

Monthly MLS Statistics

JULY 2024



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 8/5/2024*

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	\$150,431,077	\$1,837,000	\$2,593,639	23	23	\$147,868,310	\$1,850,000	\$2,549,453	98.30	97.73
List/Sold	6	\$17,259,300	\$1,397,000	\$2,876,550	32	34	\$16,881,300	\$1,365,000	\$2,813,550	97.81	96.71
Co-Broker	52	\$133,171,777	\$1,885,000	\$2,560,995	22	22	\$130,987,010	\$1,885,000	\$2,518,980	98.36	97.86
New	129	\$548,462,018	\$2,665,000	\$4,251,643	18	28					
Pending	63	\$177,383,187	\$2,100,000	\$2,815,606	36	40					
Withdrawn	11	\$59,203,000	\$4,150,000	\$5,382,090	71	71					
Cancelled	9	\$79,383,999	\$3,250,000	\$8,820,444	76	81					
Expired	7	\$31,108,000	\$3,499,000	\$4,444,000	225	267					
Back On Market	5	\$28,175,000	\$3,895,000	\$5,635,000	42	42					
Extended	15	\$110,314,999	\$2,799,000	\$7,354,333	127	176					
Active In Range	337	\$2,256,582,017	\$3,775,000	\$6,696,089	66	84					
Current Active	236	\$1,865,859,831	\$4,156,500	\$7,906,185	83	106					

Previous Year Comparison

Home Estate/PUD

JULY 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	58	\$150,431,077	\$1,837,000	\$2,593,639	23	23	\$147,868,310	\$1,850,000	\$2,549,453	98.30	97.73
Pending	63	\$177,383,187	\$2,100,000	\$2,815,606	36	40					

JULY 2023

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Sold	63	\$193,928,300	\$2,097,000	\$3,078,226	21	25	\$189,446,374	\$2,150,000	\$3,007,085	97.69	96.64
Pending	68	\$210,401,900	\$2,195,000	\$3,094,145	18	22					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$750,000-\$799,999	1	1	1
\$900,000-\$949,999	1	91	91
\$1,200,000-\$1,299,999	3	33	37
\$1,300,000-\$1,399,999	4	19	19
\$1,400,000-\$1,499,999	5	25	25
\$1,500,000-\$1,599,999	6	26	26
\$1,600,000-\$1,699,999	6	7	7
\$1,700,000-\$1,799,999	1	9	9

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,800,000-\$1,899,999	4	21	21
\$1,900,000-\$1,999,999	2	8	8
\$2,000,000-\$2,249,999	7	20	20
\$2,250,000-\$2,499,999	5	23	23
\$2,500,000-\$2,749,999	2	24	24
\$2,750,000-\$2,999,999	2	44	44
\$3,000,000-\$3,249,999	1	49	49
\$3,500,000-\$3,749,999	1	48	48
\$4,250,000-\$4,499,999	1	76	76
\$5,000,000+	6	16	16

Sold Listings

The average price for the **58** properties is **\$2,549,453**

The highest price is **\$10,000,000**

1030 Via Pradera

The median price is **\$1,850,000**

7490 Evergreen Drive

The lowest price is **\$771,300**

The average Market Time is **23**

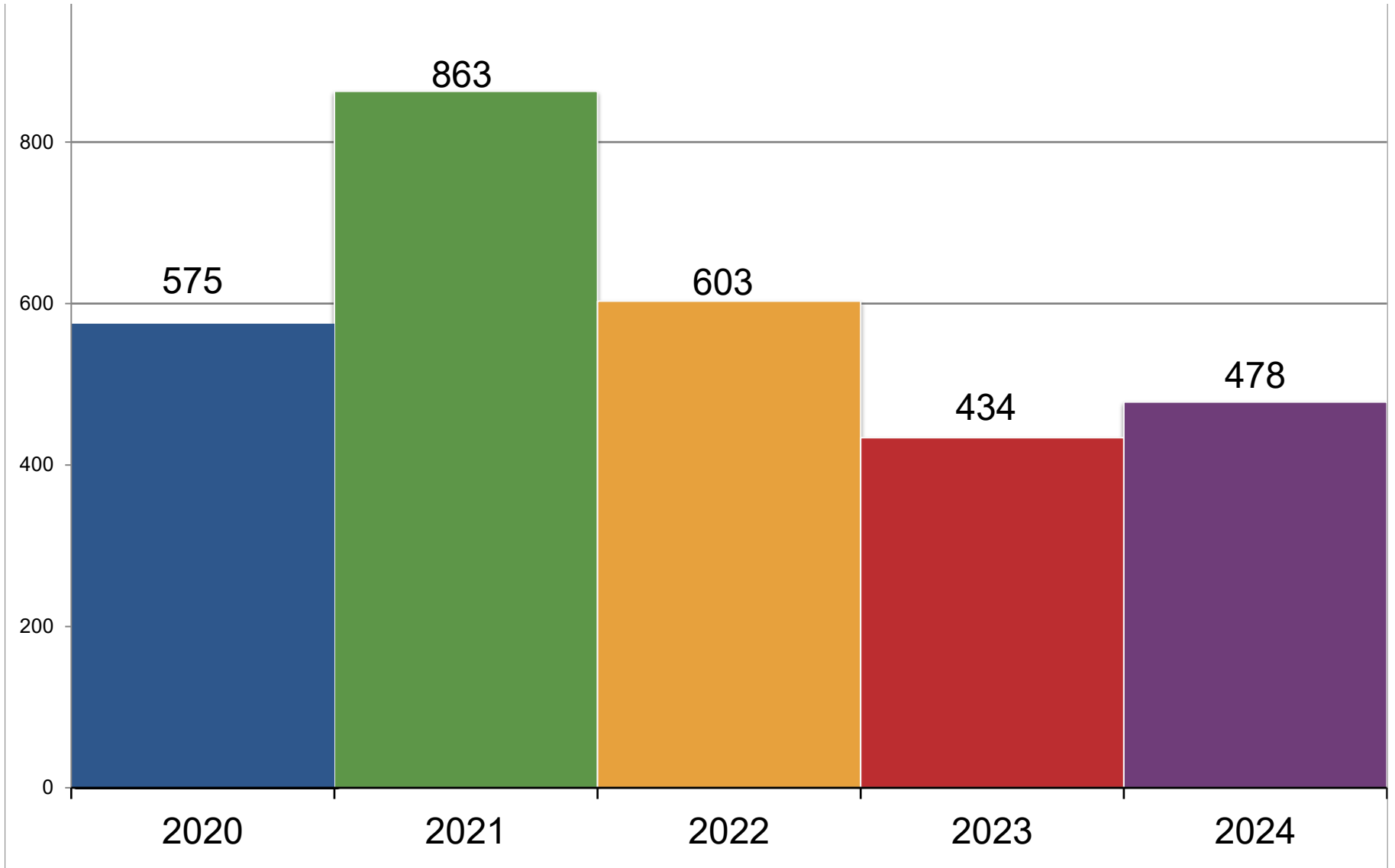
The average Continuous Market Time is **23**

HOME ESTATE & PUD

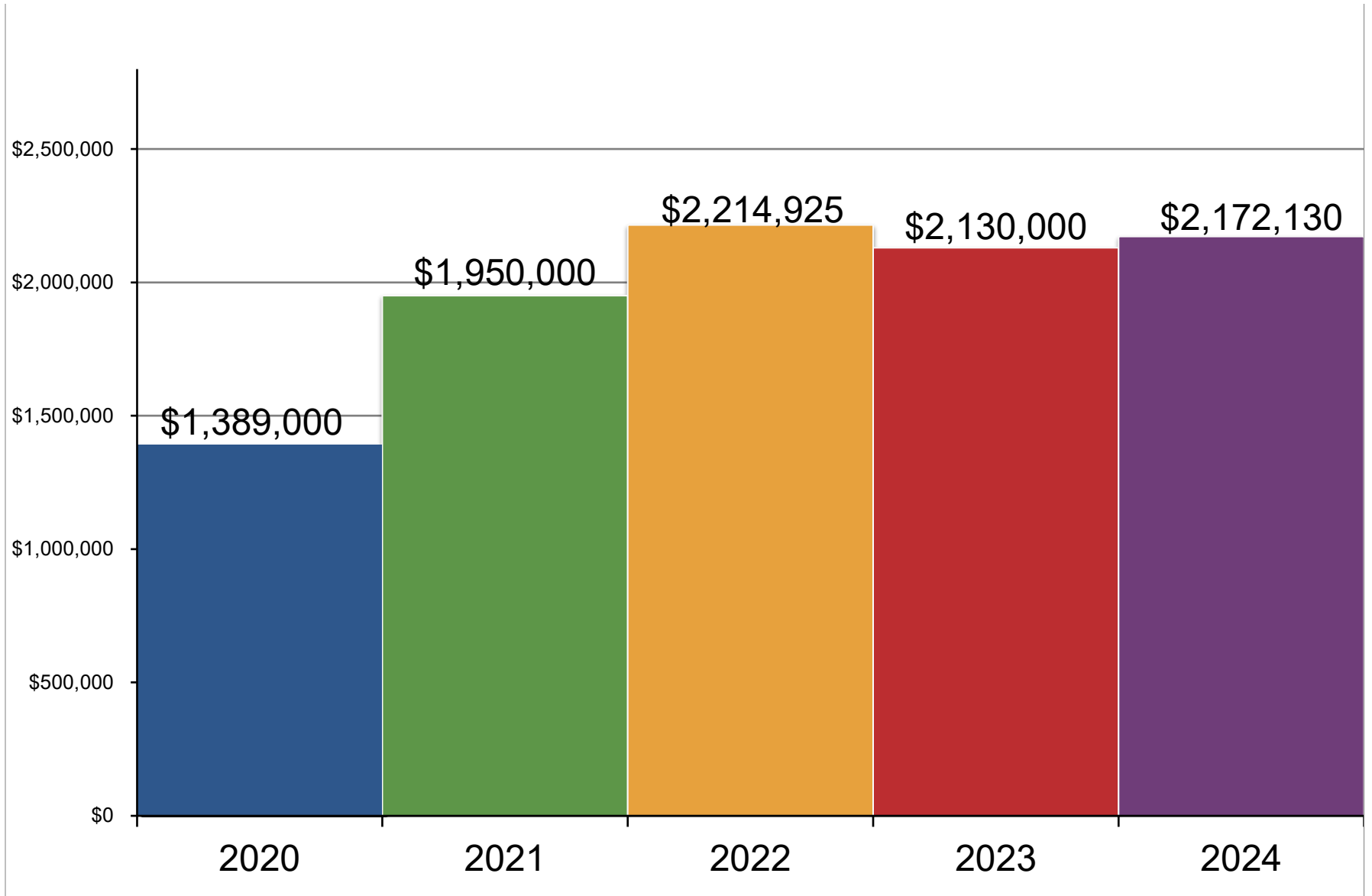
- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

HE/PU Sales

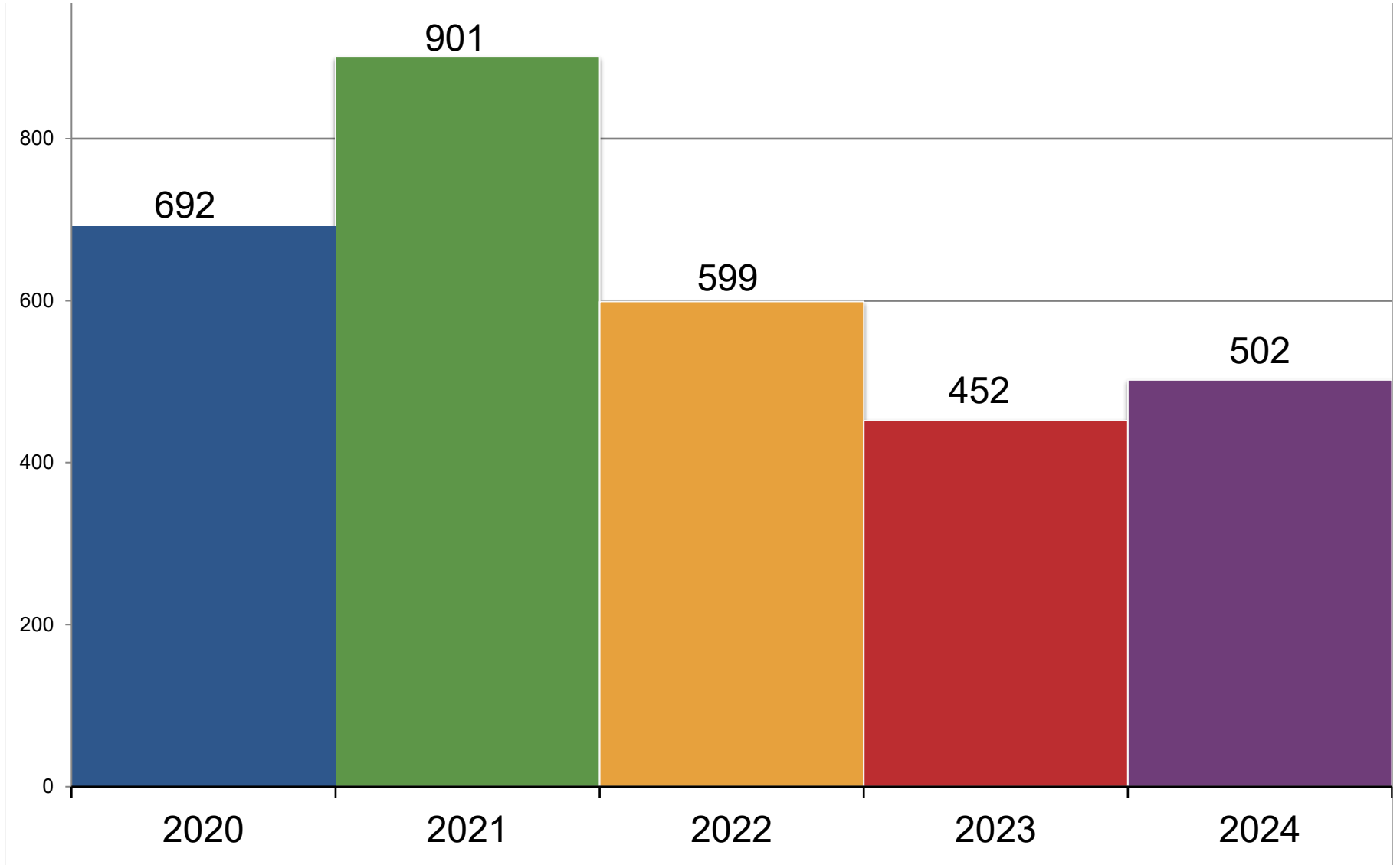
YTD 2020 – 2024



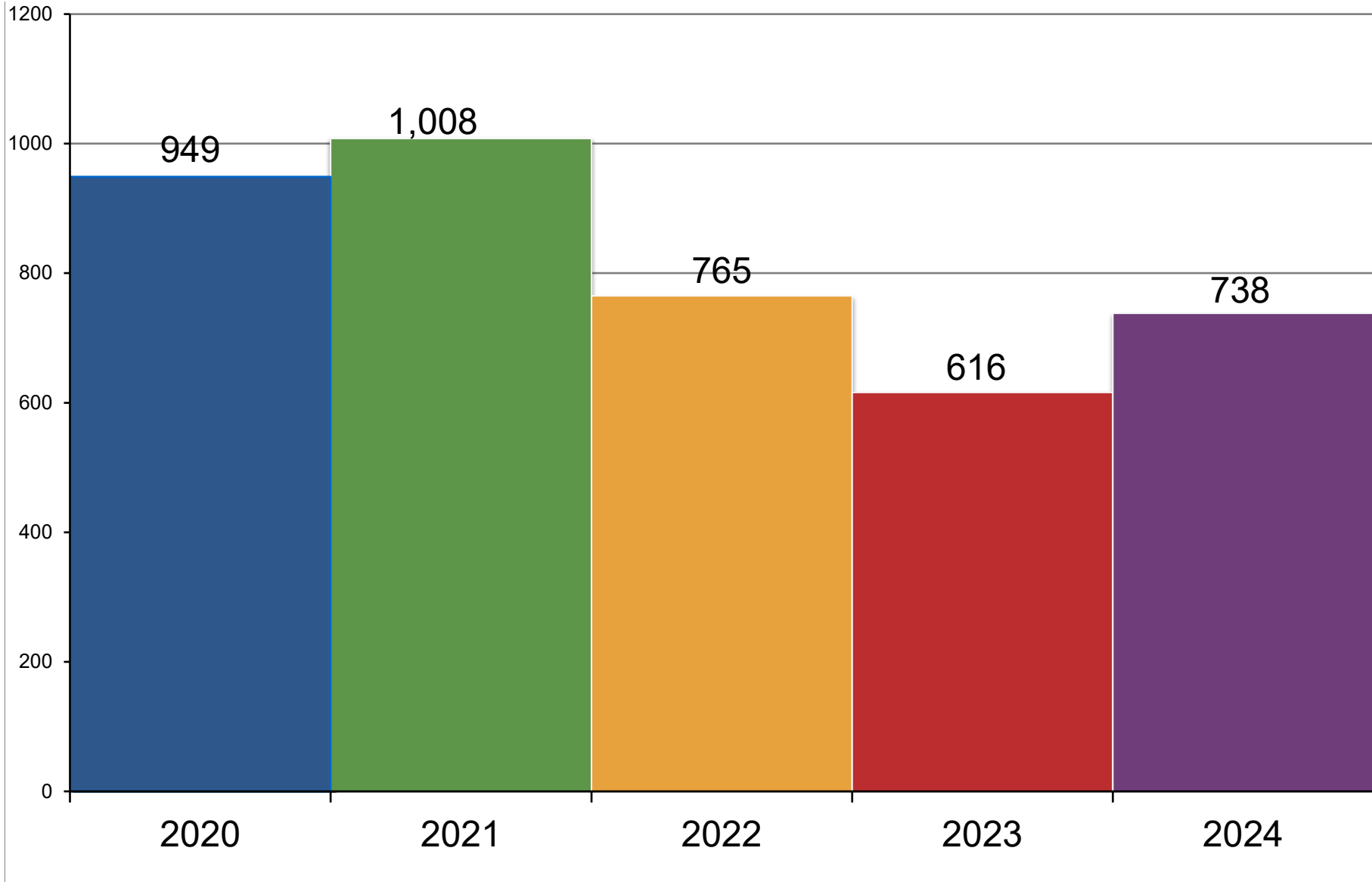
HE/PU Median Sales Price YTD 2020 – 2024



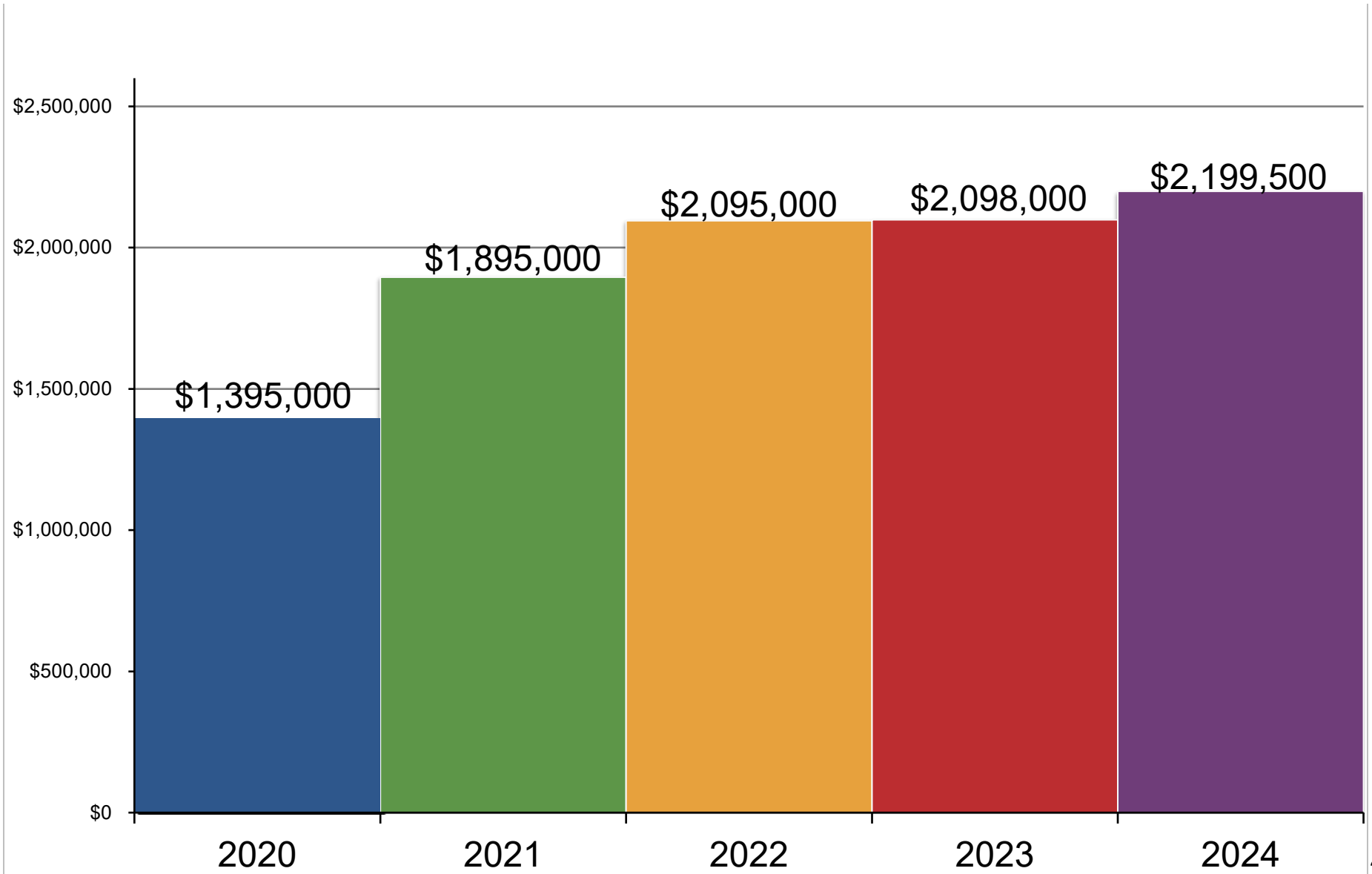
HE/PU Pending Sales YTD 2020 – 2024



HE/PU Active Listings YTD 2020 – 2024



HE/PU Median List Price YTD 2020 – 2024



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


ACTIVE and PENDING

2023 vs. 2024 ~ YTD

Total Active Listings

2023 ~ 616

2024 ~ 738

UP  +19.8%

New Listings

2023 ~ 638


2024 ~ 747

UP  +17.1%

Median List Price

2023 ~ \$2,098,000

2024 ~ \$2,199,500

UP  +4.8%

Properties that went into Escrow

2023 ~ 452

2024 ~ 502

UP  +11.1%

SOLD Properties

2023 vs. 2024 ~ YTD

Sold Properties

2023 ~ 434

UP



+10.1%

2024 ~ 478

Median Sales Price

2023 ~ \$2,130,000

UP



+2%

2024 ~ \$2,172,130

Median Sales Prices w/o Hope Ranch/Montecito

2023 ~ \$1,827,500

UP



+4%

2024 ~ \$1,900,000

Average Sold Price

2023 ~ \$3,237,816

UP



+3.1%

2024 ~ \$3,337,416

Average Sold Price w/o Hope Ranch/Montecito

2023 ~ \$2,229,078

UP



+3.9%

2024 ~ \$2,315,537

Sold Volume

2023 ~ \$1.

UP

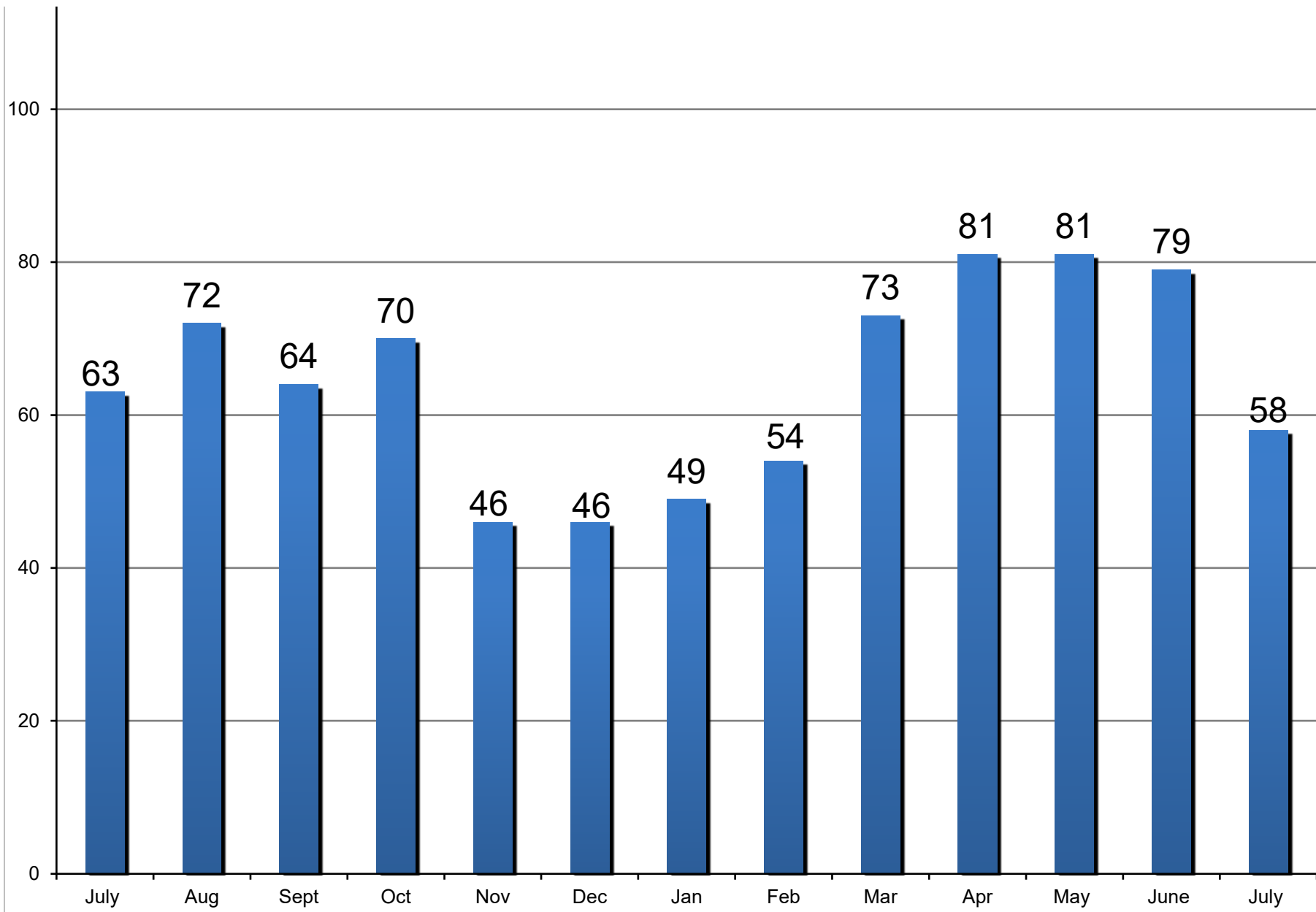


+13.5%

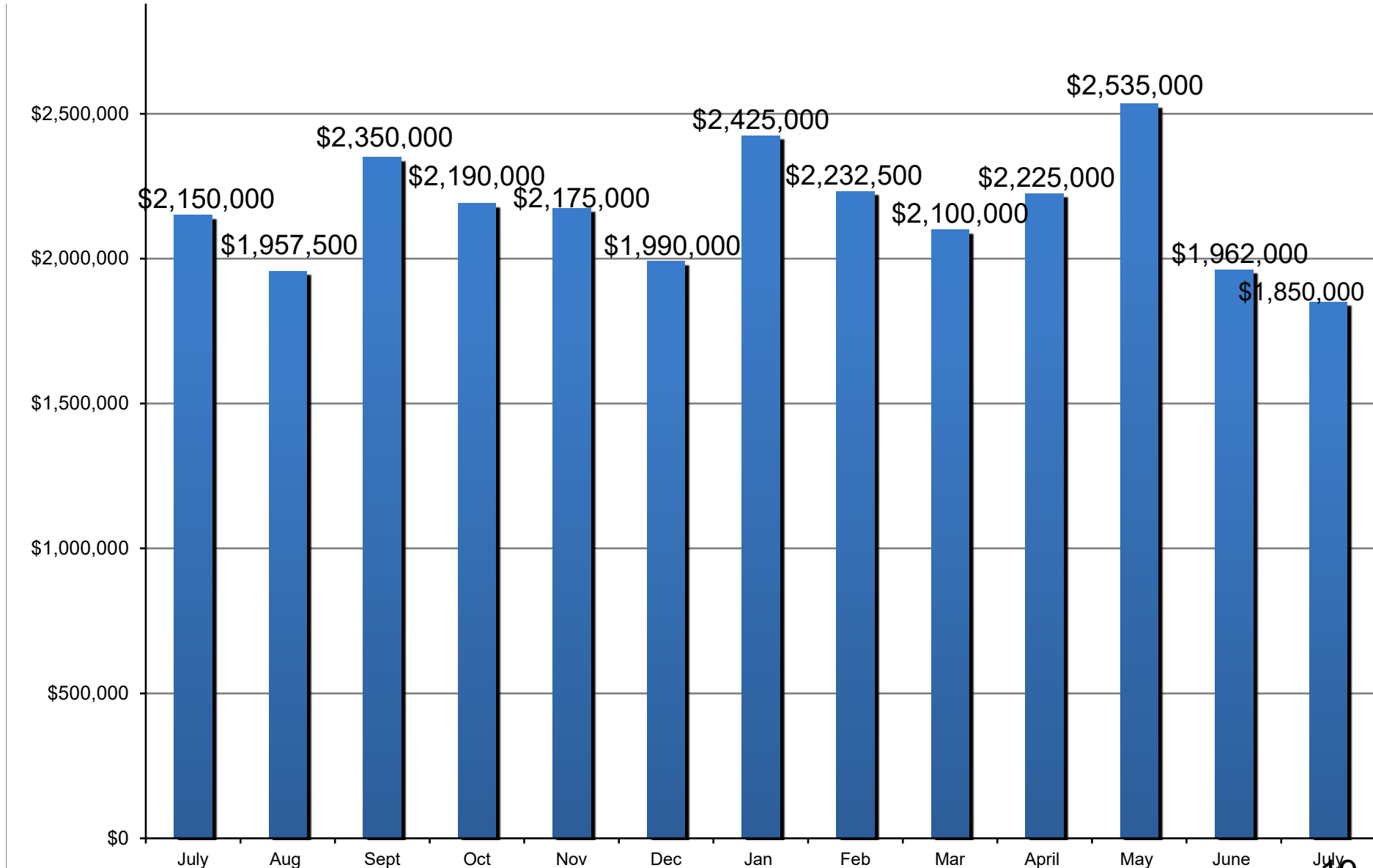
2024 ~ \$1,595,285,010

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

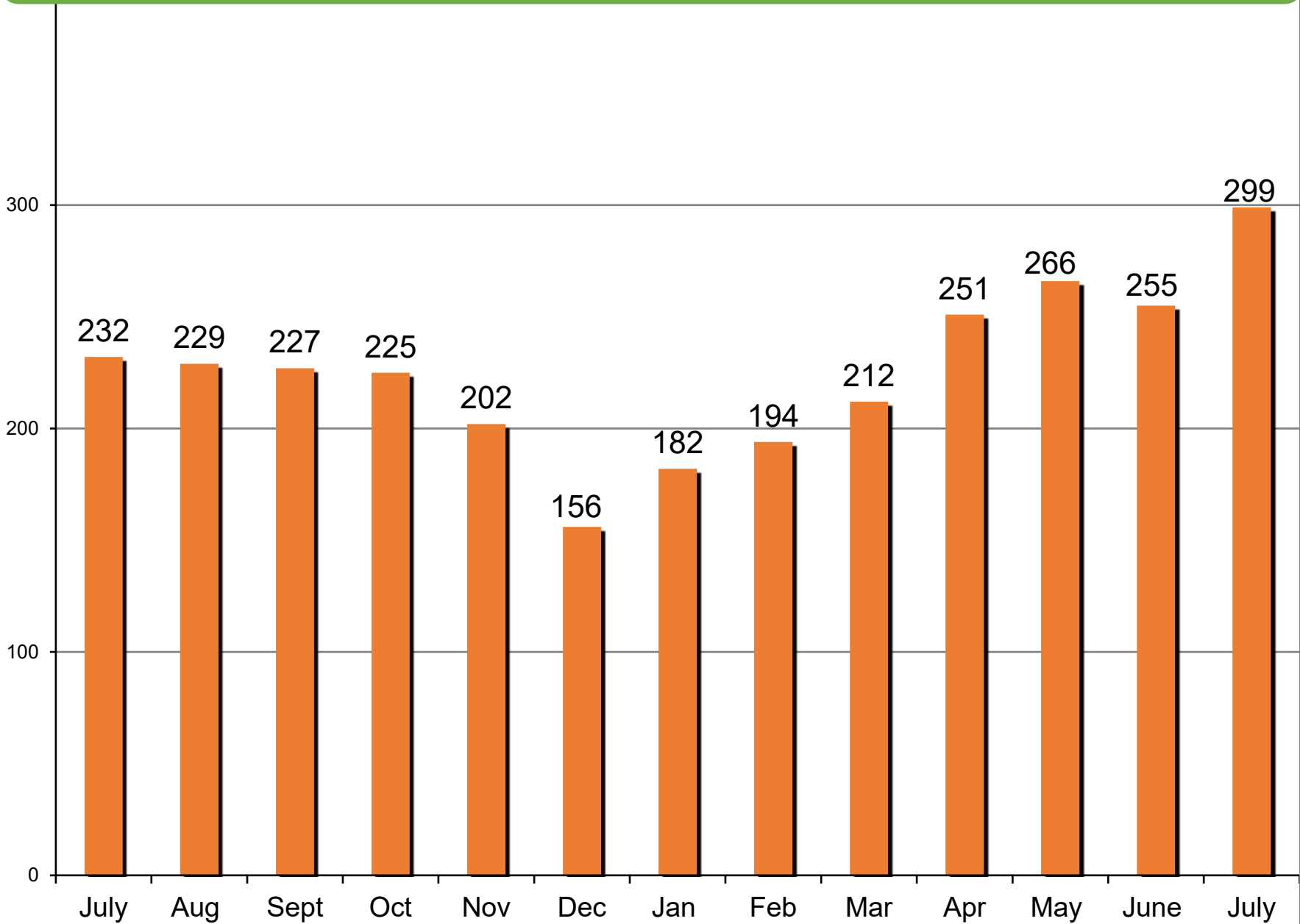
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

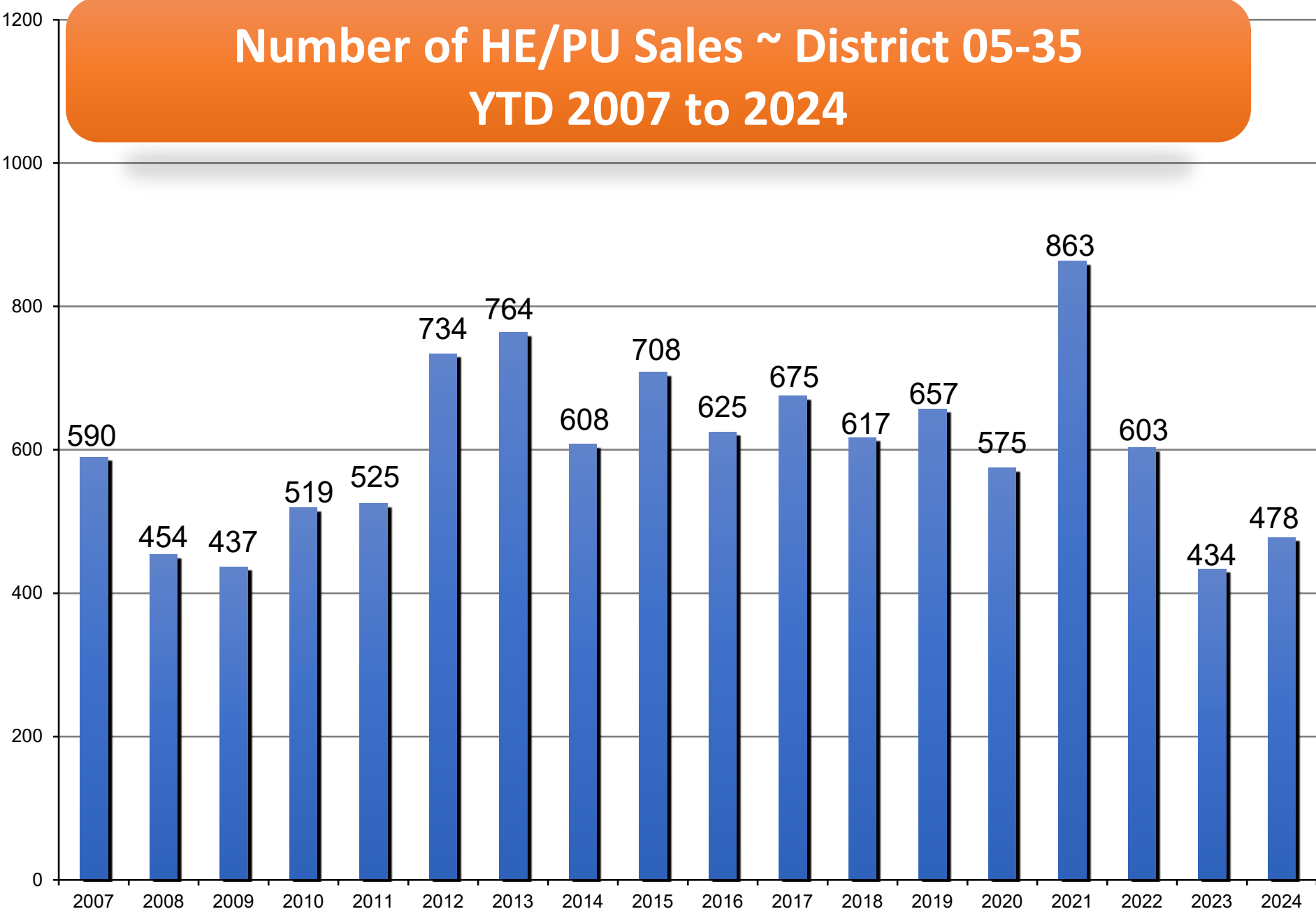


HE/PU Active Listings for the Last 12 Months

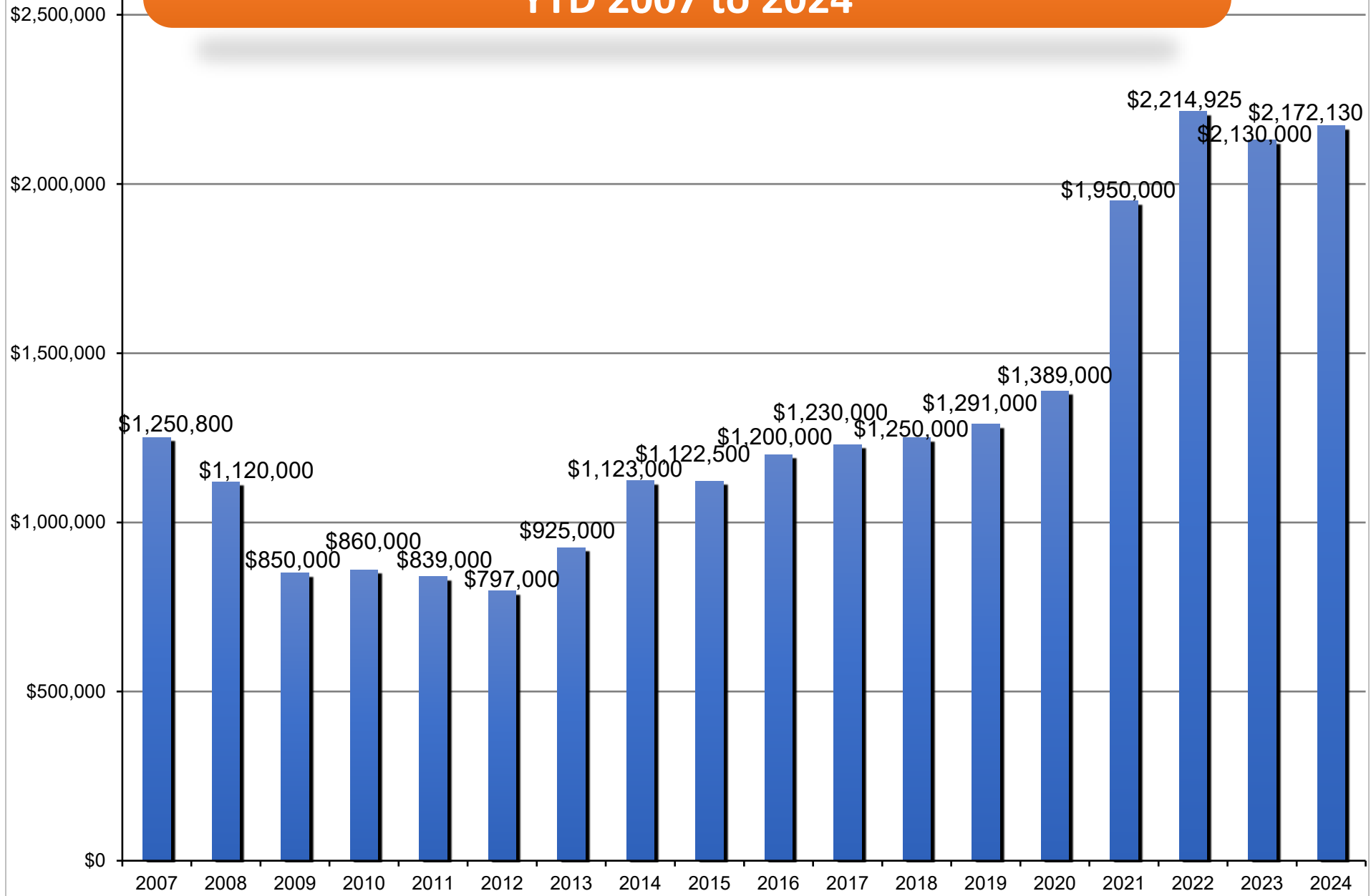


Perspective for Home Estates & PUDs 2007 – 2024

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



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	20	\$27,819,900	\$960,000	\$1,390,995	40	40	\$27,502,500	\$981,250	\$1,375,125	98.86	95.61
List/Sold	3	\$2,990,000	\$925,000	\$996,666	7	7	\$3,095,000	\$1,000,000	\$1,031,666	103.51	103.51
Co-Broker	17	\$24,829,900	\$995,000	\$1,460,582	46	46	\$24,407,500	\$967,500	\$1,435,735	98.30	94.69
New	31	\$44,524,280	\$1,180,000	\$1,436,267	13	14					
Pending	27	\$34,387,380	\$985,000	\$1,273,606	61	65					
Withdrawn	0	\$0	\$0	\$0	0	0					
Cancelled	4	\$5,664,000	\$1,389,500	\$1,416,000	47	47					
Expired	2	\$5,590,000	\$2,795,000	\$2,795,000	170	170					
Back On Market	3	\$3,482,900	\$799,000	\$1,160,966	141	141					
Extended	6	\$8,973,500	\$1,124,250	\$1,495,583	88	88					
Active In Range	71	\$111,511,680	\$1,195,000	\$1,570,587	32	33					
Current Active	36	\$68,300,800	\$1,638,500	\$1,897,244	58	61					

Previous Year Comparison

CONDOS

July 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	20	\$27,819,900	\$960,000	\$1,390,995	40	40	\$27,502,500	\$981,250	\$1,375,125	98.86	95.61
Pending	27	\$34,387,380	\$985,000	\$1,273,606	61	65					

July 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	26	\$31,917,899	\$957,500	\$1,227,611	16	16	\$32,143,500	\$912,000	\$1,236,288	100.71	99.88
Pending	17	\$29,882,999	\$1,194,999	\$1,757,823	21	29					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$650,000-\$699,999	2	138	138
\$750,000-\$799,999	1	26	26
\$800,000-\$849,999	2	10	10
\$850,000-\$899,999	4	26	26
\$950,000-\$999,999	2	18	18
\$1,000,000-\$1,099,999	1	12	12

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,200,000-\$1,299,999	2	8	8
\$1,300,000-\$1,399,999	1	16	16
\$1,400,000-\$1,499,999	0	0	0
\$1,500,000-\$1,599,999	1	146	146
\$1,800,000-\$1,899,999	1	32	32
\$2,500,000-\$2,749,999	1	7	7
\$3,500,000-\$3,749,999	1	106	106
\$4,000,000-\$4,249,999	1	8	8

Sold Listings

The average price for the **20** properties is **\$1,375,125**

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

1295 Spring Road

The median price is **\$981,250**

The lowest price is **\$655,000**

7630 Dearborn Place #44

The average Market Time is **40**

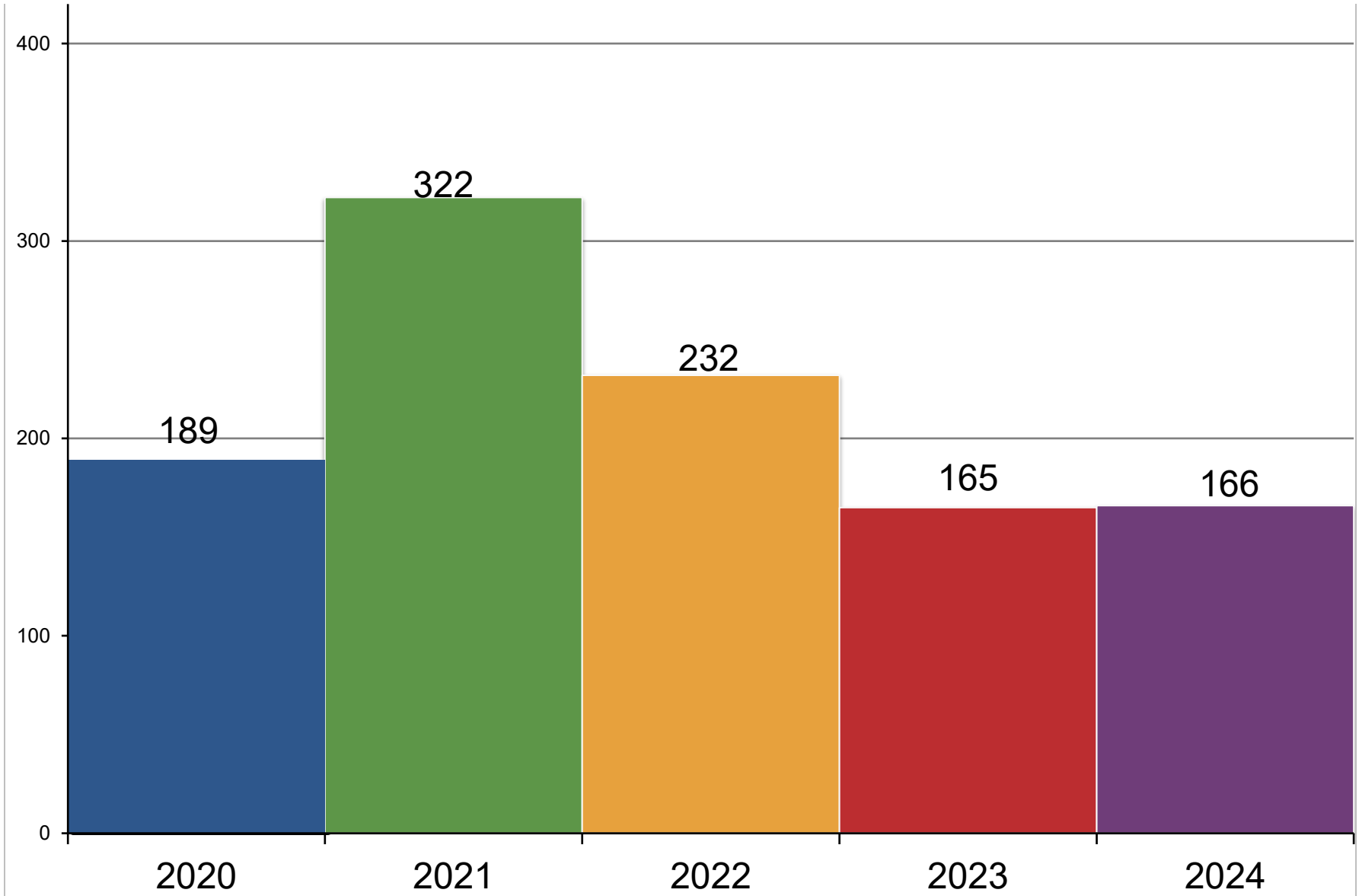
The average Continuous Market Time is **40**

CONDO STATISTICS

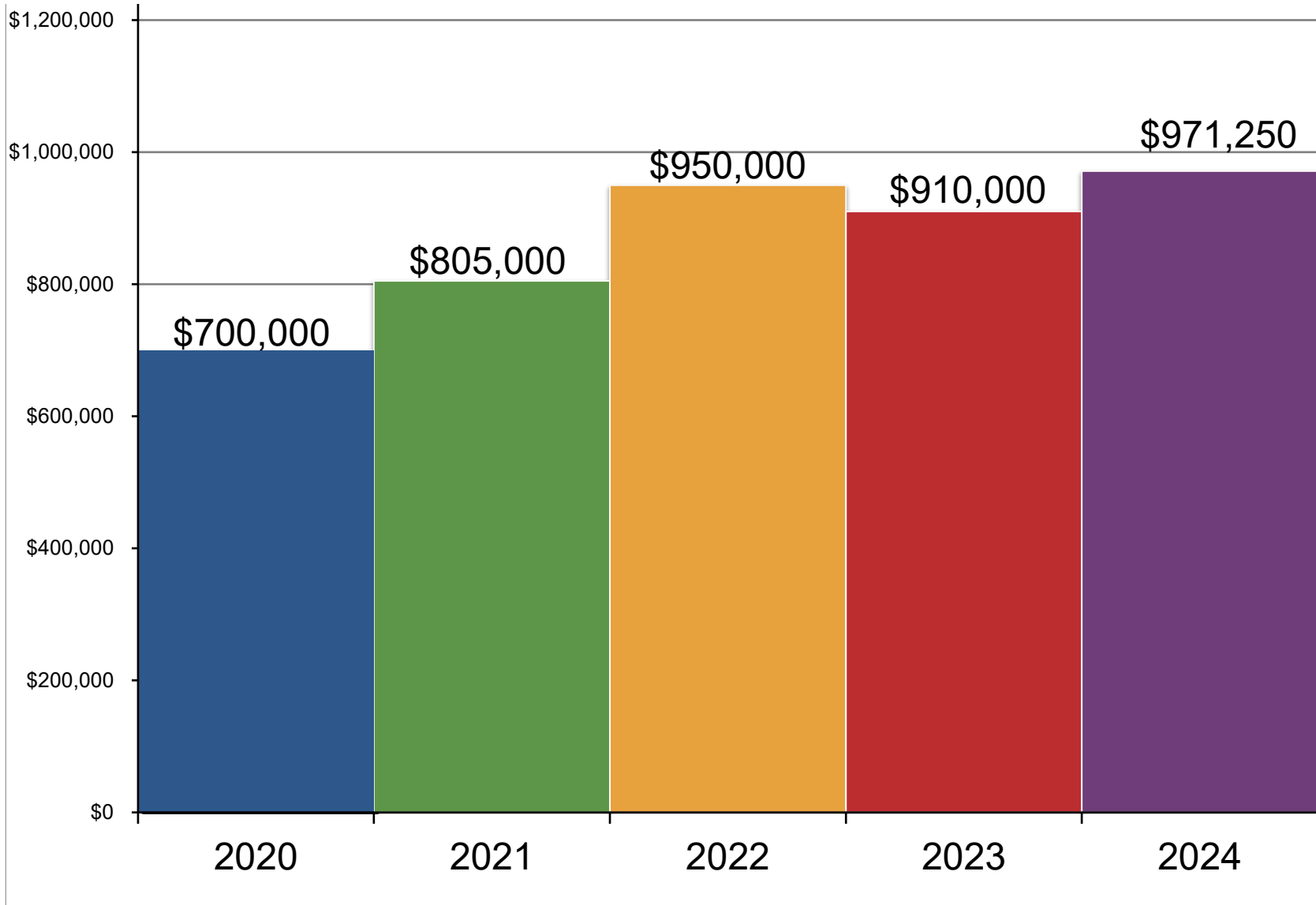
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

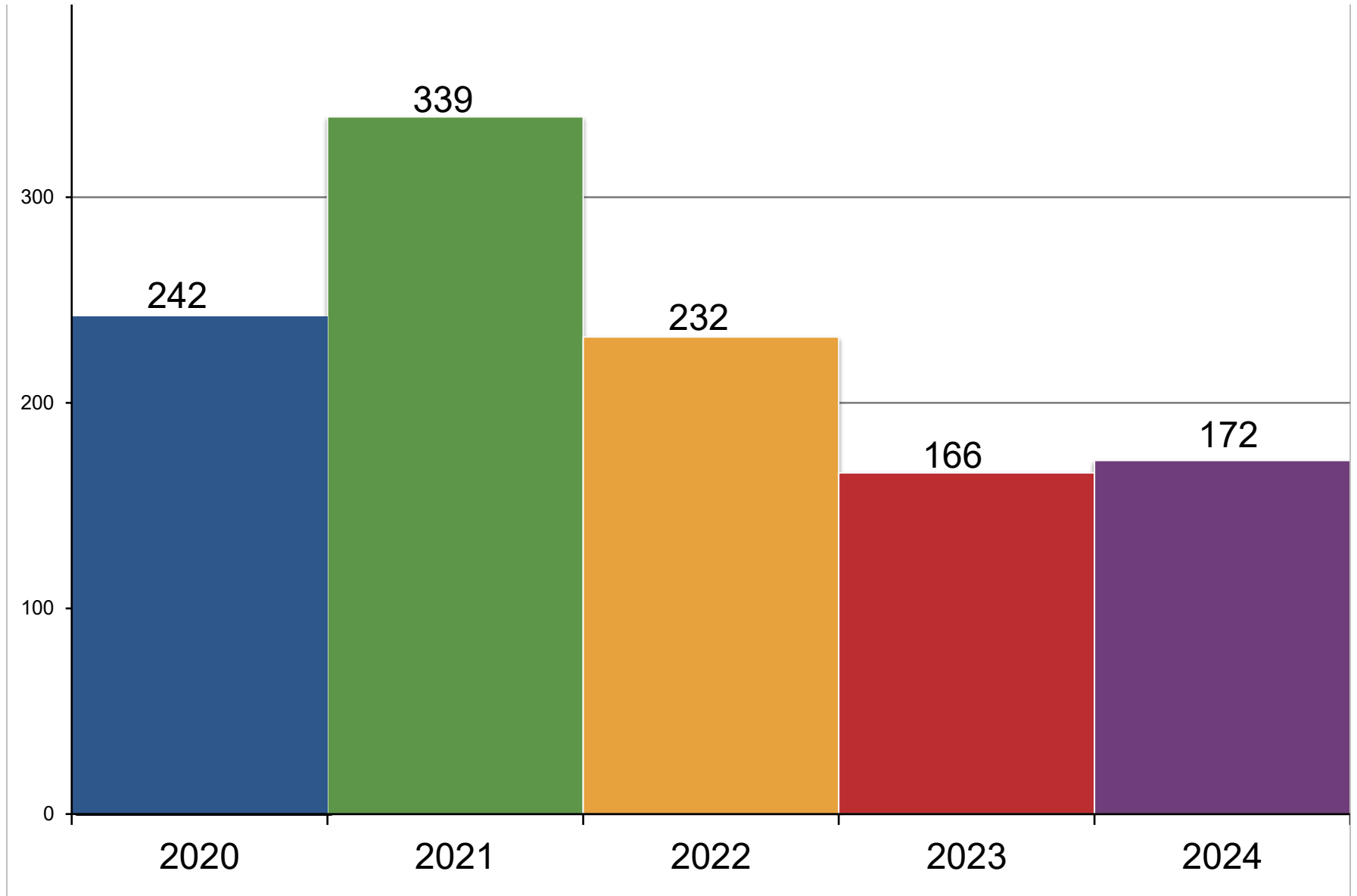
YTD 2020 – 2024



Condo Median Sales Price YTD 2020 – 2024

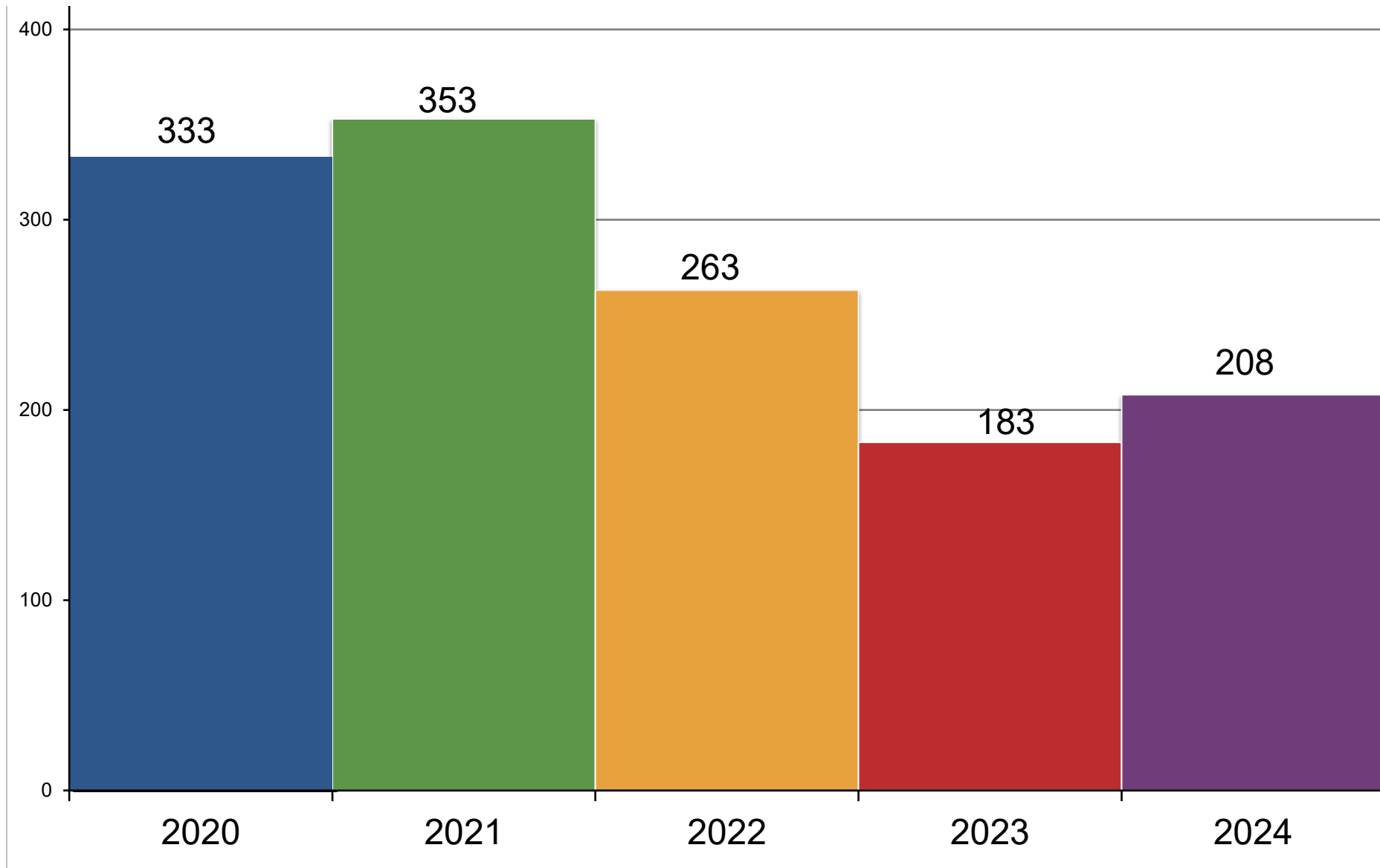


Condo Pending Sales YTD 2020 – 2024

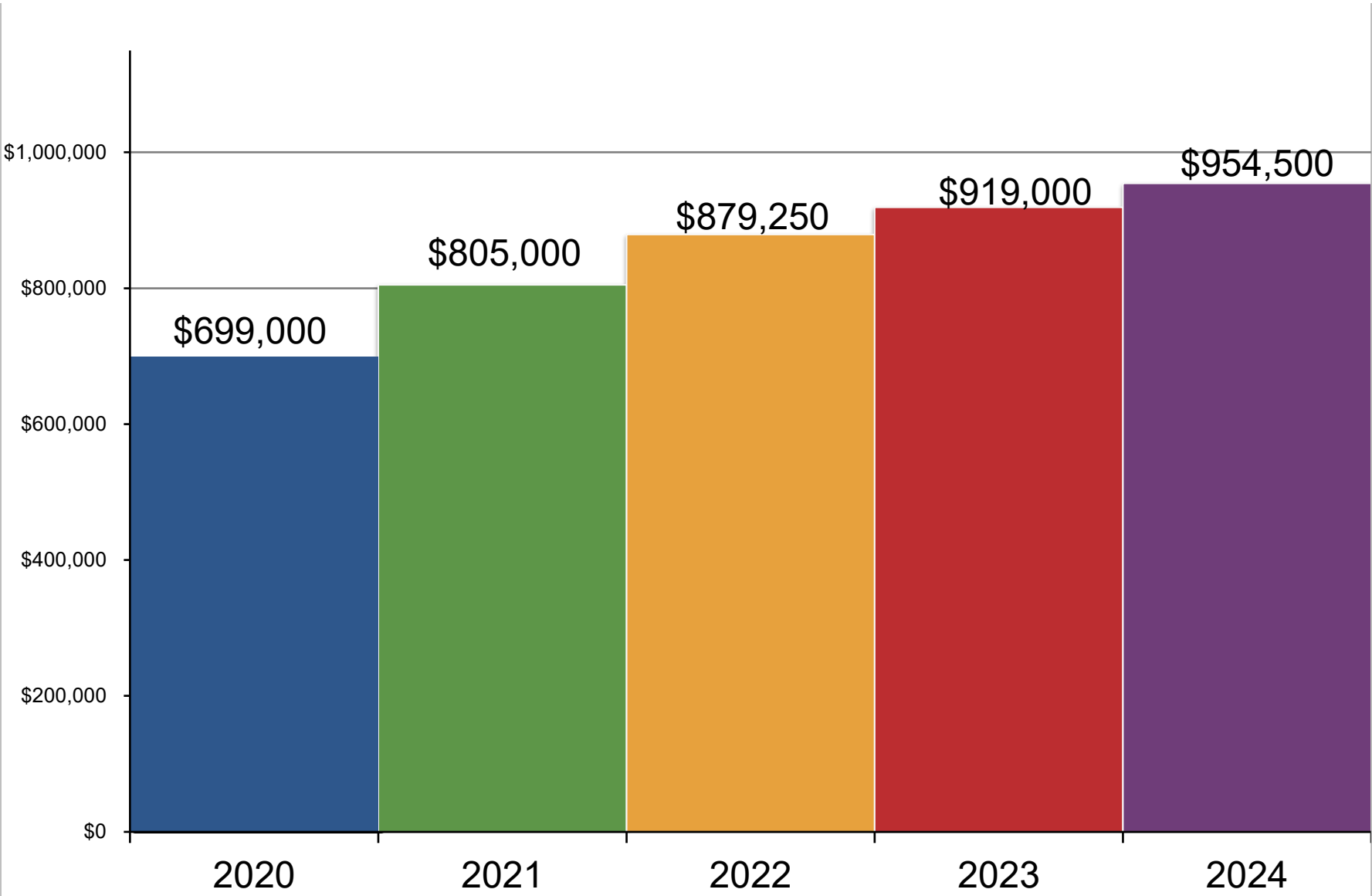


Condo Active Listings

YTD 2020 – 2024



Condo Median List Price YTD 2020 – 2024



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


ACTIVE and PENDING

2023 vs. 2024 ~ YTD

Total Active Listings

2023 ~ 183


2024 ~ 208

UP  +13.7%

New Listings

2023 ~ 188

2024 ~ 214

UP  +13.9%

Median List Price

2023 ~ \$919,000

2024 ~ \$954,500

UP  +3.9%

Properties that went into Escrow

2023 ~ 166

2024 ~ 172

UP  +3.6%

SOLD Properties

2023 vs. 2024 ~ YTD

Sold Properties

2023 ~ 165

UP



+0.6%

2024 ~ 166

Median Sales Price

2023 ~ \$910,000

UP



+6.7%

2024 ~ \$971,250

Median Sales Prices w/o Hope Ranch/Montecito

2023 ~ \$900,000

UP



+5.5%

2024 ~ \$949,500

Average Sold Price

2023 ~ \$1,200,569

DOWN



-1.8%

2024 ~ \$1,178,699

Average Sold Price w/o Hope Ranch/Montecit

2023 ~ \$ 1,061,271

UP



+2.6%

2024 ~ \$1,089,266

Sold Volume

2023 ~ \$198,094,018

DOWN

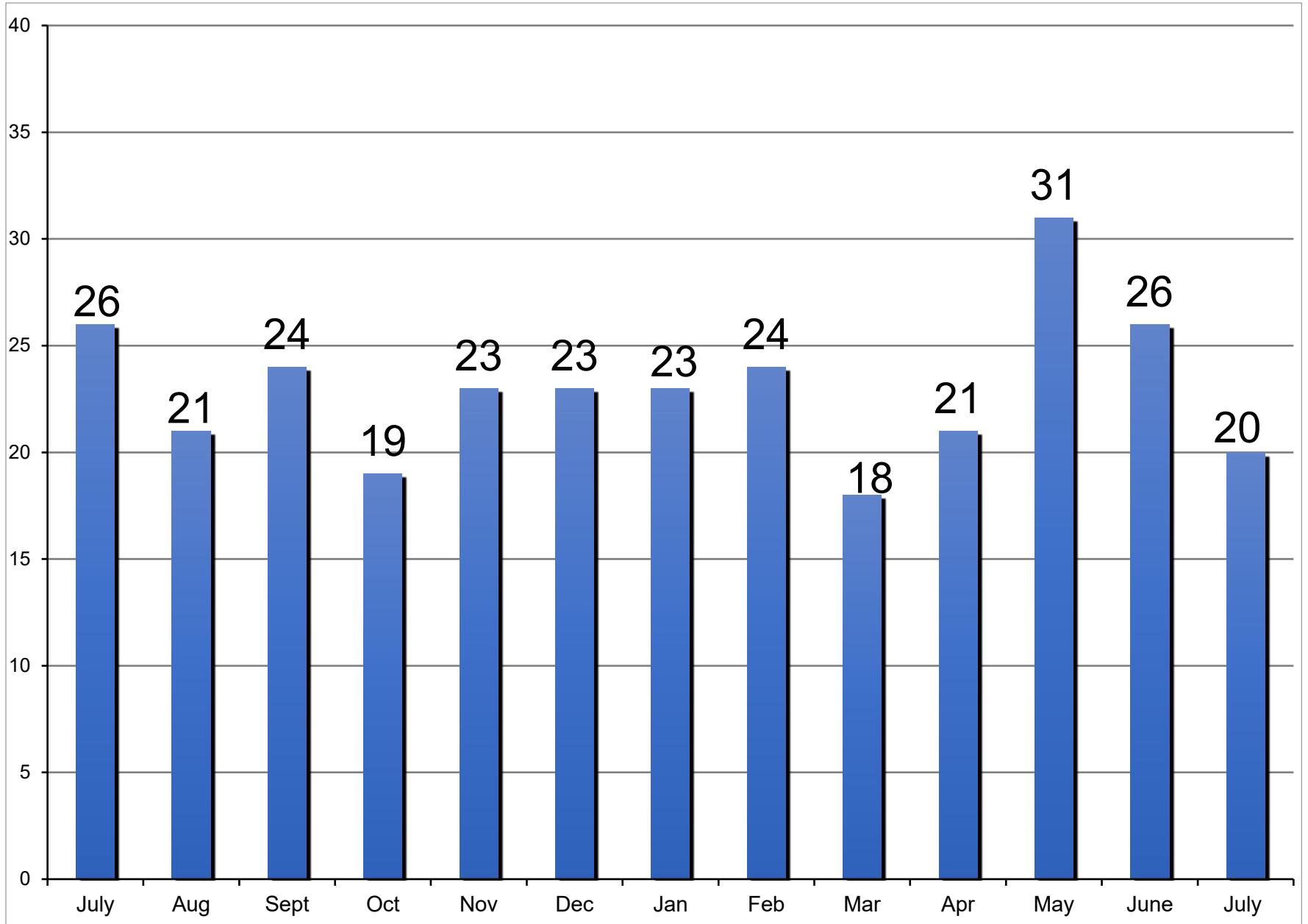


-1.2%

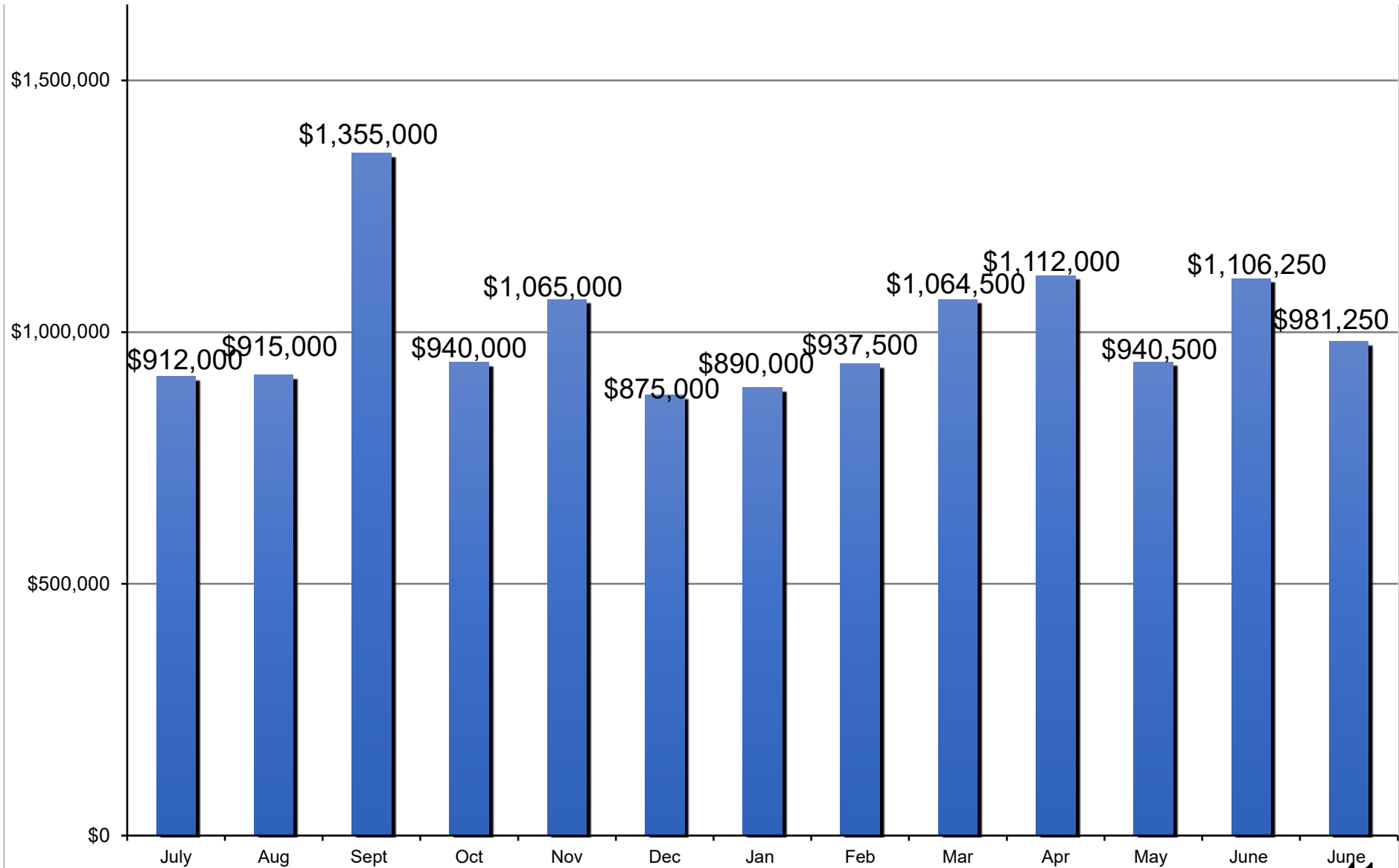
2024 ~ \$195,664,173

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

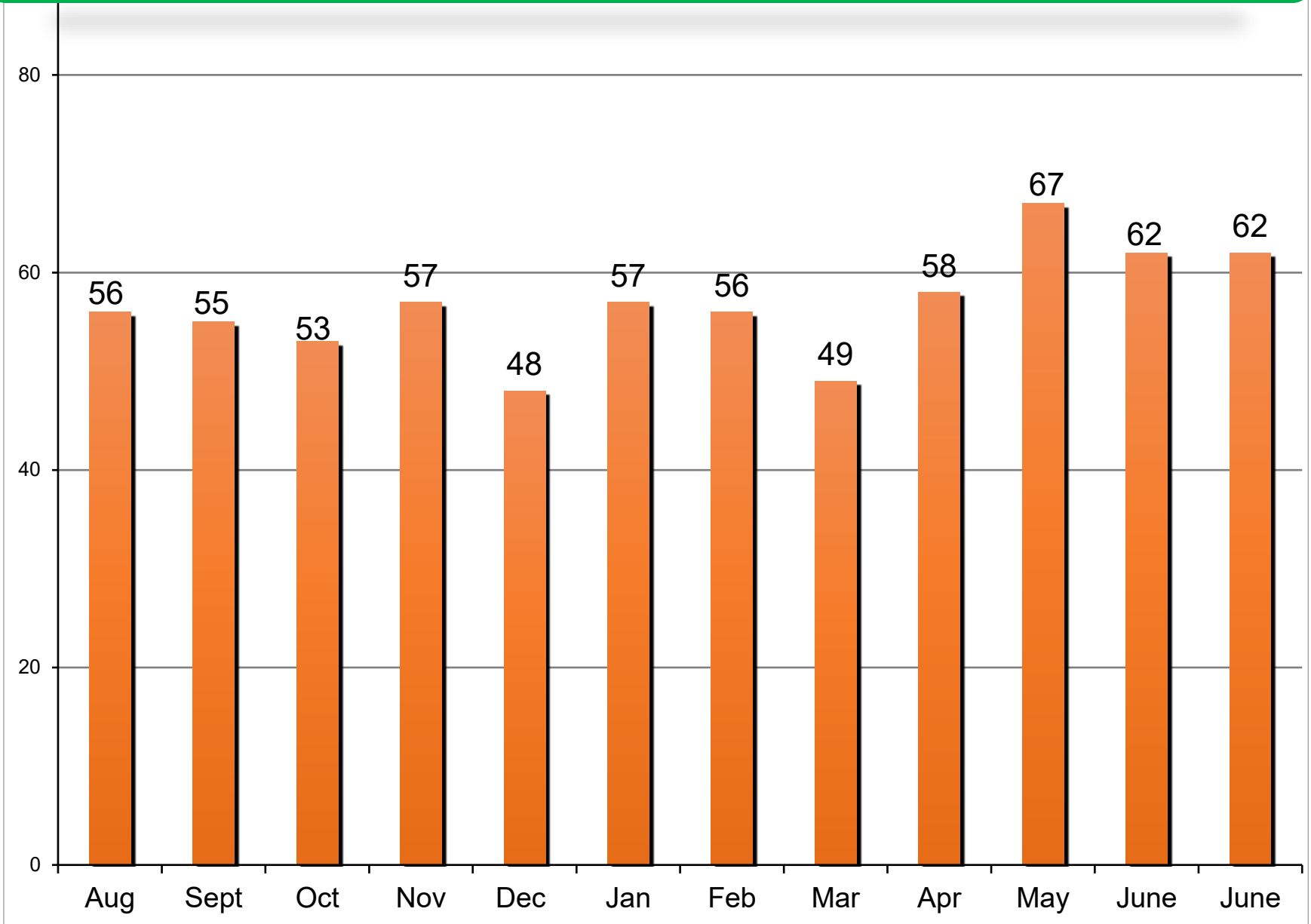
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

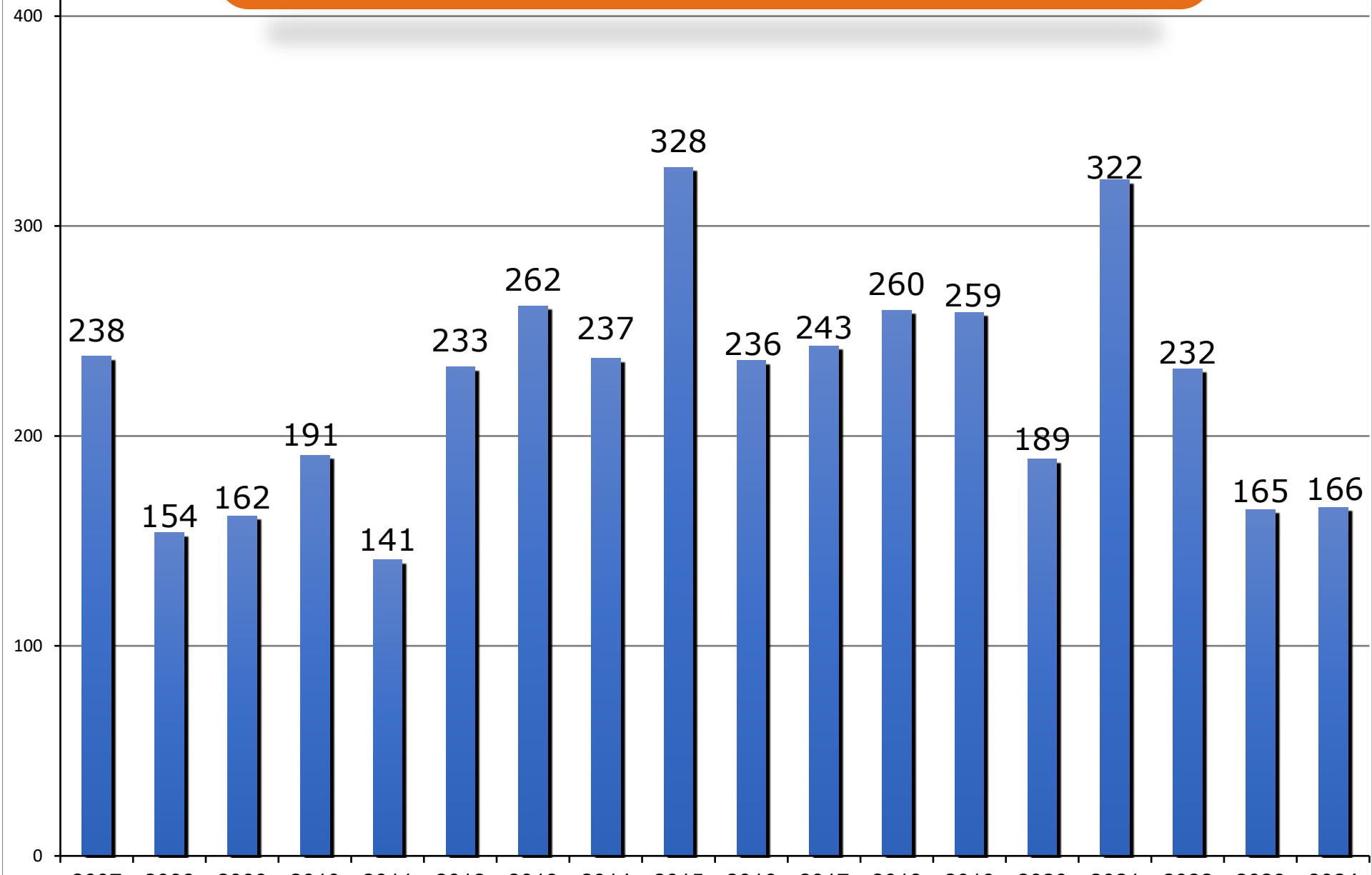


Condo Active Listings for the Last 12 Months

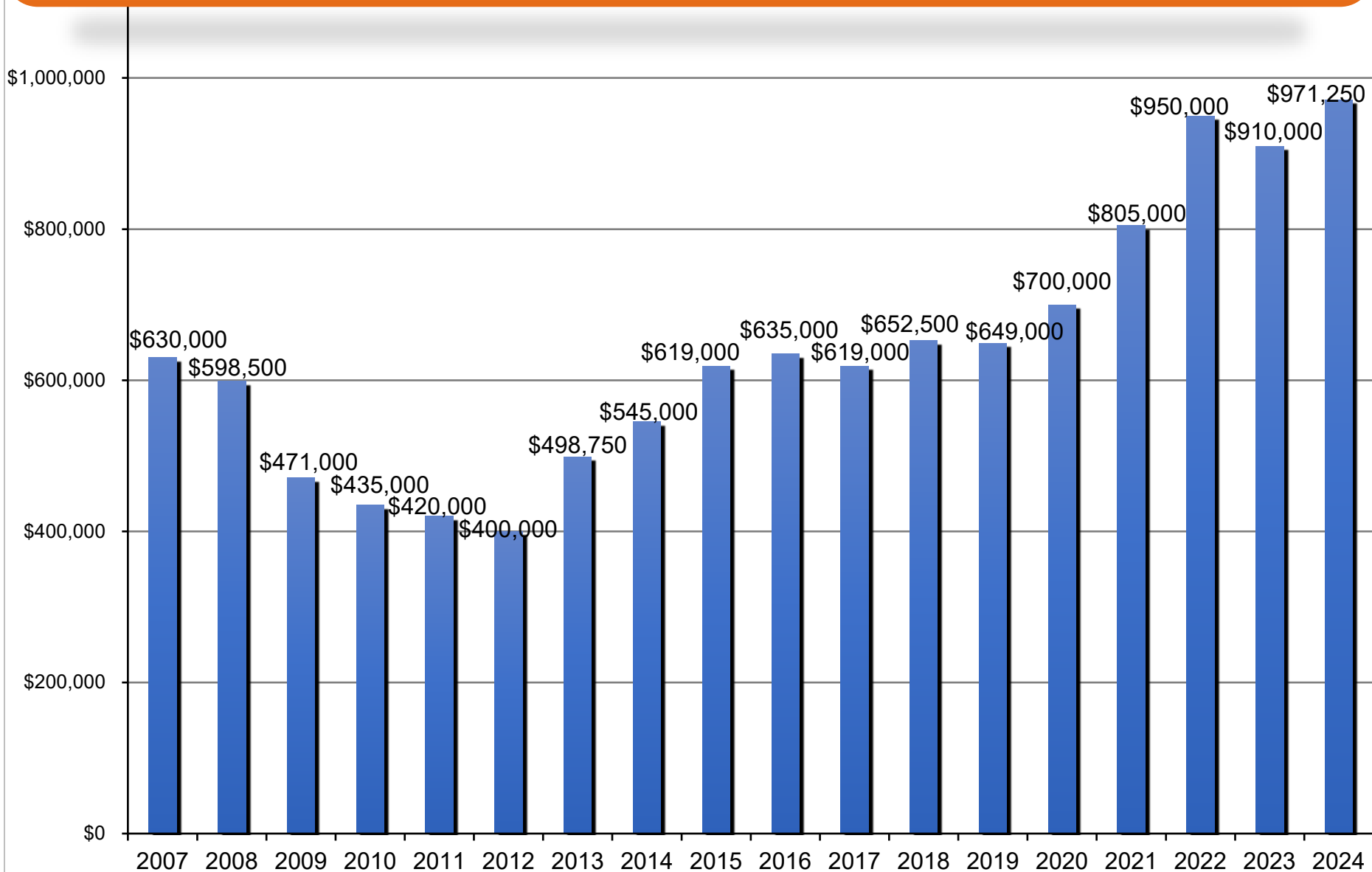


Perspective
for Condos
2007 – 2024

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 8/5/2024*

Statistics Through July 2024