Monthly MLS Statistics

October 2026

SBAOR
Santa Barbara Association of REALTORS®

Compiled Data from the
Santa Barbara Multiple Listing Service
as of 10/5/2026

OCTOBER 1 – OCTOBER 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	87	$475,664,000	$2,975,000	$5,467,402	36	58	$441,279,919	$2,750,000	$5,072,182	92.77	91.23
List/Sold	15	$67,098,000	$3,595,000	$4,473,200	46	57	$64,786,750	$3,600,000	$4,319,116	96.56	94.65
Co-Broker	72	$408,566,000	$2,697,500	$5,674,527	34	60	$376,493,169	$2,640,000	$5,229,071	92.15	90.67
New	103	$550,502,999	$2,850,000	$5,344,689	17	31					
Pending	80	$395,366,000	$2,797,500	$4,942,075	37	62					
Withdrawn	18	$164,010,999	$2,942,500	$9,111,722	67	118					
Cancelled	17	$100,556,000	$2,685,000	$5,915,058	90	111					
Expired	9	$37,641,000	$3,975,000	$4,182,333	134	150					
Back On Market	23	$159,373,500	$2,995,000	$6,929,282	94	123					
Extended	28	$315,122,999	$3,422,500	$11,254,392	122	217					
Active In Range	361	$2,144,613,398	$3,195,000	$5,940,757	71	92					
Current Active	229	$1,409,257,499	$3,295,000	$6,153,962	102	133					

Previous Year Comparison

Home Estate/PUD

OCTOBER 2026

	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	87	$475,664,000	$2,975,000	$5,467,402	36	58	$441,279,919	$2,750,000	$5,072,182	92.77	91.23
Pending	80	$395,366,000	$2,797,500	$4,942,075	37	62					

OCTOBER 2025

	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	$414,908,900	$2,150,000	$4,461,386	46	73	$392,306,165	$2,040,000	$4,218,345	94.55	88.99
Pending	110	$410,320,899	$2,262,500	$3,730,189	48	77					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
$900,000-$949,999	1	47	47
$1,000,000-$1,099,999	1	40	40
$1,100,000-$1,199,999	2	10	10
$1,200,000-$1,299,999	5	23	23
$1,300,000-$1,399,999	3	21	21
$1,400,000-$1,499,999	2	9	9
$1,500,000-$1,599,999	3	48	79
$1,600,000-$1,699,999	2	18	54
$1,700,000-$1,799,999	1	7	7
$1,800,000-$1,899,999	1	113	113
$1,900,000-$1,999,999	1	24	24

List Price Range	Number of Listings	Average Days To Sold	CDOM
$2,000,000-$2,249,999	9	28	38
$2,250,000-$2,499,999	6	22	25
$2,500,000-$2,749,999	6	30	49
$2,750,000-$2,999,999	5	56	56
$3,000,000-$3,249,999	2	5	5
$3,250,000-$3,499,999	2	29	29
$3,500,000-$3,749,999	1	4	93
$3,750,000-$3,999,999	5	27	27
$4,000,000-$4,249,999	5	14	14
$4,250,000-$4,499,999	2	4	4
$4,500,000-$4,749,999	3	78	78
$4,750,000-$4,999,999	2	71	226
$5,000,000+	17	61	131

Sold Listings

The average price for the **87** properties is **$5,072,182**

The highest price is **$56,100,000**

670 Hot Springs Rd

The median price is **$2,750,000**

71 San Rossano Dr

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

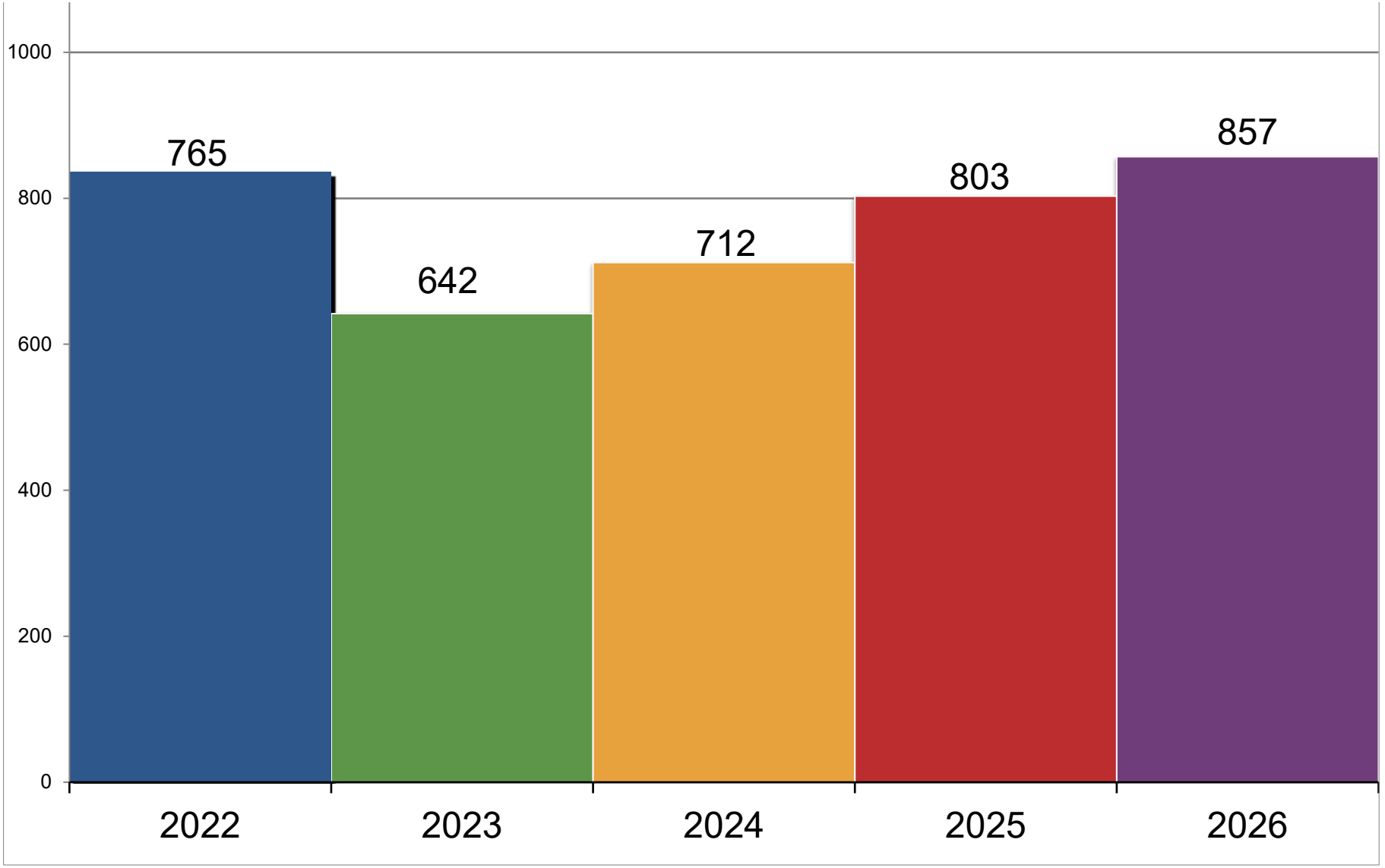
The average Market Time is **36**

The average Continuous Market Time is **59**

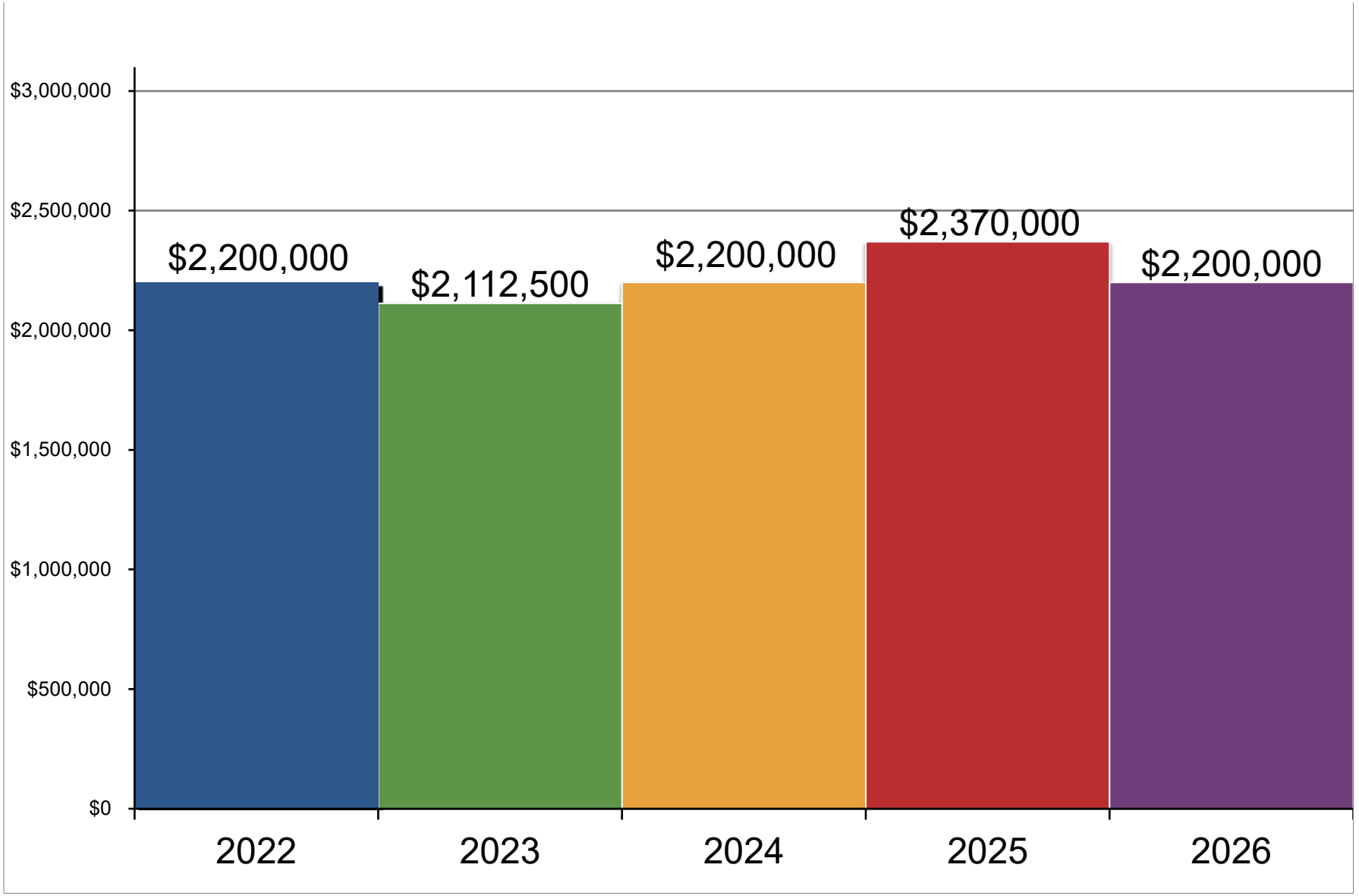
HOME ESTATE & PUD

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

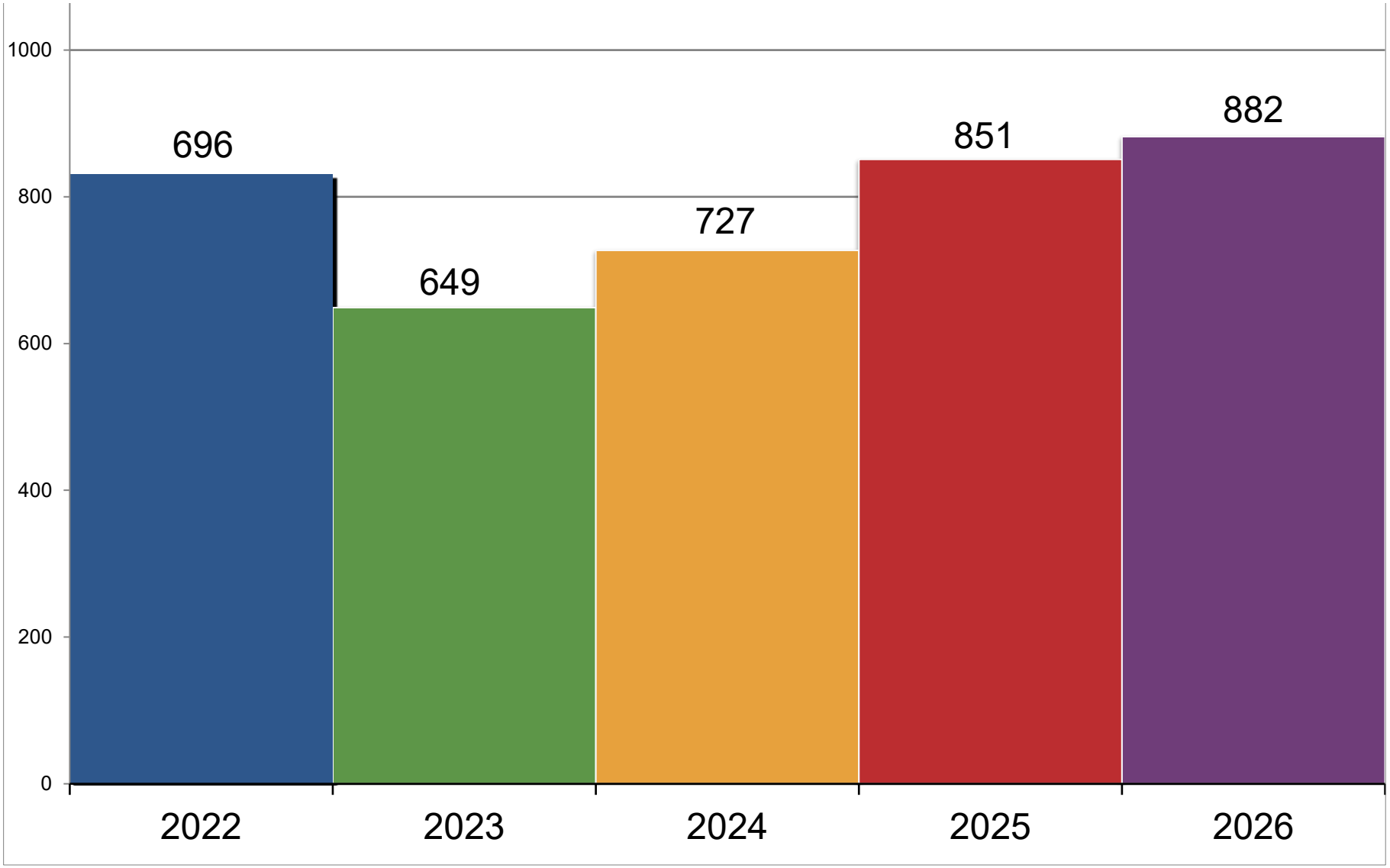
HE/PU Sales
YTD 2022 – 2026



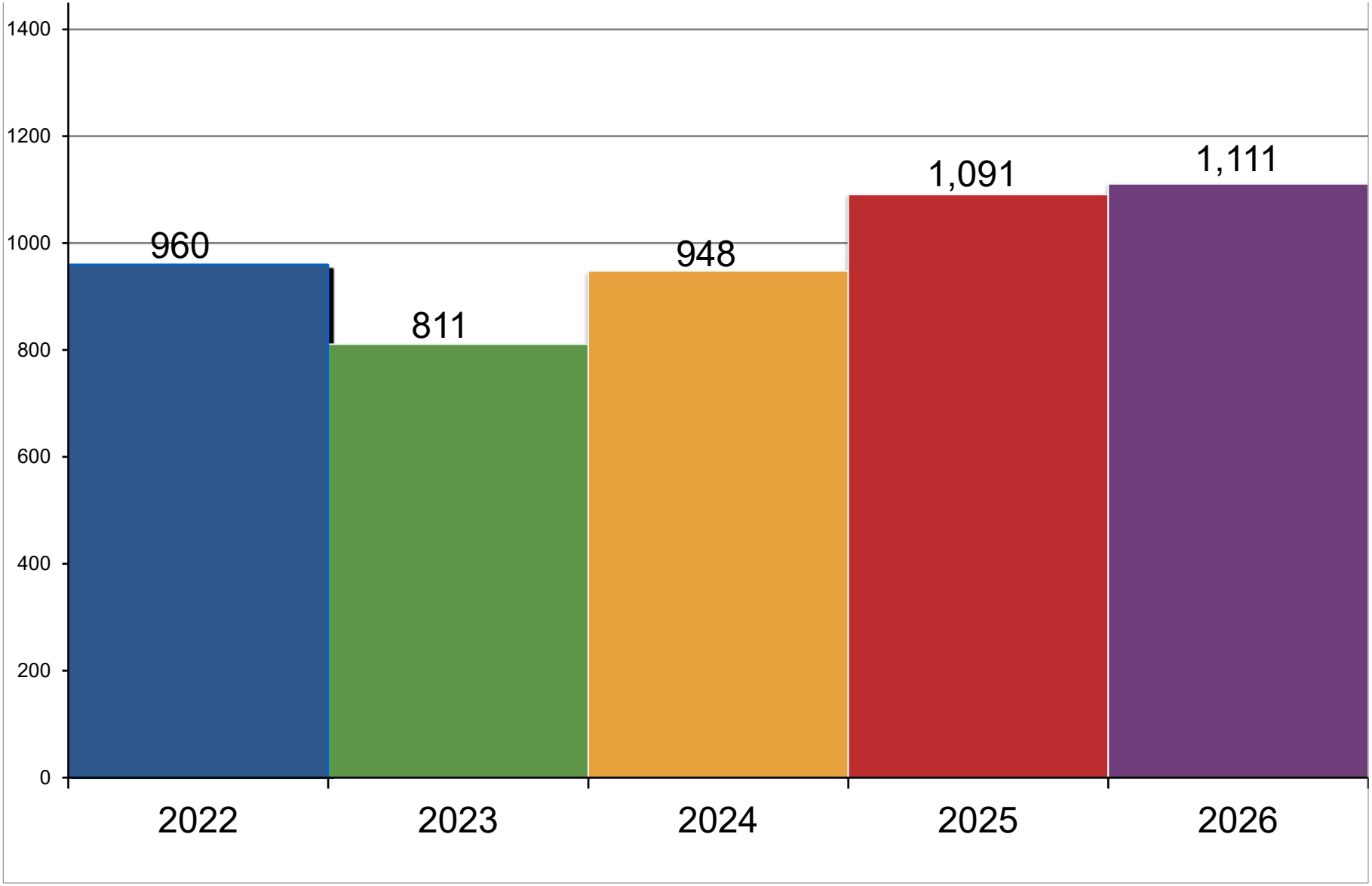
HE/PU Median Sales Price
YTD 2022 – 2026



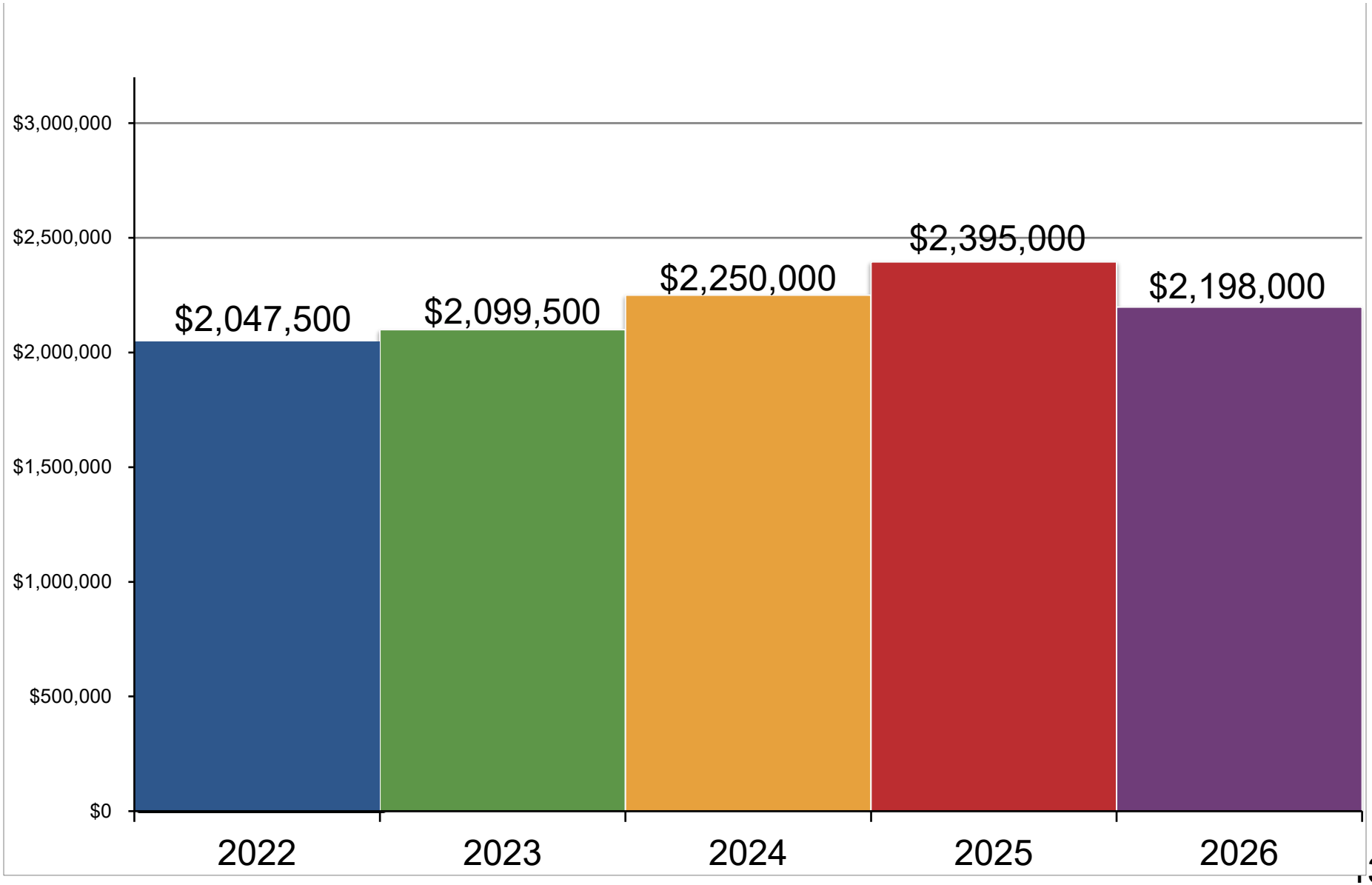
HE/PU Pending Sales
YTD 2022 – 2026



HE/PU Active Listings
YTD 2022 – 2026



HE/PU Median List Price
YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 1,091

UP +1.8%

2026 ~ 1,111

New Listings

2025 ~ 1,231

DOWN -2.8%

2026 ~ 1,196

Median List Price

2025 ~ $2,395,000

DOWN -8.2%

2026 ~ $2,198,000

Properties that went into Escrow

2025 ~ 851

UP +3.6%

2026 ~ 882

SOLD Properties
2025 vs. 2026 ~ YTD

Sold Properties
2025 ~ 803

UP +6.7%

2026 ~ 857

Median Sales Price
2025 ~ $2,370,00

DOWN -7.2%

2026 ~ $2,200,000

Median Sales Prices *w/o* Hope Ranch/Montecito
2025 ~ $1,995,000

DOWN -3.5%

2026 ~ $1,925,000

Average Sold Price
2025 ~ $ 3,656,569

DOWN -0.9%

2026 ~$3,622,178

Average Sold Price *w/o* Hope Ranch/Montecito
2025 ~ $ 2,453,501

UP +4%

2026 ~ $2,551,297

Sold Volume
2025 ~ $ 2,936,225,405

UP +5.7%

2026 ~ $3,104,207,371

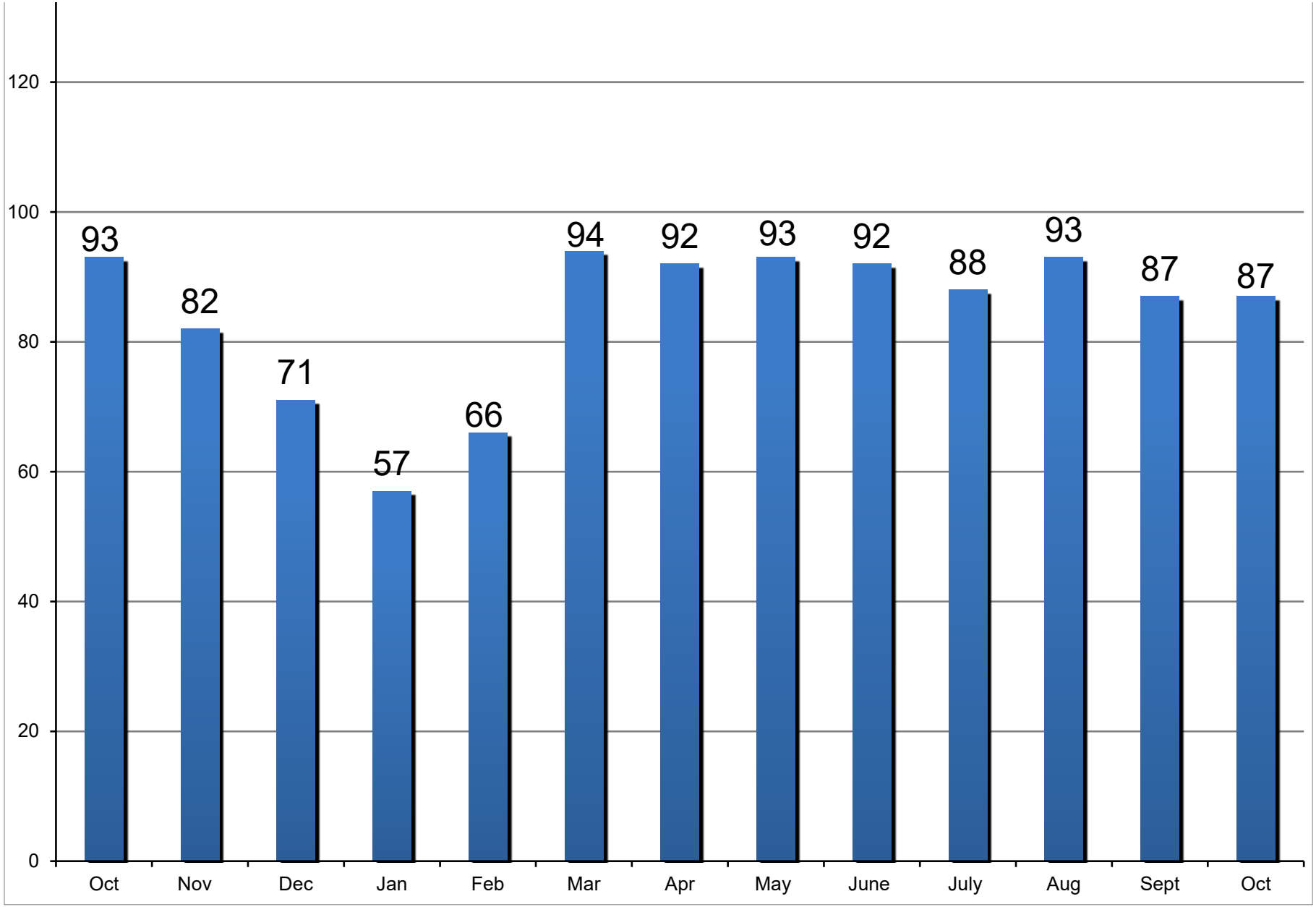
October 2025 to October 2026

Month by Month

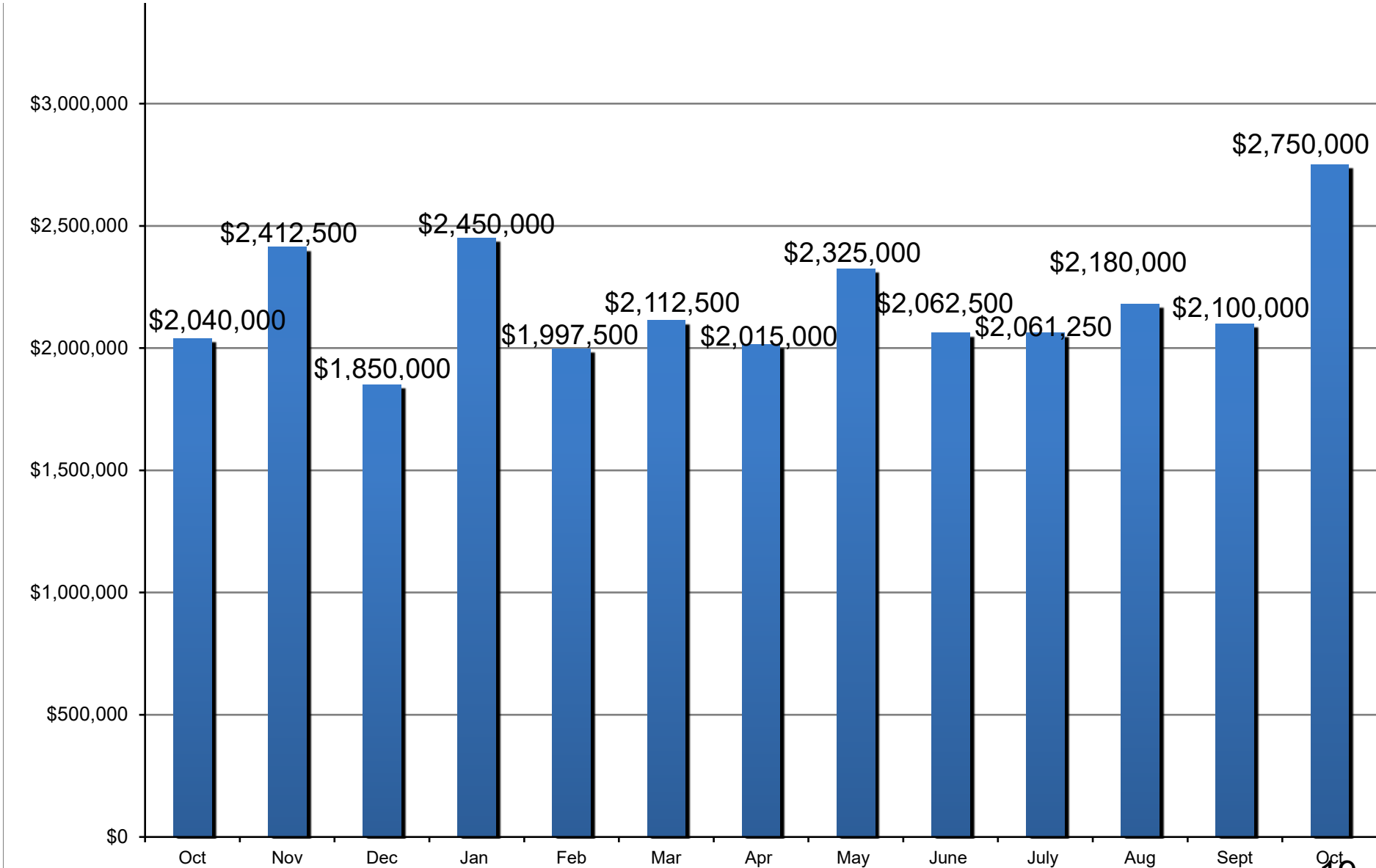
Home Estate/PUD

Districts 05-35

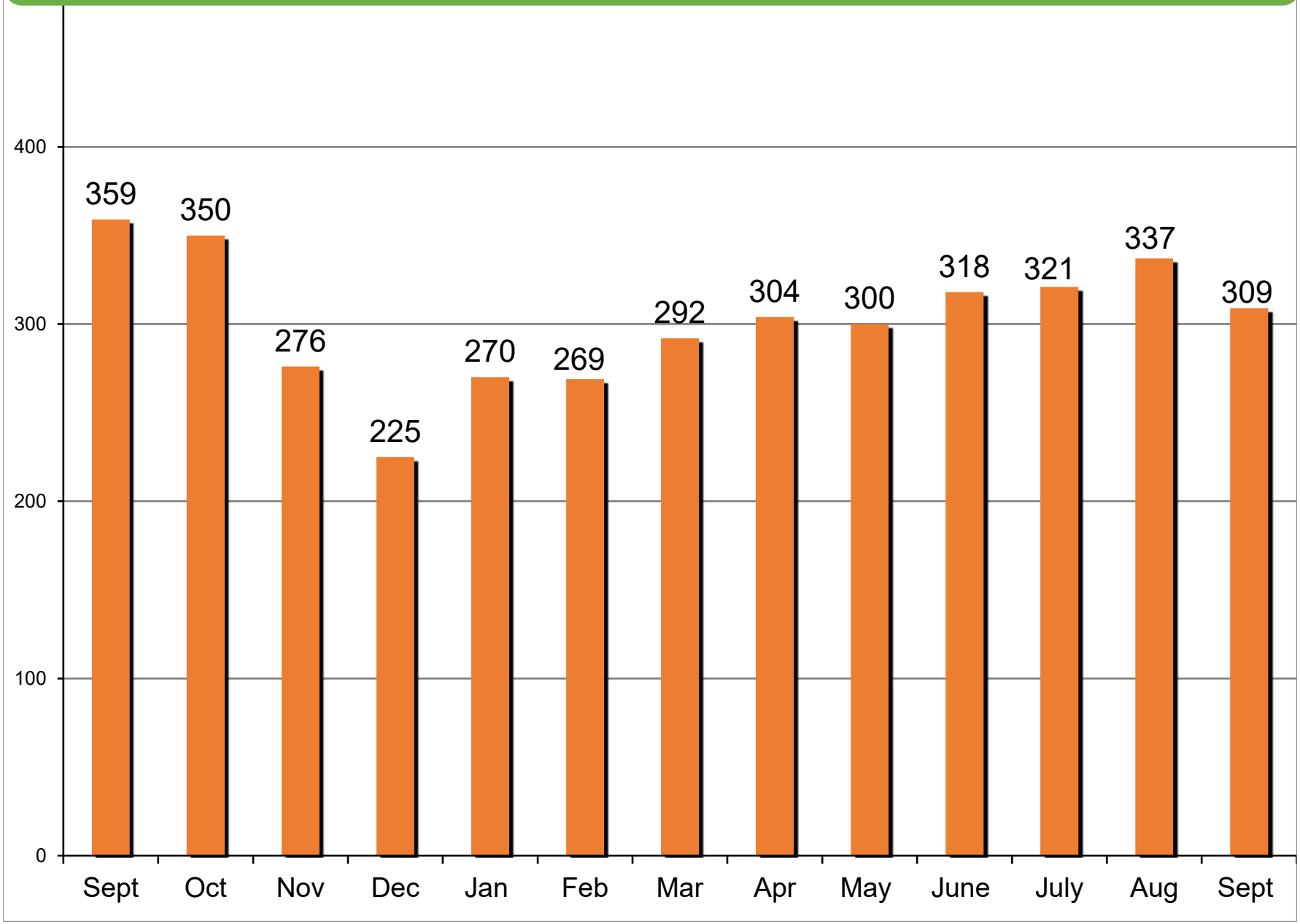
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

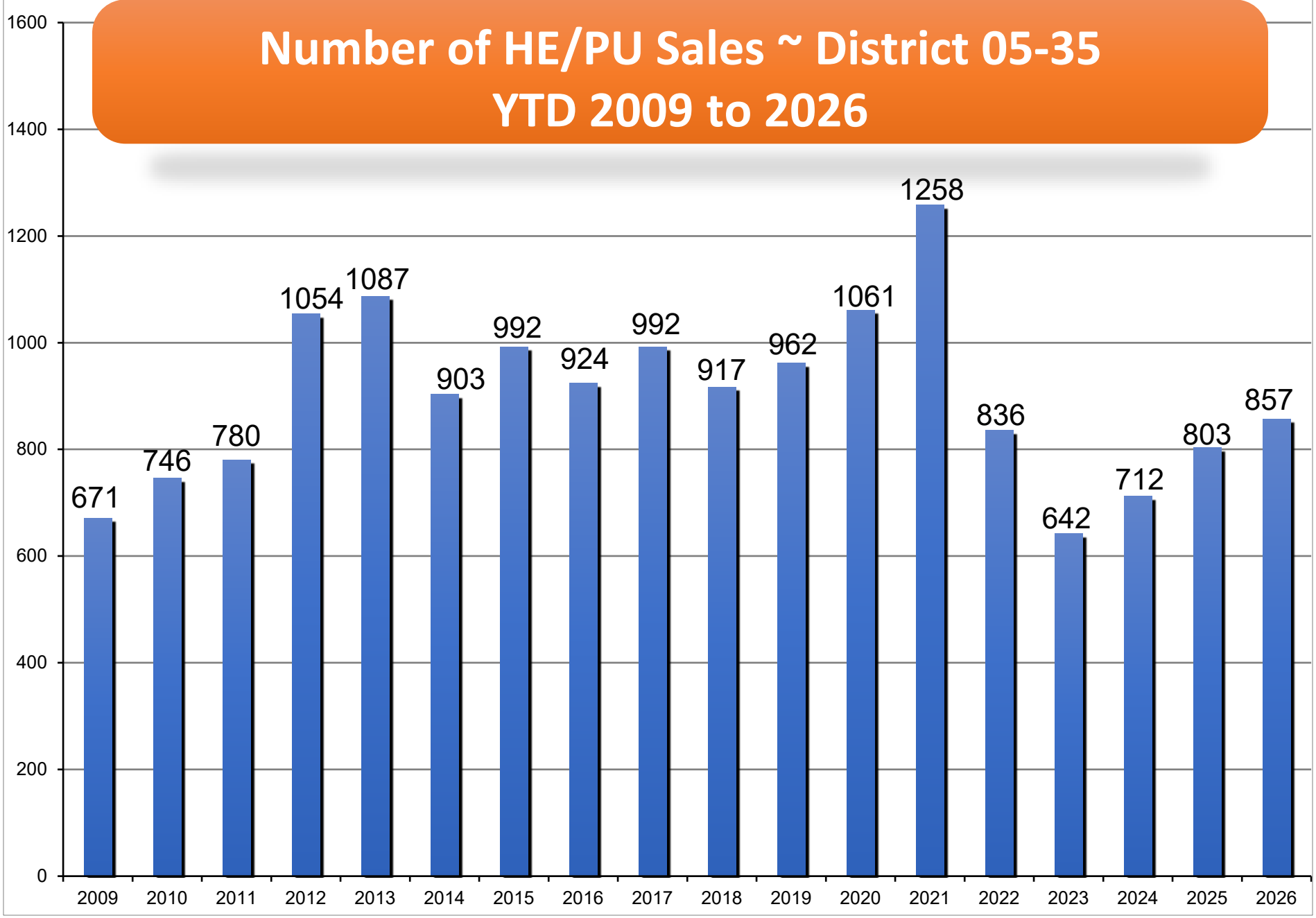


HE/PU Active Listings for the Last 12 Months

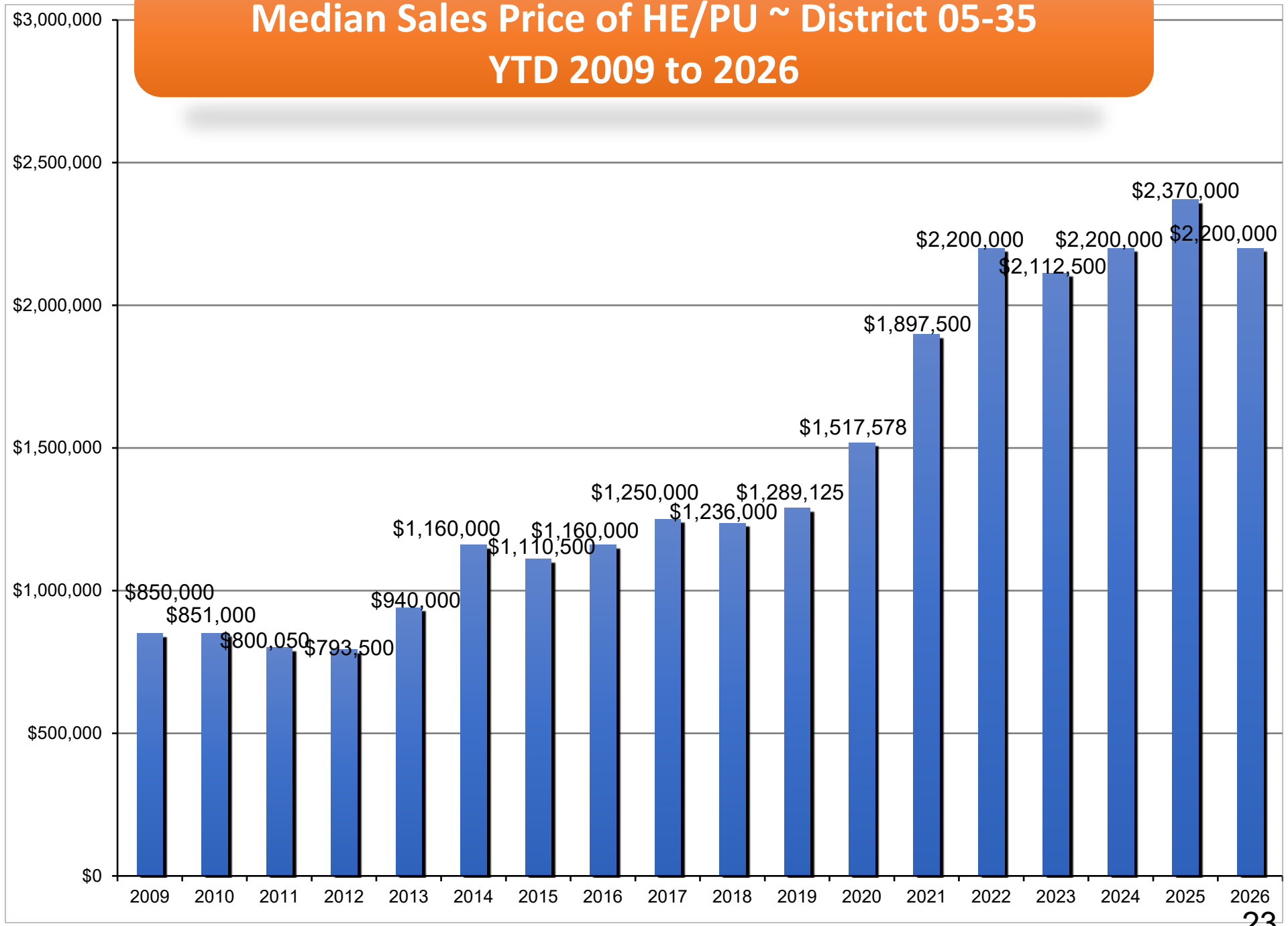


Perspective
for Home Estates & PUDs
2009 – 2026

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



OCTOBER 1 – OCTOBER 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	21	$22,225,900	$849,000	$1,058,376	40	47	$21,614,500	$840,000	$1,029,261	97.25	95.05
List/Sold	2	$1,395,000	$697,500	$697,500	52	52	$1,380,000	$690,000	$690,000	98.92	98.92
Co-Broker	19	$20,830,900	$849,000	$1,096,363	39	46	$20,234,500	$850,000	$1,064,973	97.14	94.80
New	34	$58,771,500	$1,240,000	$1,728,573	20	25					
Pending	21	$24,710,500	$949,000	$1,176,690	33	45					
Withdrawn	4	$7,595,000	$1,592,500	$1,898,750	20	35					
Cancelled	5	$4,708,000	$899,000	$941,600	43	43					
Expired	3	$3,454,000	$1,299,000	$1,151,333	177	177					
Back On Market	8	$13,797,000	$1,437,000	$1,724,625	106	106					
Extended	12	$18,727,900	$1,149,500	$1,560,658	69	70					
Active In Range	107	$155,969,400	$1,200,000	$1,457,657	69	73					
Current Active	72	$112,464,900	$1,290,000	$1,562,012	95	101					

Previous Year Comparison

CONDOS

October 2026

	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	21	$22,225,900	$849,000	$1,058,376	40	47	$21,614,500	$840,000	$1,029,261	97.25	95.05
Pending	21	$24,710,500	$949,000	$1,176,690	33	45					

October 2025

	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	$36,628,100	$937,500	$1,408,773	52	52	$35,595,500	$957,500	$1,369,057	97.18	93.30
Pending	29	$36,706,000	$1,095,000	$1,265,724	48	56					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
$550,000-$599,999	1	53	53
$600,000-$649,999	1	52	52
$650,000-$699,999	3	63	63
$700,000-$749,999	2	32	32
$750,000-$799,999	3	61	61
$800,000-$849,999	1	54	54
$850,000-$899,999	2	16	16
$900,000-$949,999	1	1	1

List Price Range	Number of Listings	Average Days To Sold	CDOM
$1,000,000-$1,099,999	1	104	104
$1,100,000-$1,199,999	2	22	22
$1,200,000-$1,299,999	1	28	28
$1,600,000-$1,699,999	1	4	4
$1,700,000-$1,799,999	1	41	176
$3,250,000-$3,499,999	1	7	7

Sold Listings

The average price for the **21** properties is **$1,029,261**

The highest price is **$3,295,000**

1309 Plaza Pacifica

The median price is **$840,000**

The lowest price is **$575,000**

7630 Hollister Ave Unit 119

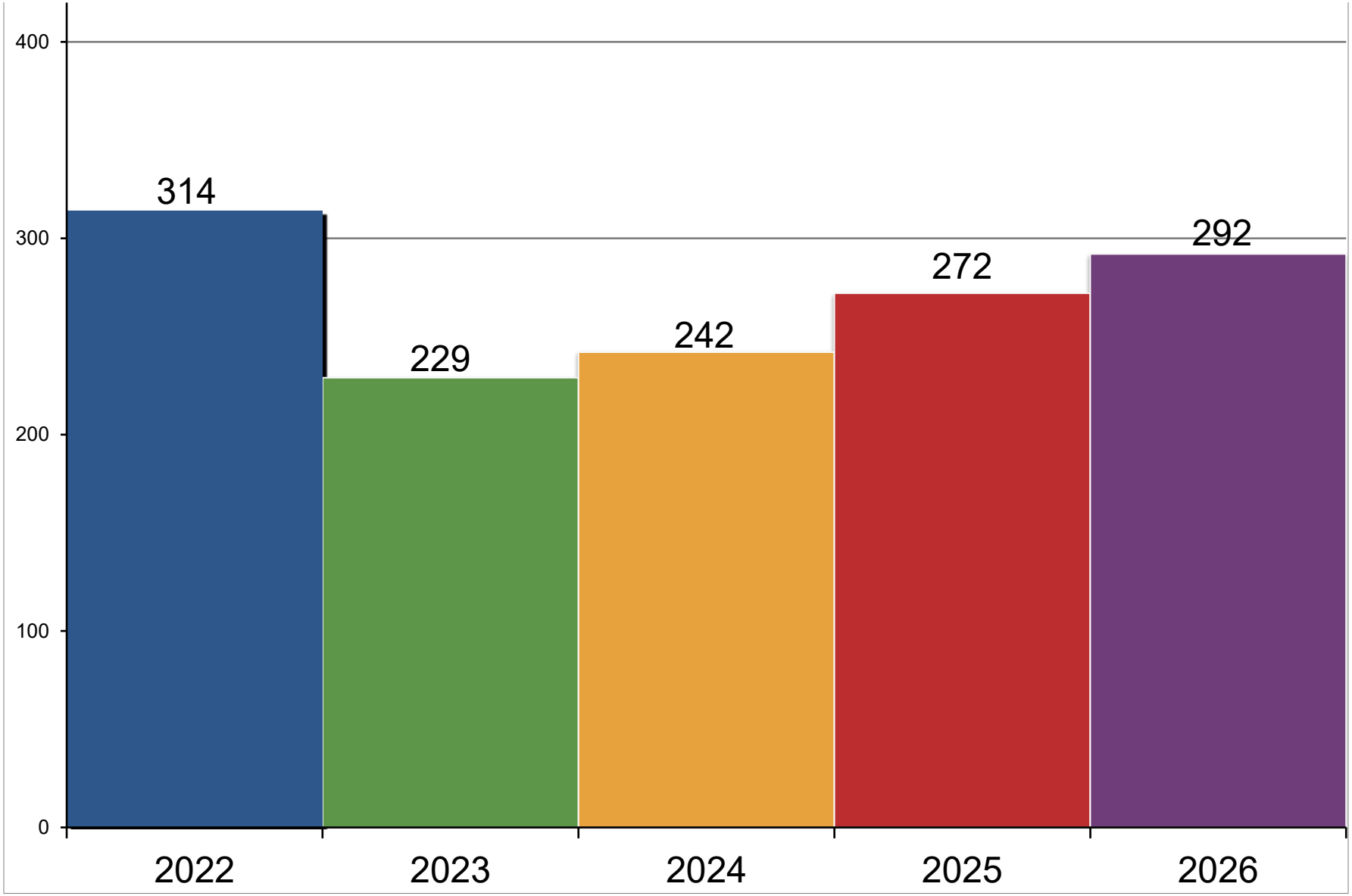
The average Market Time is **40**

The average Continuous Market Time is **47**

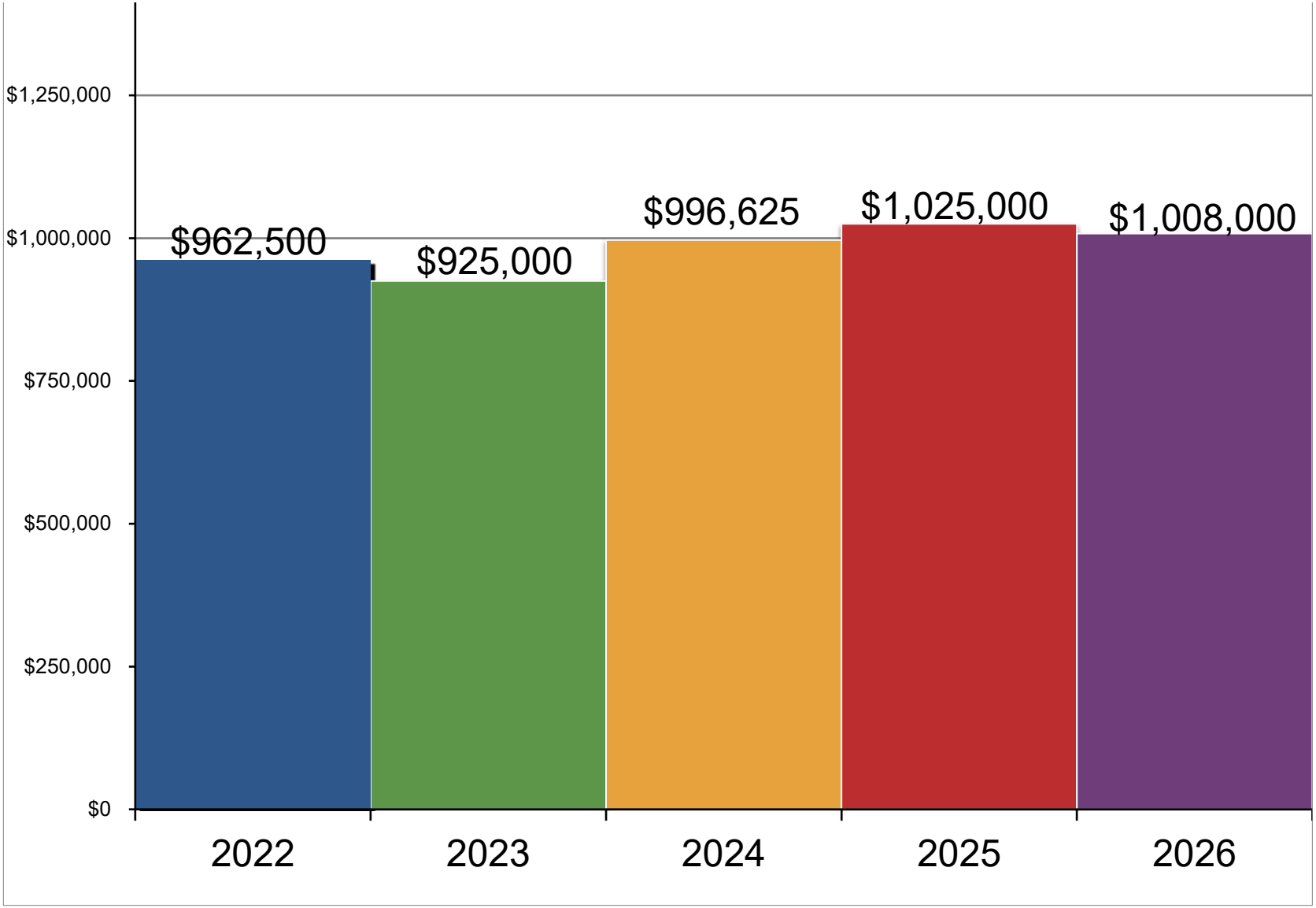
CONDO STATISTICS

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

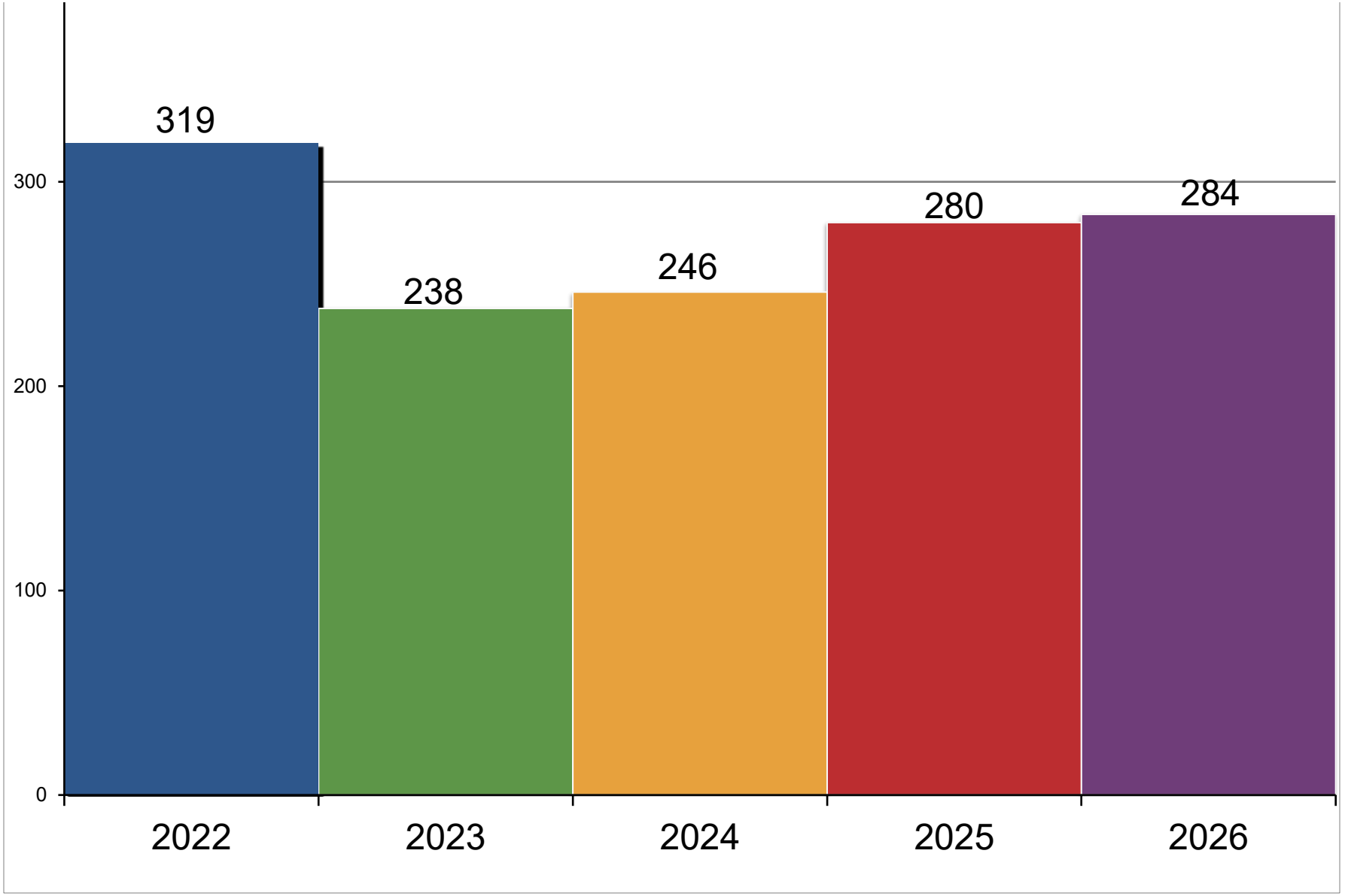
Condo Sales
YTD 2022 – 2026



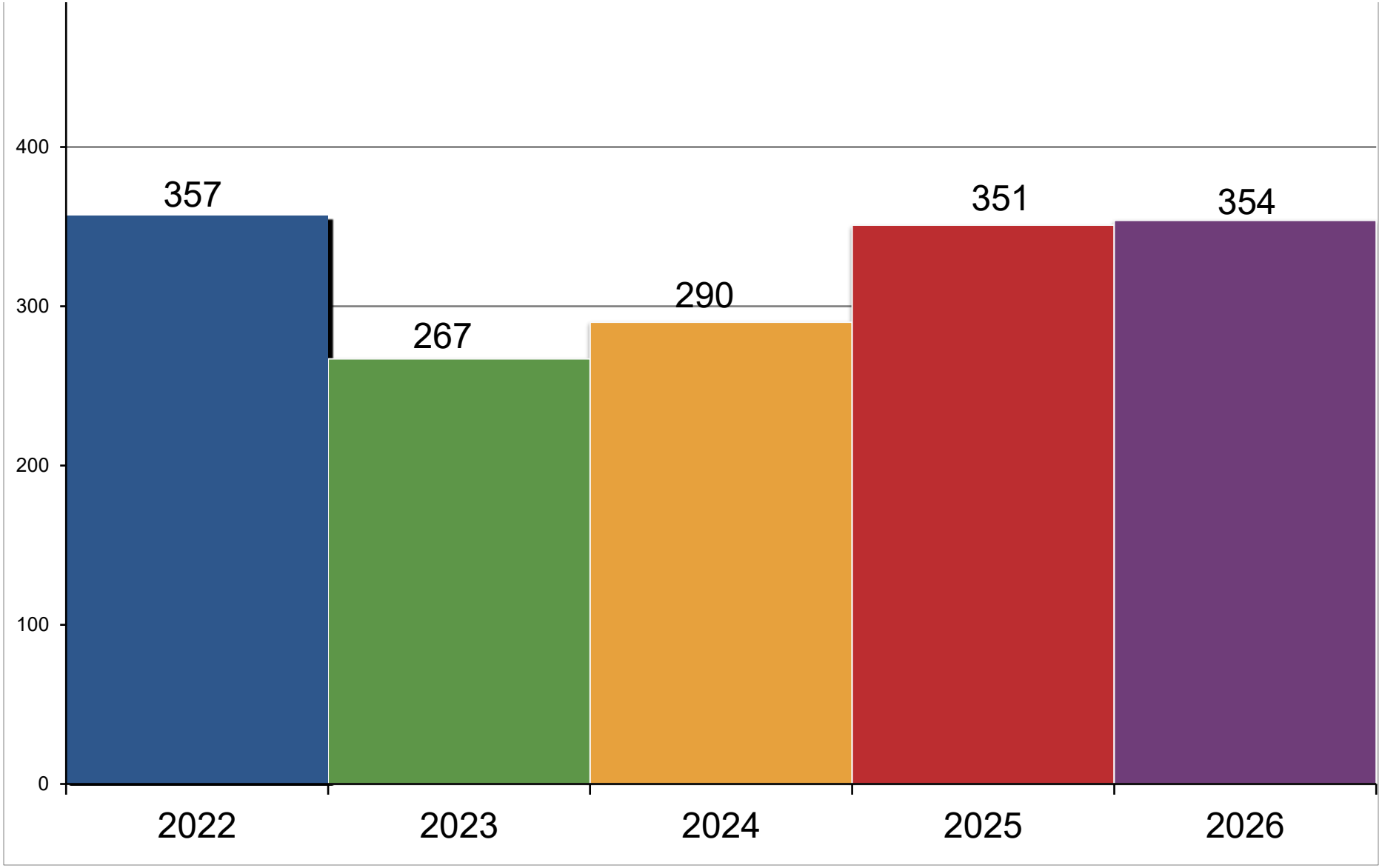
Condo Median Sales Price
YTD 2022 – 2026



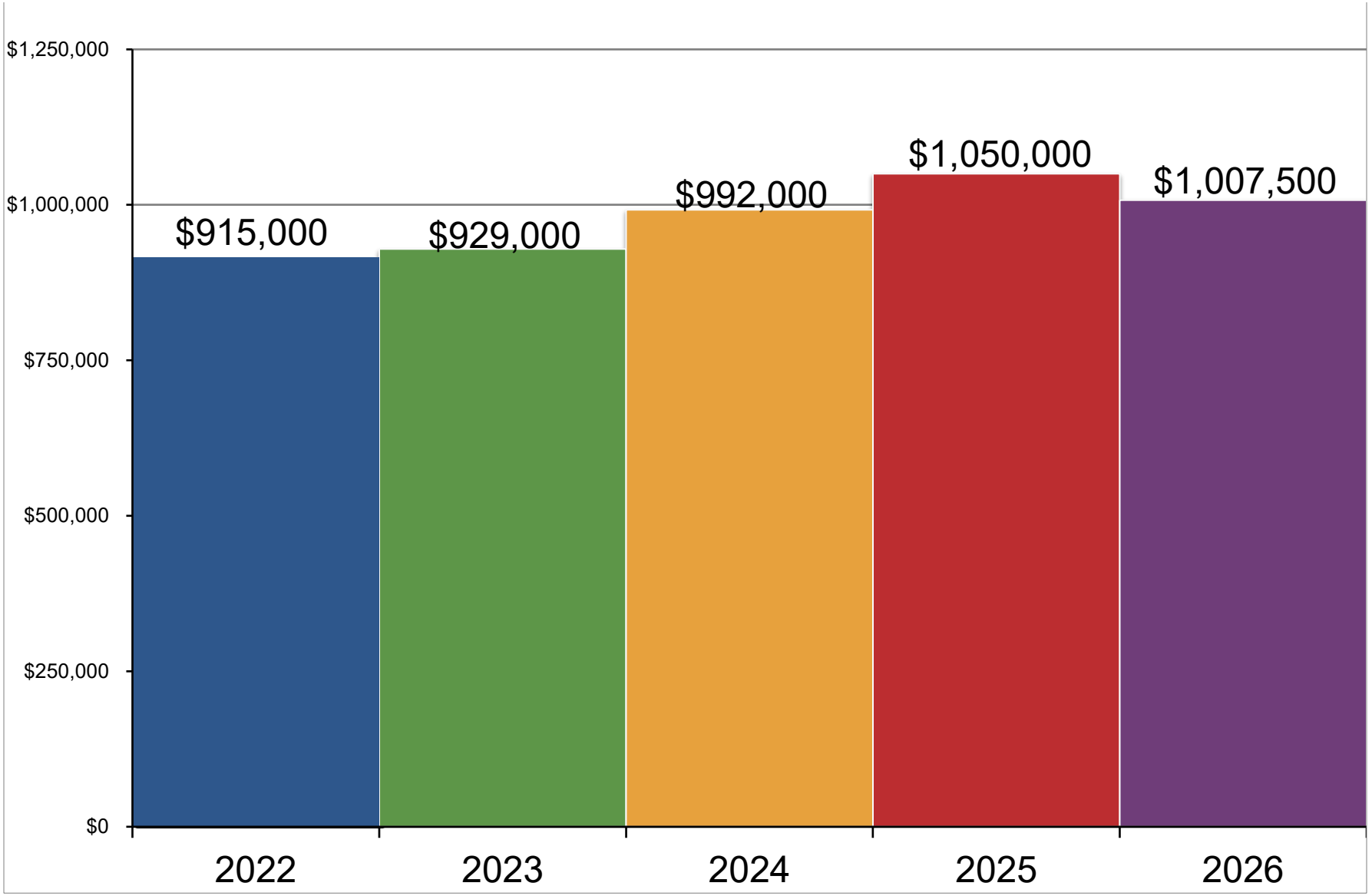
Condo Pending Sales
YTD 2022 – 2026



Condo Active Listings
YTD 2022 – 2026



Condo Median List Price
YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 351

UP +0.9%

2026 ~ 354

New Listings

2025 ~ 394

DOWN -4.6%

2026 ~ 376

Median List Price

2025 ~ $1,050,000

DOWN -4%

2026 ~$1,007,500

Properties that went into Escrow

2025 ~ 280

UP +1.4%

2026 ~ 284

SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 272

UP +7.4%

2026 ~ 292

Median Sales Price

2025 ~ $1,025,000

DOWN -1.7%

2026 ~ $1,008,000

Median Sales Prices *w/o* Hope Ranch/Montecito

2025 ~ $975,000

DOWN -1%

2026 ~ $965,000

- **Average Sold Price**

  2025 ~ $ 1,357,832

DOWN -5.6%

2026 ~ $1,282,294

- **Average Sold Price *w/o* Hope Ranch/Montecito**

  2025 ~ $ 1,156,145

DOWN -4.3%

2026 ~ $1,106,810

- **Sold Volume**

  2025 ~ $369,330,419

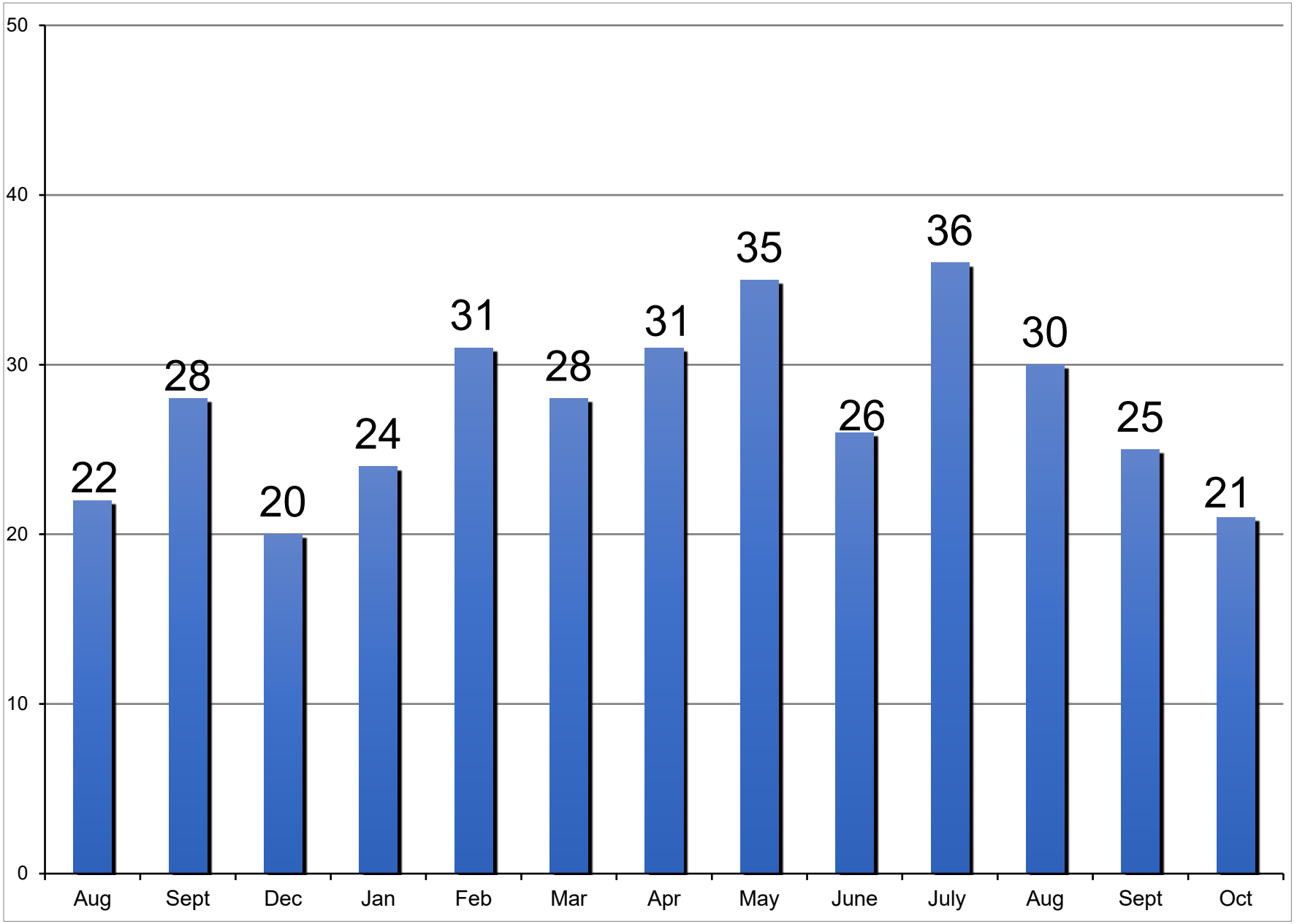
UP +1.4%

2026 ~ $374,429,892

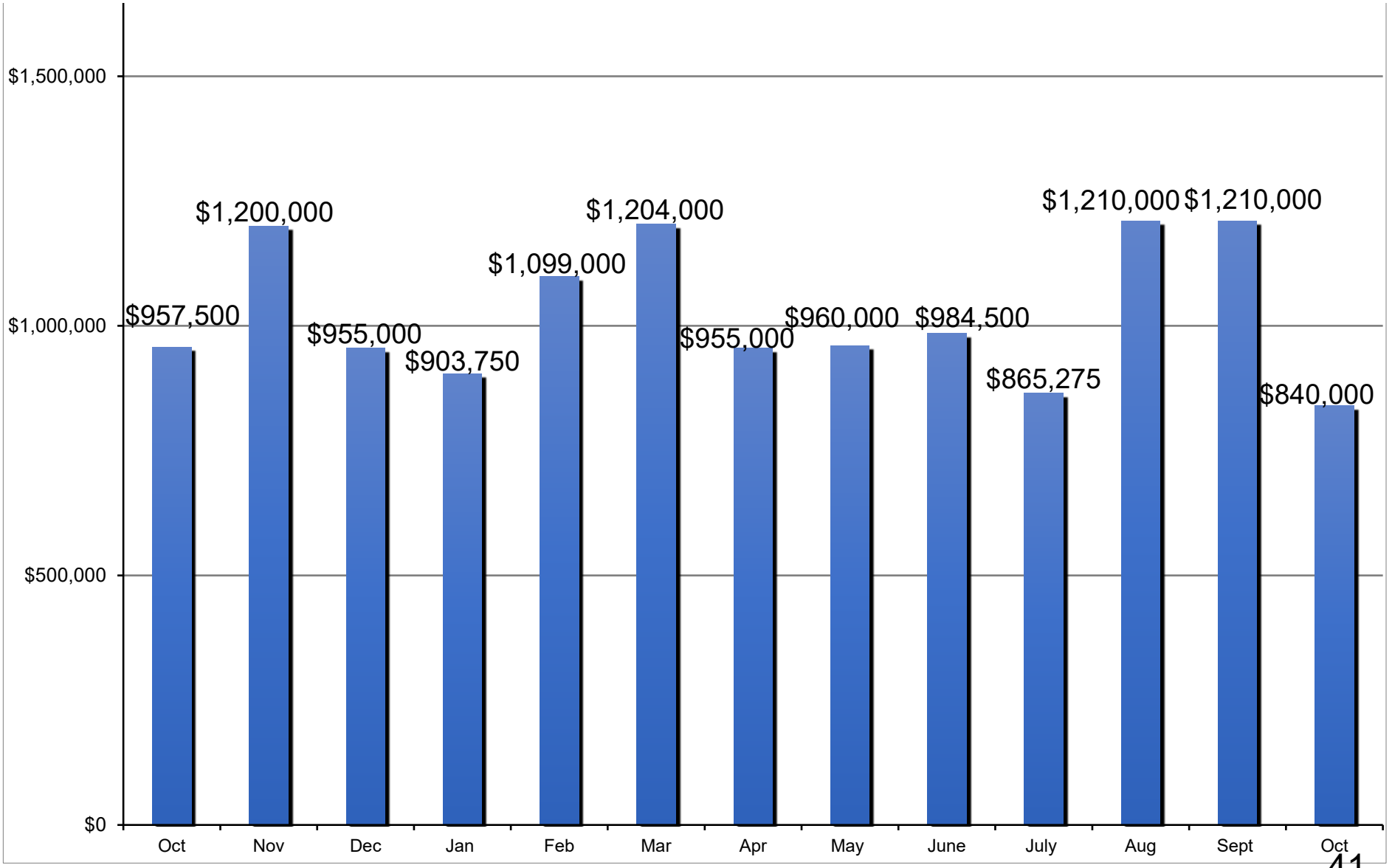
October 2025 to October 2026

Month by Month for Condos Districts 05-35

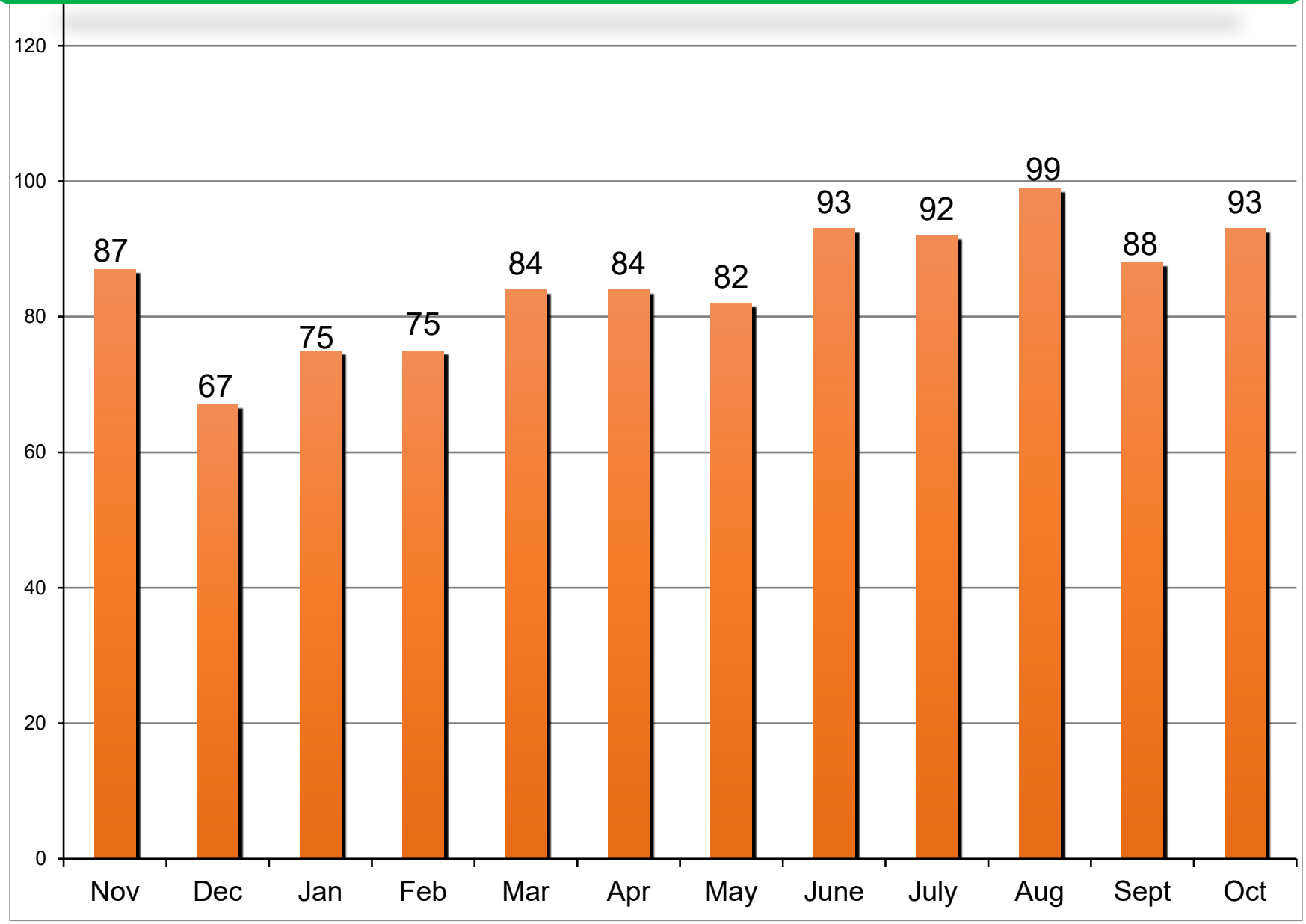
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

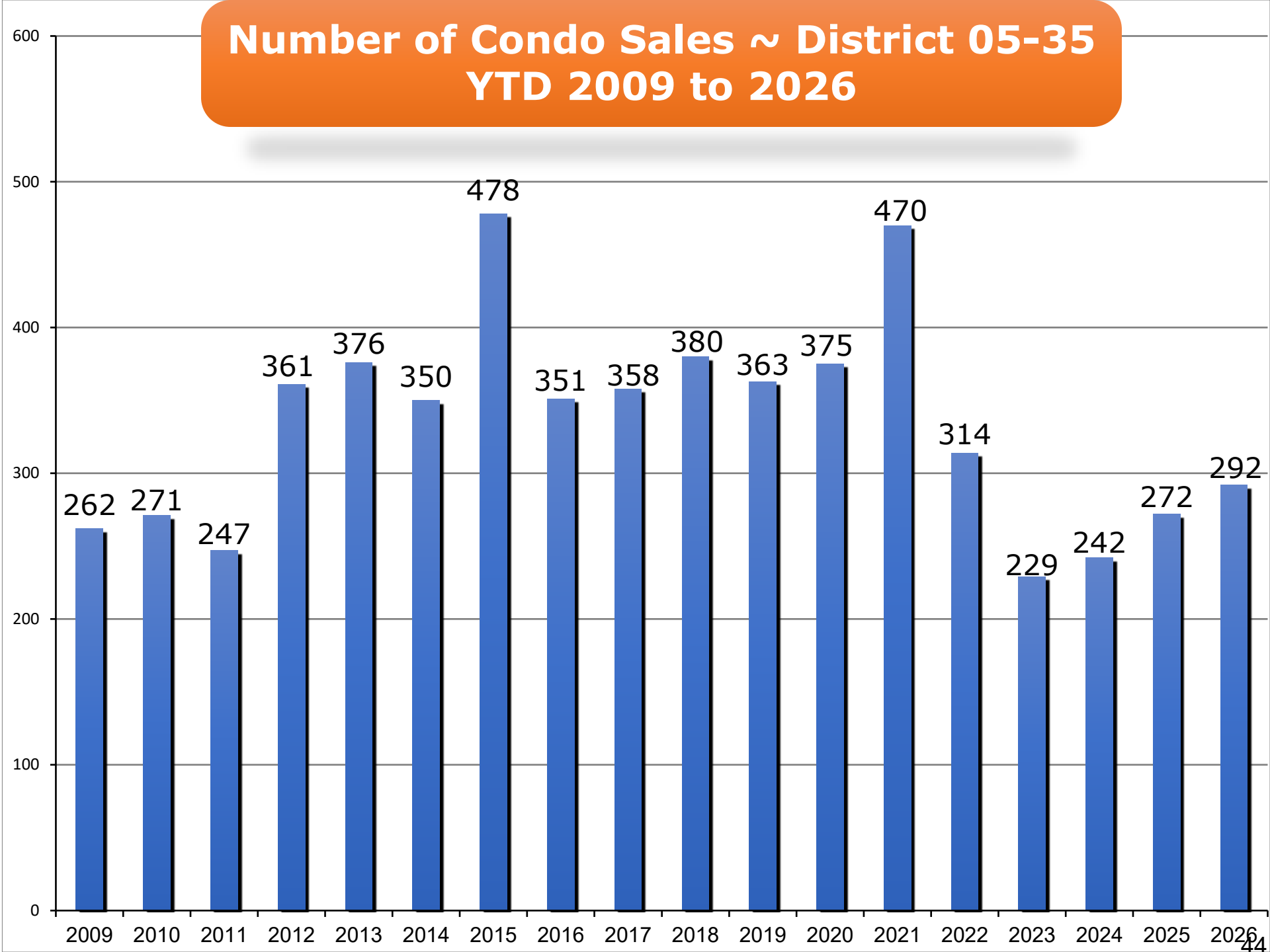


Condo Active Listings for the Last 12 Months

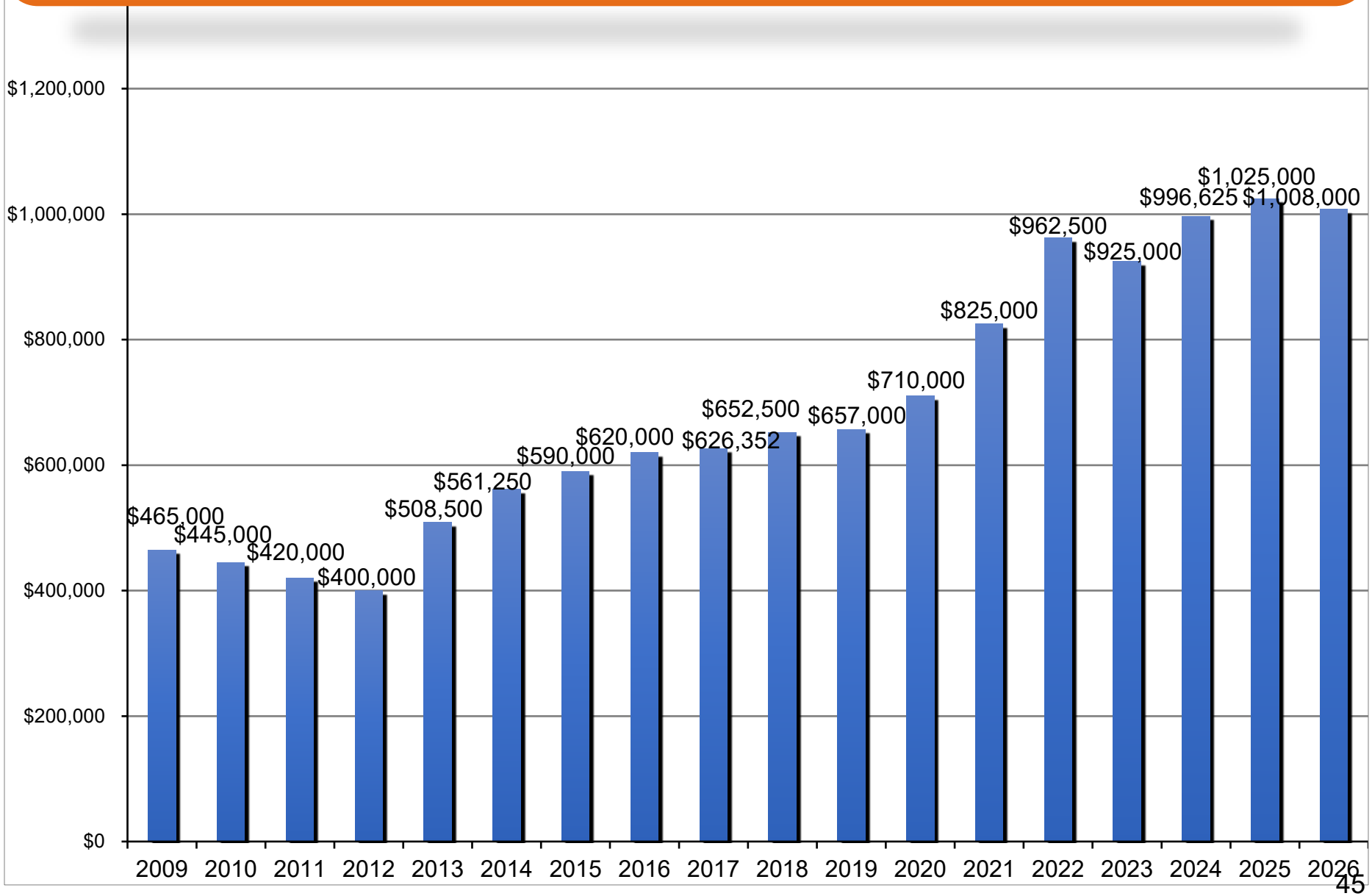


Perspective for Condos *2009 – 2026*

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 11/5/2026

Statistics Through October 2026