

# Monthly MLS Statistics

## JANUARY 2024



*Compiled Data from the  
Santa Barbara Multiple Listing Service  
as of 2/5/2024*

JANUARY 1 – JANUARY 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
<b>Sold</b>	49	\$158,669,299	\$2,595,000	\$3,238,148	55	72	\$149,158,224	\$2,425,000	\$3,044,045	94.01	90.31
<b>List/Sold</b>	8	\$19,539,999	\$2,547,499	\$2,442,499	15	40	\$19,108,024	\$2,490,000	\$2,388,503	97.79	96.80
<b>Co-Broker</b>	41	\$139,129,300	\$2,595,000	\$3,393,397	63	78	\$130,050,200	\$2,400,000	\$3,171,956	93.47	89.43
<b>New</b>	89	\$355,330,000	\$2,399,000	\$3,992,471	14	39					
<b>Pending</b>	60	\$212,415,400	\$2,422,500	\$3,540,256	44	57					
<b>Withdrawn</b>	4	\$83,694,900	\$19,299,950	\$20,923,725	73	96					
<b>Cancelled</b>	16	\$64,321,000	\$2,625,000	\$4,020,062	119	126					
<b>Expired</b>	17	\$244,956,000	\$3,499,000	\$14,409,176	225	265					
<b>Back On Market</b>	12	\$48,570,000	\$2,797,500	\$4,047,500	107	134					
<b>Extended</b>	20	\$180,923,000	\$2,972,500	\$9,046,150	127	145					
<b>Active In Range</b>	212	\$1,536,060,198	\$3,497,500	\$7,245,566	64	83					
<b>Current Active</b>	122	\$1,030,866,898	\$4,195,000	\$8,449,728	101	128					

# Previous Year Comparison

## Home Estate/PUD

### JANUARY 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>	<u>SP/OLP</u>
Sold	49	\$158,669,299	\$2,595,000	\$3,238,148	55	72	\$149,158,224	\$2,425,000	\$3,044,045	94.01	90.31
Pending	60	\$212,415,400	\$2,422,500	\$3,540,256	44	57					

### JANUARY 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>	<u>SP/OLP</u>
Sold	50	\$175,769,750	\$1,899,500	\$3,515,395	21	30	\$165,135,987	\$1,781,468	\$3,302,719	93.95	90.90
Pending	51	\$171,539,040	\$2,100,000	\$3,363,510	24	34					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
1,100,000-\$1,199,999	1	164	164
\$1,200,000-\$1,299,999	3	62	62
\$1,300,000-\$1,399,999	4	11	11
\$1,400,000-\$1,499,999	0	0	0
\$1,500,000-\$1,599,999	3	7	7
\$1,600,000-\$1,699,999	3	24	24
\$1,700,000-\$1,799,999	1	39	73
\$1,800,000-\$1,899,999	1	8	8
\$1,900,000-\$1,999,999	1	1	1

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,000,000-\$2,249,999	4	31	31
\$2,250,000-\$2,499,999	5	111	133
\$2,500,000-\$2,749,999	5	33	65
\$2,750,000-\$2,999,999	1	8	8
\$3,250,000-\$3,499,999	1	8	8
\$3,500,000-\$3,749,999	3	32	40
\$3,750,000-\$3,999,999	1	17	17
\$4,000,000-\$4,249,999	1	1	1
\$4,250,000-\$4,499,999	1	1	1
\$4,500,000-\$4,749,999	3	53	124
\$5,000,000+	7	147	18

# Sold Listings

The average price for the **49** properties is **\$3,044,045**

The highest price is **\$8,750,000**

**3139 Cliff Drive**

The median price is **\$2,425,000**

**4773 Baxter Street**

The lowest price is **\$1,175,000**

The average Market Time is **55**

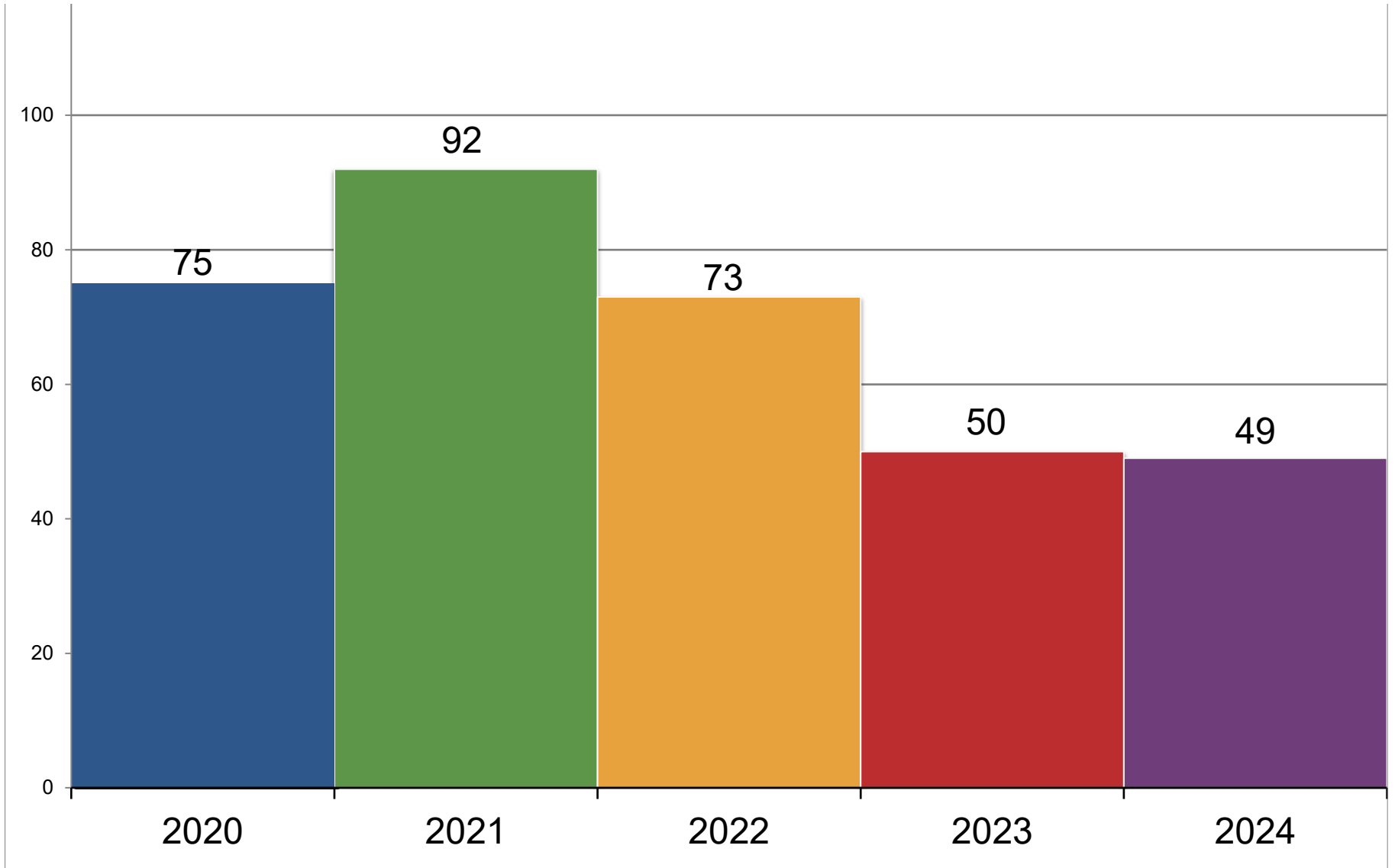
The average Continuous Market Time is **72**

# HOME ESTATE & PUD

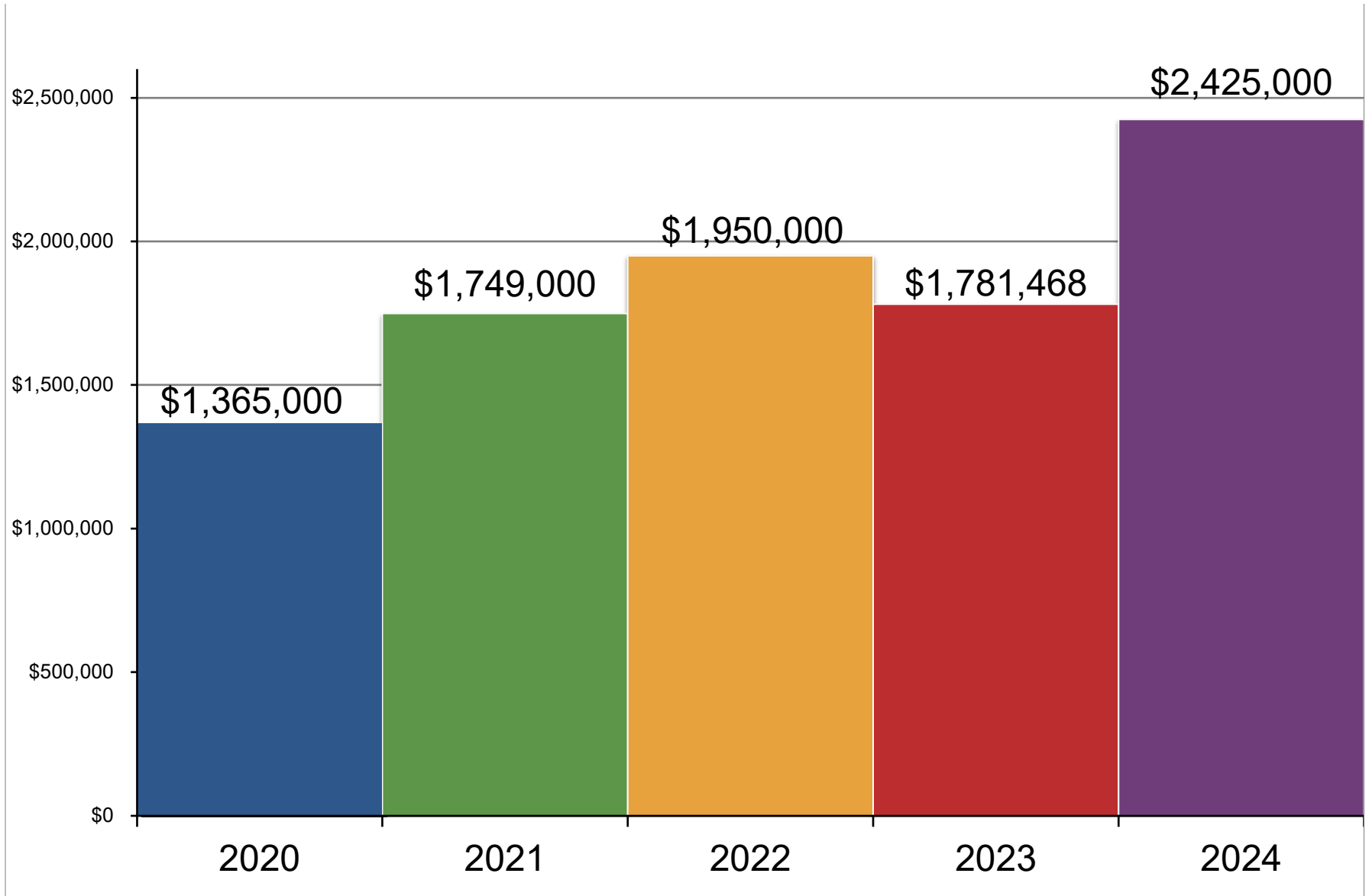
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

# HE/PU Sales

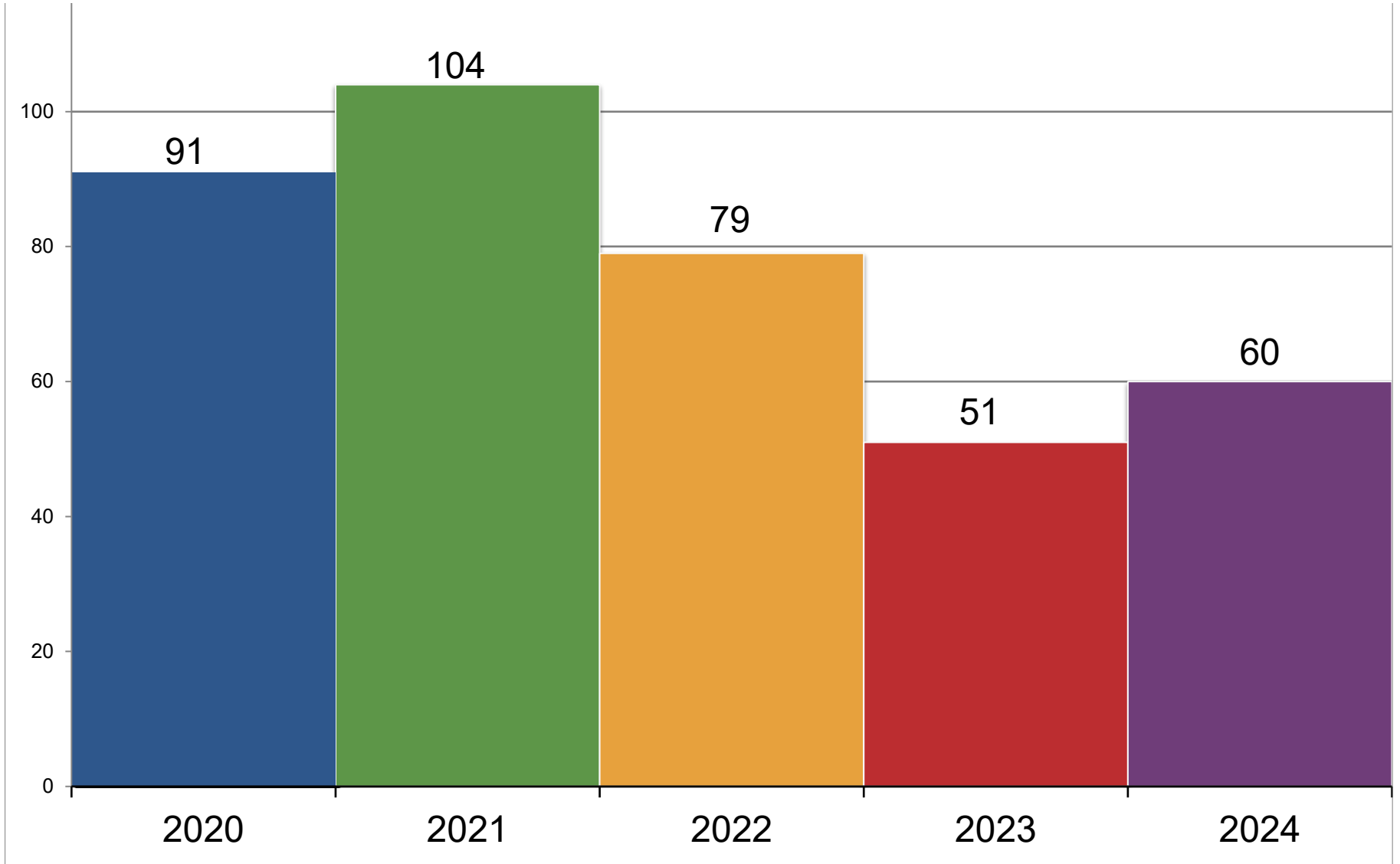
## YTD 2020 – 2024



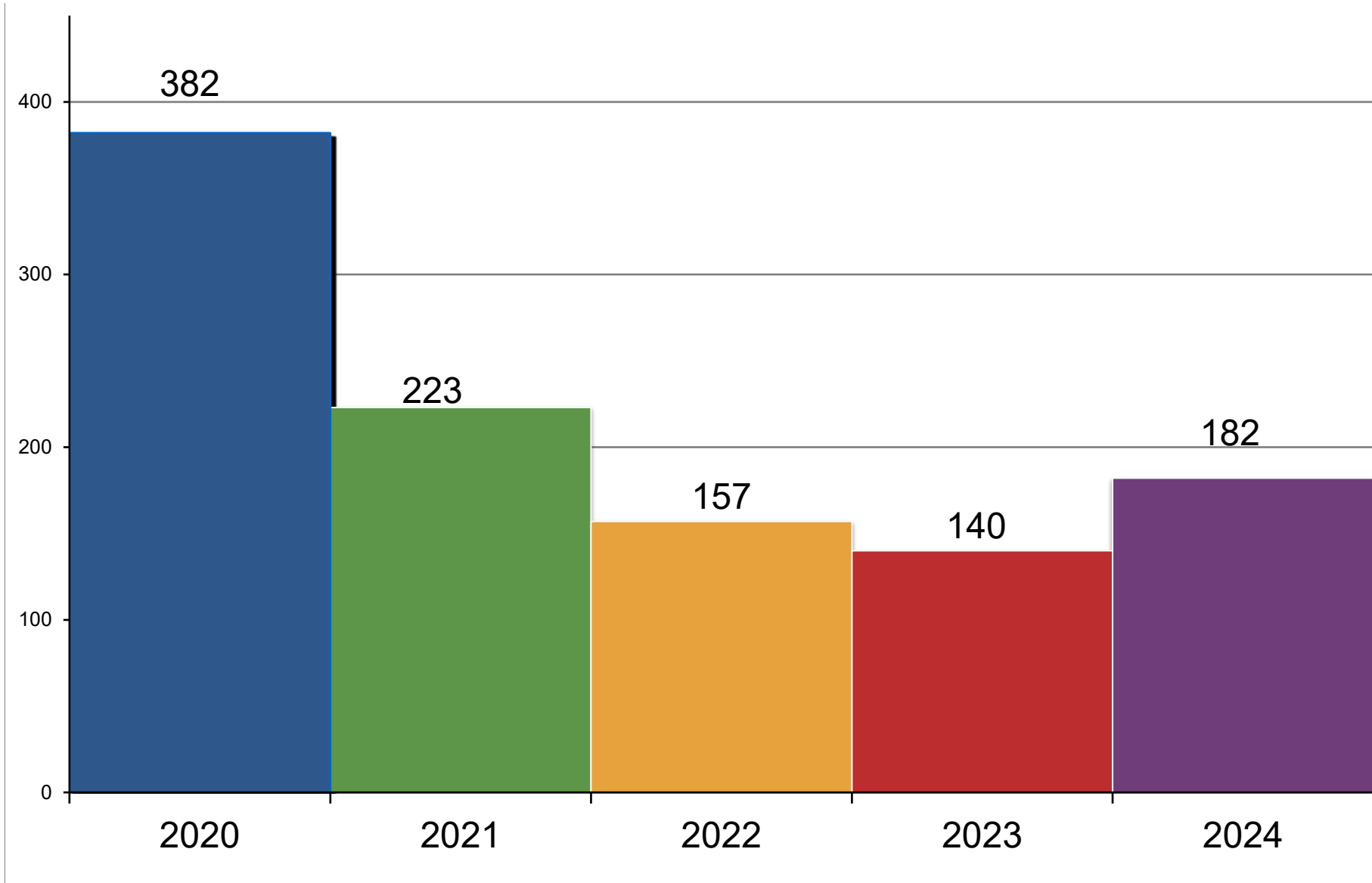
# HE/PU Median Sales Price YTD 2020 – 2024



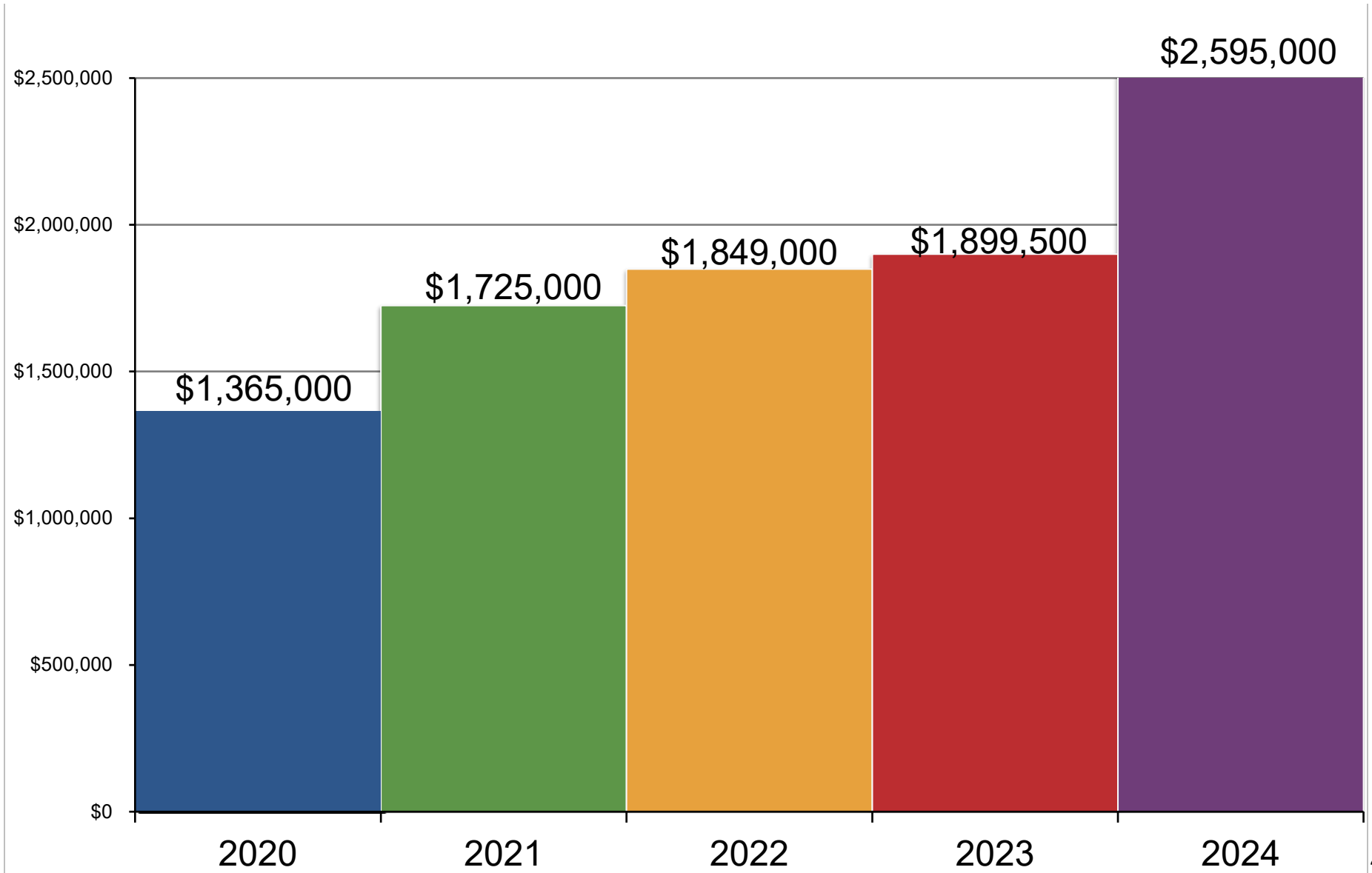
# HE/PU Pending Sales YTD 2020 – 2024



# HE/PU Active Listings YTD 2020 – 2024



# HE/PU Median List Price YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 140

UP



+30%

2024 ~ 182

### New Listings

2023 ~ 71

UP



+25.4%

2024 ~ 89

### Median List Price

2023 ~ \$1,899,500

UP



+36.6%

2024 ~ \$2,595,0000

### Properties that went into Escrow

2023 ~ 51

UP



+17.6%

2024 ~ 60

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 50

2024 ~ 49

**DOWN**  -2%

### Median Sales Price

2023 ~ \$1,781,468

2024 ~ \$2,425,000

**UP**  +36.1%

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

2023 ~ \$1,575,000

2024 ~ \$2,077,500

**UP**  +31.9%

### Average Sold Price

2023 ~ \$3,302,719

2024 ~ \$3,044,045

**DOWN**  -7.8%

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

2023 ~ \$2,423,230

2024 ~ \$2,358,125

**DOWN**  -2.7%

### Sold Volume

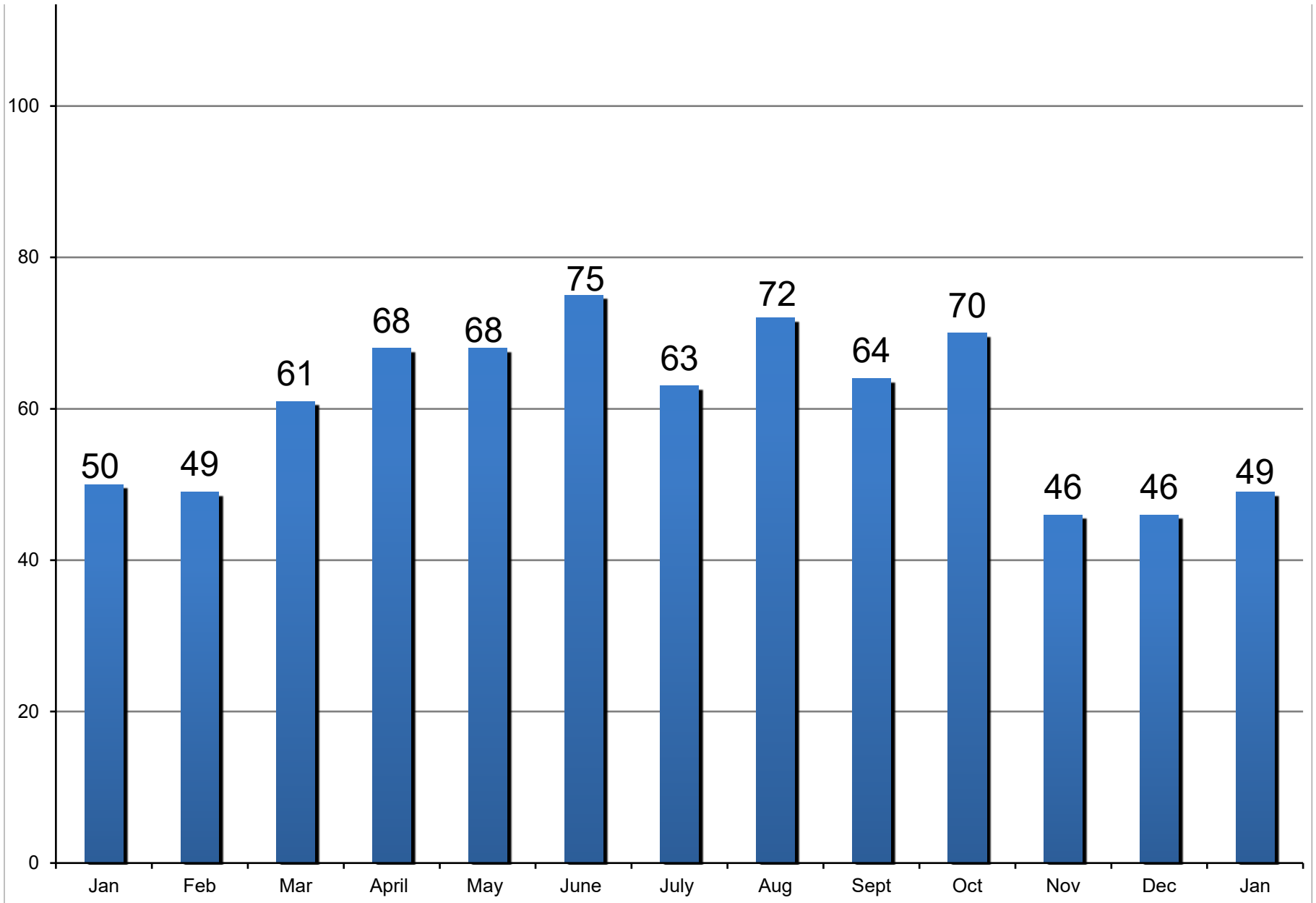
2023 ~ \$165,135,987

2024 ~ \$149,158,224

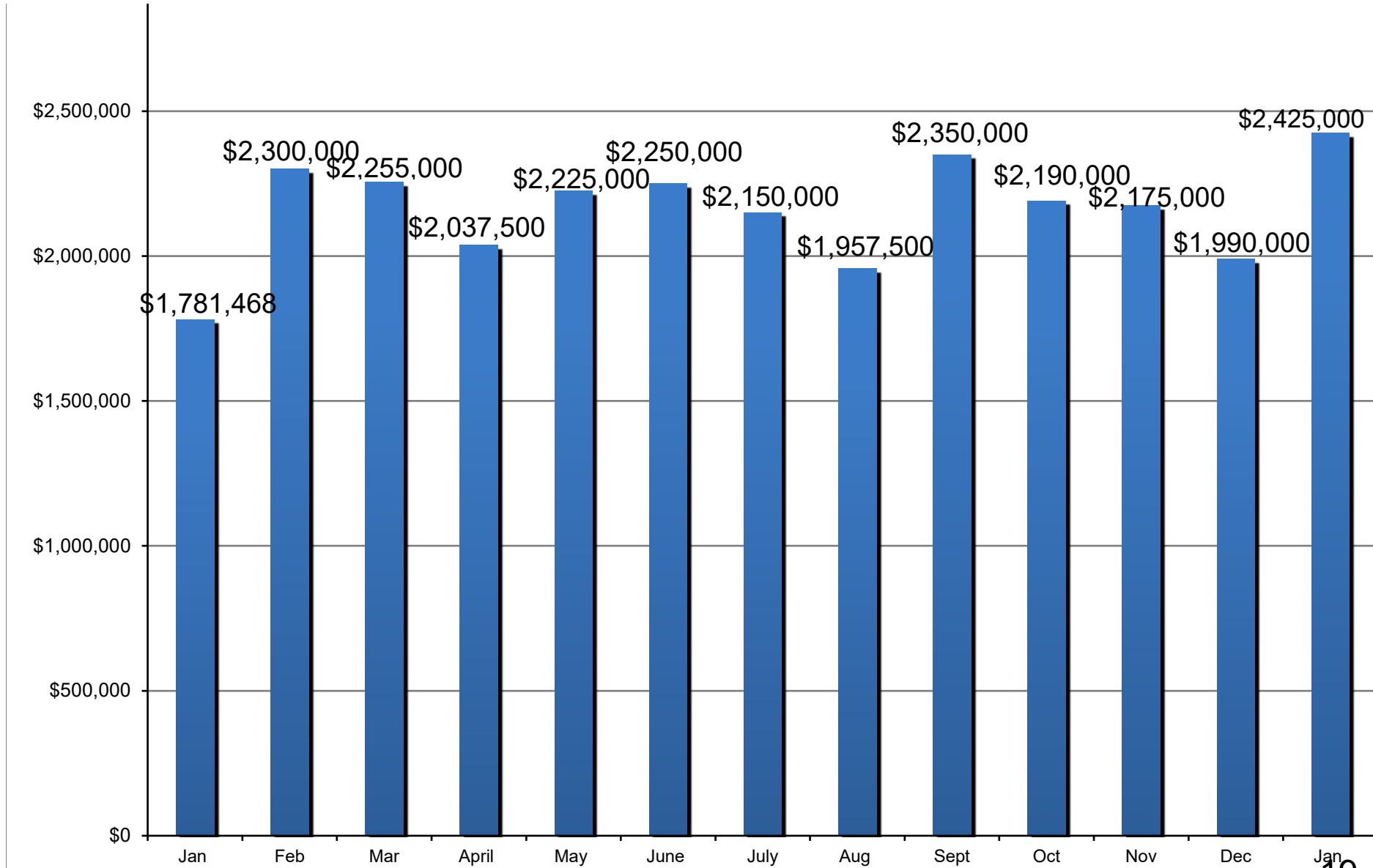
**DOWN**  -9.7%

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

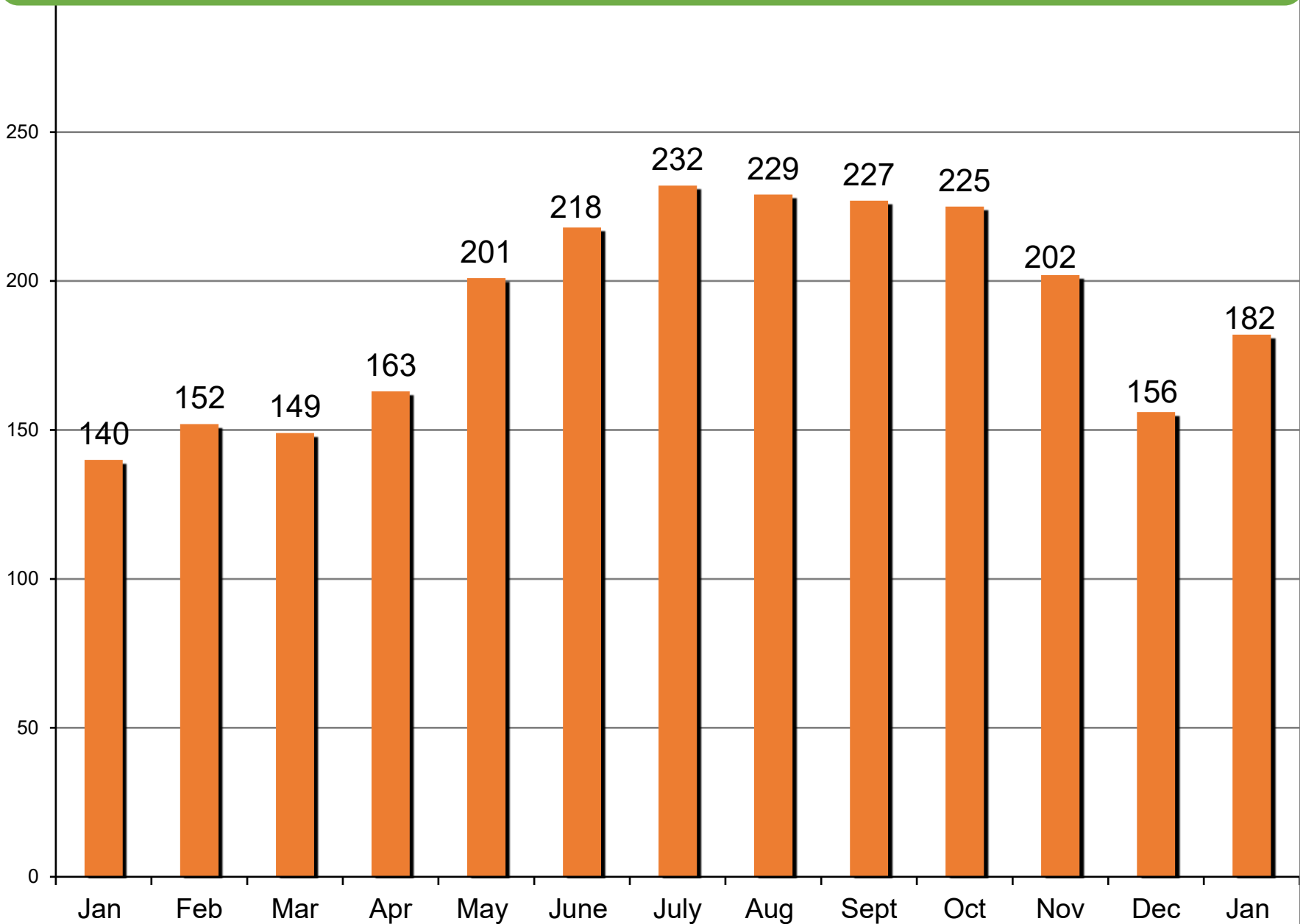
# HE/PU Sales – Month by Month



# HE/PU Median Sales Price Month by Month

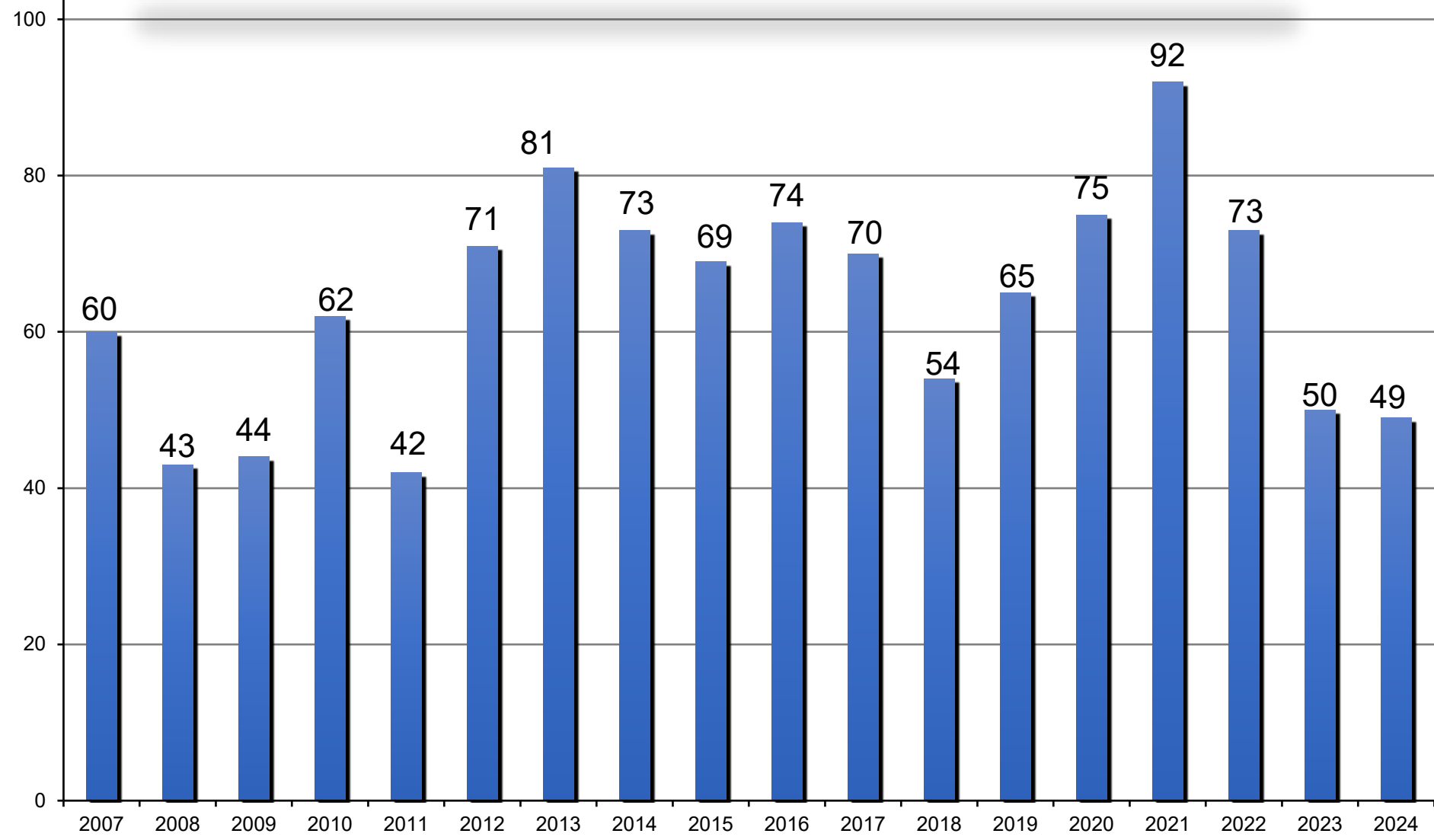


# HE/PU Active Listings for the Last 12 Months

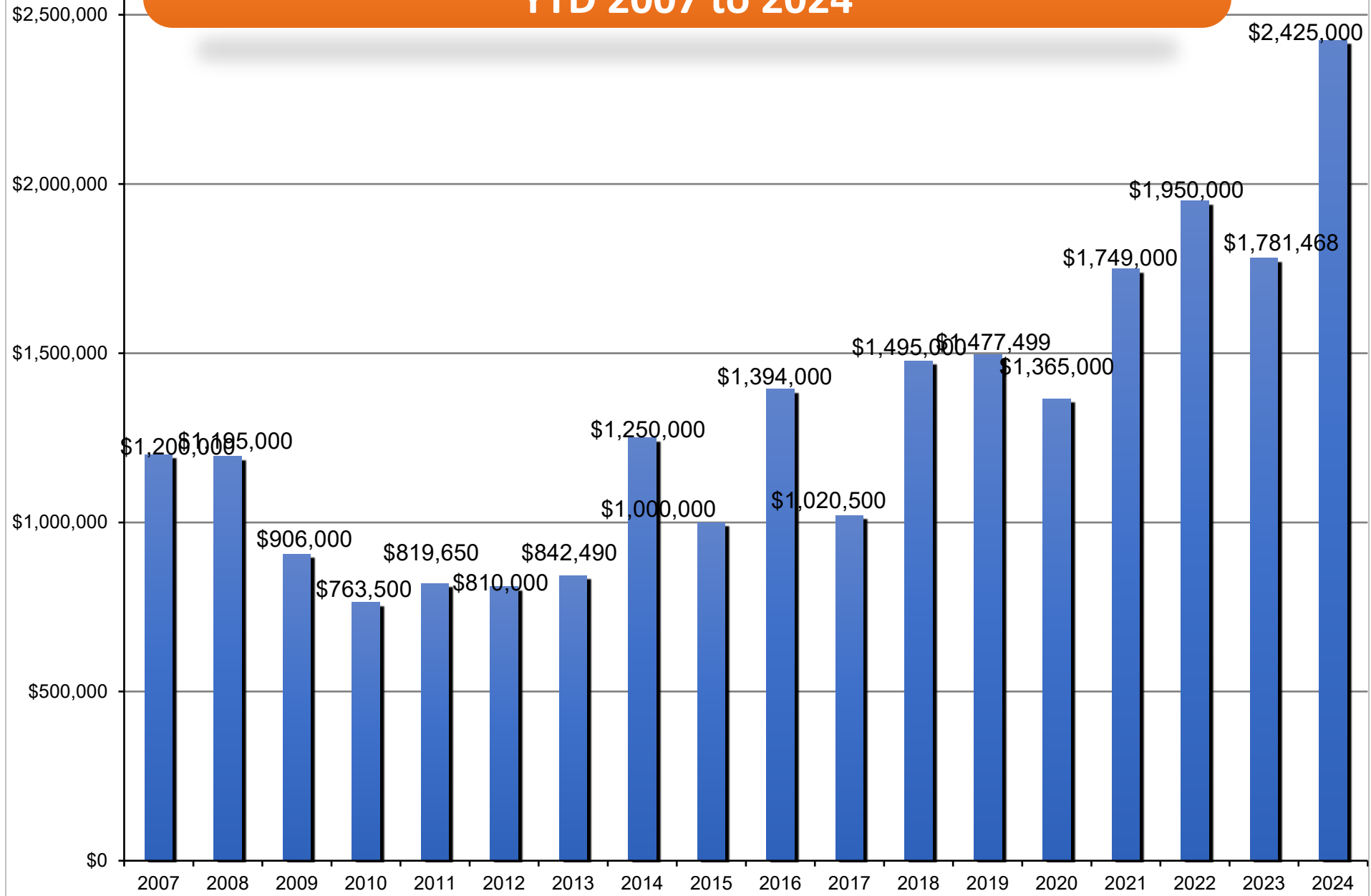


# Perspective for Home Estates & PUDs 2007 – 2024

# 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



JANUARY 1 – JANUARY 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
<b>Sold</b>	23	\$22,222,199	\$879,900	\$966,182	22	27	\$22,240,000	\$890,000	\$966,956	100.08	98.42
<b>List/Sold</b>	6	\$5,827,900	\$884,450	\$971,316	10	10	\$5,790,500	\$889,250	\$965,083	99.36	99.19
<b>Co-Broker</b>	17	\$16,394,299	\$875,000	\$964,370	26	33	\$16,449,500	\$890,000	\$967,617	100.34	98.16
<b>New</b>	38	\$49,576,999	\$1,162,000	\$1,304,657	15	23					
<b>Pending</b>	23	\$24,145,499	\$925,000	\$1,049,804	21	25					
<b>Withdrawn</b>	0	\$0	\$0	\$0	0	0					
<b>Cancelled</b>	3	\$4,019,000	\$1,499,000	\$1,339,666	82	86					
<b>Expired</b>	2	\$1,548,000	\$774,000	\$774,000	121	121					
<b>Back On Market</b>	2	\$1,920,000	\$960,000	\$960,000	45	45					
<b>Extended</b>	5	\$5,987,000	\$1,395,000	\$1,197,400	74	74					
<b>Active In Range</b>	63	\$85,577,498	\$1,225,000	\$1,358,372	42	47					
<b>Current Active</b>	34	\$55,293,999	\$1,410,000	\$1,626,294	65	73					25

# Previous Year Comparison

## CONDOS

### January 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>	<u>SP/OLP</u>
Sold	23	\$22,222,199	\$879,900	\$966,182	22	27	\$22,240,000	\$890,000	\$966,956	100.08	98.42
Pending	23	\$24,145,499	\$925,000	\$1,049,804	21	25					

### January 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>	<u>SP/OLP</u>
Sold	16	\$16,584,000	\$883,000	\$1,036,500	34	34	\$16,260,680	\$868,500	\$1,016,292	98.05	95.93
Pending	17	\$17,919,000	\$907,000	\$1,054,058	49	55					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$500,000-\$549,999	1	30	30
\$550,000-\$599,999	2	33	33
\$650,000-\$699,999	1	30	30
\$700,000-\$749,999	2	7	7
\$750,000-\$799,999	2	14	14
\$850,000-\$899,999	4	4	32
\$900,000-\$949,999	4	28	28

<b>List Price Range</b>	<b>Number of Listings</b>	<b>Average Days To Sold</b>	<b>CDOM</b>
\$950,000-\$999,999	1	53	53
\$1,000,000-\$1,099,999	1	73	73
\$1,100,000-\$1,199,999	1	9	9
\$1,300,000-\$1,399,999	1	7	7
\$1,500,000-\$1,599,999	1	6	6
\$1,700,000-\$1,799,999	1	70	70
\$1,800,000-\$1,899,999	1	4	4

# Sold Listings

The average price for the **23** properties is **\$966,956**

The highest price is **\$1,850,000**  **3730 State Street #125**

The median price is **\$890,000**

The lowest price is **\$545,000**  **5915 Hickory Street #1**

The average Market Time is **22**

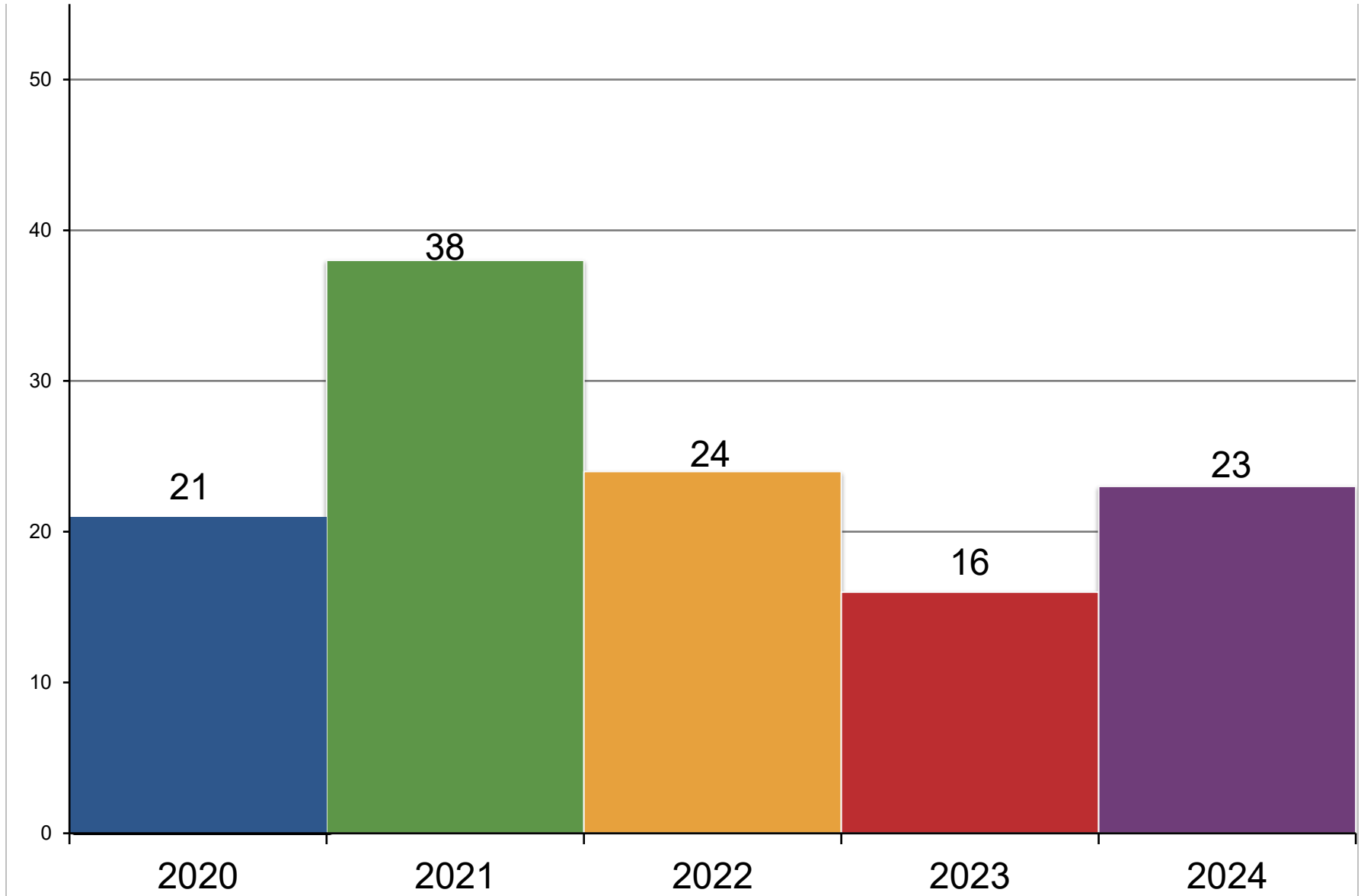
The average Continuous Market Time is **27**

# CONDO STATISTICS

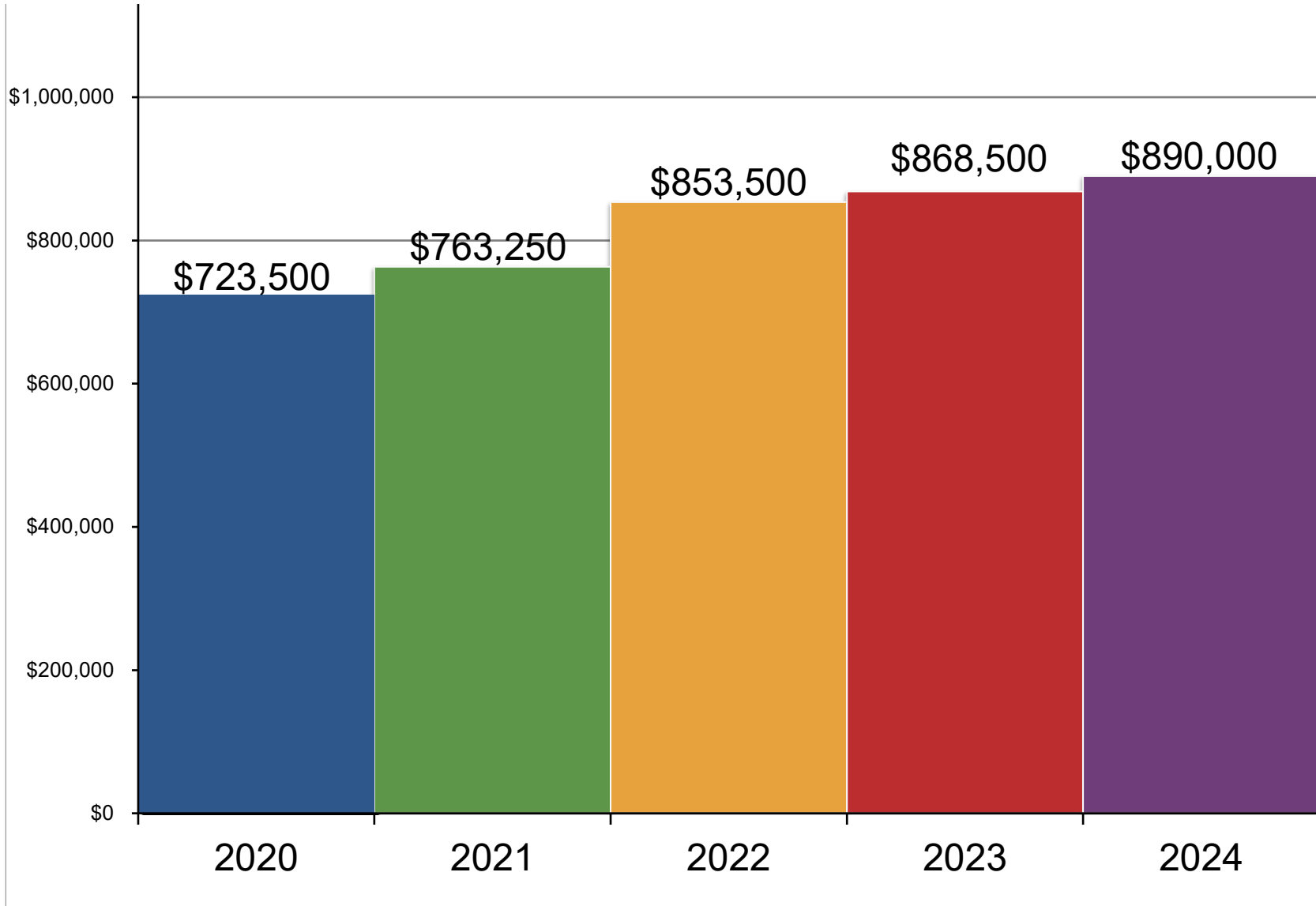
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

# Condo Sales

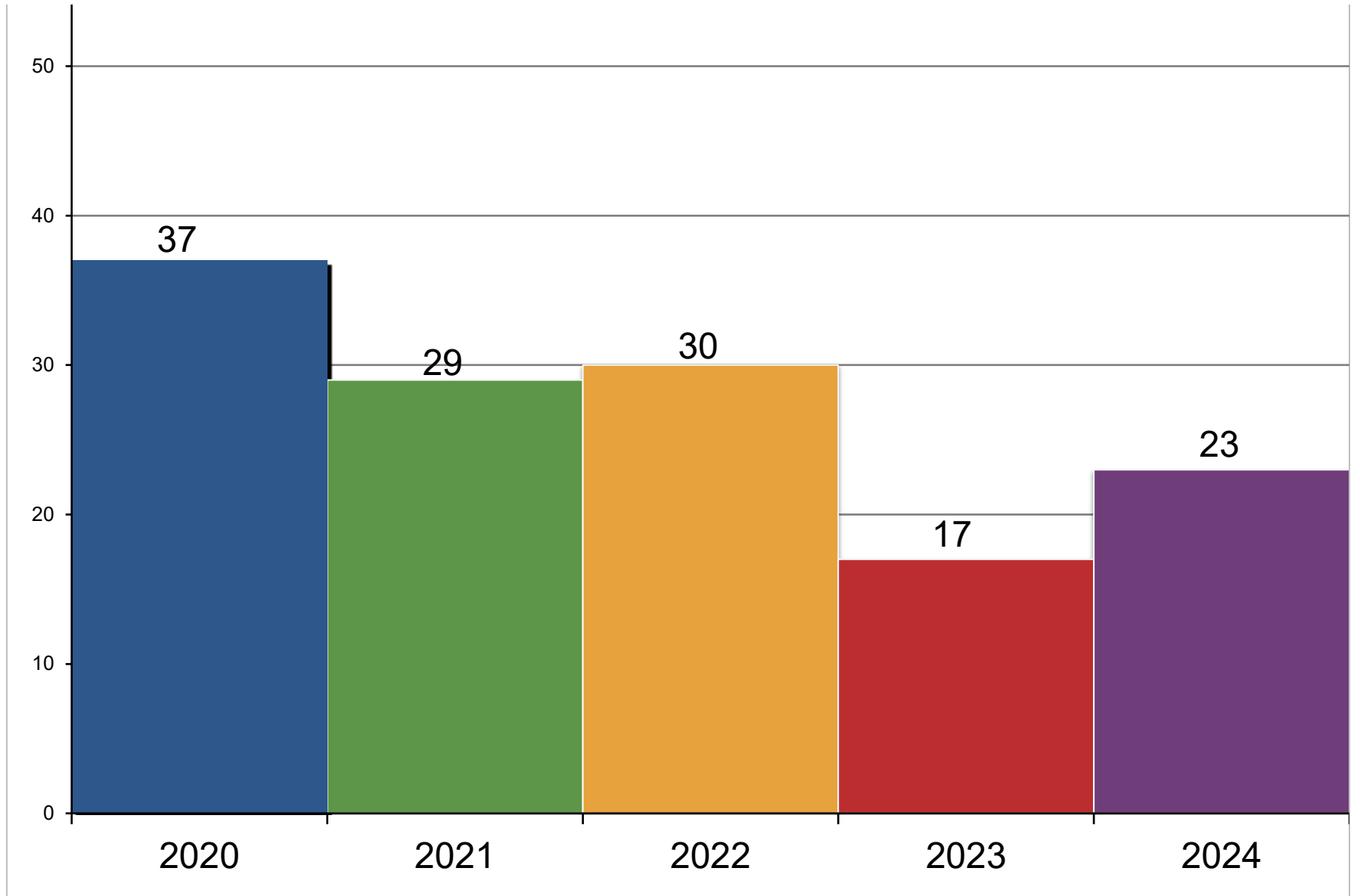
## YTD 2020 – 2024



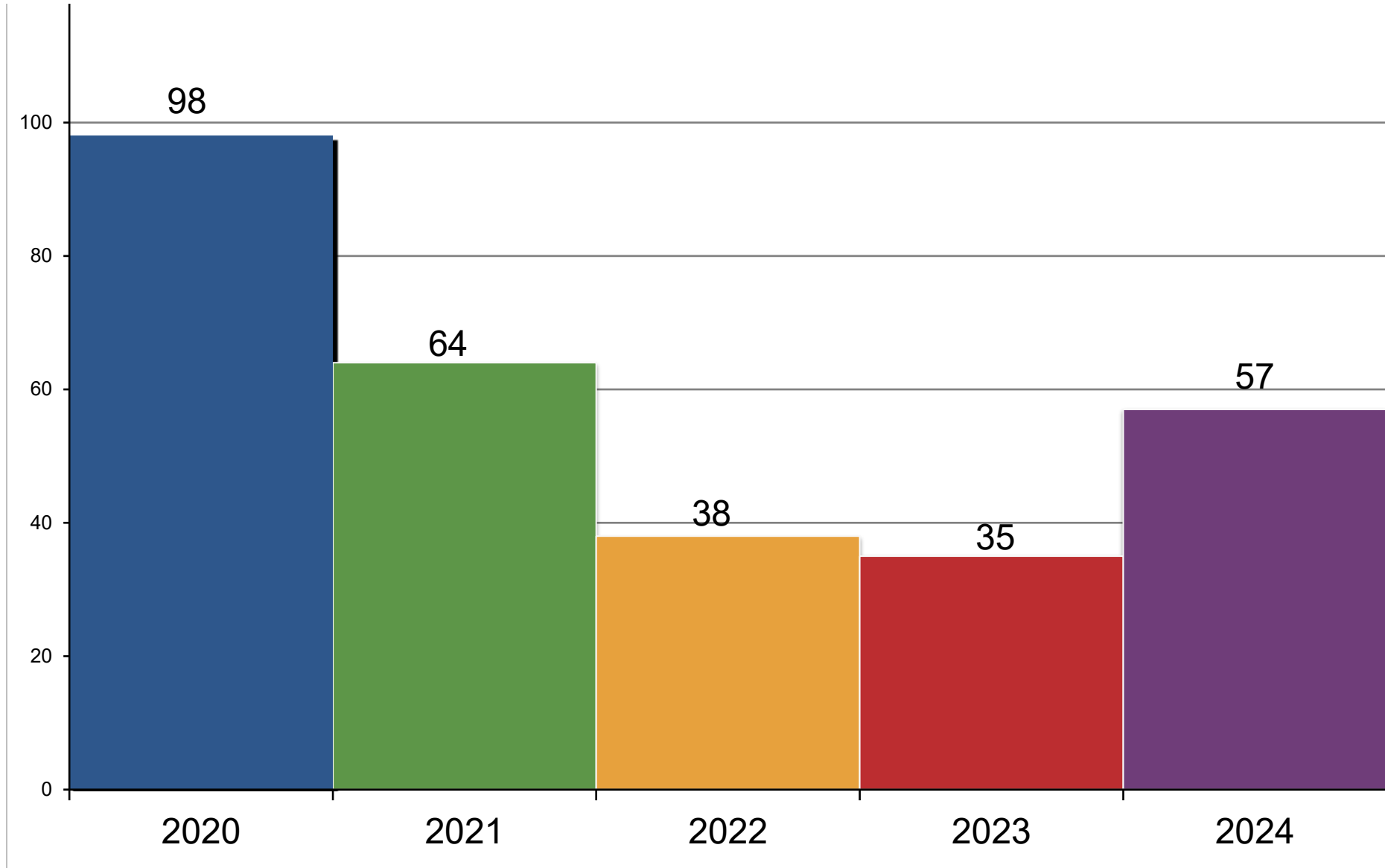
# Condo Median Sales Price YTD 2020 – 2024



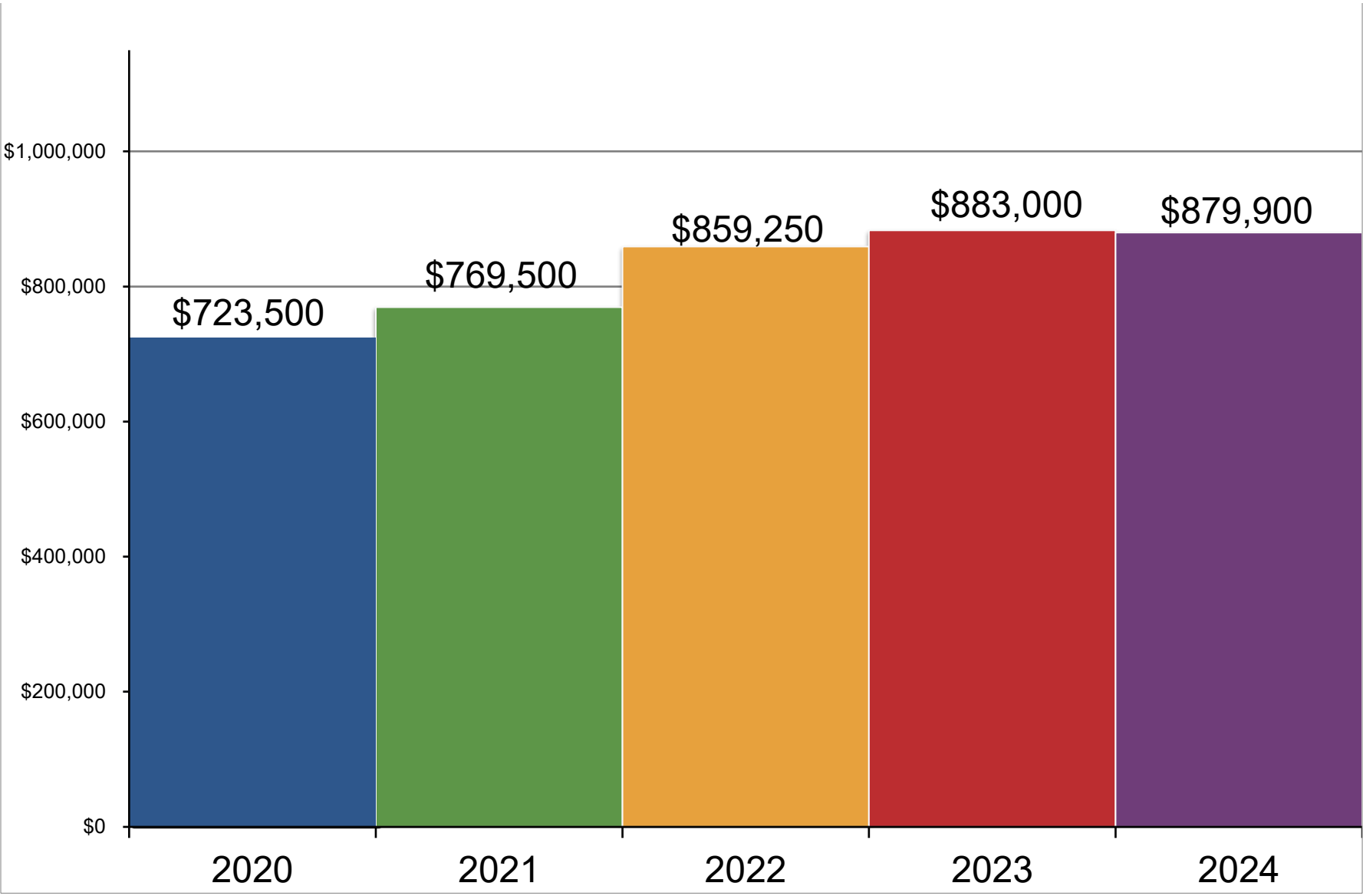
# Condo Pending Sales YTD 2020 – 2024



# Condo Active Listings YTD 2020 – 2024



# Condo Median List Price YTD 2020 – 2024



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


# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 35


2024 ~ 57

UP  +62.9%

### New Listings

2023 ~ 18

2024 ~ 38

UP  +111.1%

### Median List Price

2023 ~ \$883,000


2024 ~ \$879,900

DOWN  -0.4%

### Properties that went into Escrow

2023 ~ 17

2024 ~ 23

UP  +35.3%


# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 16

2024 ~ 23

**UP**  +43.8%

### Median Sales Price

2023 ~ \$868,500

2024 ~ \$890,000

**UP**  +2.5%

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

2023 ~ \$868,500

2024 ~ \$890,000

**UP**  +2.5%

### Average Sold Price

2023 ~ \$1,016,292

2024 ~ \$966,956

**DOWN**  -4.9%

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

2023 ~ \$1,016,292


2024 ~ \$966,956

**DOWN**  -4.9%

### Sold Volume

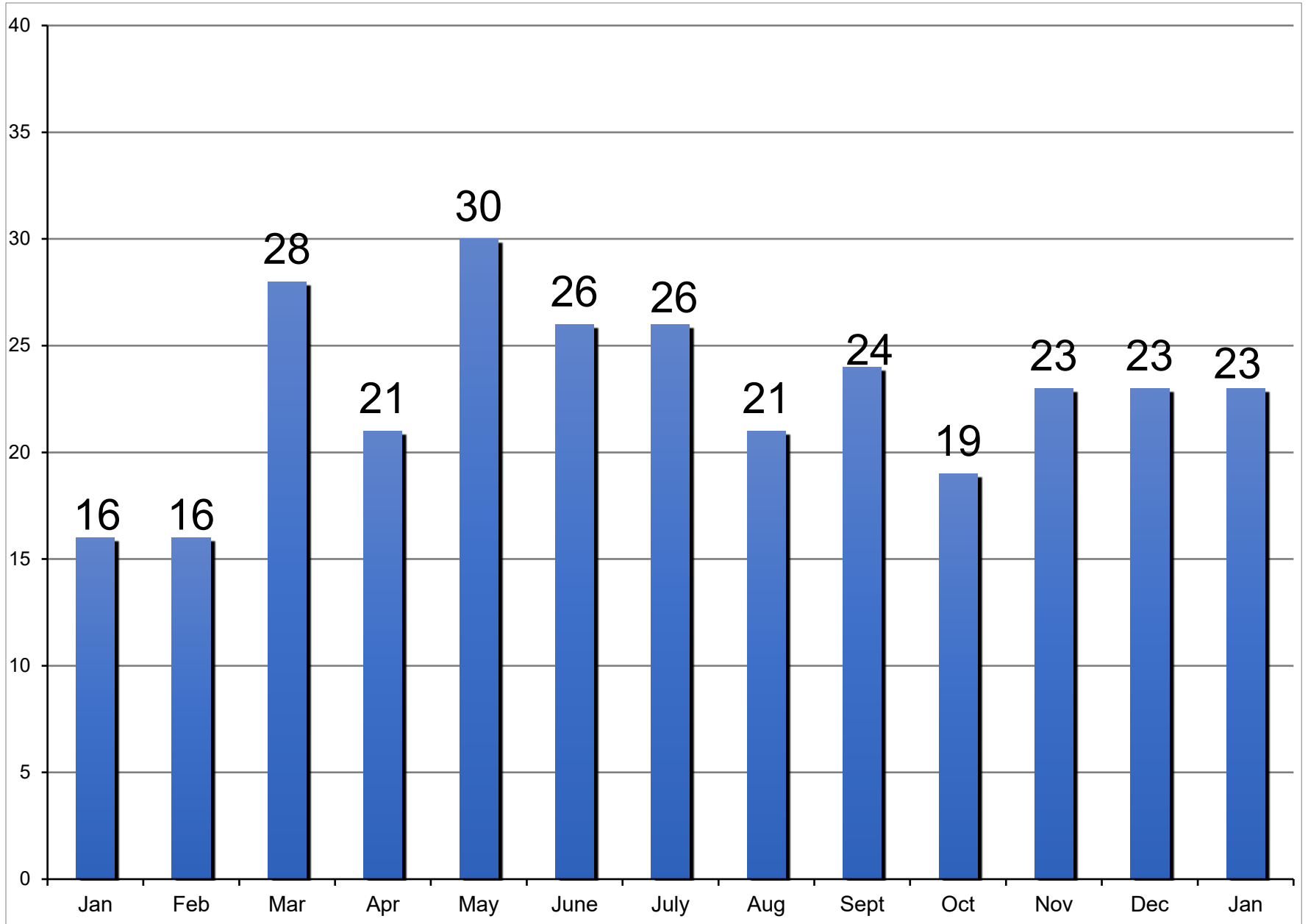
2023 ~ \$16,260,680

2024 ~ \$22,240,000

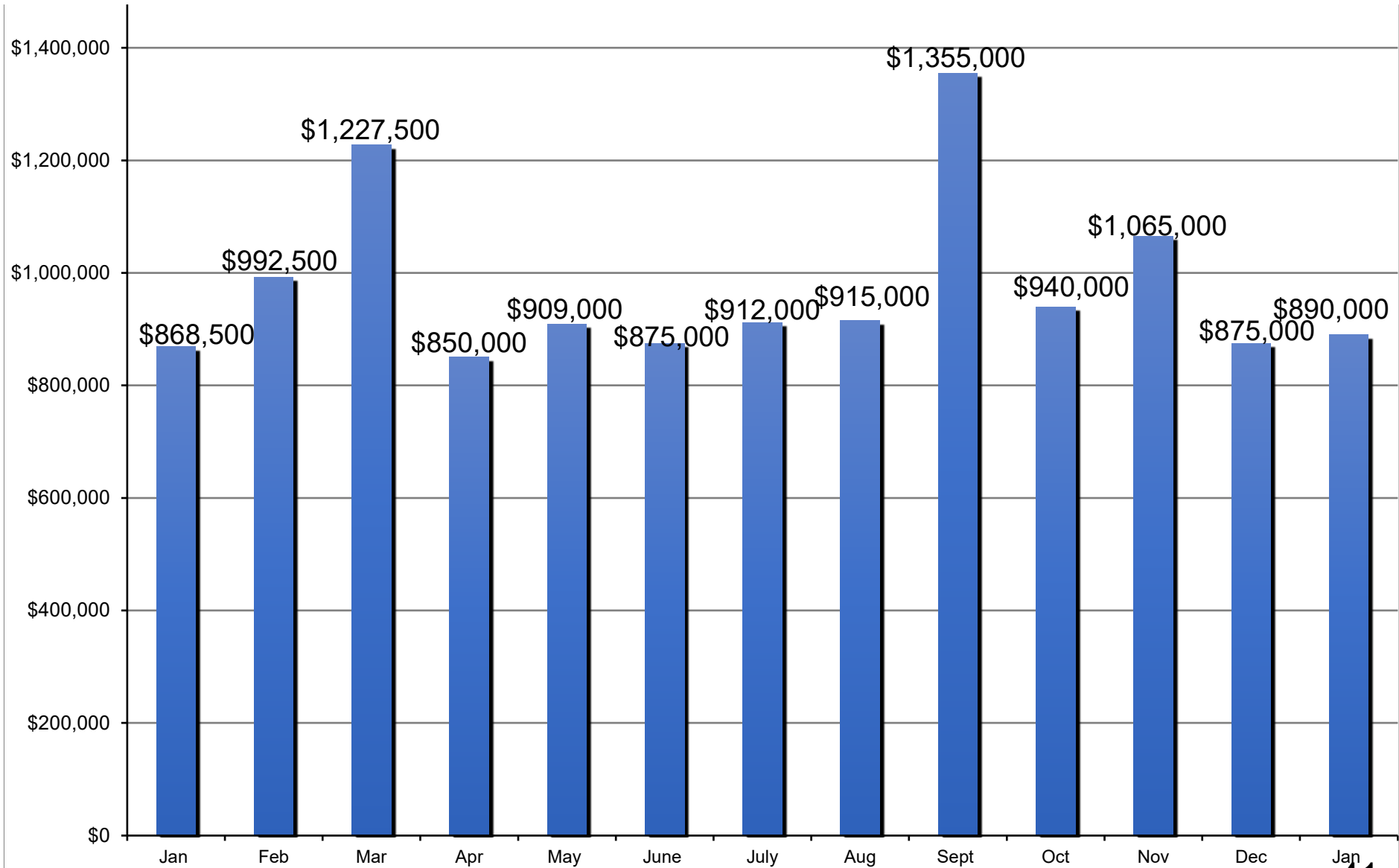
**UP**  +36.8%

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

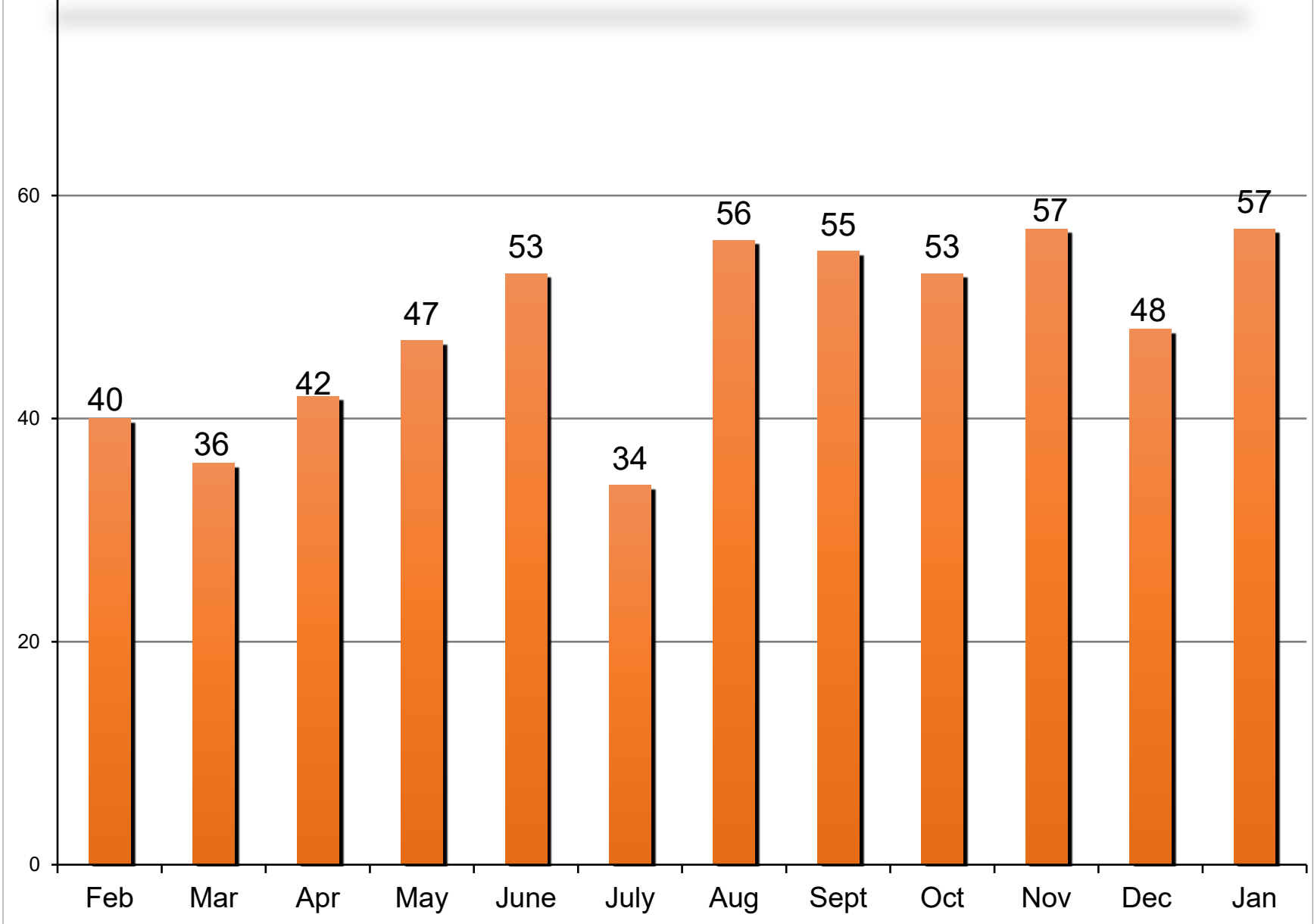
# Condo Sales – Month by Month



# Condo Median Sales Price Month by Month

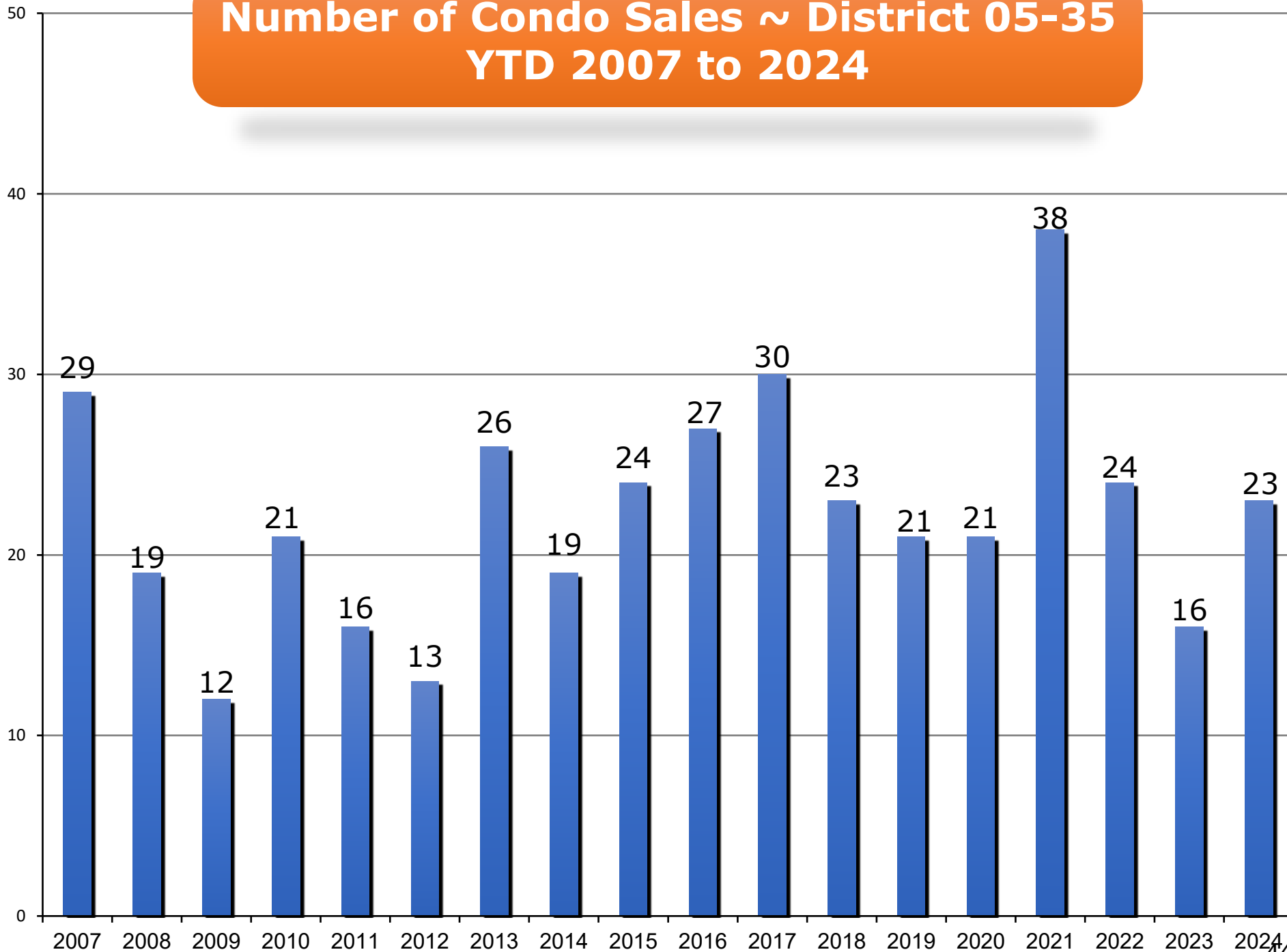


# Condo Active Listings for the Last 12 Months

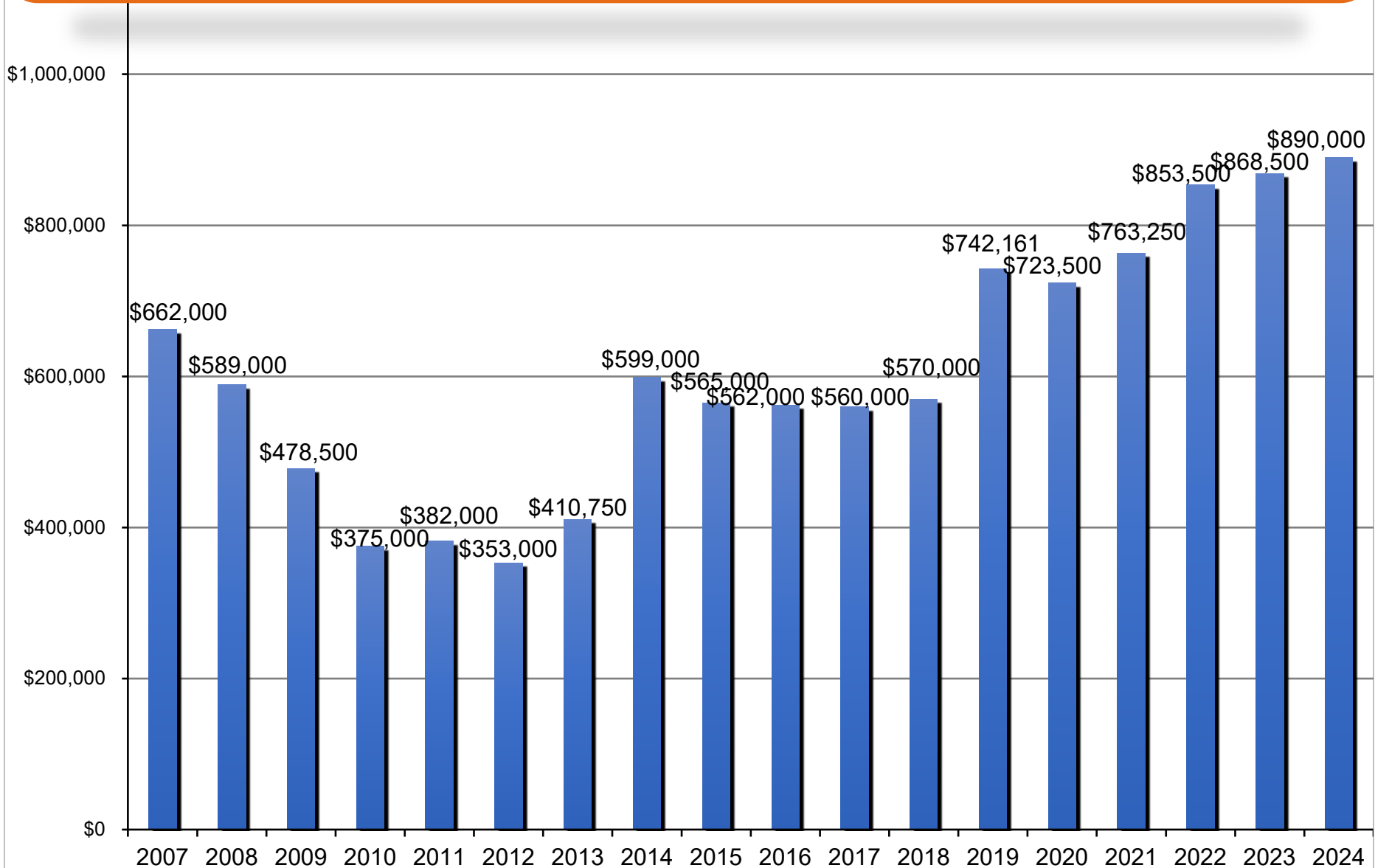


Perspective  
for Condos  
*2007 – 2024*

# 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 2/5/2024*

**Statistics Through January 2024**