

Monthly MLS Statistics

SEPTEMBER 2026



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

SEPTEMBER 1 – SEPTEMBER 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	87	\$307,702,739	\$2,099,000	\$3,536,813	36	52	\$296,516,066	\$2,100,000	\$3,408,230	96.36	94.65
List/Sold	12	\$29,649,000	\$1,660,000	\$2,470,750	46	77	\$28,694,310	\$1,615,000	\$2,391,192	96.78	94.18
Co-Broker	75	\$278,053,739	\$2,198,000	\$3,707,383	35	48	\$267,821,756	\$2,100,000	\$3,570,956	96.32	94.70
New	127	\$542,408,739	\$2,549,000	\$4,270,934	15	25					
Pending	100	\$456,931,739	\$2,645,000	\$4,569,317	45	59					
Withdrawn	8	\$28,859,000	\$3,012,500	\$3,607,375	64	64					
Cancelled	20	\$96,652,900	\$2,947,500	\$4,832,645	140	183					
Expired	14	\$183,883,000	\$4,687,500	\$13,134,500	170	177					
Back On Market	17	\$74,246,000	\$2,495,000	\$4,367,411	60	97					
Extended	29	\$155,121,000	\$3,500,000	\$5,349,000	132	144					
Active In Range	375	\$2,172,112,038	\$3,150,000	\$5,792,298	59	82					
Current Active	237	\$1,498,638,399	\$3,495,000	\$6,323,368	89	126					

Previous Year Comparison

Home Estate/PUD

SEPTEMBER 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	87	\$307,702,739	\$2,099,000	\$3,536,813	36	52	\$296,516,066	\$2,100,000	\$3,408,230	96.36	94.65
Pending	100	\$456,931,739	\$2,645,000	\$4,569,317	45	59					

SEPTEMBER 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	73	\$306,916,700	\$2,595,000	\$4,204,338	38	56	\$302,029,929	\$2,500,000	\$4,137,396	98.41	95.35
Pending	87	\$431,010,900	\$2,595,000	\$4,954,148	44	67					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	2	90	90
\$1,100,000-\$1,199,999	3	38	38
\$1,200,000-\$1,299,999	1	13	13
\$1,300,000-\$1,399,999	2	9	9
\$1,400,000-\$1,499,999	7	32	32
\$1,500,000-\$1,599,999	5	9	9
\$1,600,000-\$1,699,999	7	27	43
\$1,700,000-\$1,799,999	3	36	56
\$1,800,000-\$1,899,999	5	22	24
\$1,900,000-\$1,999,999	3	33	33

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,000,000-\$2,249,999	11	38	38
\$2,250,000-\$2,499,999	3	14	14
\$2,500,000-\$2,749,999	6	65	75
\$2,750,000-\$2,999,999	3	9	9
\$3,000,000-\$3,249,999	2	21	21
\$3,250,000-\$3,499,999	4	65	86
\$3,500,000-\$3,749,999	2	69	327
\$3,750,000-\$3,999,999	2	59	59
\$4,000,000-\$4,249,999	3	35	124
\$4,250,000-\$4,499,999	2	76	76
\$4,500,000-\$4,749,999	1	5	5
\$4,750,000-\$4,999,999	1	4	4
\$5,000,000+	9	40	74

Sold Listings

The average price for the **87** properties is **\$3,408,230**

The highest price is **\$19,500,000**

1502 E Mountain Dr

The median price is **\$2,100,000**

The lowest price is **\$1,020,000**

2430 Fletcher Ave

The average Market Time is **36**

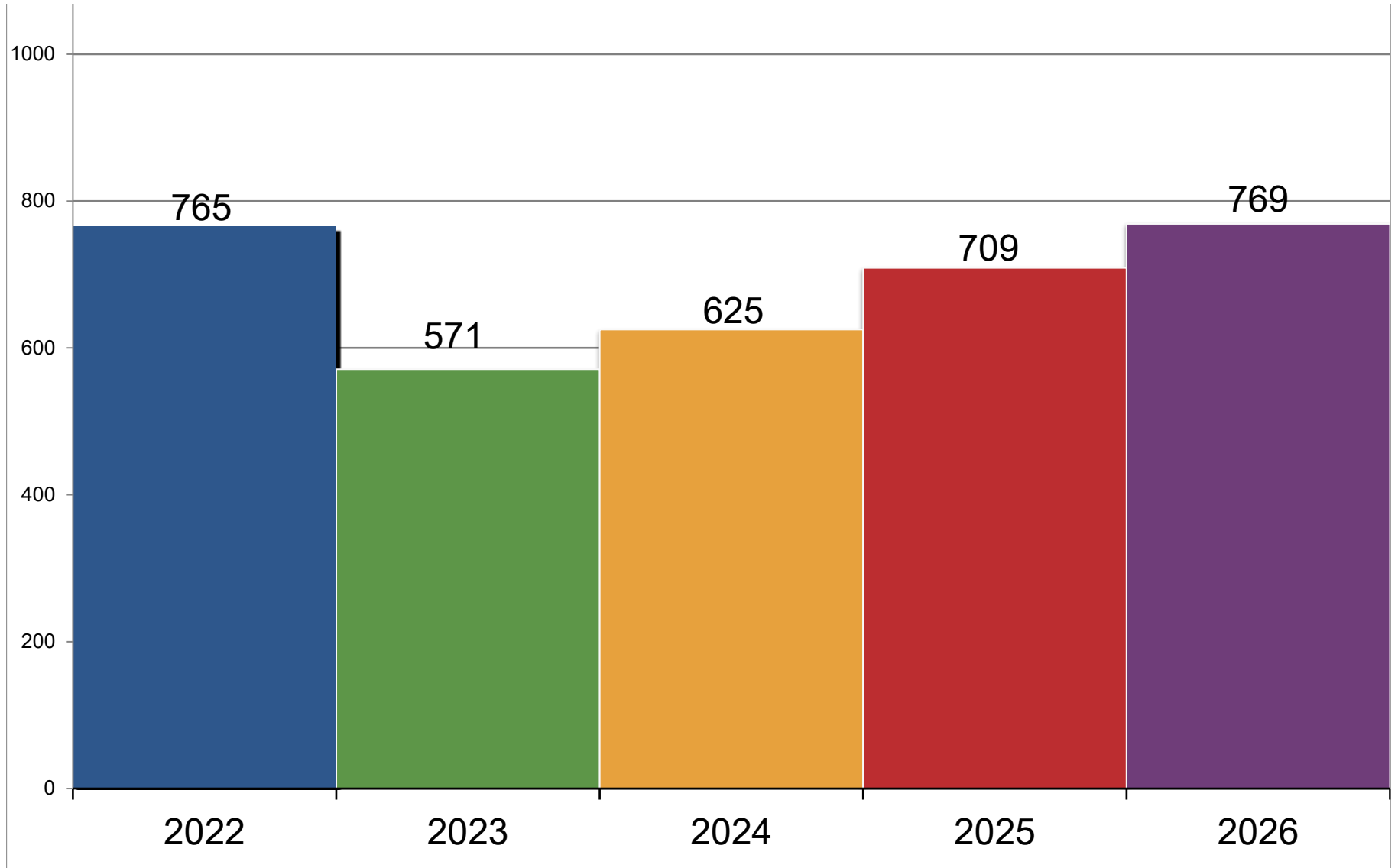
The average Continuous Market Time is **52**

HOME ESTATE & PUD

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

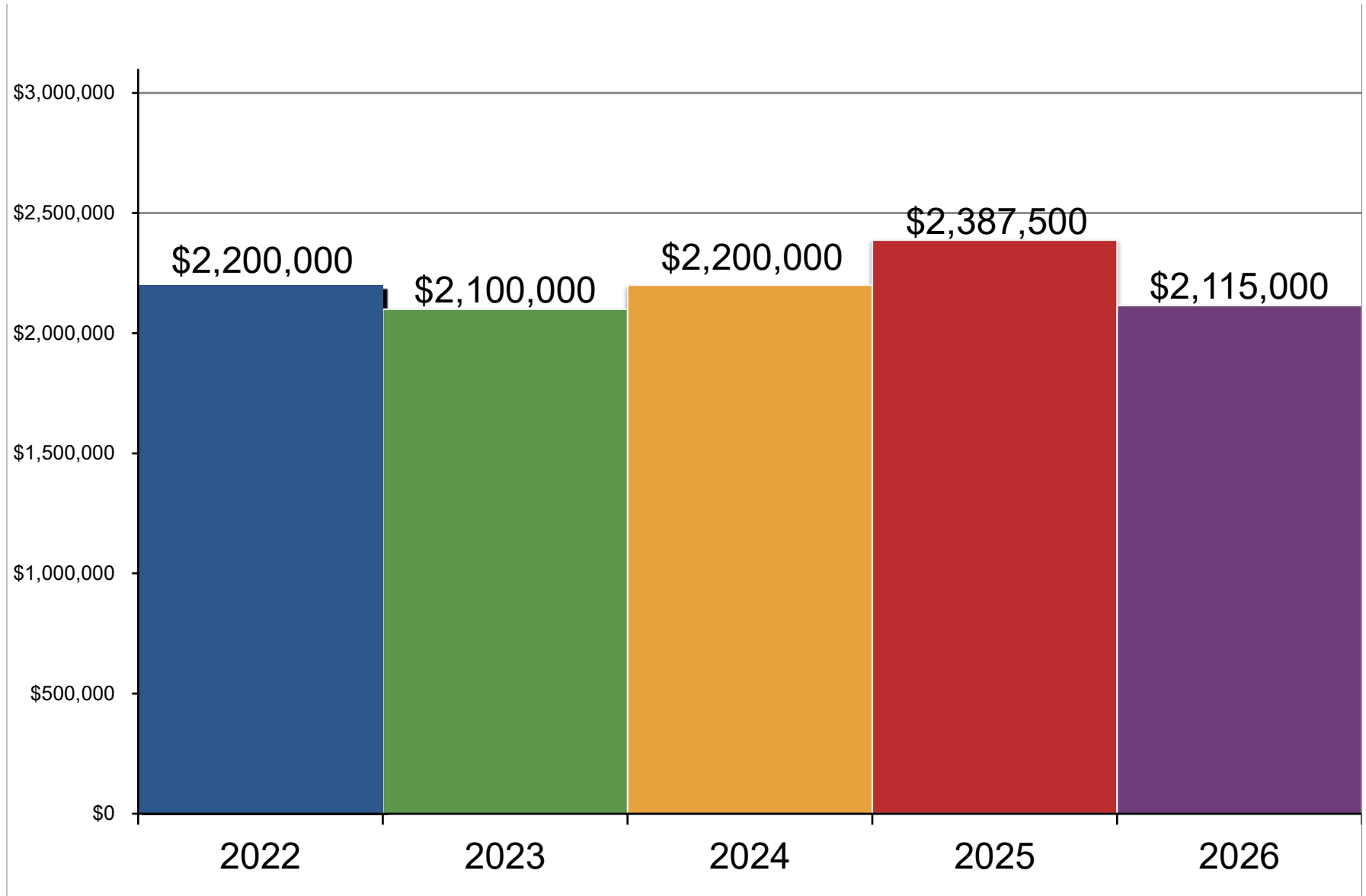
HE/PU Sales

YTD 2022 – 2026

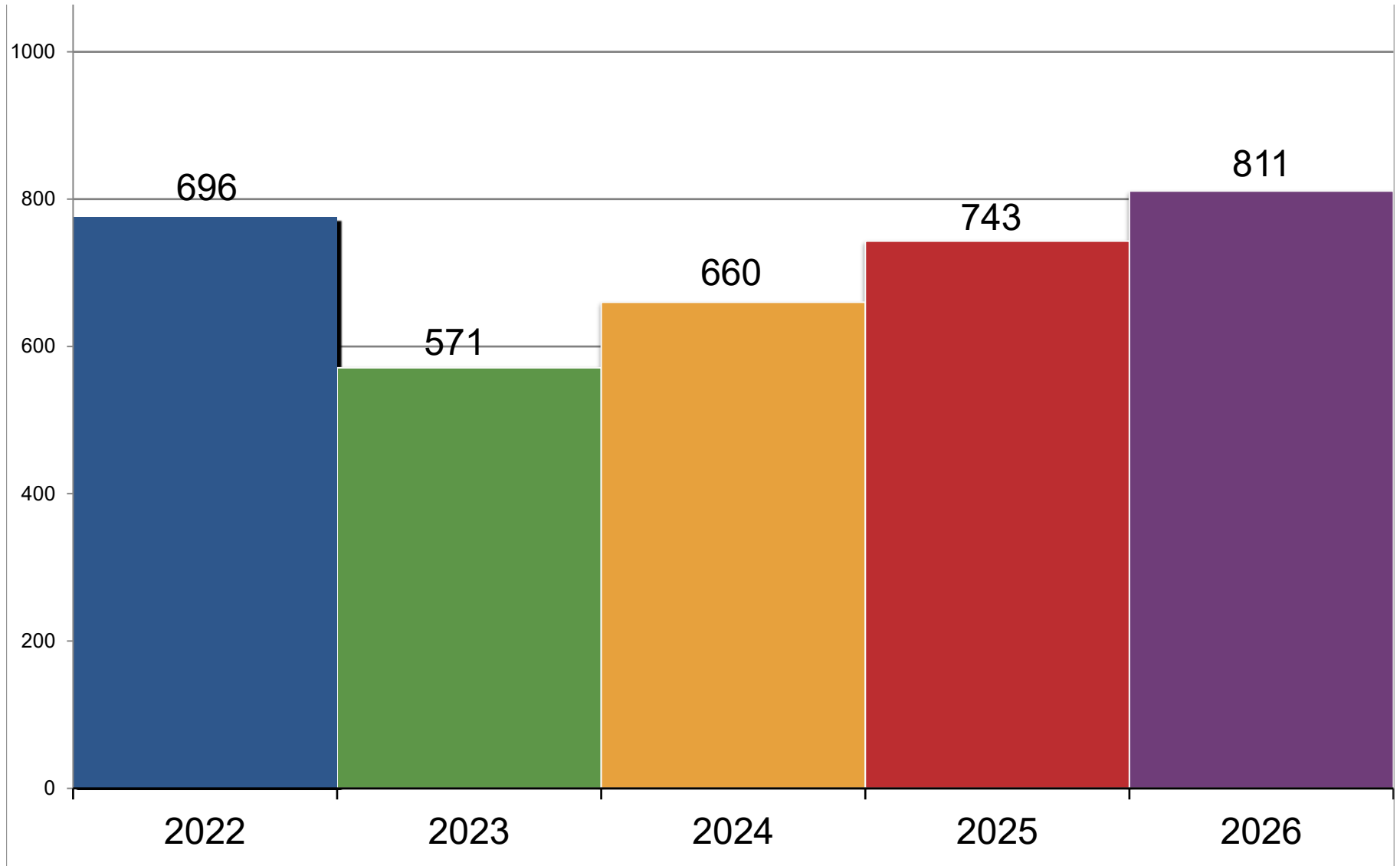


HE/PU Median Sales Price

YTD 2022 – 2026

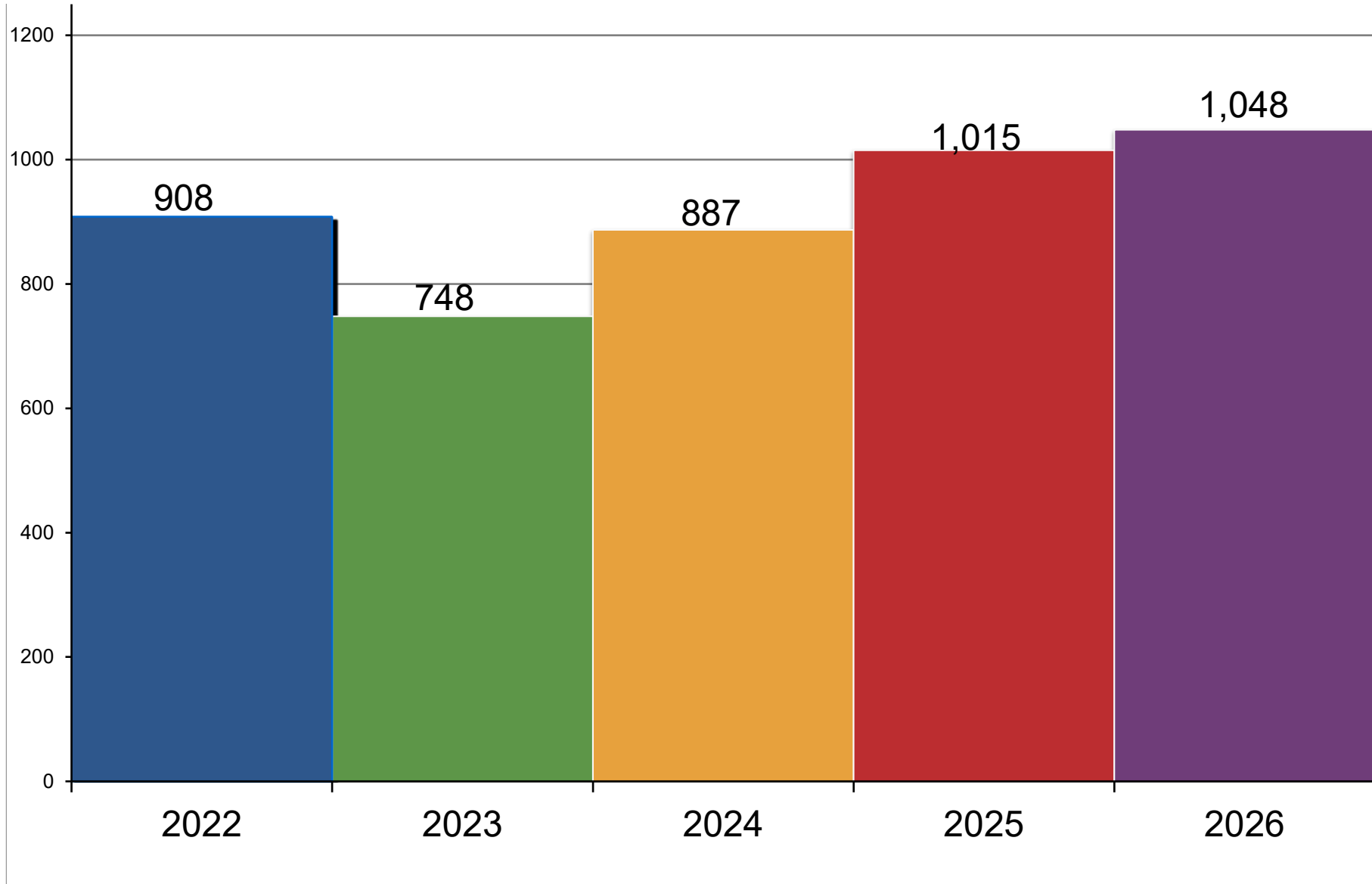


HE/PU Pending Sales YTD 2022 – 2026



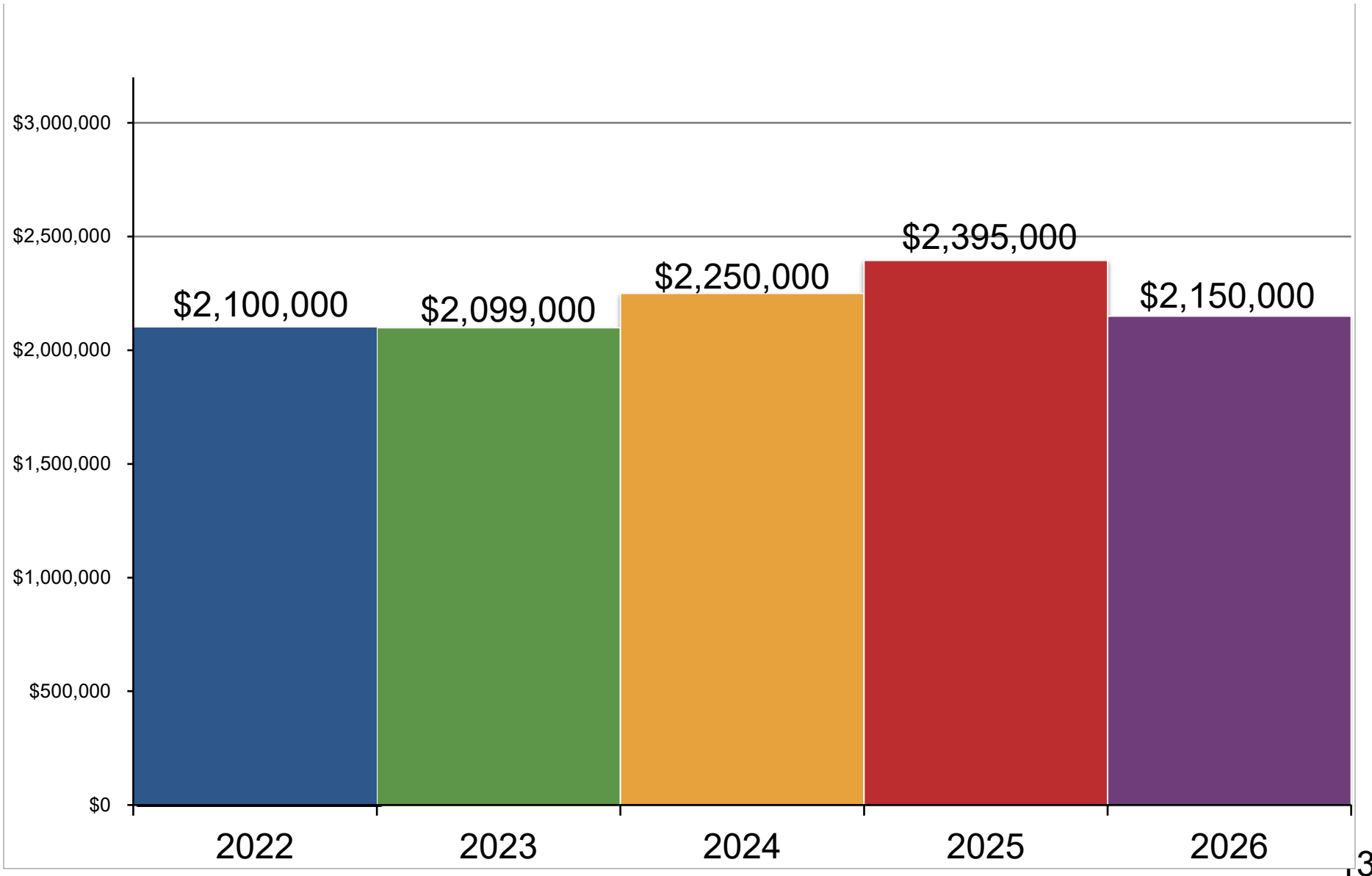
HE/PU Active Listings

YTD 2022 – 2026



HE/PU Median List Price

YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD

Total Active Listings

2025 ~ 1,015

UP



+3.3%

2026 ~ 1,048

New Listings

2025 ~ 1,115

DOWN



-2.3%

2026 ~ 1,089

Median List Price

2025 ~ \$2,395,000

DOWN



-10.2%

2026 ~ \$2,150,000

Properties that went into Escrow

2025 ~ 743

UP



+9.2%

2026 ~ 811

SOLD Properties

2025 vs. 2026 ~ YTD

Sold Properties

2025 ~ 709

2026 ~ 769

UP



+8.5%

Median Sales Price

2025 ~ \$ 2,387,500

2026 ~ \$2,115,000

DOWN



-11.4%

Median Sales Prices w/o Hope Ranch/Montecito

2025 ~ \$ 2,020,050

2026 ~ \$1,900,000

DOWN



-6%

Average Sold Price

2025 ~ \$ 3,584,441

2026 ~ \$3,460,666

DOWN



-3.5%

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$ 2,487,297

2026 ~ \$2,442,477

DOWN



-1.8%

Sold Volume

2025 ~ \$ 2,541,369,240

2026 ~ \$2,661,252,452

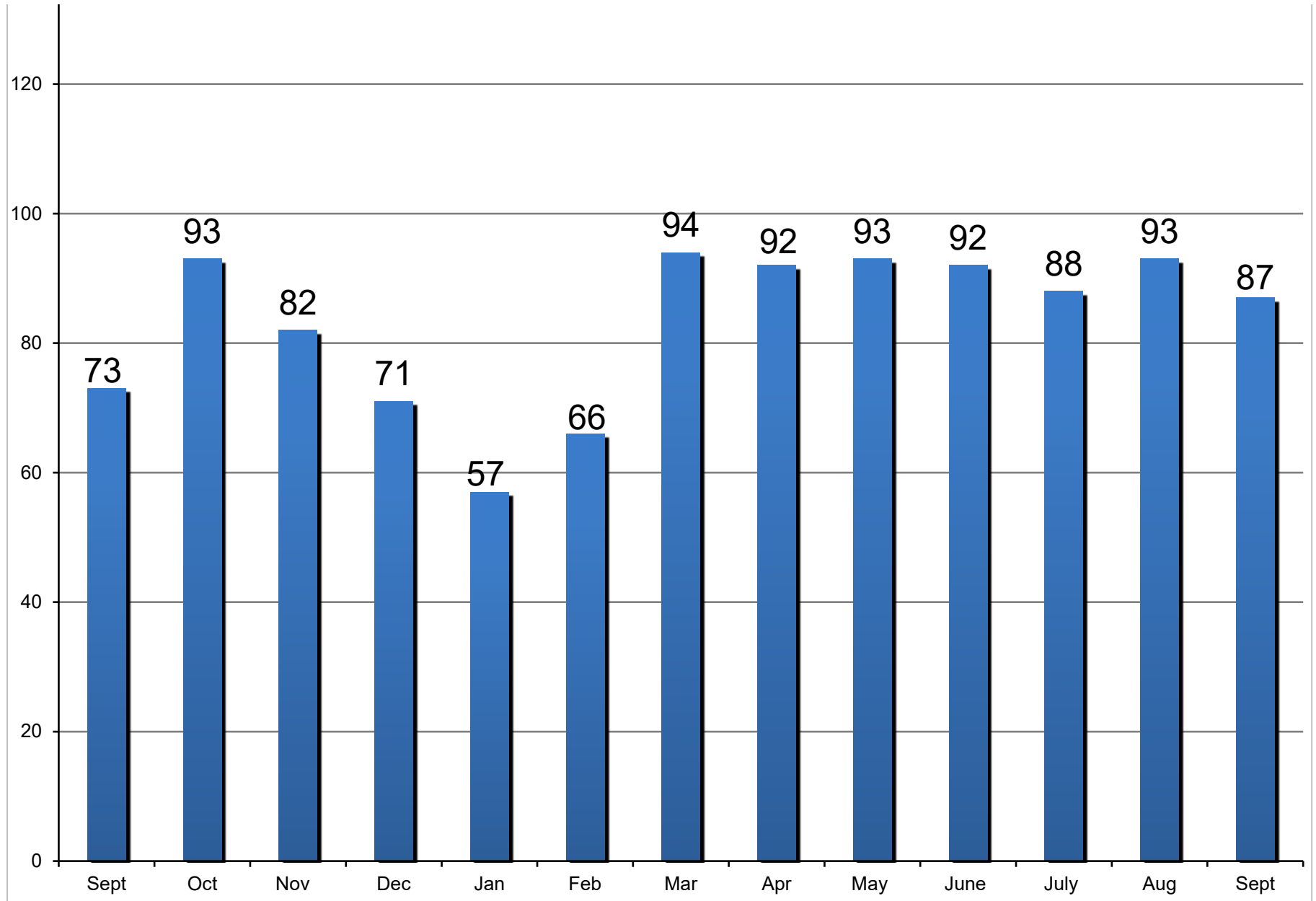
UP



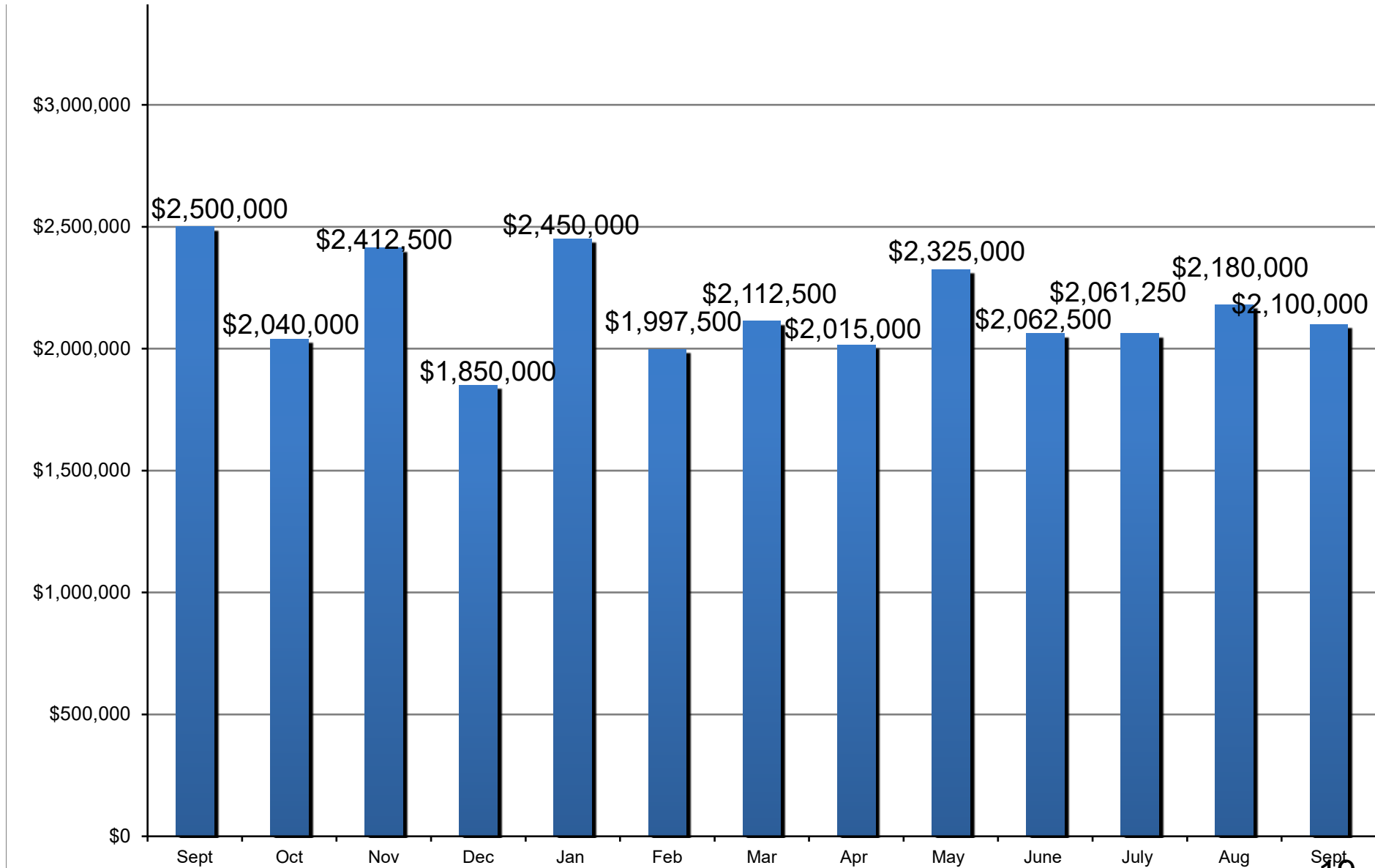
+4.7%

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

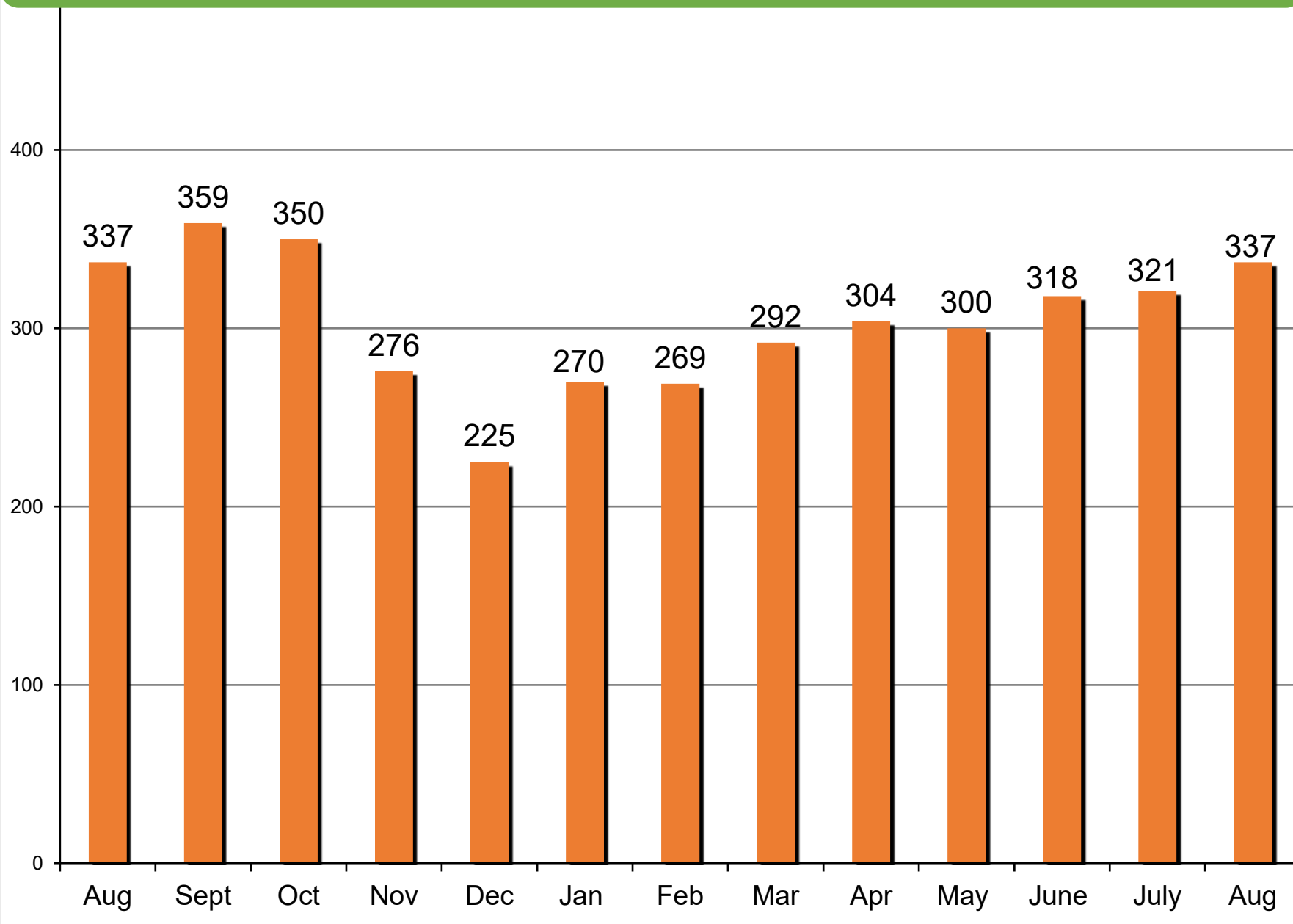
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month



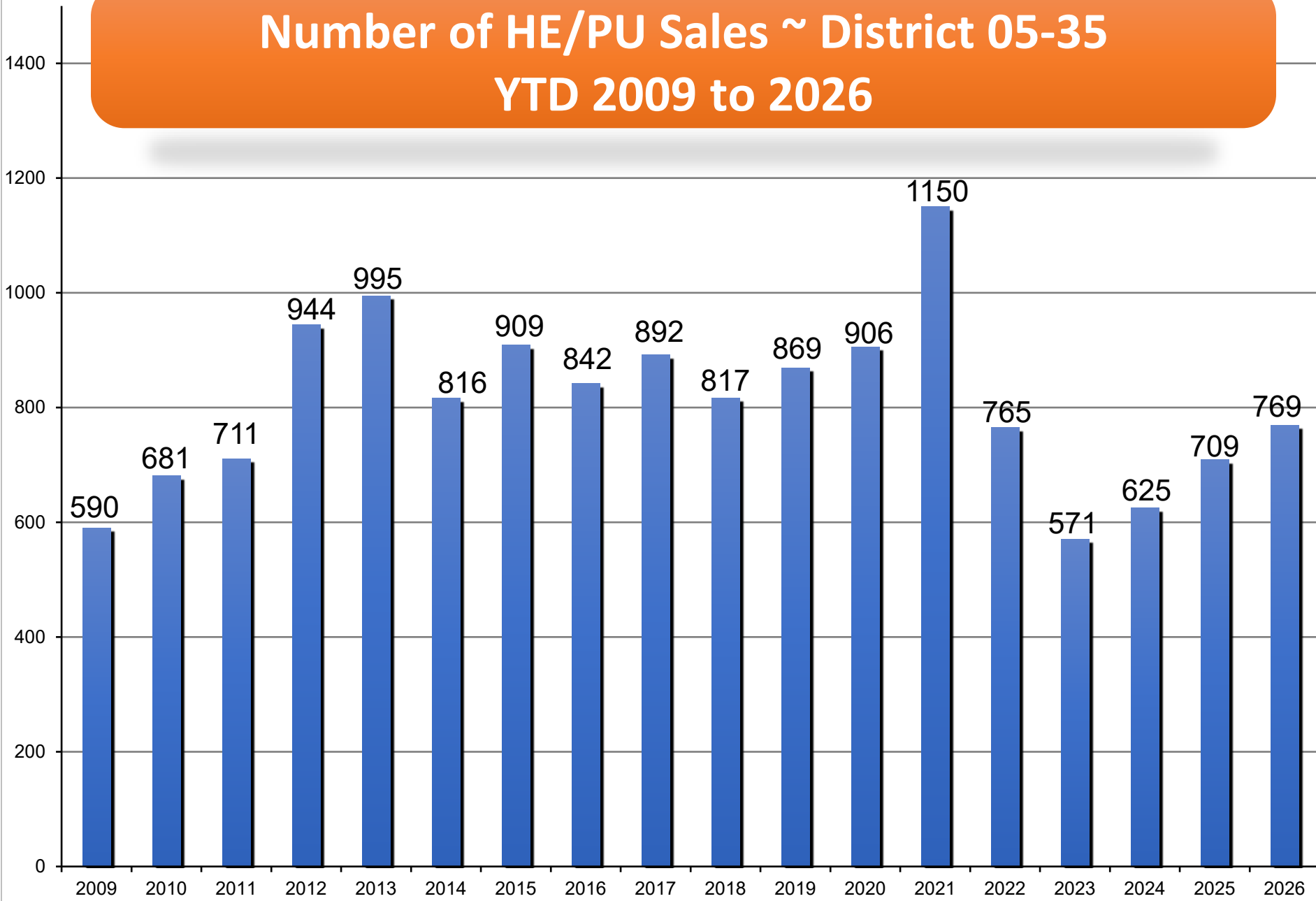
HE/PU Active Listings for the Last 12 Months



Perspective for Home Estates & PUDs 2009 – 2026

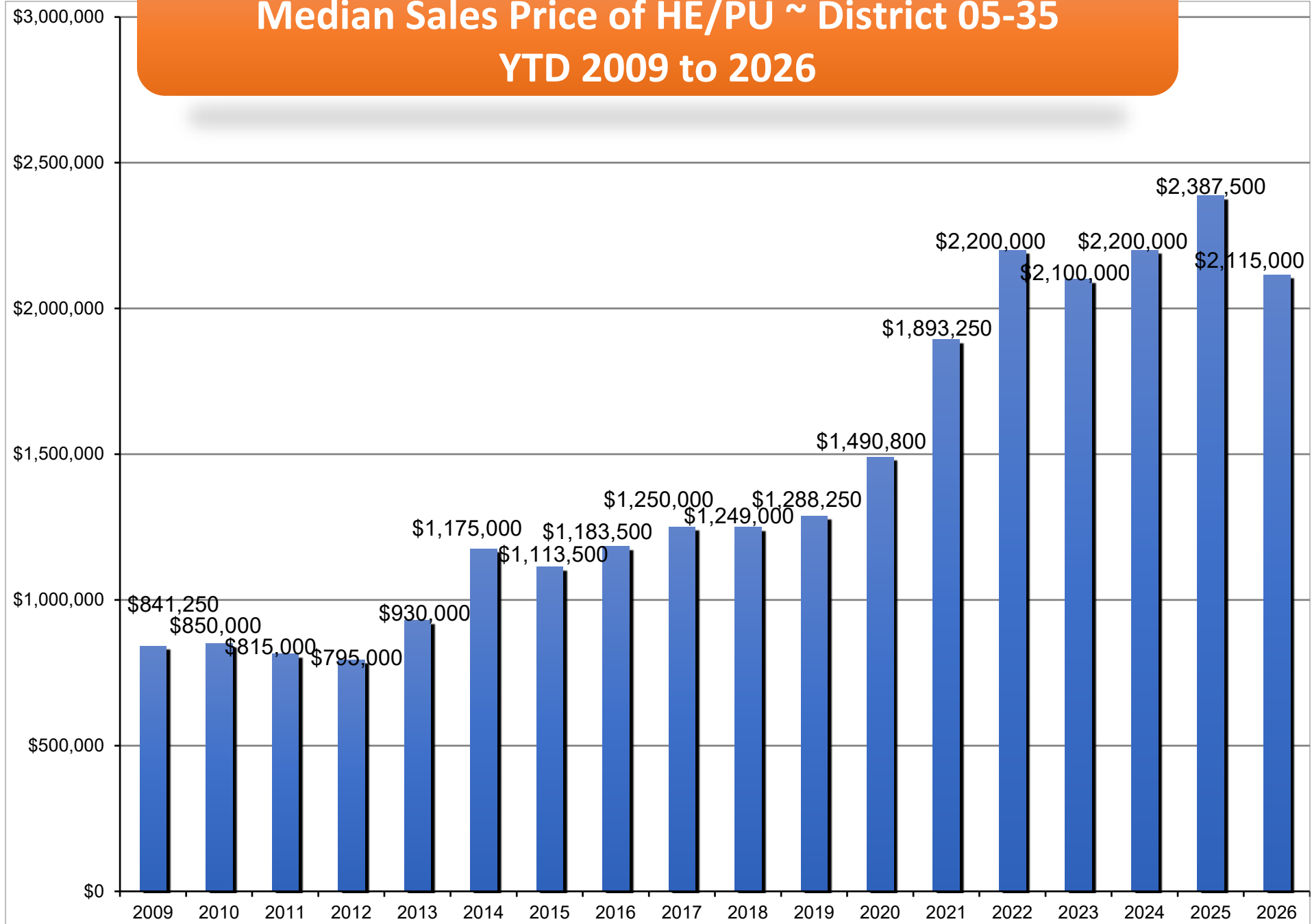
Number of HE/PU Sales ~ District 05-35

YTD 2009 to 2026



Median Sales Price of HE/PU ~ District 05-35

YTD 2009 to 2026



SEPTEMBER 1 – SEPTEMBER 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	25		\$53,438,000	\$1,200,000	\$2,137,520	37	47	\$51,703,000	\$1,210,000	\$2,068,120	96.75	94.68
List/Sold	7		\$9,327,000	\$899,000	\$1,332,428	47	48	\$9,155,000	\$890,000	\$1,307,857	98.16	92.74
Co-Broker	18		\$44,111,000	\$1,547,000	\$2,450,611	33	46	\$42,548,000	\$1,520,000	\$2,363,777	96.46	95.11
New	28		\$48,235,000	\$1,199,500	\$1,722,678	15	19					
Pending	20		\$27,499,900	\$1,065,000	\$1,374,995	43	55					
Withdrawn	2		\$2,620,000	\$1,310,000	\$1,310,000	66	66					
Cancelled	3		\$13,345,000	\$5,850,000	\$4,448,333	20	20					
Expired	8		\$7,579,200	\$717,350	\$947,400	285	317					
Back On Market	9		\$8,893,000	\$895,000	\$988,111	71	82					
Extended	12		\$12,275,000	\$902,500	\$1,022,916	90	90					
Active In Range	95		\$137,770,800	\$1,199,000	\$1,450,218	57	62					
Current Active	68		\$91,811,900	\$1,222,500	\$1,350,175	76	83					

Previous Year Comparison

CONDOS

September 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	25	\$53,438,000	\$1,200,000	\$2,137,520	37	47	\$51,703,000	\$1,210,000	\$2,068,120	96.75	94.68
Pending	20	\$27,499,900	\$1,065,000	\$1,374,995	43	55					

September 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	28	\$46,353,500	\$1,196,500	\$1,655,482	26	26	\$45,092,125	\$1,182,500	\$1,610,433	97.28	95.40
Pending	31	\$46,979,100	\$950,000	\$1,515,454	49	53					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$750,000-\$799,999	2	18	18
\$800,000-\$849,999	1	36	36
\$850,000-\$899,999	4	23	23
\$950,000-\$999,999	3	71	103
\$1,000,000-\$1,099,999	1	14	14
\$1,100,000-\$1,199,999	1	8	8
\$1,200,000-\$1,299,999	2	36	36

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,300,000-\$1,399,999	1	13	13
\$1,700,000-\$1,799,999	1	24	24
\$2,000,000-\$2,249,999	1	5	5
\$2,250,000-\$2,499,999	2	5	5
\$3,250,000-\$3,499,999	2	112	116
\$3,750,000-\$3,999,999	1	38	38
\$5,000,000+	3	49	97

Sold Listings

The average price for the **25** properties is **\$2,068,120**

The highest price is **\$6,450,000**

1300 Plaza Pacifica

The median price is **\$1,210,000**

The lowest price is **\$775,000**

290 N Fairview Ave Unit 3

The average Market Time is **37**

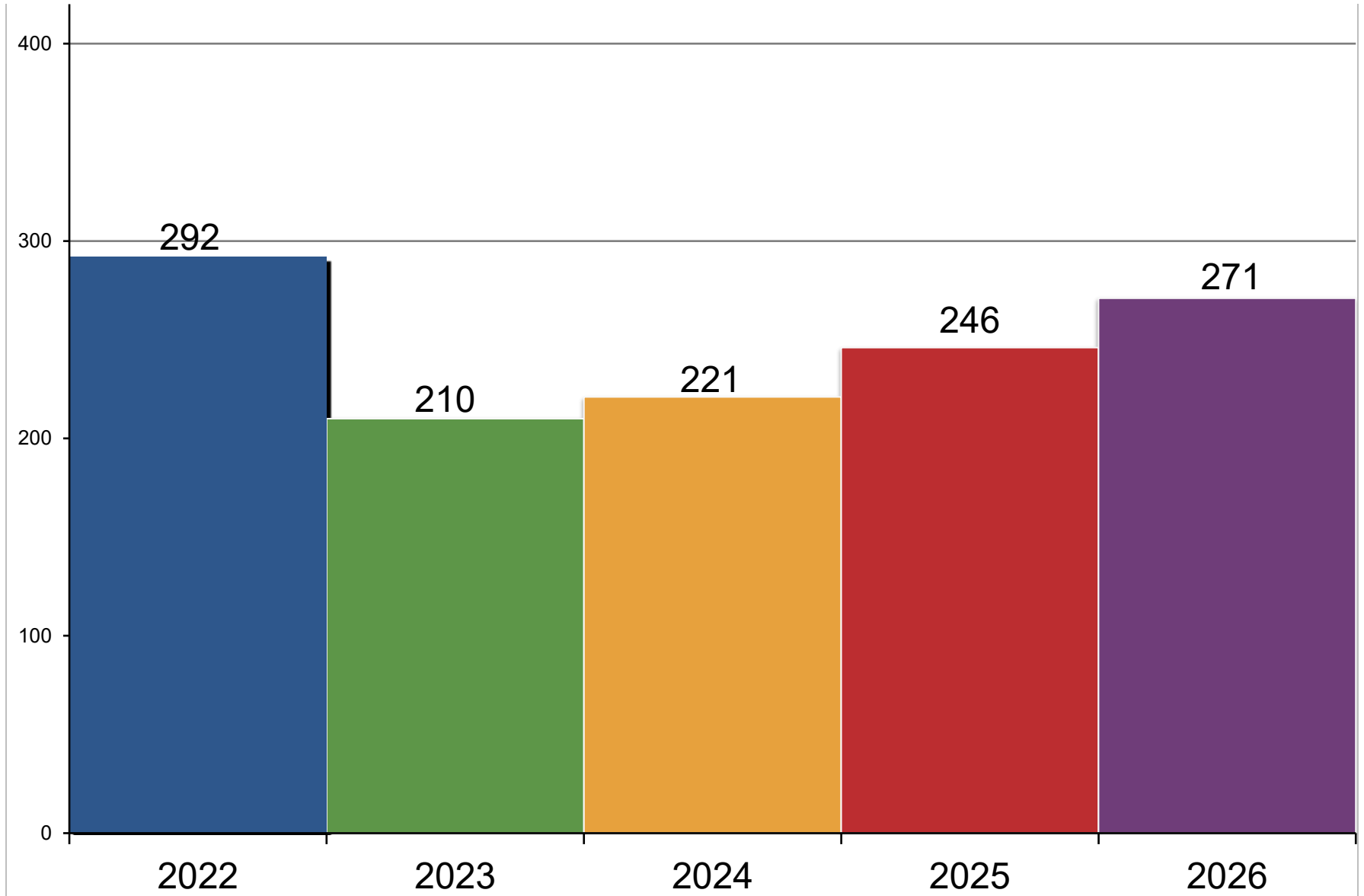
The average Continuous Market Time is **47**

CONDO STATISTICS

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

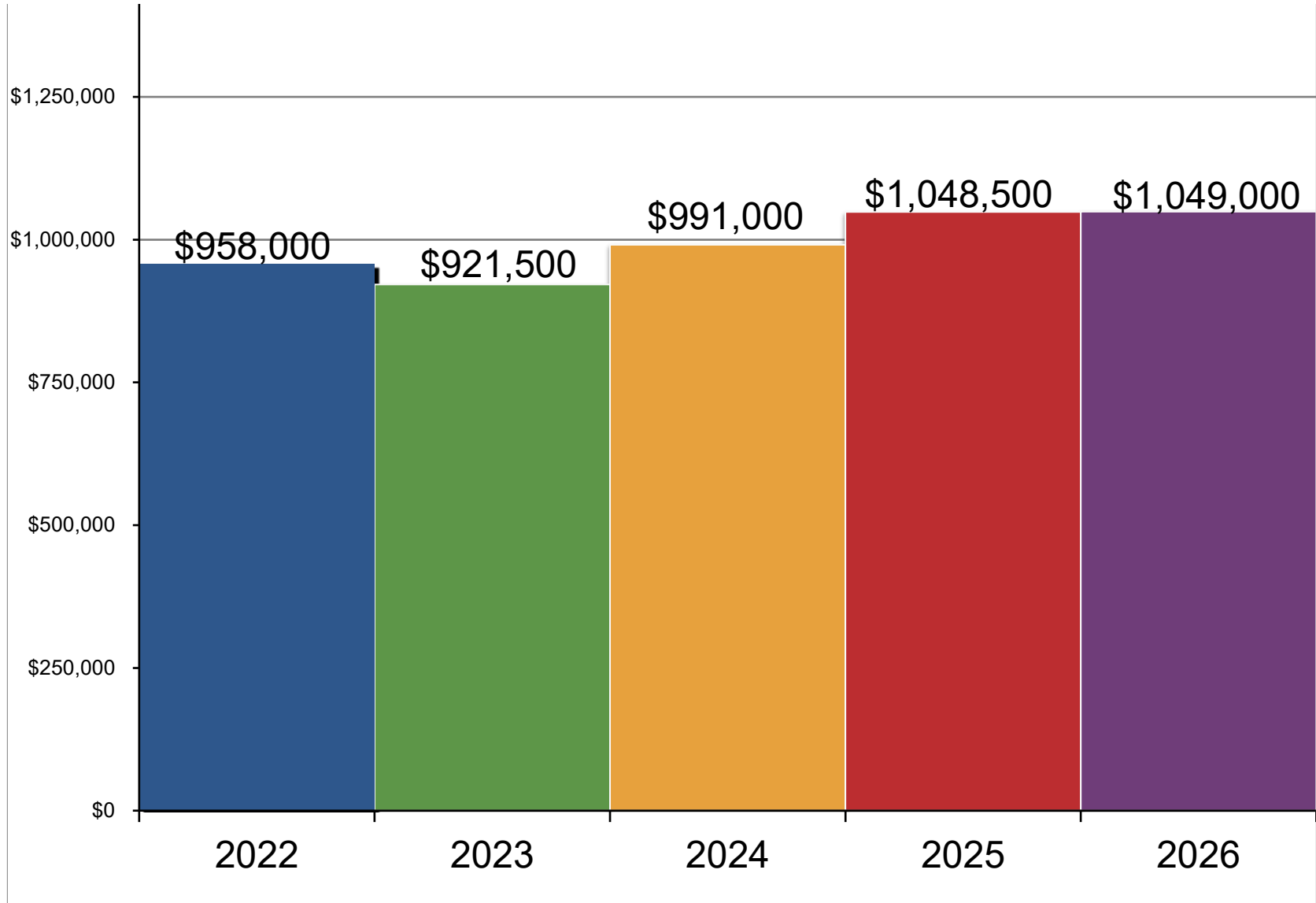
Condo Sales

YTD 2022 – 2026



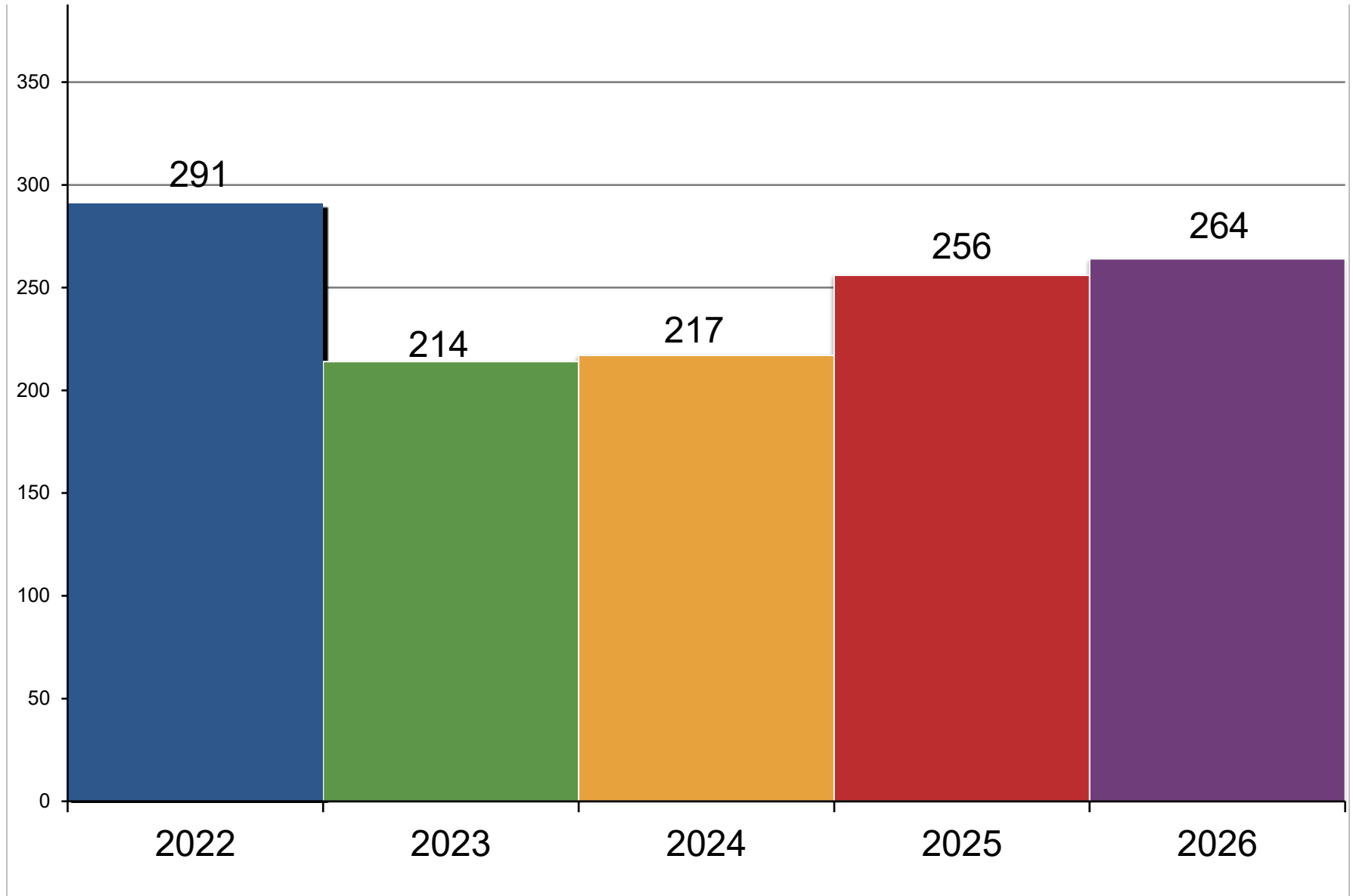
Condo Median Sales Price

YTD 2022 – 2026



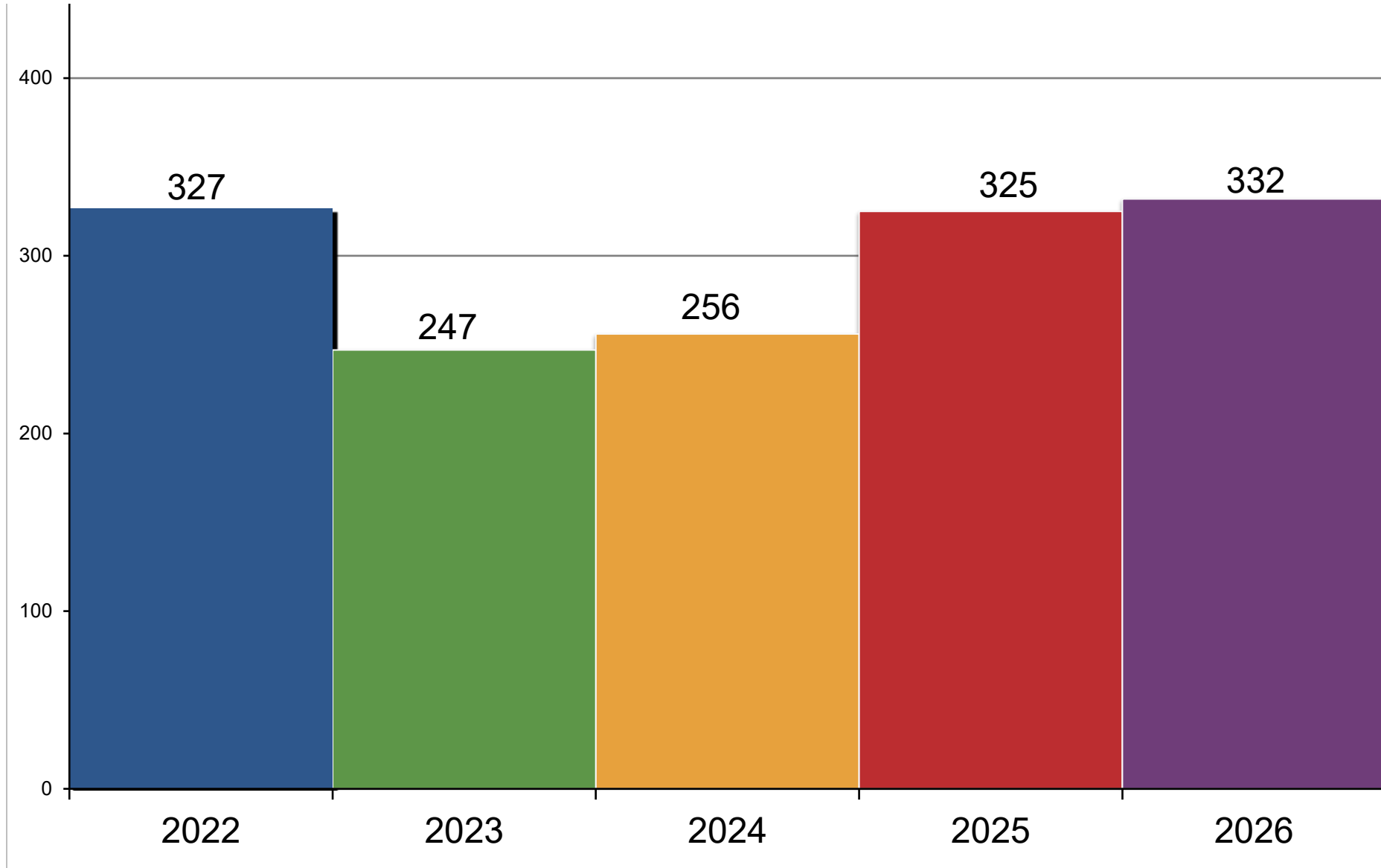
Condo Pending Sales

YTD 2022 – 2026



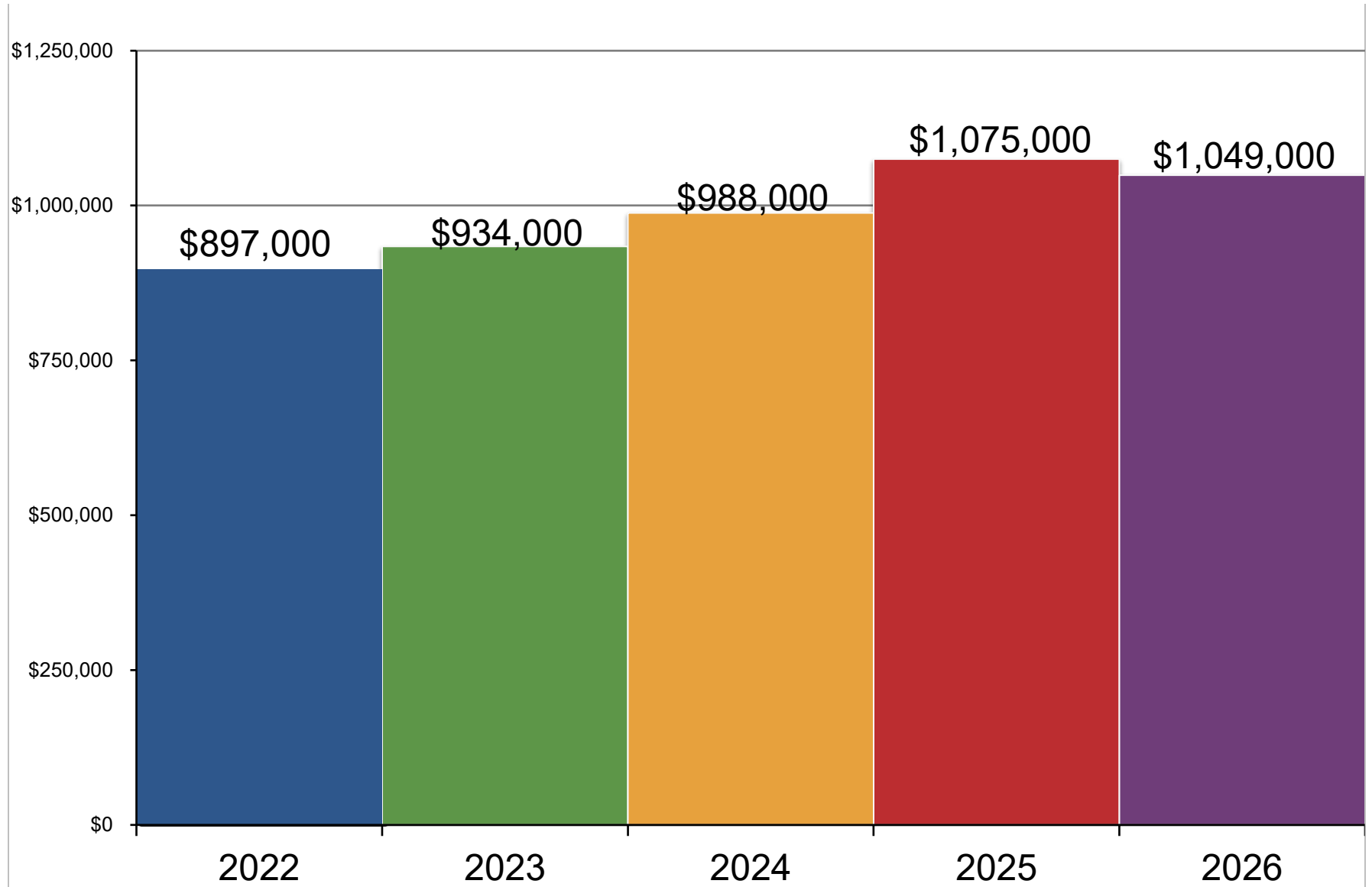
Condo Active Listings

YTD 2022 – 2026



Condo Median List Price

YTD 2022 – 2026



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

ACTIVE and PENDING

2025 vs. 2026 ~ YTD95

Total Active Listings

2025 ~ 325

UP



+2.2%

2026 ~ 332

New Listings

2025 ~ 360

DOWN



-5.3%

2026 ~ 341

Median List Price

2025 ~ \$1,075,000

DOWN



-2.4%

2026 ~ \$1,049,000

Properties that went into Escrow

2025 ~ 256

UP



+3.1%

2026 ~ 264

SOLD Properties

Sold Properties

2025 ~ 246

2025 vs. 2026 ~ YTD

UP



+10.2%

2026 ~ 271

Median Sales Price

2025 ~ \$1,048,500

UP



+0.05%

2026 ~ \$1,049,000

Median Sales Prices /o Hope Ranch/Montecito

2025 ~ \$975,000

UP



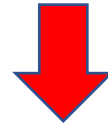
+0.6%

2026 ~ \$981,000

Average Sold Price

2025 ~ \$1,356,646

DOWN



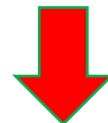
-4%

2026 ~ \$1,301,901

Average Sold Price w/o Hope Ranch/Montecito

2025 ~ \$1,149,679

DOWN



-2.4%

2026 ~ \$1,122,077

Sold Volume

2025 ~ \$333,734,919

UP

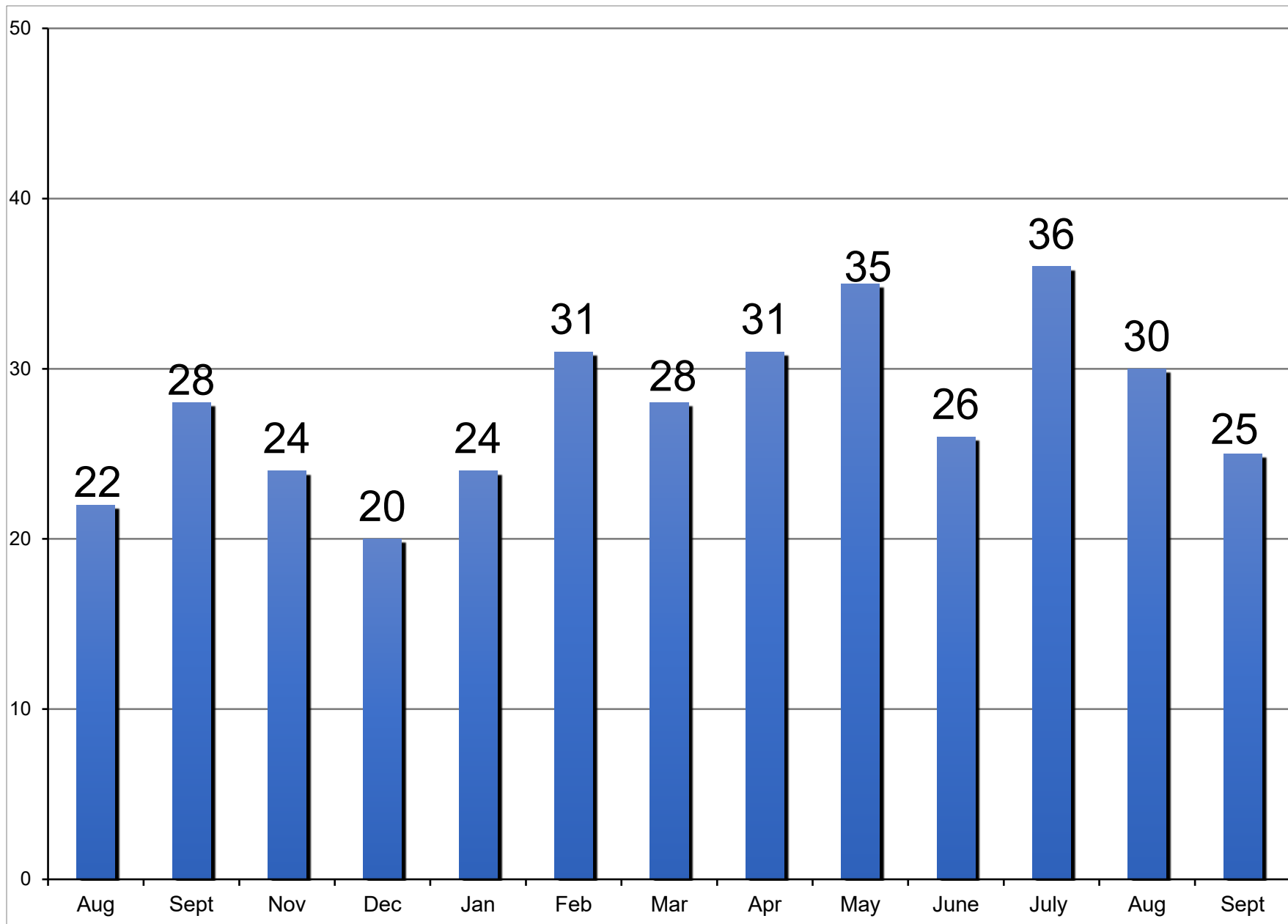


+5.7%

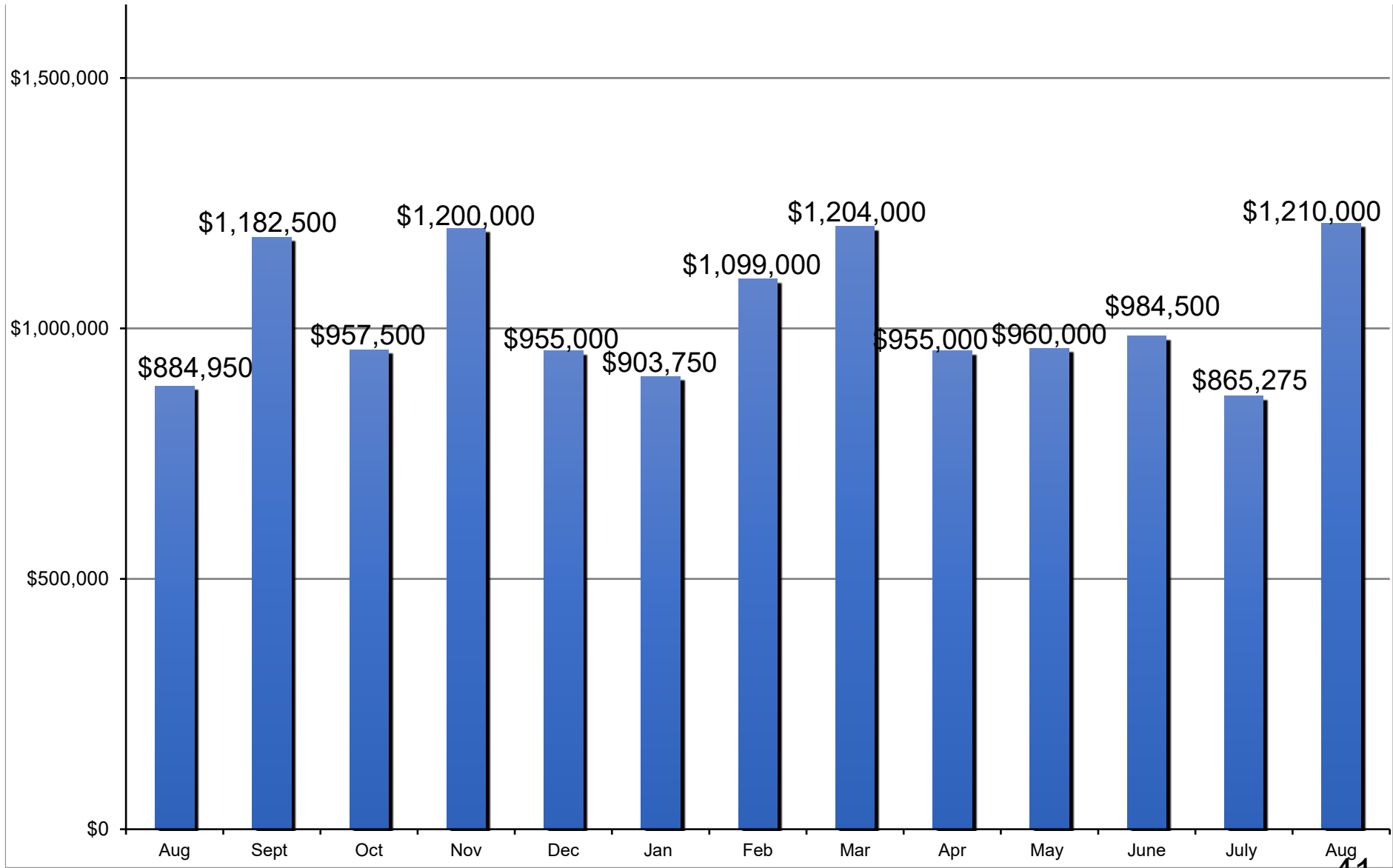
2026 ~ \$352,815,392

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

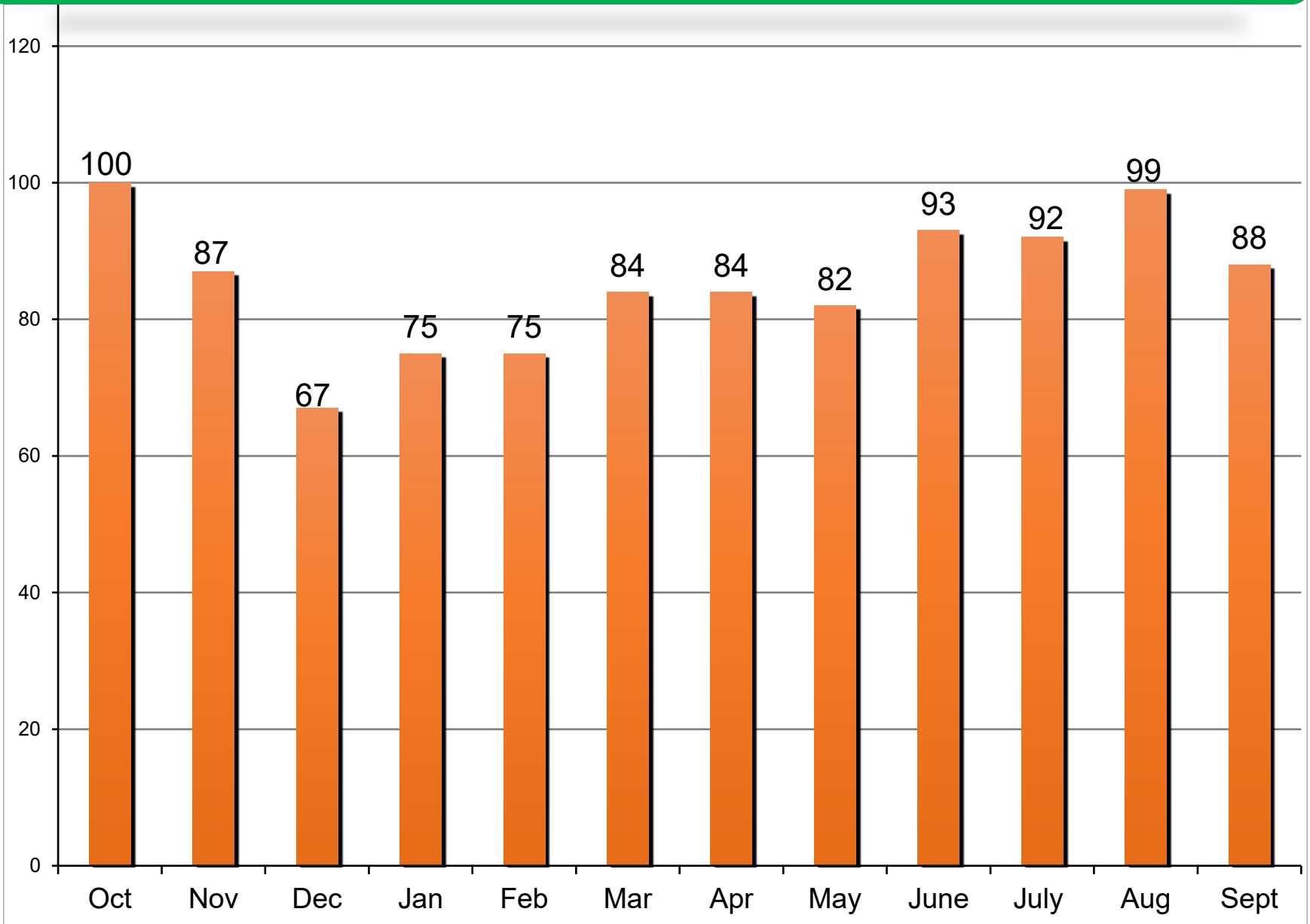
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

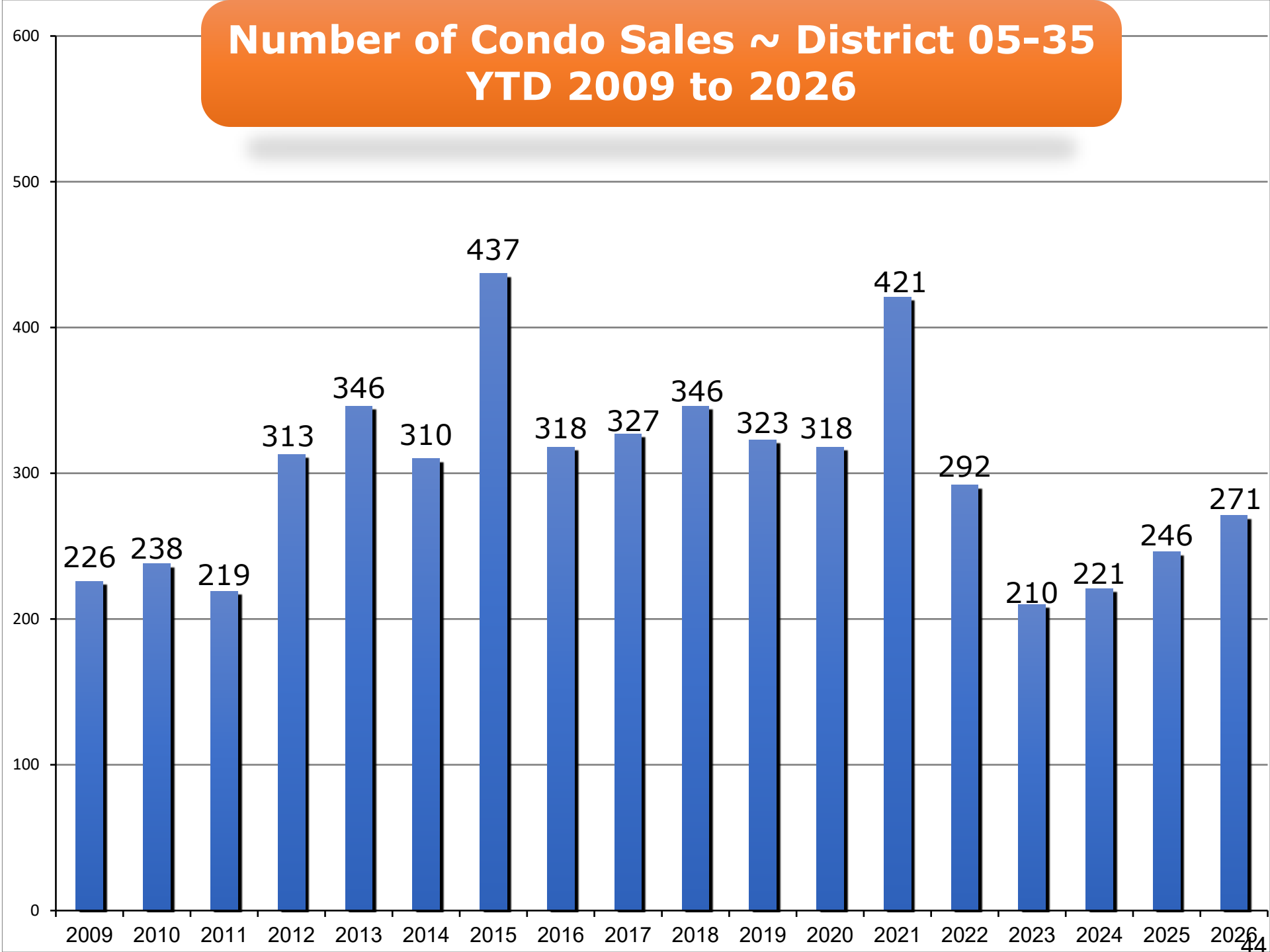


Condo Active Listings for the Last 12 Months



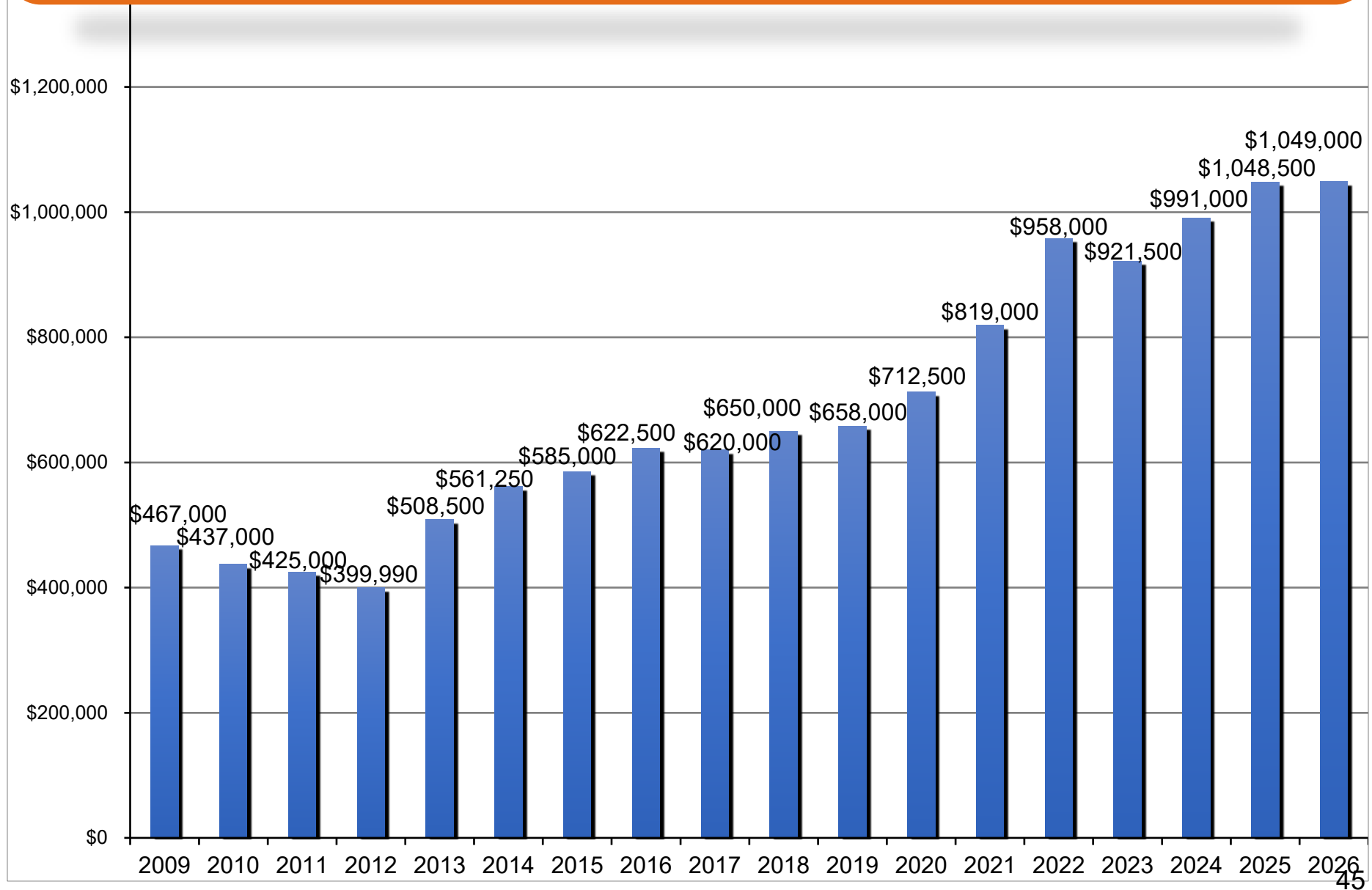
Perspective for Condos *2009 – 2026*

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 10/5/2026*

Statistics Through September 2026