

Monthly MLS Statistics

APRIL 2024



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 5/5/2024*

APRIL 1 – APRIL 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	81	\$308,429,070	\$2,250,000	\$3,807,766	26	38	\$302,508,770	\$2,225,000	\$3,734,676	98.08	96.32
List/Sold	8	\$38,274,570	\$2,346,500	\$4,784,321	10	10	\$37,962,570	\$2,325,000	\$4,745,321	99.18	98.81
Co-Broker	73	\$270,154,500	\$2,195,000	\$3,700,746	28	41	\$264,546,200	\$2,225,000	\$3,623,920	97.92	95.97
New	136	\$693,683,069	\$2,695,000	\$5,100,610	13	25					
Pending	88	\$371,621,070	\$2,395,000	\$4,222,966	35	37					
Withdrawn	4	\$11,840,000	\$2,995,000	\$2,960,000	69	104					
Cancelled	6	\$34,969,000	\$3,447,500	\$5,828,166	84	94					
Expired	14	\$84,610,000	\$3,649,500	\$6,043,571	169	192					
Back On Market	15	\$36,862,000	\$2,149,000	\$2,457,466	76	81					
Extended	17	\$117,380,000	\$4,475,000	\$6,904,705	123	145					
Active In Range	279	\$1,867,576,969	\$3,449,000	\$6,693,824	57	74					
Current Active	163	\$1,362,704,899	\$4,200,000	\$8,360,152	87	112					

Previous Year Comparison

Home Estate/PUD

APRIL 2024

	<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	81	\$308,429,070	\$2,250,000	\$3,807,766	26	38	\$302,508,770	\$2,225,000	\$3,734,676	98.08	96.32
Pending	88	\$371,621,070	\$2,395,000	\$4,222,966	35	37					

APRIL 2023

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Sold	68	\$236,076,894	\$1,885,000	\$3,471,719	26	29	\$229,138,570	\$2,037,500	\$3,369,684	97.06	95.82
Pending	71	\$243,056,999	\$2,495,000	\$3,423,338	33	39					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,200,000-\$1,299,999	2	37	37
\$1,300,000-\$1,399,999	7	4	4
\$1,400,000-\$1,499,999	6	17	17
\$1,500,000-\$1,599,999	4	6	6
\$1,600,000-\$1,699,999	4	8	8
\$1,700,000-\$1,799,999	4	30	30
\$1,800,000-\$1,899,999	4	13	13
\$1,900,000-\$1,999,999	4	13	13
\$2,000,000-\$2,249,999	6	14	14
\$2,250,000-\$2,499,999	5	6	6

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,500,000-\$2,749,999	2	50	50
\$2,750,000-\$2,999,999	3	71	71
\$3,000,000-\$3,249,999	1	9	9
\$3,250,000-\$3,499,999	2	108	108
\$3,500,000-\$3,749,999	1	1	1
\$3,750,000-\$3,999,999	4	46	48
\$4,000,000-\$4,249,999	4	13	13
\$4,250,000-\$4,499,999	5	26	70
\$4,500,000-\$4,749,999	1	214	499
\$4,750,000-\$4,999,999	1	1	1
\$5,000,000+	11	36	77

Sold Listings

The average price for the **81** properties is **\$3,734,676**

The highest price is **\$30,242,500**



595 Pichaco Ln

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

The lowest price is **\$1,226,000**



633 San Felipe Dr

The average Market Time is **26**

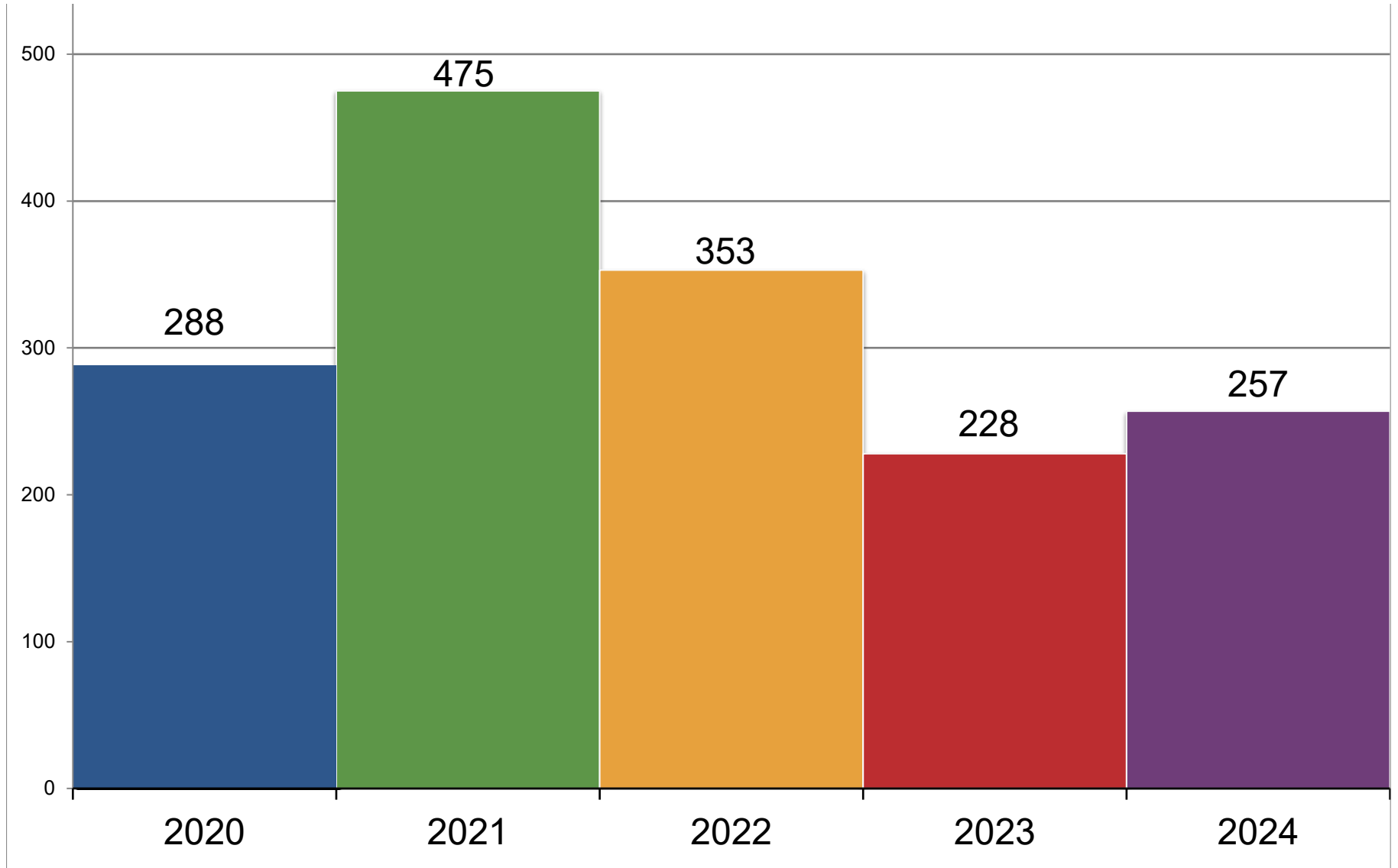
The average Continuous Market Time is **38**

HOME ESTATE & PUD

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

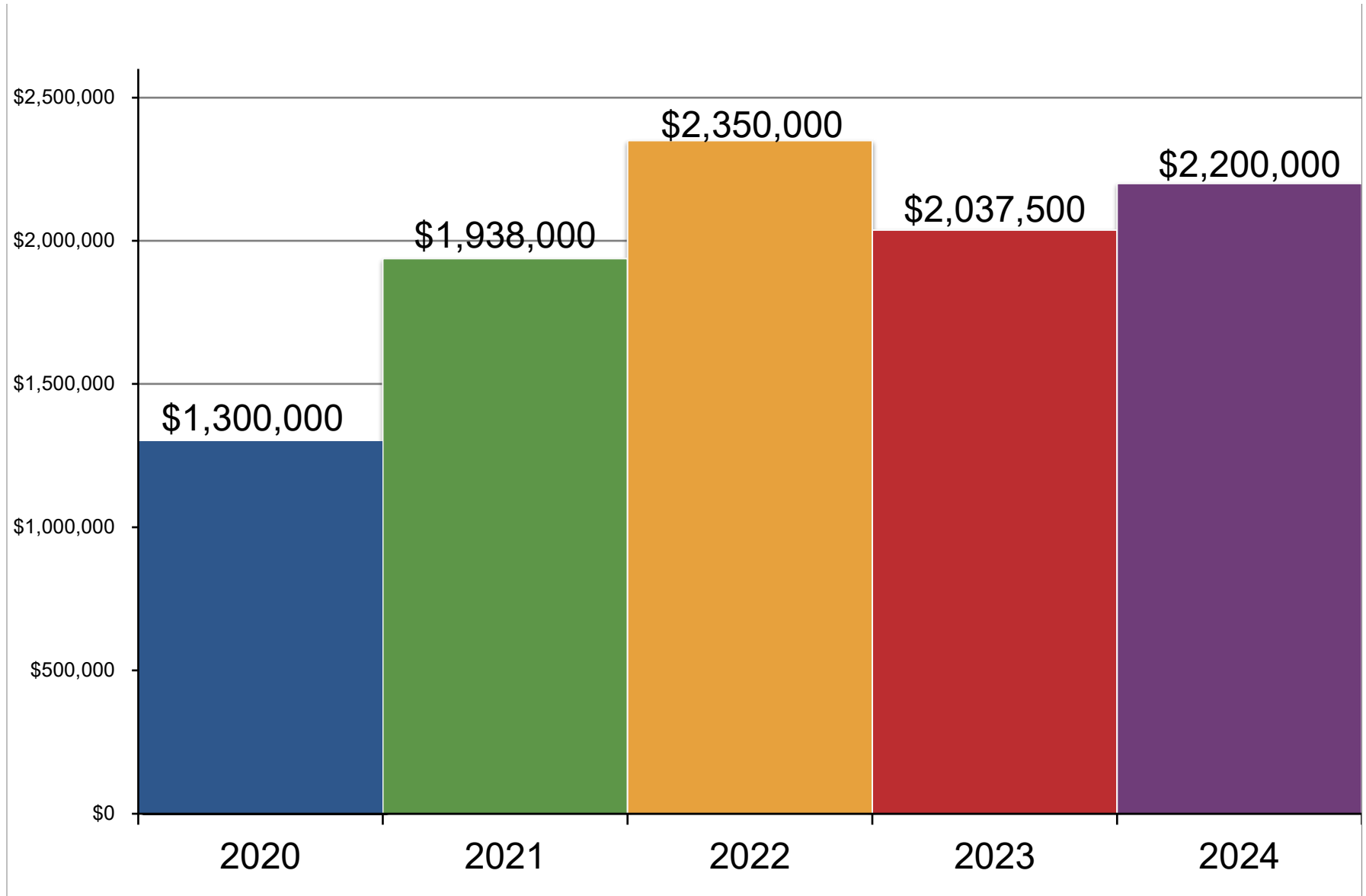
HE/PU Sales

YTD 2020 – 2024

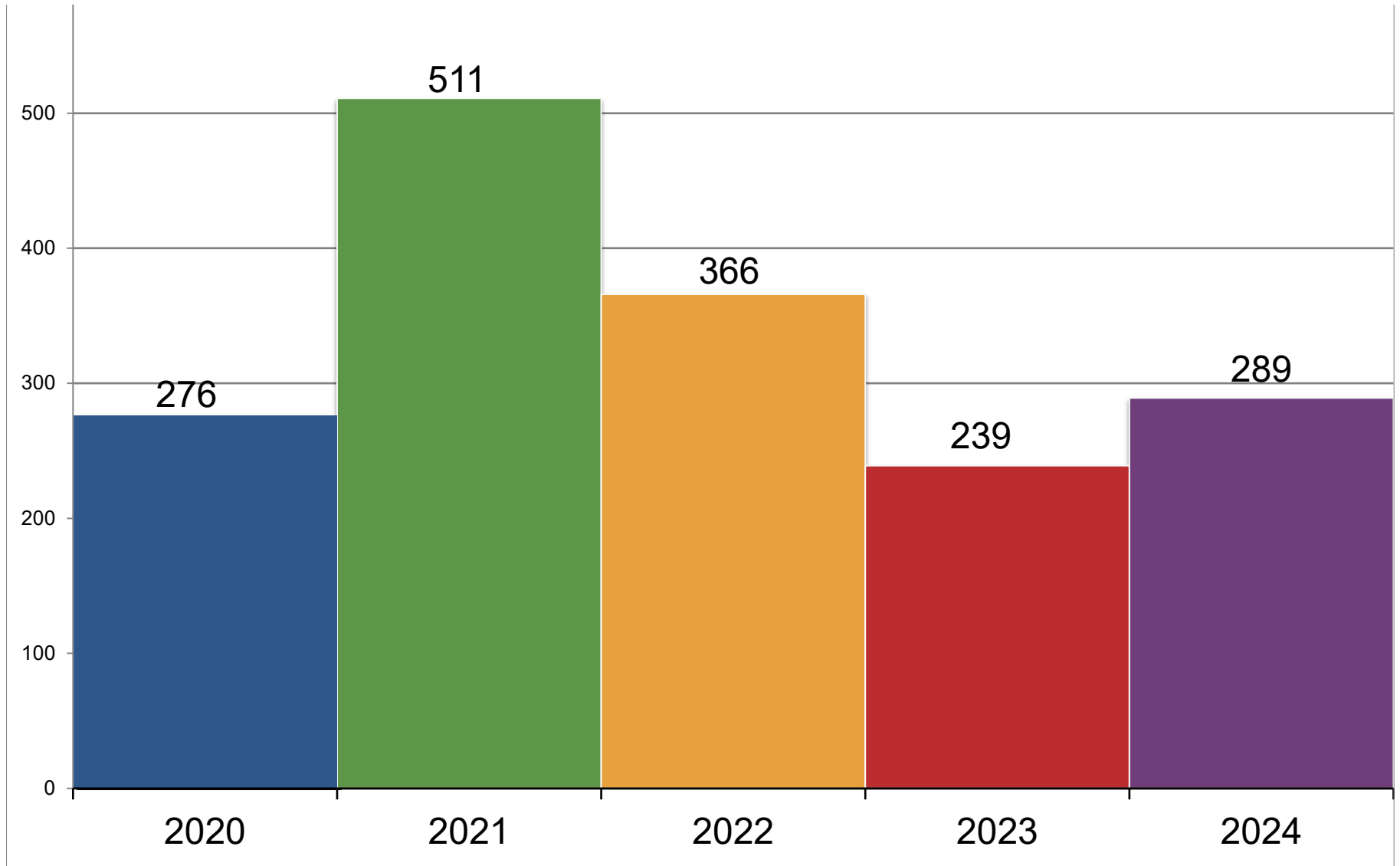


HE/PU Median Sales Price

YTD 2020 – 2024

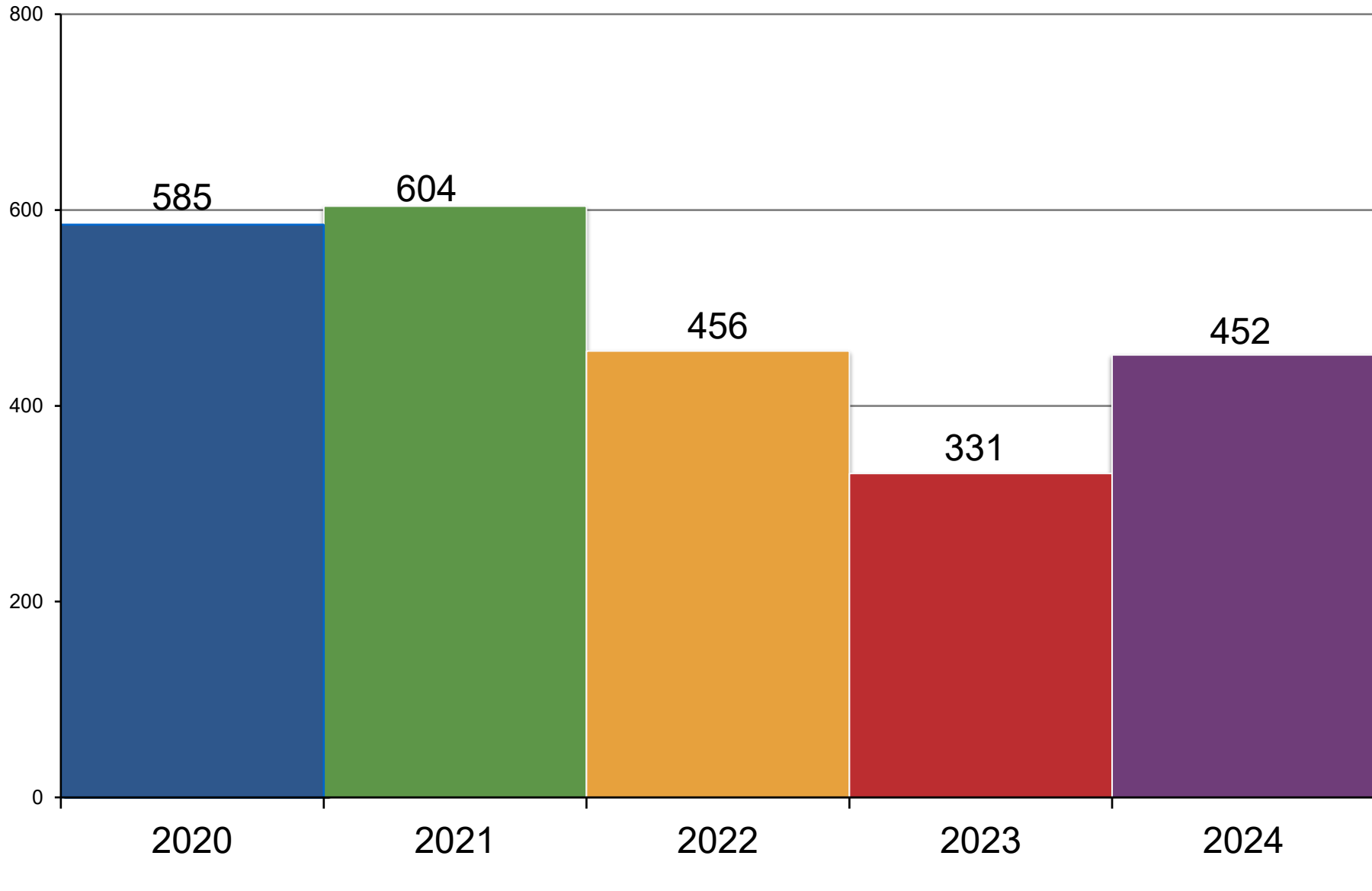


HE/PU Pending Sales YTD 2020 – 2024



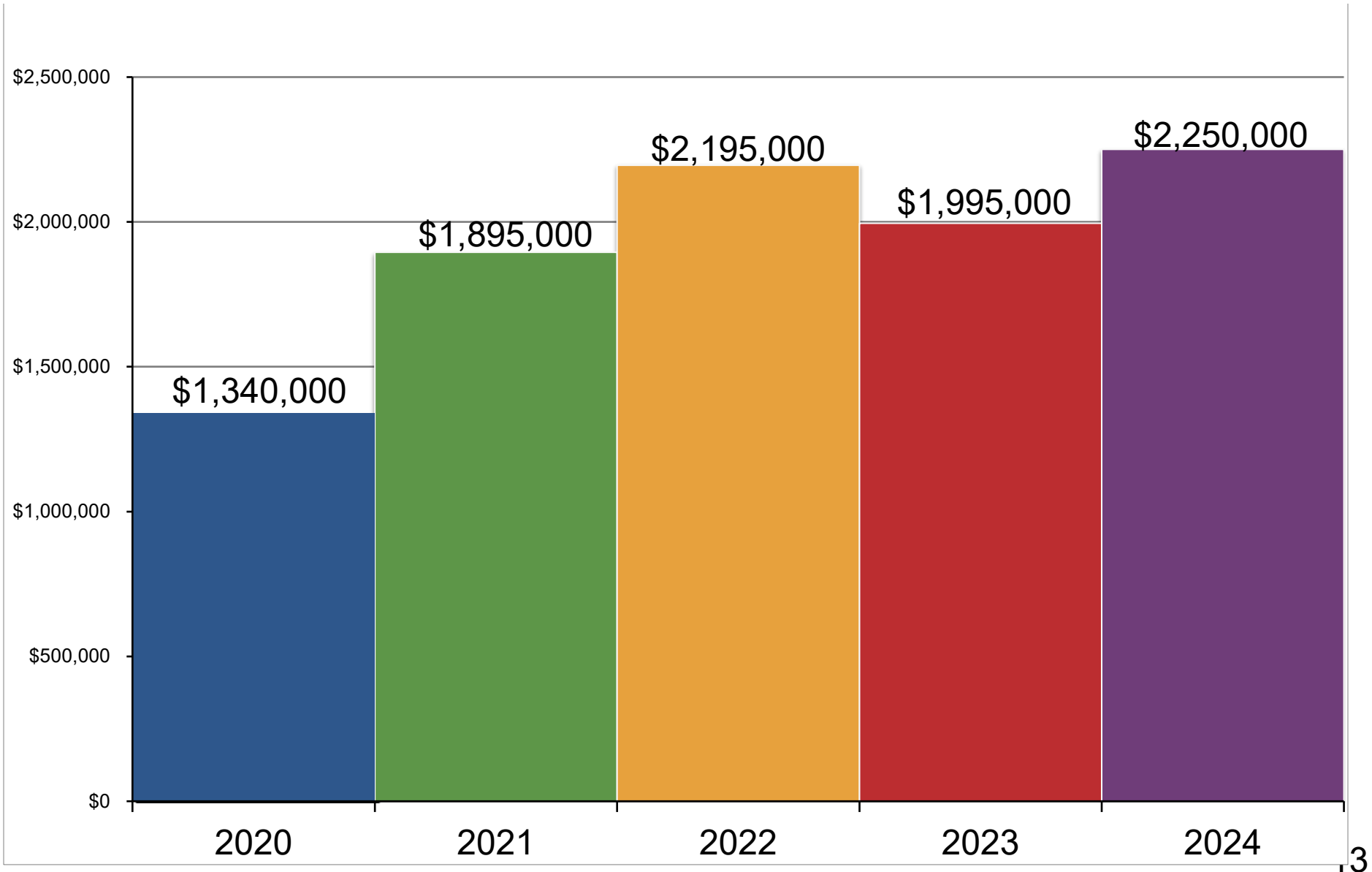
HE/PU Active Listings

YTD 2020 – 2024



HE/PU Median List Price

YTD 2020 – 2024



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

ACTIVE and PENDING

2023 vs. 2024 ~ YTD

Total Active Listings

2023 ~ 331

2024 ~ 452

UP



+36.6%

New Listings

2023 ~ 307

2024 ~ 403

UP



+31.3%

Median List Price

2023 ~ \$1,995,000

2024 ~ \$2,250,000

UP



+12.8%

Properties that went into Escrow

2023 ~ 239

2024 ~ 289

UP



+21%

SOLD Properties

2023 vs. 2024 ~ YTD

Sold Properties

2023 ~ 228

UP



+12.7%

2024 ~ 257

Median Sales Price

2023 ~ \$2,037,500

UP



+8%

2024 ~ \$2,200,000

Median Sales Prices w/o Hope Ranch/Montecito

2023 ~ \$1,737,937

UP



+9.8%

2024 ~ \$1,907,500

Average Sold Price

2023 ~ \$3,288,814

UP



UP

2024 ~ \$3,498,051

+4.1%

Average Sold Price w/o Hope Ranch/Montecito

2023 ~ \$2,268,794

DOWN



-1.9%

2024 ~ \$2,224,703

Sold Volume

2023 ~ \$749,849,773

UP

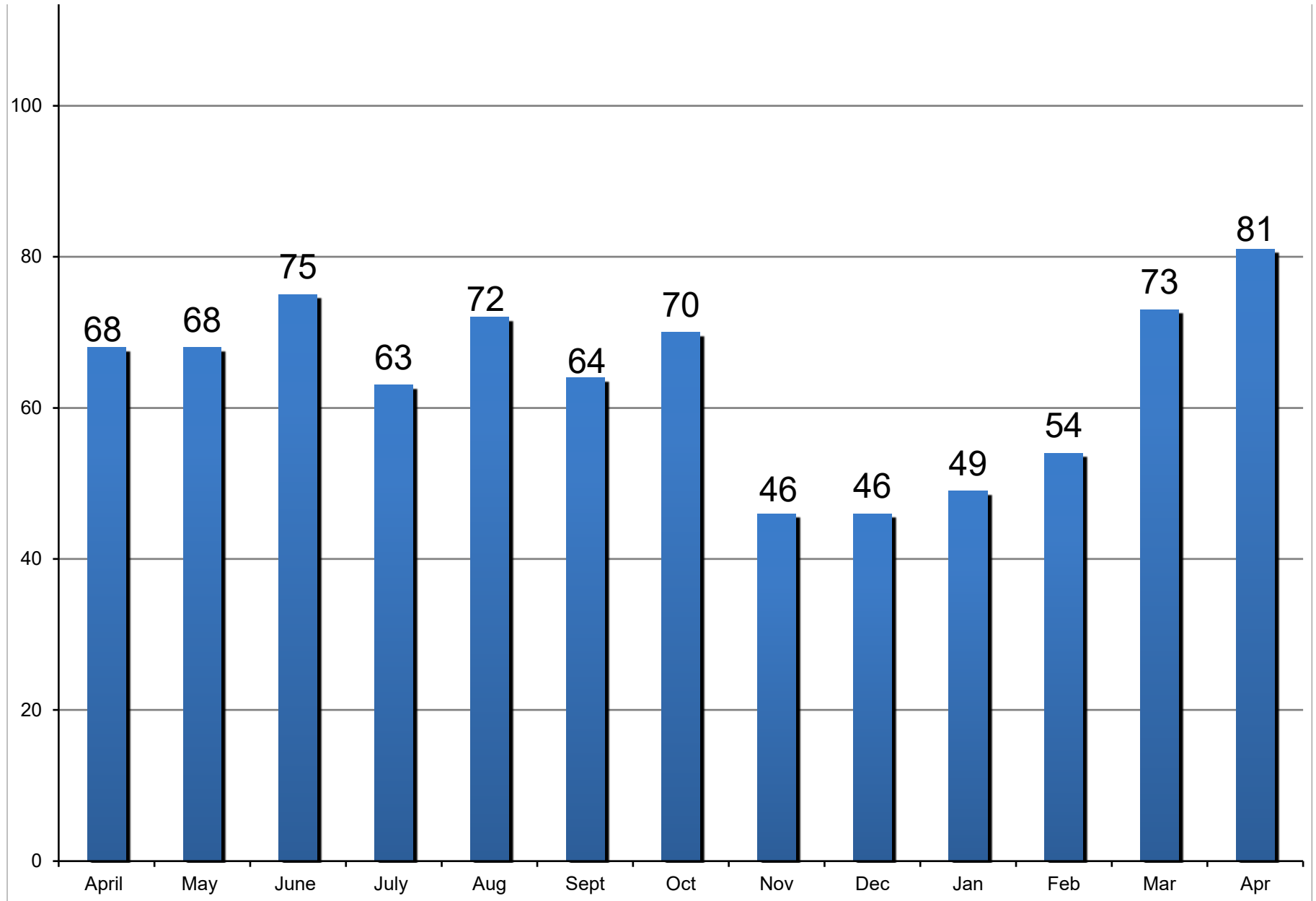


+19.9%

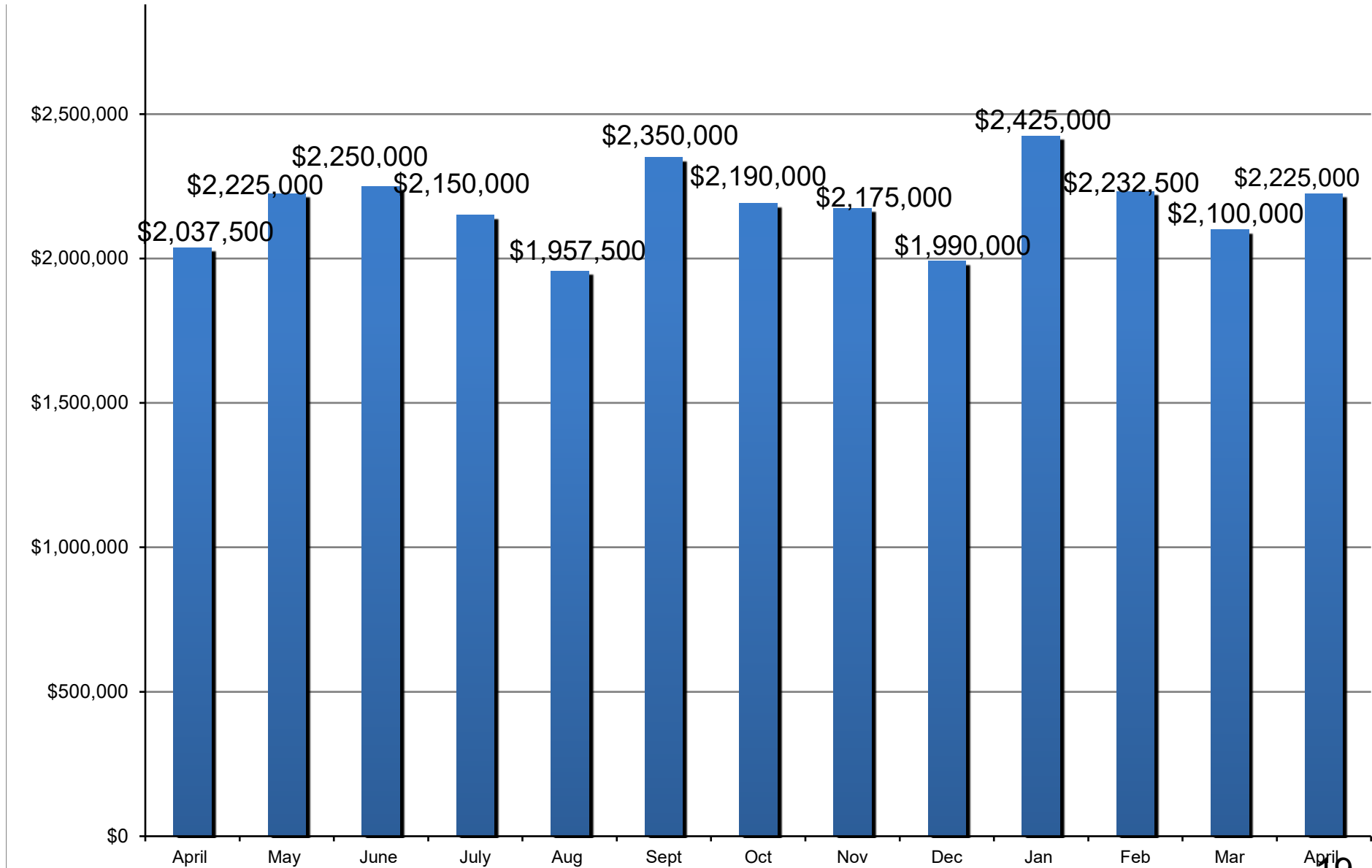
2024 ~ \$898,999,362

April 2023 to April 2024
Month by Month
Home Estate/PUD
Districts 05-35

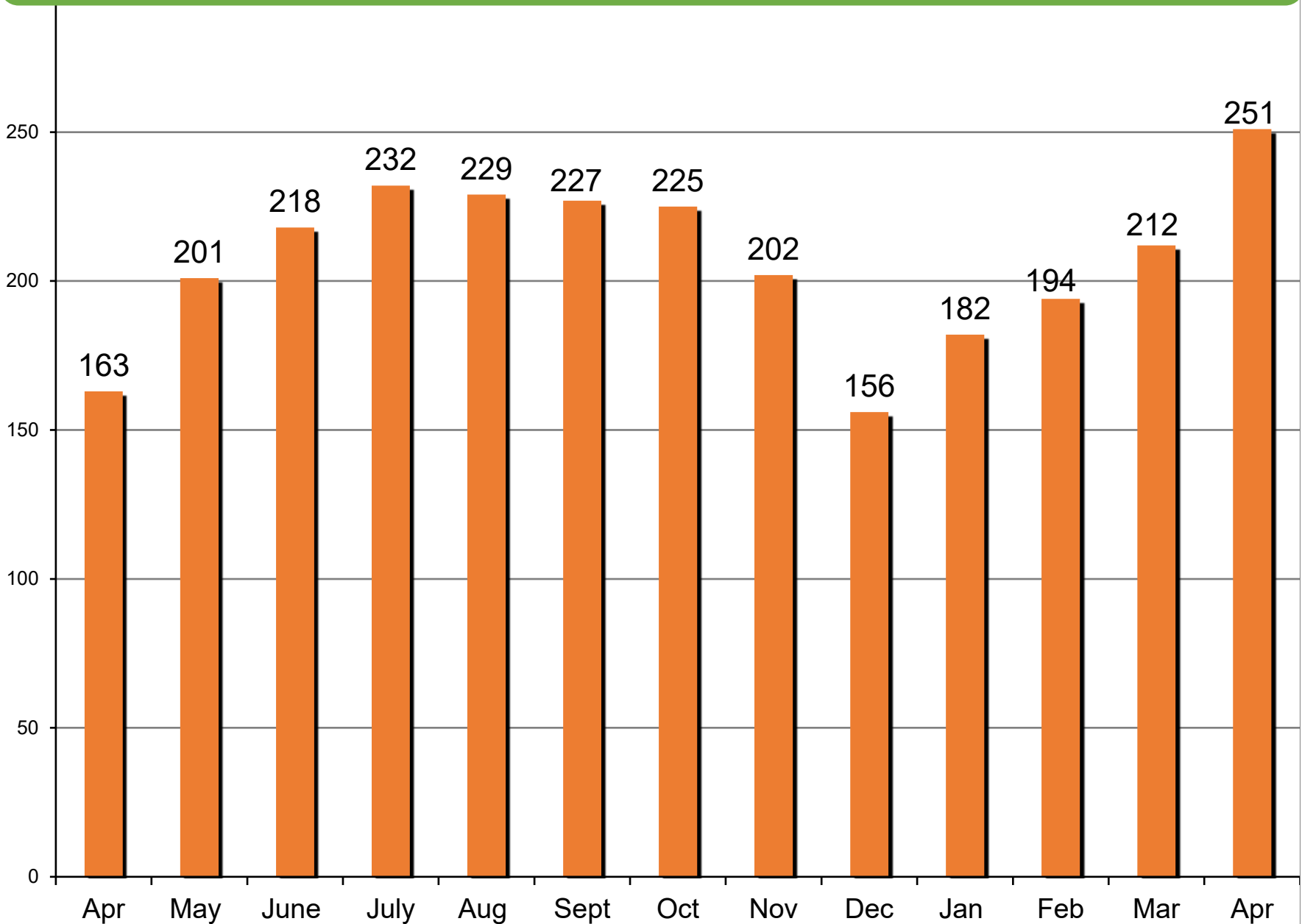
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

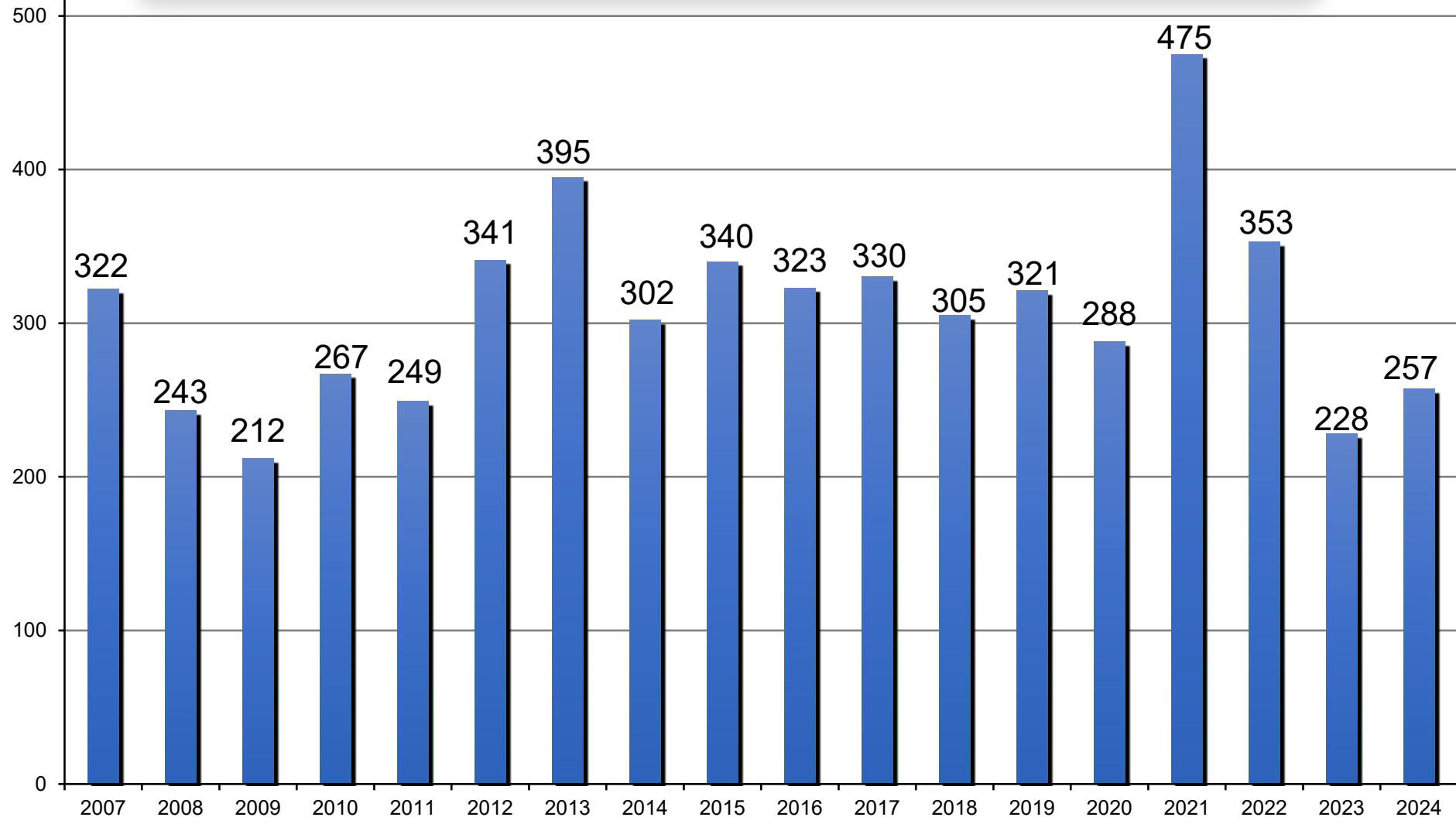


HE/PU Active Listings for the Last 12 Months



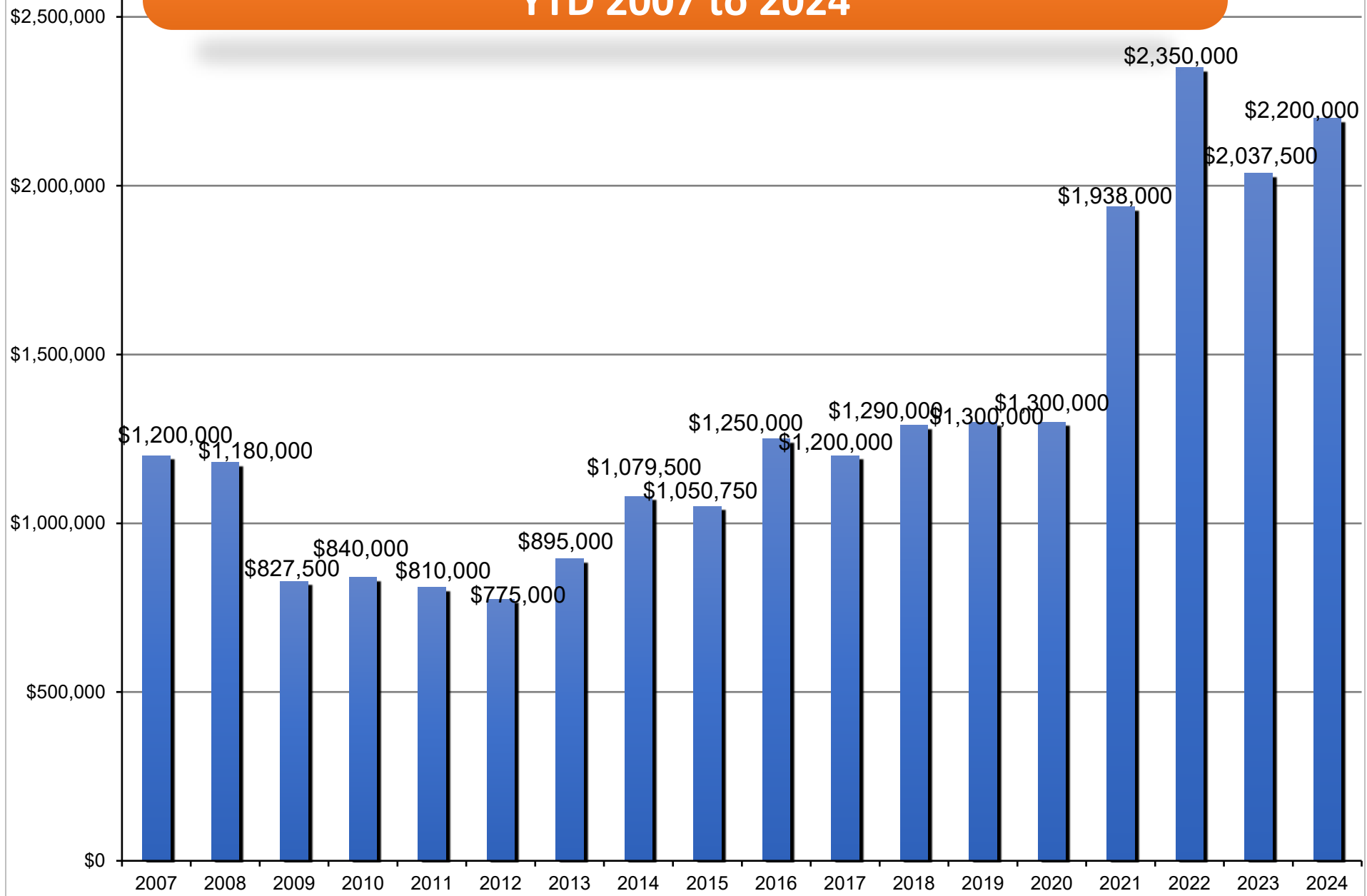
Perspective for Home Estates & PUDs 2007 – 2024

Number of HE/PU Sales ~ District 05-35 YTD 2007 to 2024



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

YTD 2007 to 2024



APRIL 1 – APRIL 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	21	\$24,404,000	\$1,050,000	\$1,162,095	29	32	\$24,514,500	\$1,112,000	\$1,167,357	100.45	99.57
List/Sold	1	\$899,000	\$899,000	\$899,000	7	7	\$890,000	\$890,000	\$890,000	99.00	99.00
Co-Broker	20	\$23,505,000	\$1,074,500	\$1,175,250	30	34	\$23,624,500	\$1,120,500	\$1,181,225	100.51	99.59
New	28	\$33,328,000	\$1,047,500	\$1,190,285	12	13					
Pending	24	\$26,611,000	\$964,000	\$1,108,791	32	33					
Withdrawn	3	\$2,059,000	\$615,000	\$686,333	13	13					
Cancelled	1	\$869,000	\$869,000	\$869,000	23	23					
Expired	4	\$4,398,000	\$1,074,500	\$1,099,500	128	128					
Back On Market	9	\$11,151,000	\$1,120,000	\$1,239,000	76	76					
Extended	3	\$4,920,000	\$1,625,000	\$1,640,000	96	96					
Active In Range	63	\$85,186,999	\$1,149,000	\$1,352,174	42	44					
Current Active	34	\$53,297,999	\$1,320,000	\$1,567,588	77	80					

Previous Year Comparison

CONDOS

April 2024

	<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	21	\$24,404,000	\$1,050,000	\$1,162,095	29	32	\$24,514,500	\$1,112,000	\$1,167,357	100.45	99.57
Pending	24	\$26,611,000	\$964,000	\$1,108,791	32	33					

April 2023

	<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	21	\$22,410,500	\$850,000	\$1,067,166	19	19	\$22,997,000	\$850,000	\$1,095,095	102.62	102.24
Pending	31	\$38,667,500	\$875,000	\$1,247,338	12	13					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$700,000-\$749,999	1	9	9
\$750,000-\$799,999	2	14	14
\$800,000-\$849,999	2	40	40
\$850,000-\$899,999	2	5	5
\$900,000-\$949,999	1	105	105
\$950,000-\$999,999	1	47	47

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	1	16	16
\$1,100,000-\$1,199,999	4	9	9
\$1,200,000-\$1,299,999	2	96	96
\$1,300,000-\$1,399,999	3	20	47
\$2,250,000-\$2,499,999	2	13	13

Sold Listings

The average price for the **21** properties is **\$1,167,357**

The highest price is **\$2,400,000**

4477 Shadow Hills Blvd A

The median price is **\$1,112,000**

The lowest price is **\$740,000**

3375 Foothill Rd

The average Market Time is **29**

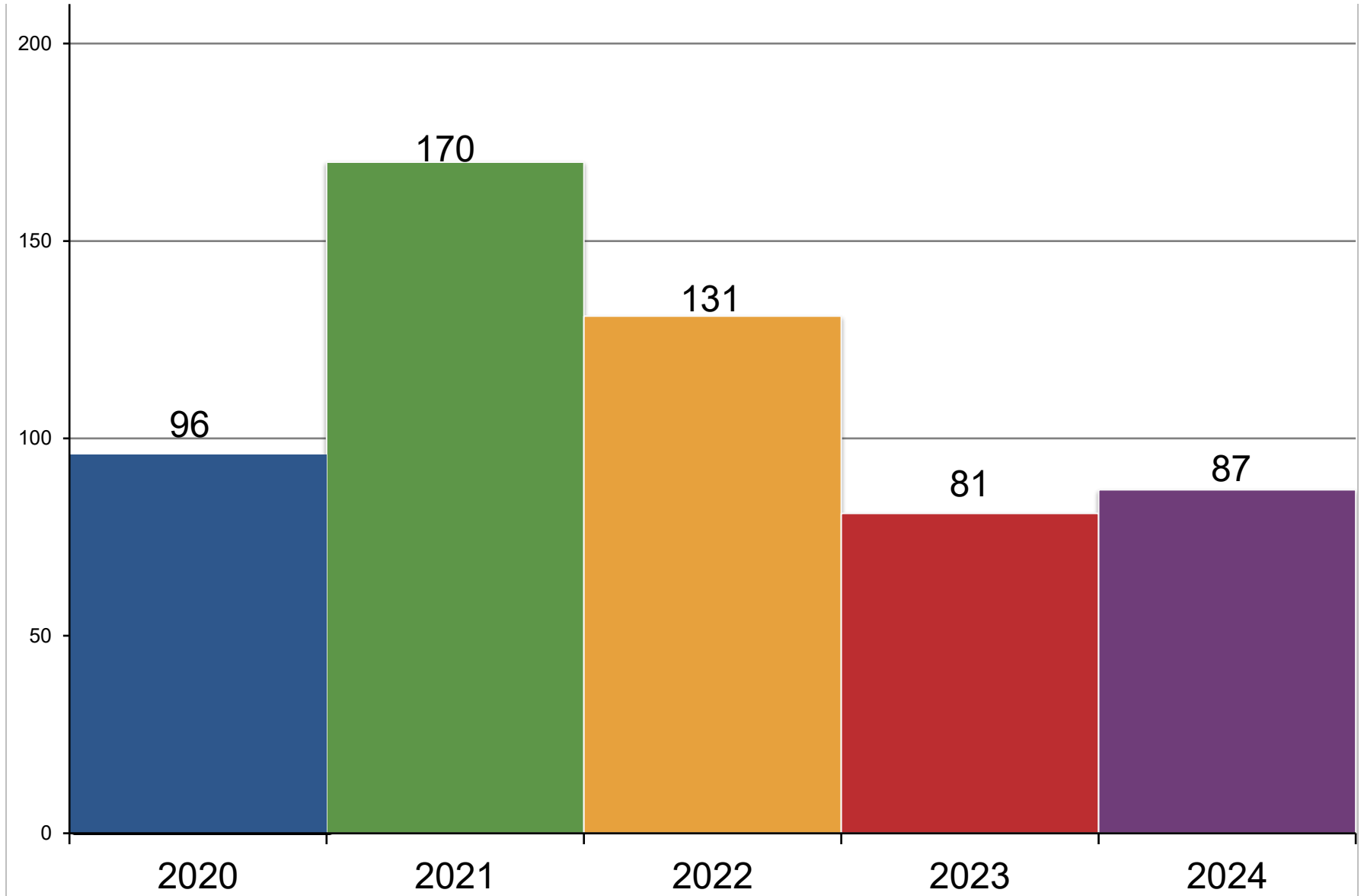
The average Continuous Market Time is **32**

CONDO STATISTICS

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

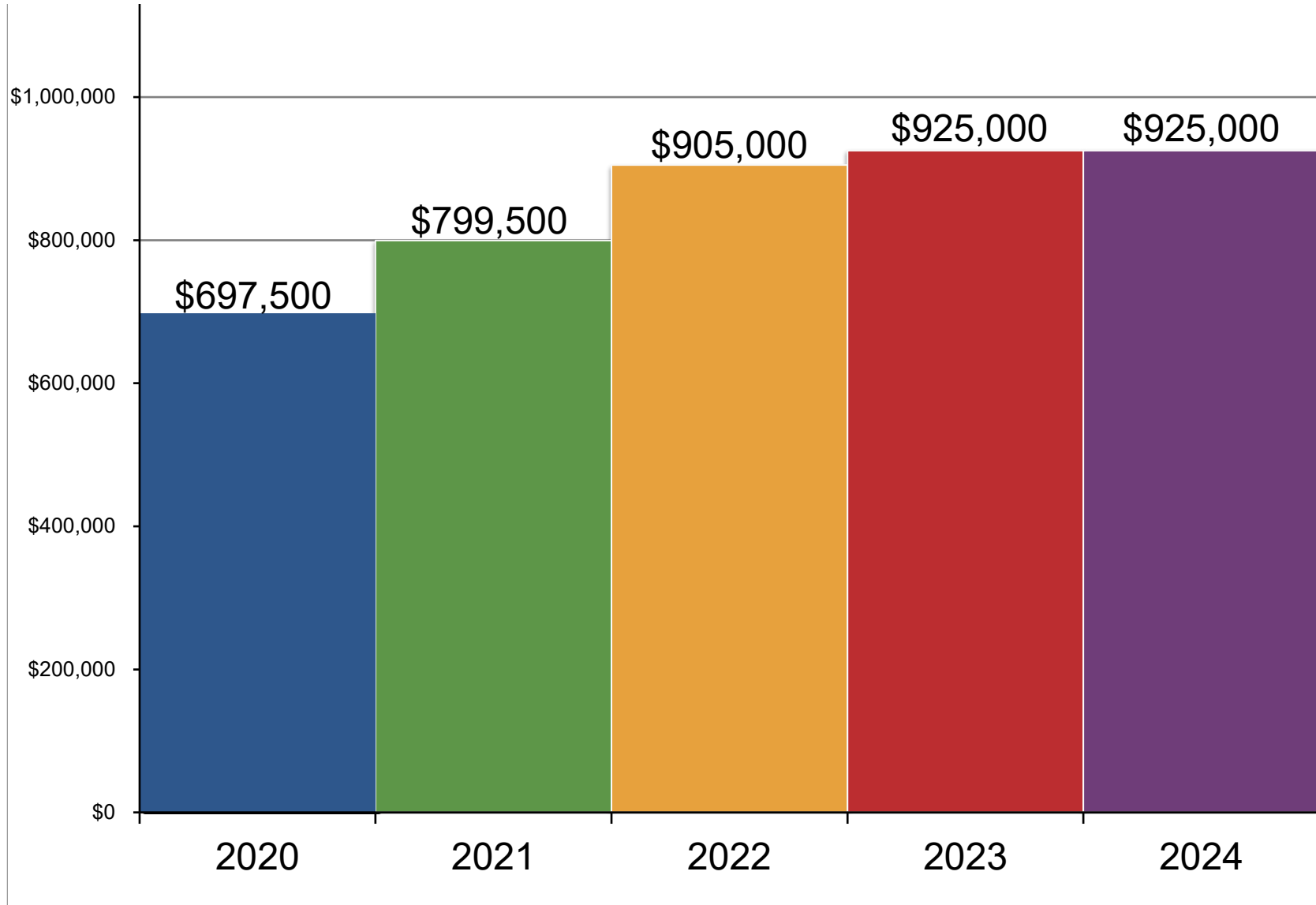
Condo Sales

YTD 2020 – 2024



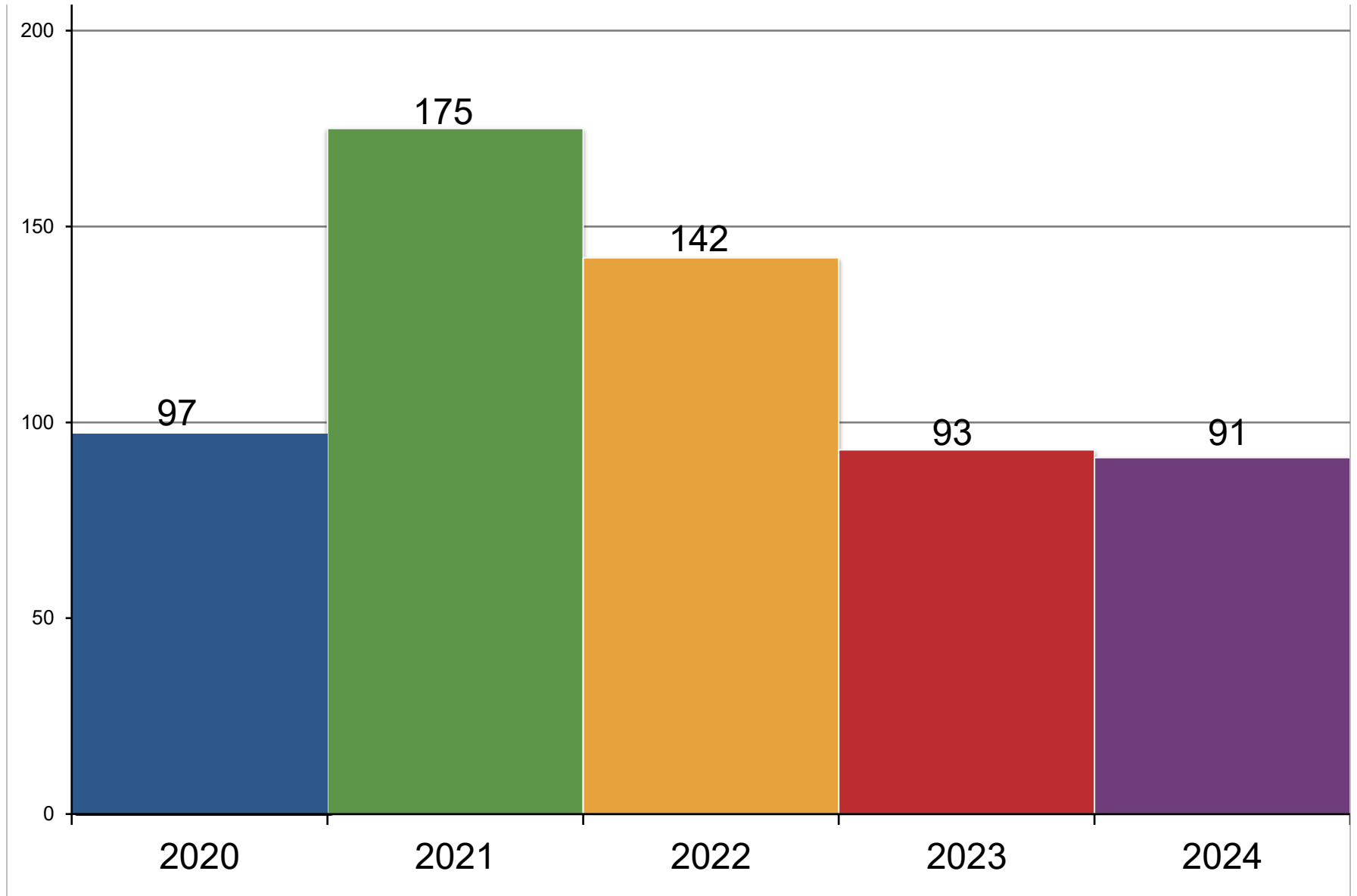
Condo Median Sales Price

YTD 2020 – 2024



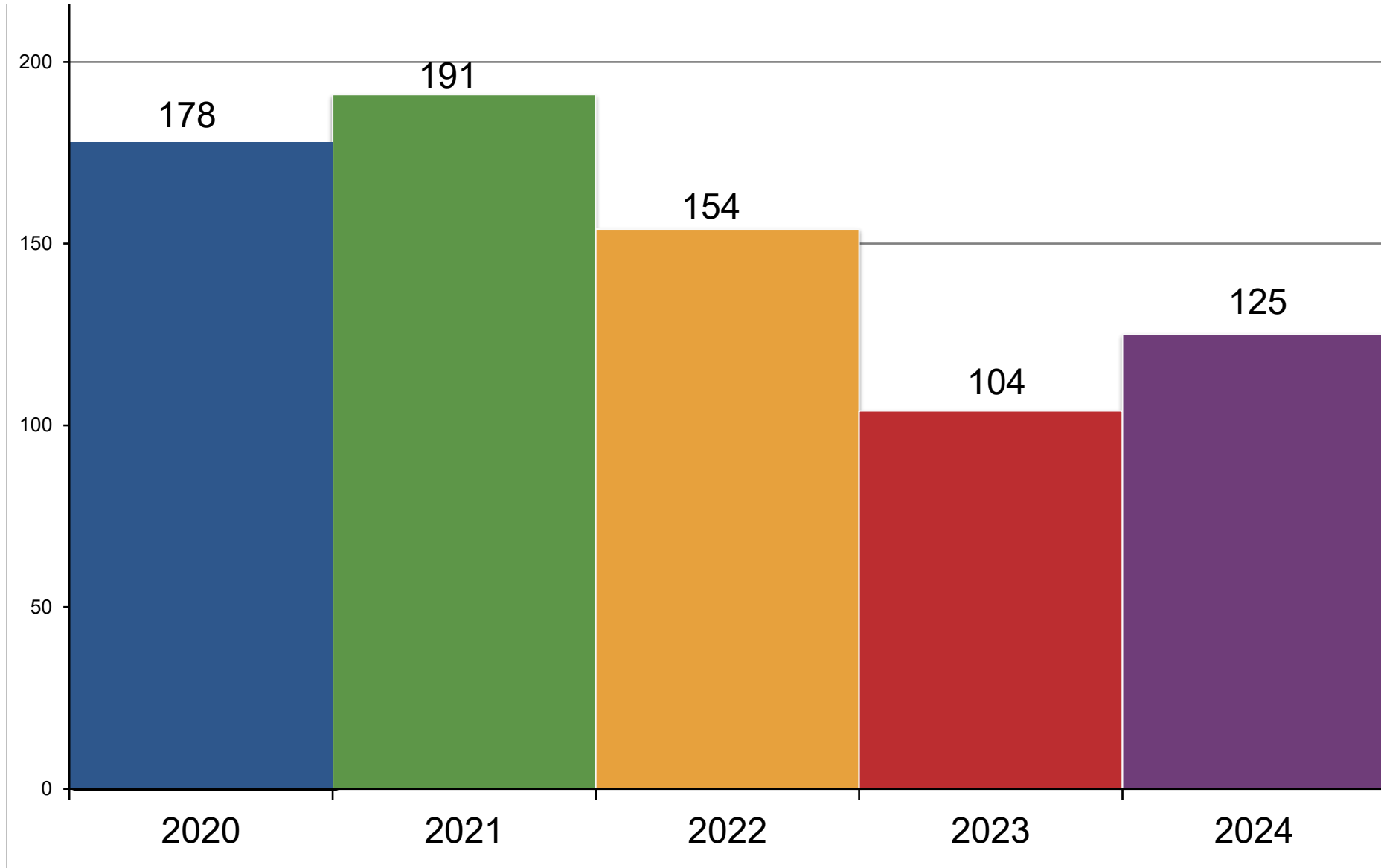
Condo Pending Sales

YTD 2020 – 2024



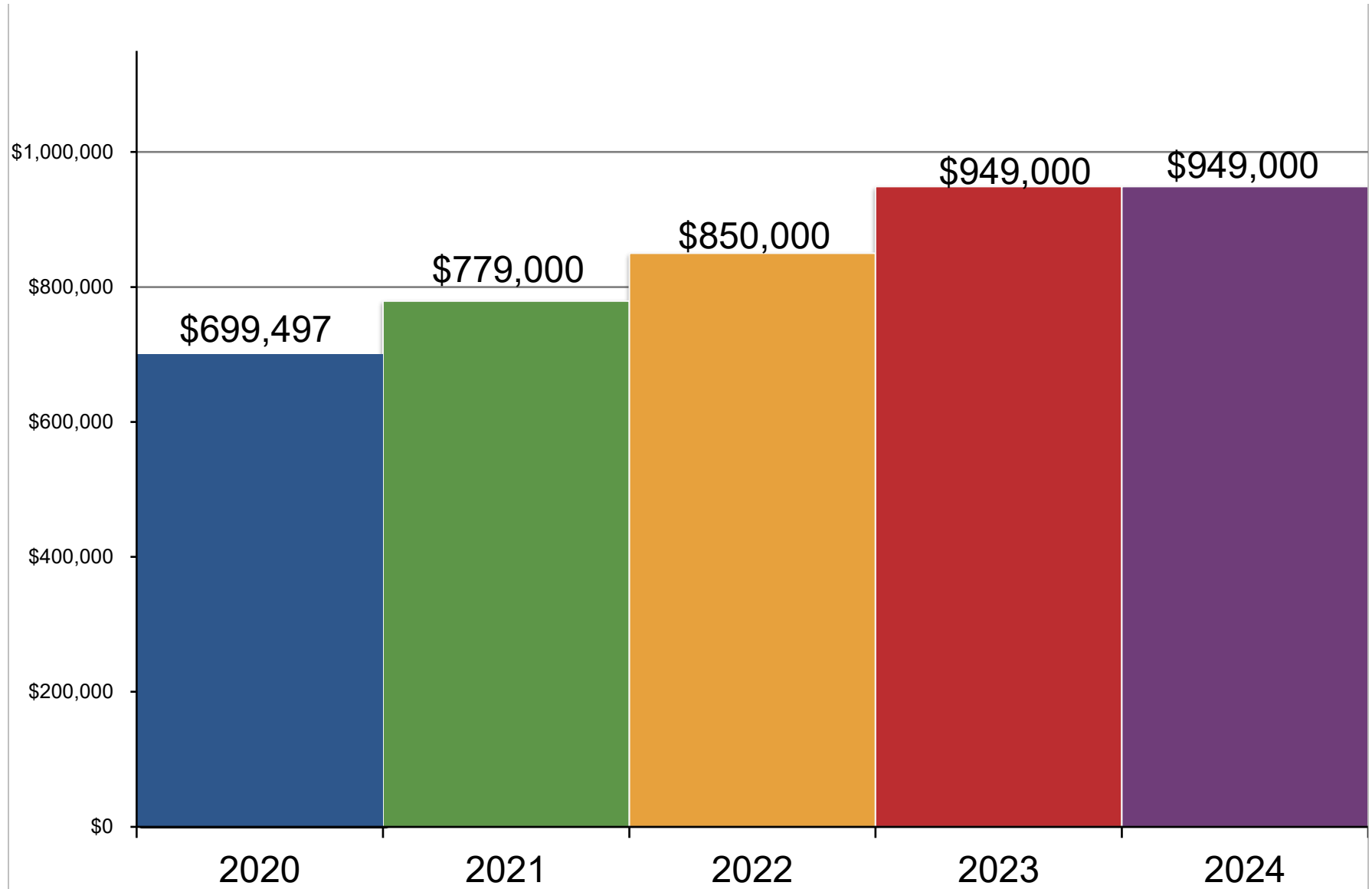
Condo Active Listings

YTD 2020 – 2024



Condo Median List Price

YTD 2020 – 2024



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

ACTIVE and PENDING

2023 vs. 2024 ~ YTD

Total Active Listings

2023 ~ 104


2024 ~ 125

UP  +20.2%

New Listings

2023 ~ 95

2024 ~ 115

UP  +21.1%

Median List Price

2023 ~ \$949,000


2024 ~ \$949,000

No Change

Properties that went into Escrow

2023 ~ 93

2024 ~ 91

DOWN  -2.2%

SOLD Properties

2023 vs. 2024 ~ YTD

Sold Properties

2023 ~ 81

UP



+7.4%

2024 ~ 87

Median Sales Price

2023 ~ \$925,000

No Change

2024 ~ \$925,000

Median Sales Prices w/o Hope Ranch/Montecito

2023 ~ \$907,000

UP



0.9%

2024 ~ \$915,000

Average Sold Price

2023 ~ \$1,169,191

DOWN



-7%

2024 ~ \$1,087,338

Average Sold Price w/o Hope Ranch/Montecito

2023 ~ \$1,066,767

DOWN



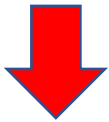
-2.5%

2024 ~ \$1,039,981

Sold Volume

2023 ~ \$94,704,530

DOWN

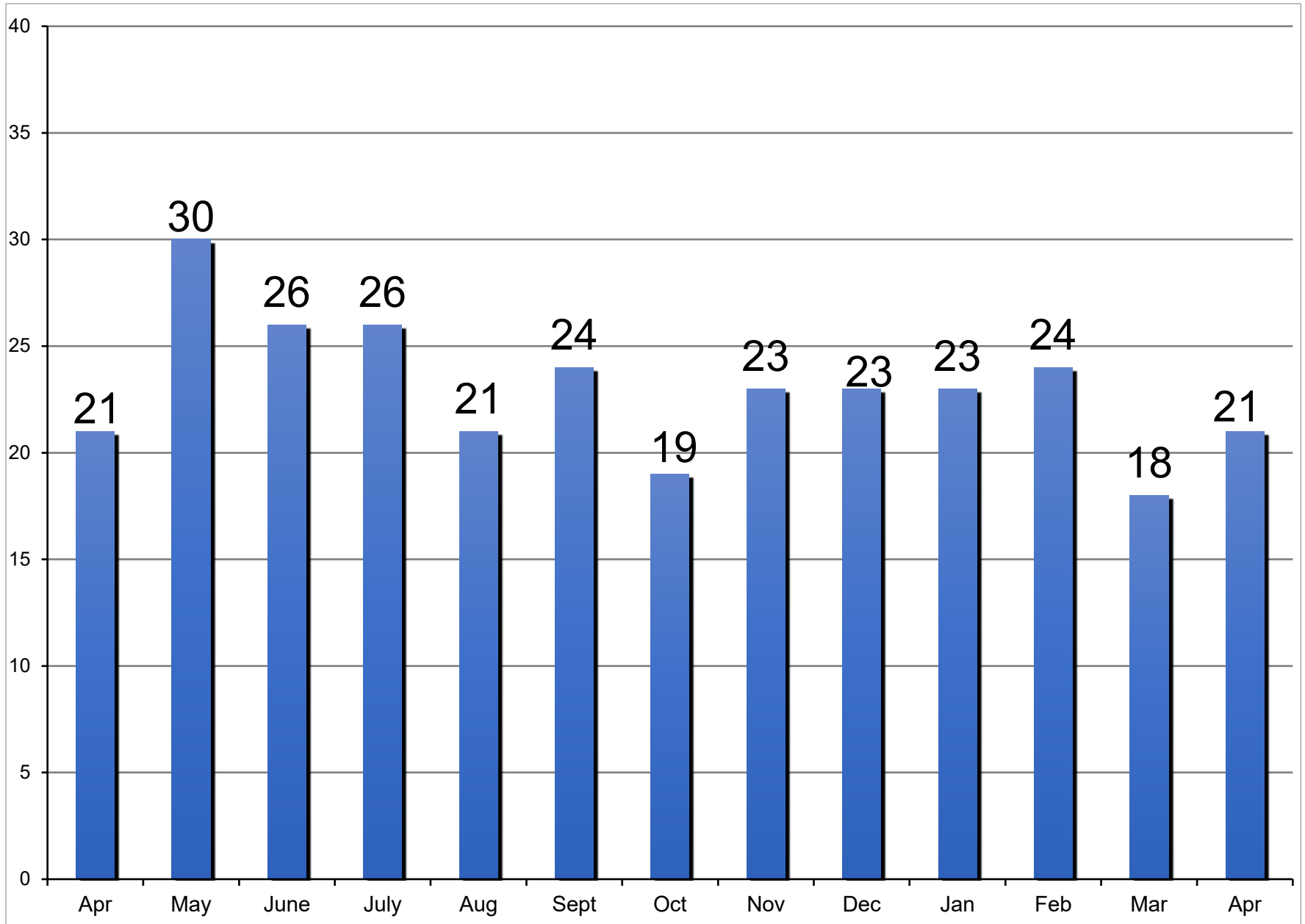


-0.1%

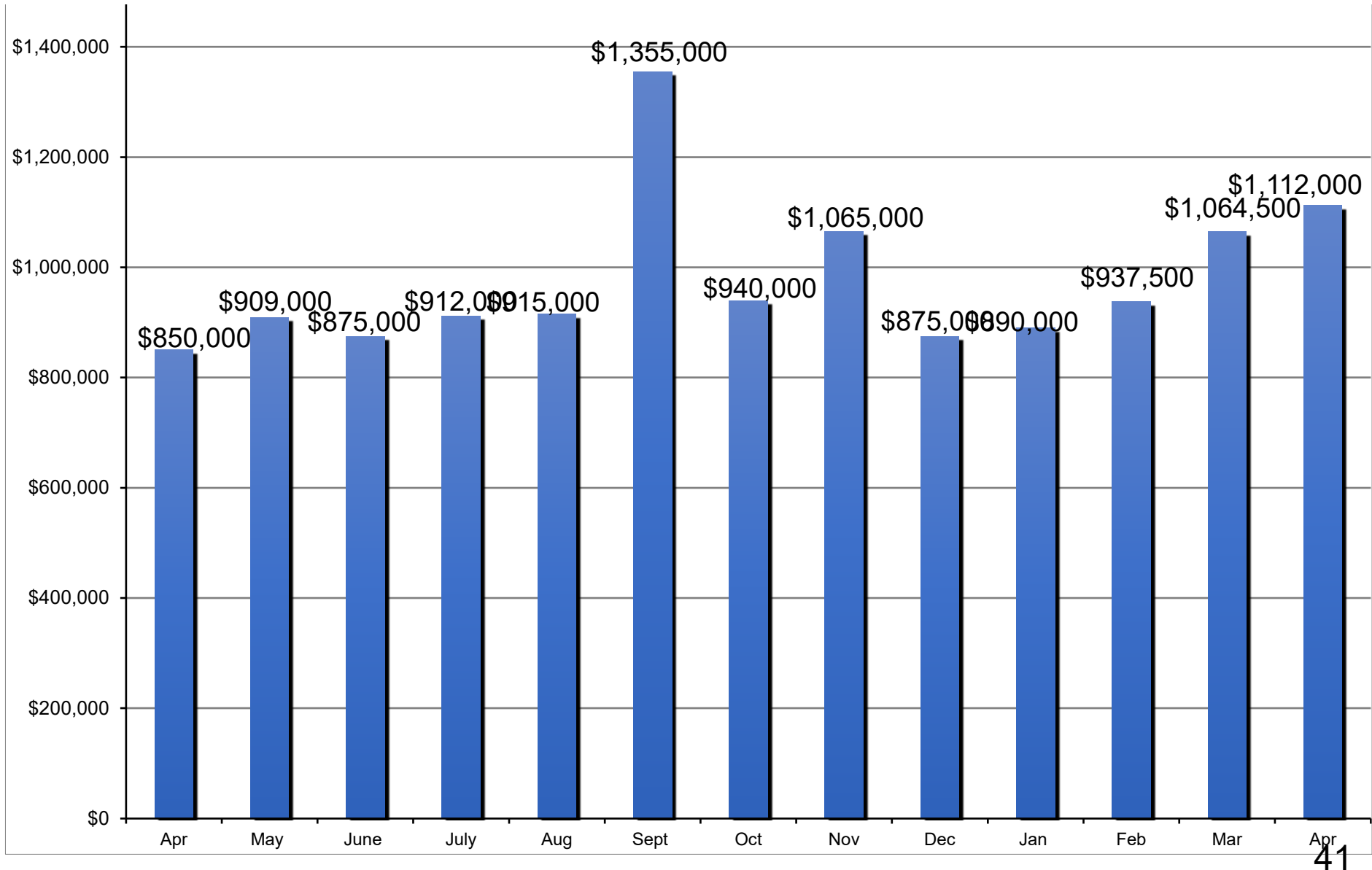
2024 ~ \$94,598,425

April 2023 to April 2024
Month by Month
for Condos
Districts 05-35

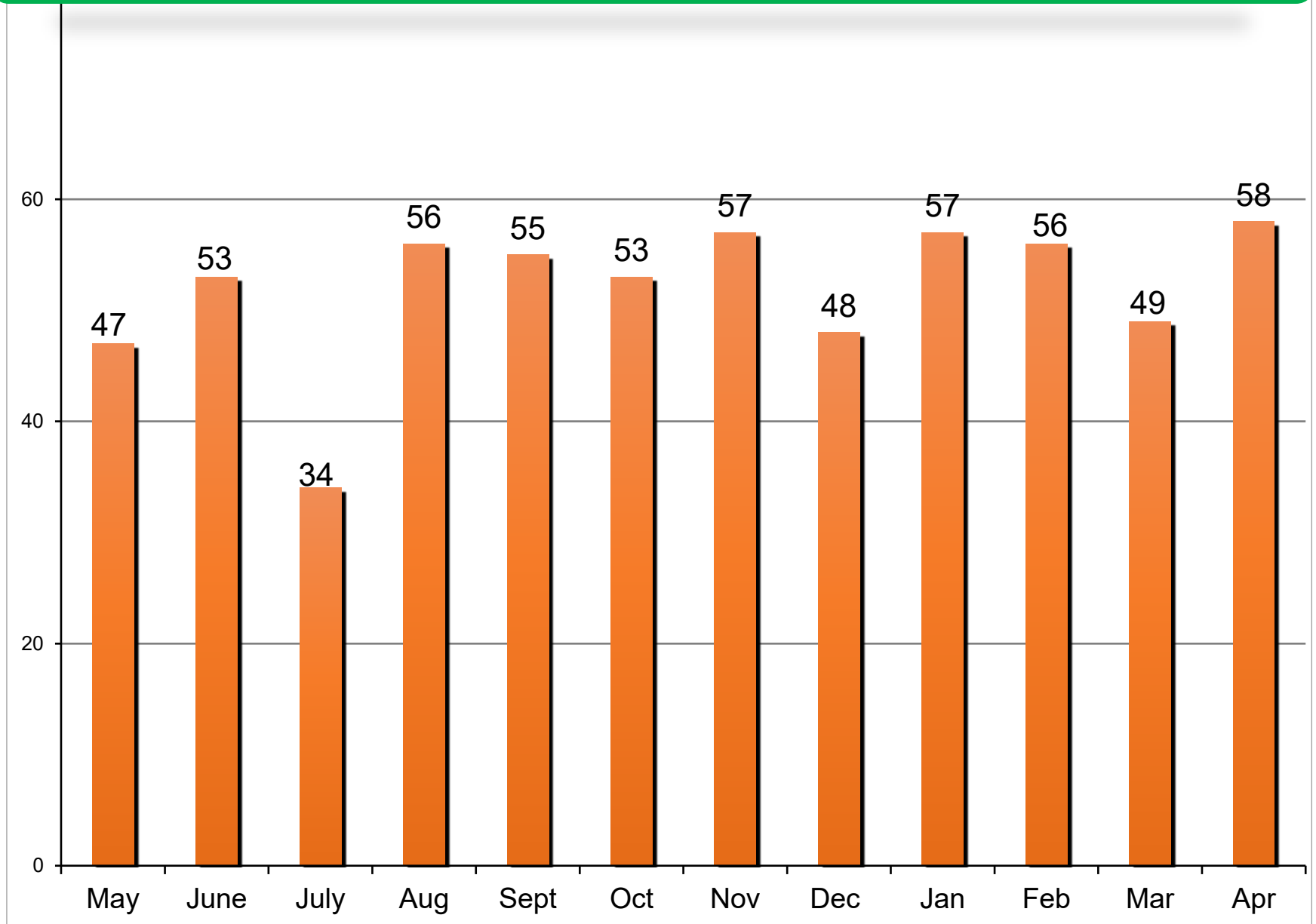
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

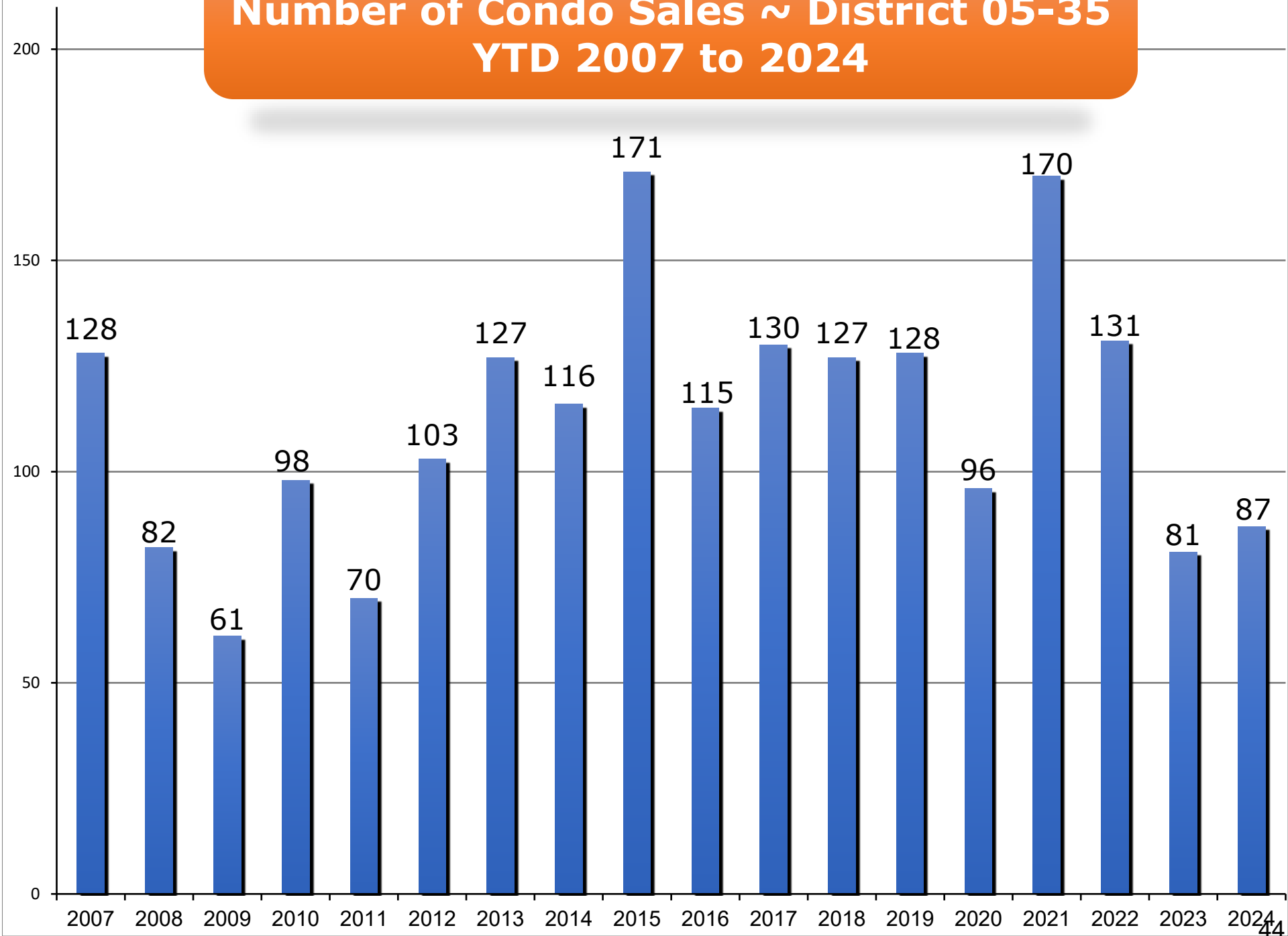


Condo Active Listings for the Last 12 Months



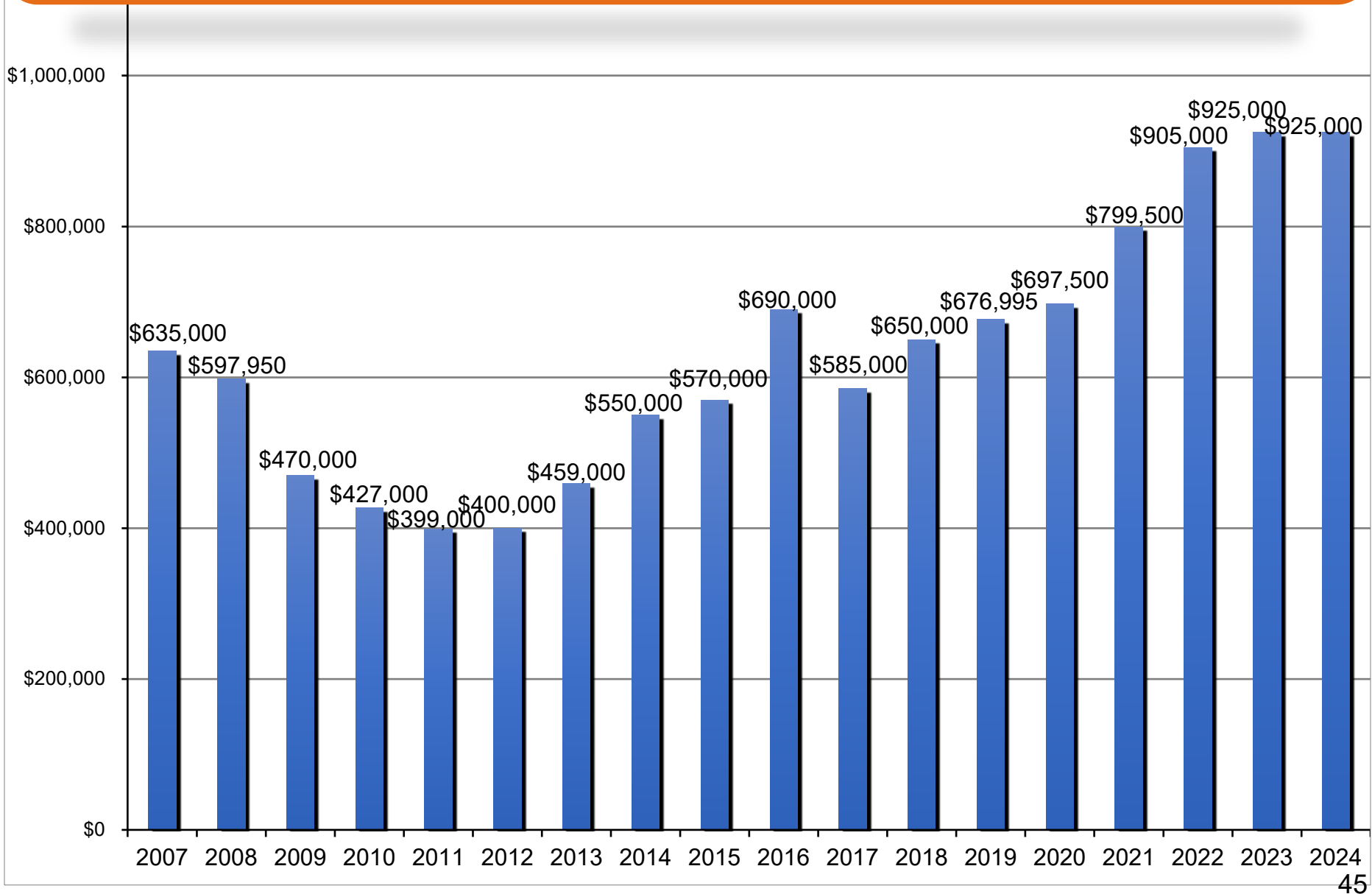
Perspective for Condos *2007 – 2024*

Number of Condo Sales ~ District 05-35 YTD 2007 to 2024



Median Sales Price of Condo ~ District 05-35

YTD 2007 to 2024



*All information compiled from the
Santa Barbara
Multiple Listing Service Data
on 5/5/2024*

Statistics Through April 2024