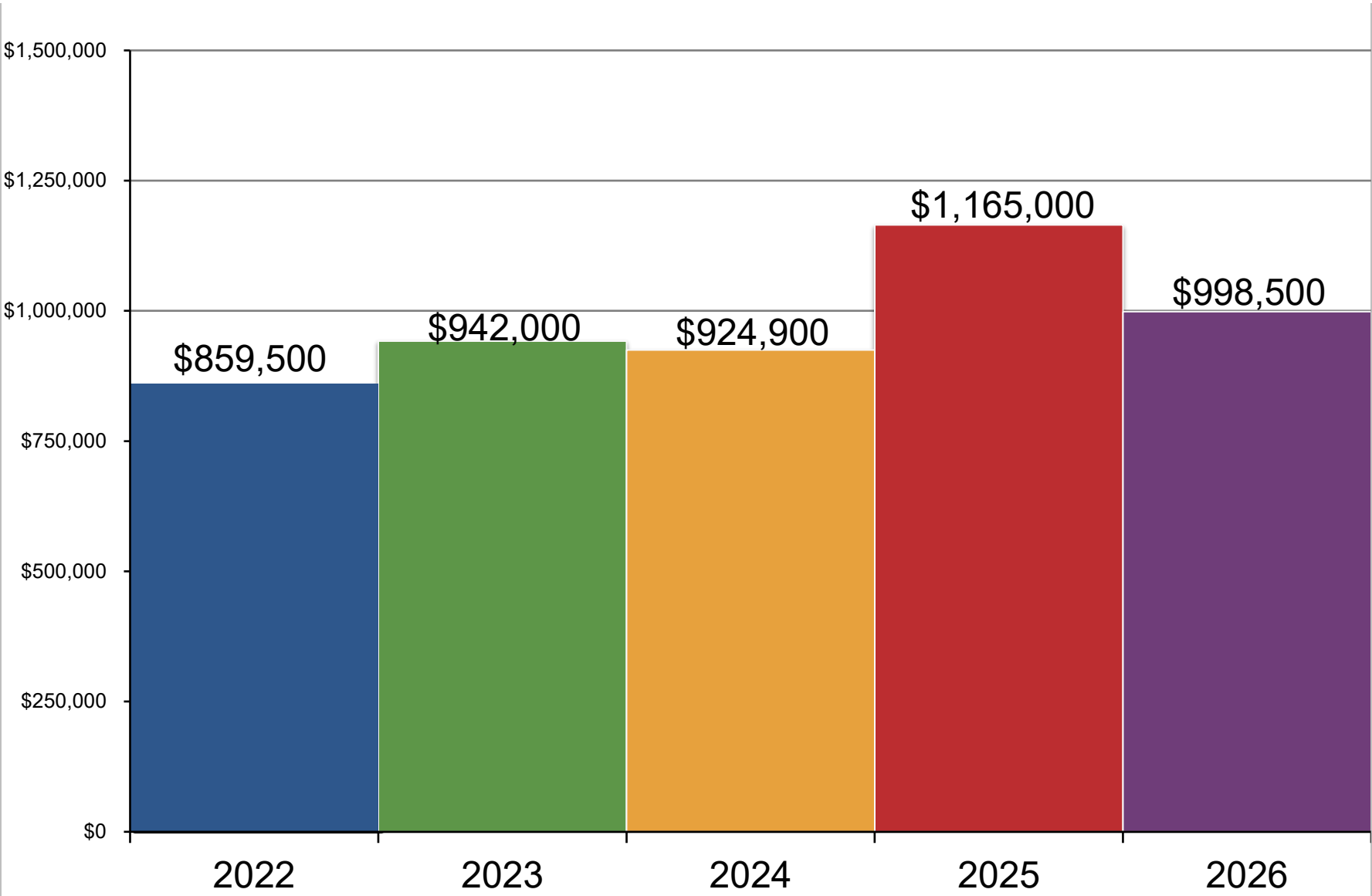


Condo Active Listings

YTD 2022 – 2026



Condo Median List Price YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 201

DOWN



-4%

2026 ~ 199

New Listings

2025 ~ 196

DOWN



-5.6%

2026 ~ 188

Median List Price

2025 ~ \$1,165,000

DOWN



-13%

2026 ~ \$998,500

Properties that went into Escrow

2025 ~ 143

UP



+2.6%

2026 ~ 146

SOLD Properties

Sold Properties

2025 ~ 137

2025 vs. 2026 ~ YTD

UP



+11.7%

2026 ~ 150

Median Sales Price

2025 ~ \$1,165,000

DOWN



-13.2%

2026 ~ \$1,010,500

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$1,042,000

DOWN



-8.4%

2026 ~ \$983,500

Average Sold Price

2025 ~ \$1,417,926

DOWN



-14.7%

2026 ~ \$1,228,186

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$1,251,843

DOWN



-10.4%

2026 ~ \$1,097,657

Sold Volume

2025 ~ \$194,255,944

DOWN

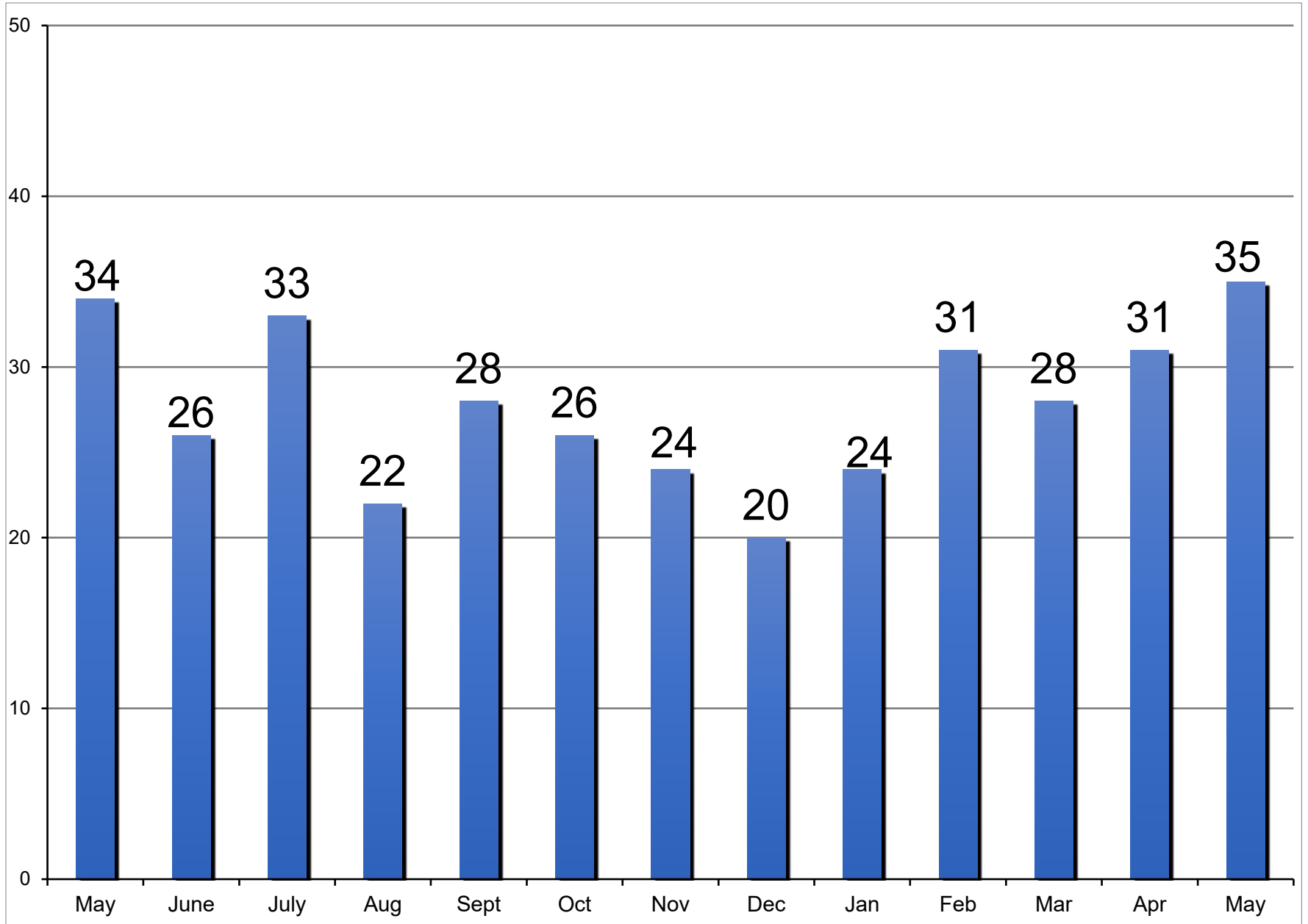


-4.7%

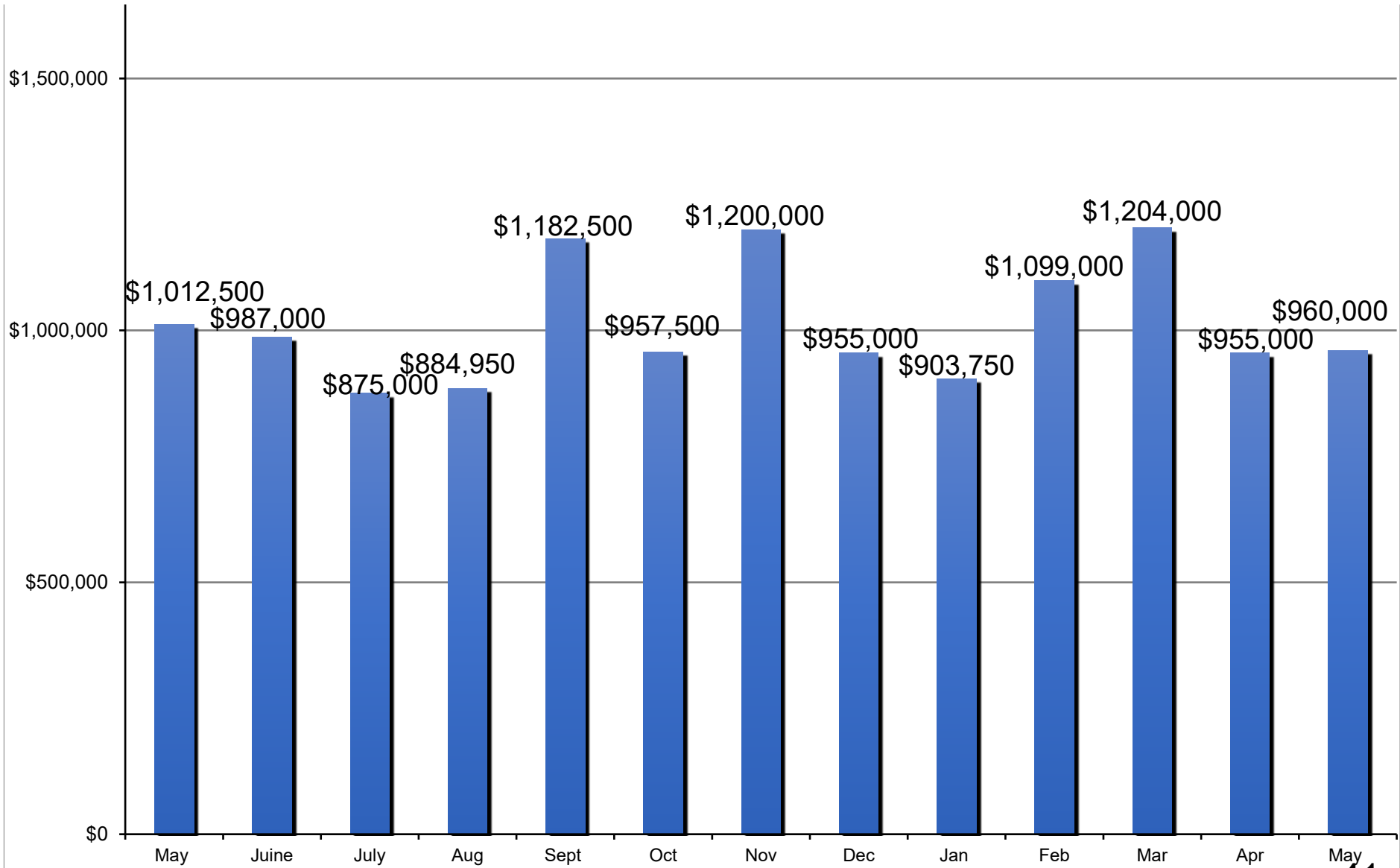
2026 ~ \$184,228,015

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

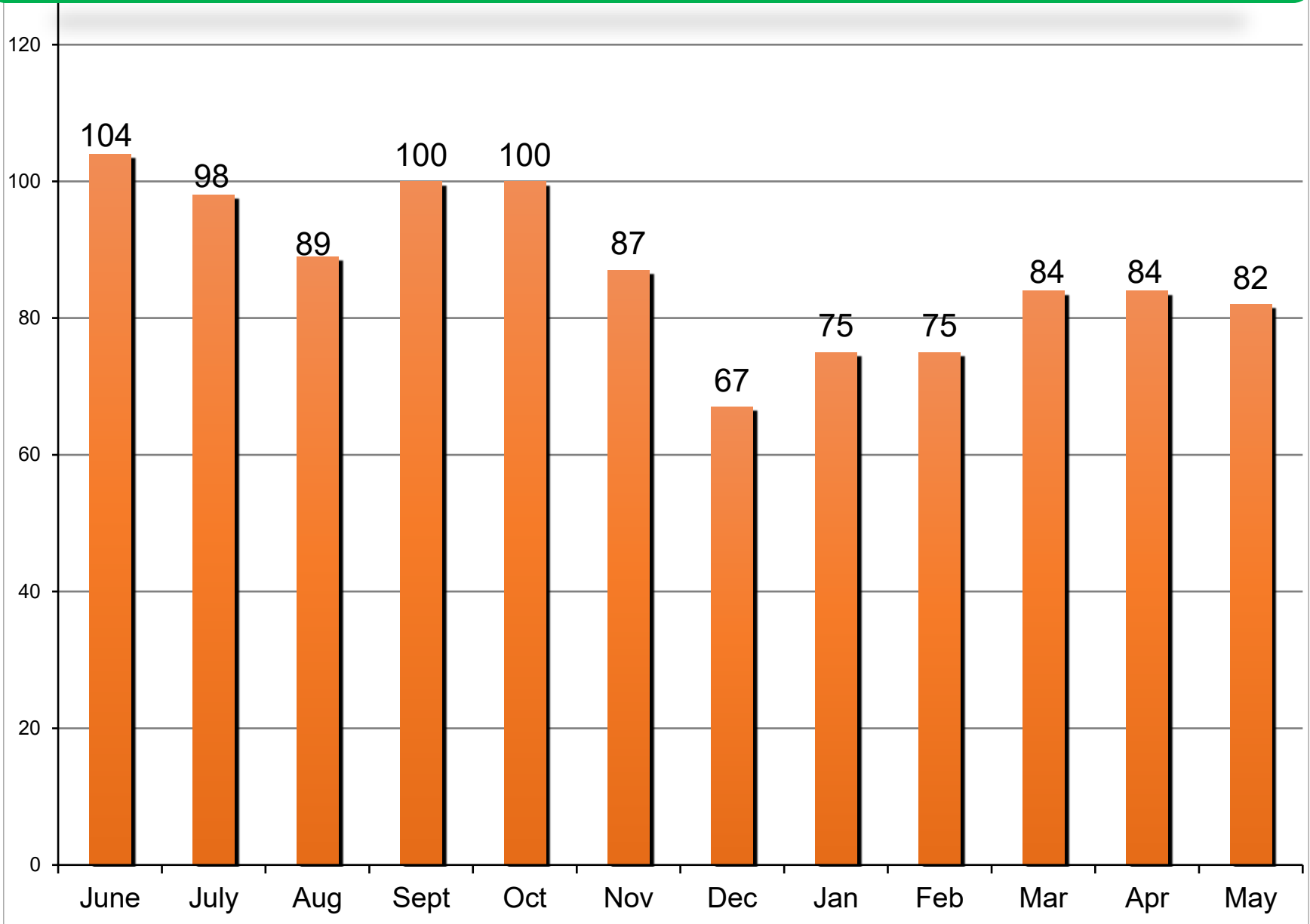
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

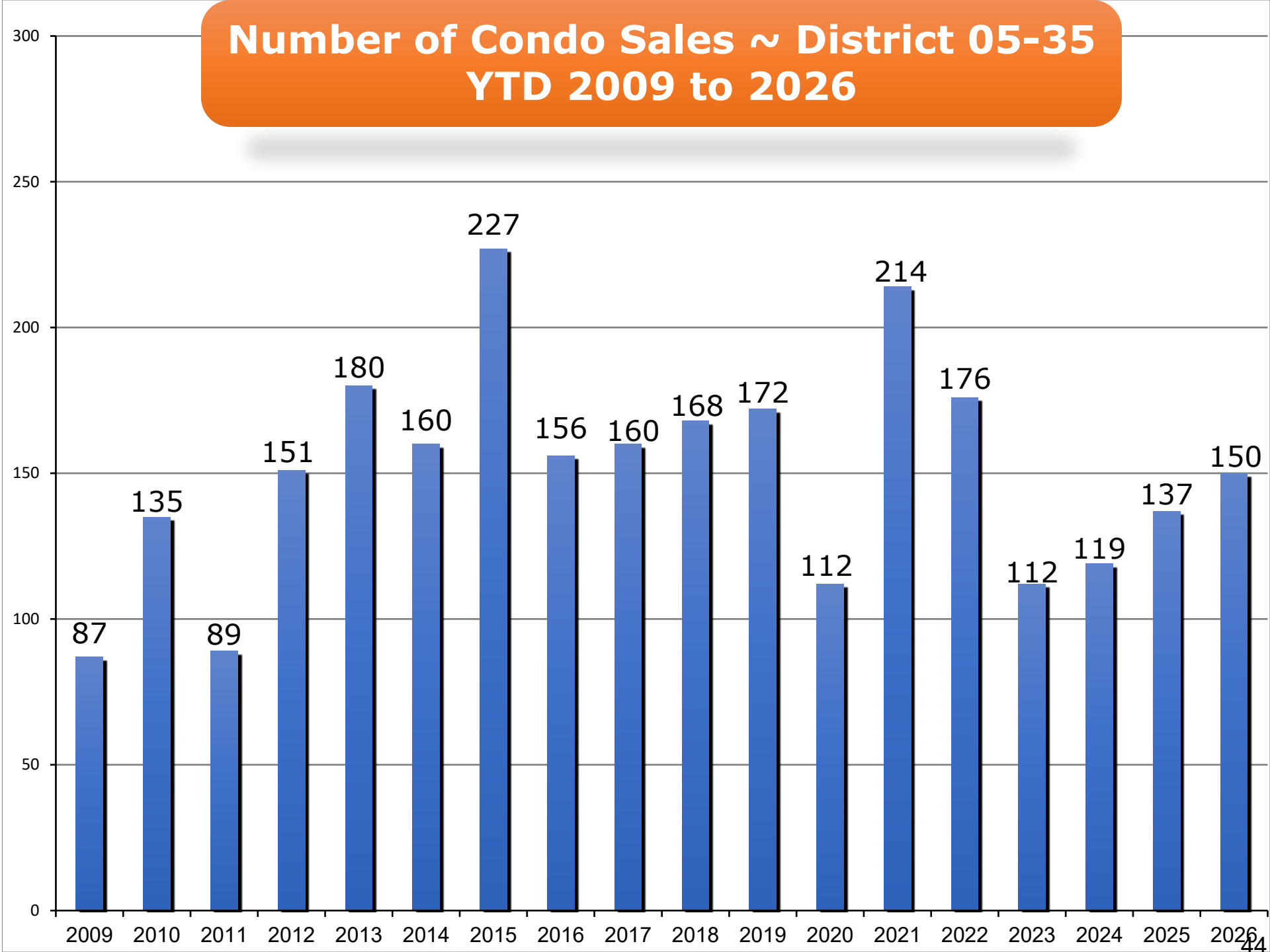


Condo Active Listings for the Last 12 Months

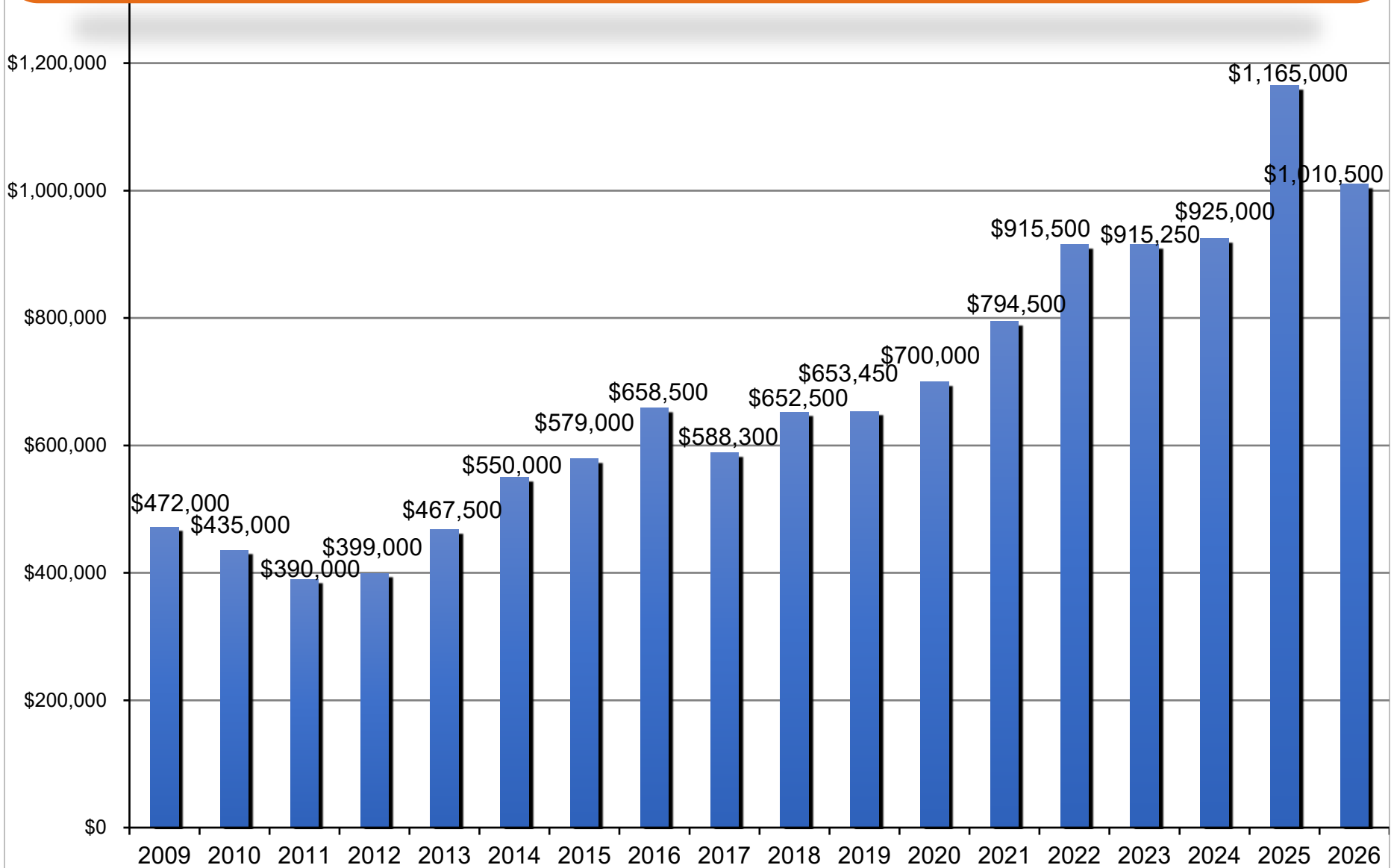


Perspective
for Condos
2009 – 2026

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 6/5/2026*

Statistics Through May 2026