

Monthly MLS Statistics

MAY 2024



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of 6/5/2024*

MAY 1 – MAY 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	81	\$283,952,000	\$2,575,000	\$3,505,580	48	52	\$276,809,648	\$2,535,000	\$3,417,403	97.48	93.66
List/Sold	15	\$36,979,000	\$1,750,000	\$2,465,266	16	32	\$36,899,800	\$1,775,000	\$2,459,986	99.79	99.58
Co-Broker	66	\$246,973,000	\$2,747,500	\$3,742,015	55	57	\$239,909,848	\$2,725,000	\$3,634,997	97.14	92.81
New	106	\$439,976,775	\$2,285,000	\$4,150,724	14	22					
Pending	88	\$277,105,674	\$1,897,000	\$3,148,928	32	38					
Withdrawn	7	\$18,709,000	\$2,295,000	\$2,672,714	39	59					
Cancelled	11	\$64,522,000	\$4,795,000	\$5,865,636	84	120					
Expired	6	\$26,873,000	\$3,497,500	\$4,478,833	258	258					
Back On Market	15	\$58,344,000	\$2,450,000	\$3,889,600	86	88					
Extended	16	\$57,117,000	\$2,995,000	\$3,569,812	114	114					
Active In Range	287	\$1,856,281,674	\$3,388,000	\$6,467,880	58	73					
Current Active	178	\$1,468,926,000	\$4,250,000	\$8,252,393	88	112					

Previous Year Comparison

Home Estate/PUD

MAY 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>
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Pending	88	\$277,105,674	\$1,897,000	\$3,148,928	32	38					

MAY 2023

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Sold	68	\$216,755,000	\$2,272,500	\$3,187,573	33	47	\$215,272,050	\$2,225,000	\$3,165,765	99.32	96.69
Pending	74	\$195,191,000	\$1,995,000	\$2,637,716	19	34					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$900,000-\$949,999	2	3	3
\$1,200,000-\$1,299,999	3	21	21
\$1,300,000-\$1,399,999	2	7	7
\$1,400,000-\$1,499,999	1	1	1
\$1,500,000-\$1,599,999	5	6	6
\$1,600,000-\$1,699,999	7	7	7
\$1,700,000-\$1,799,999	6	13	13
\$1,800,000-\$1,899,999	1	5	5
\$1,900,000-\$1,999,999	2	7	7
\$2,000,000-\$2,249,999	5	45	45
\$2,250,000-\$2,499,999	6	10	10

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,500,000-\$2,749,999	2	18	23
\$2,750,000-\$2,999,999	4	72	86
\$3,000,000-\$3,249,999	9	48	74
\$3,250,000-\$3,499,999	3	103	103
\$3,500,000-\$3,749,999	2	30	30
\$3,750,000-\$3,999,999	2	19	19
\$4,000,000-\$4,249,999	5	18	18
\$4,500,000-\$4,749,999	2	47	47
\$4,750,000-\$4,999,999	3	187	187
\$5,000,000+	9	160	165

Sold Listings

The average price for the **81** properties is **\$3,417,403**

The highest price is **\$21,500,000**

3345 Padaro Lane

The median price is **\$2,535,000**

The lowest price is **\$910,000**

2848 Foothill Road

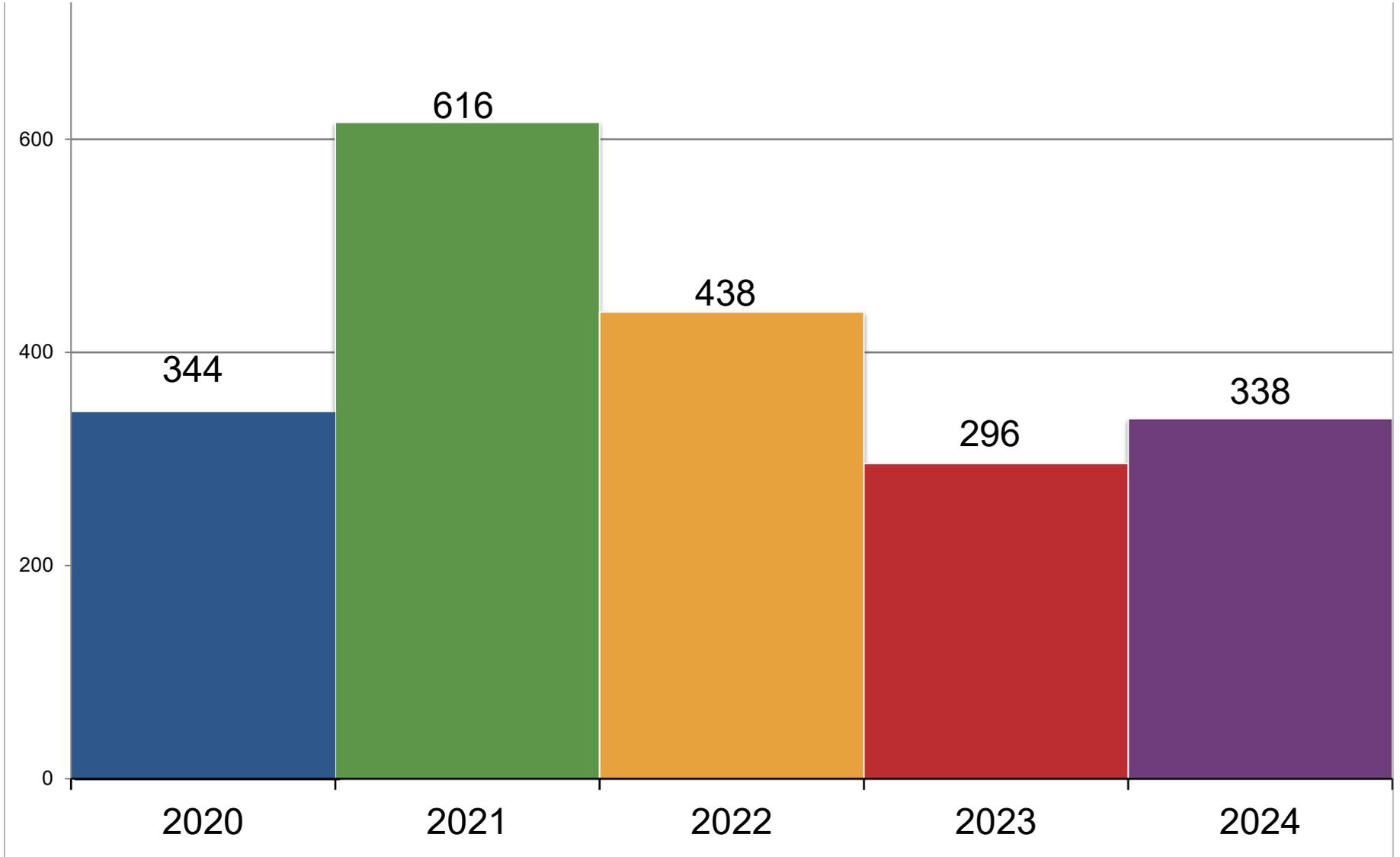
The average Market Time is **48**

The average Continuous Market Time is **52**

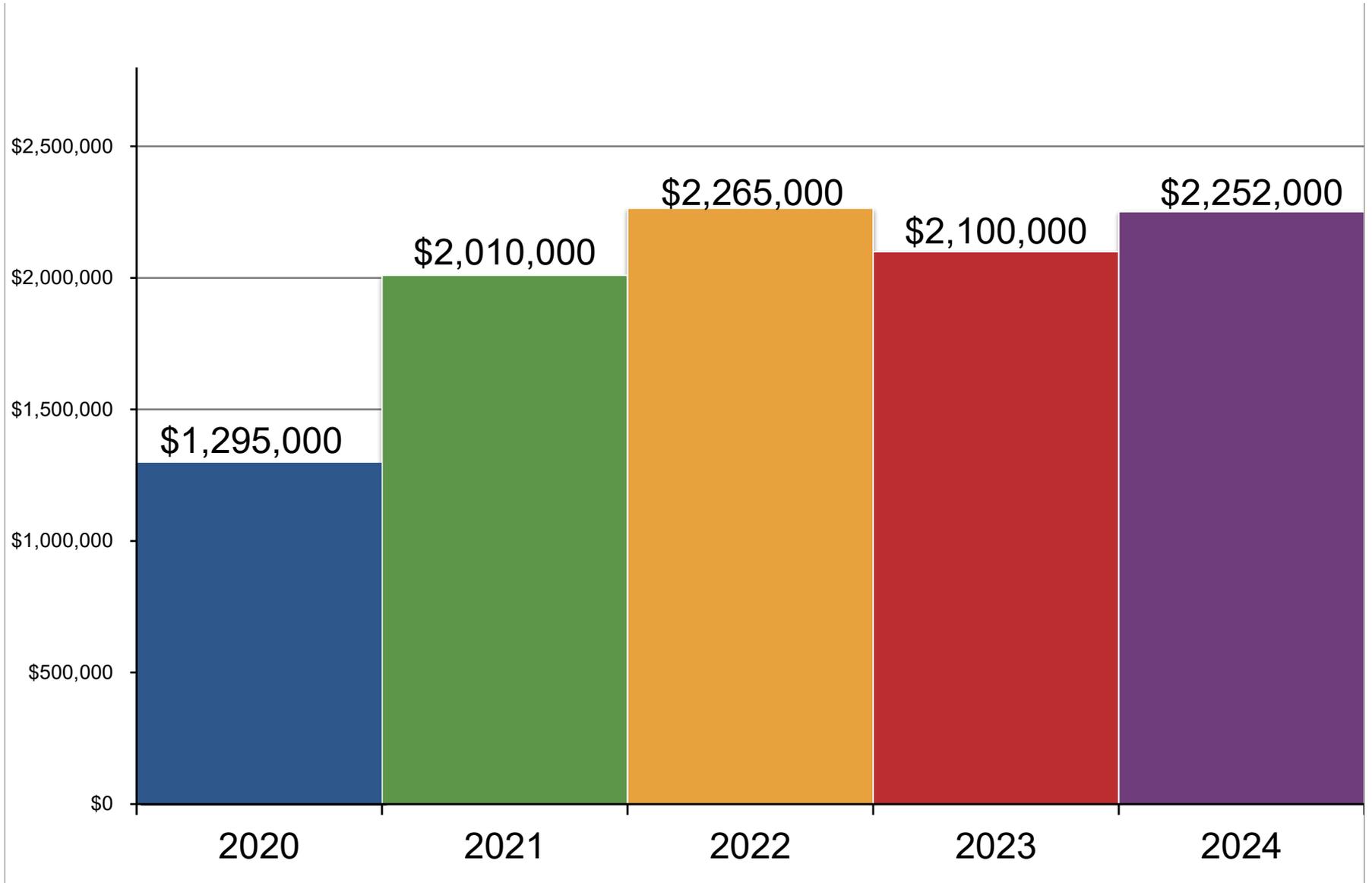
HOME ESTATE & PUD

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

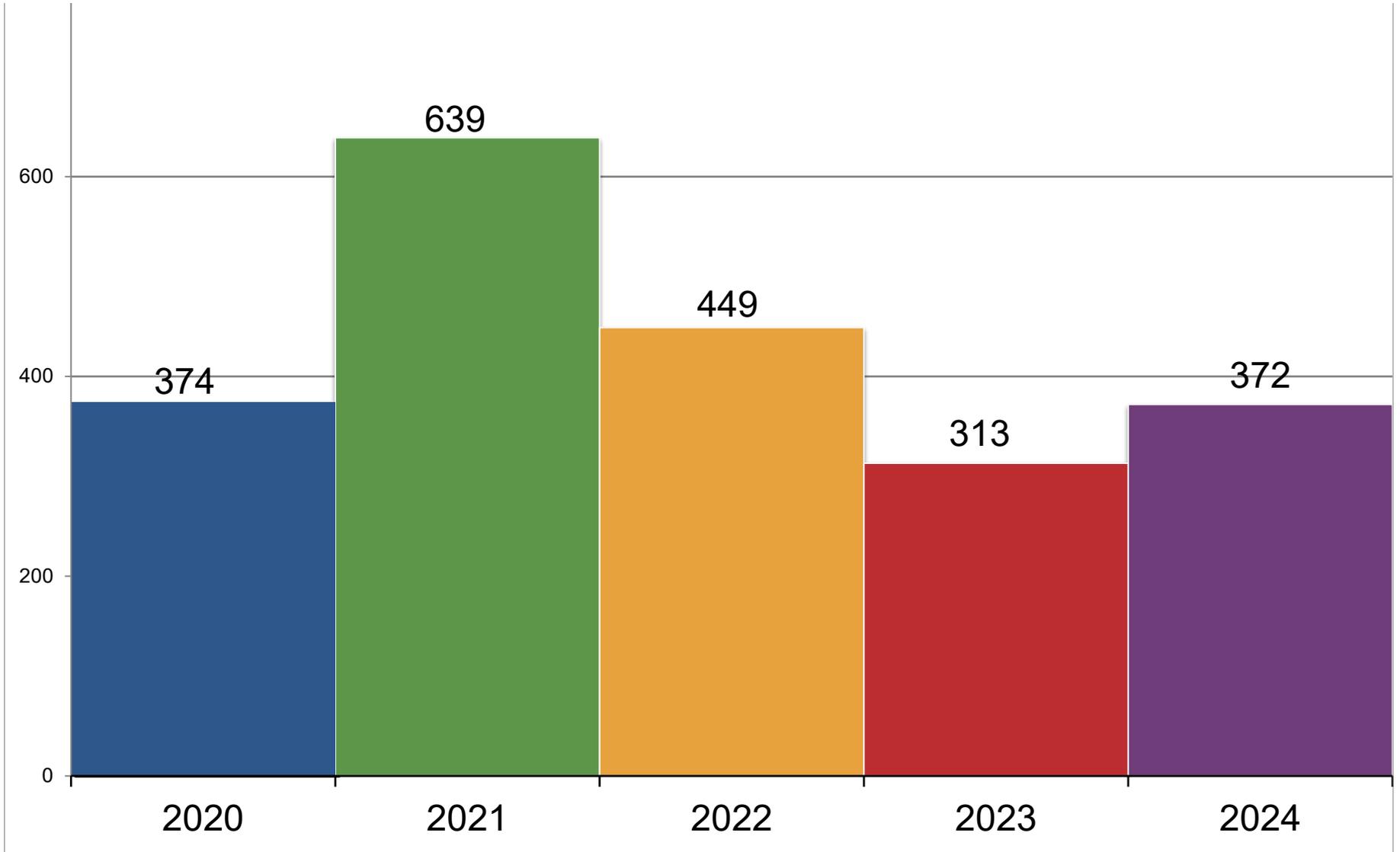
HE/PU Sales YTD 2020 – 2024



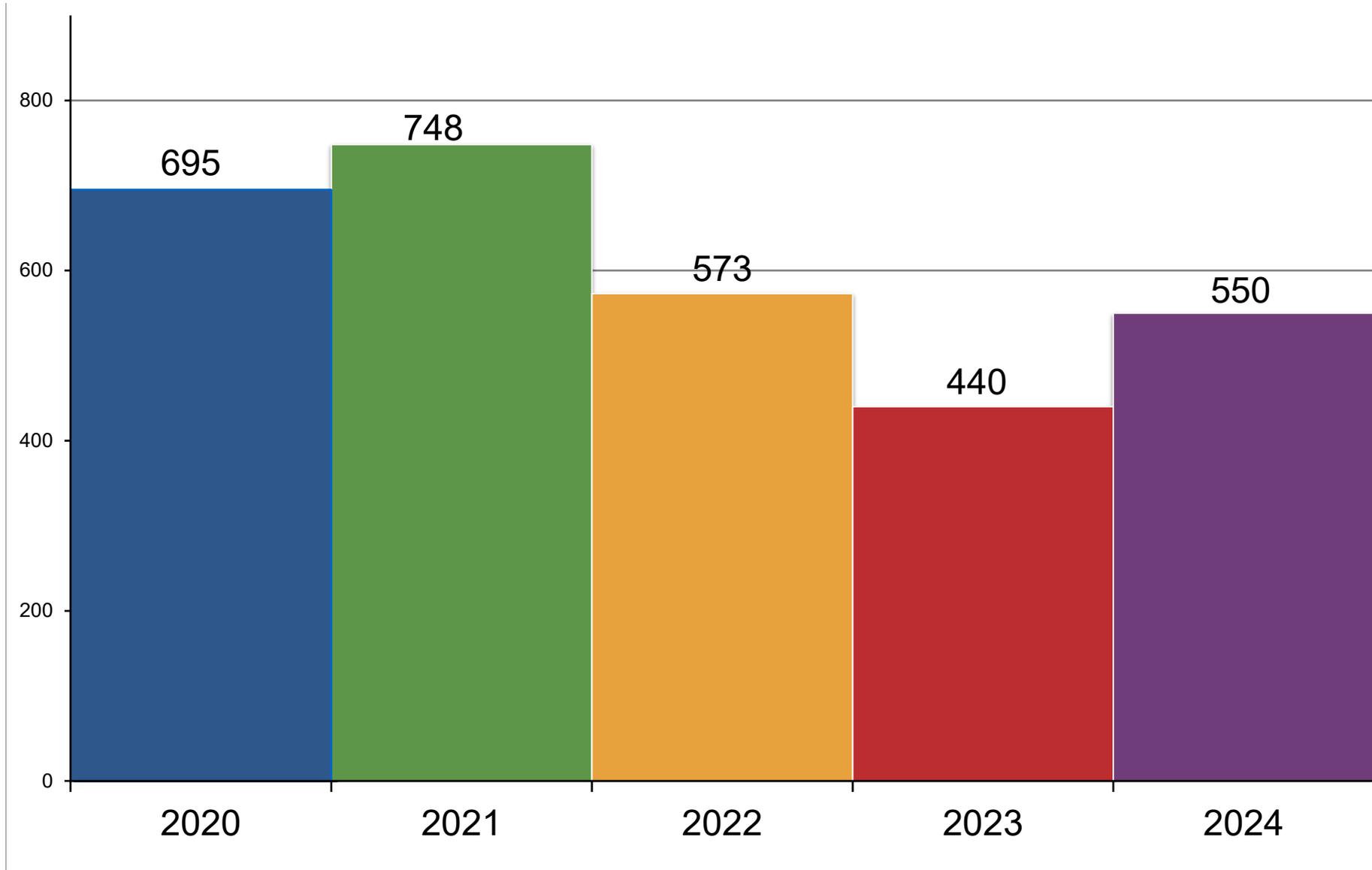
HE/PU Median Sales Price YTD 2020 – 2024



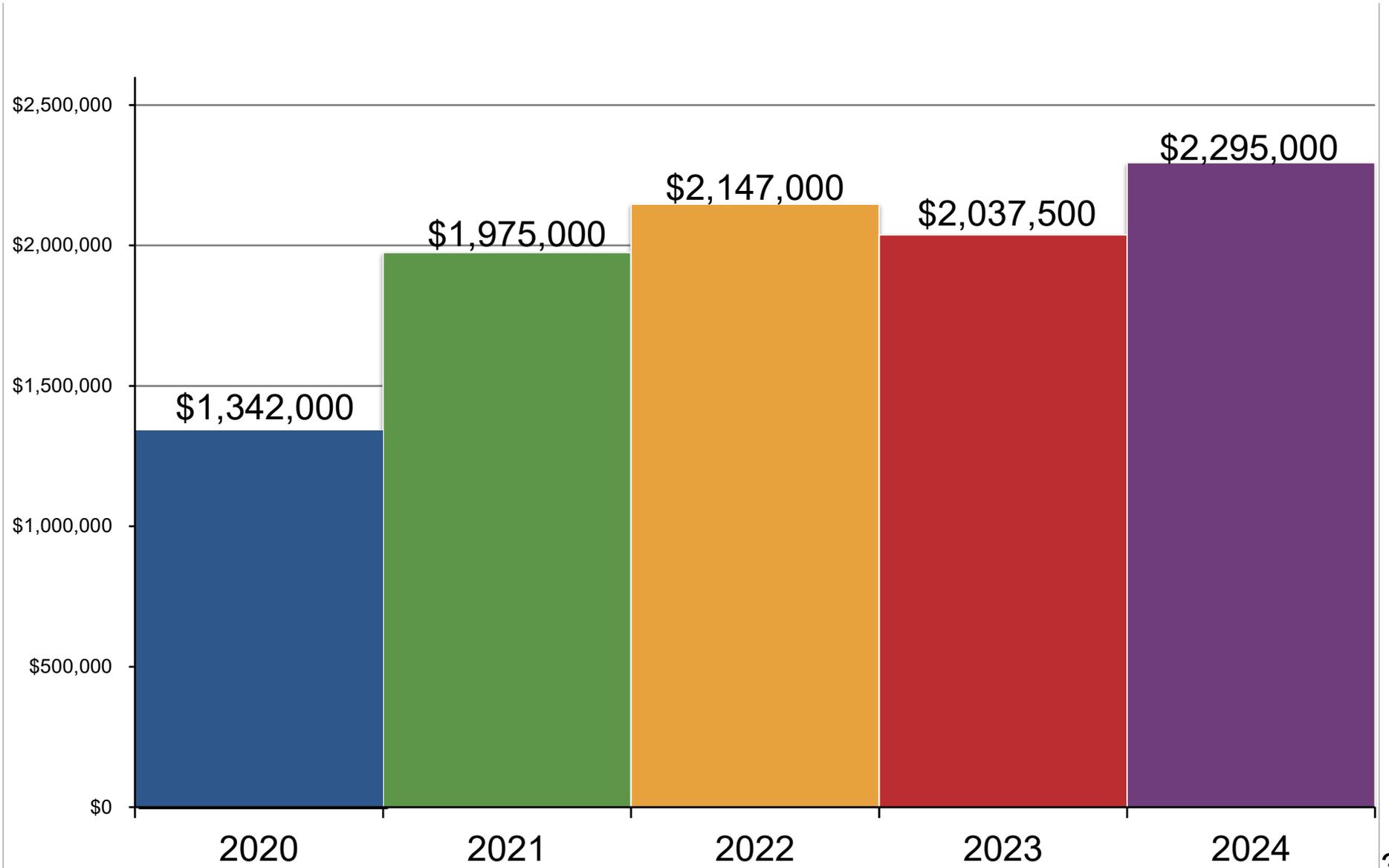
HE/PU Pending Sales YTD 2020 – 2024



HE/PU Active Listings YTD 2020 – 2024



HE/PU Median List Price YTD 2020 – 2024



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

ACTIVE and PENDING

2023 vs. 2024 ~ YTD

Total Active Listings

2023 ~ 440

2024 ~ 550

UP  +25%

New Listings

2023 ~ 420

2024 ~ 509

UP  +21.2%

Median List Price

2023 ~ \$2,037,500

2024 ~ \$2,295,000

UP  +12.6%

Properties that went into Escrow

2023 ~ 313

2024 ~ 372

UP  +18.9%

SOLD Properties

2023 vs. 2024 ~ YTD

Sold Properties

2023 ~ 296

UP



+14.6%

2024 ~ 338

Median Sales Price

2023 ~ \$2,100,000

UP



+7.3%

2024 ~ \$2,252,500

Median Sales Prices w/o Hope Ranch/Montecito

2023 ~ \$1,749,500

UP



+14.3%

2024 ~ \$2,000,000

Average Sold Price

2023 ~ \$3,260,546

UP



+6.7%

2024 ~ \$3,478,724

Average Sold Price w/o Hope Ranch/Montecito

2023 ~ \$2,229,609

UP



+7%

2024 ~ \$2,384,745

Sold Volume

2023 ~ \$965,121,823

UP

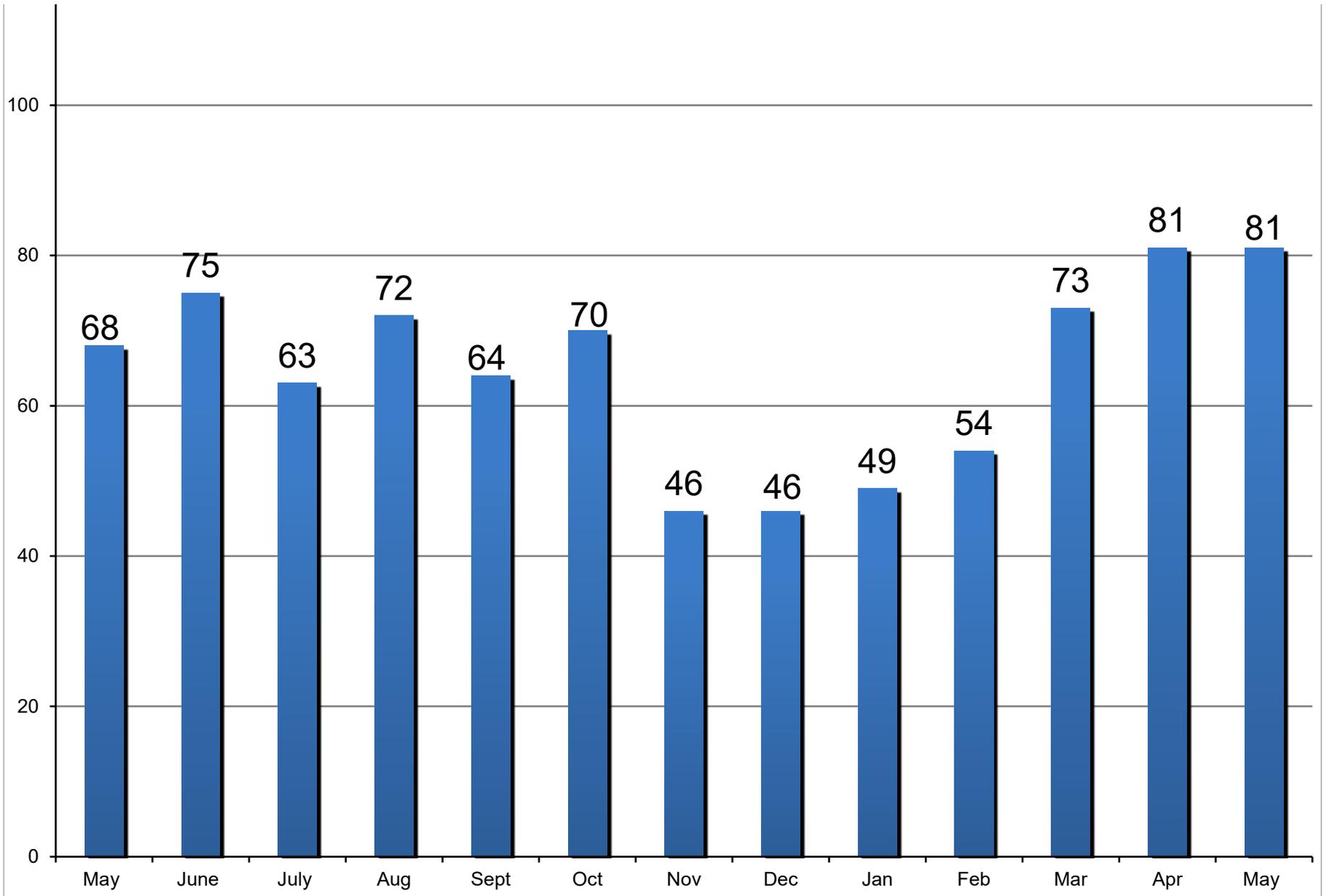


+21.8%

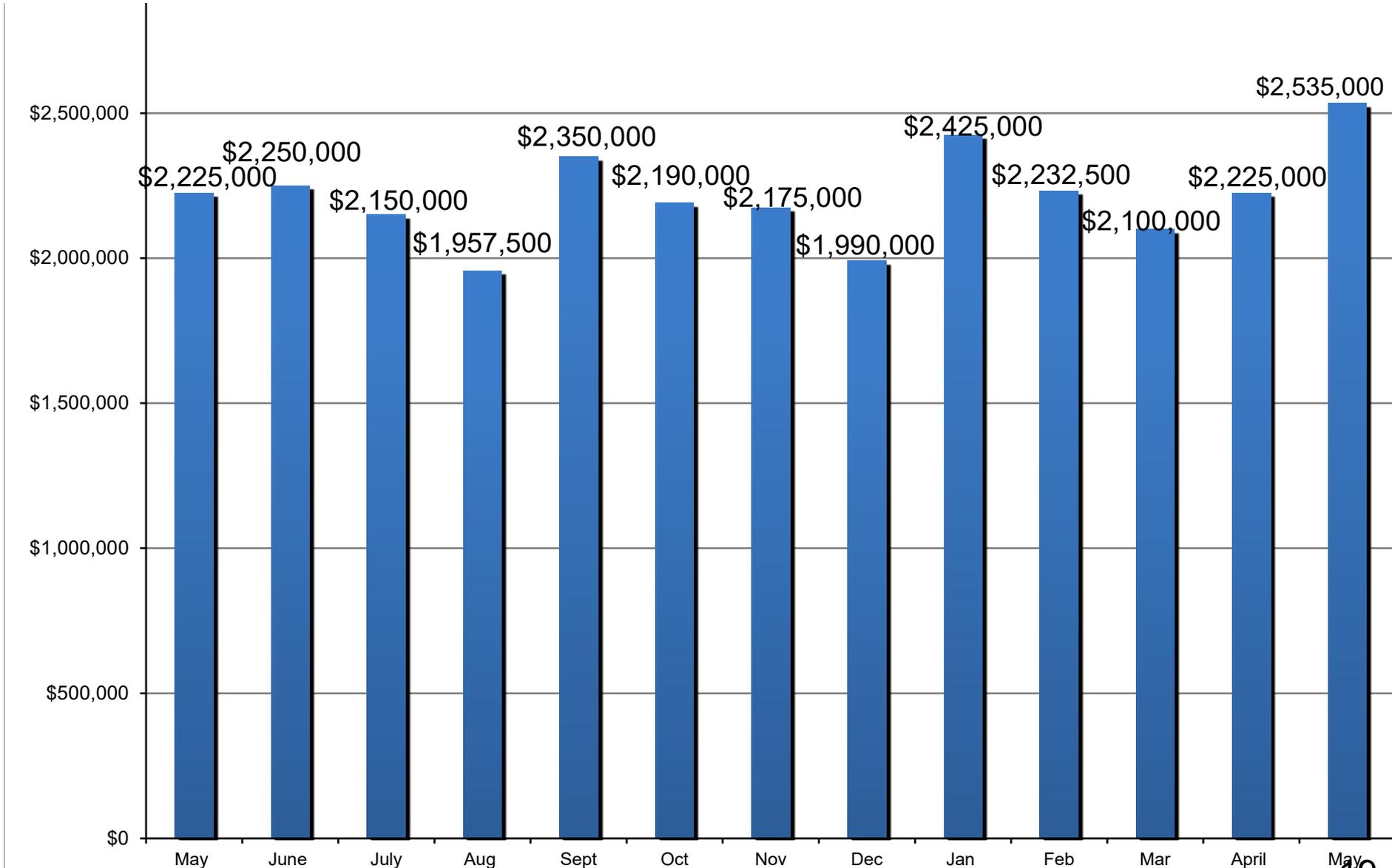
2024 ~ \$1,175,809,010

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

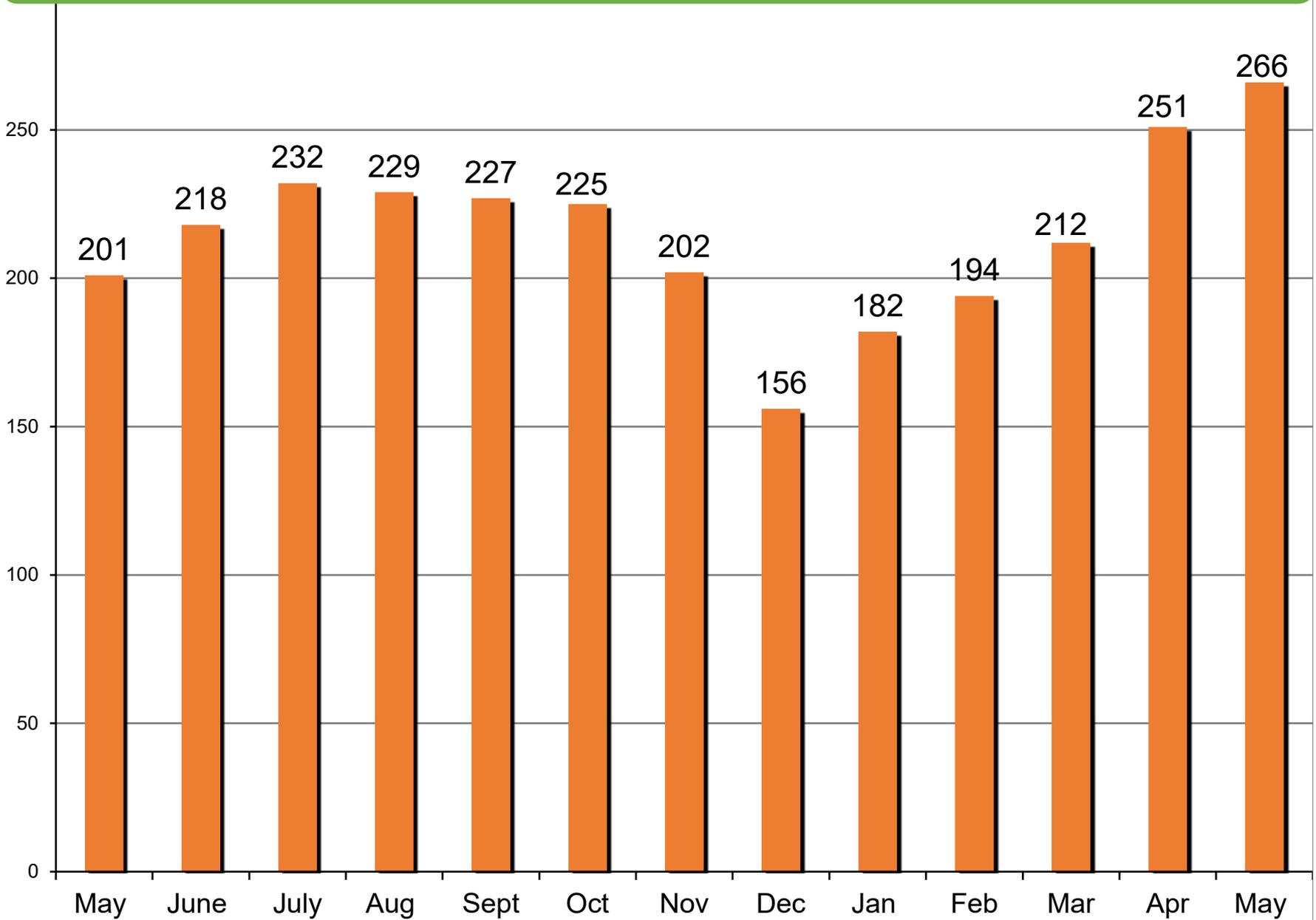
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

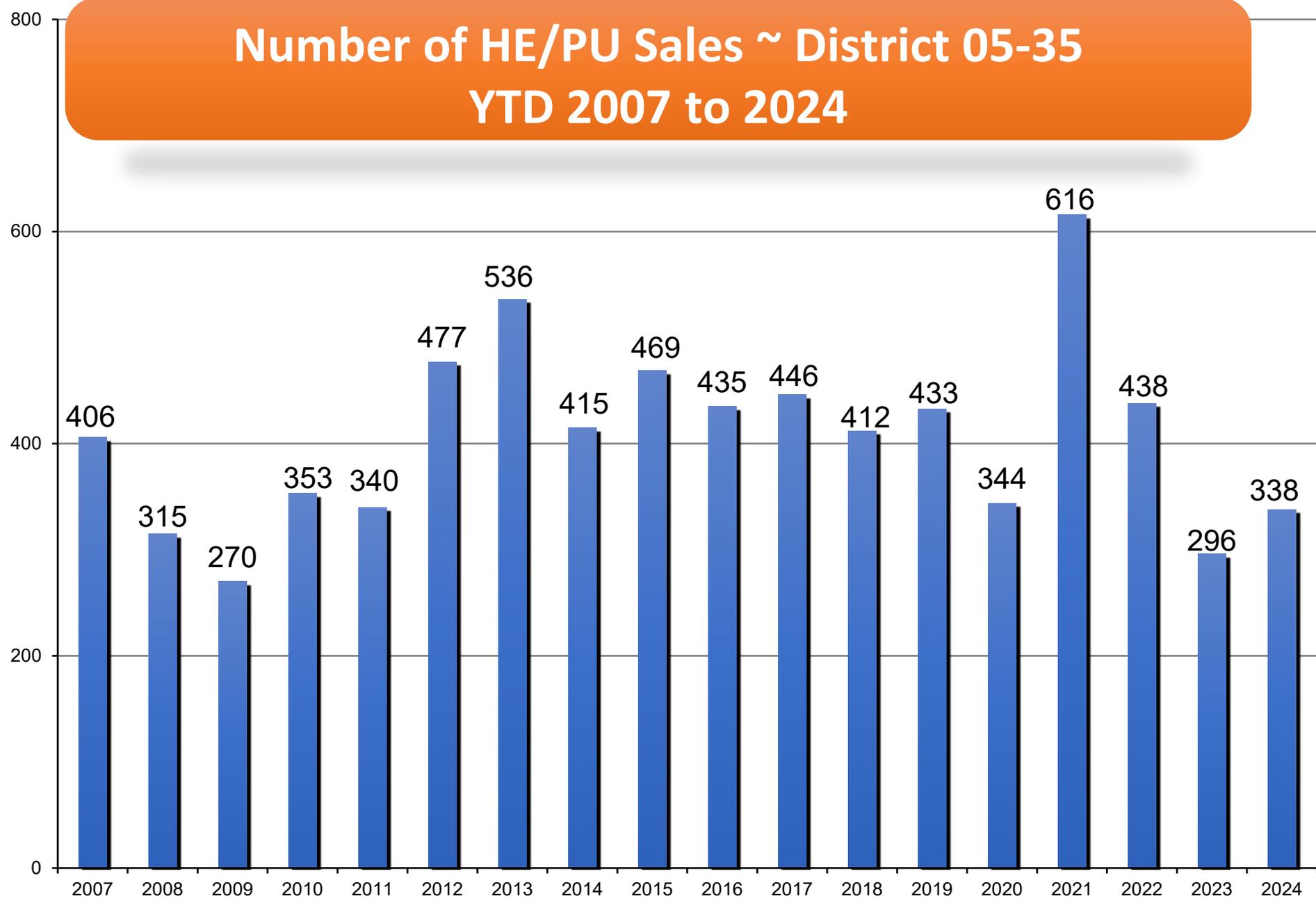


HE/PU Active Listings for the Last 12 Months

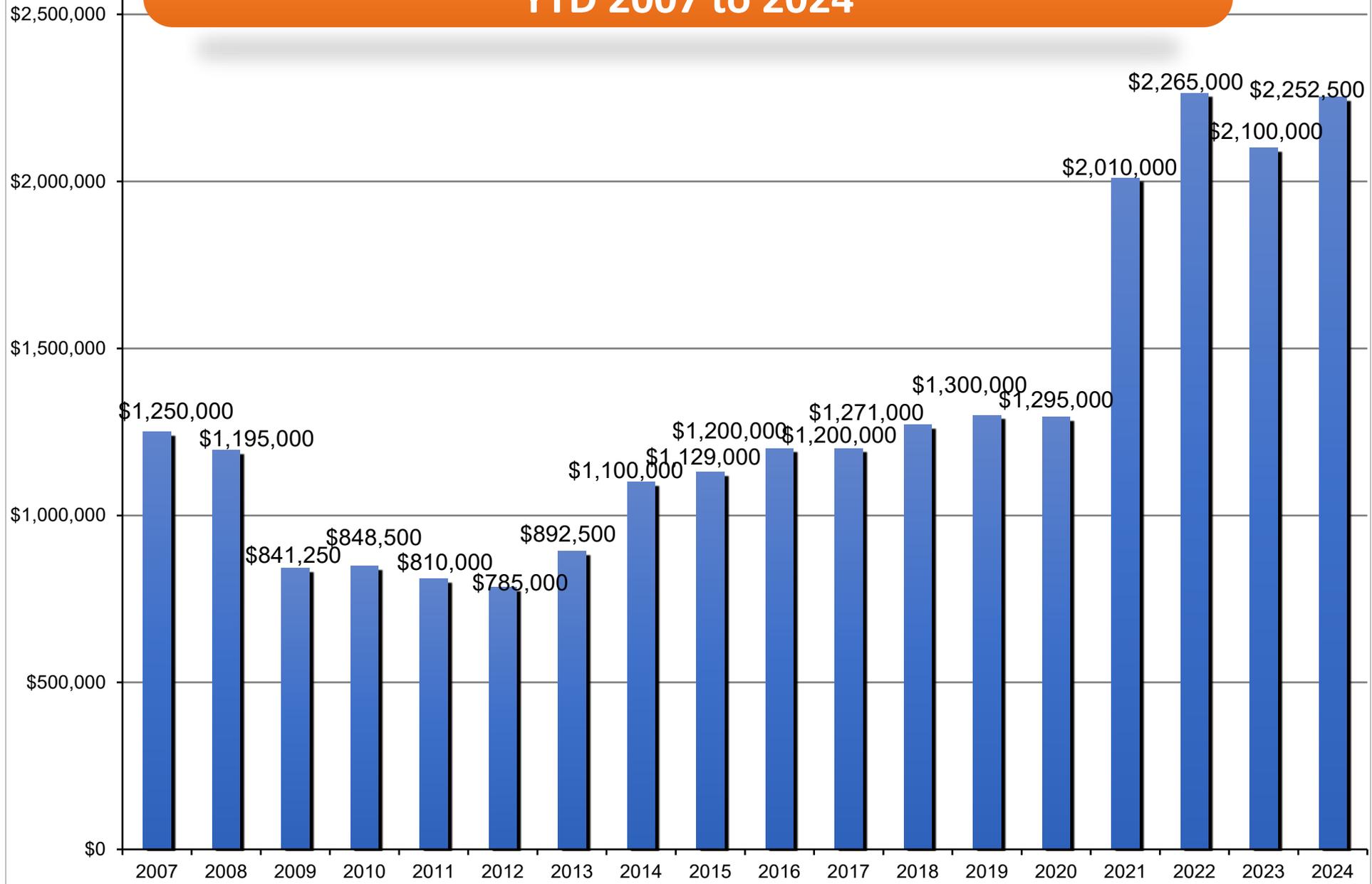


Perspective for Home Estates & PUDs 2007 – 2024

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



May 1 – May 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	31	\$37,286,998	\$899,000	\$1,202,806	27	27	\$37,287,500	\$940,500	\$1,202,822	100.00	99.05
List/Sold	4	\$4,750,000	\$1,097,500	\$1,187,500	46	46	\$4,610,000	\$1,087,500	\$1,152,500	97.05	96.24
Co-Broker	27	\$32,536,998	\$899,000	\$1,205,074	25	25	\$32,677,500	\$940,500	\$1,210,277	100.43	99.46
New	37	\$43,712,900	\$950,000	\$1,181,429	12	10					
Pending	33	\$42,837,999	\$1,075,000	\$1,298,121	21	22					
Withdrawn	2	\$3,300,000	\$1,650,000	\$1,650,000	20	20					
Cancelled	1	\$1,670,000	\$1,670,000	\$1,670,000	94	94					
Expired	1	\$799,000	\$799,000	\$799,000	102	102					
Back On Market	5	\$6,287,400	\$924,900	\$1,257,480	88	88					
Extended	2	\$2,949,000	\$1,474,500	\$1,474,500	66	66					
Active In Range	74	\$103,893,299	\$1,099,500	\$1,403,963	38	38					
Current Active	34	\$52,281,300	\$1,174,500	\$1,537,685	77	77					

Previous Year Comparison

CONDOS

May 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	31	\$37,286,998	\$899,000	\$1,202,806	27	27	\$37,287,500	\$940,500	\$1,202,822	100.00	99.05
Pending	33	\$42,837,999	\$1,075,000	\$1,298,121	21	22					

May 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	30	\$40,555,140	\$904,000	\$1,351,838	14	14	\$41,398,088	\$909,000	\$1,379,936	102.08	101.84
Pending	25	\$31,299,640	\$850,000	\$1,251,985	14	23					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$500,000-\$549,999	1	13	13
\$550,000-\$599,999	1	9	9
\$600,000-\$649,999	1	1	1
\$650,000-\$699,999	2	48	48
\$700,000-\$749,999	3	15	15
\$750,000-\$799,999	1	1	1
\$800,000-\$849,999	1	68	68
\$850,000-\$899,999	3	1	1
\$900,000-\$949,999	3	8	8

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$950,000-\$999,999	2	8	8
\$1,000,000-\$1,099,999	1	7	7
\$1,100,000-\$1,199,999	1	3	3
\$1,200,000-\$1,299,999	4	107	107
\$1,300,000-\$1,399,999	1	7	7
\$1,600,000-\$1,699,999	3	31	31
\$1,800,000-\$1,899,999	1	1	1
\$3,000,000-\$3,249,999	1	40	40
\$4,500,000-\$4,749,999	1	1	1

Sold Listings

The average price for the **31** properties is **\$1,202,822**

The highest price is **\$4,600,000**  **4925 Sandyland Road F**

The median price is **\$940,500**

The lowest price is **\$549,000**  **41 Dearborn Place 72**

The average Market Time is **27**

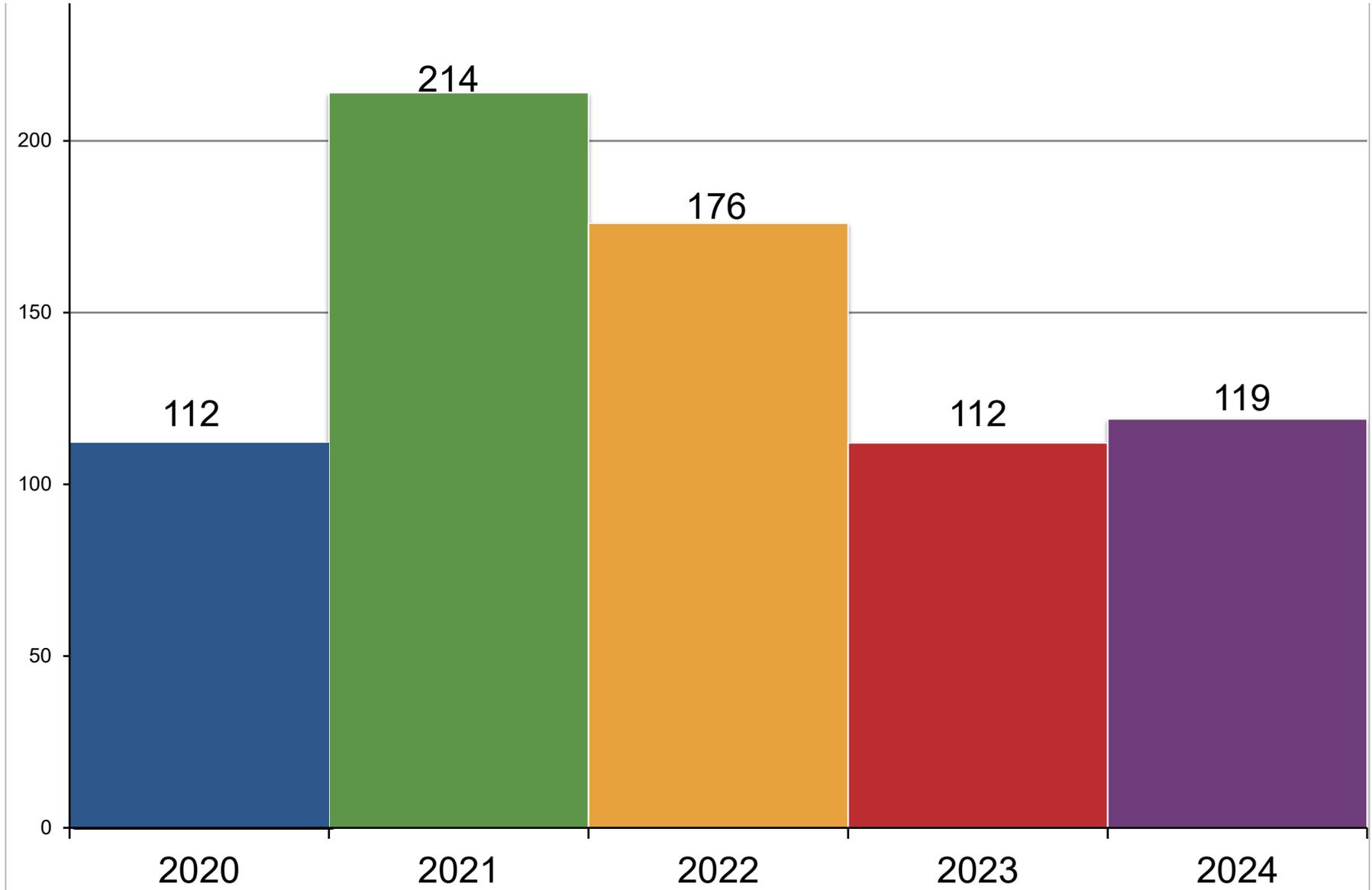
The average Continuous Market Time is **27**

CONDO STATISTICS

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

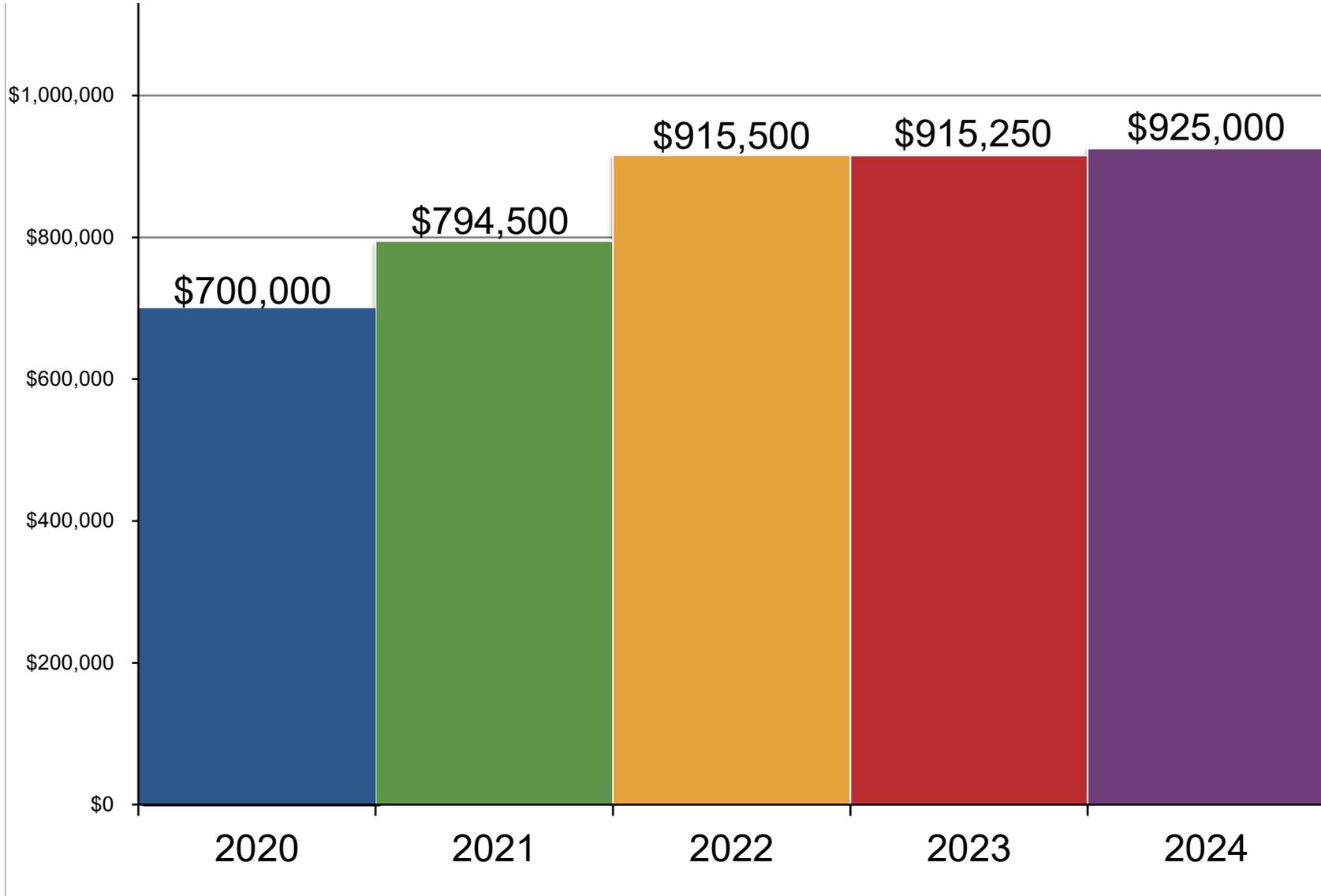
Condo Sales

YTD 2020 – 2024

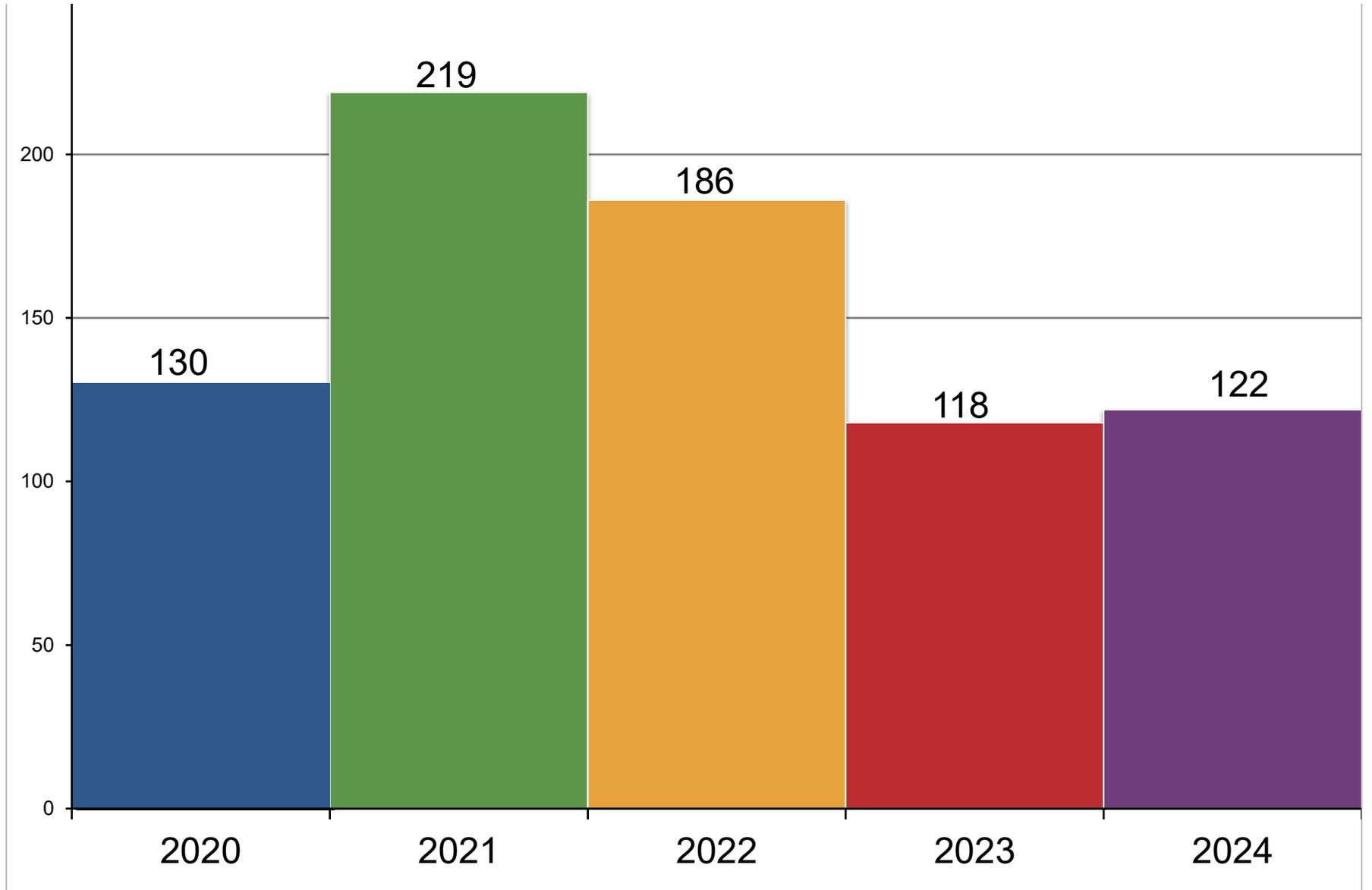


Condo Median Sales Price

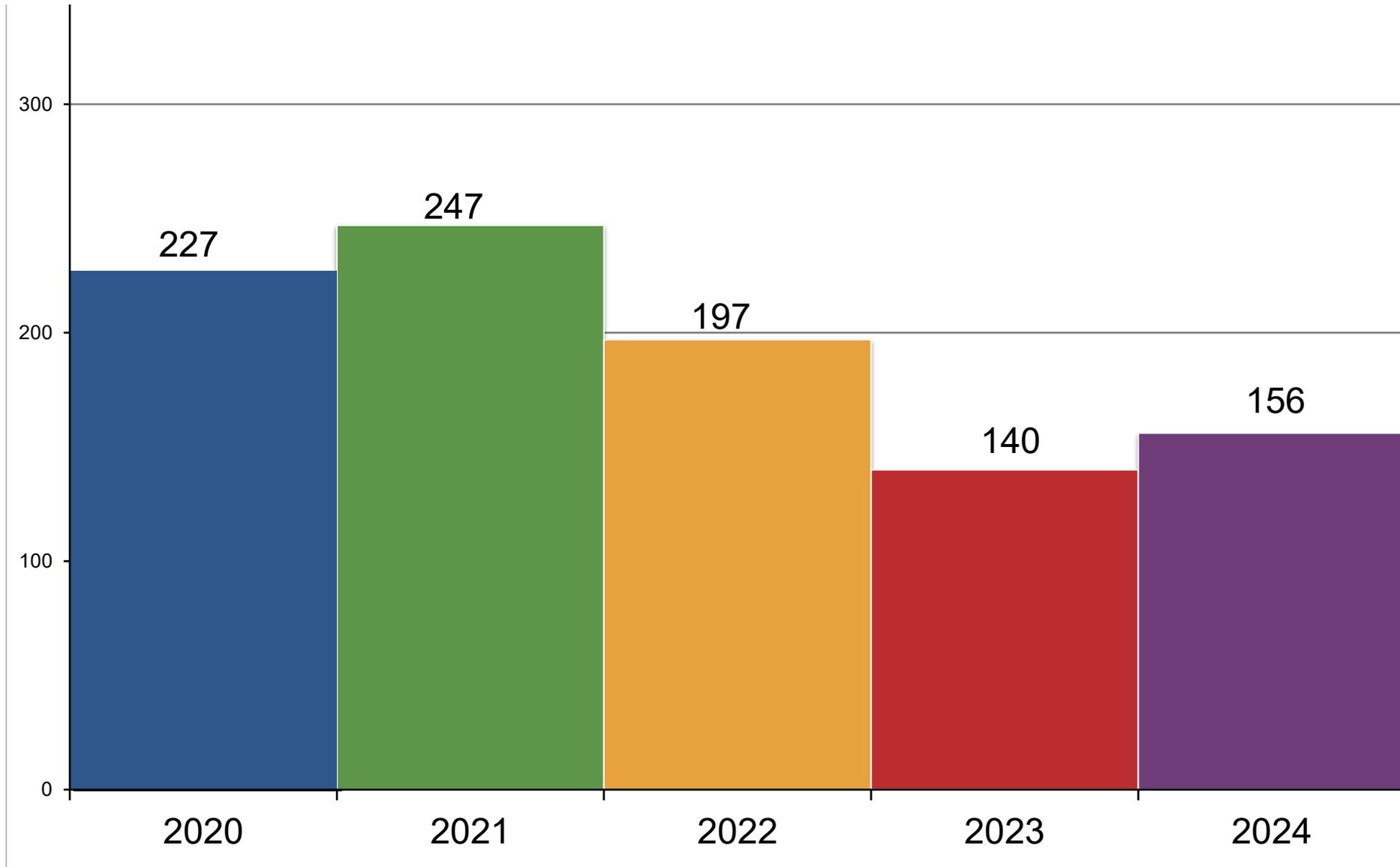
YTD 2020 – 2024



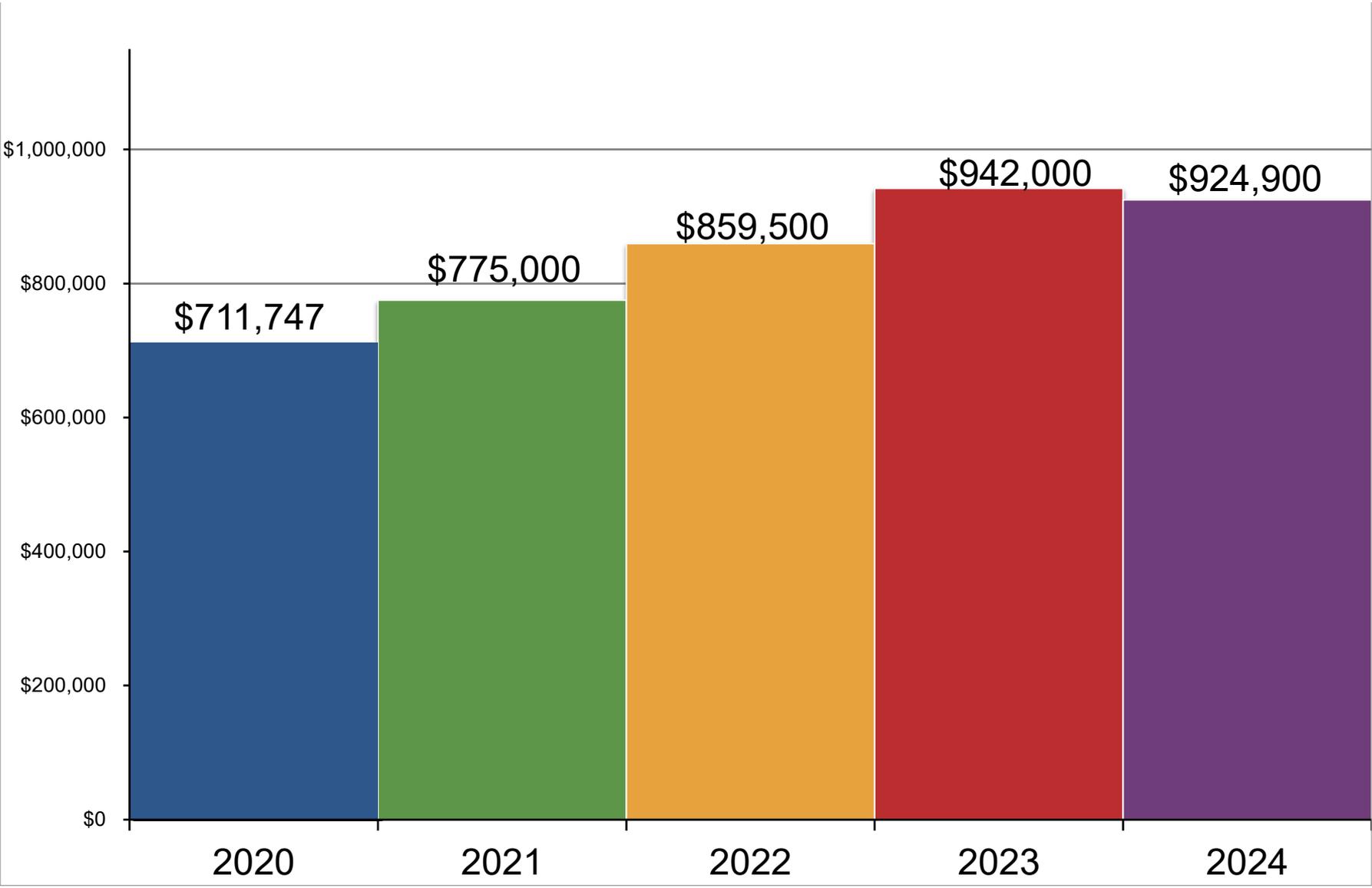
Condo Pending Sales YTD 2020 – 2024



Condo Active Listings YTD 2020 – 2024



Condo Median List Price YTD 2020 – 2024



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

ACTIVE and PENDING

2023 vs. 2024 ~ YTD

Total Active Listings

2023 ~ 140

2024 ~ 156

UP  +11.4%

New Listings

2023 ~ 132

2024 ~ 152

UP  +15.2%

Median List Price

2023 ~ \$942,000

2024 ~ \$924,900

DOWN  -1.8%

Properties that went into Escrow

2023 ~ 118

2024 ~ 122

UP  +3.4%

SOLD Properties

2023 vs. 2024 ~ YTD

Sold Properties

2023 ~ 112

UP



+6.3%

2024 ~ 119

Median Sales Price

2023 ~ \$915,250

UP



+1.2

2024 ~ \$925,000

Median Sales Prices w/o Hope Ranch/Montecito

2023 ~ \$900,000

UP



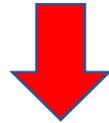
+1.4%

2024 ~ \$912,500

Average Sold Price

2023 ~ \$1,220,282

DOWN



-8.6%

2024 ~ \$1,114,881

Average Sold Price w/o Hope Ranch/Montecito

2023 ~ \$1,061,889

UP



+0.1%

2024 ~ \$1,063,111

Sold Volume

2023 ~ \$109,374,618

UP

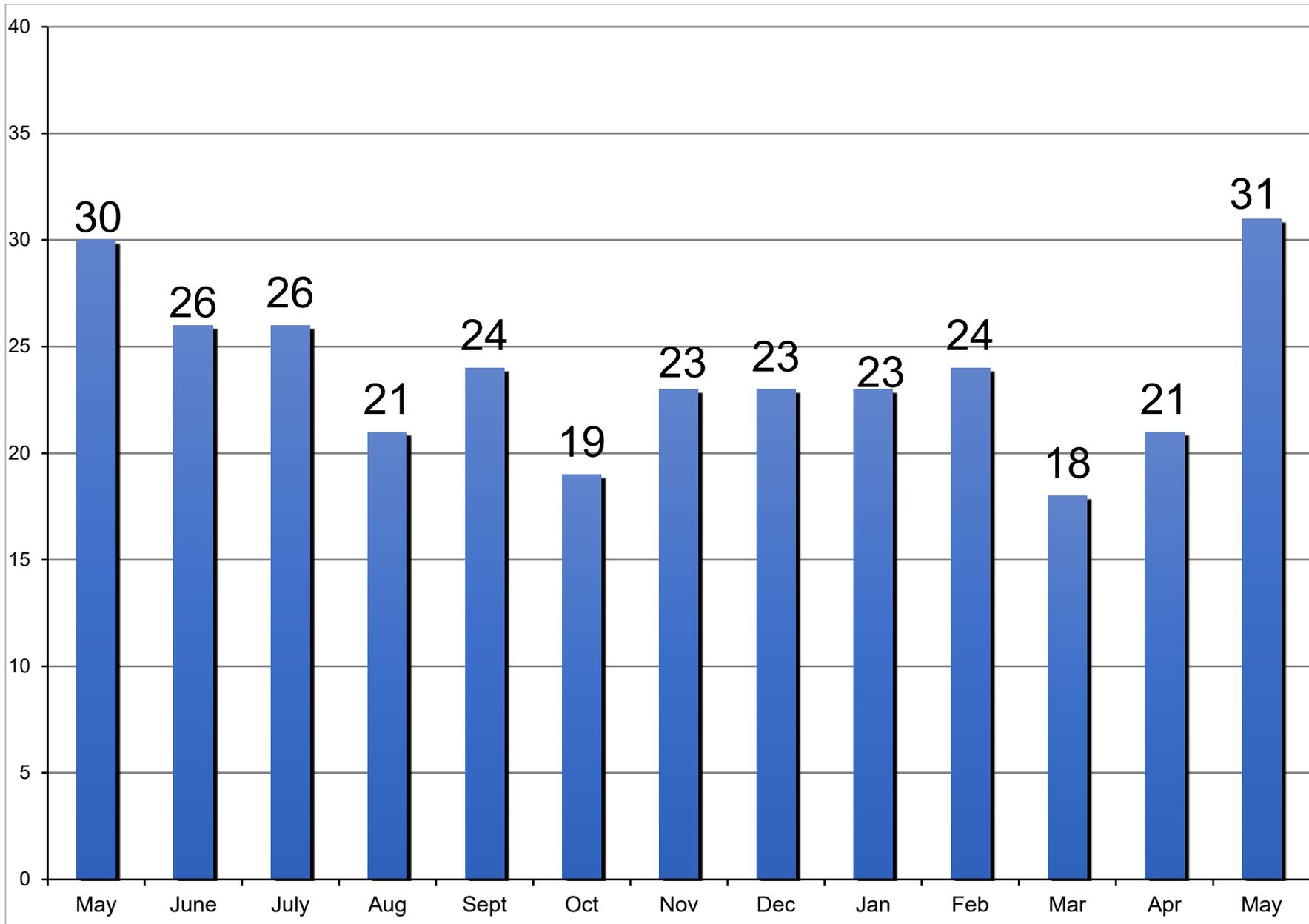


+21.3%

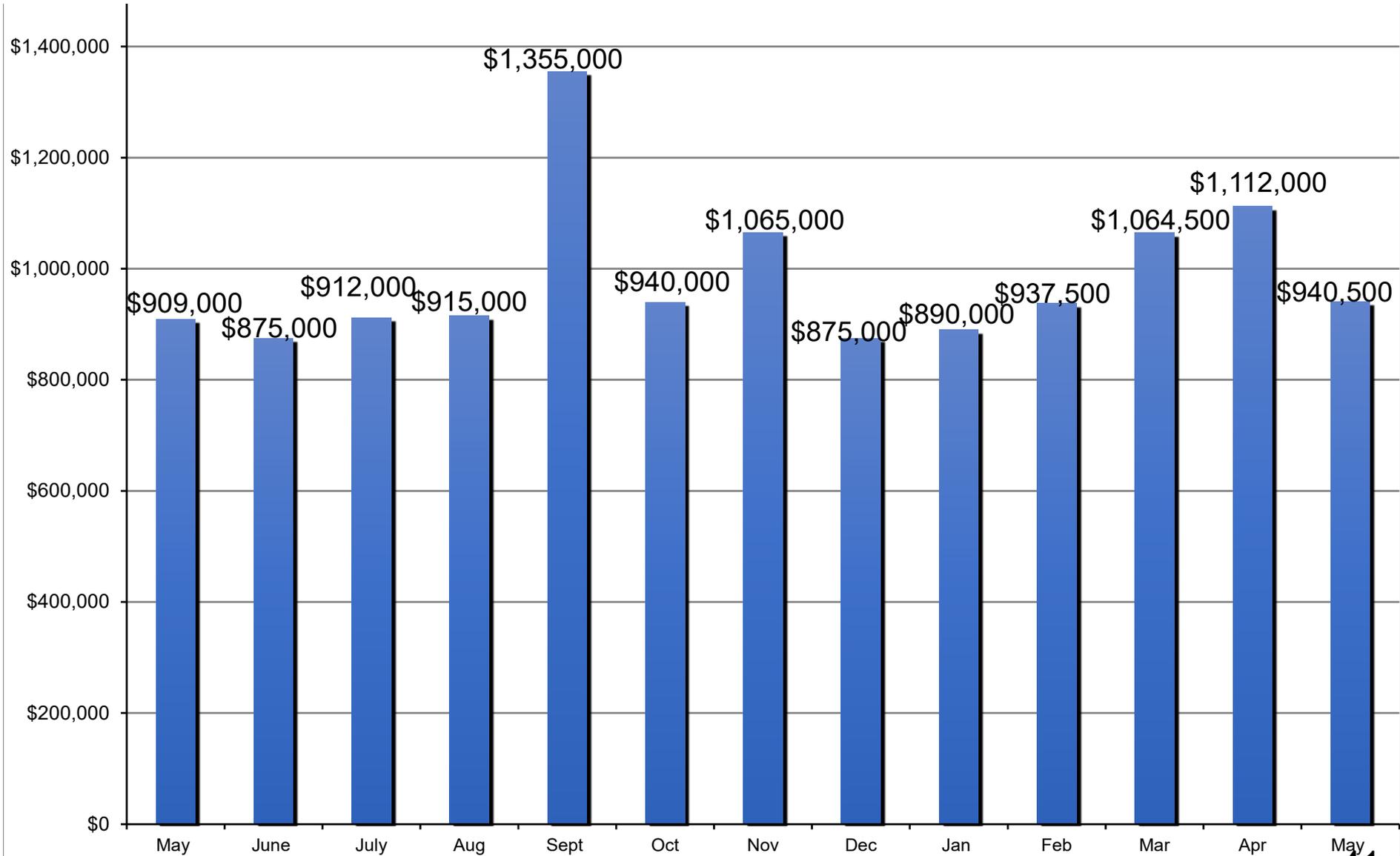
2024 ~ \$132,670,925

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

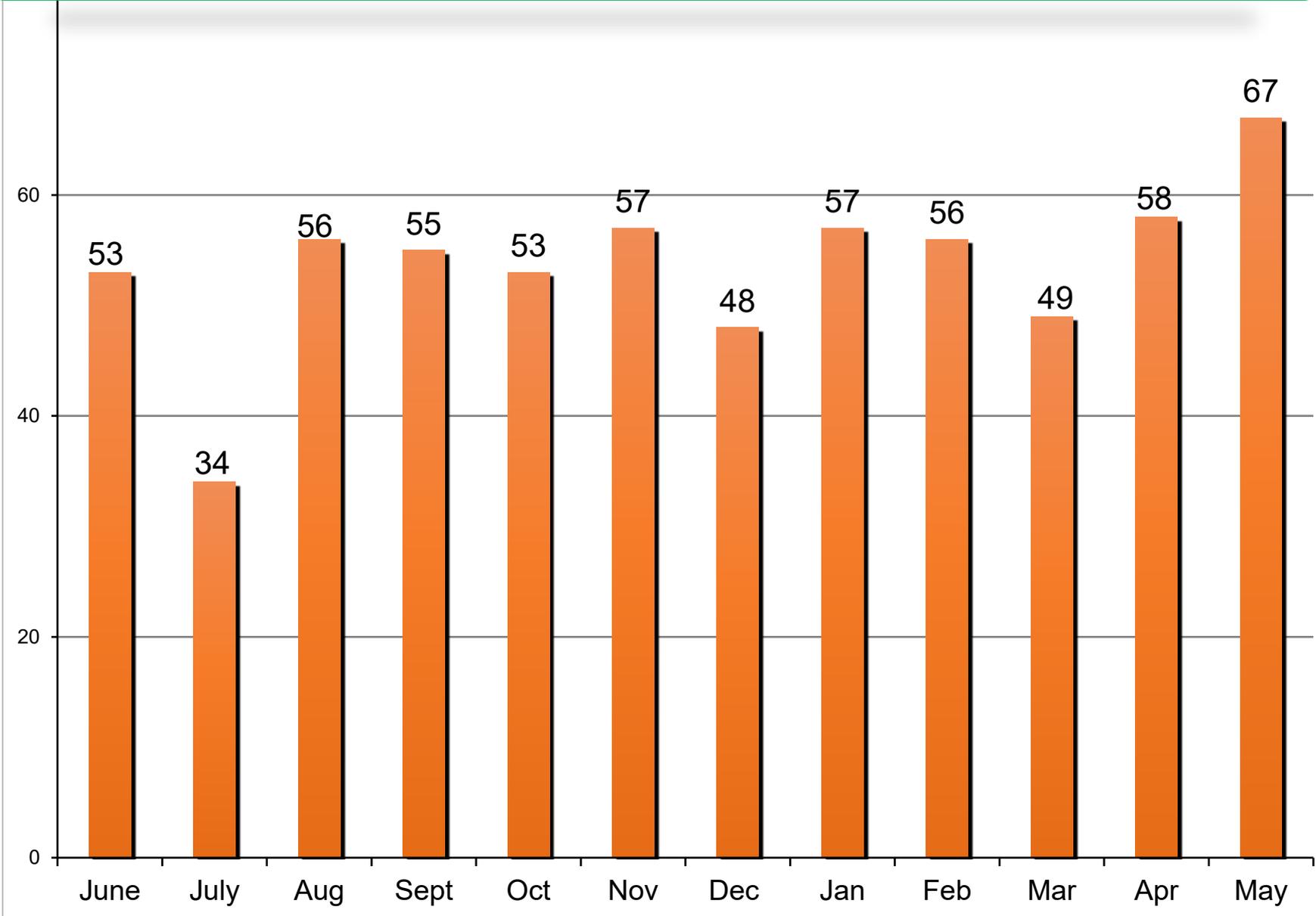
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

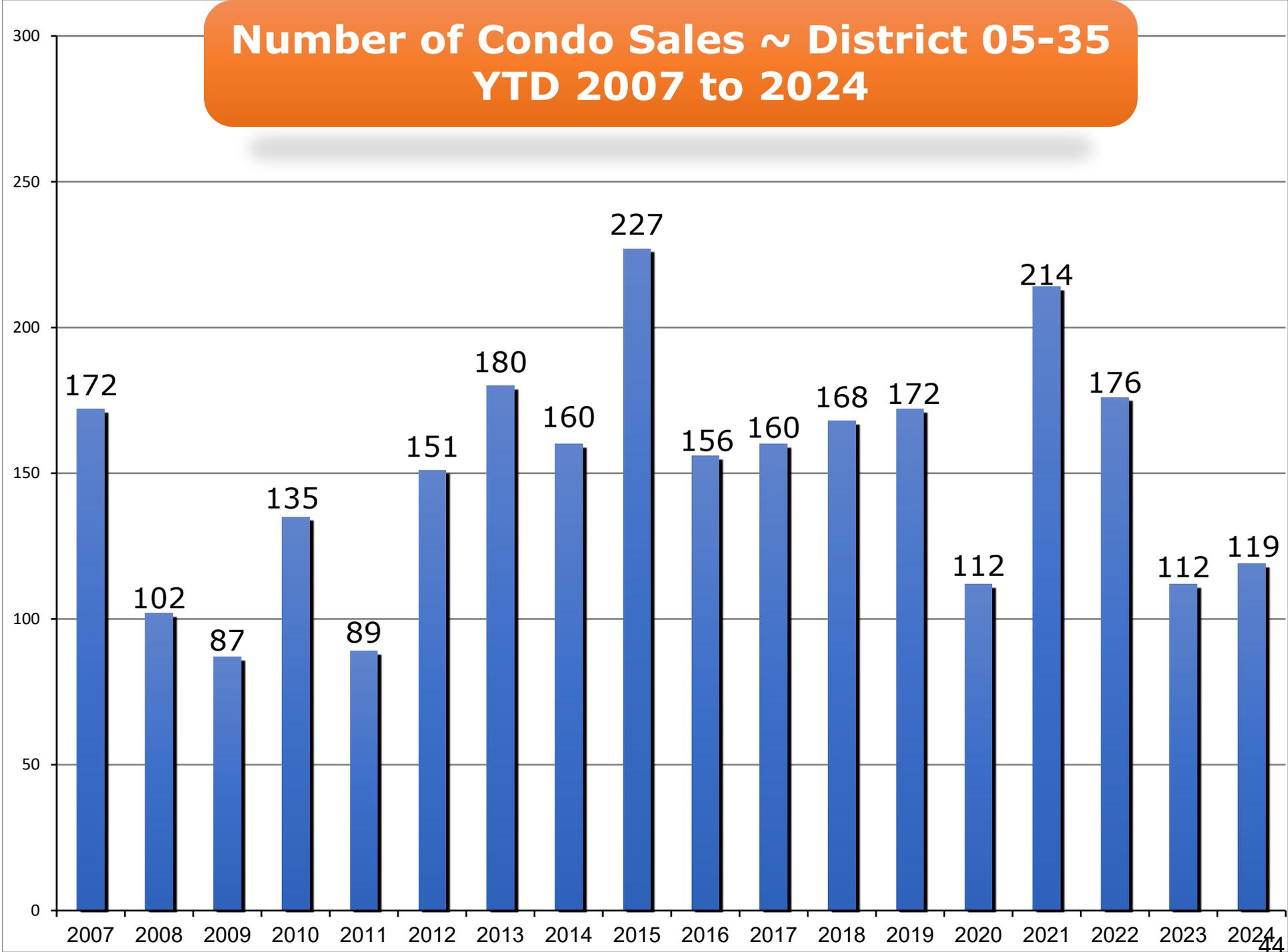


Condo Active Listings for the Last 12 Months

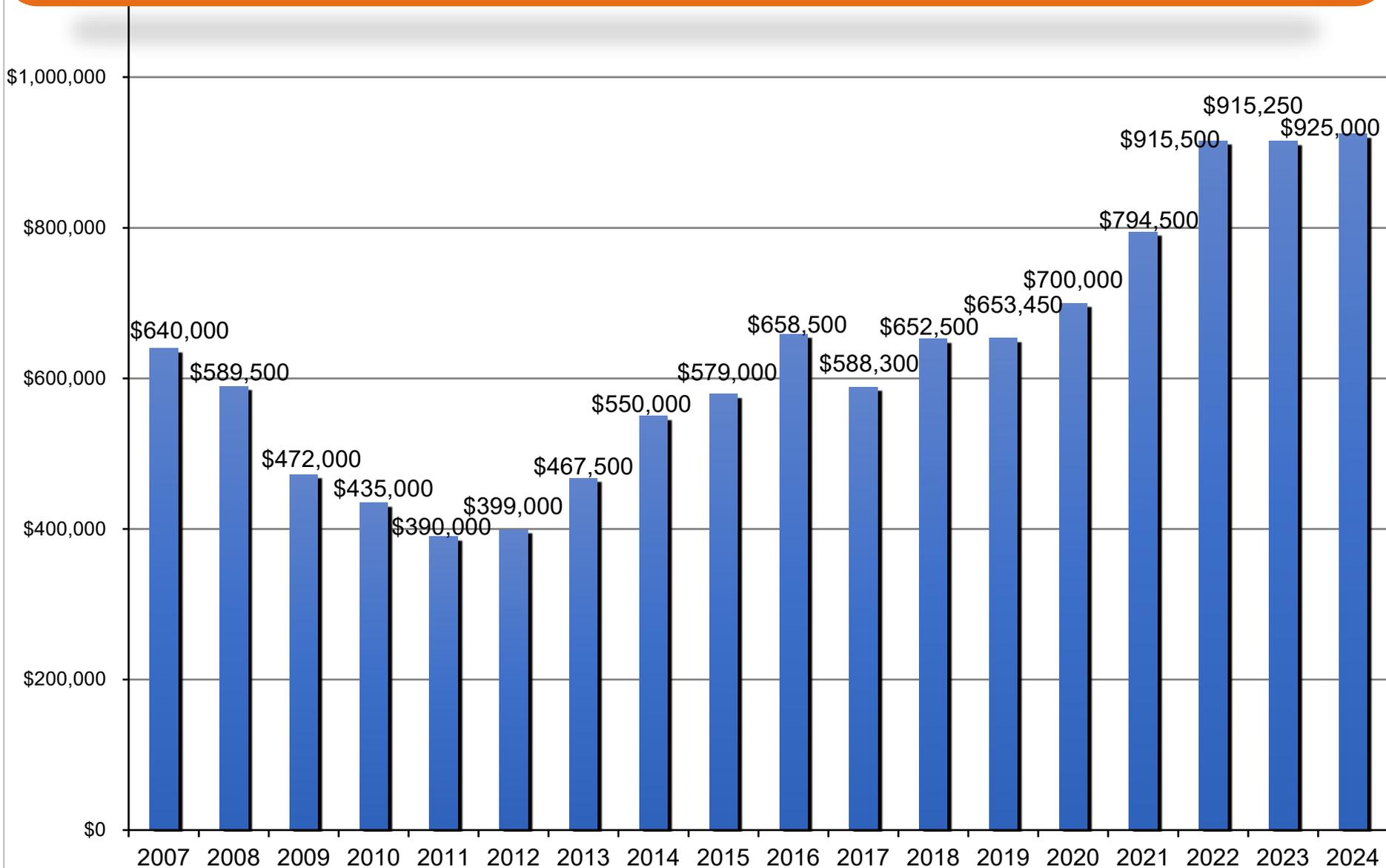


Perspective
for Condos
2007 – 2024

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 6/5/2024*

Statistics Through May 2024