

Monthly MLS Statistics

JULY 2022



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of
8/5/2022*

JULY 1 – JULY 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	58	\$197,128,000	\$1,985,000	\$3,398,758	25	26	\$191,652,920	\$1,950,000	\$3,304,360	97.22	92.75
List/Sold	12	\$40,939,000	\$2,070,500	\$3,411,583	28	28	\$39,649,500	\$1,966,250	\$3,304,125	96.85	92.02
Co-Broker	46	\$156,189,000	\$1,935,000	\$3,395,413	25	26	\$152,003,420	\$1,929,500	\$3,304,422	97.32	92.94
New	125	\$479,968,400	\$2,499,500	\$3,839,747	15	14					
Pending	69	\$189,494,000	\$1,995,000	\$2,746,289	18	20					
Withdrawn	13	\$50,210,000	\$3,295,000	\$3,862,307	44	50					
Cancelled	13	\$60,402,000	\$3,249,000	\$4,646,307	71	102					
Expired	12	\$171,135,000	\$8,687,500	\$14,261,250	303	374					
Back On Market	15	\$72,949,000	\$4,195,000	\$4,863,266	83	91					
Extended	19	\$245,125,000	\$3,950,000	\$12,901,315	151	223					
Active In Range	282	\$1,946,627,396	\$2,887,000	\$6,902,934	46	54					
Current Active	166	\$1,552,699,396	\$3,747,500	\$9,353,610	73	84					

Previous Year Comparison

Home Estates and PUD

JULY 2022

	<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	58	\$197,128,000	\$1,985,000	\$3,398,758	25	26	\$191,652,920	\$1,950,000	\$3,304,360	97.22	92.75
Pending	69	\$189,494,000	\$1,995,000	\$2,746,289	18	20					

JULY 2021

	<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	118	\$366,566,000	\$1,799,000	\$3,106,491	20	29	\$375,578,978	\$1,924,000	\$3,182,872	102.46	101.82
Pending	146	\$444,265,700	\$1,619,450	\$3,042,915	19	21					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$800,000-\$849,999	1	15	15
\$900,000-\$949,999	1	1	1
\$1,100,000-\$1,199,999	1	17	17
\$1,200,000-\$1,299,999	5	10	10
\$1,300,000-\$1,399,999	4	10	10
\$1,400,000-\$1,499,999	3	25	25
\$1,500,000-\$1,599,999	2	13	13
\$1,600,000-\$1,699,999	5	18	18
\$1,700,000-\$1,799,999	1	33	33

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,800,000-\$1,899,999	3	22	22
\$1,900,000-\$1,999,999	7	18	18
\$2,000,000-\$2,249,999	3	20	20
\$2,250,000-\$2,499,999	4	11	11
\$2,500,000-\$2,749,999	2	1	1
\$2,750,000-\$2,999,999	4	14	27
\$3,000,000-\$3,249,999	1	15	15
\$3,500,000-\$3,749,999	1	16	16
\$3,750,000-\$3,999,999	2	12	12
\$5,000,000+	8	89	89

Sold Listings

The average price for the **58** properties is **\$3,304,360**

The highest price is **\$18,500,000**

4045 Cuervo Avenue

The median price is **\$1,950,000**

2250 Varley Street

The lowest price is **\$810,000**

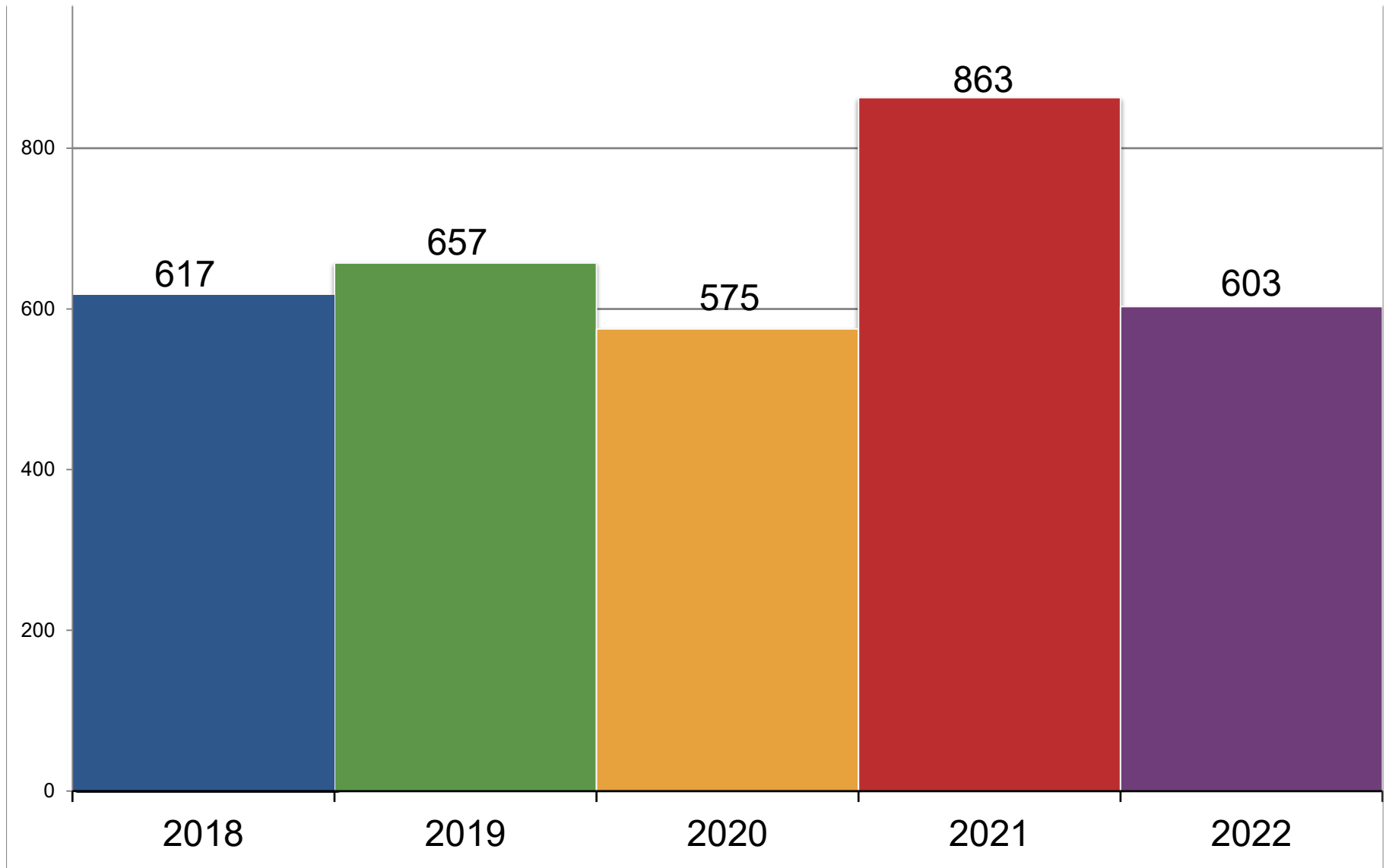
The average Market Time is **25**

The average Continuous Market Time is **26**

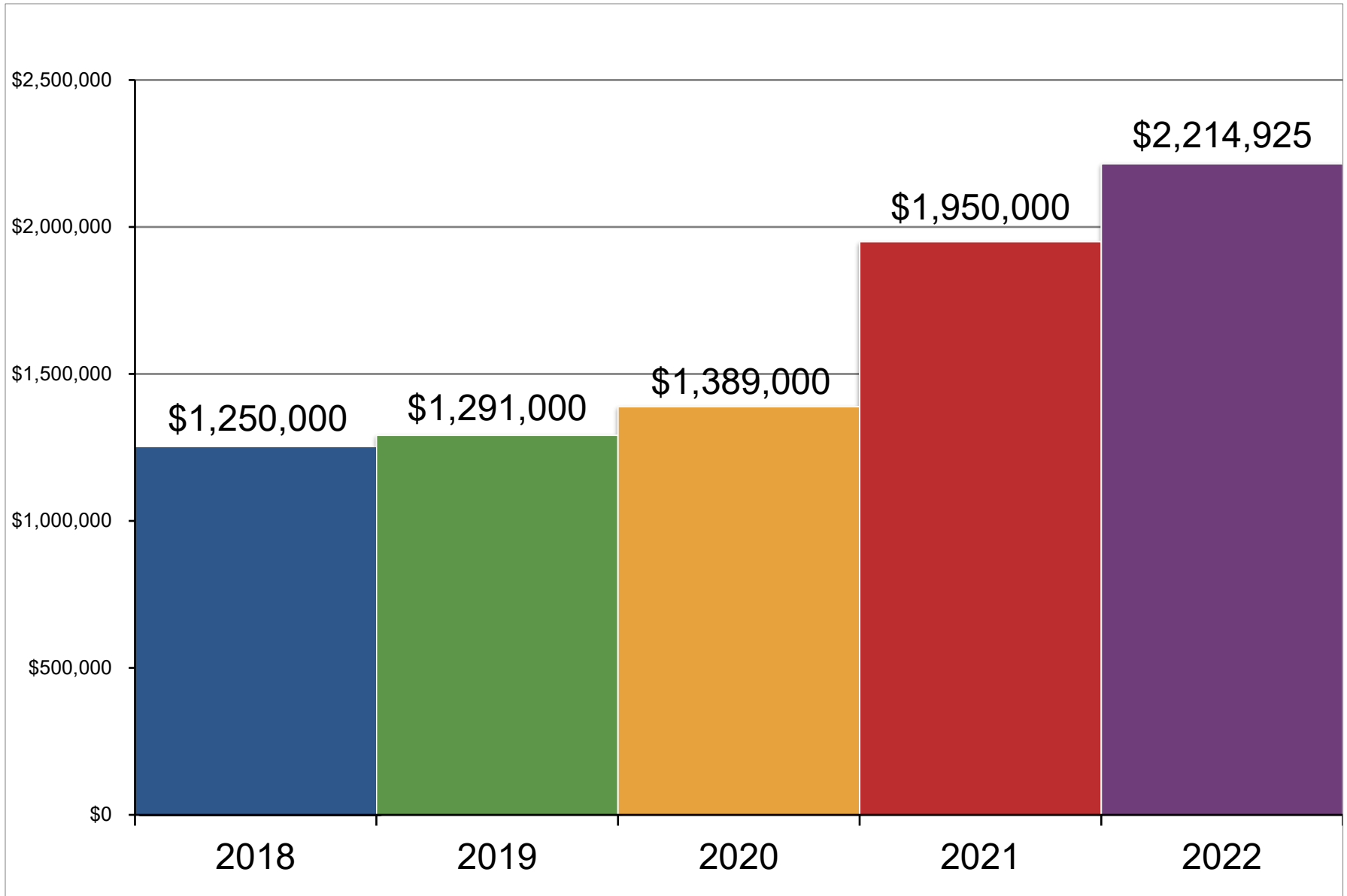
HOME ESTATES / PUD

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

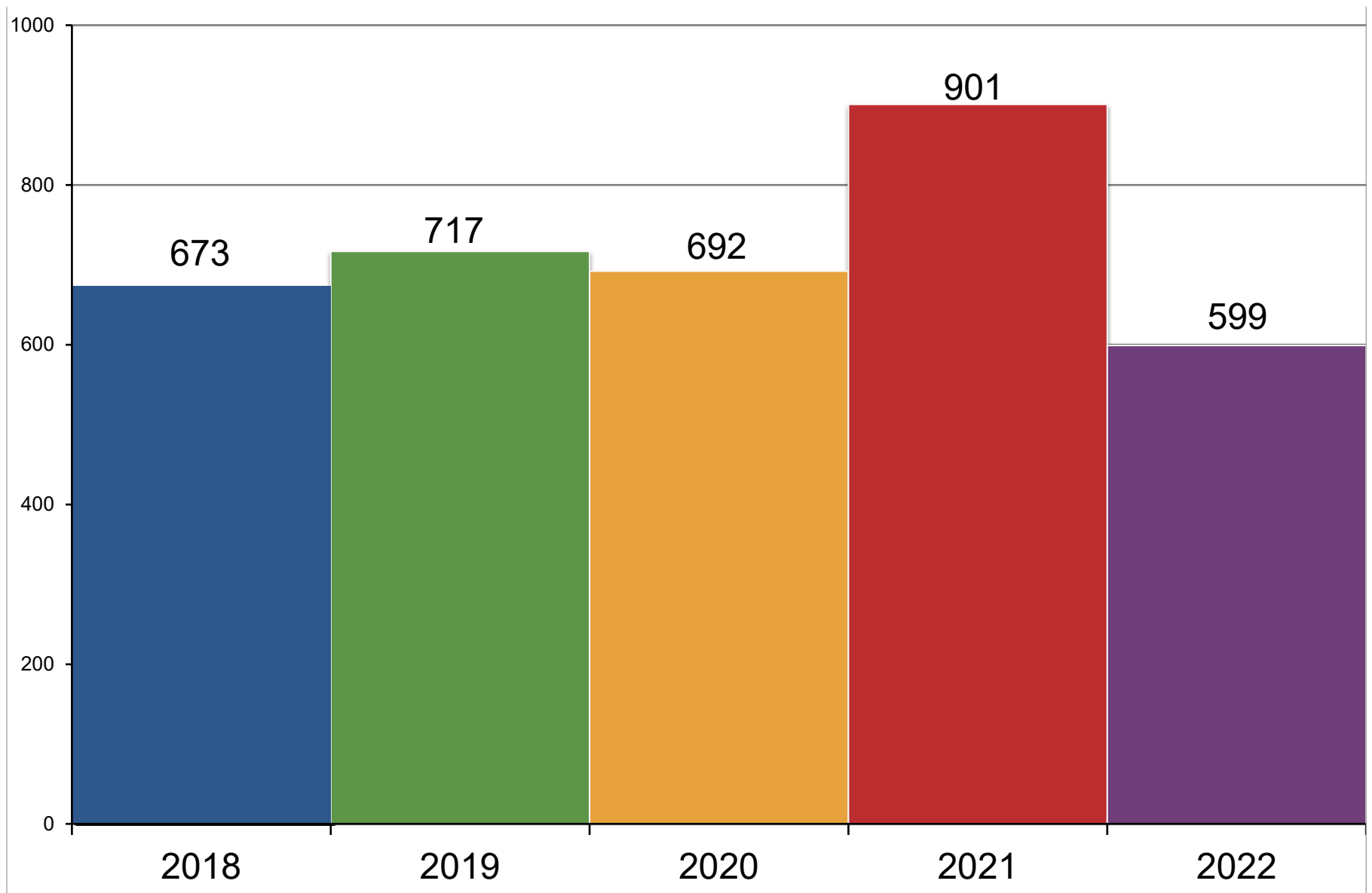
HE/PU SALES YTD 2018-2022



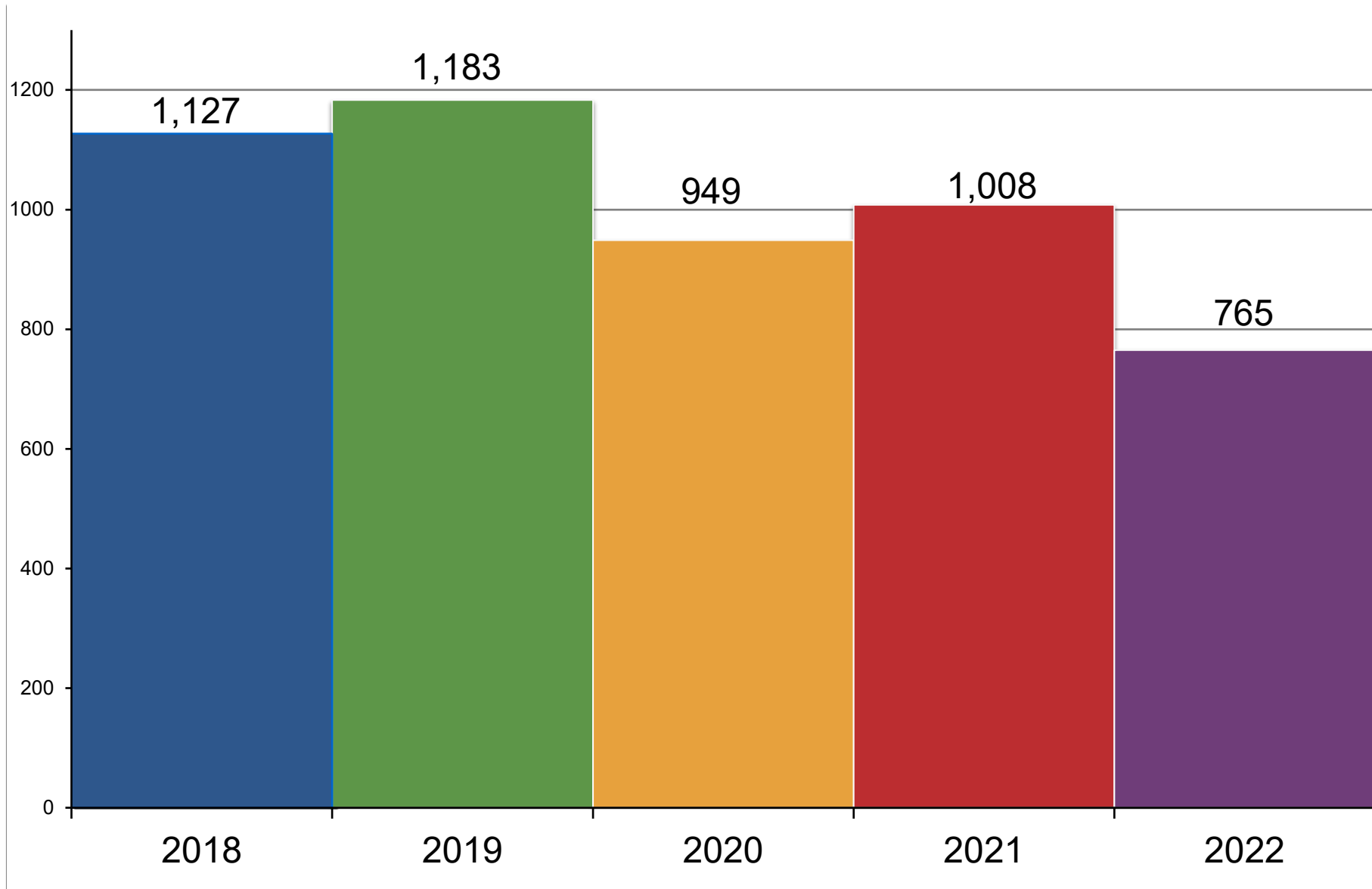
HE/PU Median Sales Price YTD 2018-2022



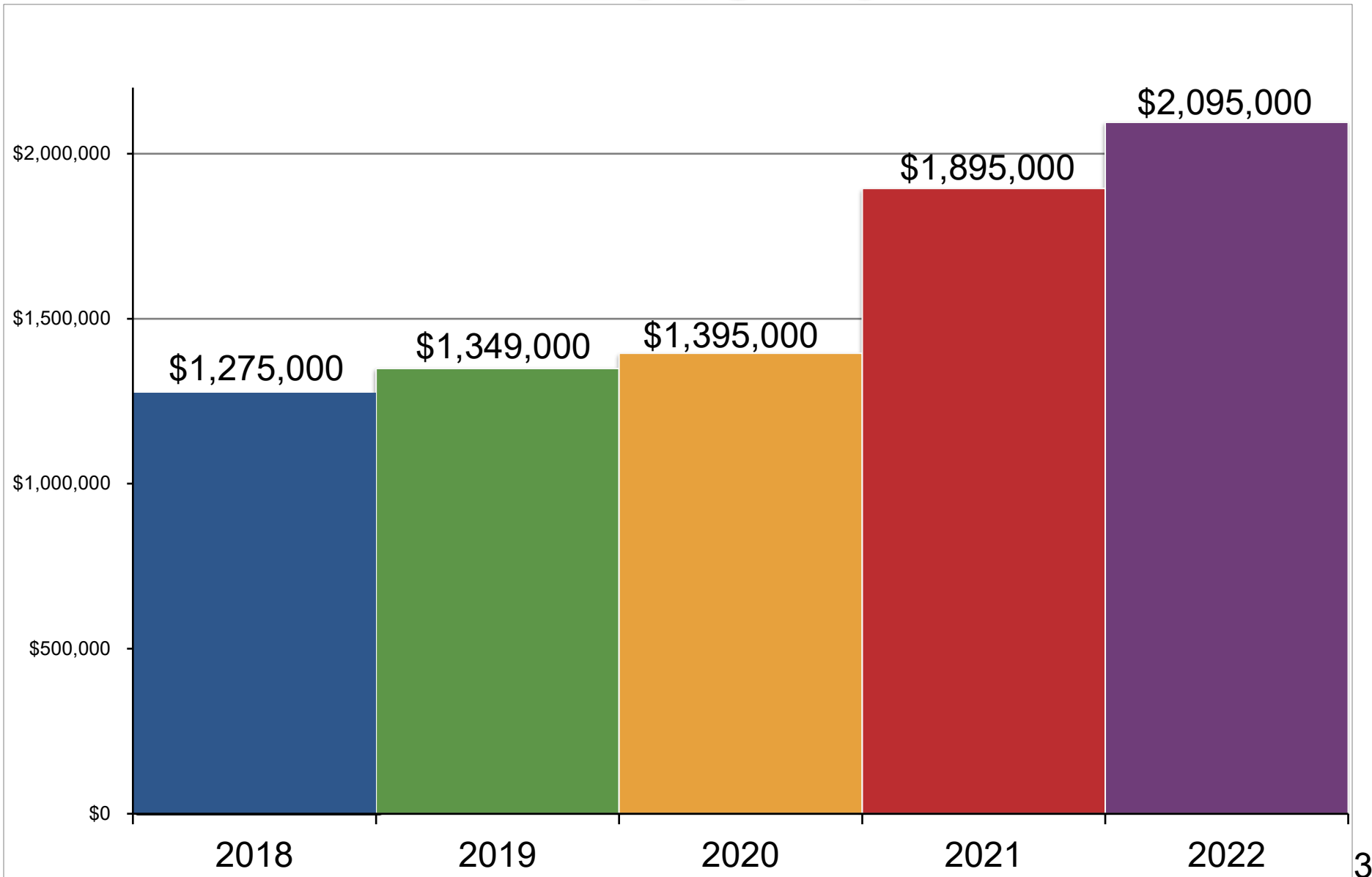
HE/PU Pending Sales YTD 2018-2022



HE/PU Active Listings YTD 2018-2022



HE/PU Median List Price YTD 2018-2022



Last Year vs. This Year
JULY
for Home Estate/PUDs
Districts 05-35

ACTIVE and PENDING

Listings 2021 vs. 2022 ~ YTD

Total Active Listings

2021 ~ 1,008

2022 ~ 765

DOWN



-24.1%

New Listings

2021 ~ 987

2022 ~ 801

DOWN



-18.8%

Median List Price

2021 ~ \$1,895,000

2022 ~ \$2,095,000

UP



+10.6%

Properties that went into Escrow

2021 ~ 901

2022 ~ 599

DOWN



-33.5%

SOLD Properties

2021 vs. 2022 ~ YTD

Sold Properties

2021 ~ 863

2022 ~ 603

DOWN



-30.1%

Median Sales Price

2021 ~ \$1,950,000

2022 ~ \$2,214,925

UP



+13.6%

Median Sales Prices w/o Hope Ranch/Montecito

2021 ~ \$1,575,000

2022 ~ \$1,904,500

UP



+20.9%

Average Sold Price

2021 ~ \$ 3,157,413

2022 ~ \$3,439,362

UP



+8.9%

Average Sold Price w/o Hope Ranch/Montecito

2021 ~ \$1,982,421

2022 ~ \$2,308,884

UP



+16.5%

Sold Volume

2021 ~ \$2,724,847,762

2022 ~ \$2,073,935,640

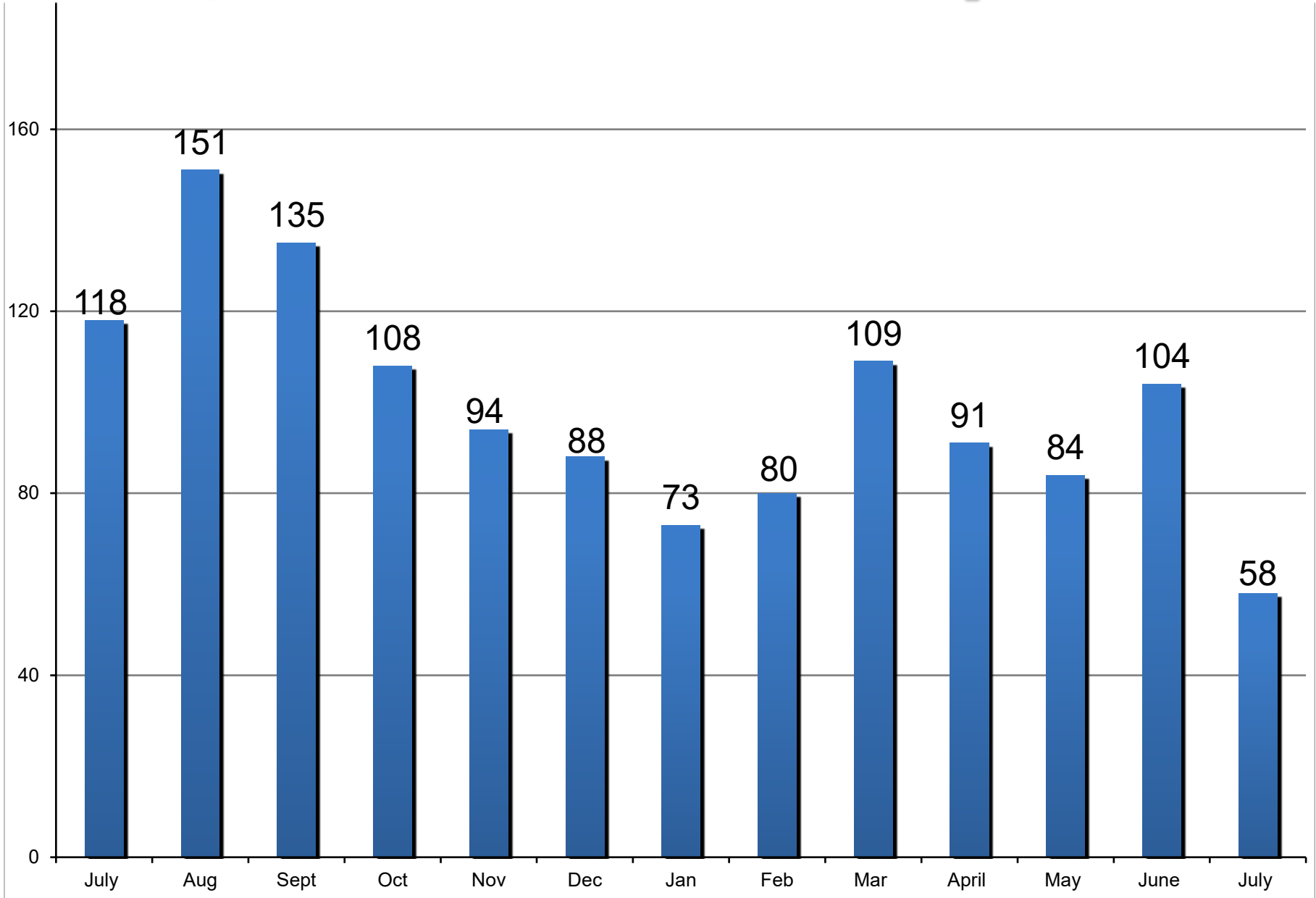
DOWN



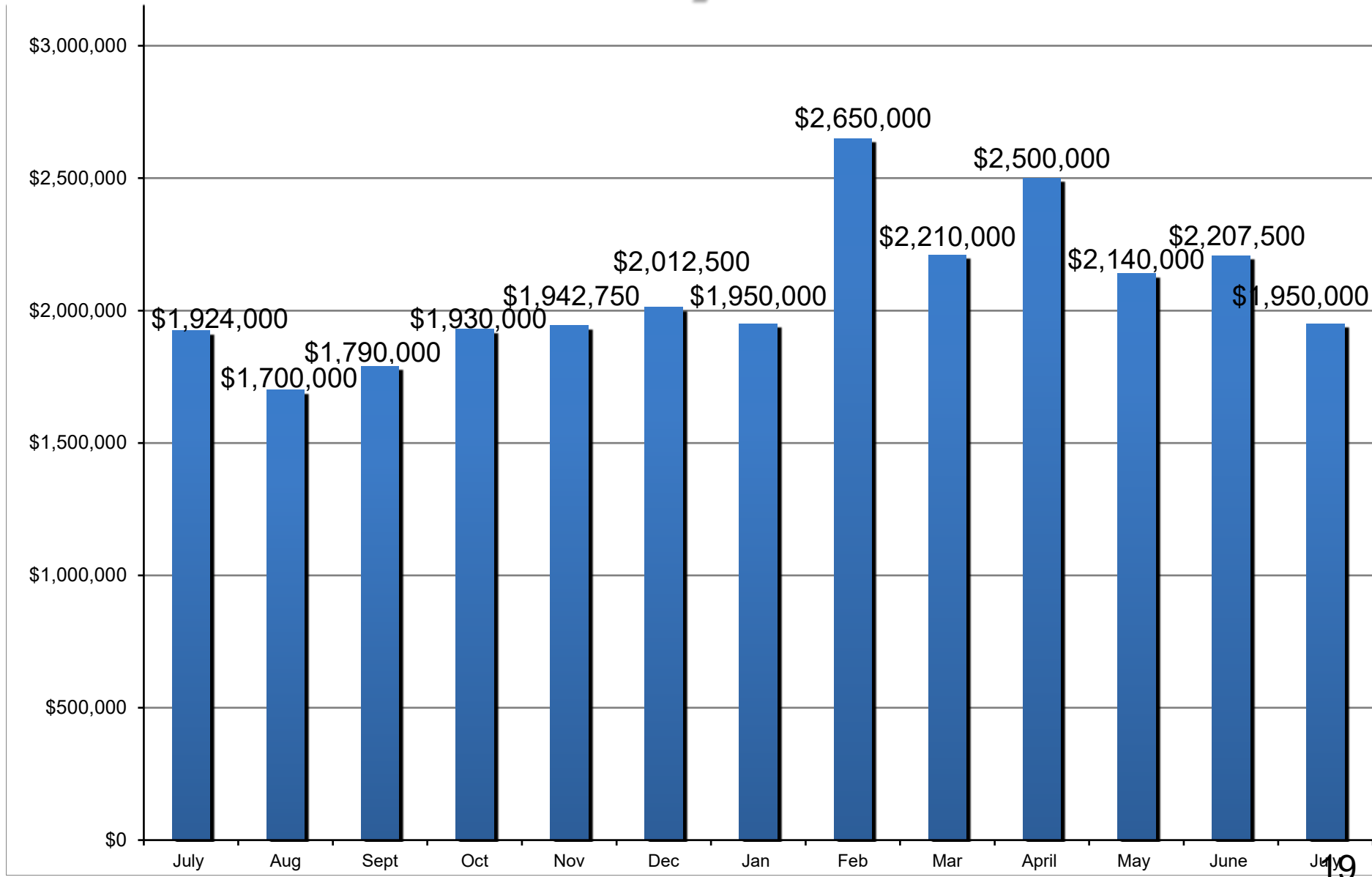
-23.9%

July 2021 to July 2022
Month by Month
Home Estate/PUDs
Districts 05-35

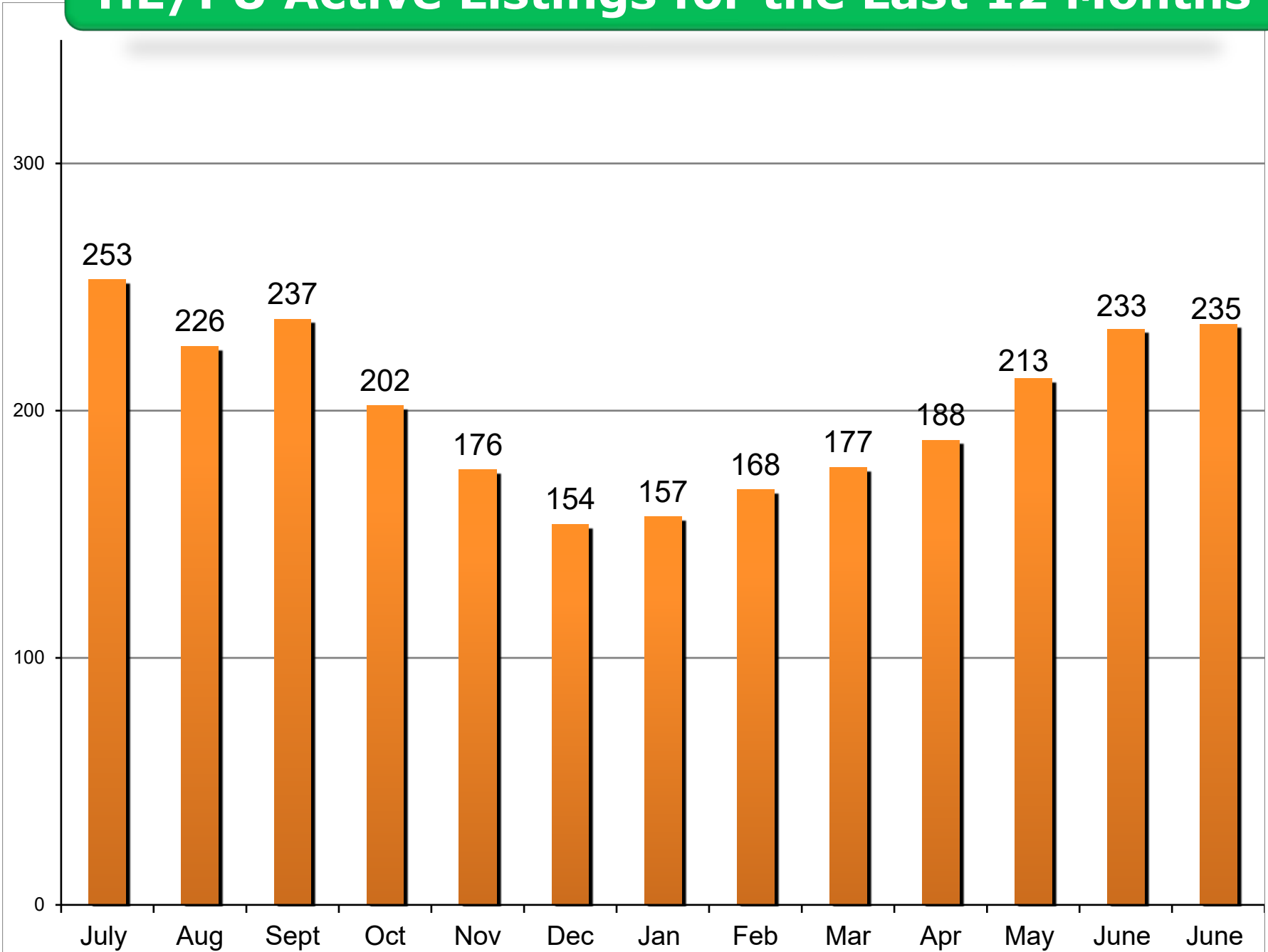
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month



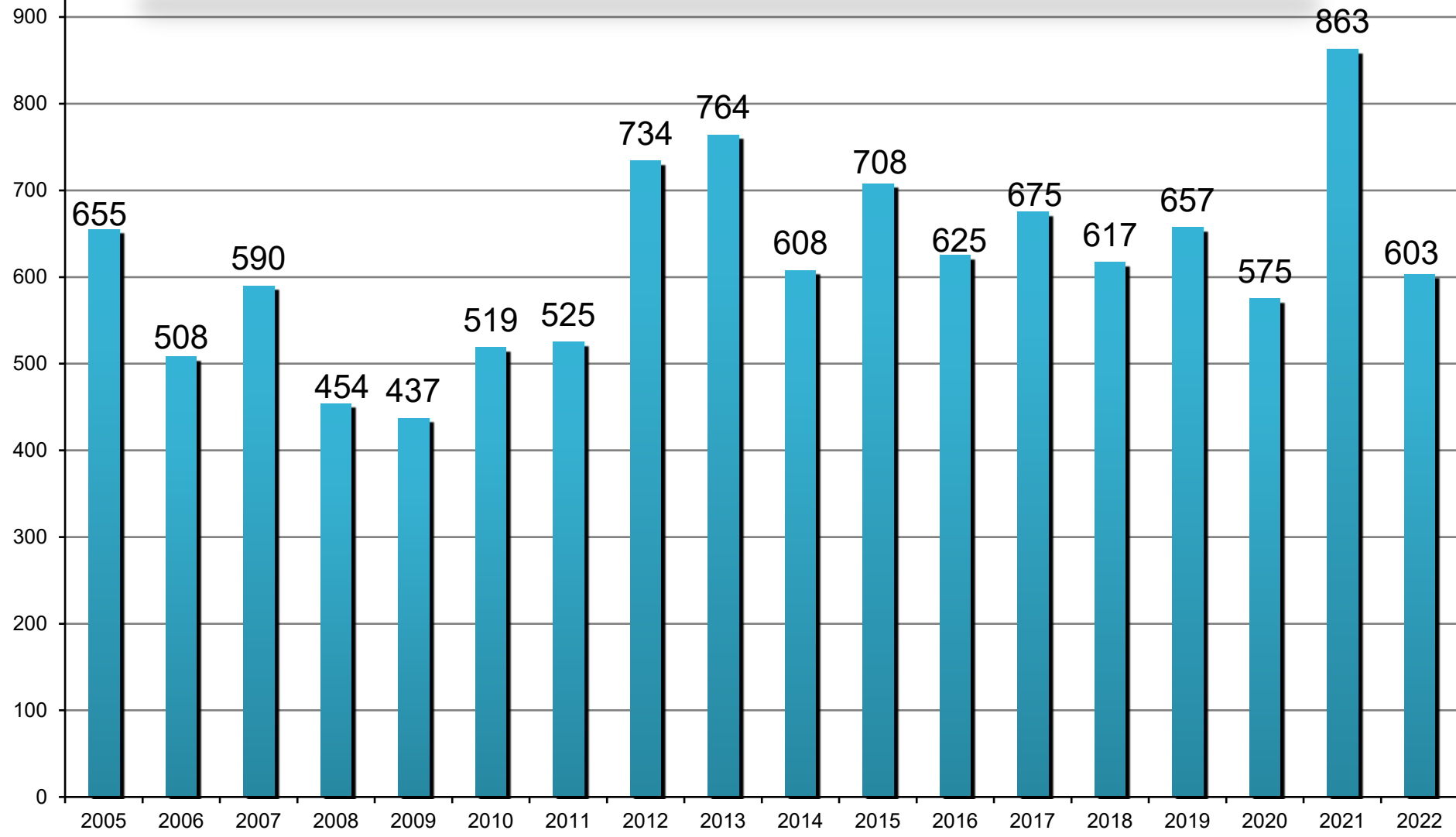
HE/PU Active Listings for the Last 12 Months



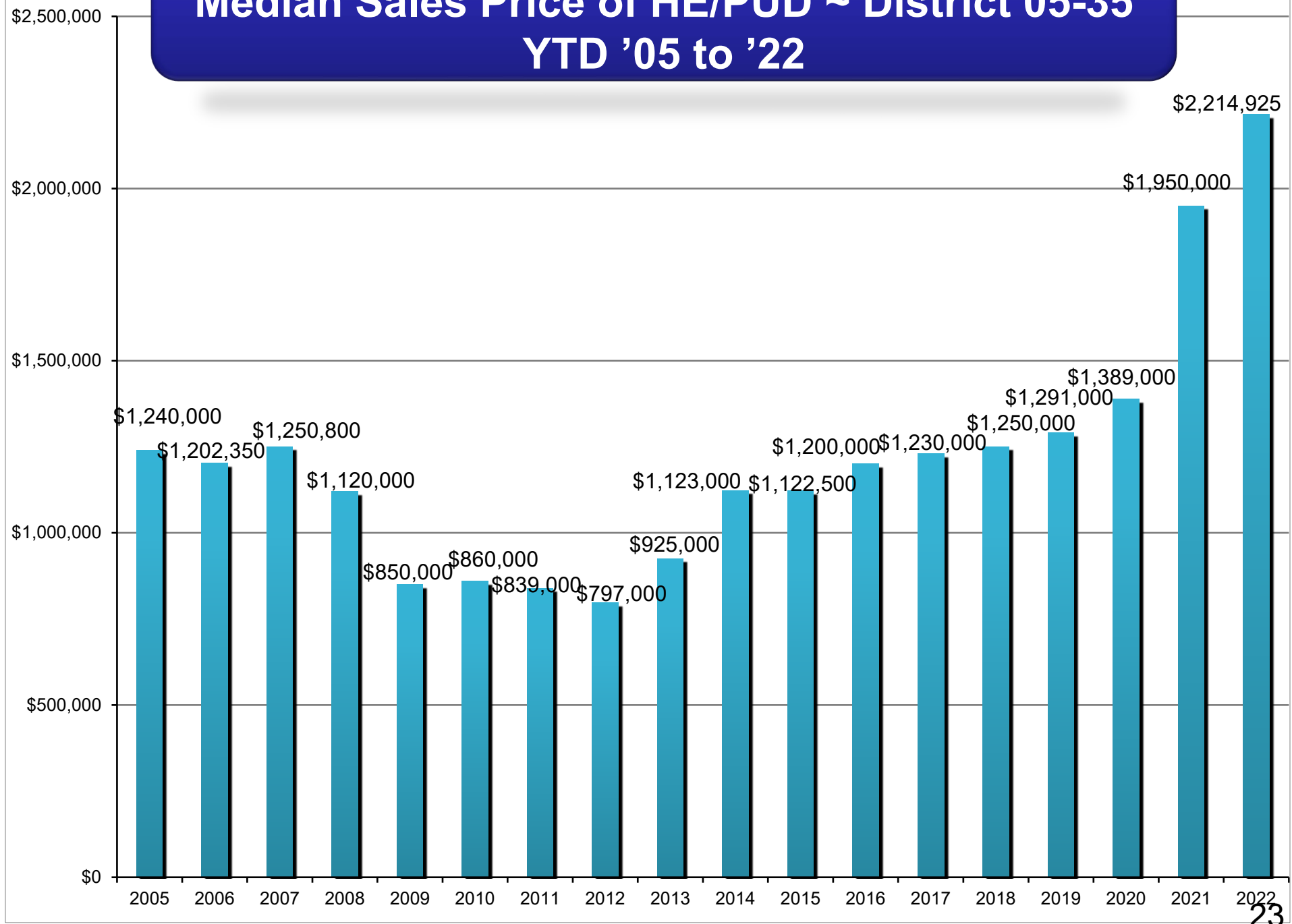
Perspective for Home Estates 2005-2022

Number of HE/PU Sales ~ District 05-35

YTD '05 to '22



Median Sales Price of HE/PUD ~ District 05-35 YTD '05 to '22



JULY 1 – JULY 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	26	\$29,541,600	\$949,000	\$1,136,215	10	10	\$30,584,600	\$978,500	\$1,176,330	103.53	103.18
List/Sold	6	\$4,920,600	\$824,500	\$820,100	2	2	\$5,067,600	\$824,500	\$844,600	102.99	102.99
Co-Broker	20	\$24,621,000	\$995,000	\$1,231,050	12	12	\$25,517,000	\$1,087,500	\$1,275,850	103.64	103.22
New	39	\$46,016,600	\$950,000	\$1,179,912	15	15					
Pending	26	\$31,951,600	\$1,037,500	\$1,228,907	22	23					
Withdrawn	3	\$5,200,000	\$1,200,000	\$1,733,333	43	43					
Cancelled	4	\$5,784,000	\$1,442,000	\$1,446,000	34	34					
Expired	1	\$3,975,000	\$3,975,000	\$3,975,000	228	228					
Back On Market	2	\$4,325,000	\$2,162,500	\$2,162,500	106	150					
Extended	3	\$5,150,000	\$1,200,000	\$1,716,666	89	118					
Active In Range	68	\$86,960,600	\$1,097,000	\$1,278,832	18	21					
Current Active	32	\$41,255,000	\$1,085,000	\$1,289,218	34	40					

Previous Year Comparison

Condos

July 2022

	<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	\$29,541,600	\$949,000	\$1,136,215	10	10	\$30,584,600	\$978,500	\$1,176,330	103.53	103.18
Pending	26	\$31,951,600	\$1,037,500	\$1,228,907	22	23					

July 2021

	<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	62	\$58,999,027	\$770,000	\$951,597	12	13	\$60,873,450	\$810,000	\$981,829	103.18	102.40
Pending	53	\$55,435,900	\$829,000	\$1,045,960	19	20					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$200,000-\$249,999	1	1	1
\$600,000-\$649,999	1	8	8
\$650,000-\$699,999	2	7	7
\$700,000-\$749,999	1	7	7
\$750,000-\$799,999	2	3	3
\$800,000-\$849,999	4	10	10
\$900,000-\$949,999	1	7	7

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	1	8	8
\$1,100,000-\$1,199,999	2	9	9
\$1,200,000-\$1,299,999	3	12	12
\$1,500,000-\$1,599,999	2	8	8
\$1,700,000-\$1,799,999	1	20	20
\$2,000,000-\$2,249,999	2	25	25
\$4,000,000-\$4,249,999	1	8	8

Sold Listings

The average price for the **26** properties is **\$1,176,330**

The highest price is **\$4,000,000**

1371 Plaza Pacifica

The median price is **\$978,500**

The lowest price is **\$212,600**

401 Chapala Street #210

The average Market Time is **10**

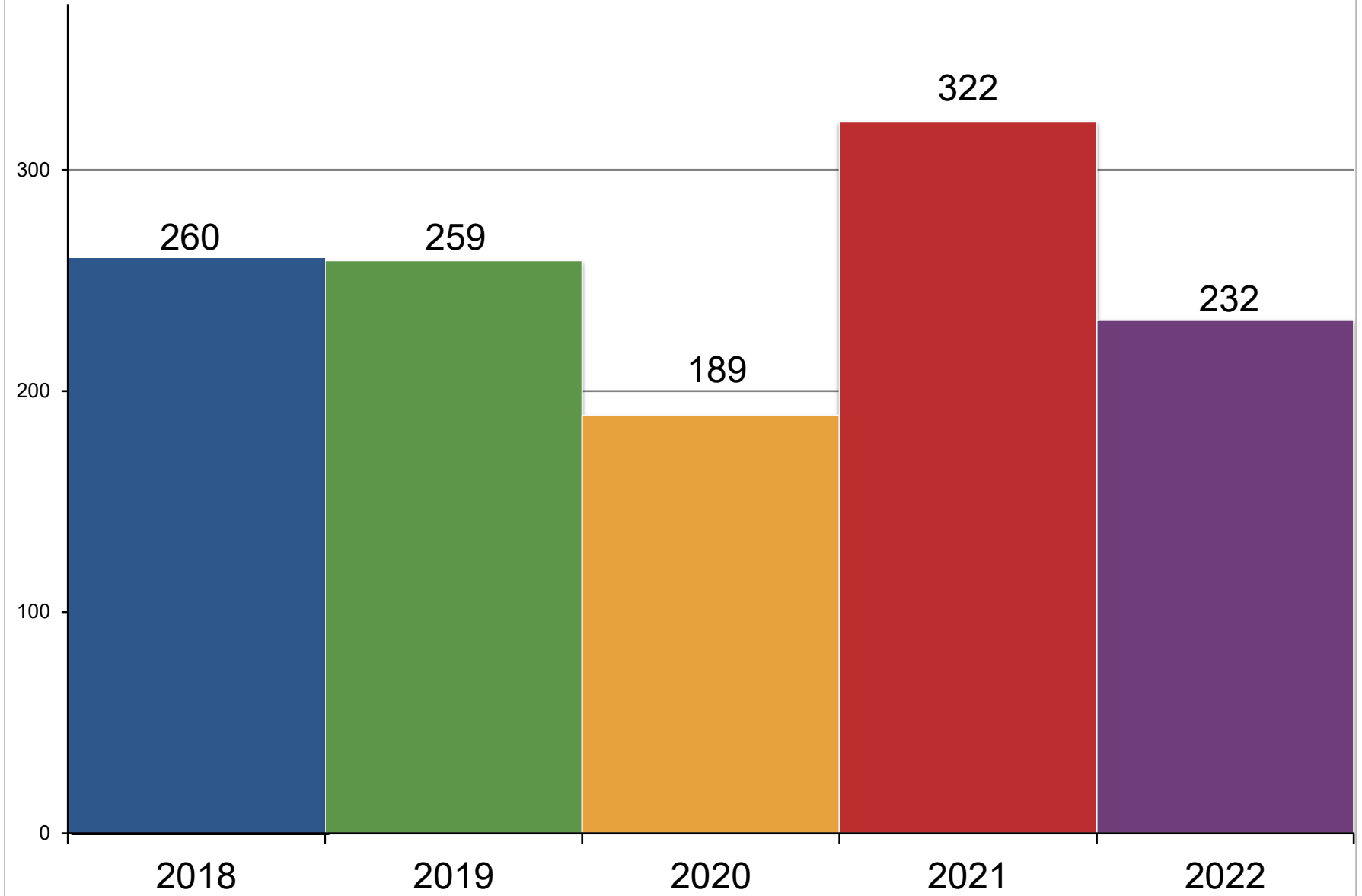
The average Continuous Market Time is **10**

CONDO STATISTICS

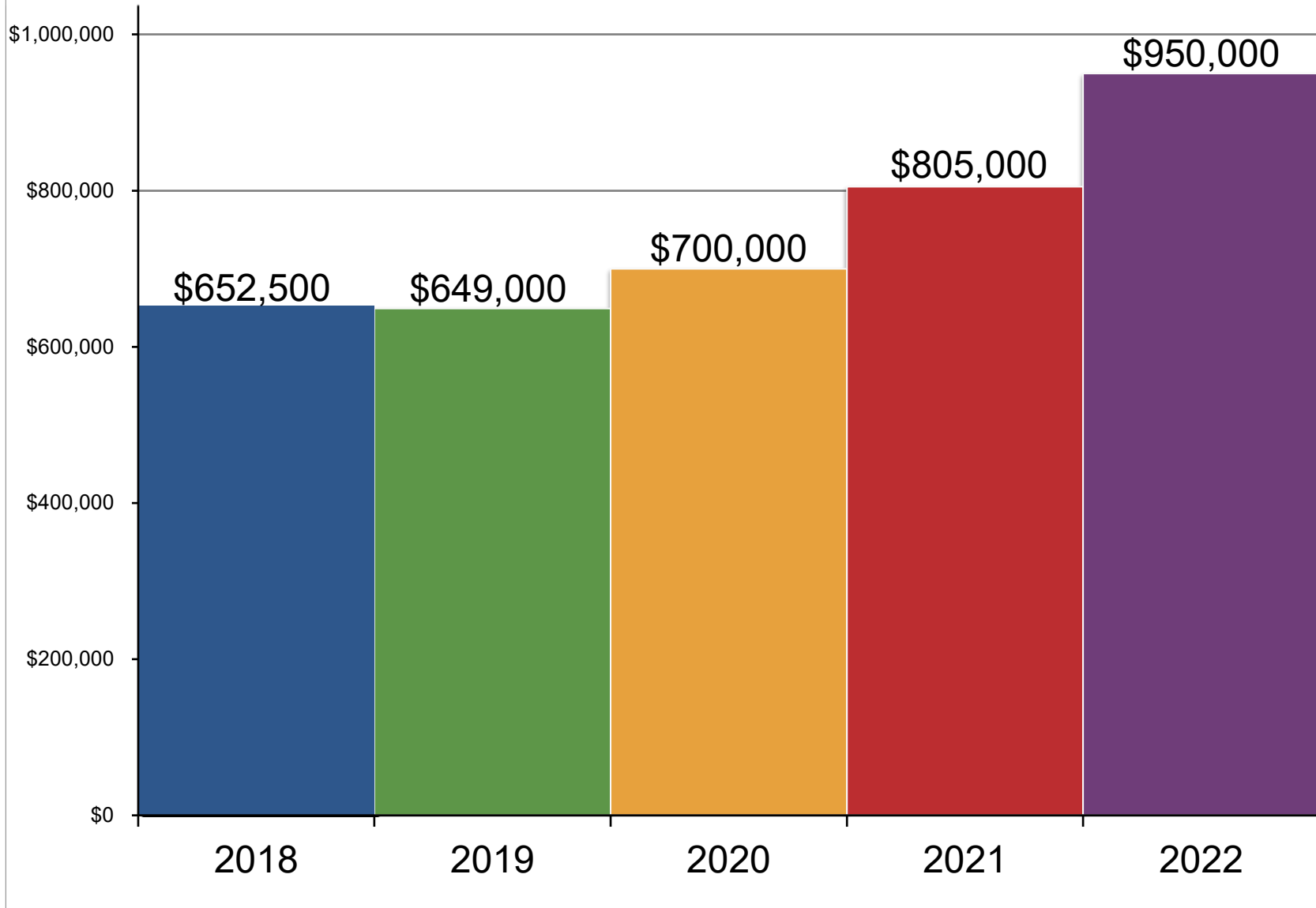
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

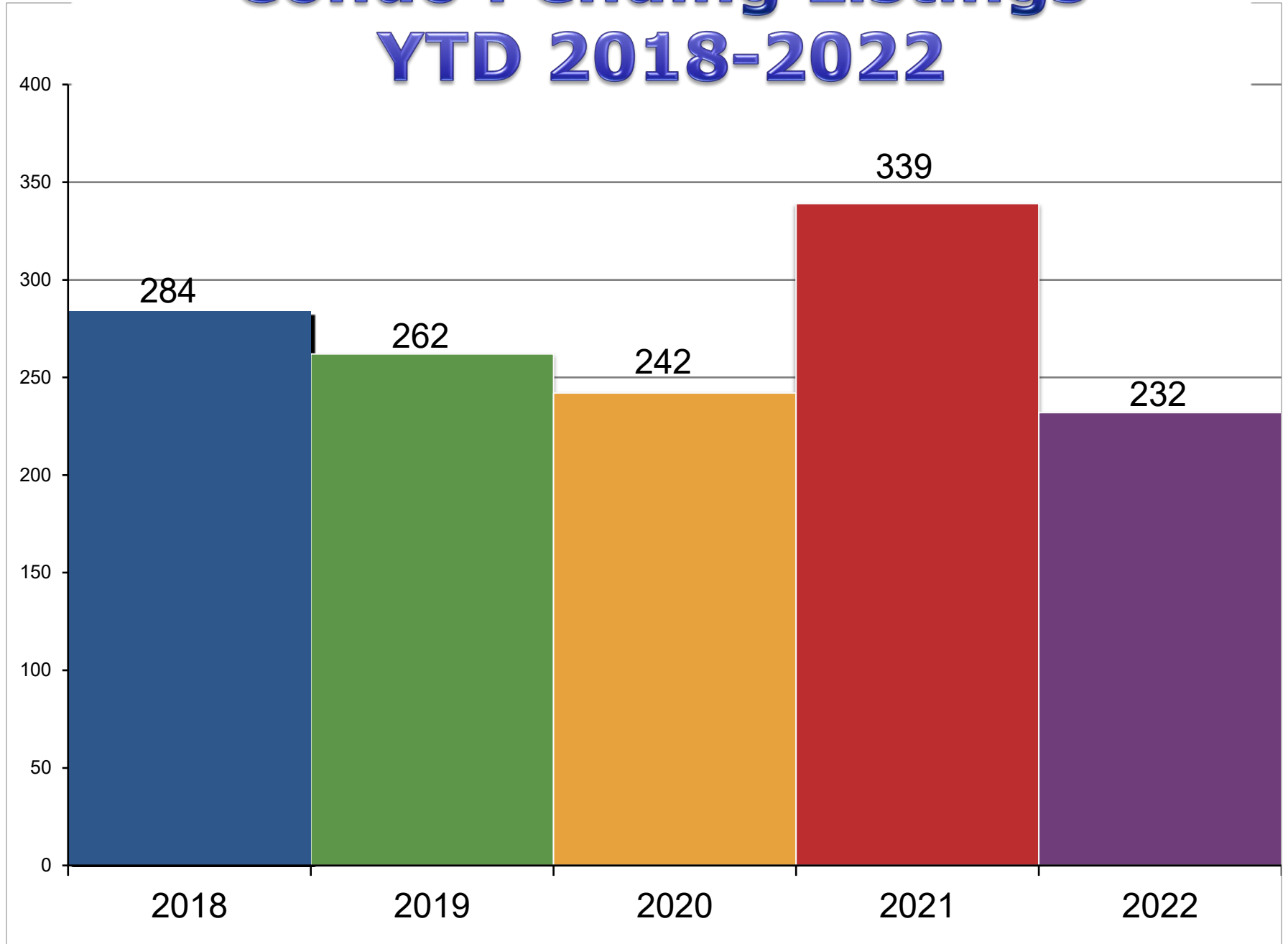
YTD 2018-2022



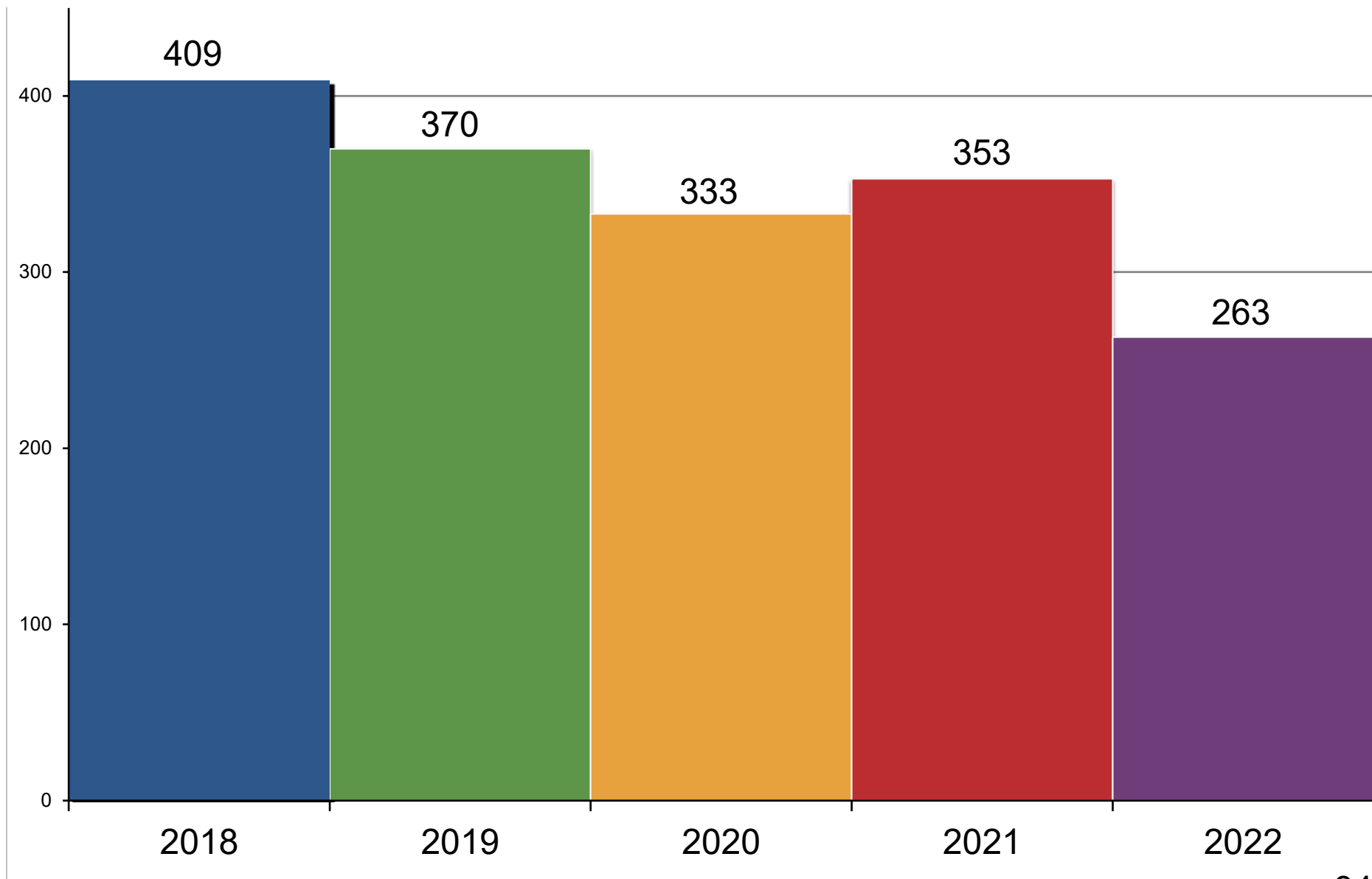
Condo Median Sales Price YTD 2018-2022



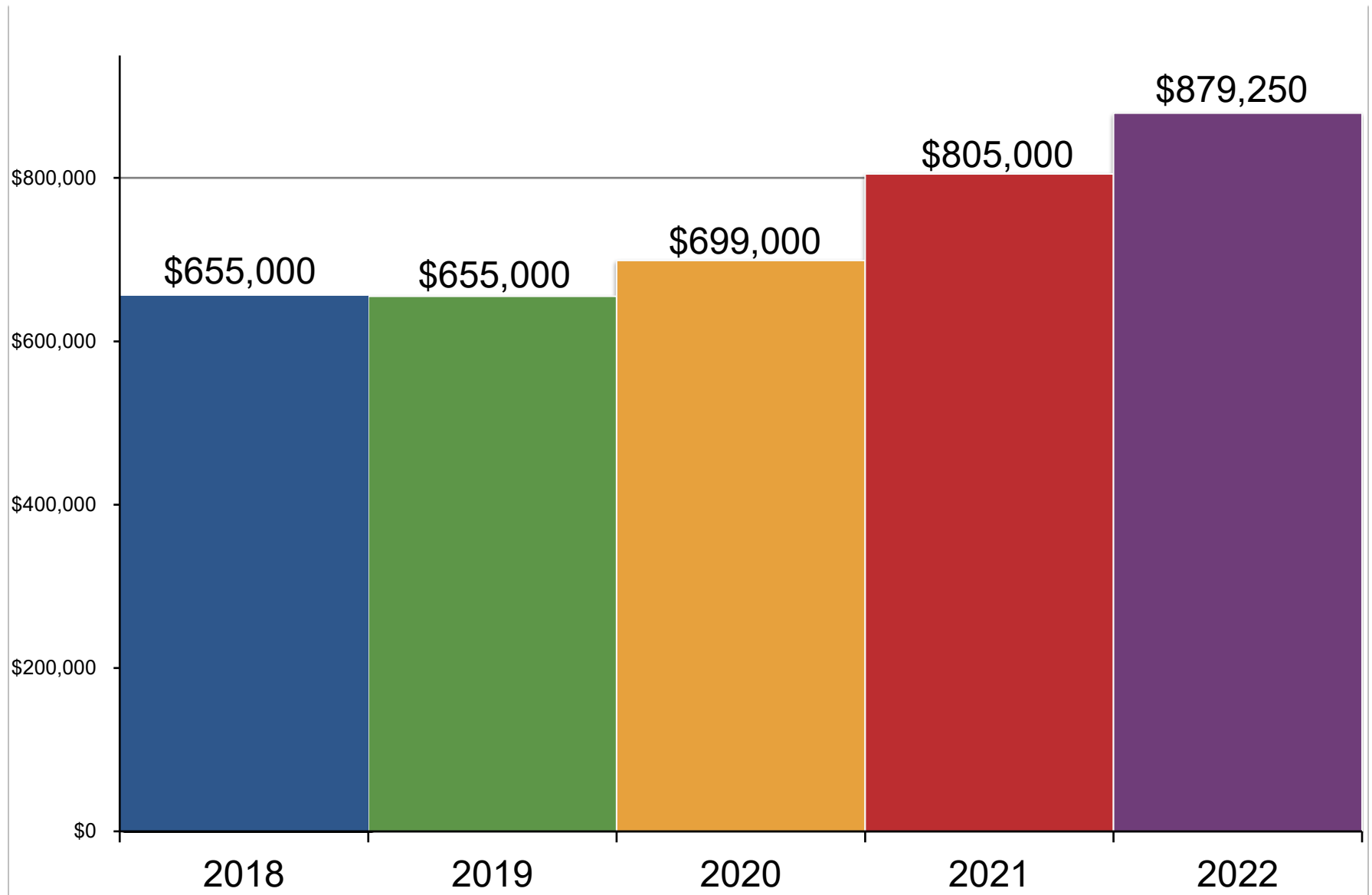
Condo Pending Listings YTD 2018-2022



Condo Active Listings YTD 2018-2022



Condo Median List Price YTD 2018-2022



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

ACTIVE and PENDING

Listings 2021 vs. 2022 ~ YTD

Total Active Listings

2021 ~ 353

DOWN



2022 ~ 263
-25.5%

New Listings

2021 ~ 353

DOWN



2022 ~ 270
-23.5%

Median List Price

2021 ~ \$775,000

UP



2022 ~ \$879,250
+13.5%

Properties that went into Escrow

2021 ~ 339

DOWN



2022 ~ 232
-31.6%

SOLD Properties

2021 vs. 2022 ~ YTD

Sold Properties

2021 ~ 322

2022 ~ 232

DOWN



-28%

Median Sold Price

2021 ~ \$805,000

2022 ~ \$950,000

UP



+18%

Median Sold Price w/o Montecito

2021 ~ \$763,500

2022 ~ \$910,000

UP



+19.2%

Average Sold Price

2021 ~ \$1,025,795

2022 ~ \$1,228,285

UP



+19.7%

Average Sold Price w/o Montecito

2021 ~ \$901,608

2022 ~ \$1,052,346

UP



+16.7%

Sold Volume

2021 ~ \$330,306,215

2022 ~ \$284,962,318

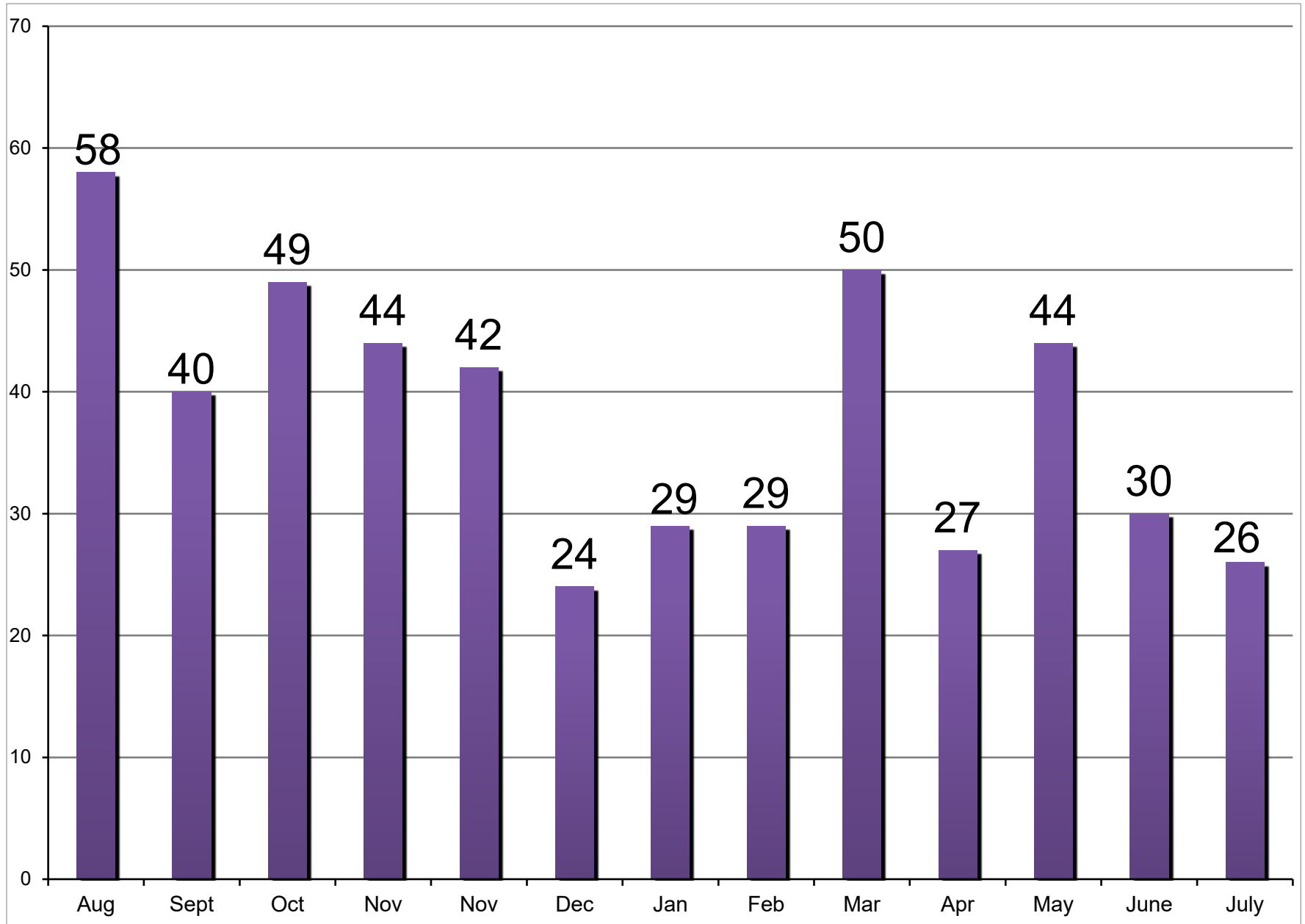
DOWN



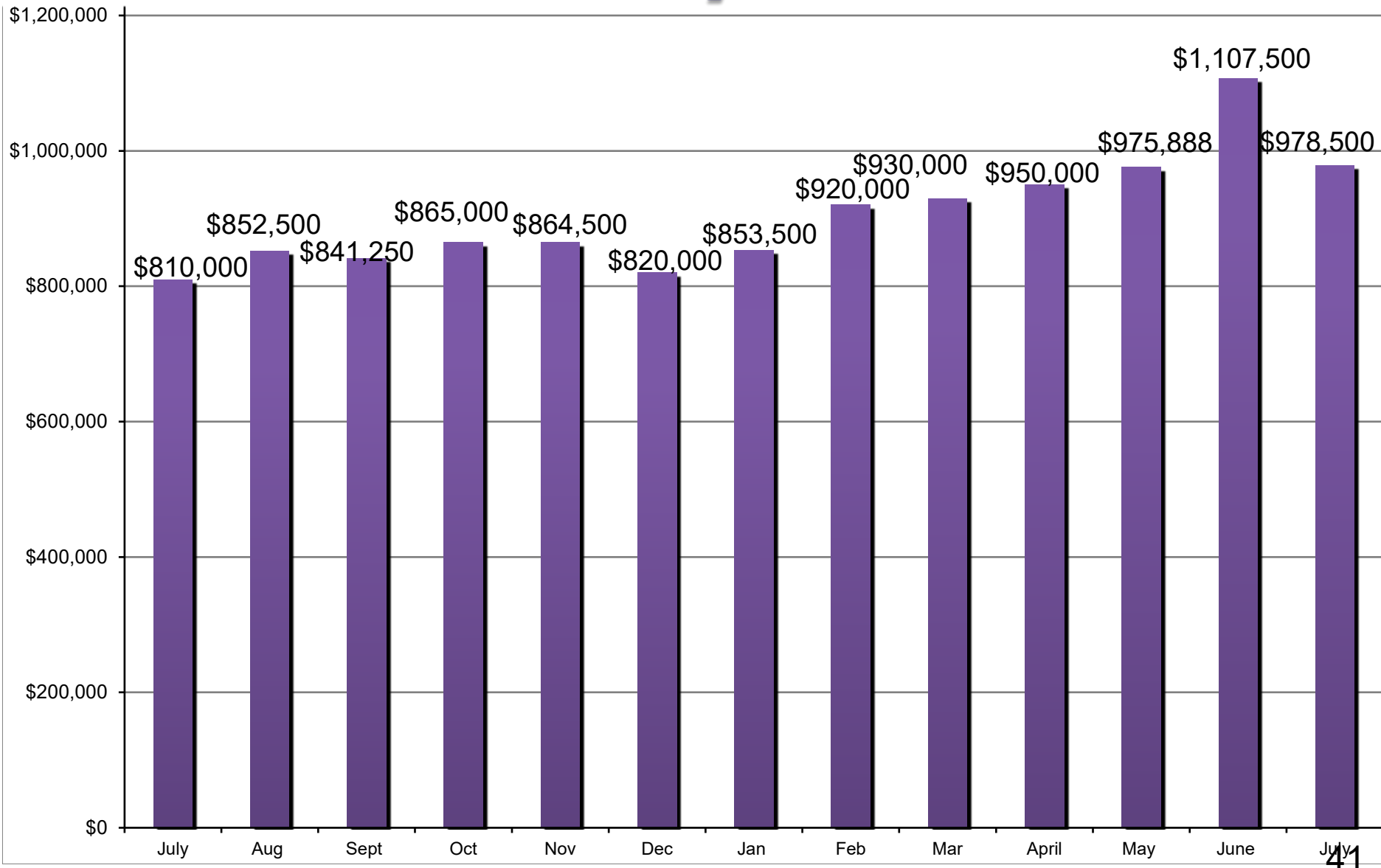
-13.7%

July 2021 to July 2022
Month by Month
for Condos
Districts 05-35

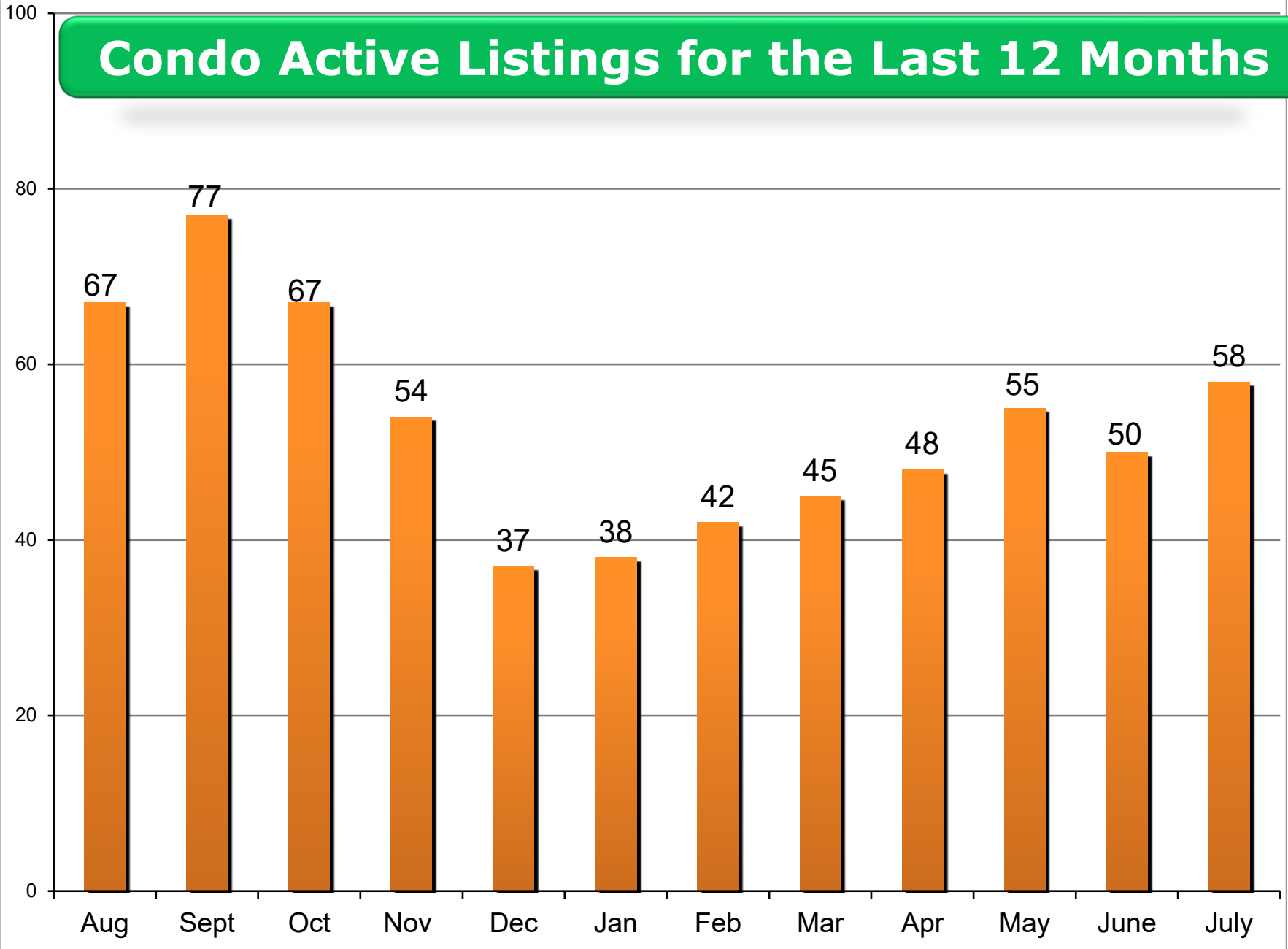
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

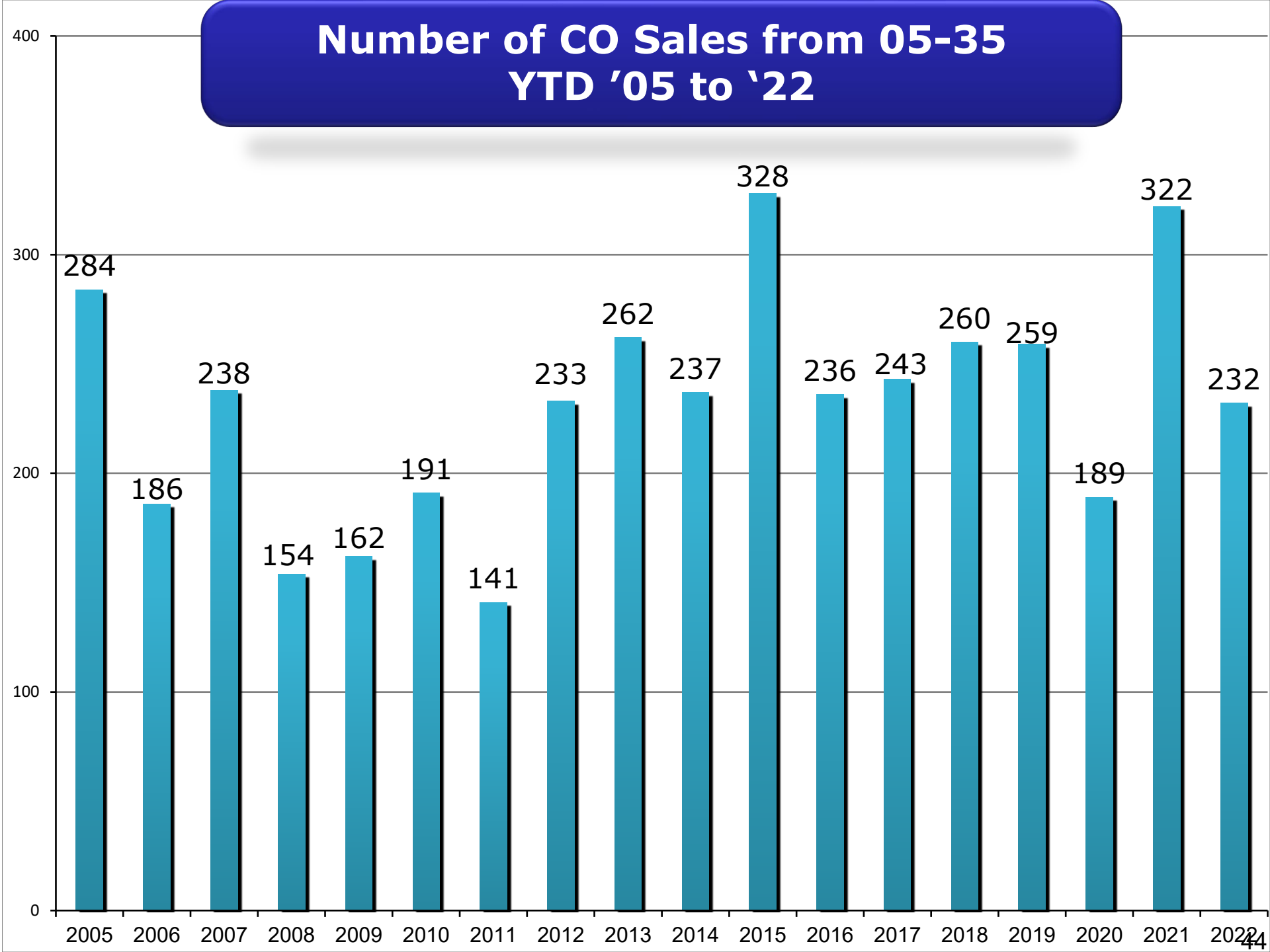


Condo Active Listings for the Last 12 Months

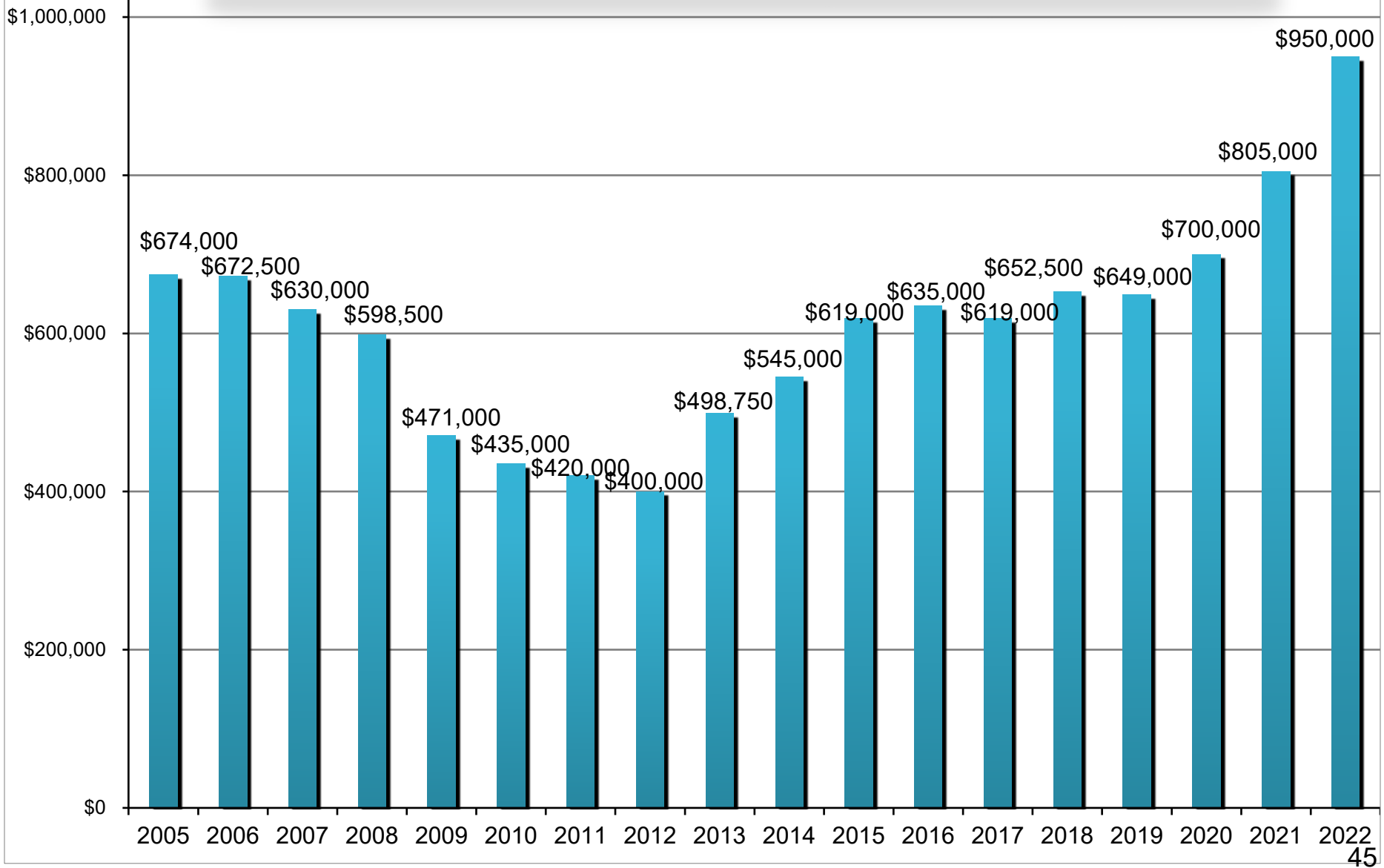


Perspective for Condos *2005-2022*

Number of CO Sales from 05-35 YTD '05 to '22



Median Sales Price of COs from 05-35 YTD '05 to '22



*All information compiled from the
Santa Barbara
Multiple Listing Service Data
on 8/5/2022*

Statistics Through July 2022