

# Monthly MLS Statistics

# NOVEMBER 2024



*Compiled Data from the  
Santa Barbara Multiple Listing Service  
as of 12/5/2024*

NOVEMBER 1 – NOVEMBER 30

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>	63	\$263,518,999	\$2,015,000	\$4,182,841	50	59	\$246,109,389	\$2,075,000	\$3,906,498	93.39	90.05
<b>List/Sold</b>	10	\$38,012,999	\$2,645,000	\$3,801,299	39	50	\$37,171,999	\$2,617,500	\$3,717,199	97.79	95.91
<b>Co-Broker</b>	53	\$225,506,000	\$1,999,000	\$4,254,830	52	61	\$208,937,390	\$2,050,000	\$3,942,214	92.65	89.08
<b>New</b>	69	\$299,853,899	\$2,695,000	\$4,345,708	15	26					
<b>Pending</b>	68	\$178,804,400	\$1,897,500	\$2,629,476	39	50					
<b>Withdrawn</b>	11	\$114,264,400	\$4,999,400	\$10,387,672	87	87					
<b>Cancelled</b>	17	\$91,113,000	\$3,250,000	\$5,359,588	102	142					
<b>Expired</b>	28	\$270,736,900	\$3,225,000	\$9,669,175	176	194					
<b>Back On Market</b>	19	\$48,618,500	\$2,400,000	\$2,558,868	73	96					
<b>Extended</b>	23	\$147,606,000	\$3,200,000	\$6,417,652	119	141					
<b>Active In Range</b>	312	\$1,892,839,895	\$3,249,500	\$6,066,794	77	94					
<b>Current Active</b>	187	\$1,343,096,096	\$3,995,000	\$7,182,332	113	138					

# Previous Year Comparison

## Home Estate/PUD

### NOVEMBER 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	63	\$263,518,999	\$2,015,000	\$4,182,841	50	59	\$246,109,389	\$2,075,000	\$3,906,498	93.39	90.05
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### NOVEMBER 2023

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Sold	46	\$156,410,000	\$2,200,000	\$3,400,217	25	28	\$150,013,200	\$2,175,000	\$3,261,156	95.91	93.17
Pending	54	\$195,588,900	\$2,192,000	\$3,622,016	36	49					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$750,000-\$799,999	1	96	96
\$850,000-\$899,999	1	44	44
\$1,100,000-\$1,199,999	2	27	27
\$1,200,000-\$1,299,999	1	1	1
\$1,300,000-\$1,399,999	1	1	1
\$1,400,000-\$1,499,999	4	6	6
\$1,500,000-\$1,599,999	7	33	33
\$1,600,000-\$1,699,999	2	11	11
\$1,700,000-\$1,799,999	6	36	36

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,800,000-\$1,899,999	2	108	108
\$1,900,000-\$1,999,999	2	18	18
\$2,000,000-\$2,249,999	7	57	57
\$2,250,000-\$2,499,999	6	57	57
\$2,500,000-\$2,749,999	3	22	57
\$2,750,000-\$2,999,999	2	12	12
\$3,000,000-\$3,249,999	3	26	26
\$3,250,000-\$3,499,999	1	202	202
\$3,750,000-\$3,999,999	2	47	47
\$4,500,000-\$4,749,999	2	108	108
\$5,000,000+	8	100	158

# Sold Listings

The average price for the **63** properties is **\$3,906,498**

The highest price is **\$65,000,000**

**2779/77/73 Padaro Ln**

The median price is **\$2,075,000**

**211 W Micheltorena St**

The lowest price is **\$775,000**

The average Market Time is **50**

The average Continuous Market Time is **59**

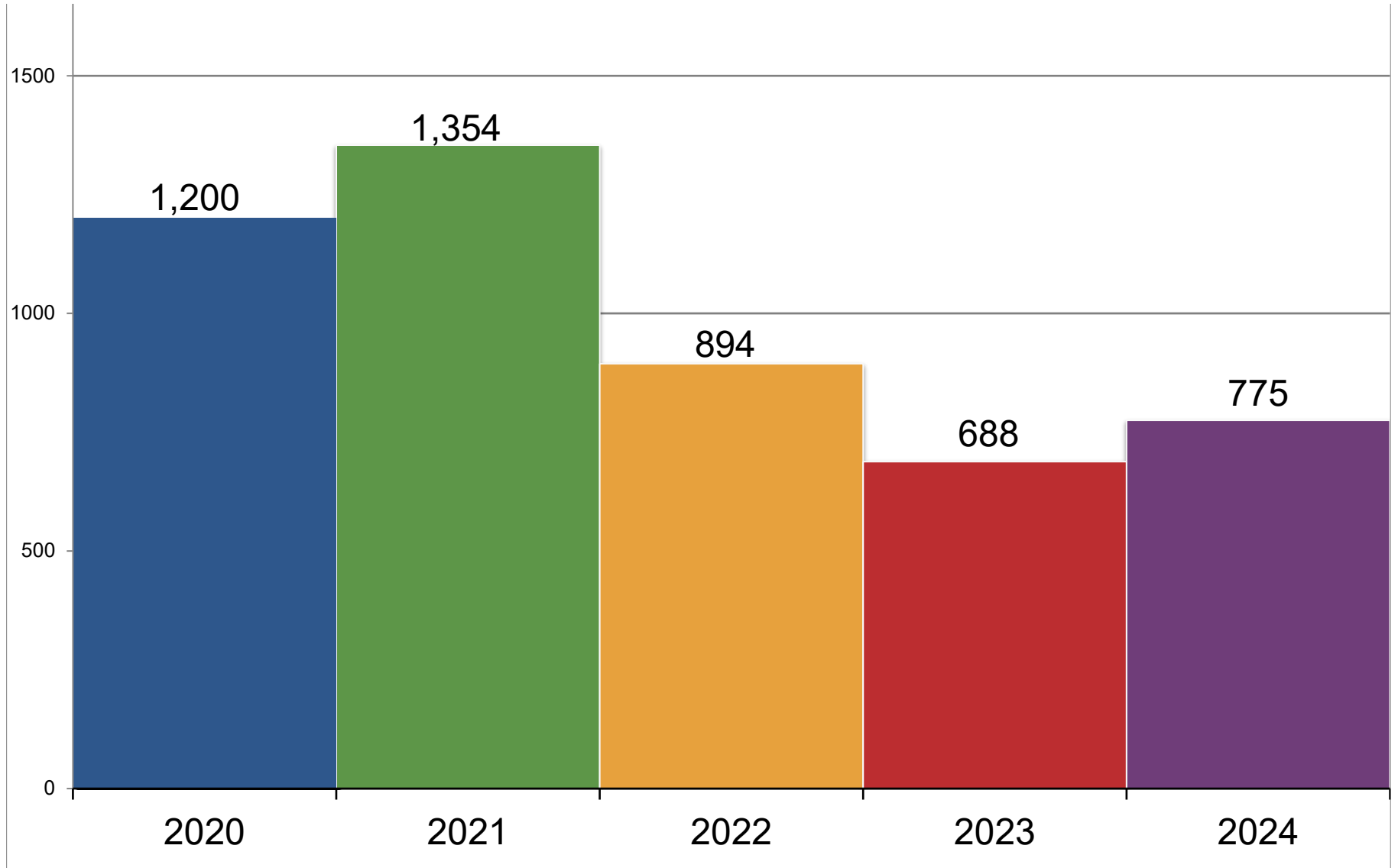
# HOME ESTATE & PUD

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

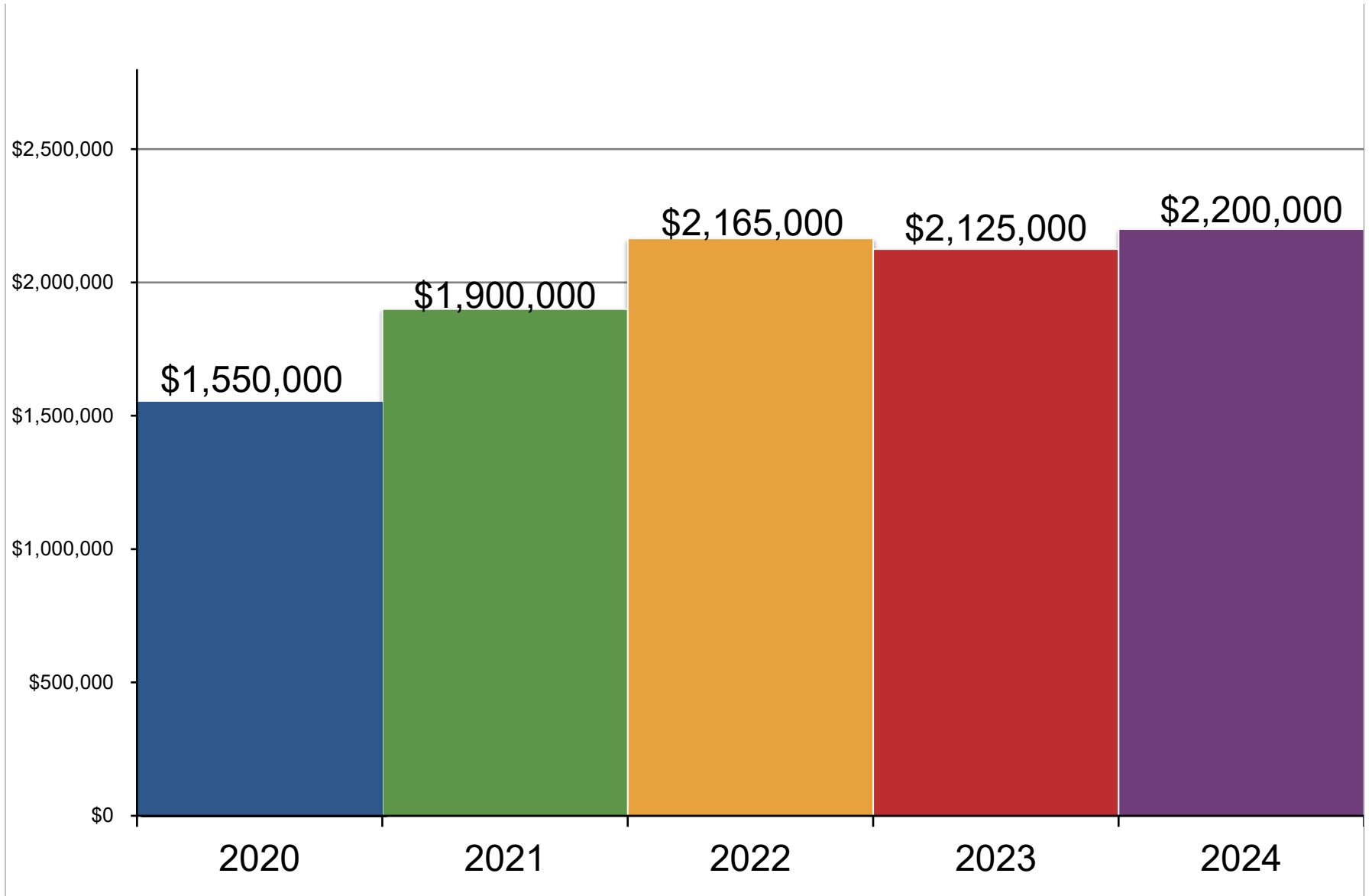


# HE/PU Sales

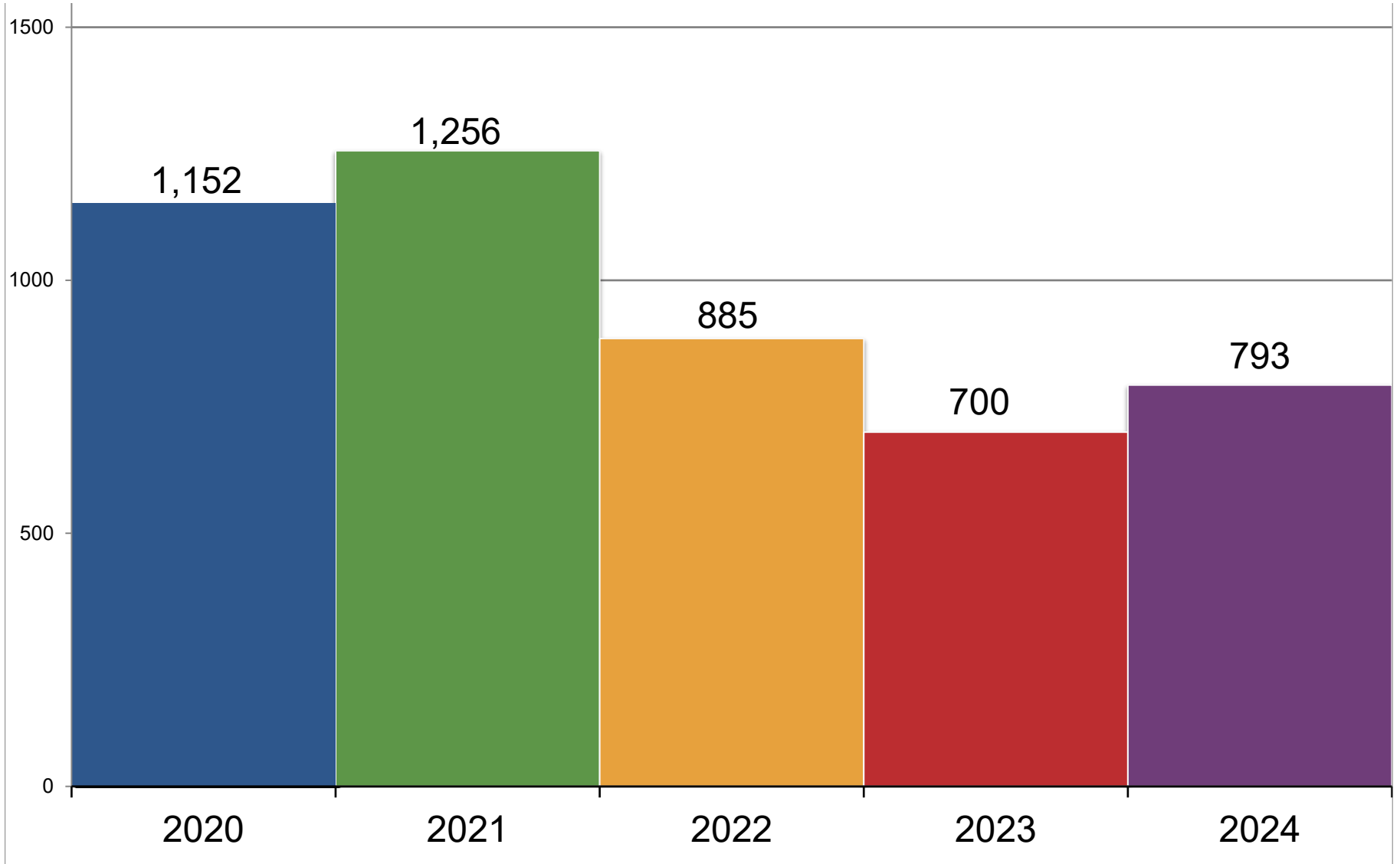
## YTD 2020 – 2024



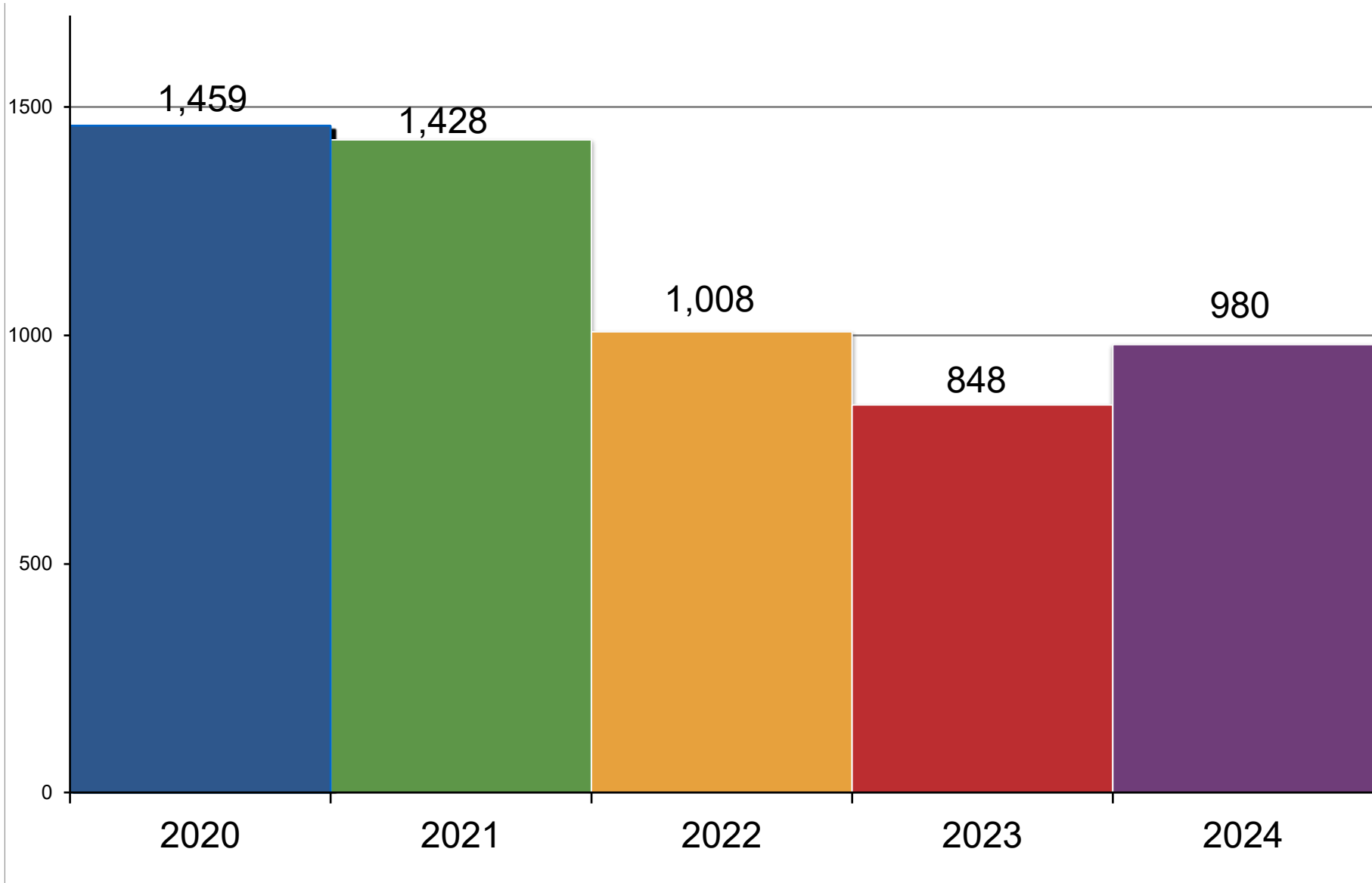
# HE/PU Median Sales Price YTD 2020 – 2024



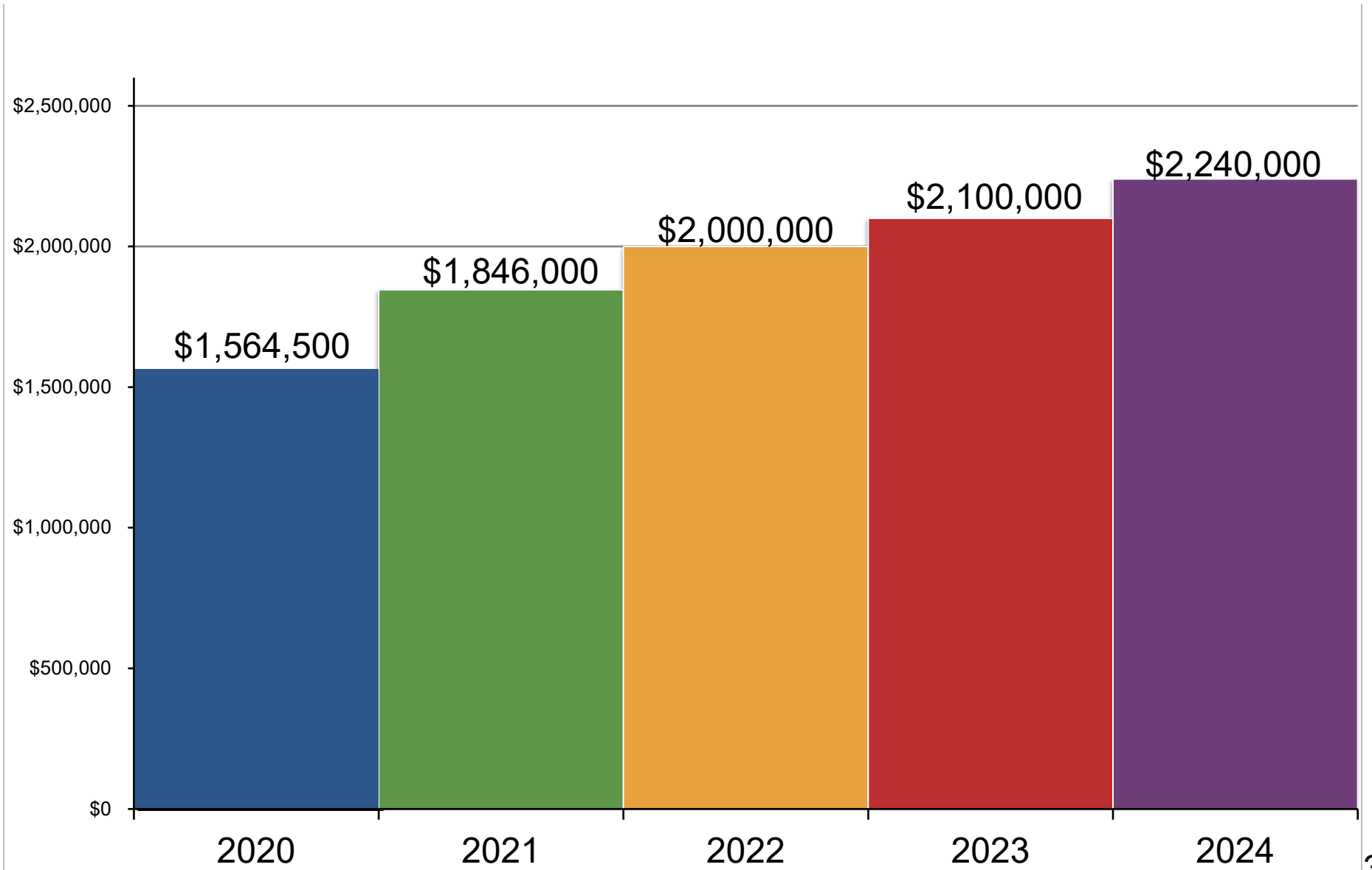
# HE/PU Pending Sales YTD 2020 – 2024



# HE/PU Active Listings YTD 2020 – 2024



# HE/PU Median List Price YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 848

UP



+15.6%

2024 ~ 980

### New Listings

2023 ~ 972

UP



+16.4%

2024 ~ 1,131

### Median List Price

2023 ~ \$2,100,000

UP



+6.7%

2024 ~ \$2,240,000

### Properties that went into Escrow

2023 ~ 700

UP



+13.3%

2024 ~ 793

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 688

UP



+12.6%

2024 ~ 775

### Median Sales Price

2023 ~ \$2,125,000

UP



+3.5%

2024 ~ \$2,200,000

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

2023 ~ \$1,827,500

UP



+6.3%

2024 ~ \$1,942,000

### Average Sold Price

2023 ~ \$3,275,573

UP



+7.7%

2024 ~ \$3,528,123

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

2023 ~ \$2,320,705

UP



+12.8%

2024 ~ \$2,617,124

### Sold Volume

2023 ~ \$2,253,594,542

UP



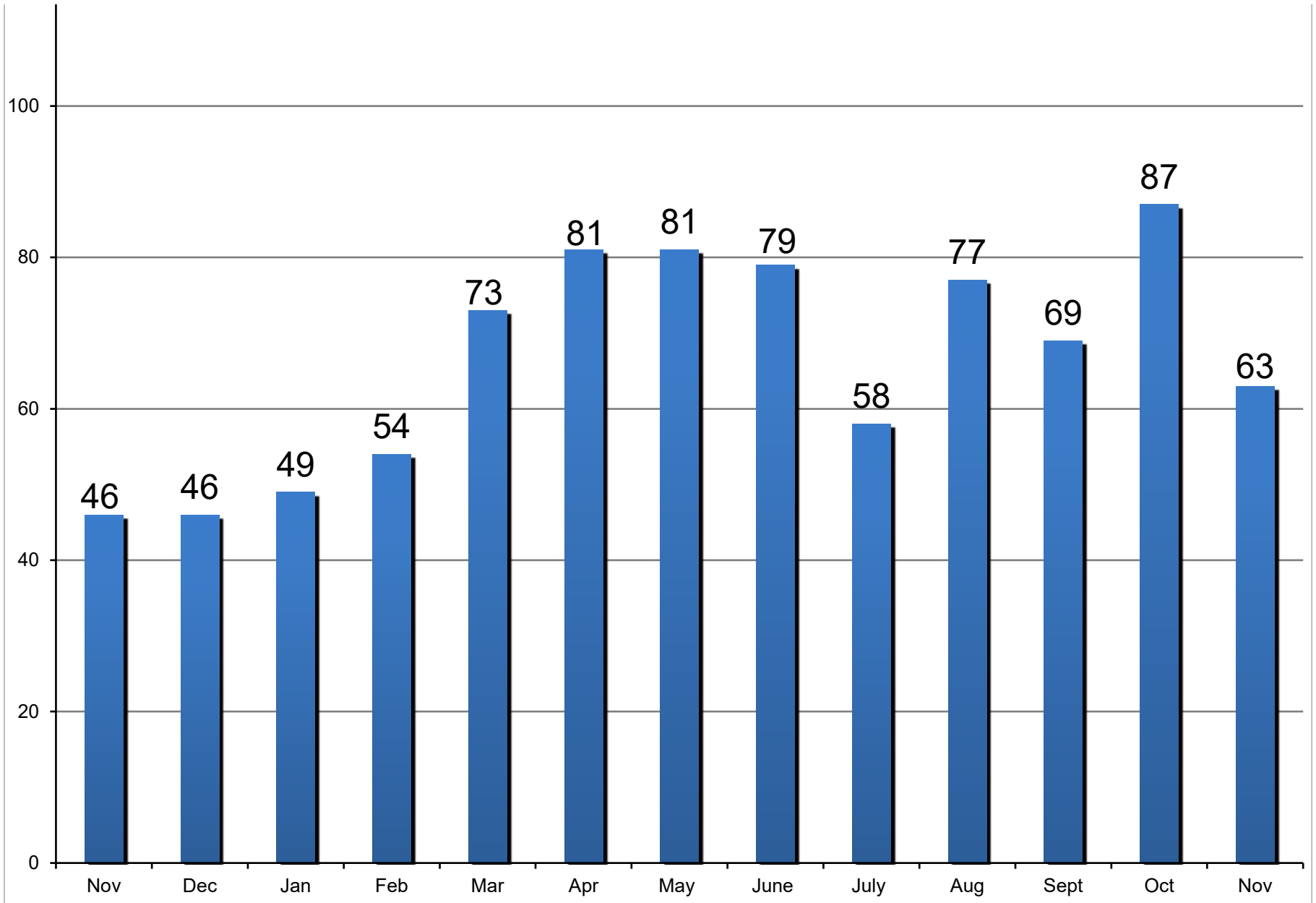
+21.3%

2024 ~ \$2,734,295,543

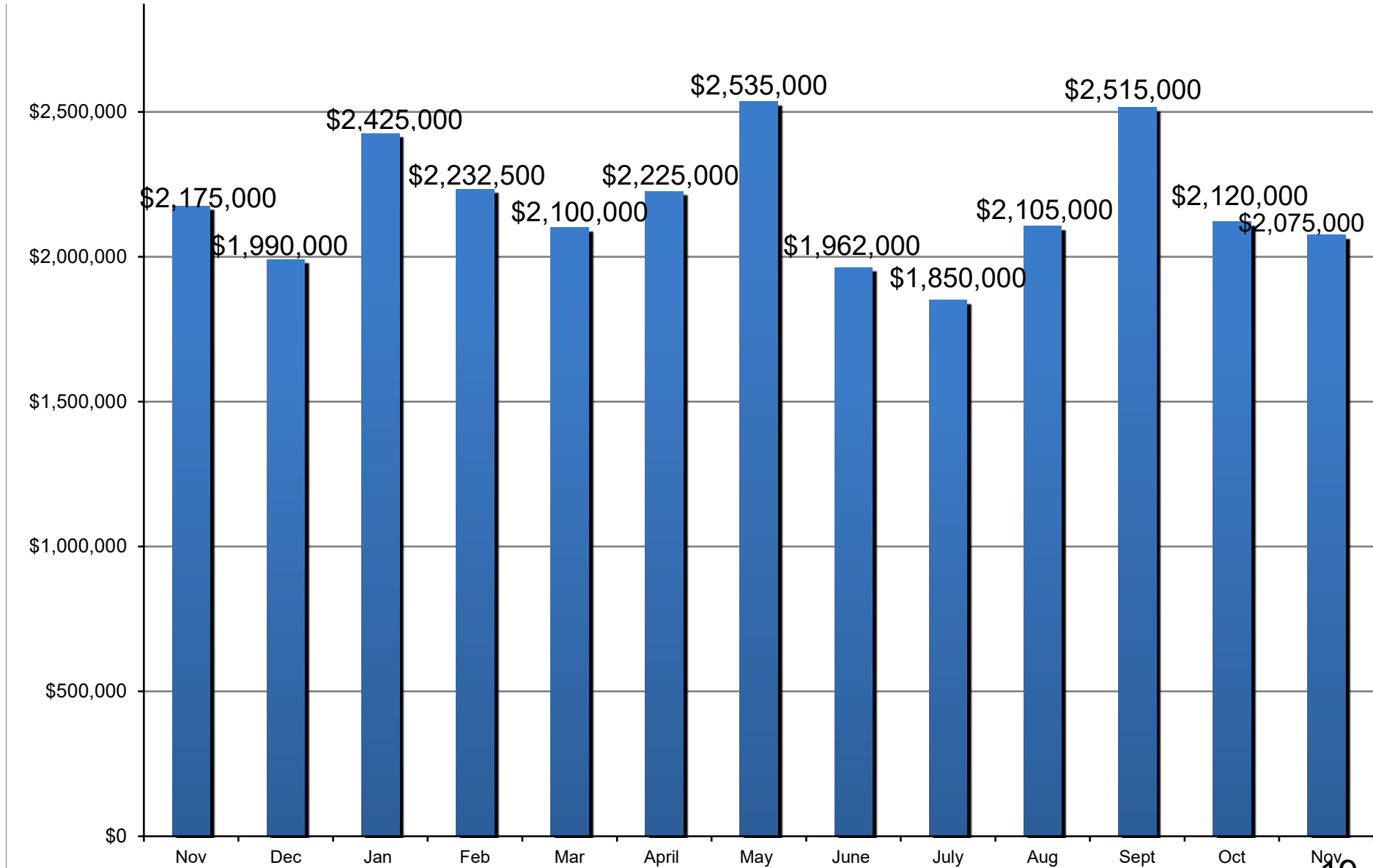


**November 2023 to November 2024**  
**Month by Month**  
**Home Estate/PUD**  
**Districts 05-35**

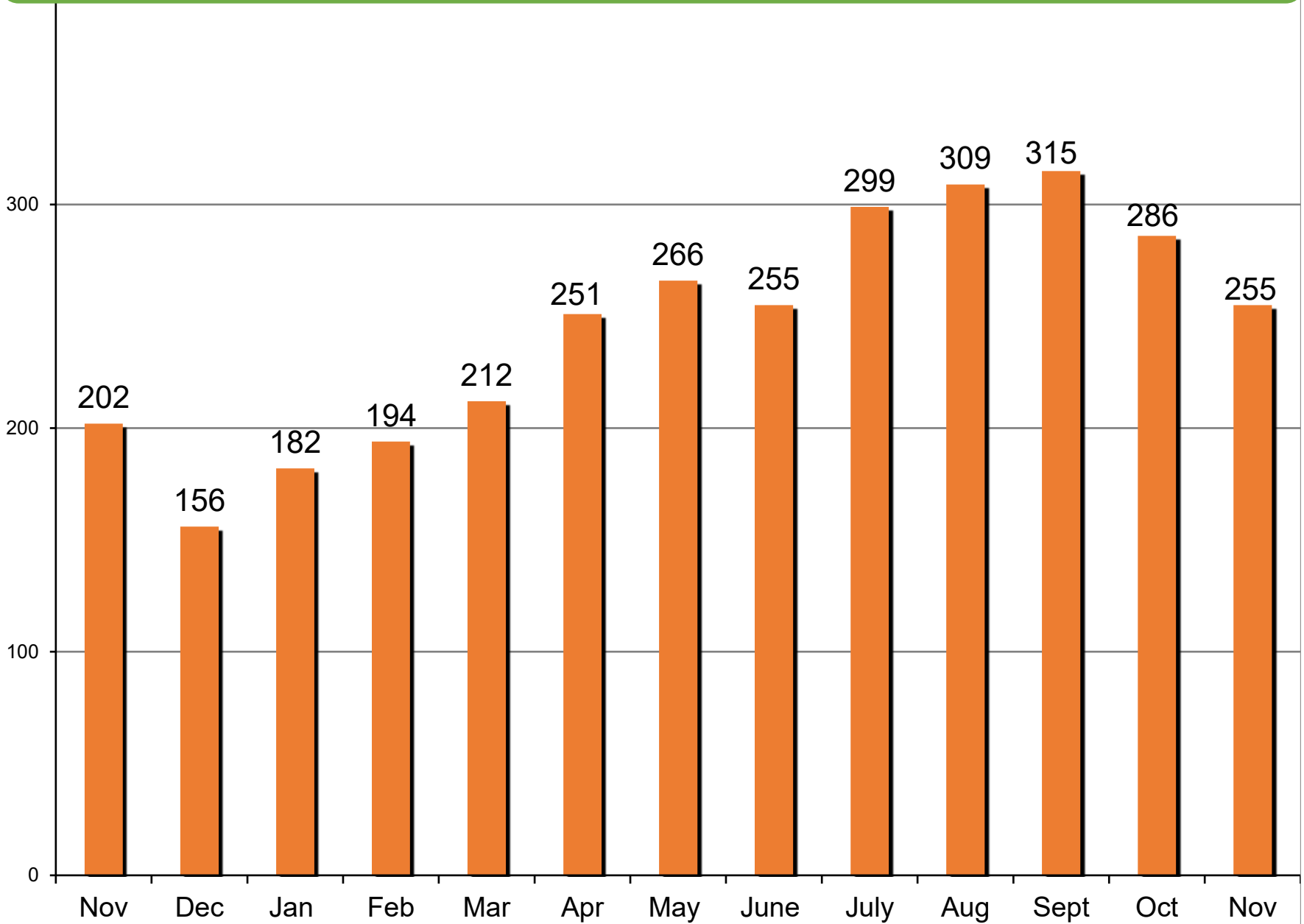
# HE/PU Sales – Month by Month



# HE/PU Median Sales Price Month by Month

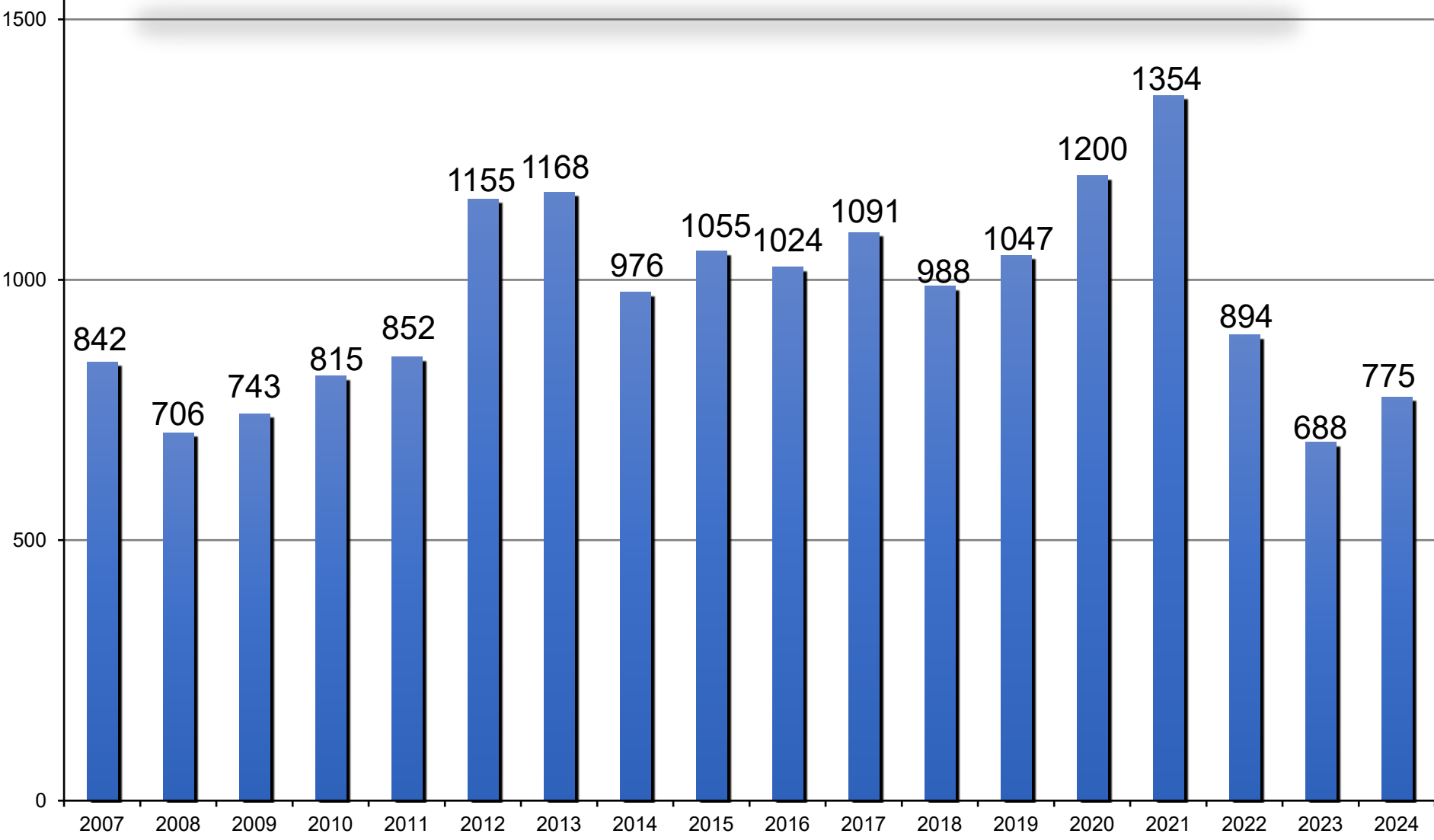


# HE/PU Active Listings for the Last 12 Months

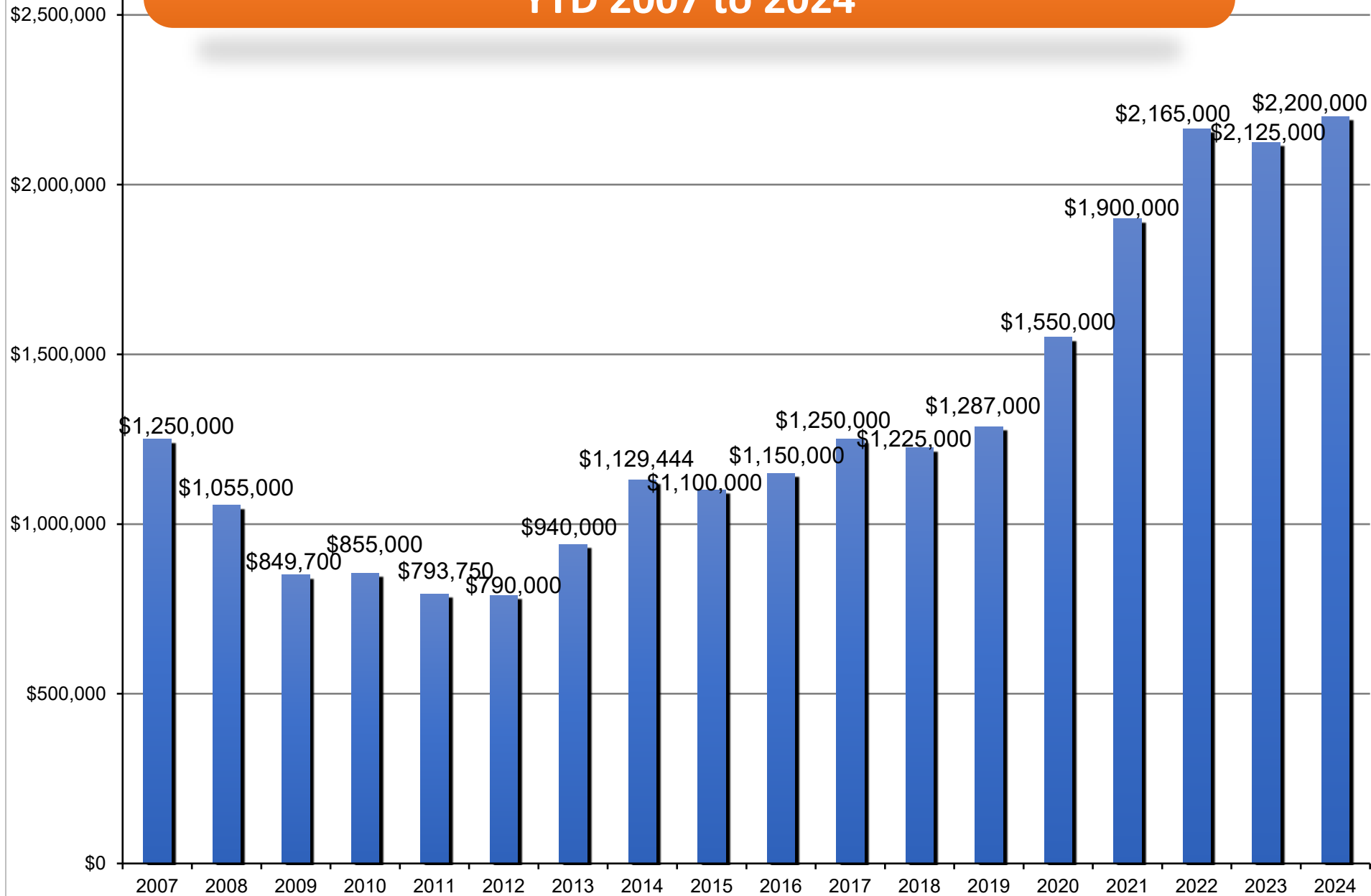


# Perspective for Home Estates & PUDs 2007 – 2024

# 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



NOVEMBER 1 – NOVEMBER 30

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>	19	\$24,822,000	\$995,000	\$1,306,421	49	51	\$23,947,499	\$960,000	\$1,260,394	96.48	93.63
<b>List/Sold</b>	4	\$4,497,000	\$874,000	\$1,124,250	110	110	\$4,545,500	\$927,500	\$1,136,375	101.08	96.24
<b>Co-Broker</b>	15	\$20,325,000	\$1,150,000	\$1,355,000	33	35	\$19,401,999	\$999,999	\$1,293,466	95.46	93.04
<b>New</b>	28	\$42,223,900	\$1,249,000	\$1,507,996	18	28					
<b>Pending</b>	18	\$31,052,899	\$887,449	\$1,725,161	30	31					
<b>Withdrawn</b>	1	\$1,295,000	\$1,295,000	\$1,295,000	45	45					
<b>Cancelled</b>	5	\$11,142,900	\$1,255,000	\$2,228,580	95	97					
<b>Expired</b>	2	\$3,645,000	\$1,822,500	\$1,822,500	241	241					
<b>Back On Market</b>	3	\$3,033,000	\$1,195,000	\$1,011,000	20	20					
<b>Extended</b>	3	\$4,874,000	\$1,950,000	\$1,624,666	97	97					
<b>Active In Range</b>	74	\$119,115,399	\$1,214,500	\$1,609,667	39	47					
<b>Current Active</b>	48	\$73,664,600	\$1,346,500	\$1,534,679	58	70					

# Previous Year Comparison

## CONDOS

### November 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	19	\$24,822,000	\$995,000	\$1,306,421	49	51	\$23,947,499	\$960,000	\$1,260,394	96.48	93.63
Pending	18	\$31,052,899	\$887,449	\$1,725,161	30	31					

### November 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	23	\$32,879,000	\$1,150,000	\$1,429,521	30	34	\$32,544,205	\$1,065,000	\$1,414,965	98.98	96.76
Pending	24	\$29,213,000	\$875,000	\$1,217,208	22	25					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$650,000-\$699,999	1	14	14
\$700,000-\$749,999	2	4	4
\$750,000-\$799,999	2	21	21
\$800,000-\$849,999	1	3	3
\$850,000-\$899,999	1	13	13
\$900,000-\$949,999	1	28	28
\$950,000-\$999,999	3	20	20

<b>List Price Range</b>	<b>Number of Listings</b>	<b>Average Days To Sold</b>	<b>CDOM</b>
\$1,100,000-\$1,199,999	1	51	51
\$1,600,000-\$1,699,999	3	87	87
\$1,800,000-\$1,899,999	1	396	396
\$1,900,000-\$1,999,999	1	22	22
\$2,000,000-\$2,249,999	1	22	50
\$2,500,000-\$2,749,999	1	23	23

# Sold Listings

The average price for the **19** properties is **\$1,260,394**

The highest price is **\$2,705,000**

**409 E Valerio St**

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

The lowest price is **\$660,000**

**7620 Hollister Ave #332**

The average Market Time is **49**

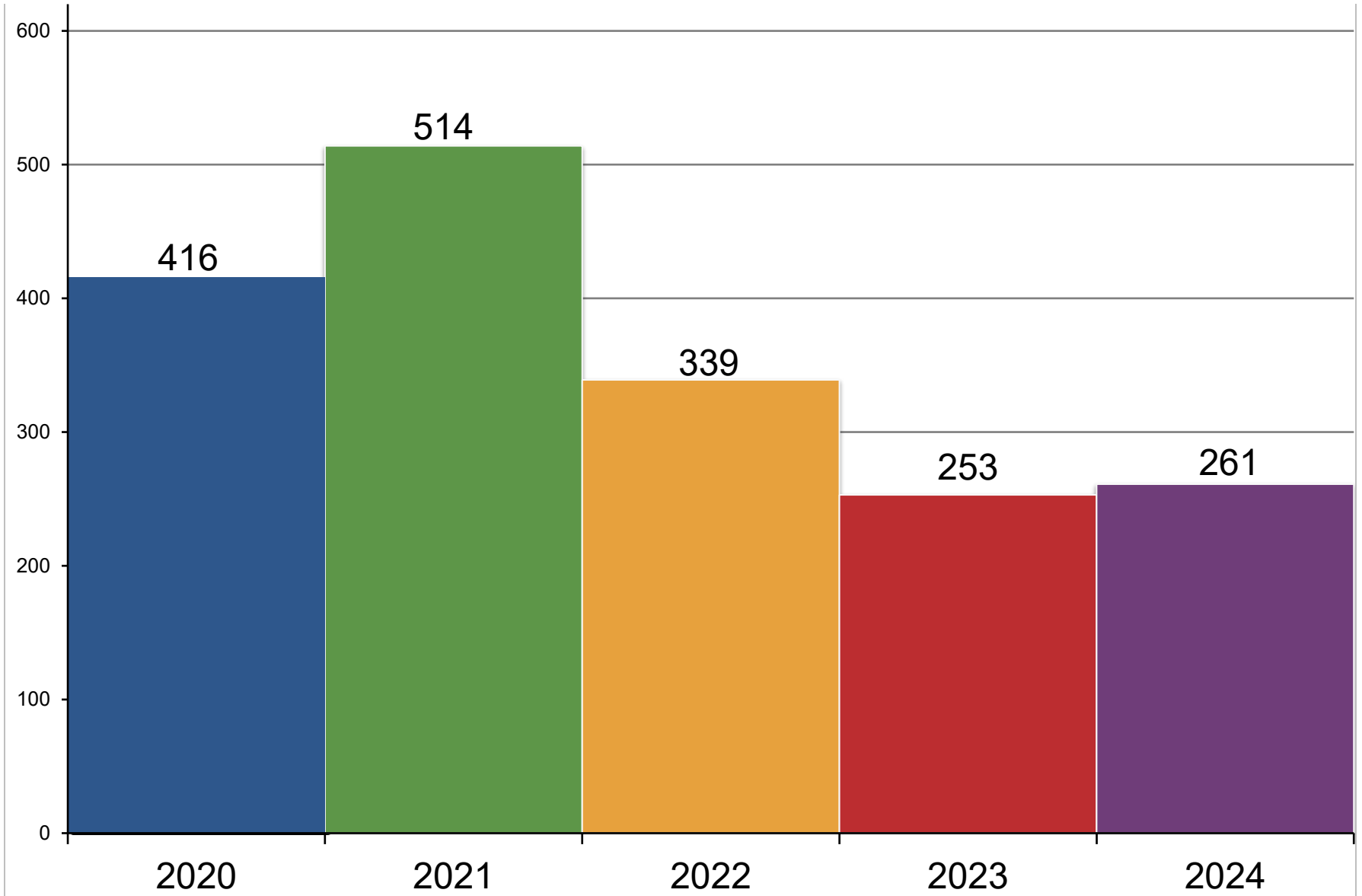
The average Continuous Market Time is **51**

# CONDO STATISTICS

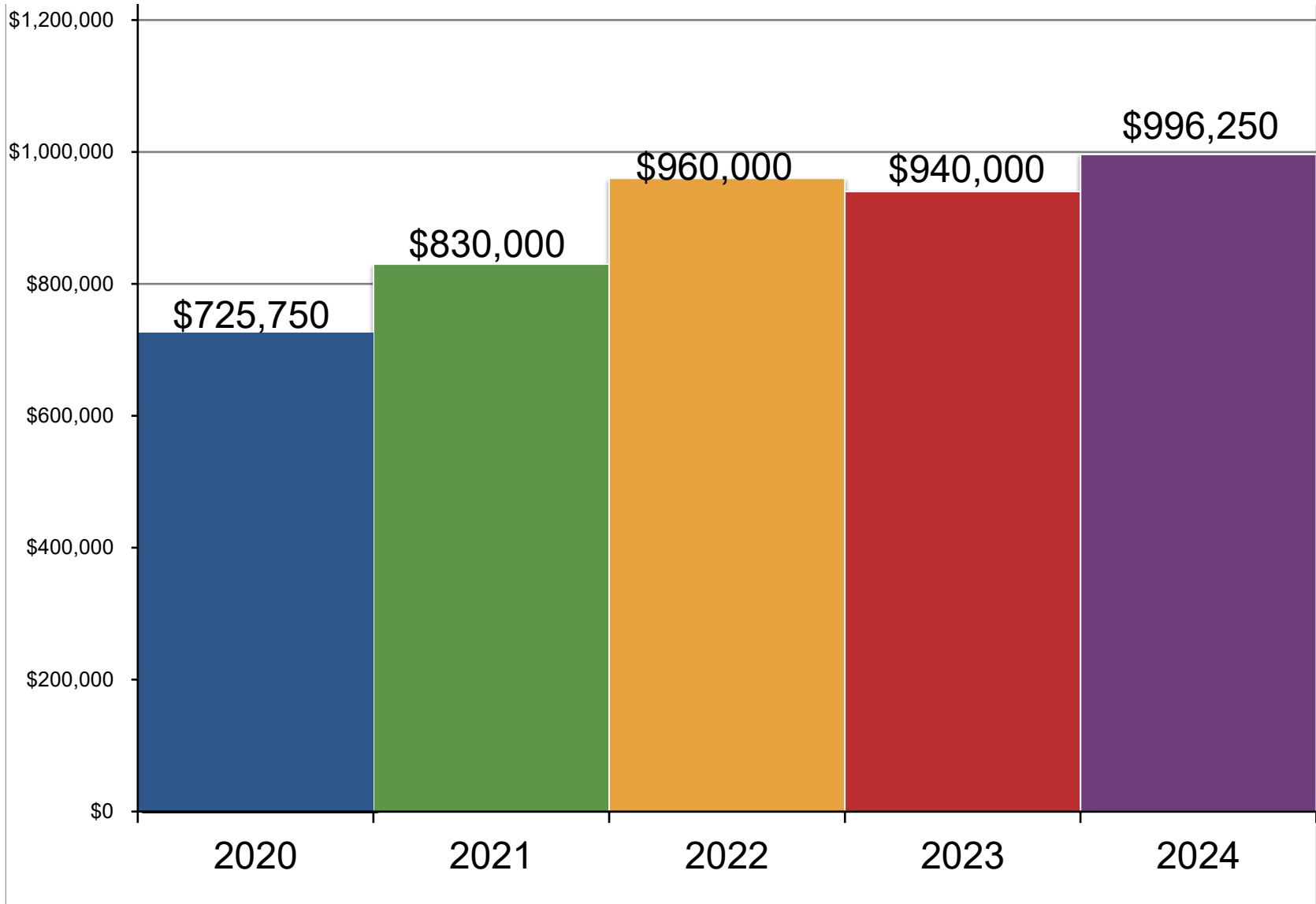
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

# Condo Sales

## YTD 2020 – 2024

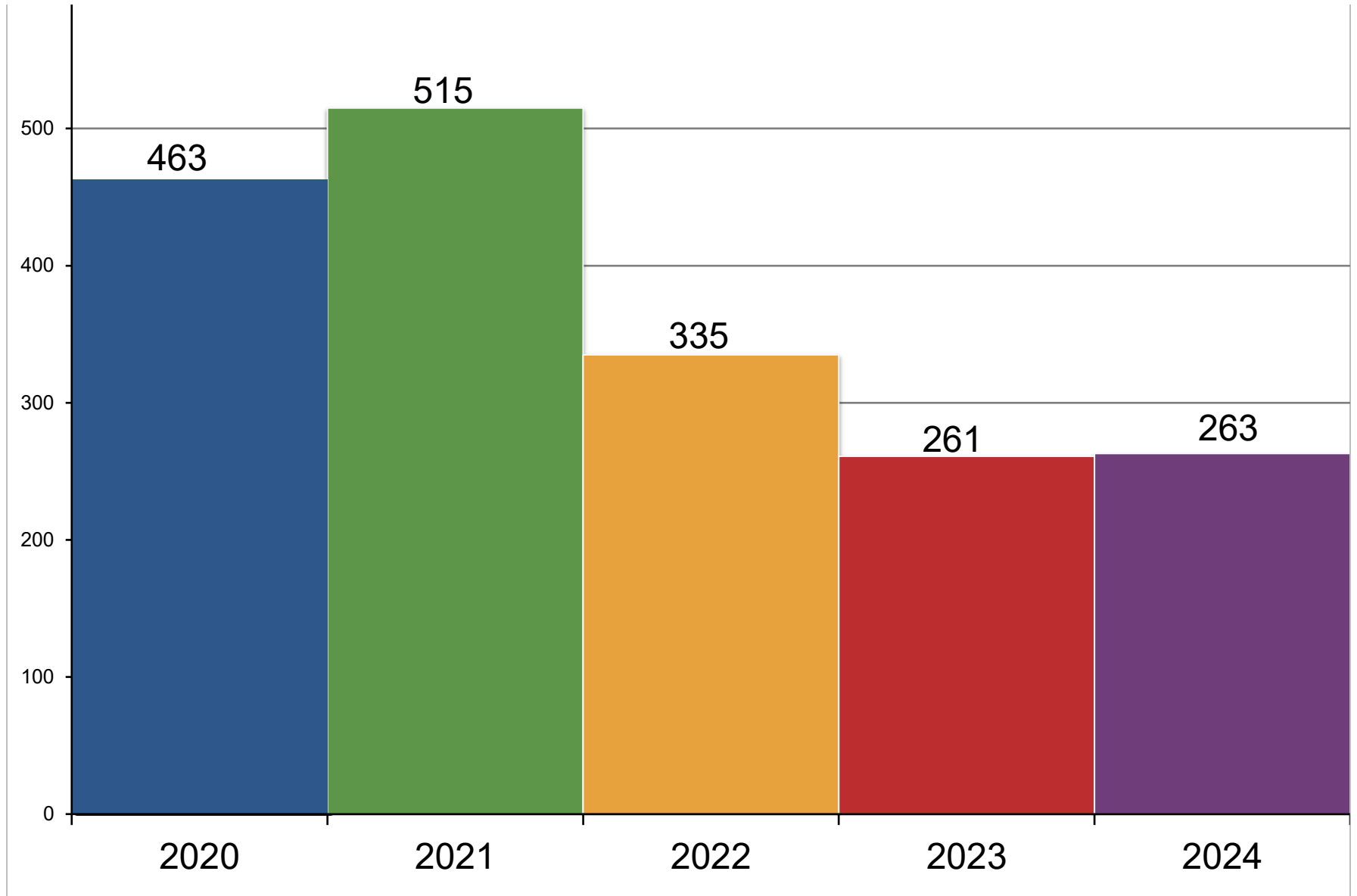


# Condo Median Sales Price YTD 2020 – 2024



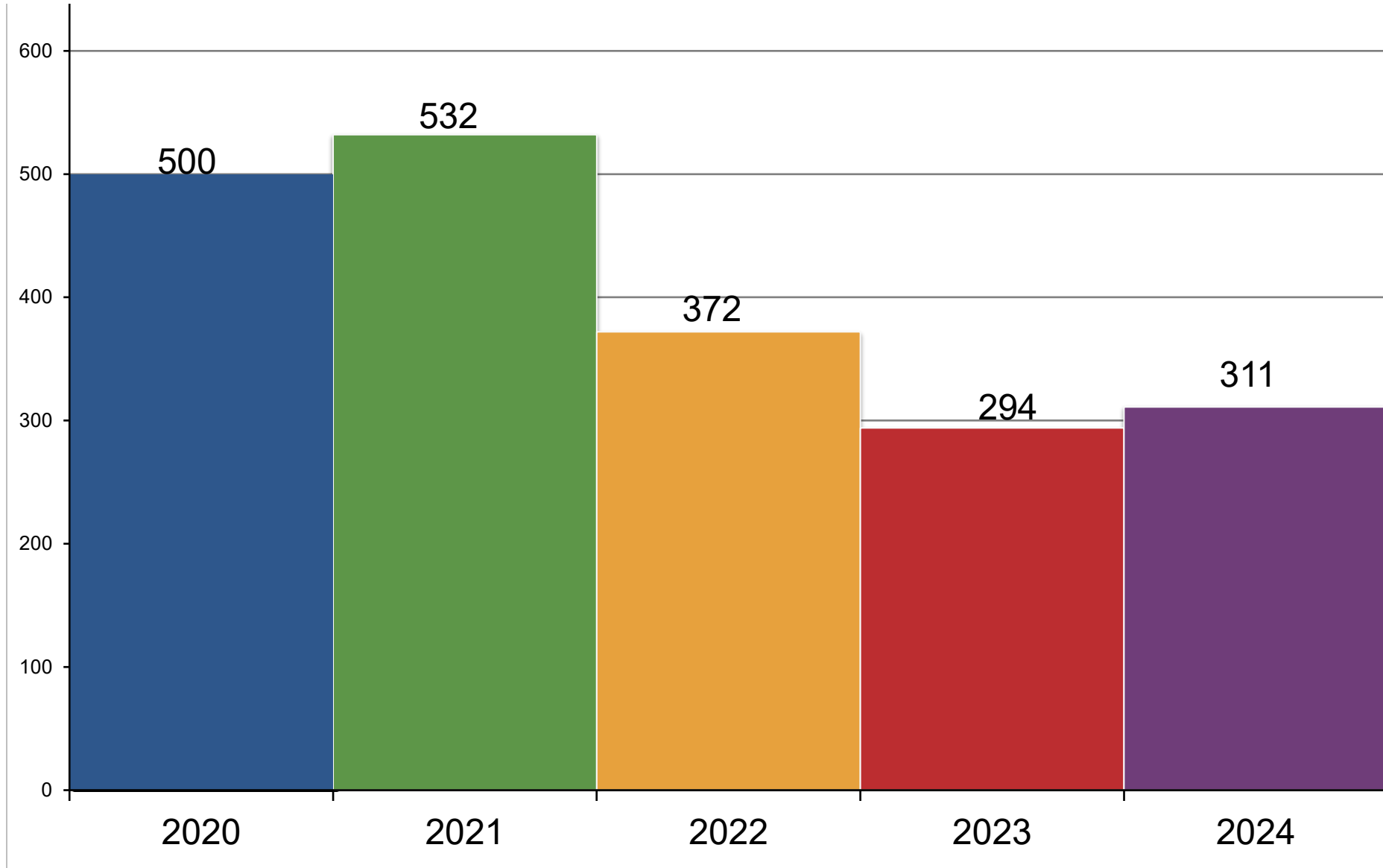


# Condo Pending Sales YTD 2020 – 2024

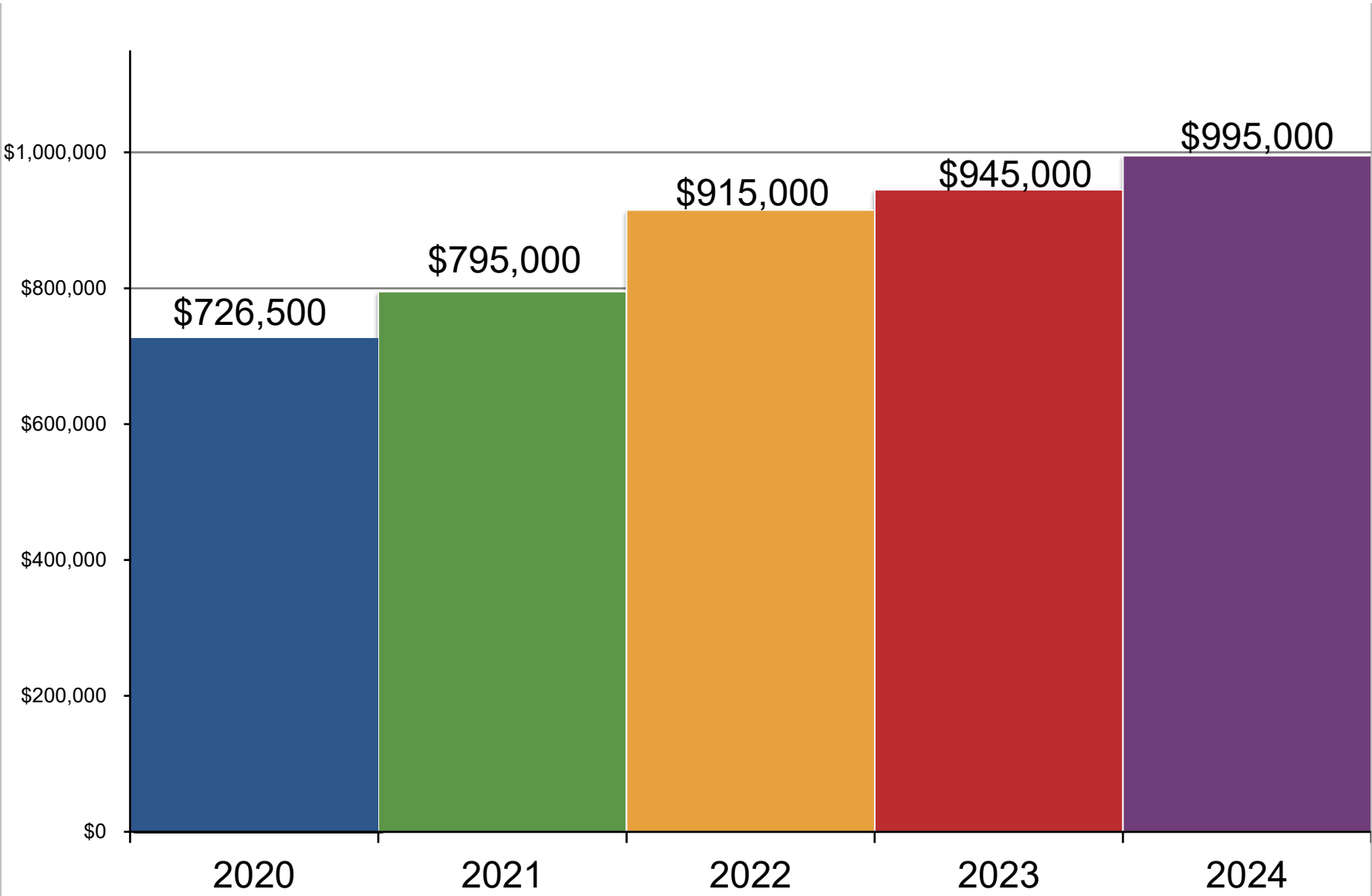


# Condo Active Listings

## YTD 2020 – 2024



# Condo Median List Price YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 294

**UP**



+5.8%

2024 ~ 311

### New Listings

2023 ~ 310

**UP**



+10%

2024 ~ 341

### Median List Price

2023 ~ \$945,000

**UP**



+5.4%

2024 ~ \$996,250

### Properties that went into Escrow

2023 ~ 261

**UP**



+0.8%

2024 ~ 263

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 253

UP



+3.2%

2024 ~ 261

### Median Sales Price

2023 ~ \$940,000

UP



+6%

2024 ~ \$996,250

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

2023 ~ \$900,000

UP



+7.5%

2024 ~ \$967,500

### Average Sold Price

2023 ~ \$1,264,340

UP



+1.4%

2024 ~ \$1,282,084

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

2023 ~ \$ 1,090,845

UP



+3.9%

2024 ~ \$1,133,444

### Sold Volume

2023 ~ \$319,878,034

UP

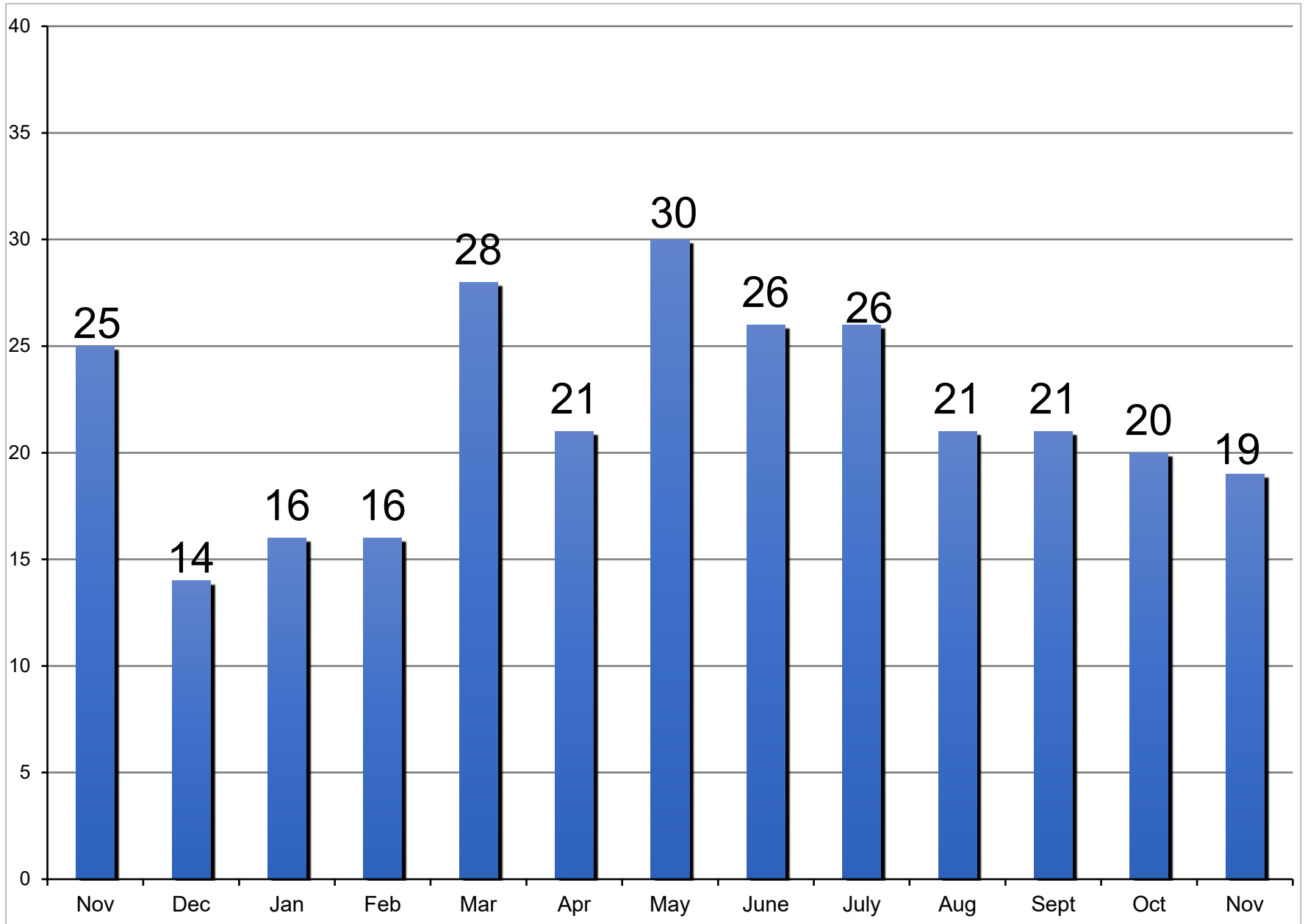


+4.6%

2024 ~ \$334,623,951

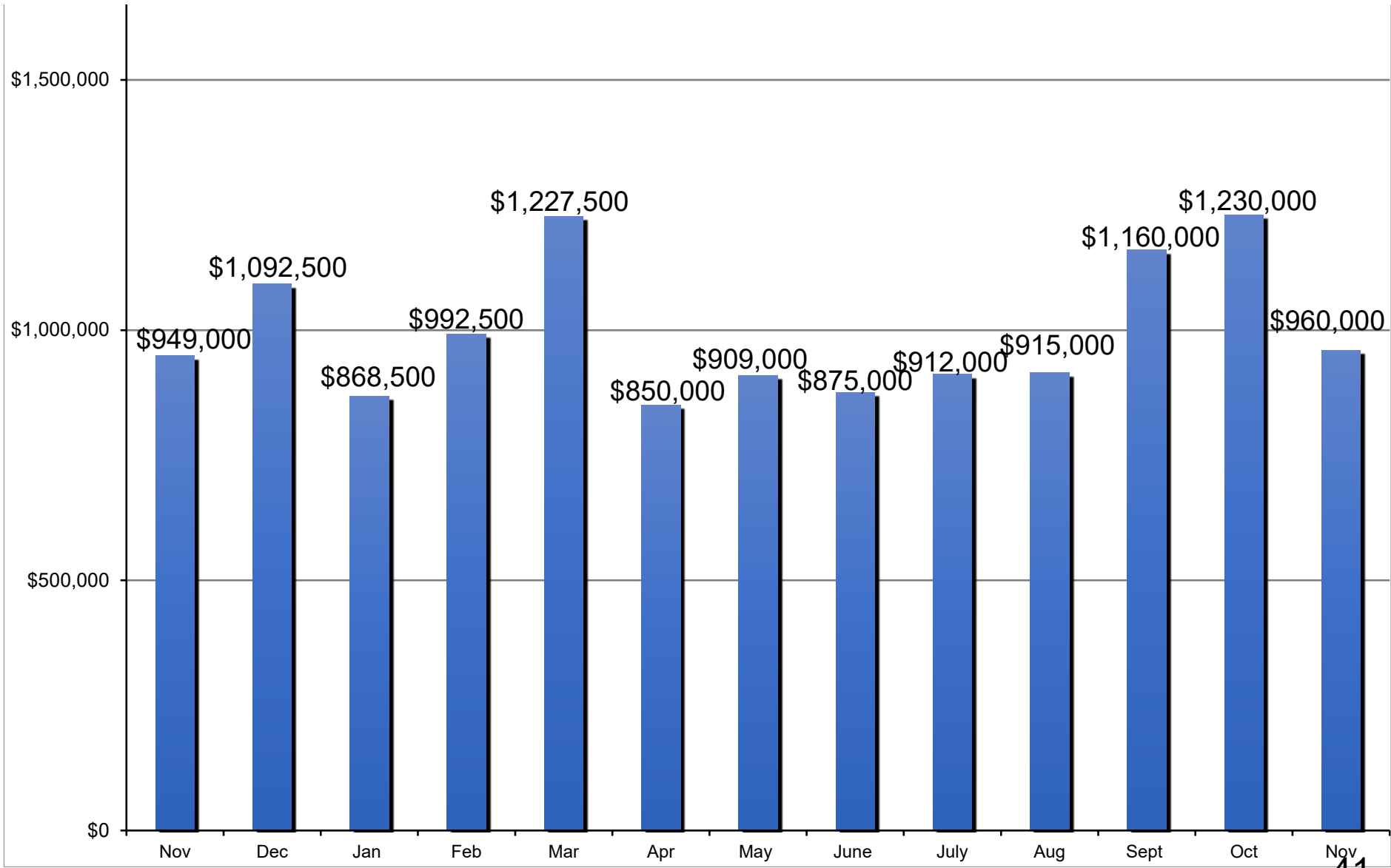
**November 2023 to November 2024**  
**Month by Month**  
**for Condos**  
**Districts 05-35**

# Condo Sales – Month by Month

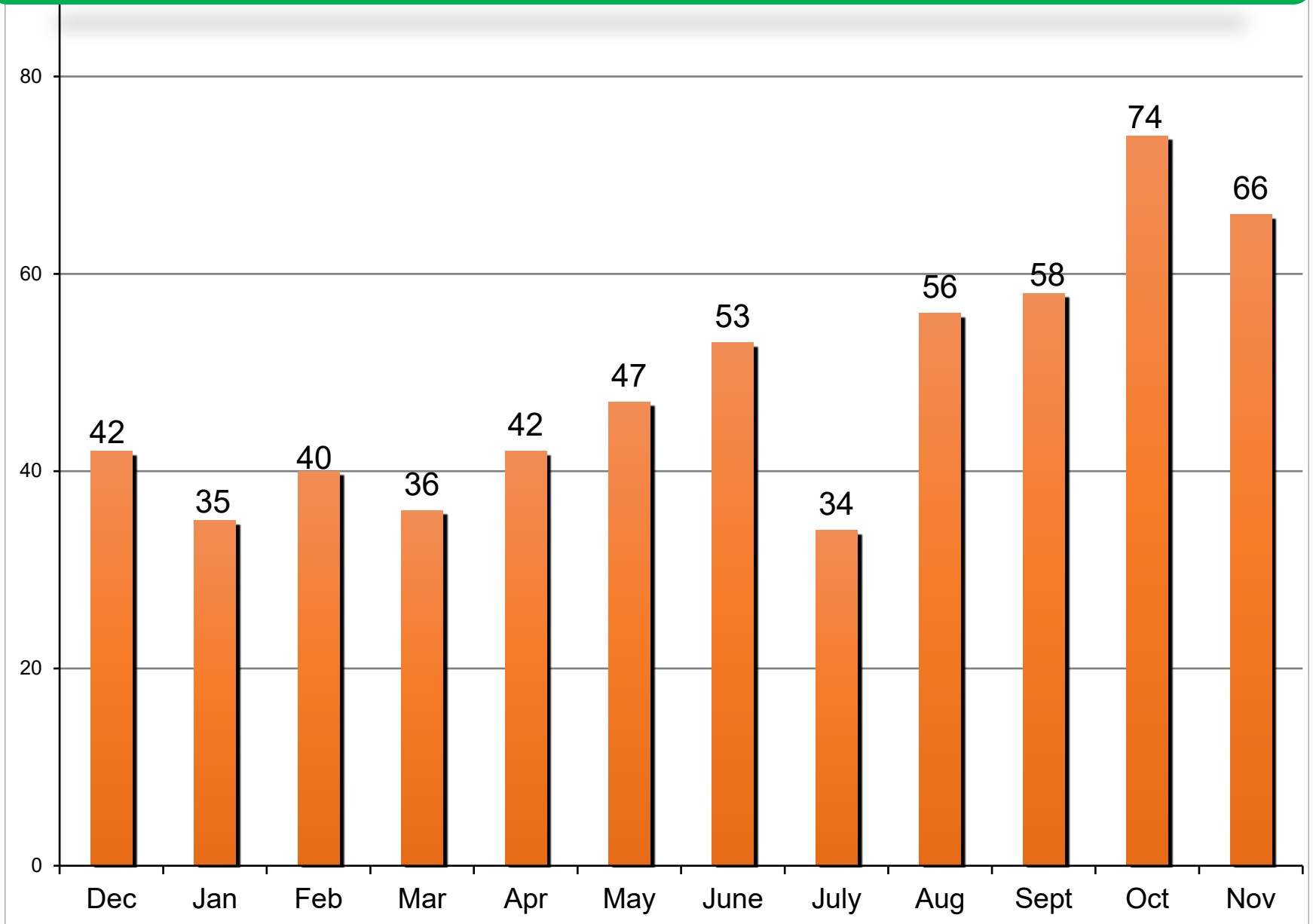




# Condo Median Sales Price Month by Month

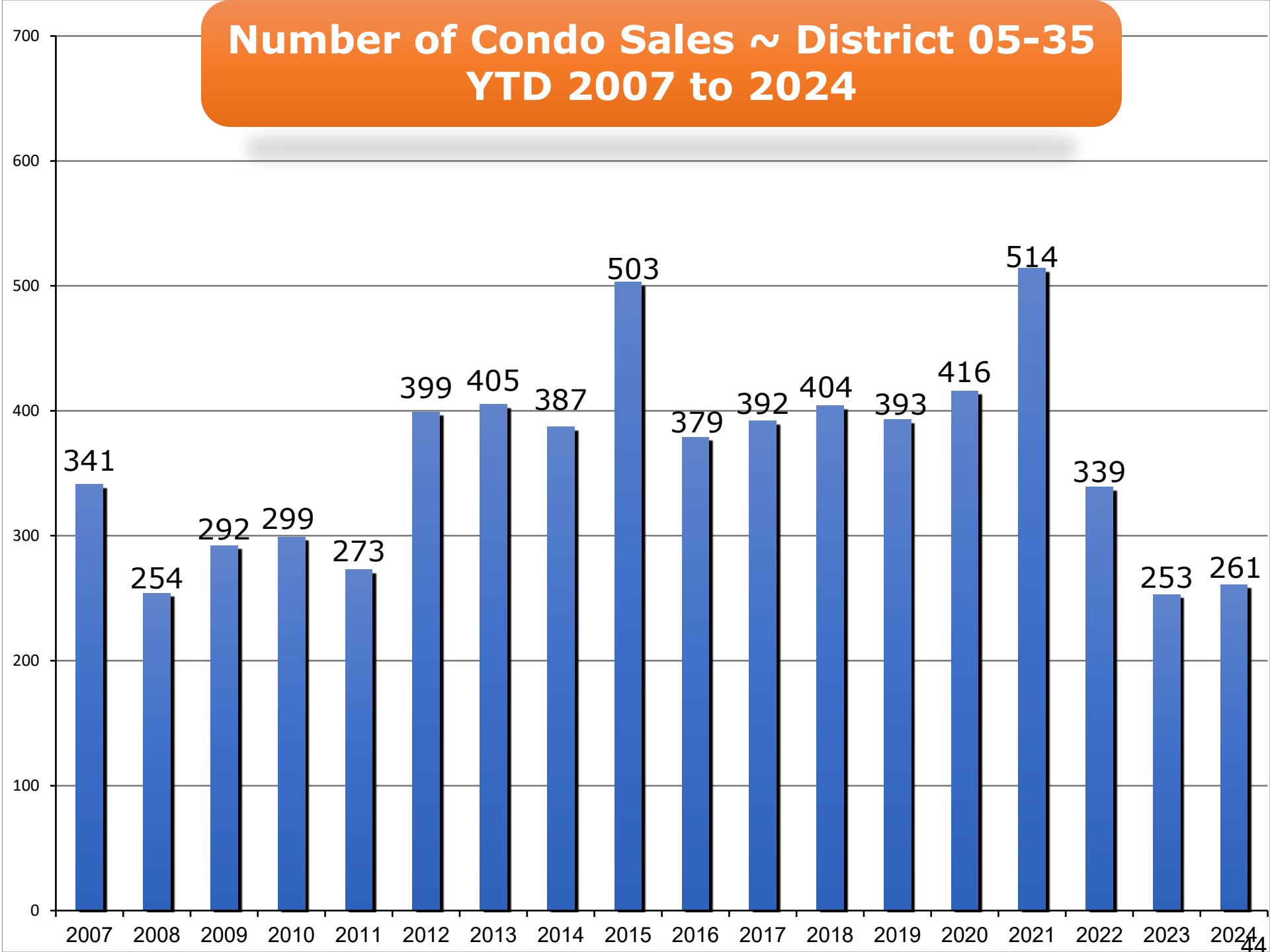


# Condo Active Listings for the Last 12 Months

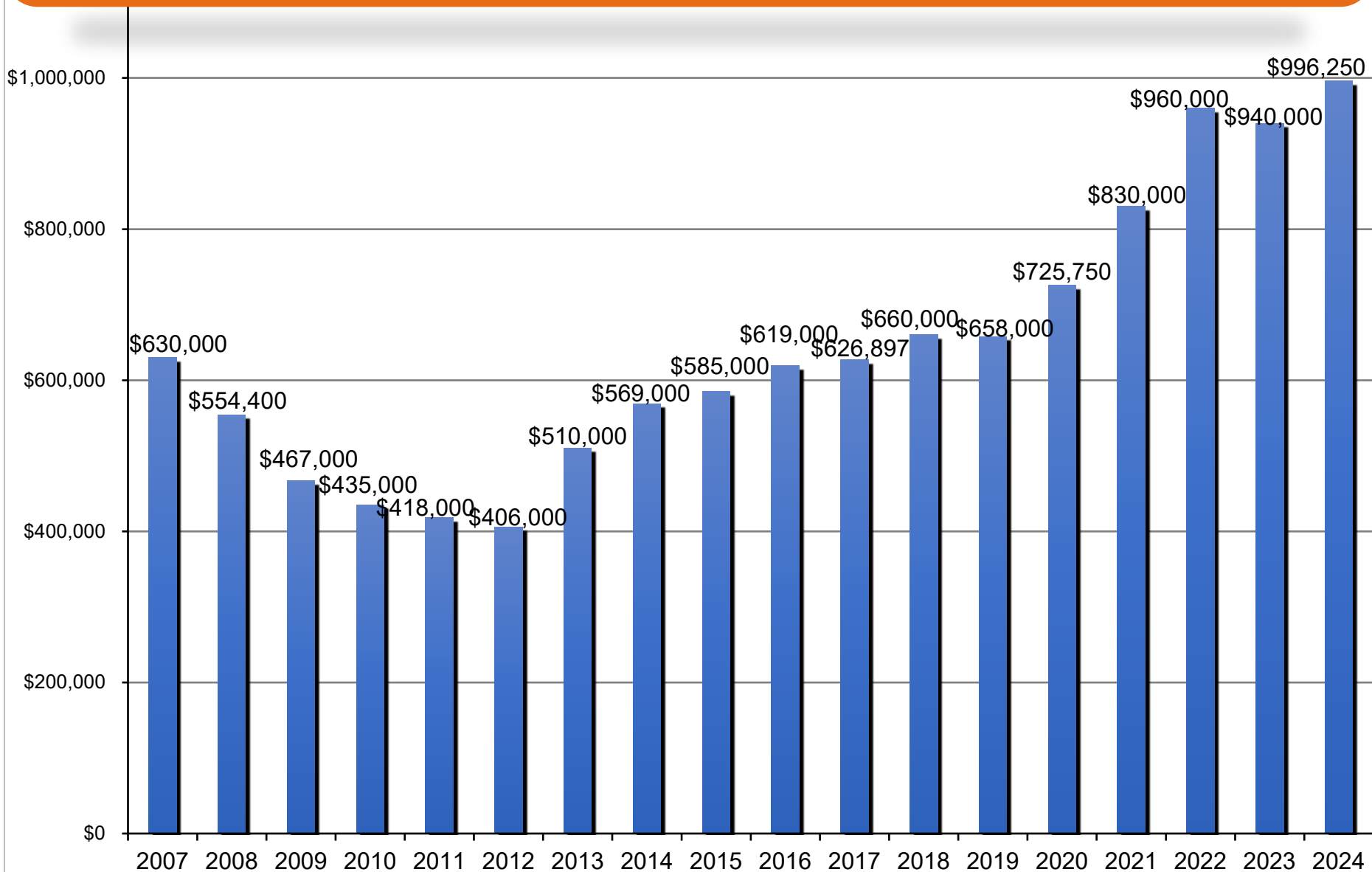


Perspective  
for Condos  
*2007 – 2024*

# 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 12/5/2024*

**Statistics Through November 2024**