

# Monthly MLS Statistics

## FEBRUARY 2024



*Compiled Data from the  
Santa Barbara Multiple Listing Service  
as of 3/5/2024*

FEBRUARY 1 – FEBRUARY 29

# 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
<b>Sold</b>	54	\$231,074,000	\$2,285,000	\$4,279,148	36	44	\$220,743,009	\$2,232,500	\$4,087,833	95.53	93.24
<b>List/Sold</b>	8	\$31,795,000	\$3,445,000	\$3,974,375	68	68	\$31,693,500	\$3,479,250	\$3,961,687	99.68	90.83
<b>Co-Broker</b>	46	\$199,279,000	\$2,220,000	\$4,332,152	31	53	\$189,049,509	\$2,125,000	\$4,109,771	94.87	93.66
<b>New</b>	82	\$406,929,000	\$2,795,000	\$4,962,548	12	22					
<b>Pending</b>	65	\$263,485,999	\$2,199,000	\$4,053,630	25	42					
<b>Withdrawn</b>	11	\$70,723,900	\$3,695,000	\$6,429,445	106	107					
<b>Cancelled</b>	5	\$23,678,000	\$3,699,000	\$4,735,600	99	164					
<b>Expired</b>	10	\$105,082,000	\$3,399,000	\$10,508,200	162	162					
<b>Back On Market</b>	14	\$61,914,900	\$3,050,000	\$4,422,492	105	142					
<b>Extended</b>	25	\$119,555,000	\$2,850,000	\$4,782,200	98	106					
<b>Active In Range</b>	217	\$1,453,130,898	\$3,495,000	\$6,696,455	64	81					
<b>Current Active</b>	129	\$1,108,367,899	\$4,200,000	\$8,591,999	101	128					

# Previous Year Comparison

## Home Estate/PUD

### FEBRUARY 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
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### FEBRUARY 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	49	\$158,174,990	\$2,200,000	\$3,228,061	30	35	\$154,119,216	\$2,300,000	\$3,145,290	97.44	95.61
Pending	63	\$183,082,300	\$1,990,000	\$2,906,068	36	44					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$950,000-\$999,999	3	6	101
\$1,200,000-\$1,299,999	1	7	7
\$1,300,000-\$1,399,999	6	6	6
\$1,400,000-\$1,499,999	2	86	151
\$1,500,000-\$1,599,999	2	14	14
\$1,600,000-\$1,699,999	3	36	36
\$1,700,000-\$1,799,999	4	33	33
\$1,900,000-\$1,999,999	1	15	15
\$2,000,000-\$2,249,999	5	24	57

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,250,000-\$2,499,999	5	37	37
\$2,500,000-\$2,749,999	4	105	105
\$2,750,000-\$2,999,999	2	8	8
\$3,000,000-\$3,249,999	1	102	102
\$3,500,000-\$3,749,999	1	11	11
\$3,750,000-\$3,999,999	1	6	6
\$4,000,000-\$4,249,999	1	8	8
\$4,250,000-\$4,499,999	1	17	17
\$4,750,000-\$4,999,999	1	1	1
\$5,000,000+	10	56	103

# Sold Listings

The average price for the **54** properties is **\$4,087,833**

The highest price is **\$36,800,000**

**875/885 Park Lane**

The median price is **\$2,232,500**

**316 W Arrellaga Street**

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

The average Market Time is **36**

The average Continuous Market Time is **55**

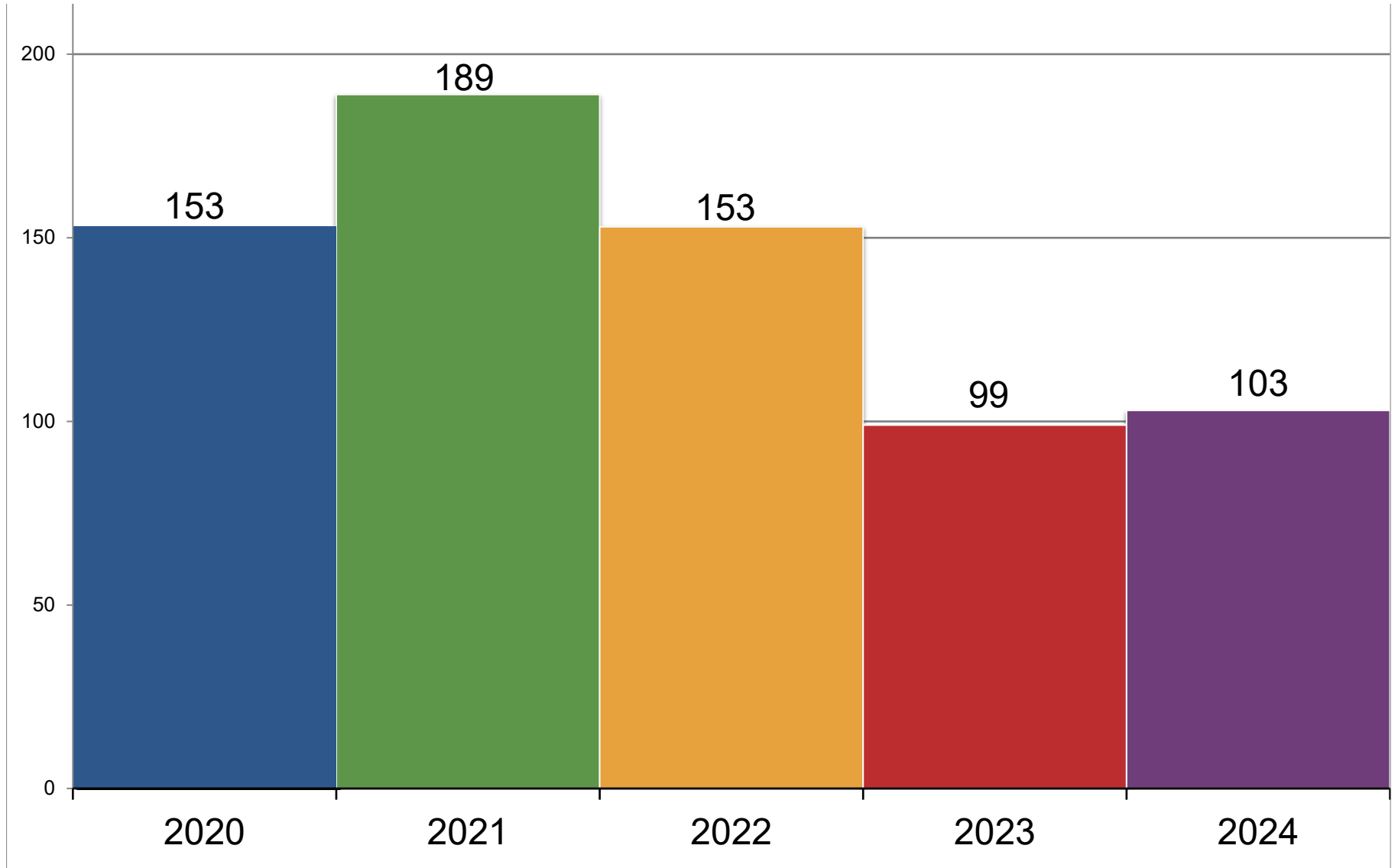
# HOME ESTATE & PUD

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

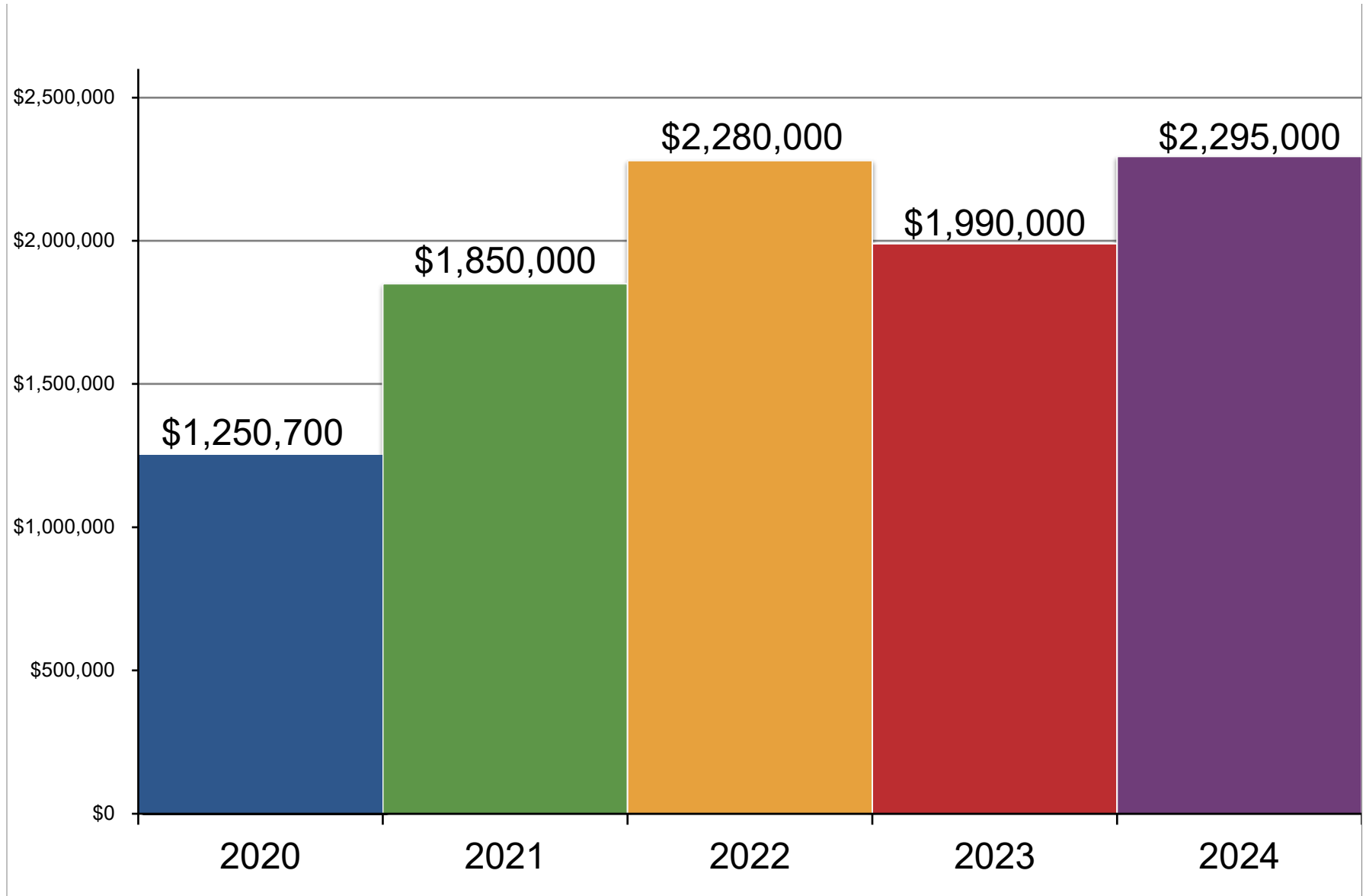


# HE/PU Sales

## YTD 2020 – 2024

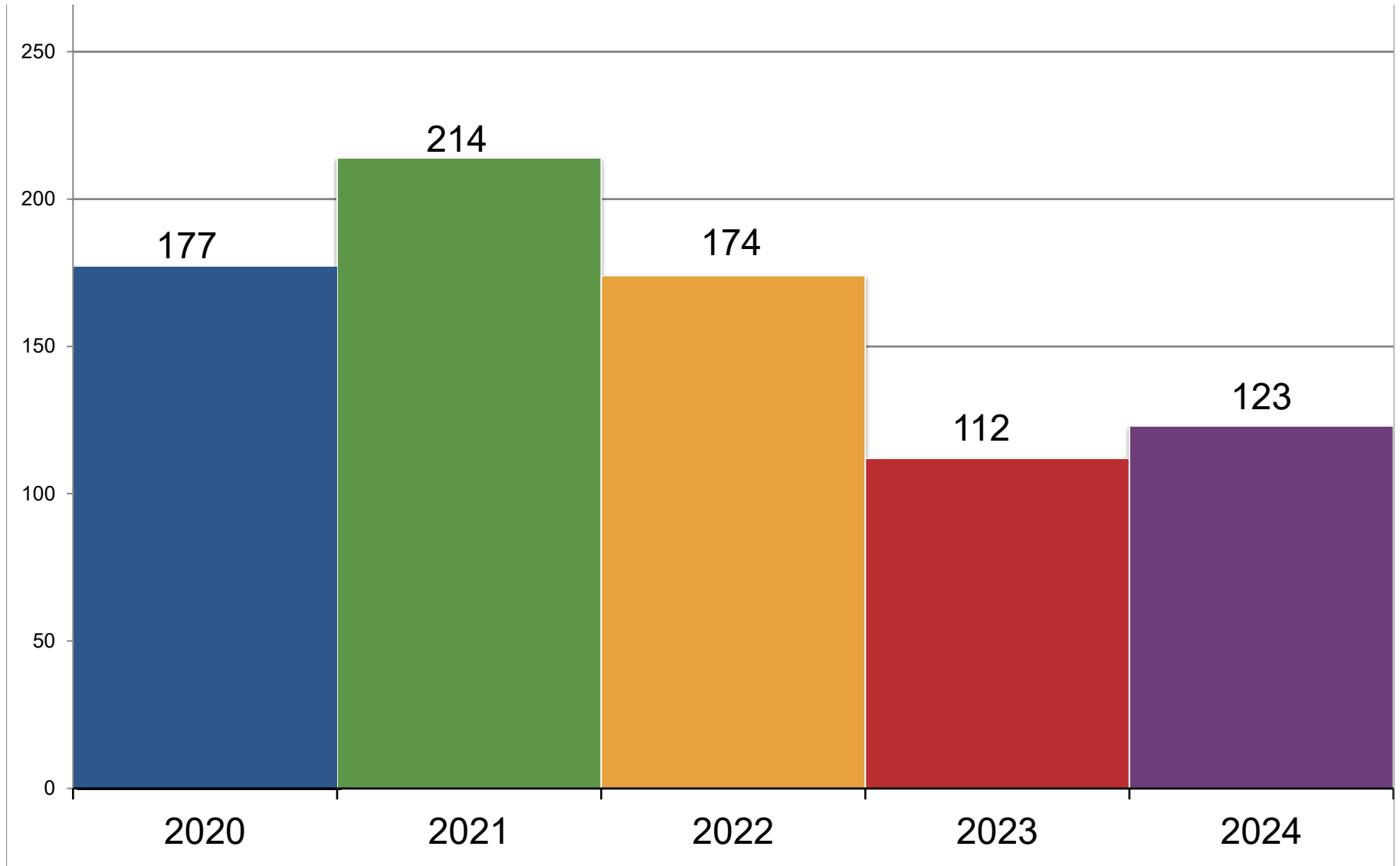


# HE/PU Median Sales Price YTD 2020 – 2024



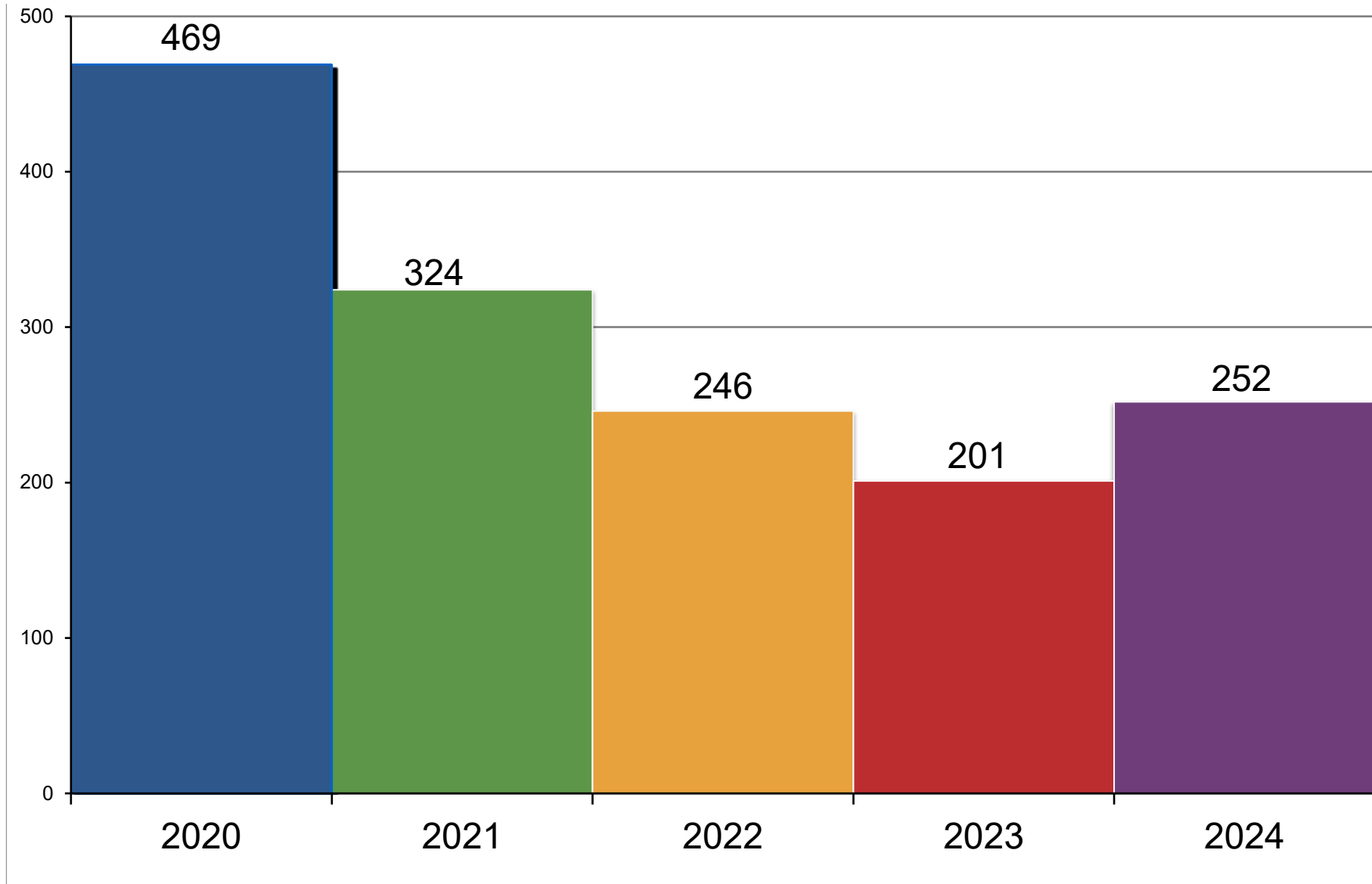
# HE/PU Pending Sales

## YTD 2020 – 2024



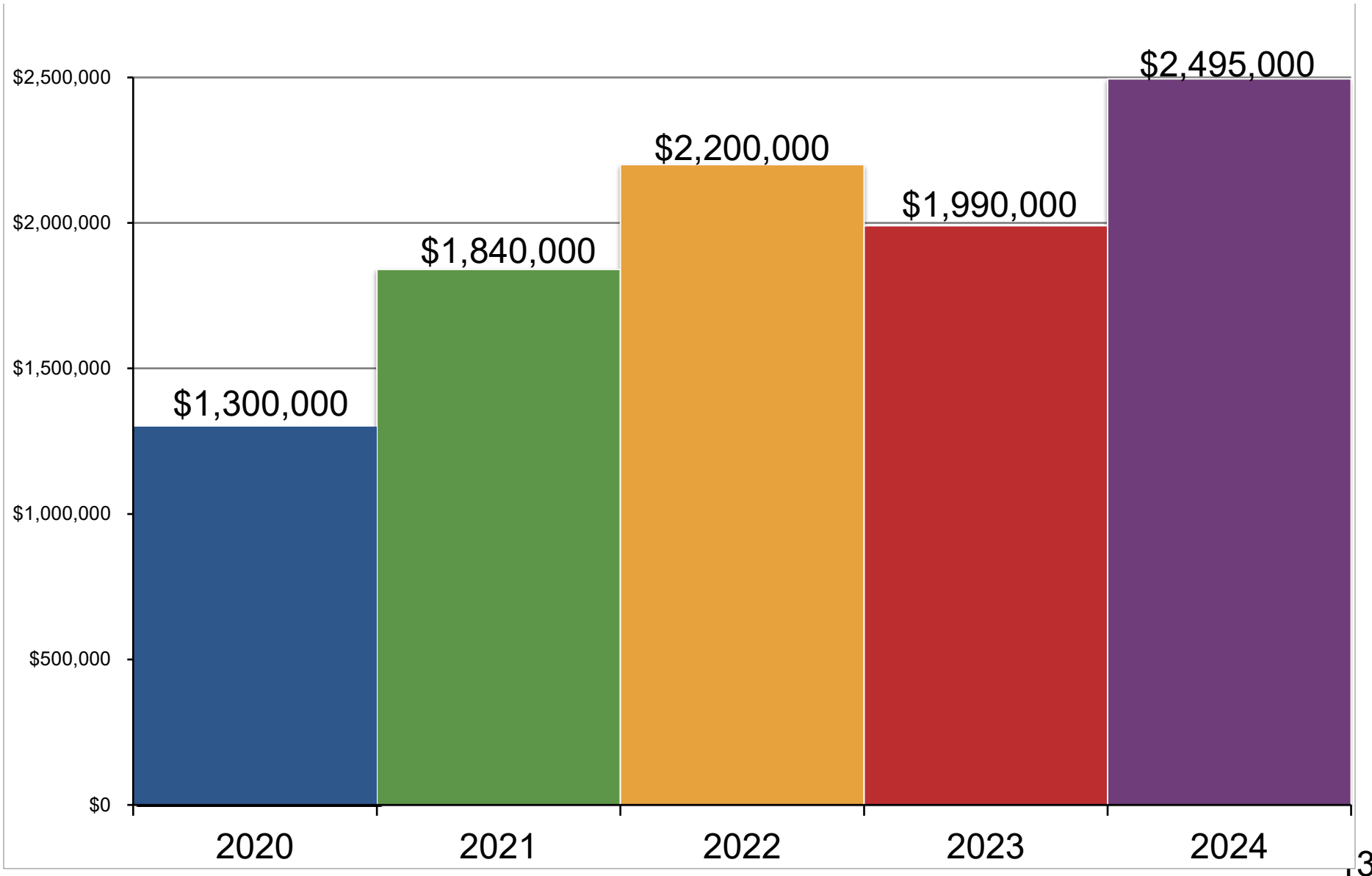
# HE/PU Active Listings

## YTD 2020 – 2024



# HE/PU Median List Price

## YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 201

2024 ~ 252

UP



+25.4%

### New Listings

2023 ~ 144

2024 ~ 172

UP



+19.4%

### Median List Price

2023 ~ \$1,995,000

2024 ~ \$2,495,000

UP



+25.1%

### Properties that went into Escrow

2023 ~ 112

2024 ~ 123

UP



+9.8%

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 99

UP



+4%

2024 ~ 103

### Median Sales Price

2023 ~ \$1,990,000

UP



+15.3%

2024 ~ \$2,295,000

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

2023 ~ \$1,575,000

UP



+10.7%

2024 ~ \$1,743,136

### Average Sold Price

2023 ~ \$3,224,800

UP



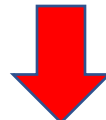
+11.4%

2024 ~ \$3,591,274

### Average Sold Price w/o Hope Ranch/Montecito

2023 ~ \$2,285,772

DOWN



-8.5%

2024 ~ \$2,092,158

### Sold Volume

2023 ~ \$319,255,203

UP



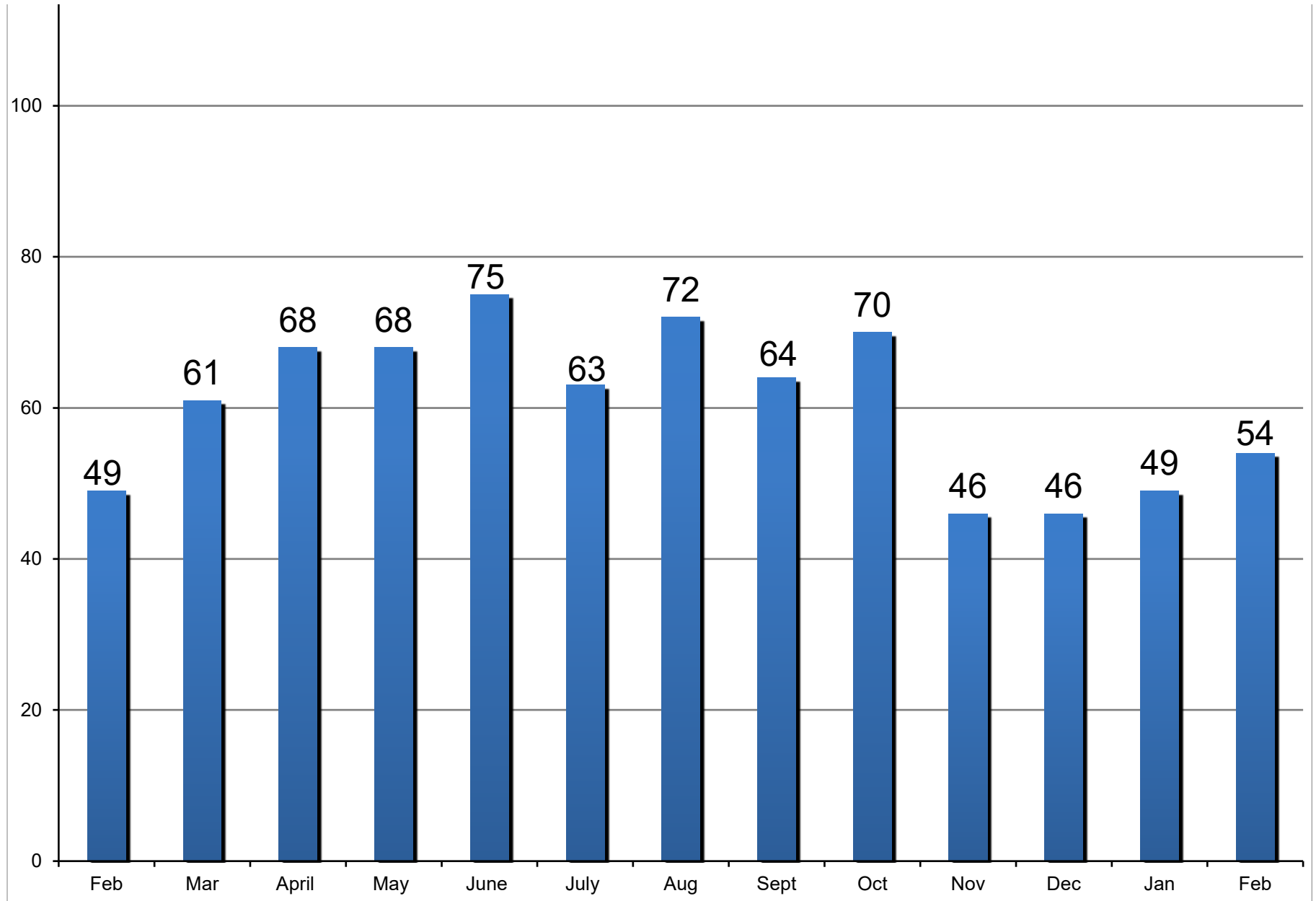
+15.9%

2024 ~ \$369,901,233

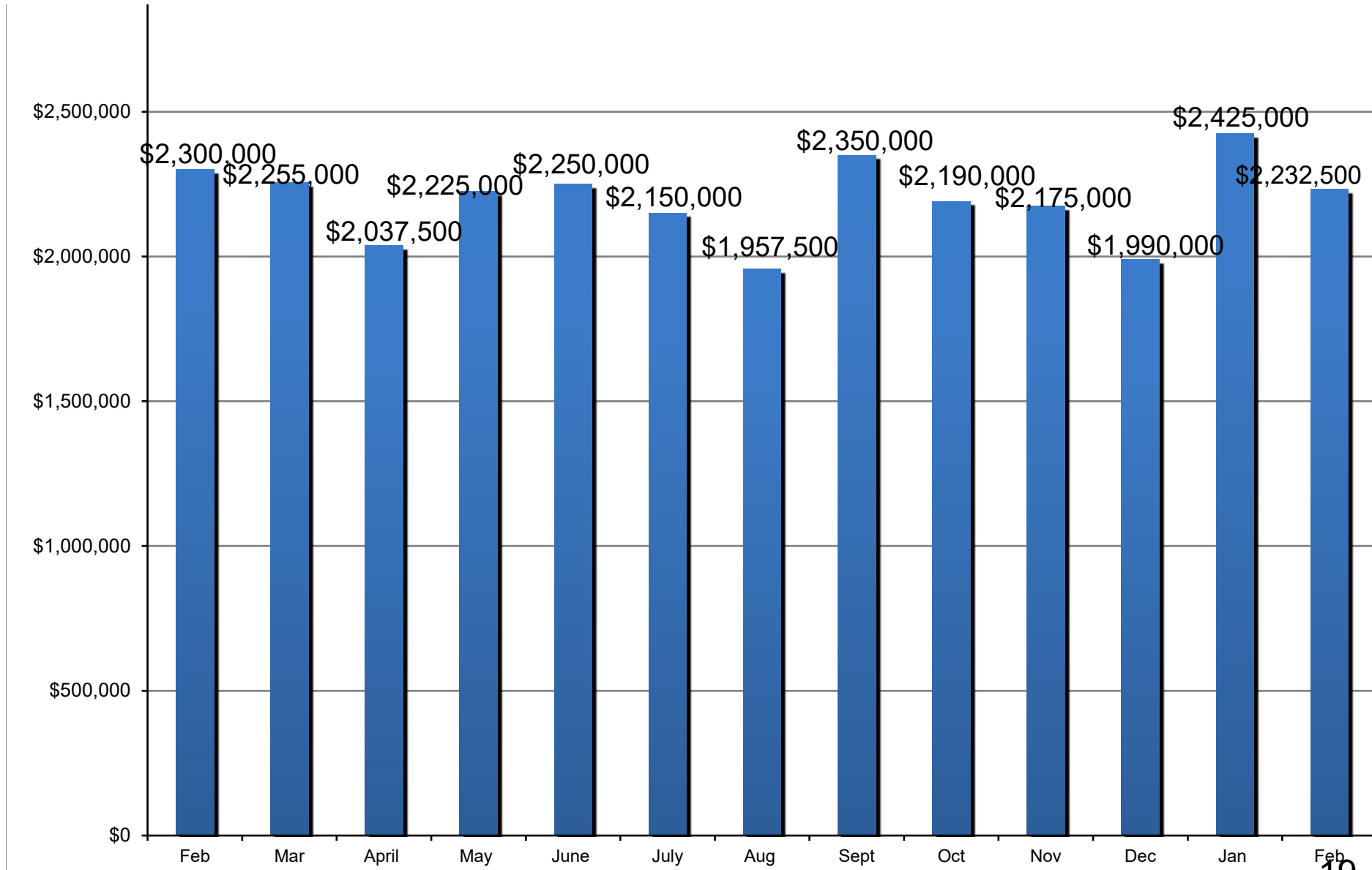


**February 2023 to February 2024**  
**Month by Month**  
**Home Estate/PUD**  
**Districts 05-35**

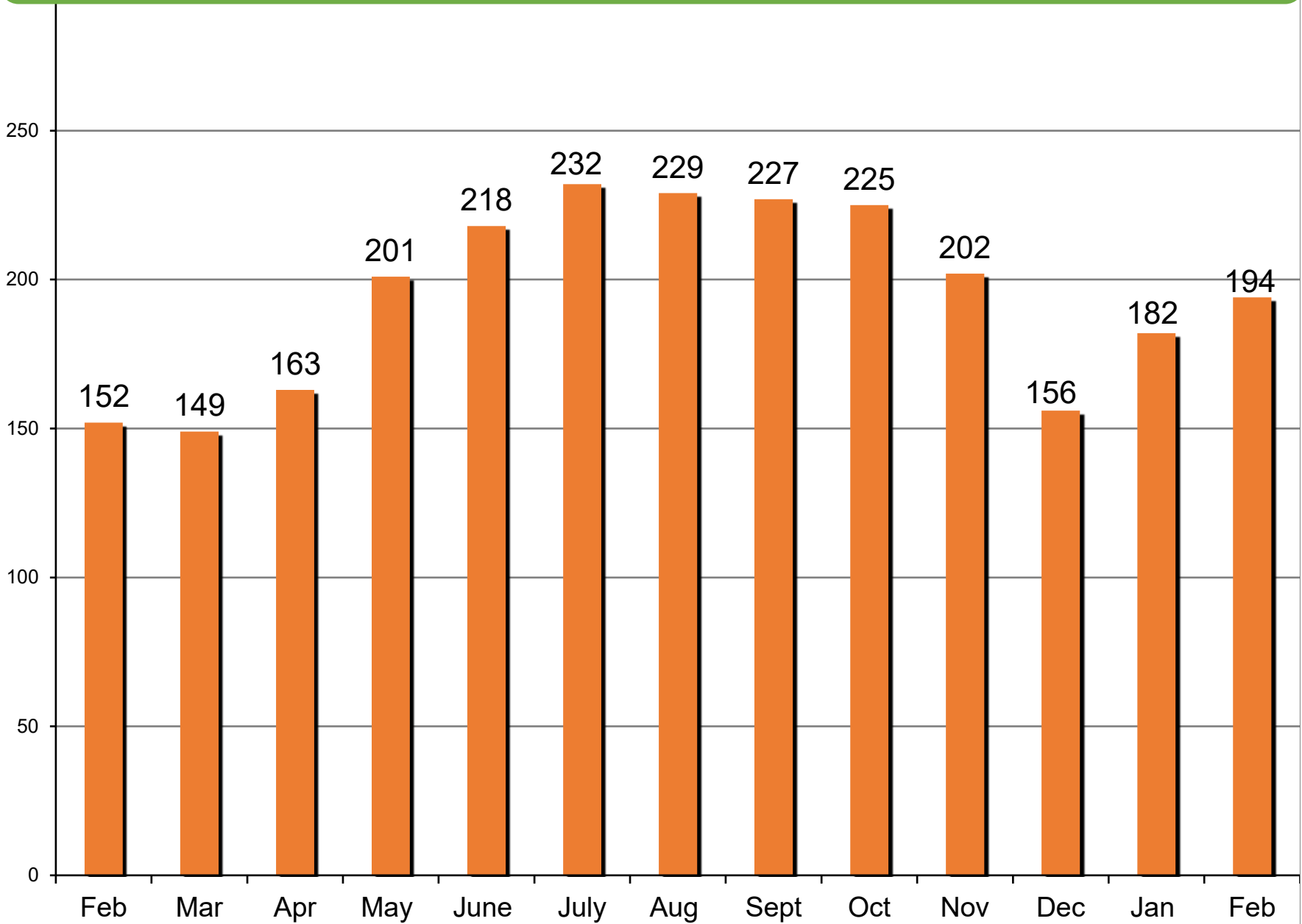
# HE/PU Sales – Month by Month



# HE/PU Median Sales Price Month by Month



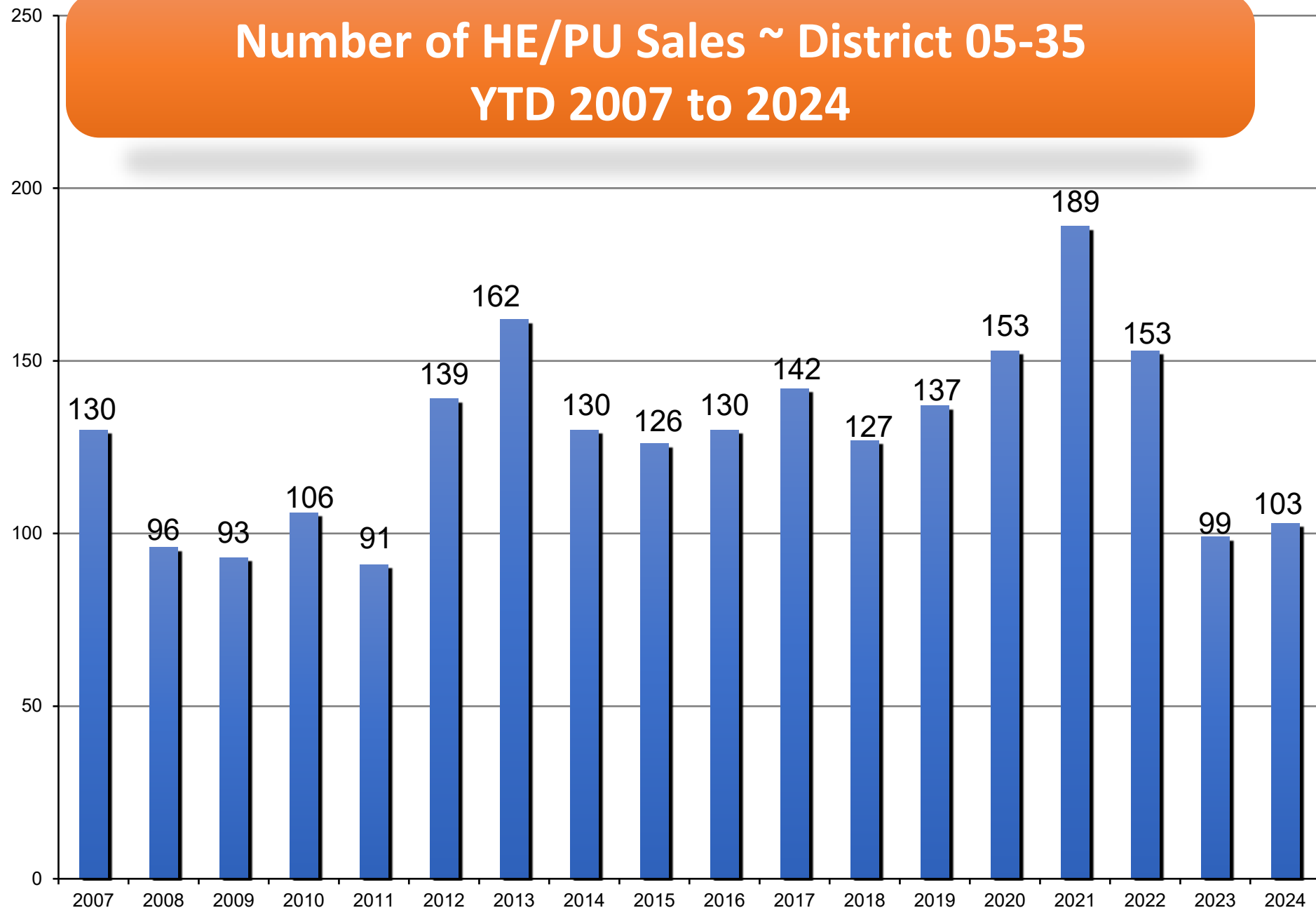
# HE/PU Active Listings for the Last 12 Months



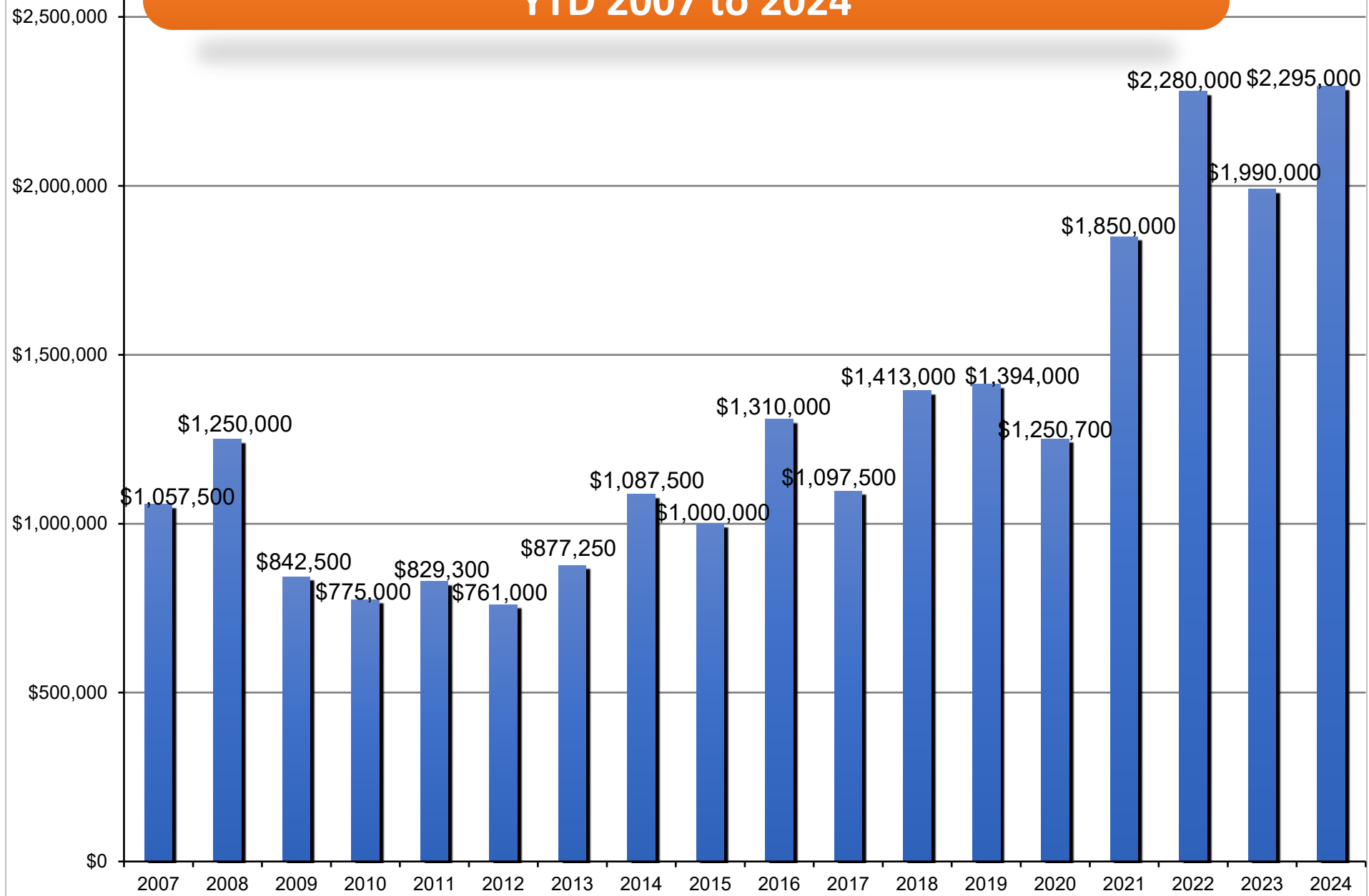
# Perspective for Home Estates & PUDs 2007 – 2024

# 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



FEBRUARY 1 – FEBRUARY 29

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	24	\$24,448,999	\$950,000	\$1,018,708	32	35	\$24,415,625	\$937,500	\$1,017,317	99.86	97.60
List/Sold	6	\$6,229,000	\$1,007,000	\$1,038,166	17	32	\$6,314,100	\$1,049,550	\$1,052,350	101.37	99.76
Co-Broker	18	\$18,219,999	\$950,000	\$1,012,222	37	37	\$18,101,525	\$912,500	\$1,005,640	99.35	96.86
New	22	\$26,650,921	\$947,500	\$1,211,405	13	11					
Pending	26	\$28,532,920	\$924,500	\$1,097,420	44	49					
Withdrawn	2	\$3,290,000	\$1,645,000	\$1,645,000	56	56					
Cancelled	1	\$1,400,000	\$1,400,000	\$1,400,000	86	86					
Expired	0	\$0	\$0	\$0	0	0					
Back On Market	0	\$0	\$0	\$0	0	0					
Extended	8	\$8,270,999	\$995,000	\$1,033,874	110	110					
Active In Range	61	\$86,925,920	\$1,210,000	\$1,425,015	38	42					
Current Active	30	\$45,603,000	\$1,385,000	\$1,520,100	73	82					

# Previous Year Comparison

## CONDOS

### February 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	24	\$24,448,999	\$950,000	\$1,018,708	32	35	\$24,415,625	\$937,500	\$1,017,317	99.86	97.60
Pending	26	\$28,532,920	\$924,500	\$1,097,420	44	49					

### February 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	16	\$18,324,000	\$985,000	\$1,145,250	60	72	\$18,649,350	\$992,500	\$1,165,584	101.78	99.60
Pending	25	\$29,376,000	\$1,049,000	\$1,175,040	60	64					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$550,000-\$599,999	2	7	7
\$750,000-\$799,999	3	6	6
\$800,000-\$849,999	2	7	7
\$850,000-\$899,999	2	29	29
\$900,000-\$949,999	3	96	96
\$950,000-\$999,999	3	50	50
\$1,000,000-\$1,099,999	2	5	49

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,300,000-\$1,399,999	3	60	60
\$1,400,000-\$1,499,999	1	7	7
\$1,500,000-\$1,599,999	1	10	10
\$1,600,000-\$1,699,999	1	11	11

# Sold Listings

The average price for the **24** properties is **\$1,017,317**

The highest price is **\$1,657,525**

**651 Verde Mar Drive A**

The median price is **\$937,500**

The lowest price is **\$550,000**

**45 Dearborn Place #43**

The average Market Time is **32**

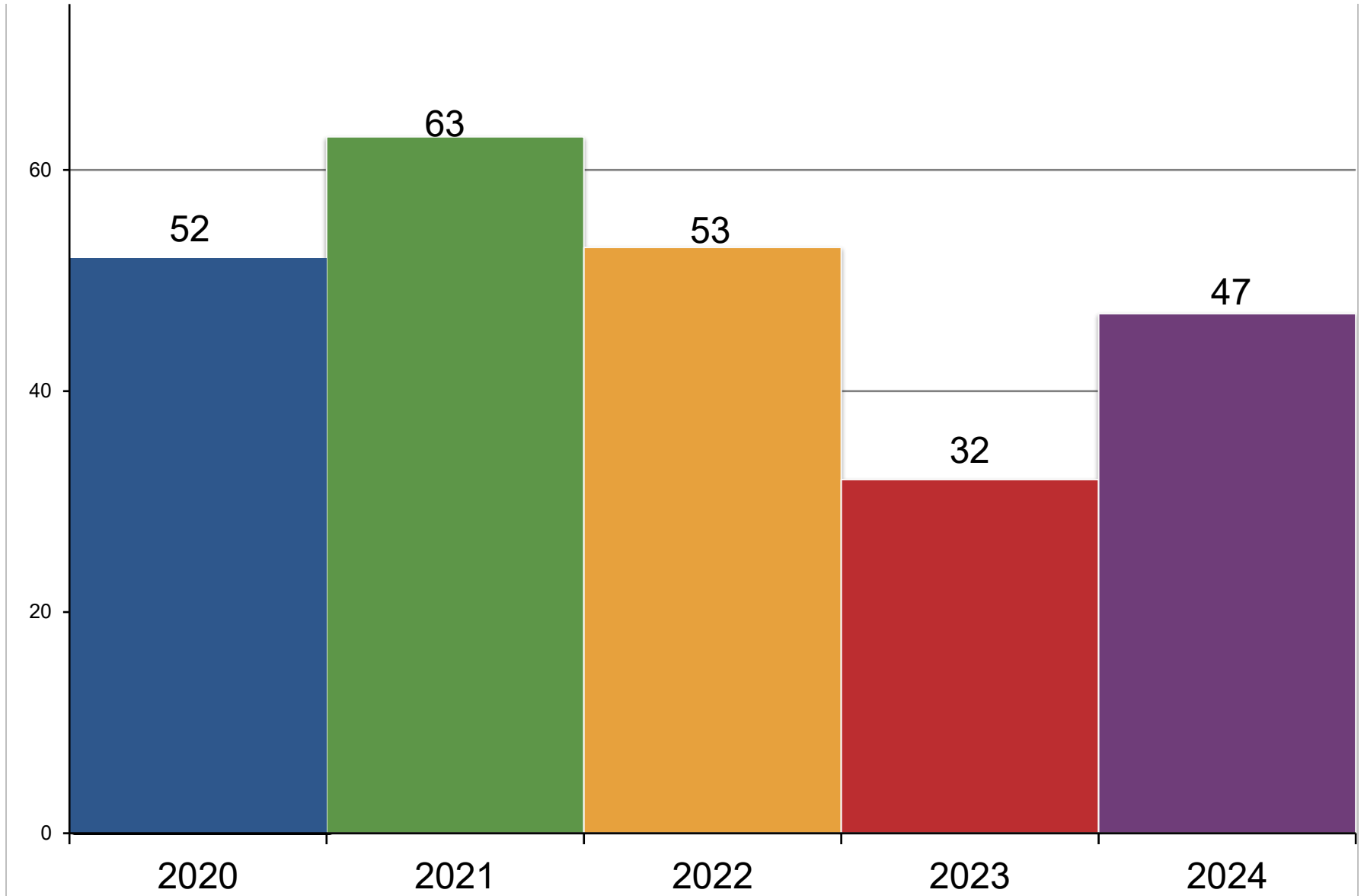
The average Continuous Market Time is **35**

# CONDO STATISTICS

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

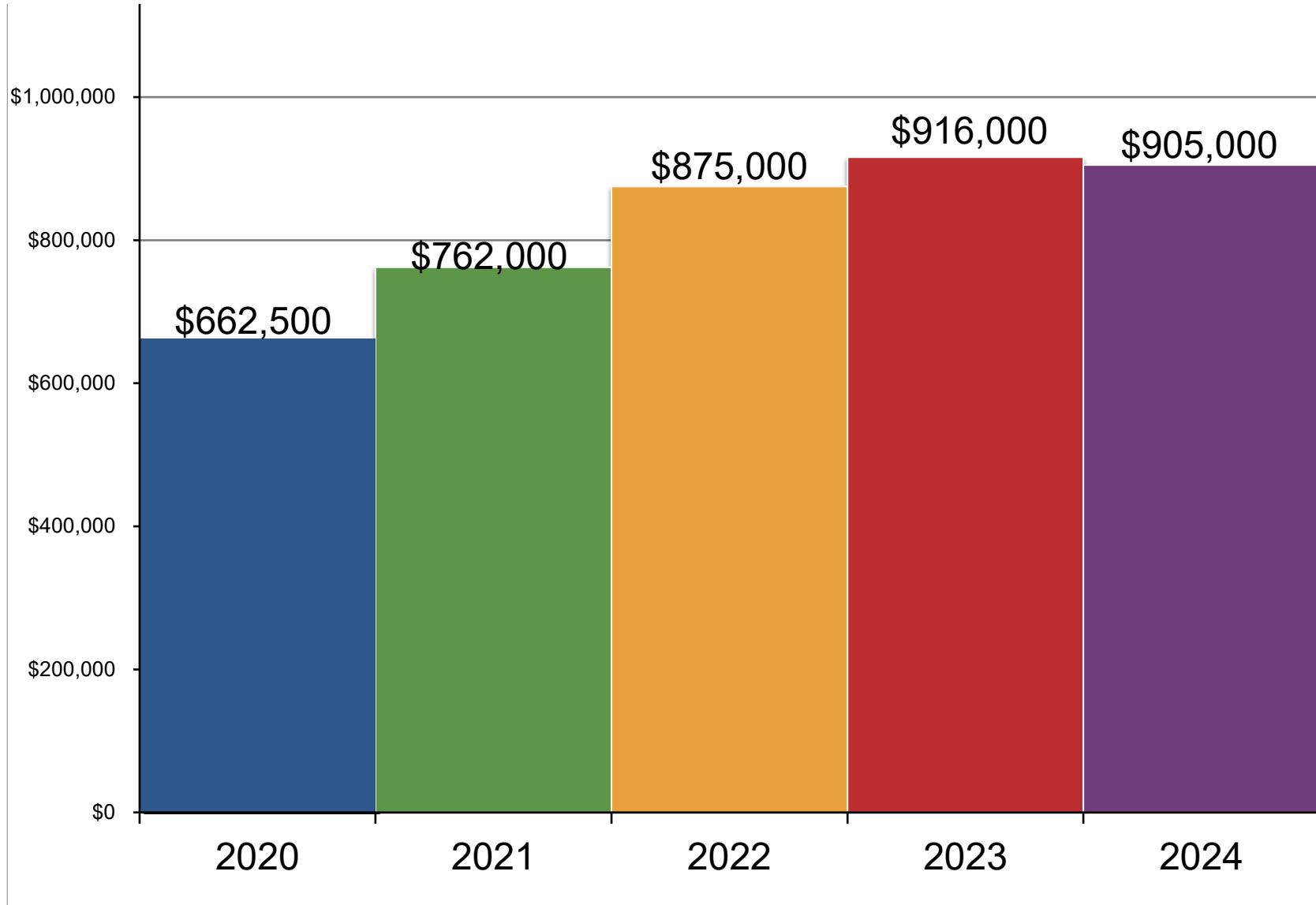
# Condo Sales

## YTD 2020 – 2024



# Condo Median Sales Price

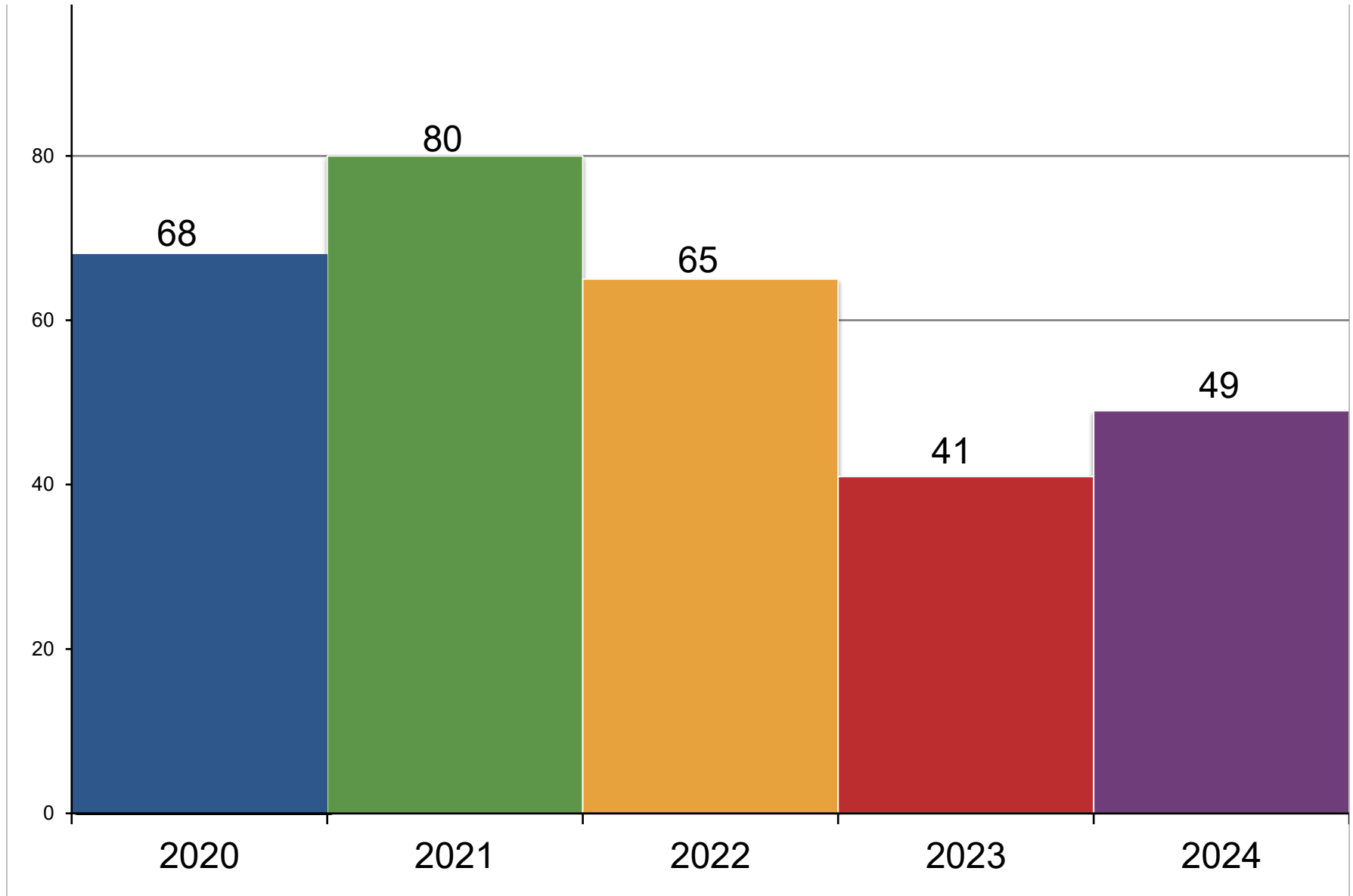
## YTD 2020 – 2024





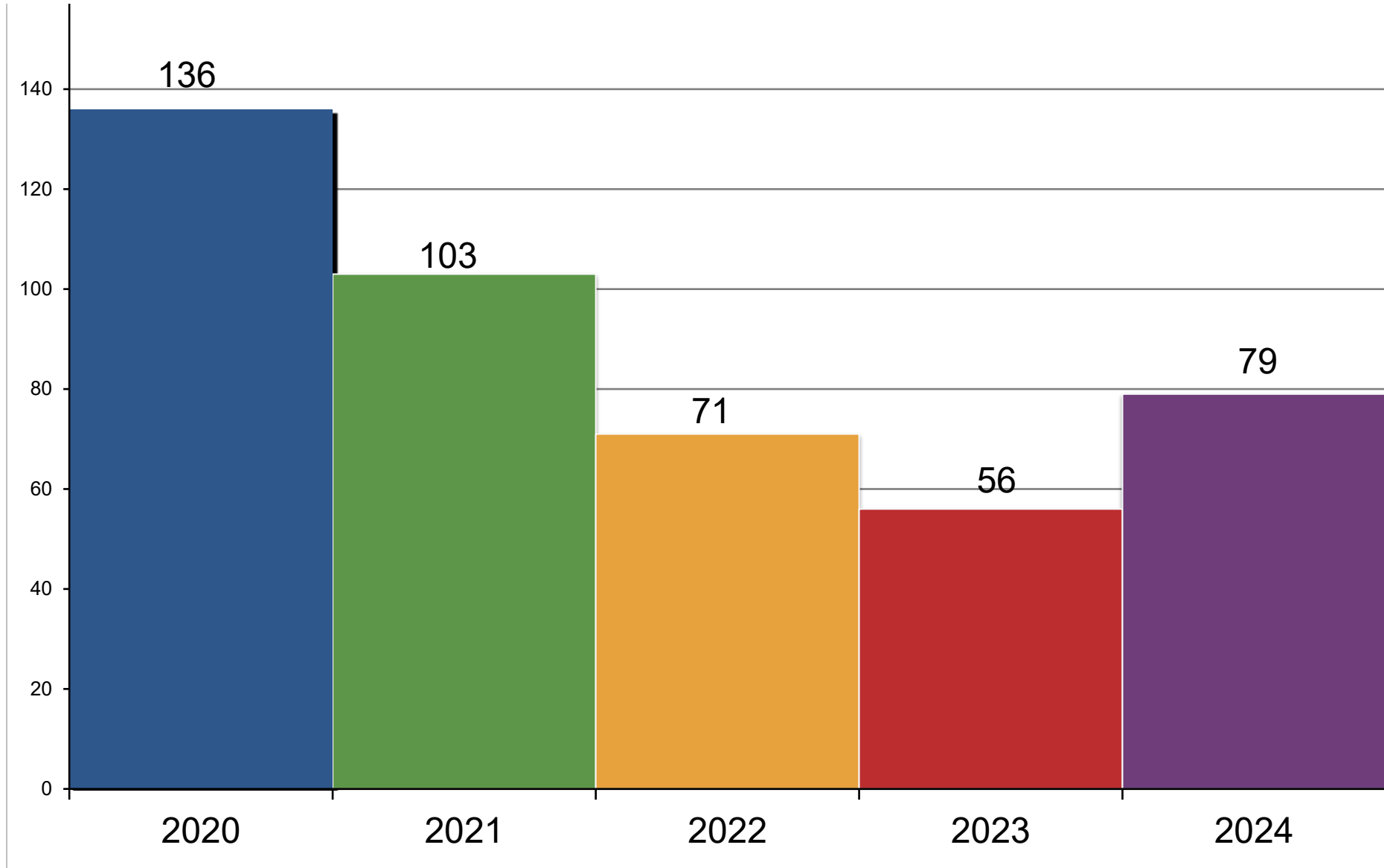
# Condo Pending Sales

## YTD 2020 – 2024



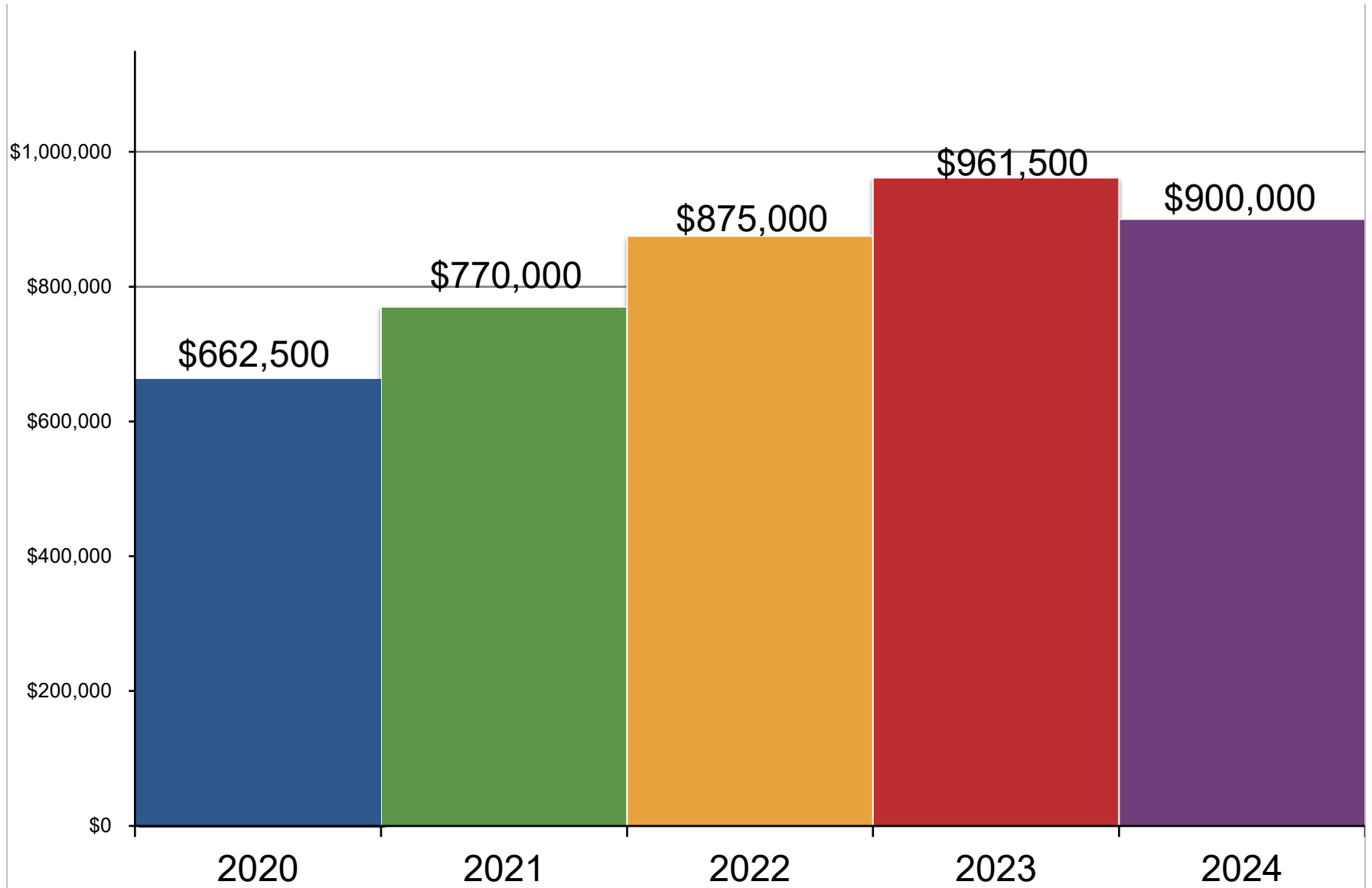
# Condo Active Listings

## YTD 2020 – 2024



# Condo Median List Price

## YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 56


2024 ~ 79

UP  +41.1%

### New Listings

2023 ~ 42

2024 ~ 60

UP  +42.9%

### Median List Price

2023 ~ \$961,500


2024 ~ \$900,000

DOWN  -6.4%

### Properties that went into Escrow

2023 ~ 41

2024 ~ 49

UP  +19.5%

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 32

UP



+46.9%

2024 ~ 47

### Median Sales Price

2023 ~ \$916,000

DOWN



-1.2%

2024 ~ \$905,000

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

2023 ~ \$916,000

DOWN



-1.2%

2024 ~ \$905,000

### Average Sold Price

2023 ~ \$1,090,938

DOWN



-9%

2024 ~ \$992,672

### Average Sold Price w/o Hope Ranch/Montecito

2023 ~ \$1,090,938

DOWN



-9%

2024 ~ \$992,672

### Sold Volume

2023 ~ \$34,910,030

UP

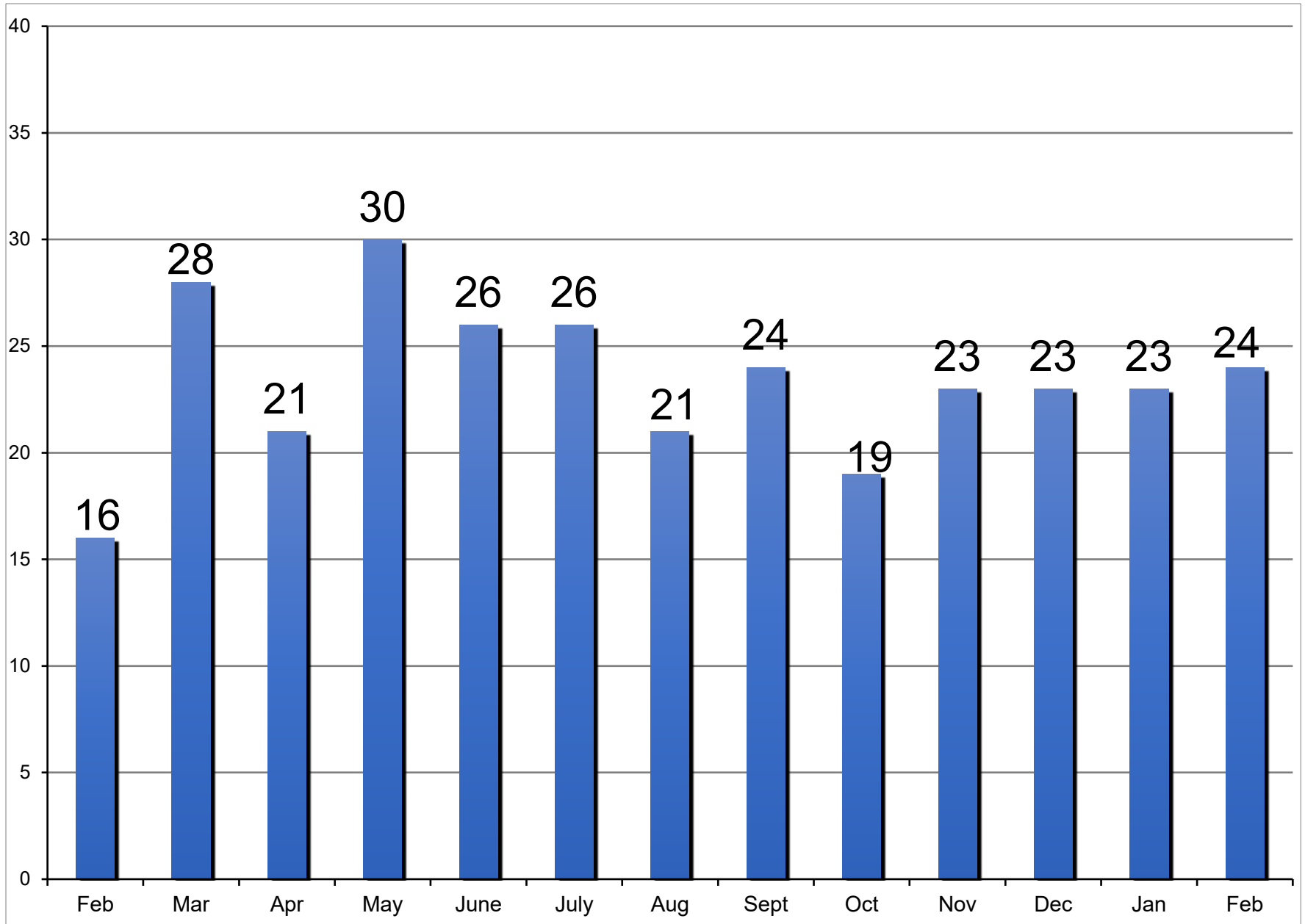


+33.6%

2024 ~ \$46,655,625

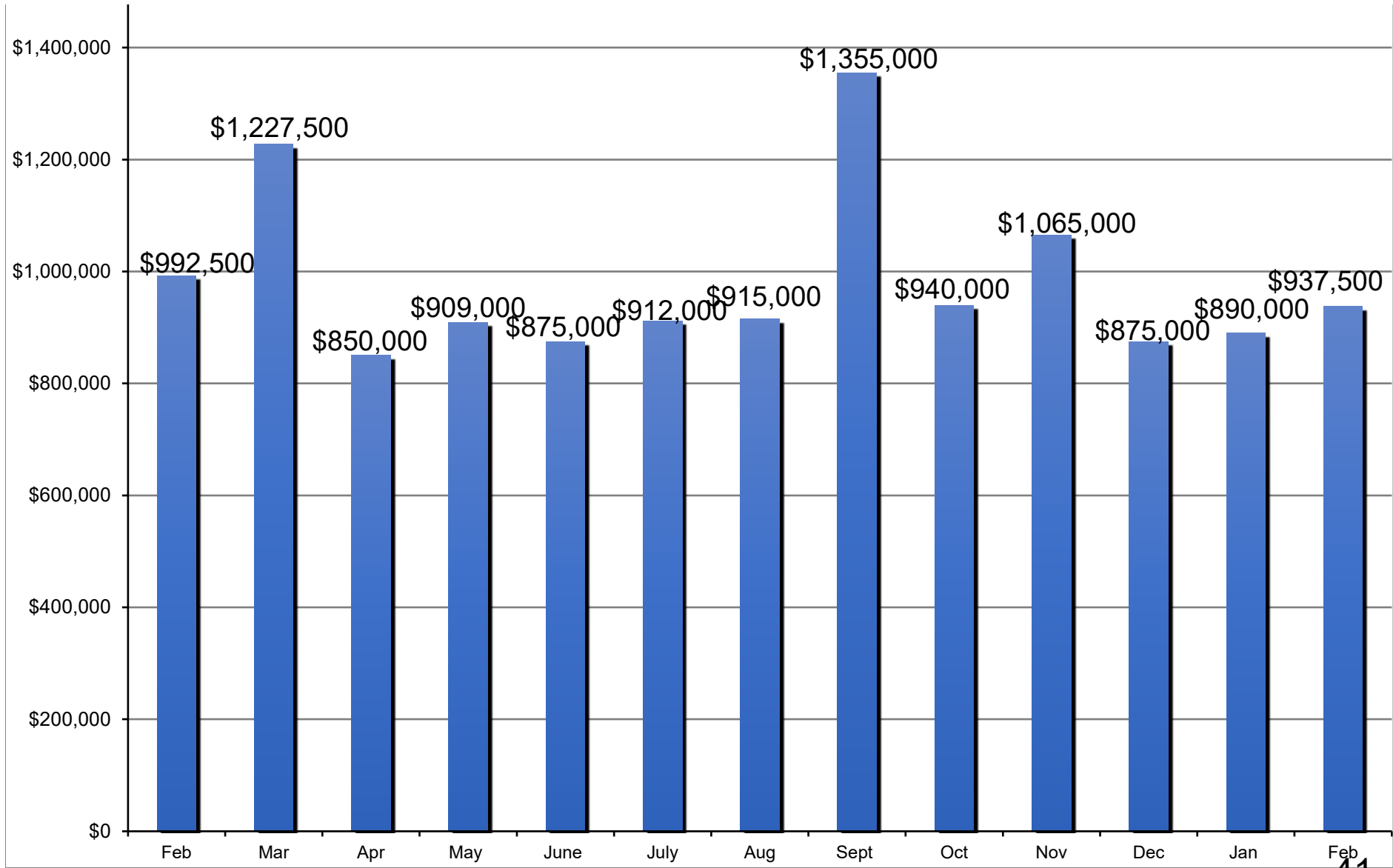
**February 2023 to February 2024**  
**Month by Month**  
**for Condos**  
**Districts 05-35**

# Condo Sales – Month by Month

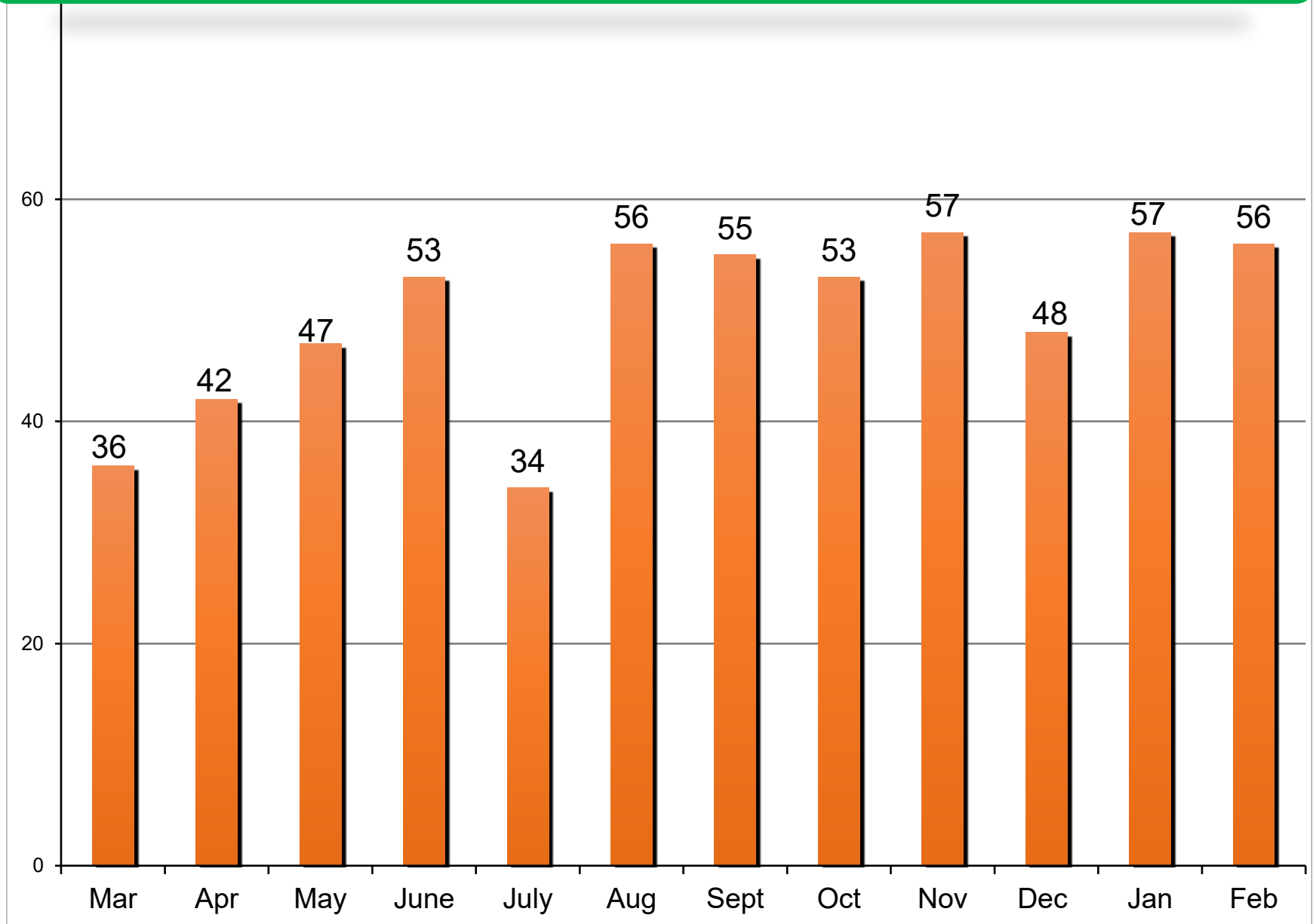




# Condo Median Sales Price Month by Month

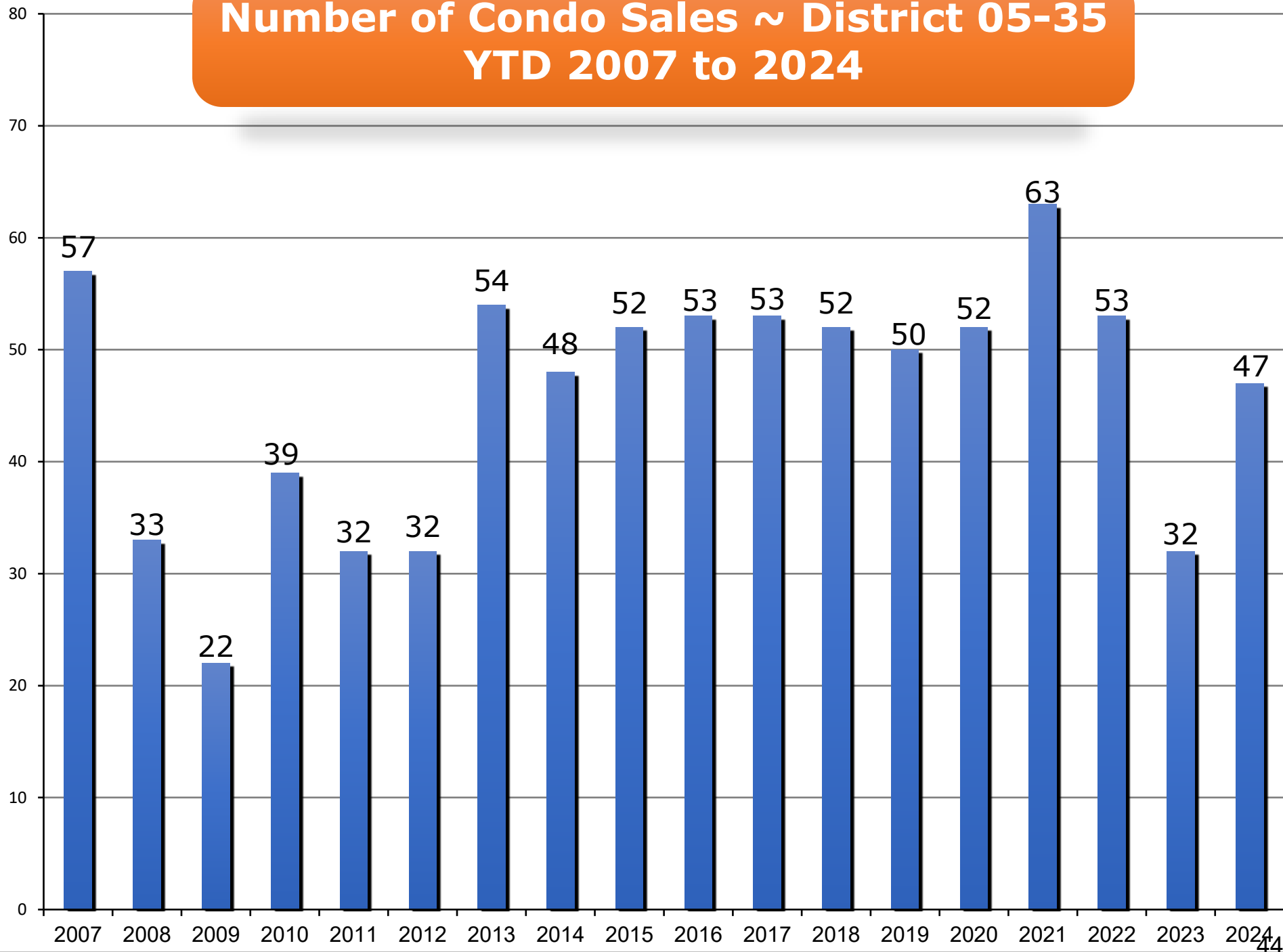


# Condo Active Listings for the Last 12 Months



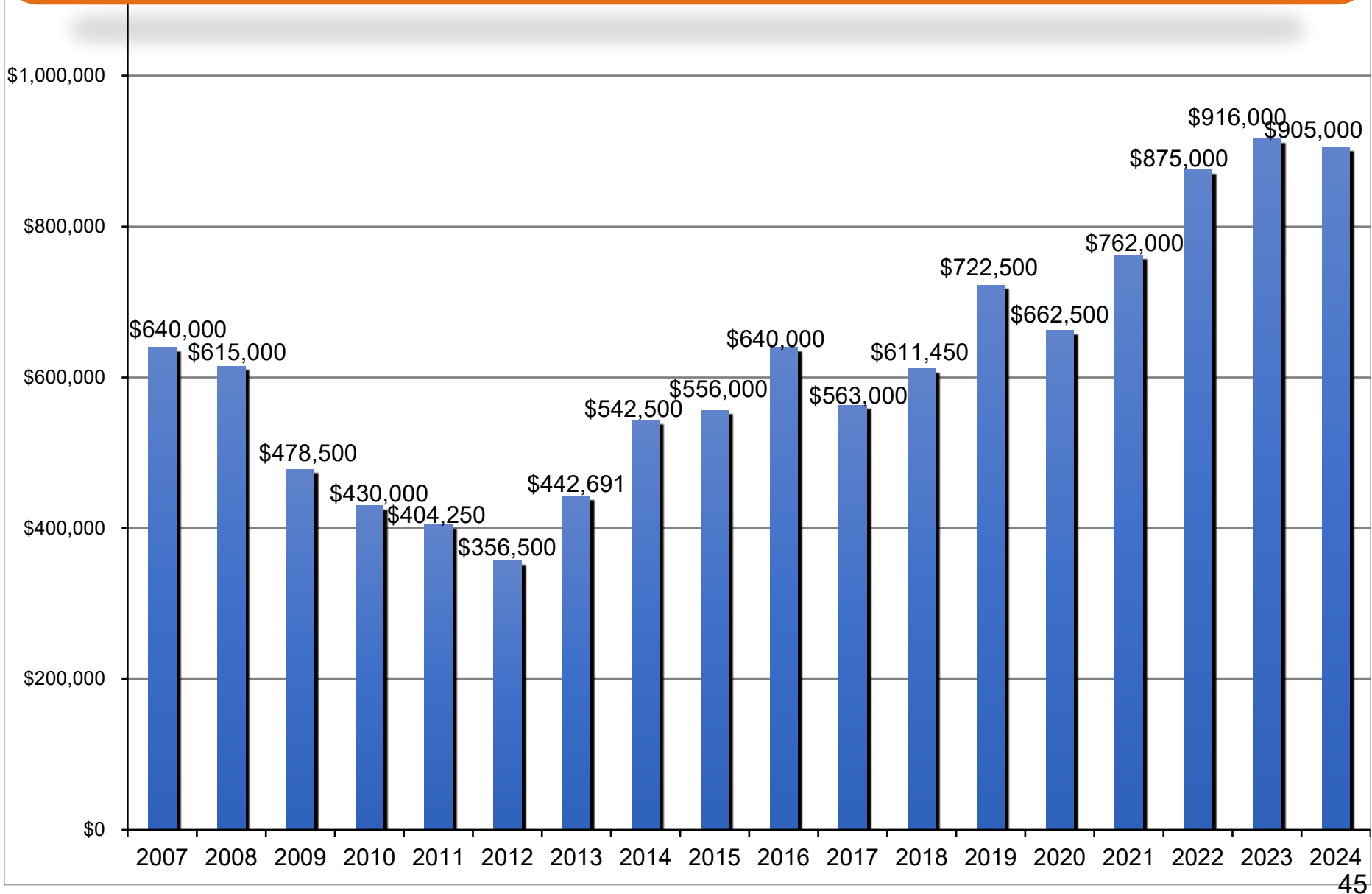
# Perspective for Condos *2007 – 2024*

# 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 3/5/2024*

**Statistics Through February 2024**