

# Monthly MLS Statistics

## MARCH 2024



*Compiled Data from the  
Santa Barbara Multiple Listing Service  
as of 4/5/2024*

MARCH 1 – MARCH 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>	73	\$235,894,899	\$2,100,000	\$3,231,436	26	29	\$226,589,359	\$2,100,000	\$3,103,963	96.06	94.76
<b>List/Sold</b>	16	\$45,468,000	\$2,149,500	\$2,841,750	22	28	\$44,468,034	\$2,100,000	\$2,779,252	97.80	96.43
<b>Co-Broker</b>	57	\$190,426,899	\$2,095,000	\$3,340,822	27	30	\$182,121,325	\$2,093,750	\$3,195,110	95.64	94.36
<b>New</b>	96	\$525,024,440	\$2,497,500	\$5,469,004	13	25					
<b>Pending</b>	86	\$302,030,000	\$2,250,000	\$3,511,976	28	37					
<b>Withdrawn</b>	8	\$169,984,000	\$8,245,000	\$21,248,000	72	108					
<b>Cancelled</b>	14	\$73,821,440	\$3,225,000	\$5,272,960	94	131					
<b>Expired</b>	8	\$93,422,000	\$4,547,500	\$11,677,750	205	216					
<b>Back On Market</b>	20	\$100,997,440	\$2,822,500	\$5,049,872	144	149					
<b>Extended</b>	21	\$99,844,000	\$3,200,000	\$4,754,476	183	188					
<b>Active In Range</b>	247	\$1,722,836,340	\$3,395,000	\$6,975,045	60	74					
<b>Current Active</b>	126	\$1,063,746,900	\$4,395,000	\$8,442,435	102	127					

# Previous Year Comparison

## Home Estate/PUD

### MARCH 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	73	\$235,894,899	\$2,100,000	\$3,231,436	26	29	\$226,589,359	\$2,100,000	\$3,103,963	96.06	94.76
Pending	86	\$302,030,000	\$2,250,000	\$3,511,976	28	37					

### MARCH 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	61	\$203,116,400	\$2,075,000	\$3,329,777	32	41	\$201,456,000	\$2,255,000	\$3,302,557	99.18	97.13
Pending	59	\$245,765,995	\$2,195,000	\$4,165,525	31	36					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$950,000-\$999,999	3	20	38
\$1,000,000-\$1,099,999	1	1	1
\$1,100,000-\$1,199,999	2	5	5
\$1,200,000-\$1,299,999	3	14	14
\$1,300,000-\$1,399,999	5	15	15
\$1,400,000-\$1,499,999	3	11	11
\$1,500,000-\$1,599,999	6	35	53
\$1,600,000-\$1,699,999	3	12	12
\$1,700,000-\$1,799,999	4	50	50

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,750,000-\$2,999,999	3	54	54
\$3,000,000-\$3,249,999	2	46	46
\$3,250,000-\$3,499,999	2	4	4
\$3,500,000-\$3,749,999	2	6	6
\$3,750,000-\$3,999,999	2	9	9
\$4,000,000-\$4,249,999	2	78	78
\$4,250,000-\$4,499,999	1	1	1
\$4,750,000-\$4,999,999	1	11	11
\$5,000,000+	7	24	36

# Sold Listings

The average price for the **73** properties is **\$3,103,963**

The highest price is **\$32,000,000**



**319 San Ysidro Road**

The median price is **\$2,100,000**



**4671 9<sup>th</sup> Street**

The lowest price is **\$973,000**

The average Market Time is **26**

The average Continuous Market Time is **29**

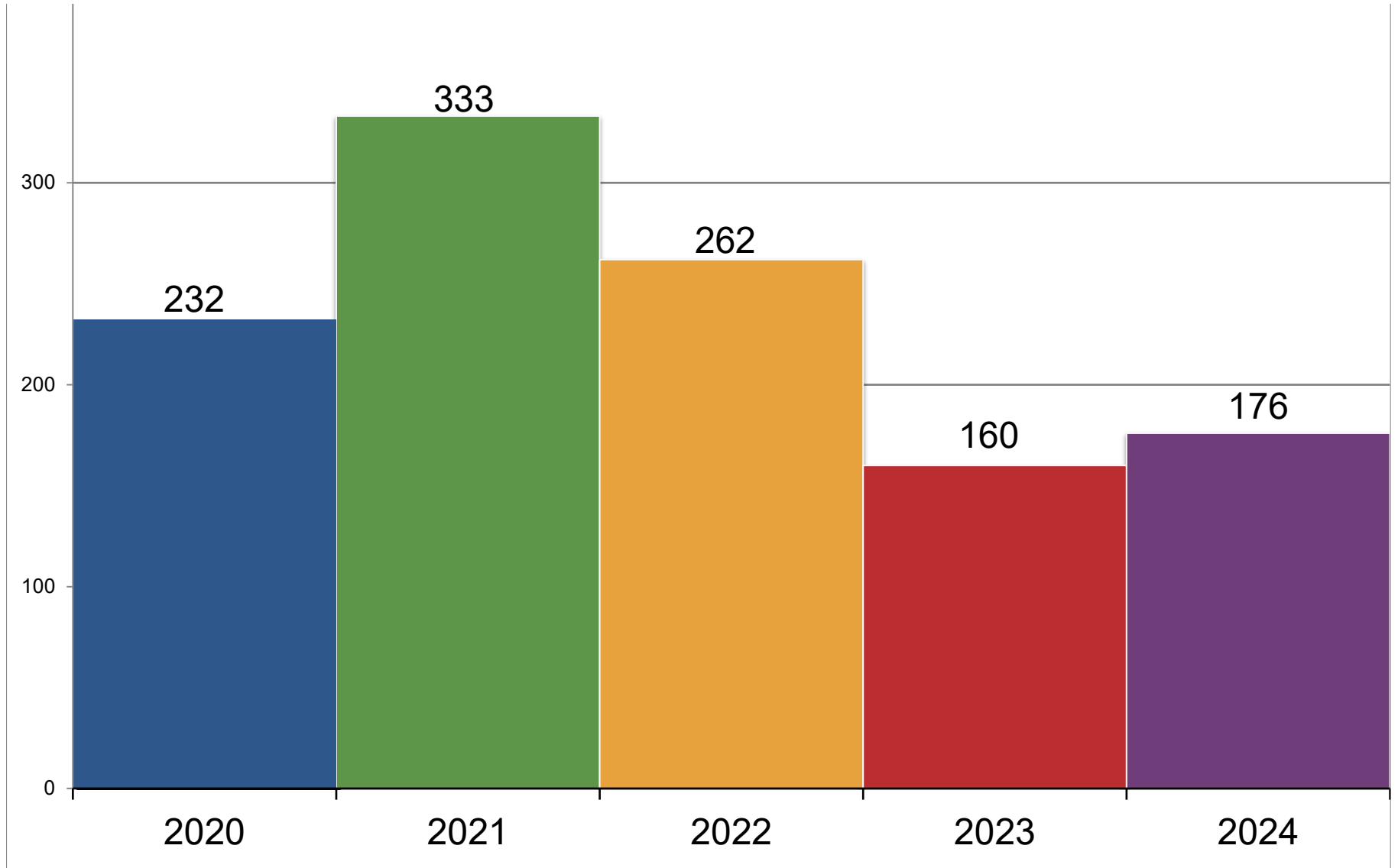
# HOME ESTATE & PUD

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

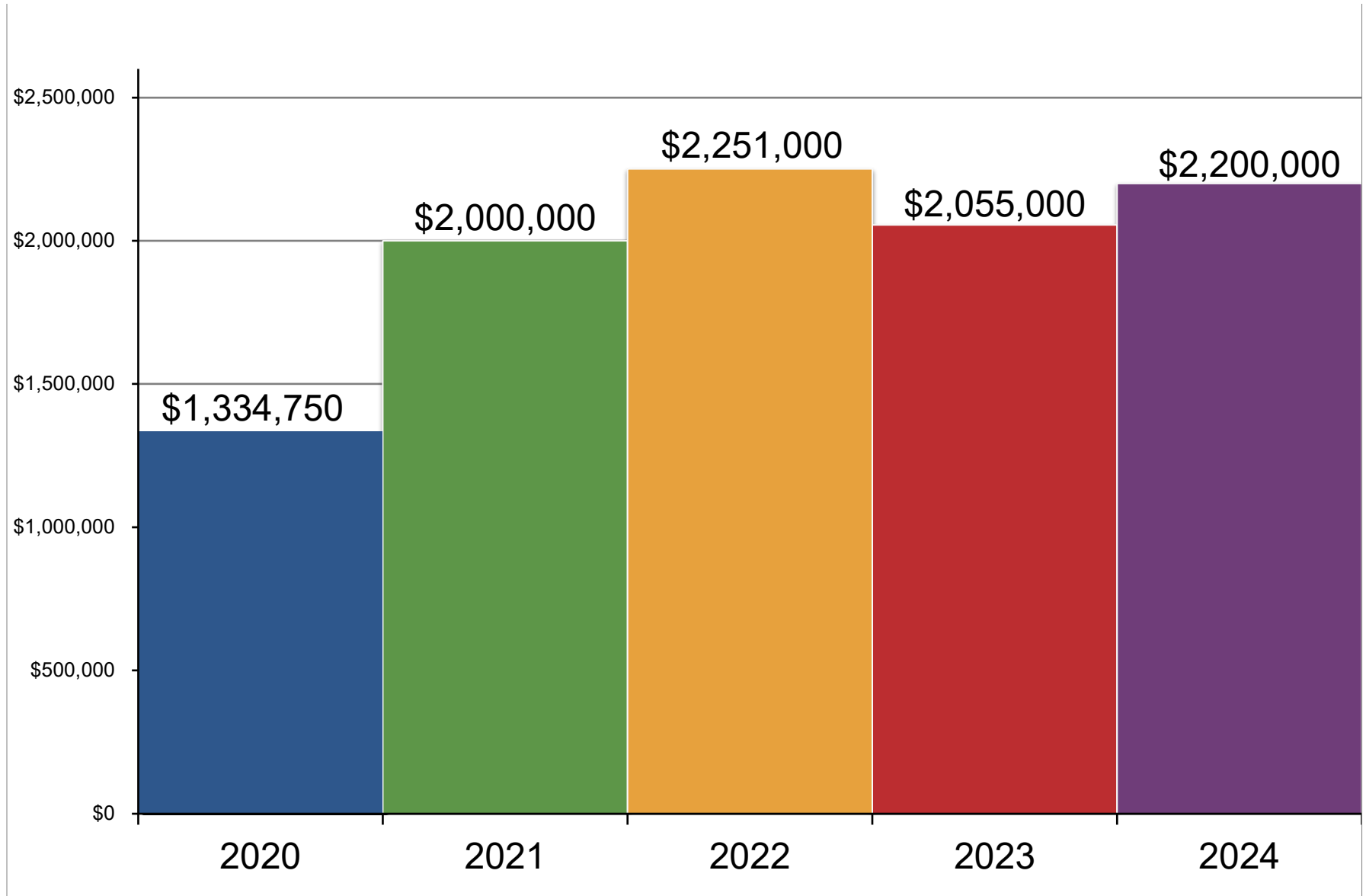


# HE/PU Sales

## YTD 2020 – 2024

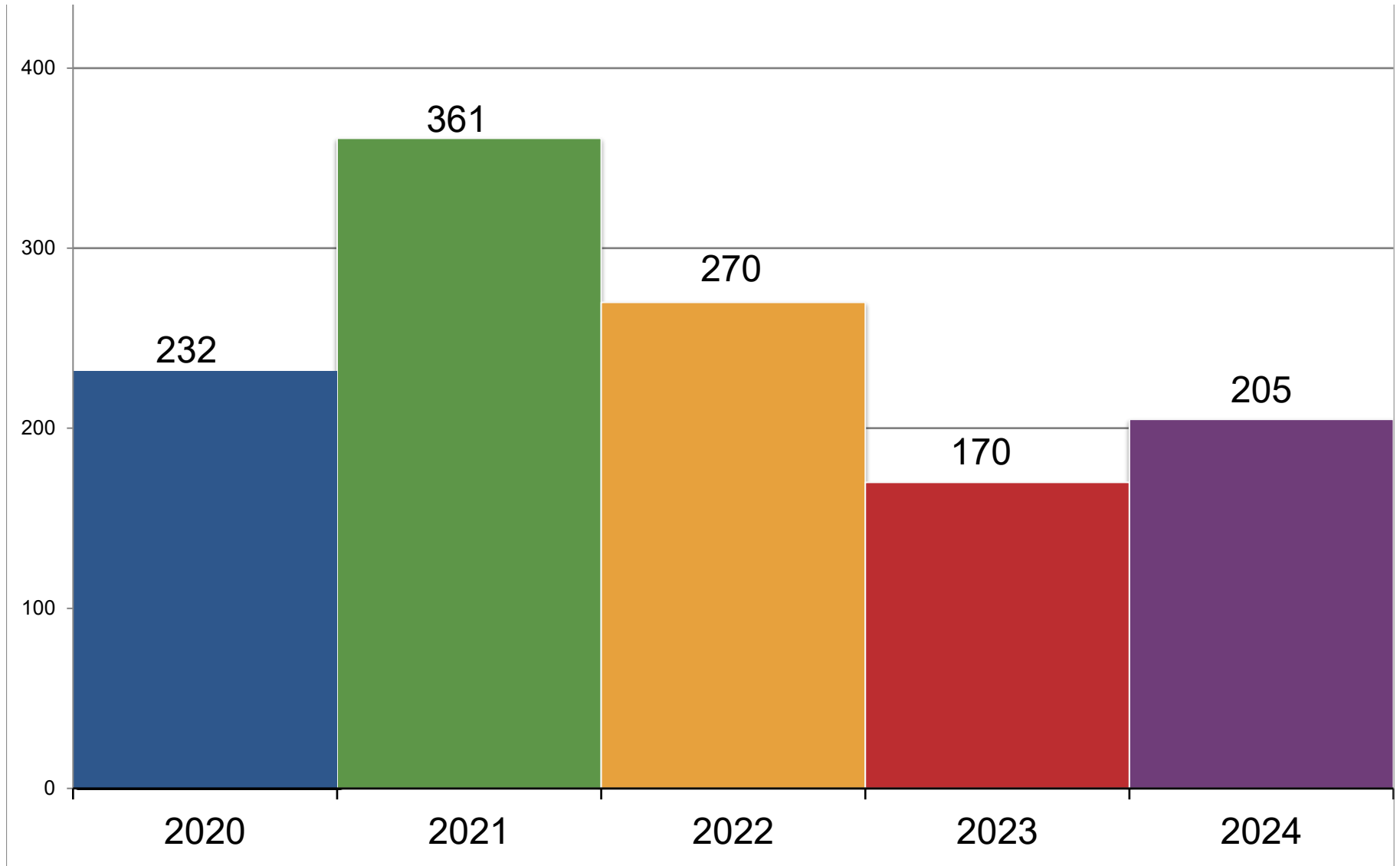


# HE/PU Median Sales Price YTD 2020 – 2024



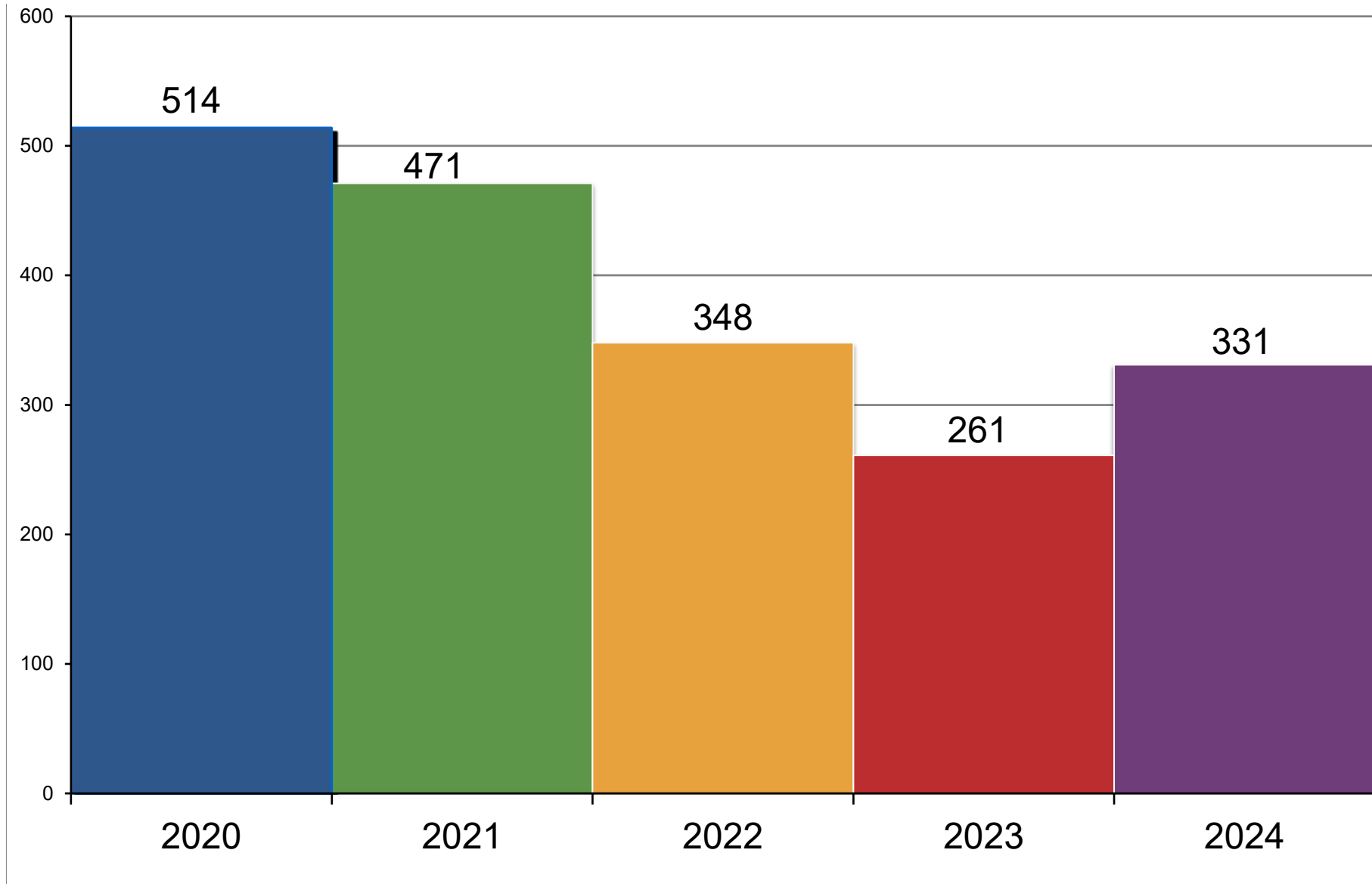
# HE/PU Pending Sales

## YTD 2020 – 2024



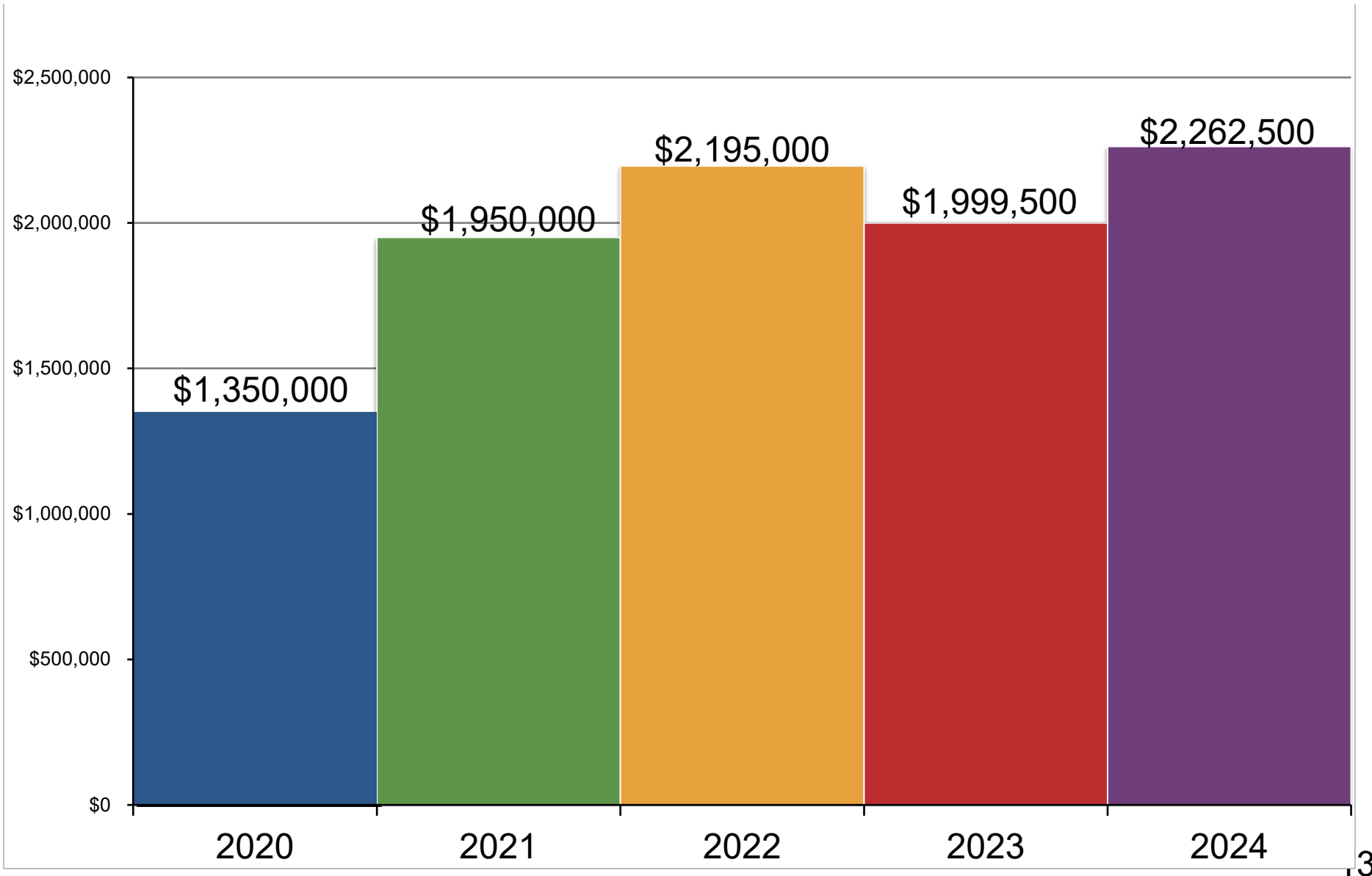
# HE/PU Active Listings

## YTD 2020 – 2024



# HE/PU Median List Price

## YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 261

2024 ~ 331

UP



+26.8%

### New Listings

2023 ~ 225

2024 ~ 271

UP



+20.4%

### Median List Price

2023 ~ \$1,999,500

2024 ~ \$2,262,500

UP



+13.2%

### Properties that went into Escrow

2023 ~ 170

2024 ~ 205

UP



+20.6%

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 160

2024 ~ 176

UP  +10%

### Median Sales Price

2023 ~ \$2,055,000

2024 ~ \$2,200,000

UP  +7.1%

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

2023 ~ \$1,630,000

2024 ~ \$1,937,300

UP  +18.9%

### Average Sold Price

2023 ~ \$3,254,445

2024 ~ \$3,389,151

UP  +4.1%

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

2023 ~ \$2,370,000

2024 ~ \$2,154,729

DOWN  -9.1%

### Sold Volume

2023 ~ \$520,711,203

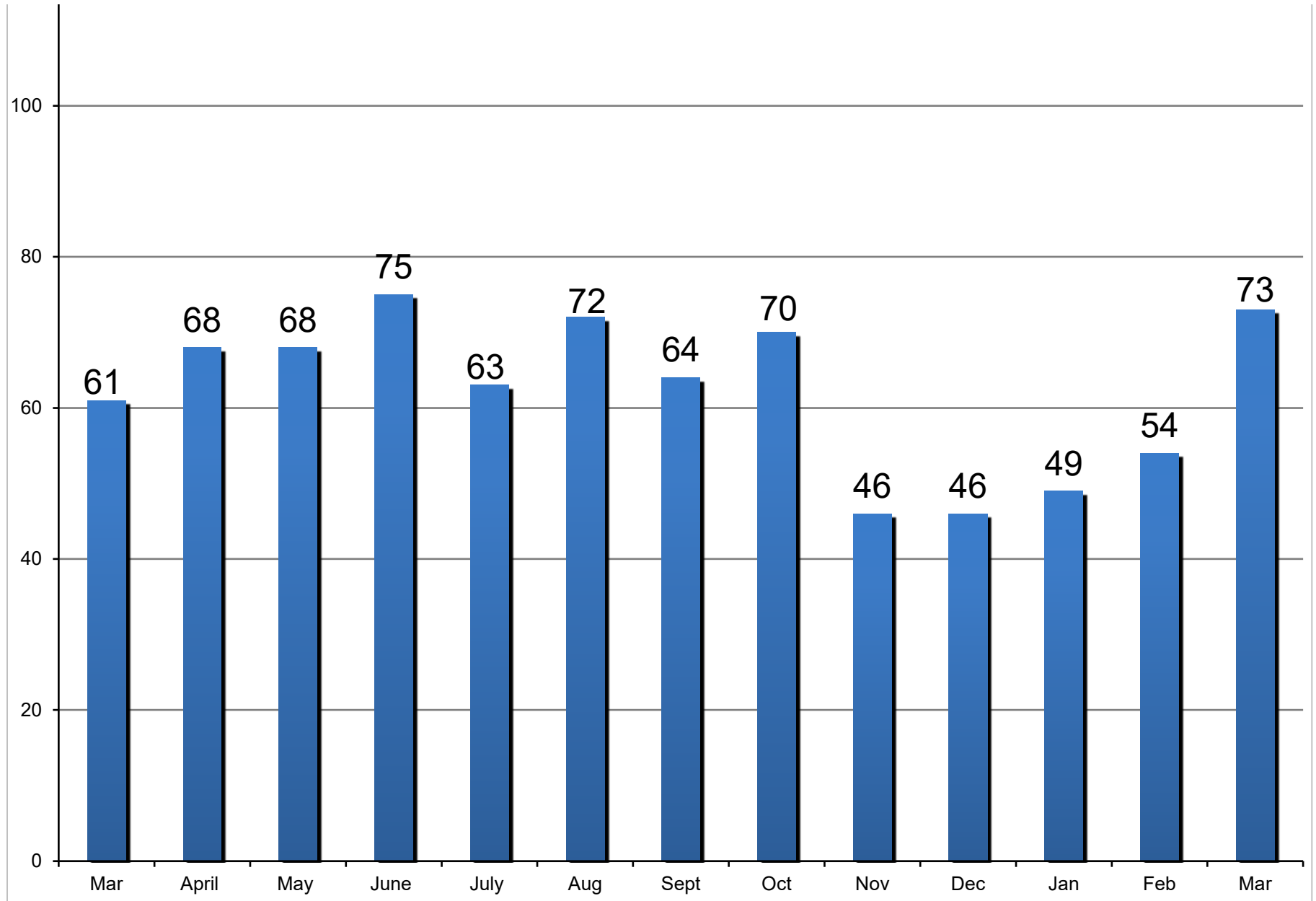
2024 ~ \$596,490,592

UP  +14.6%

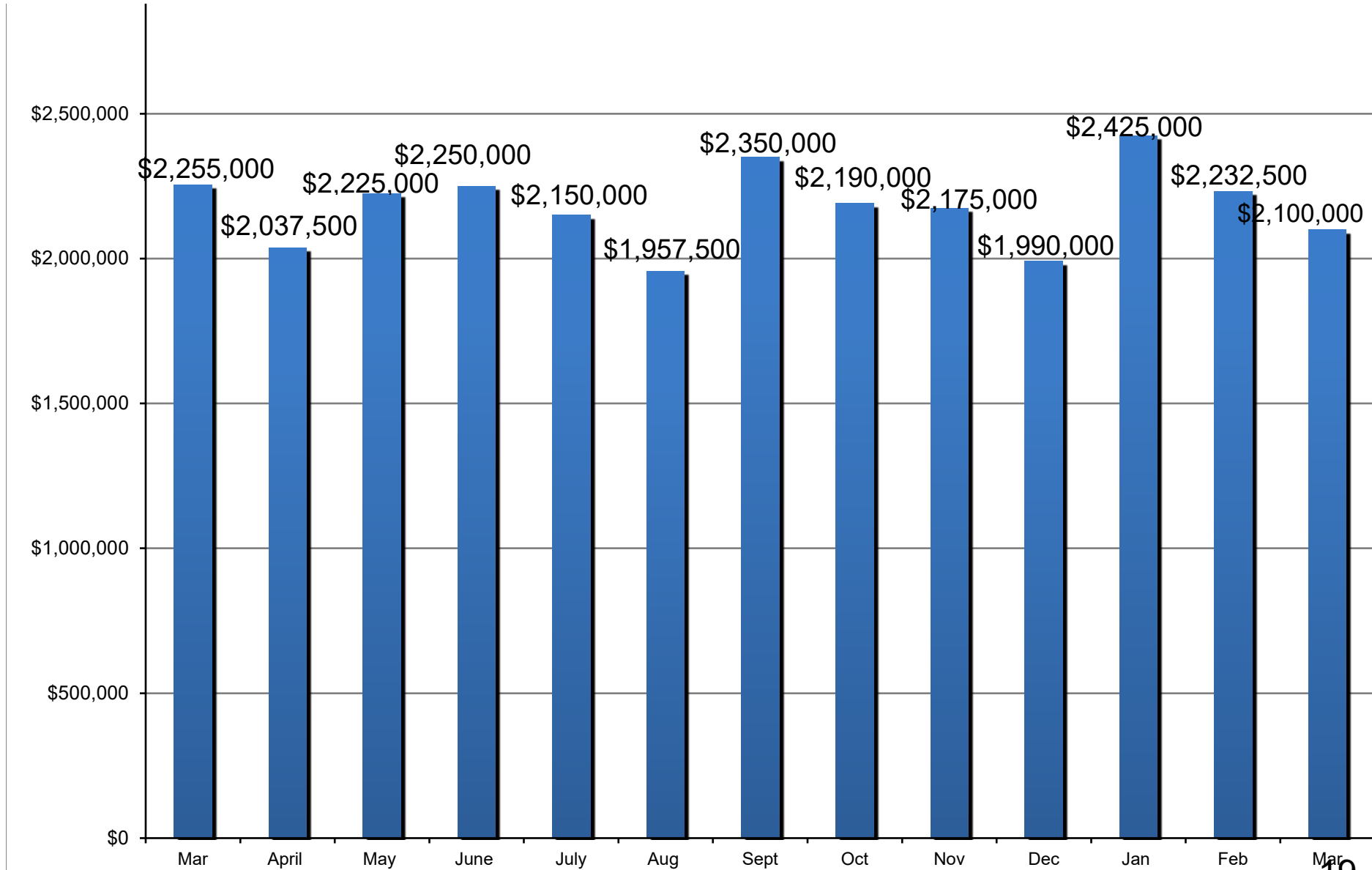


**March 2023 to March 2024**  
**Month by Month**  
**Home Estate/PUD**  
**Districts 05-35**

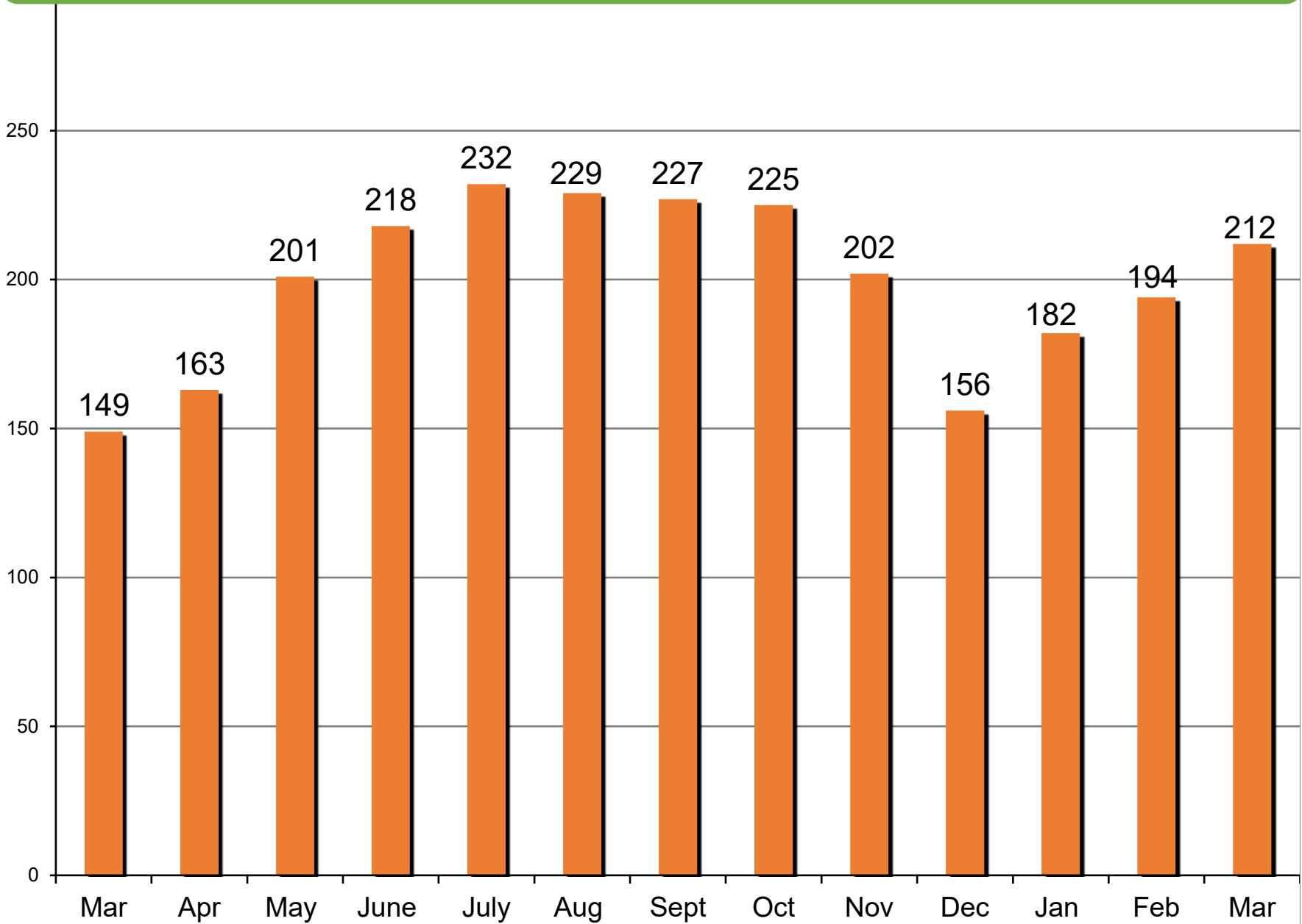
# HE/PU Sales – Month by Month



# HE/PU Median Sales Price Month by Month



# HE/PU Active Listings for the Last 12 Months



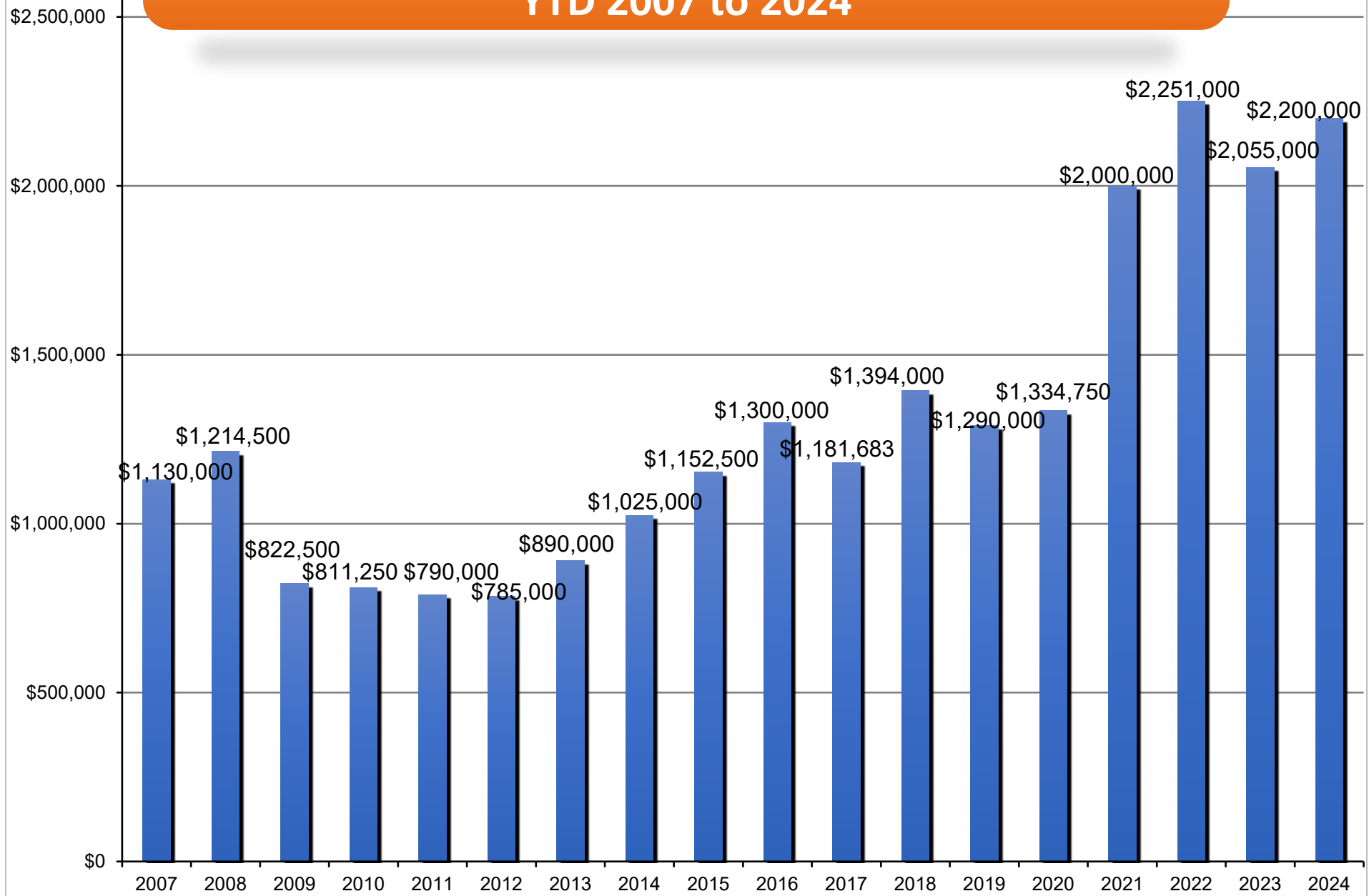
# Perspective for Home Estates & PUDs 2007 – 2024

# 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



MARCH 1 – MARCH 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	18	\$22,462,920	\$1,013,500	\$1,247,940	38	42	\$22,598,300	\$1,064,500	\$1,255,461	100.60	99.82
List/Sold	3	\$8,050,000	\$1,800,000	\$2,683,333	5	5	\$8,000,000	\$1,800,000	\$2,666,666	99.38	99.38
Co-Broker	15	\$14,412,920	\$879,921	\$960,861	45	49	\$14,598,300	\$880,000	\$973,220	101.29	100.07
New	27	\$35,382,999	\$949,999	\$1,310,481	12	10					
Pending	21	\$26,036,999	\$1,275,000	\$1,239,857	35	40					
Withdrawn	5	\$7,460,000	\$1,450,000	\$1,492,000	53	86					
Cancelled	3	\$8,920,000	\$1,595,000	\$2,973,333	89	89					
Expired	2	\$3,105,000	\$1,552,500	\$1,552,500	181	181					
Back On Market	6	\$6,555,000	\$912,500	\$1,092,500	78	78					
Extended	4	\$5,464,999	\$1,422,500	\$1,366,249	31	31					
Active In Range	62	\$92,791,999	\$1,300,000	\$1,496,645	40	40					
Current Active	28	\$45,407,000	\$1,290,000	\$1,621,678	82	82					

# Previous Year Comparison

## CONDOS

### March 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	18	\$22,462,920	\$1,013,500	\$1,247,940	38	42	\$22,598,300	\$1,064,500	\$1,255,461	100.60	99.82
Pending	21	\$26,036,999	\$1,275,000	\$1,239,857	35	40					

### March 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	28	\$37,076,000	\$1,235,000	\$1,324,142	43	46	\$36,797,500	\$1,227,500	\$1,314,196	99.25	96.48
Pending	24	\$30,405,000	\$917,000	\$1,266,875	20	21					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$500,000-\$549,999	1	30	38
\$550,000-\$599,999	2	58	58
\$700,000-\$749,999	3	7	7
\$750,000-\$799,999	0	0	0
\$800,000-\$849,999	1	11	11
\$850,000-\$899,999	1	9	9

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,000,000-\$1,099,999	2	50	76
\$1,200,000-\$1,299,999	1	15	15
\$1,300,000-\$1,399,999	2	142	142
\$1,400,000-\$1,499,999	1	7	7
\$1,600,000-\$1,699,999	1	87	87
\$1,700,000-\$1,799,999	1	1	1
\$1,800,000-\$1,899,999	1	1	1
\$4,500,000-\$4,749,999	1	13	13

# Sold Listings

The average price for the **18** properties is **\$1,255,461**

The highest price is **\$4,500,000**

**1320 Plaza Pacifica**

The median price is **\$1,064,500**

The lowest price is **\$525,000**

**5518 Armitos Ave #81**

The average Market Time is **38**

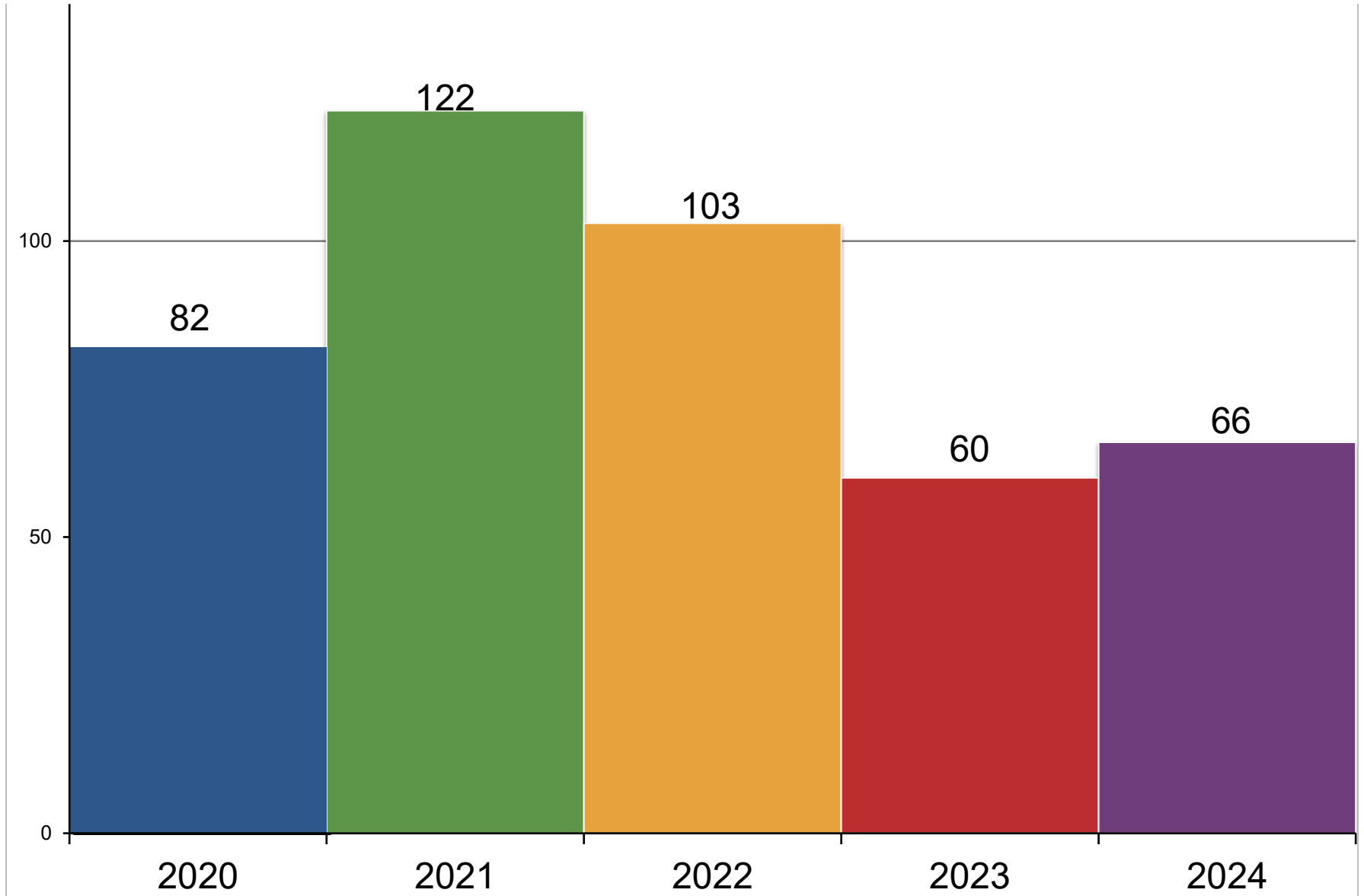
The average Continuous Market Time is **42**

# CONDO STATISTICS

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

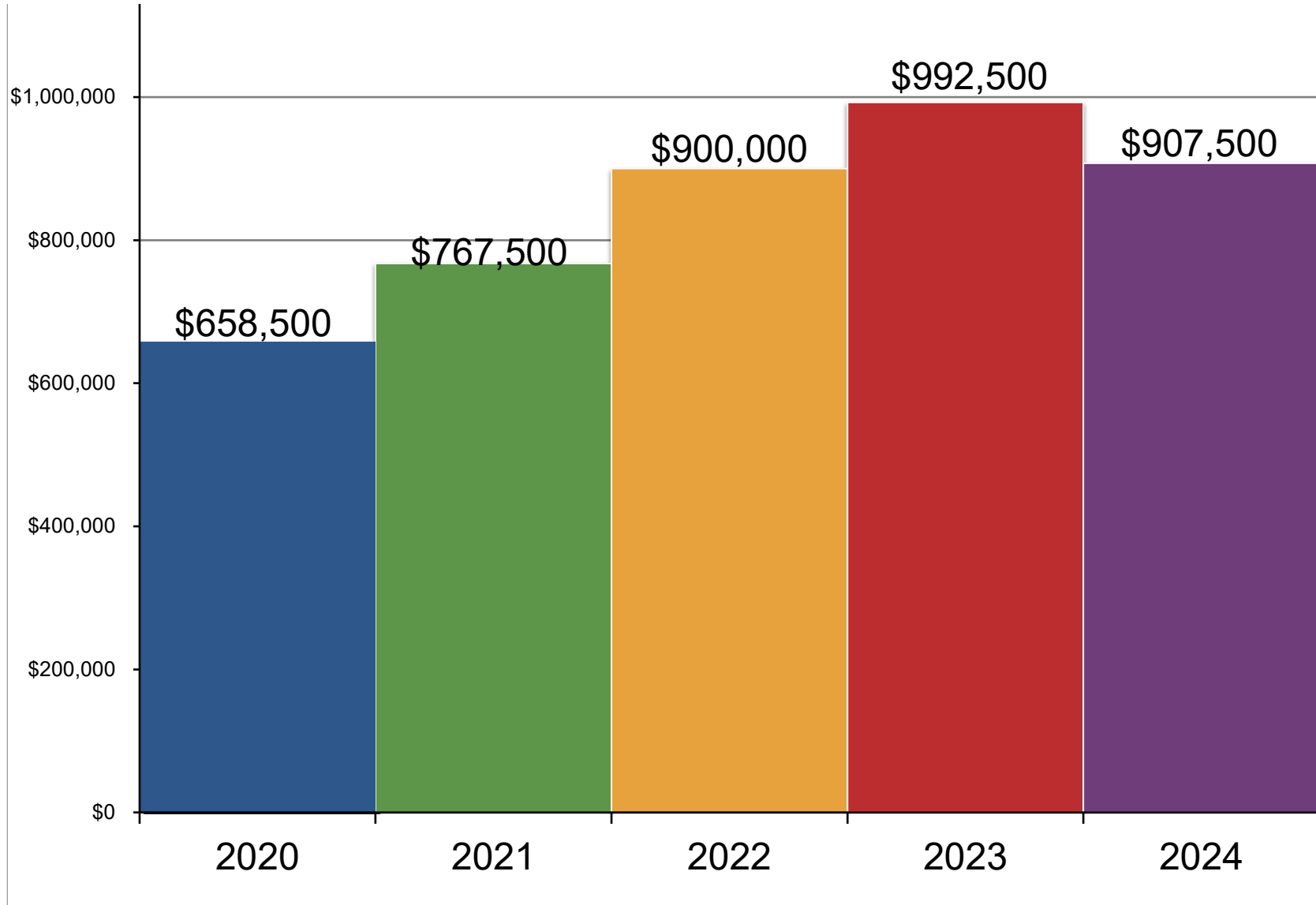
# Condo Sales

## YTD 2020 – 2024



# Condo Median Sales Price

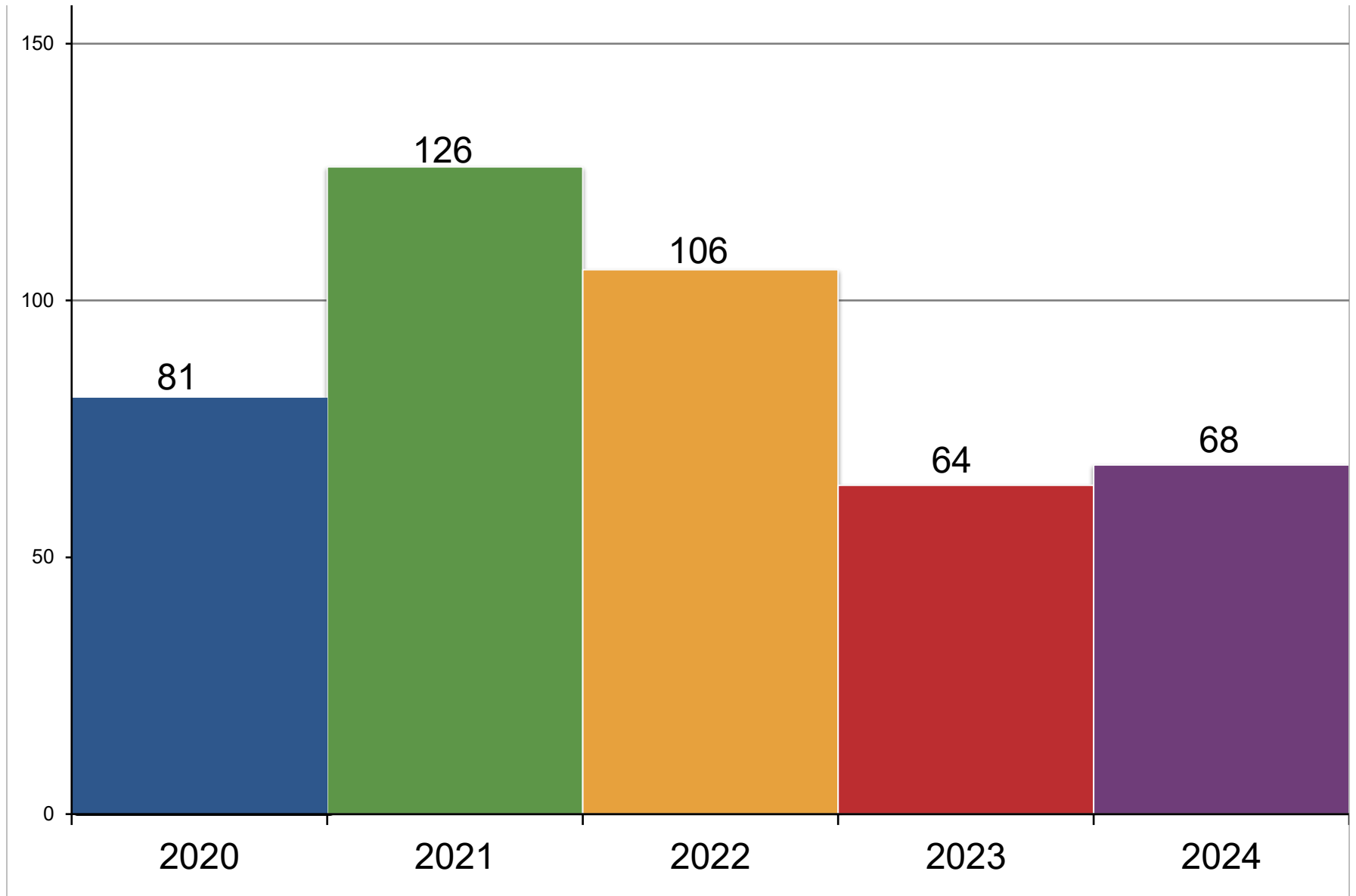
## YTD 2020 – 2024





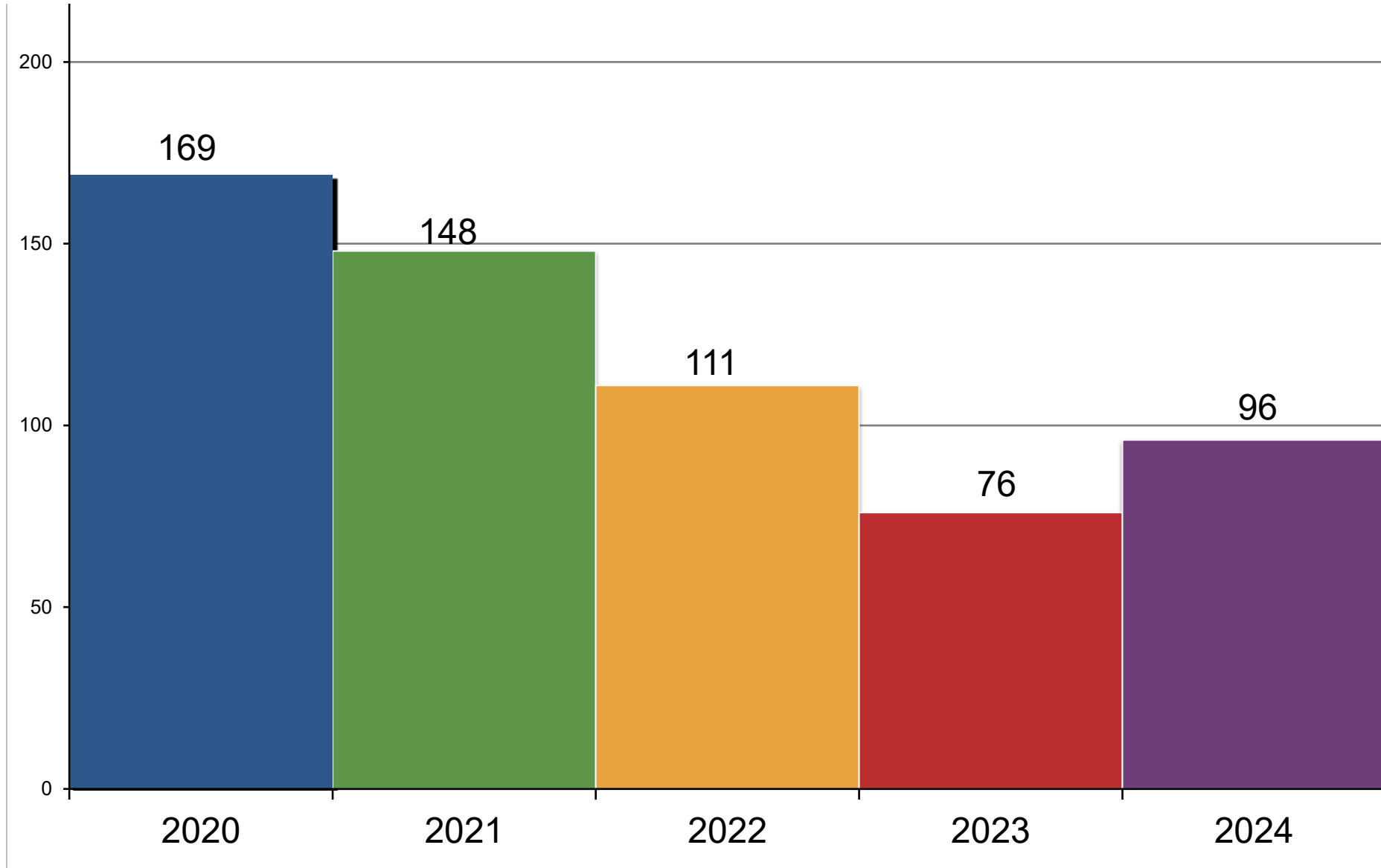
# Condo Pending Sales

## YTD 2020 – 2024



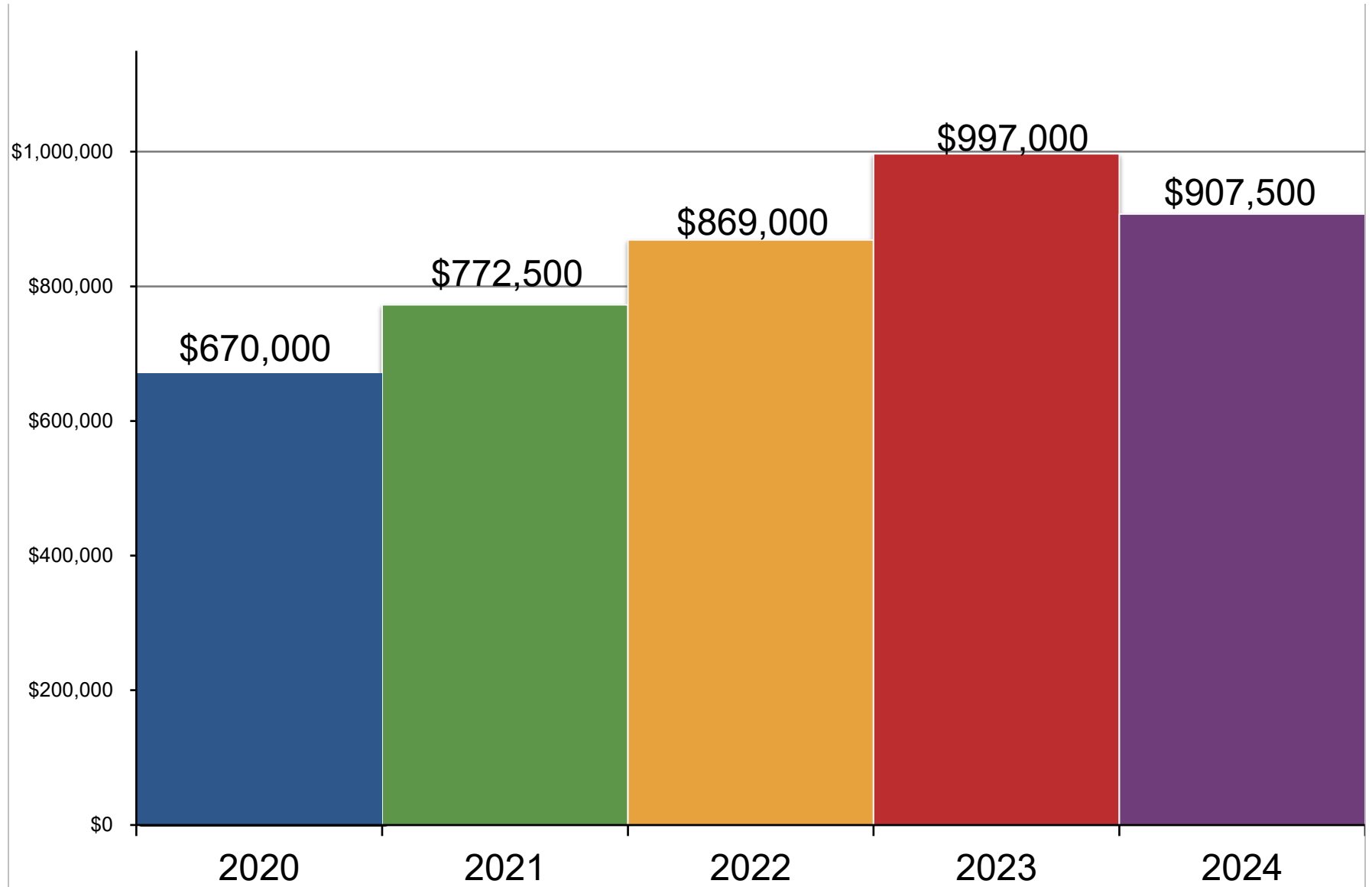
# Condo Active Listings

## YTD 2020 – 2024



# Condo Median List Price

## YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 76

2024 ~ 96

UP  +26.3%

### New Listings

2023 ~ 62

2024 ~ 87

UP  +40.3%

### Median List Price

2023 ~ \$997,000

2024 ~ \$907,500

DOWN  -9%

### Properties that went into Escrow

2023 ~ 64

2024 ~ 68

UP  +6.3%

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 60

UP



+10%

2024 ~ 66

### Median Sales Price

2023 ~ \$992,500

2024 ~ \$907,500

DOWN



-8.6%

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

2023 ~ \$950,000

2024 ~ \$902,500

DOWN



-5%

### Average Sold Price

2023 ~ \$ 1,195,125

2024 ~ \$1,061,877

DOWN



-11%

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

2023 ~ \$ 1,098,964

2024 ~ \$998,186

DOWN



-9.2%

### Sold Volume

2023 ~ \$71,707,530

2024 ~ \$70,083,925

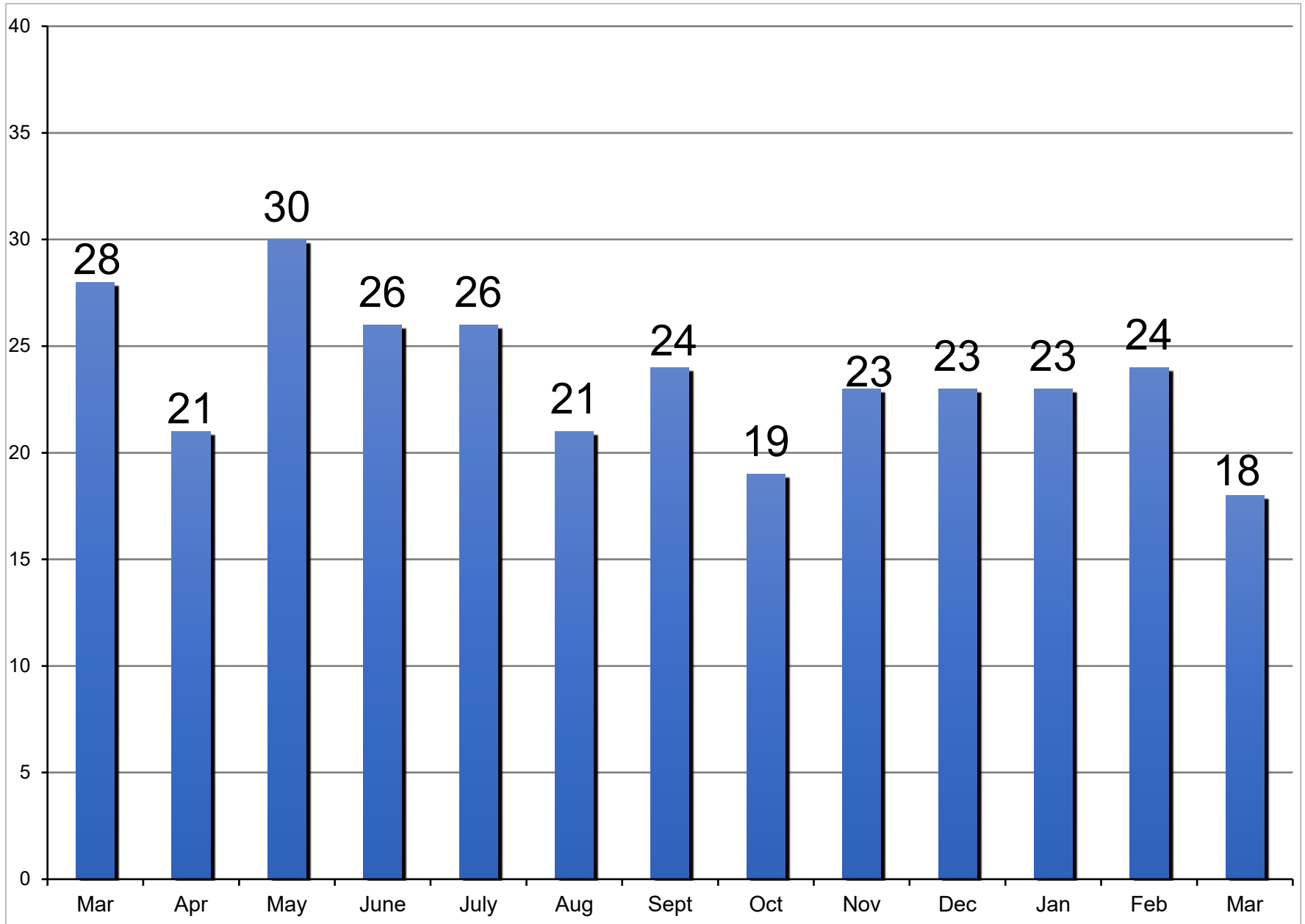
DOWN



-2.3%

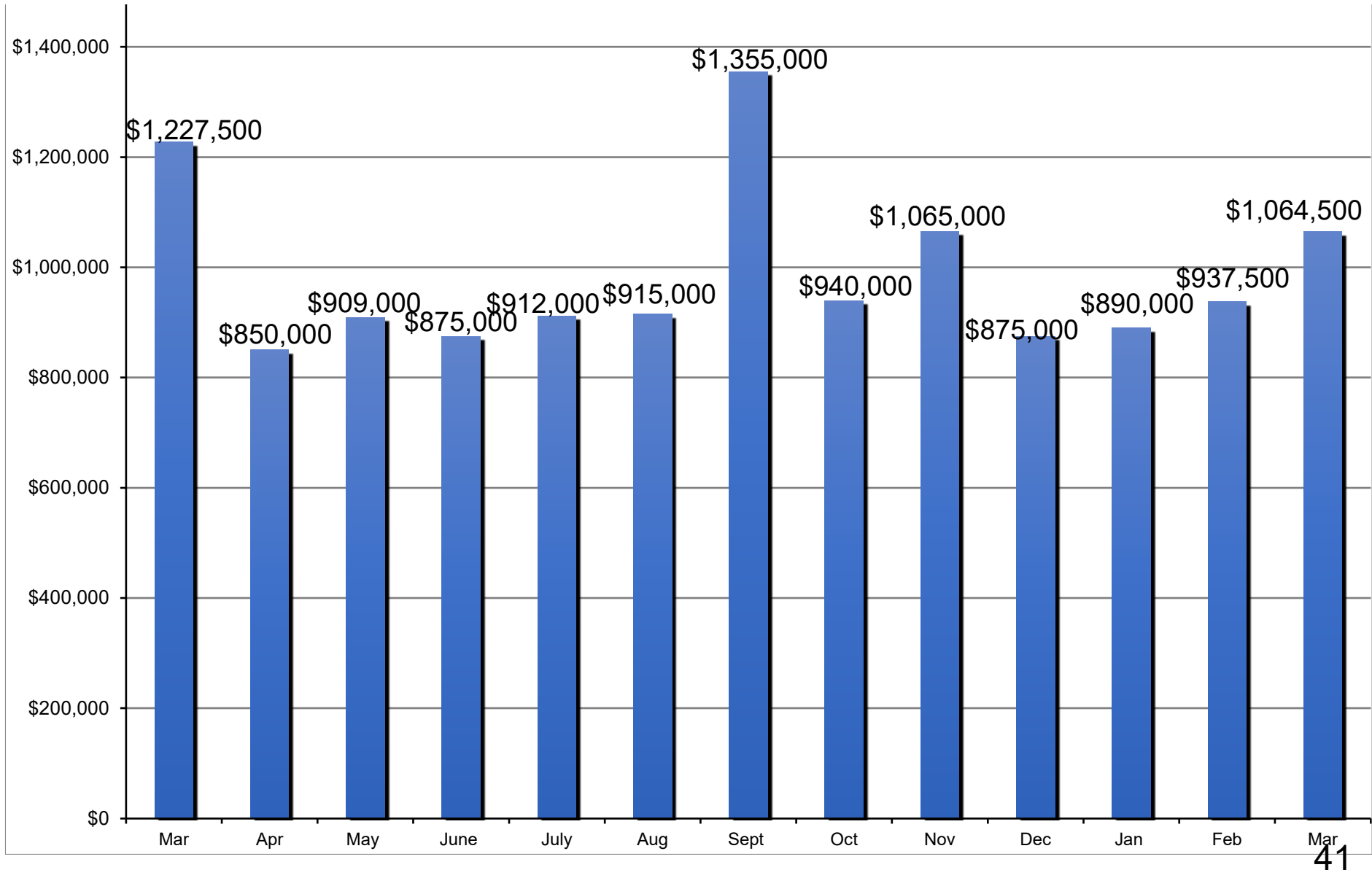
**March 2023 to March 2024**  
**Month by Month**  
**for Condos**  
**Districts 05-35**

# Condo Sales – Month by Month

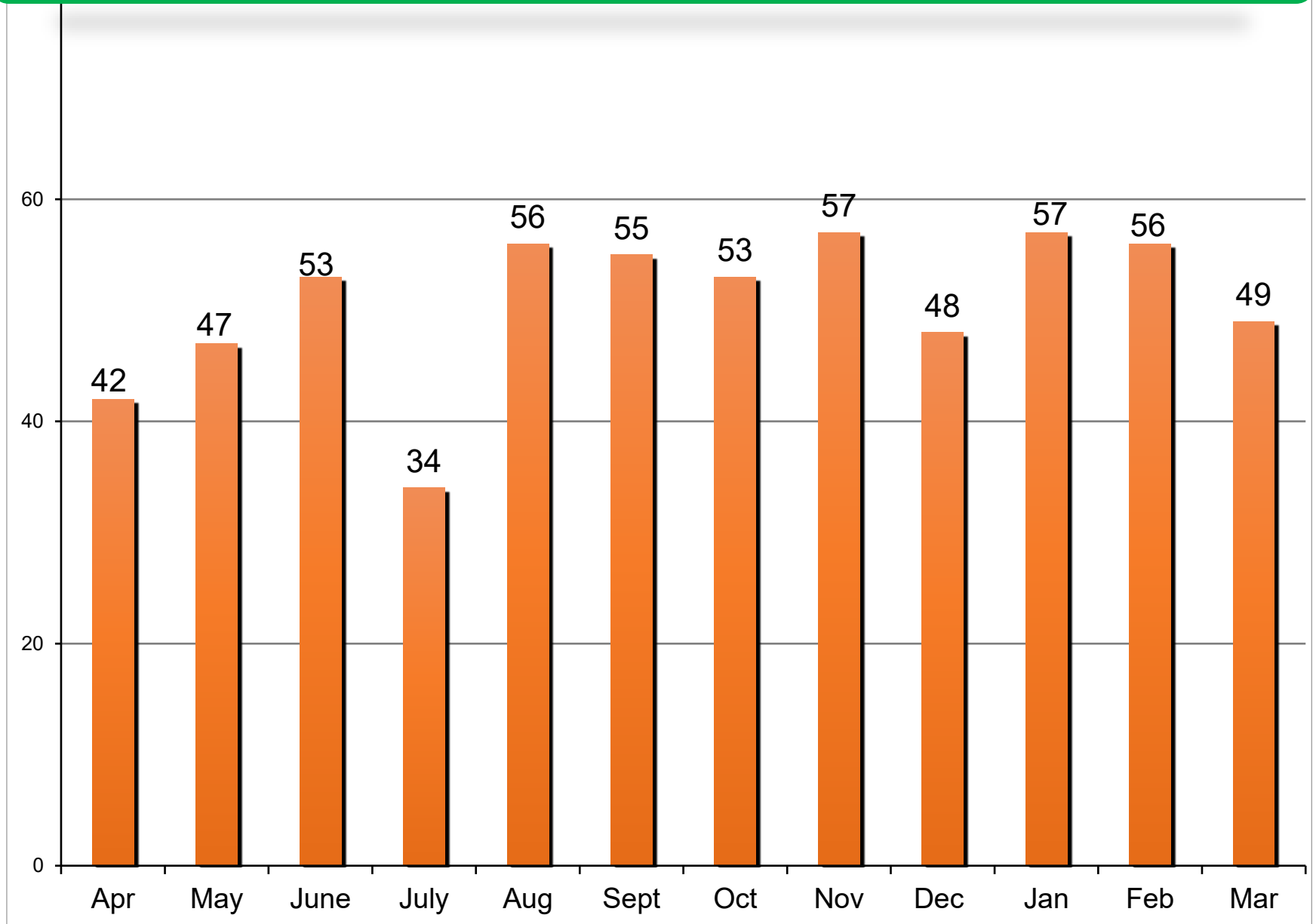




# Condo Median Sales Price Month by Month

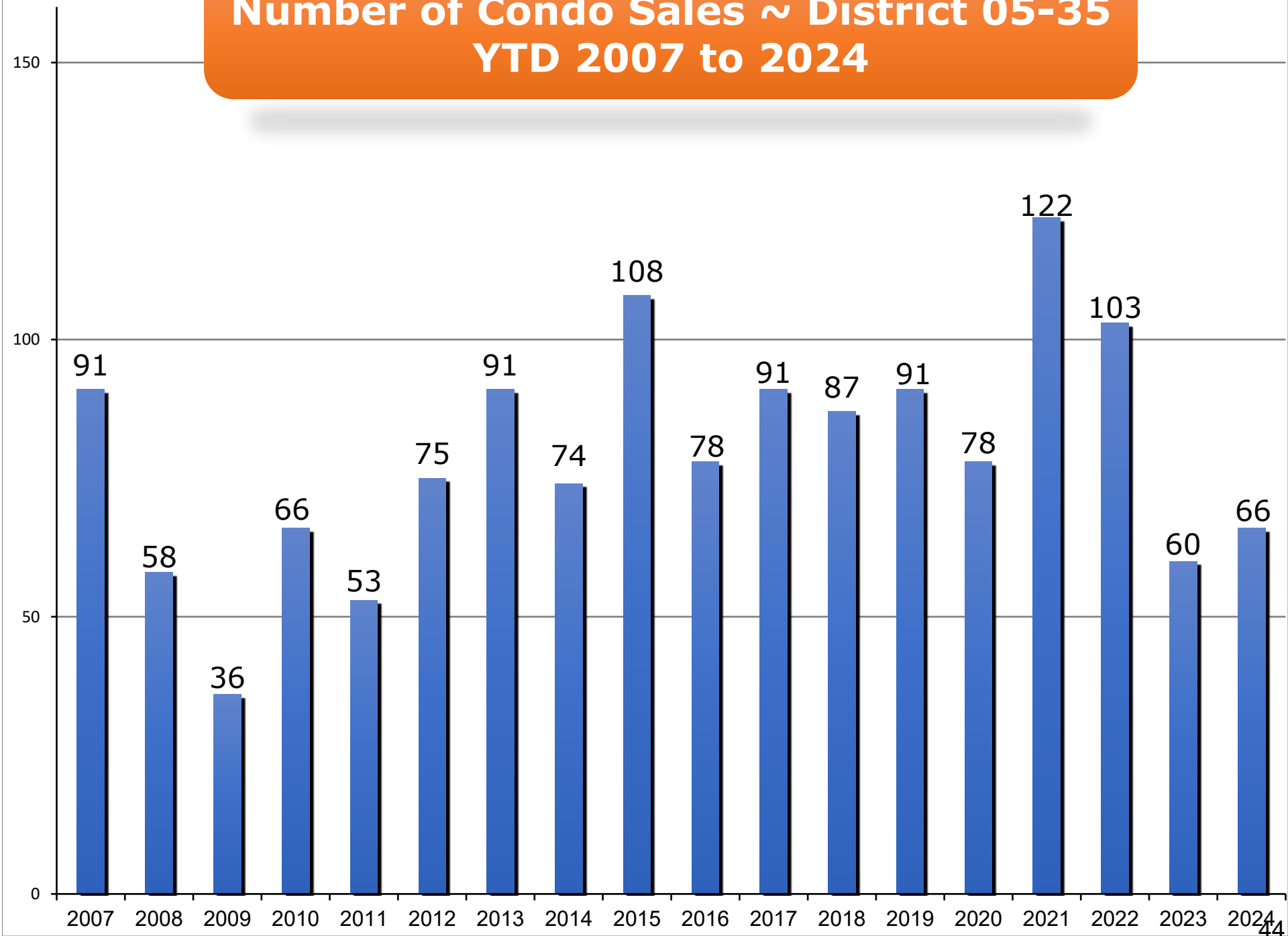


# Condo Active Listings for the Last 12 Months



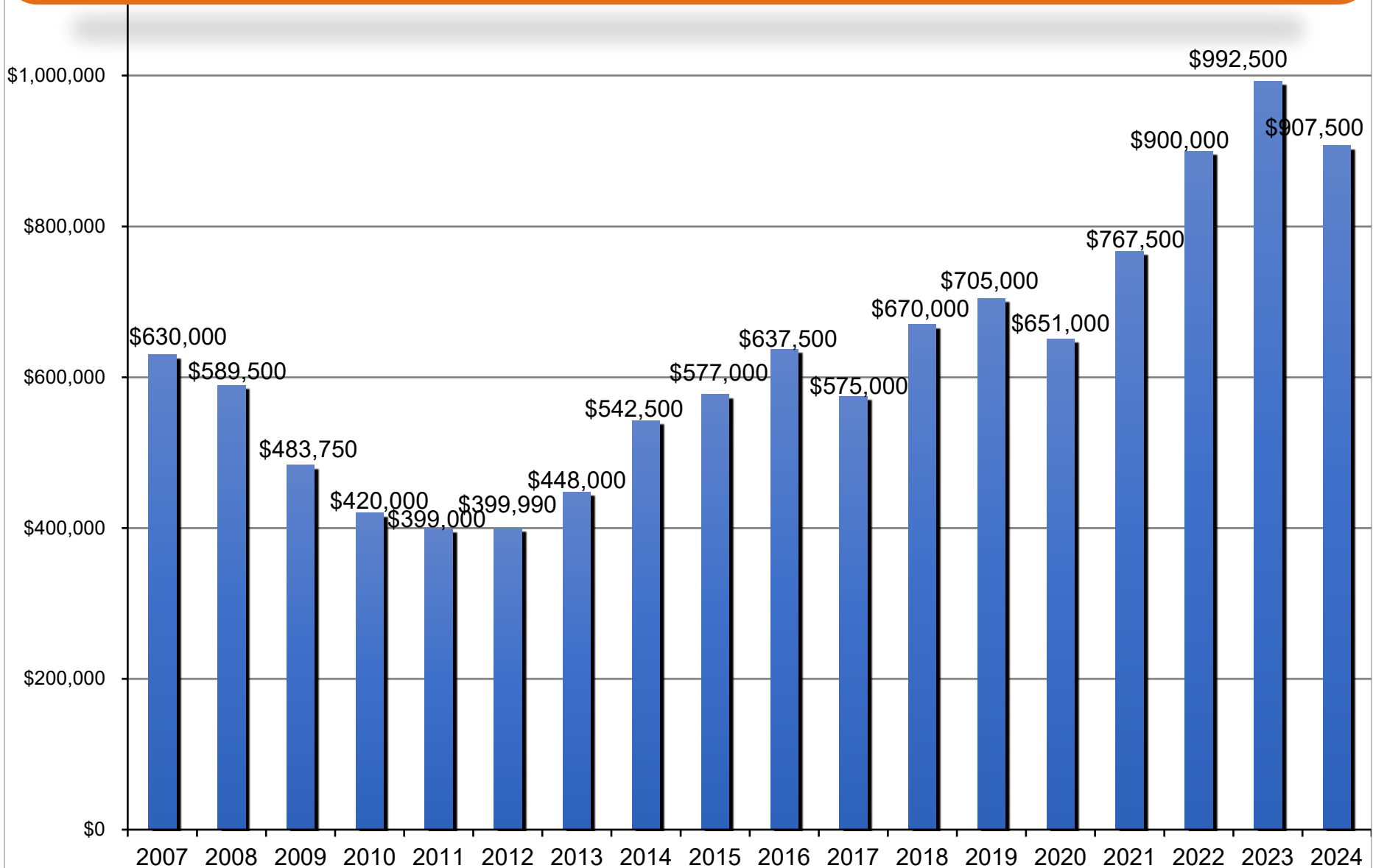
# Perspective for Condos *2007 – 2024*

# 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 4/5/2024*

**Statistics Through March 2024**