

# Monthly MLS Statistics

## OCTOBER 2024



*Compiled Data from the  
Santa Barbara Multiple Listing Service  
as of 11/5/2024*

OCTOBER 1 – OCTOBER 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>	87	\$260,421,999	\$2,250,000	\$2,993,356	33	43	\$248,772,860	\$2,120,000	\$2,859,458	95.53	93.23
<b>List/Sold</b>	21	\$59,341,000	\$2,325,000	\$2,825,761	41	47	\$53,972,500	\$2,180,000	\$2,570,119	90.95	88.15
<b>Co-Broker</b>	66	\$201,080,999	\$2,195,000	\$3,046,681	31	42	\$194,800,360	\$2,100,000	\$2,951,520	96.88	94.74
<b>New</b>	103	\$348,186,598	\$2,195,000	\$3,380,452	17	29					
<b>Pending</b>	67	\$294,887,998	\$2,240,000	\$4,401,313	48	59					
<b>Withdrawn</b>	10	\$59,083,000	\$3,762,000	\$5,908,300	107	107					
<b>Cancelled</b>	21	\$147,052,000	\$3,895,000	\$7,002,476	115	122					
<b>Expired</b>	17	\$293,257,000	\$5,795,000	\$17,250,411	197	254					
<b>Back On Market</b>	13	\$119,536,900	\$3,798,000	\$9,195,146	103	103					
<b>Extended</b>	29	\$272,421,999	\$3,195,000	\$9,393,862	122	149					
<b>Active In Range</b>	340	\$2,173,051,996	\$3,324,000	\$6,391,329	73	91					
<b>Current Active</b>	219	\$1,477,226,998	\$3,725,000	\$6,745,328	99	125					

# Previous Year Comparison

## Home Estate/PUD

### OCTOBER 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	87	\$260,421,999	\$2,250,000	\$2,993,356	33	43	\$248,772,860	\$2,120,000	\$2,859,458	95.53	93.23
Pending	67	\$294,887,998	\$2,240,000	\$4,401,313	48	59					

### OCTOBER 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	70	\$245,511,528	\$2,200,000	\$3,507,307	33	44	\$236,201,291	\$2,190,000	\$3,374,304	96.21	92.61
Pending	63	\$165,007,829	\$1,995,000	\$2,619,171	25	40					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$850,000-\$899,999	1	18	112
\$950,000-\$999,999	1	4	4
\$1,000,000-\$1,099,999	3	24	24
\$1,100,000-\$1,199,999	2	8	8
\$1,200,000-\$1,299,999	5	43	43
\$1,300,000-\$1,399,999	6	46	46
\$1,400,000-\$1,499,999	3	33	33
\$1,500,000-\$1,599,999	3	39	69
\$1,600,000-\$1,699,999	3	6	6
\$1,700,000-\$1,799,999	6	34	34

<b>List Price Range</b>	<b>Number of Listings</b>	<b>Average Days To Sold</b>	<b>CDOM</b>
\$1,800,000-\$1,899,999	2	63	63
\$1,900,000-\$1,999,999	2	28	28
\$2,000,000-\$2,249,999	11	21	27
\$2,250,000-\$2,499,999	5	38	38
\$2,500,000-\$2,749,999	2	56	56
\$2,750,000-\$2,999,999	1	85	85
\$3,000,000-\$3,249,999	5	17	23
\$3,250,000-\$3,499,999	3	17	55
\$3,500,000-\$3,749,999	5	40	55
\$3,750,000-\$3,999,999	4	28	28
\$4,000,000-\$4,249,999	2	57	57
\$4,250,000-\$4,499,999	2	43	43
\$5,000,000+	10	41	78

# Sold Listings

The average price for the **87** properties is **\$2,859,458**

The highest price is **\$9,900,000**

The median price is **\$2,120,000**

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

The average Market Time is **33**

The average Continuous Market Time is **43**



**1731 Lasuen Road**



**6083 Suellen Court**

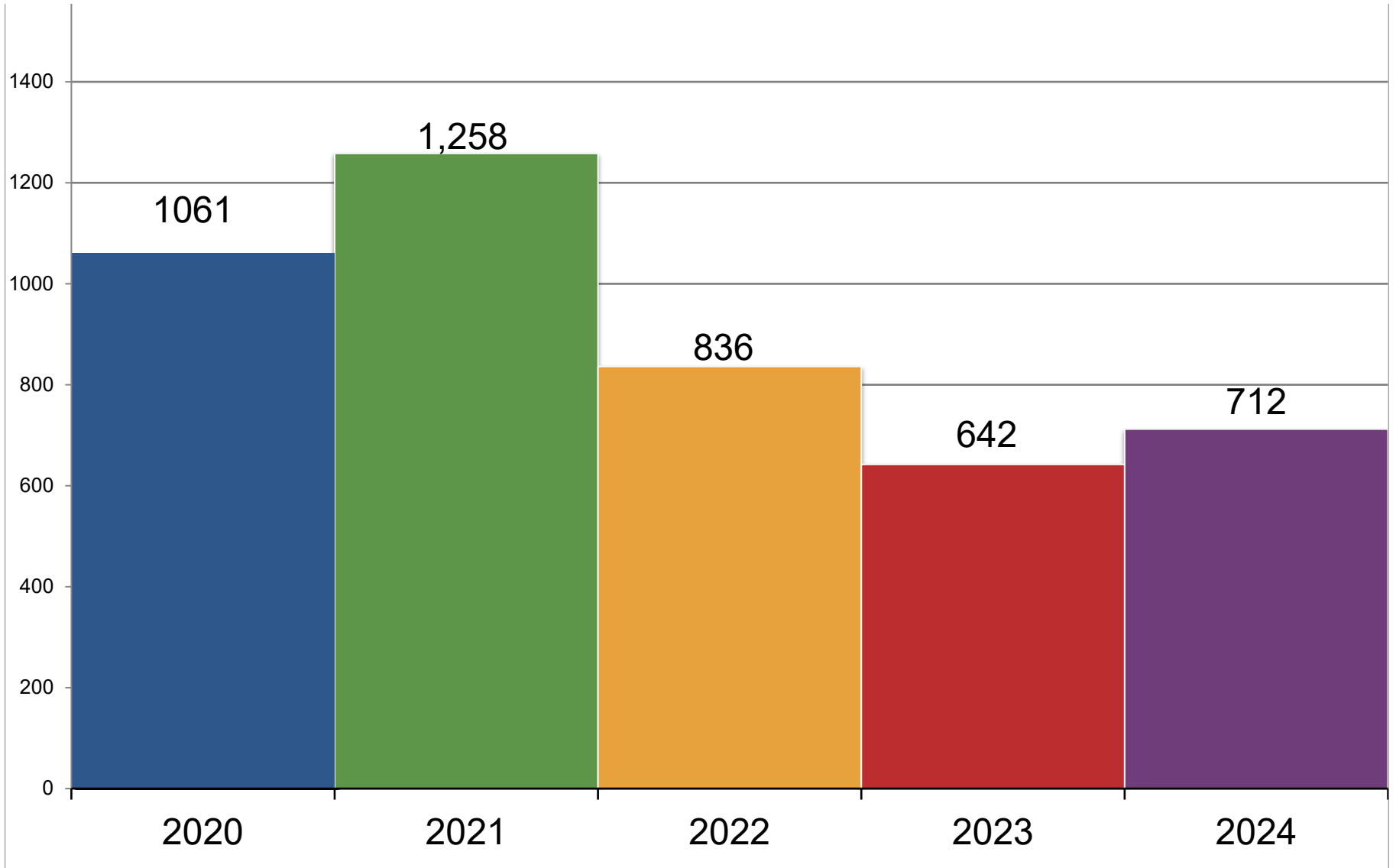
# HOME ESTATE & PUD

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

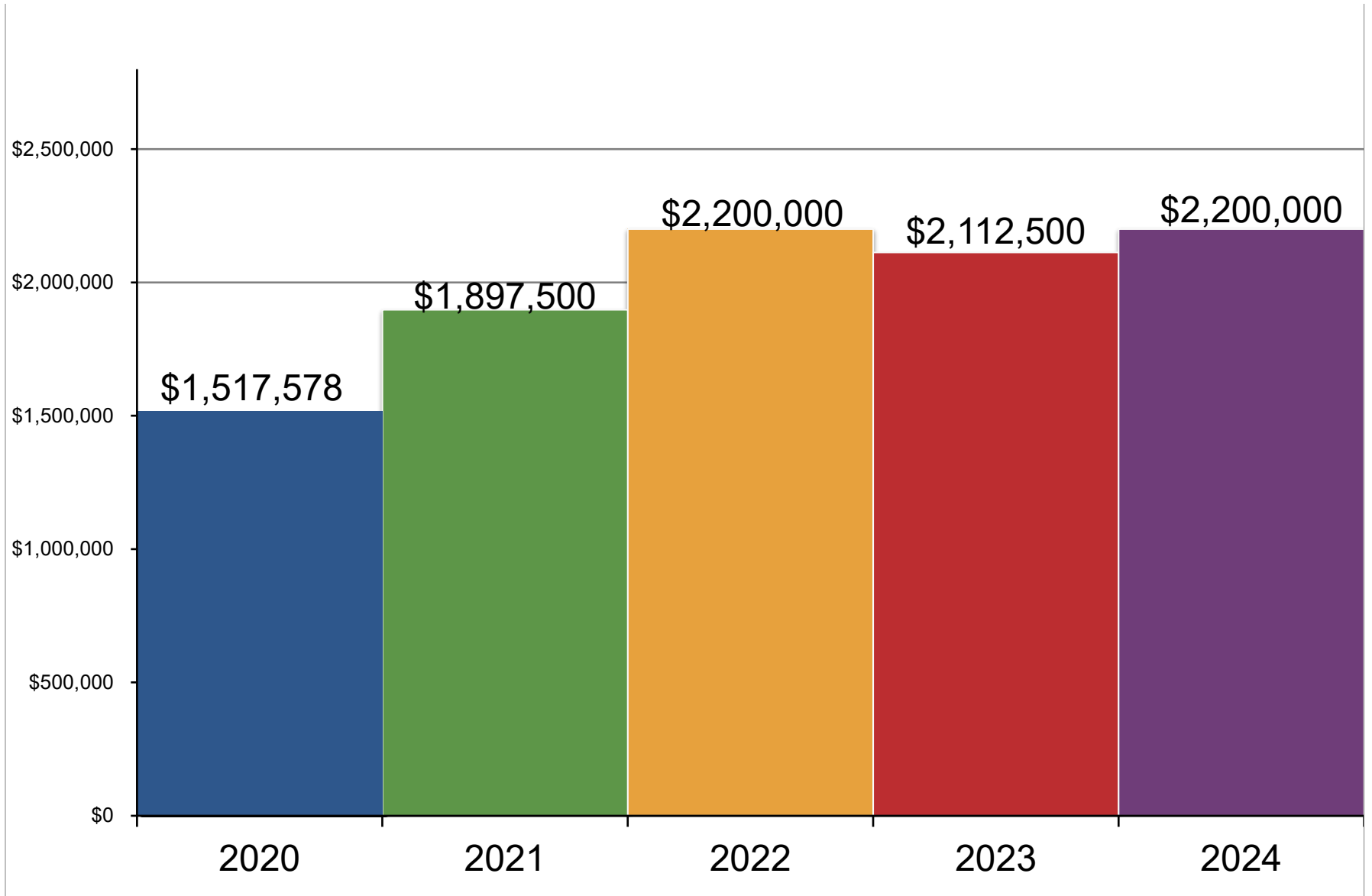


# HE/PU Sales

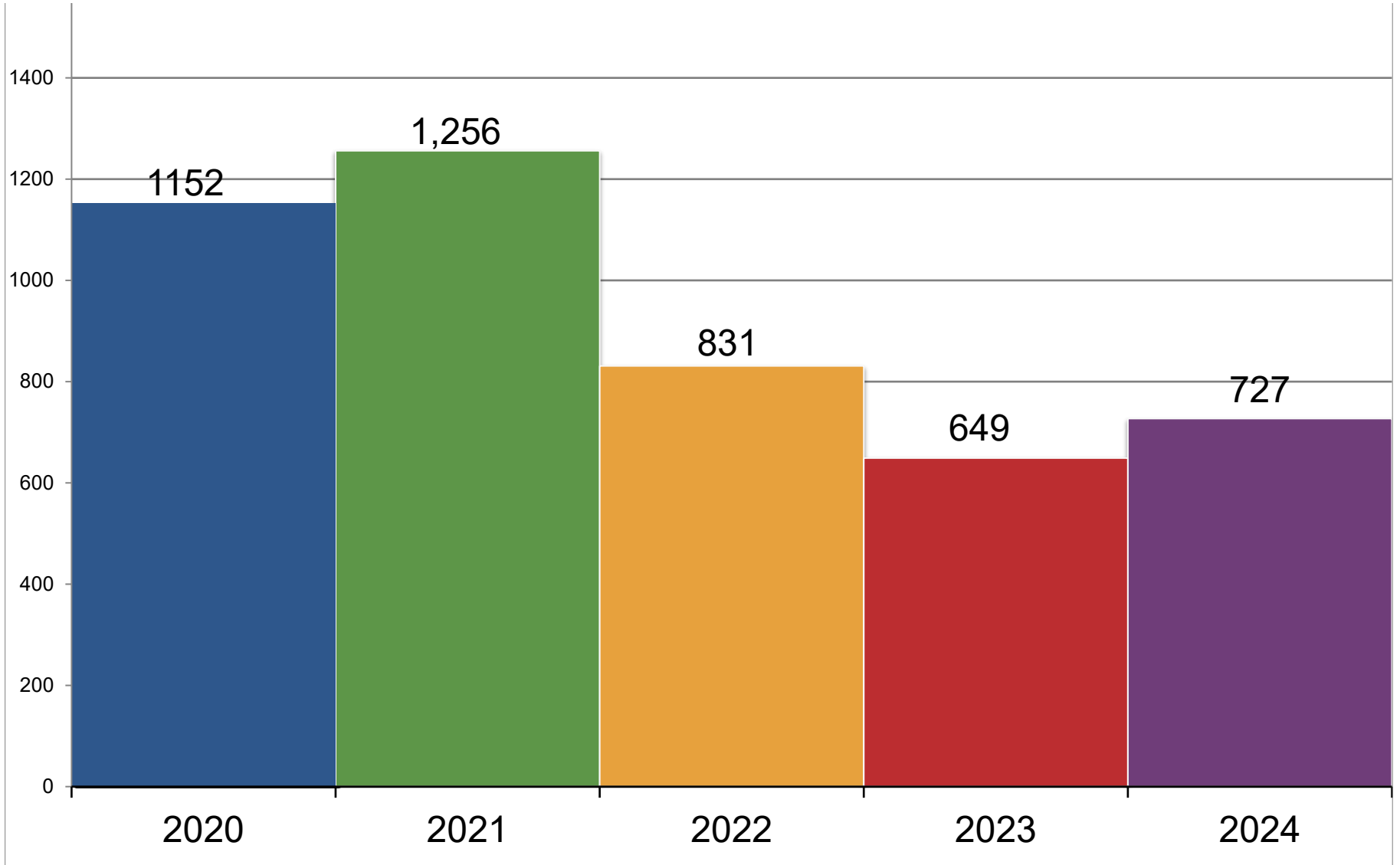
## YTD 2020 – 2024



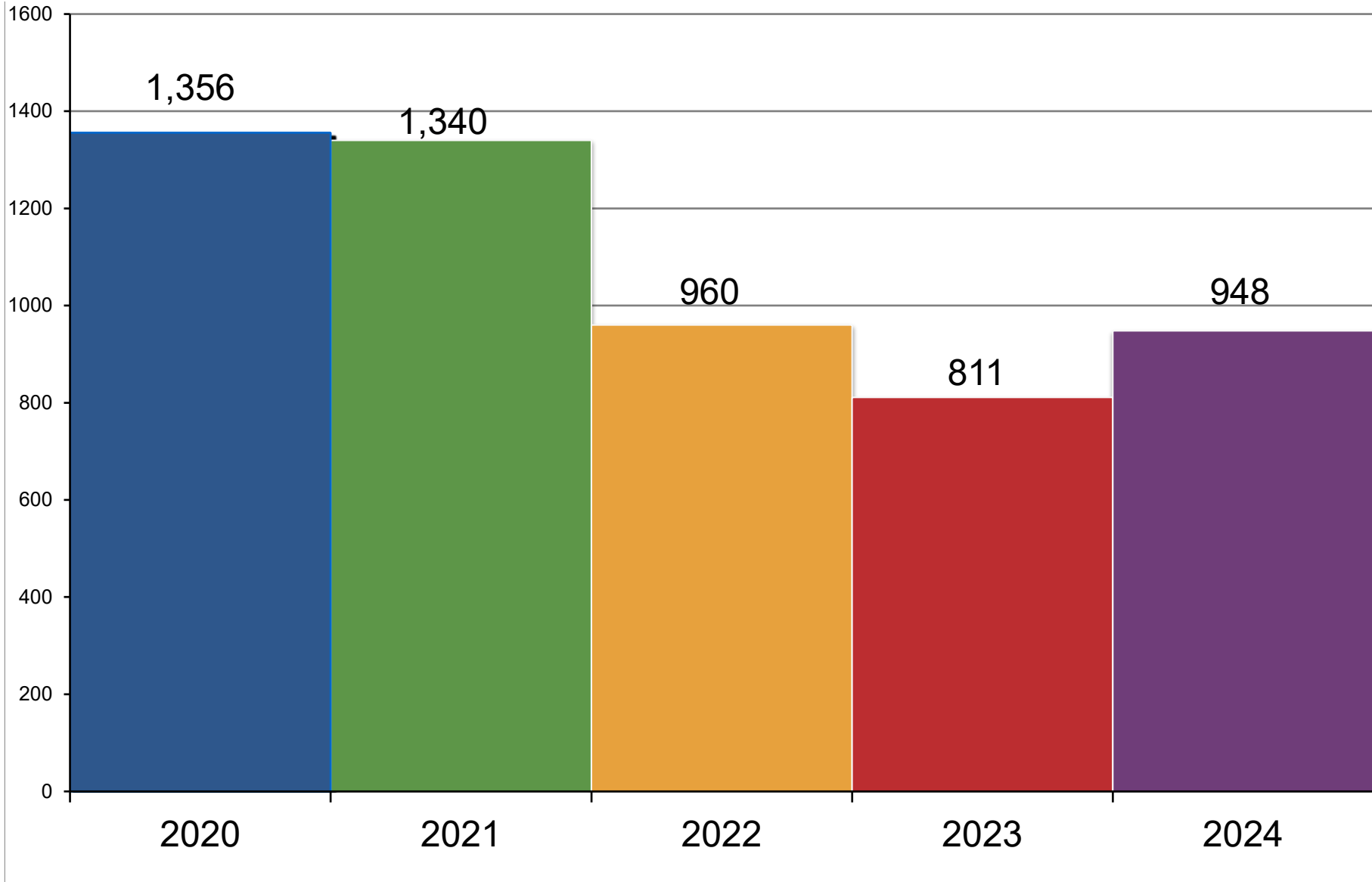
# HE/PU Median Sales Price YTD 2020 – 2024



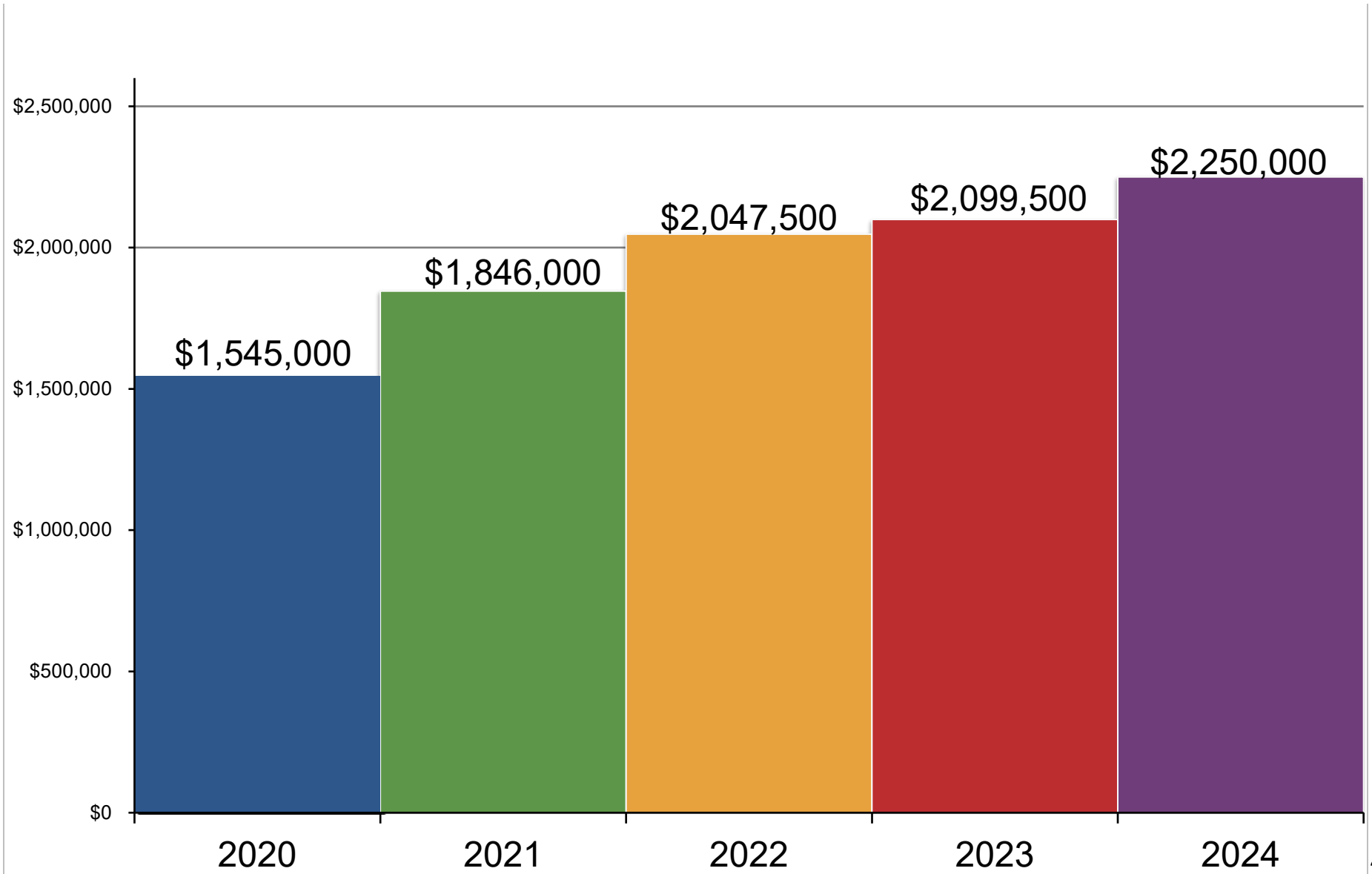
# HE/PU Pending Sales YTD 2020 – 2024



# HE/PU Active Listings YTD 2020 – 2024



# HE/PU Median List Price YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 811

UP

+16.9%

2024 ~ 948

### New Listings

2023 ~ 907

UP

+16.9%

2024 ~ 1,060

### Median List Price

2023 ~ \$2,099,500

UP

+7.2%

2024 ~ \$2,250,000

### Properties that went into Escrow

2023 ~ 649

UP

+12%

2024 ~ 727

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 642

UP



+10.9%

2024 ~ 712

### Median Sales Price

2023 ~ \$2,112,500

UP



+4.1%

2024 ~ \$2,200,000

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

2023 ~ \$1,830,000

UP



+6.7%

2024 ~ \$1,953,500

### Average Sold Price

2023 ~ \$3,276,606

UP



+6.7%

2024 ~ \$3,494,643

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

2023 ~ \$2,310,002

UP



+10%

2024 ~ \$2,543,405

### Sold Volume

2023 ~ \$2,103,581,342

UP



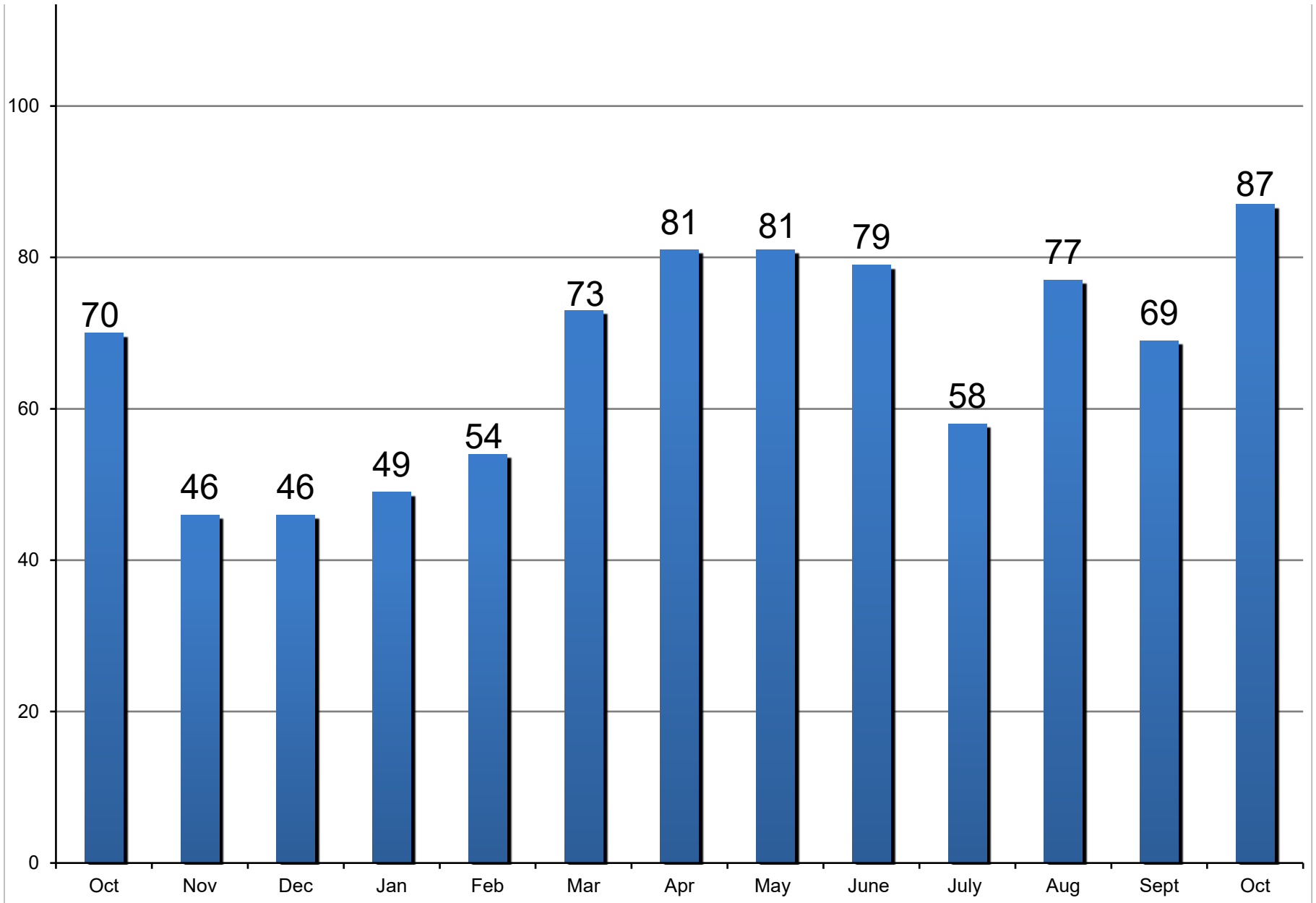
+18.3%

2024 ~ \$2,488,186,154

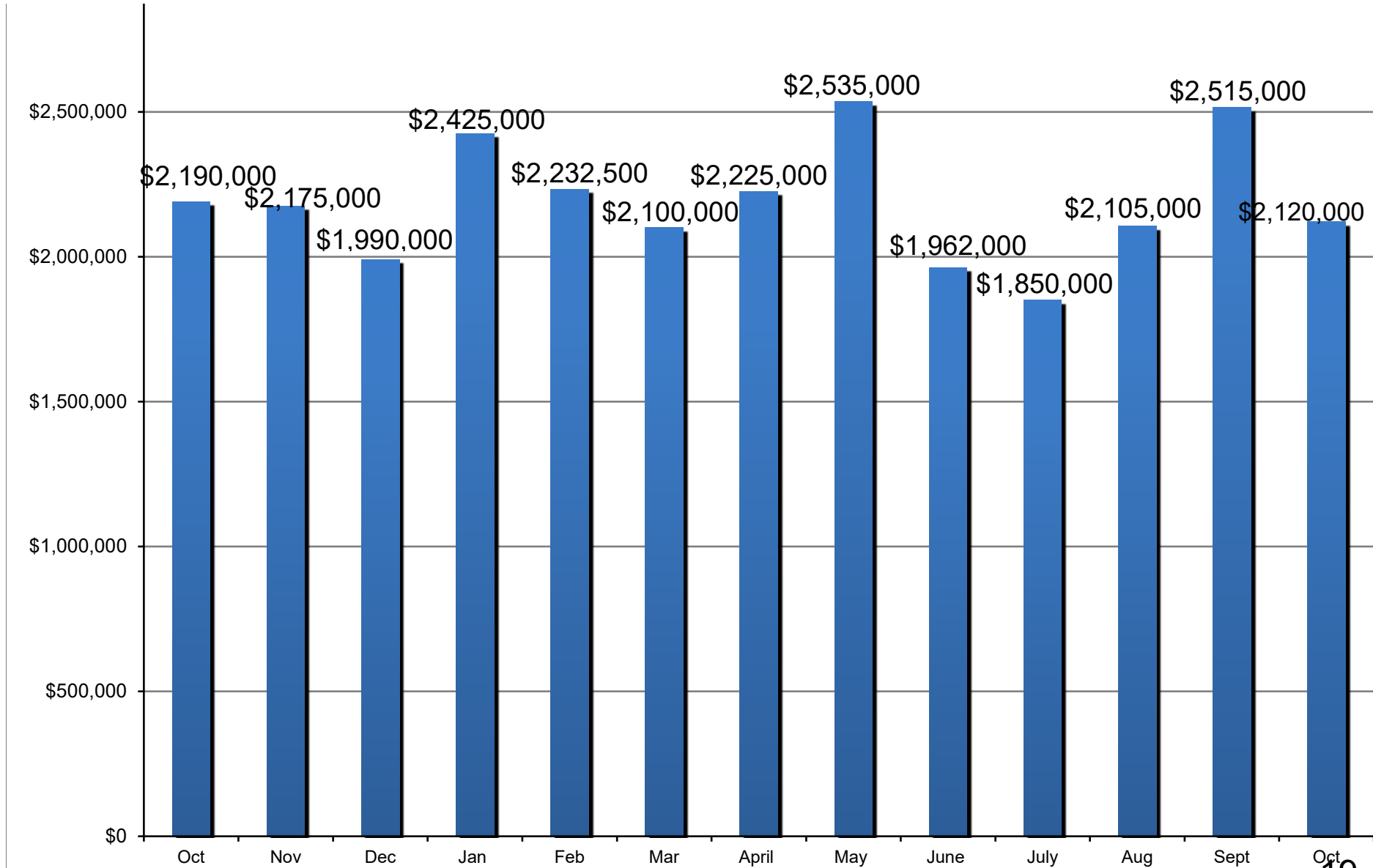


**October 2023 to October 2024**  
**Month by Month**  
**Home Estate/PUD**  
**Districts 05-35**

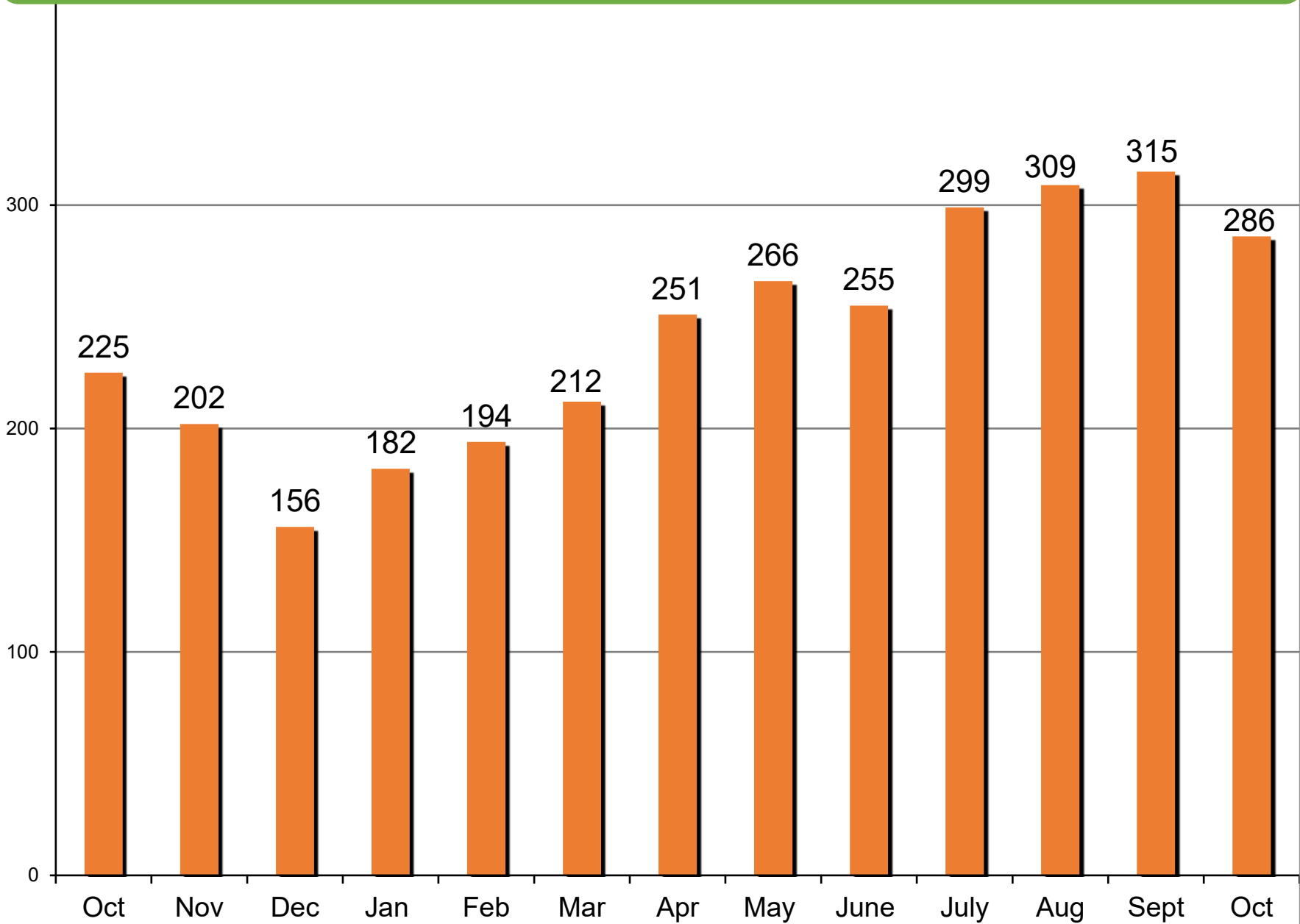
# HE/PU Sales – Month by Month



# HE/PU Median Sales Price Month by Month

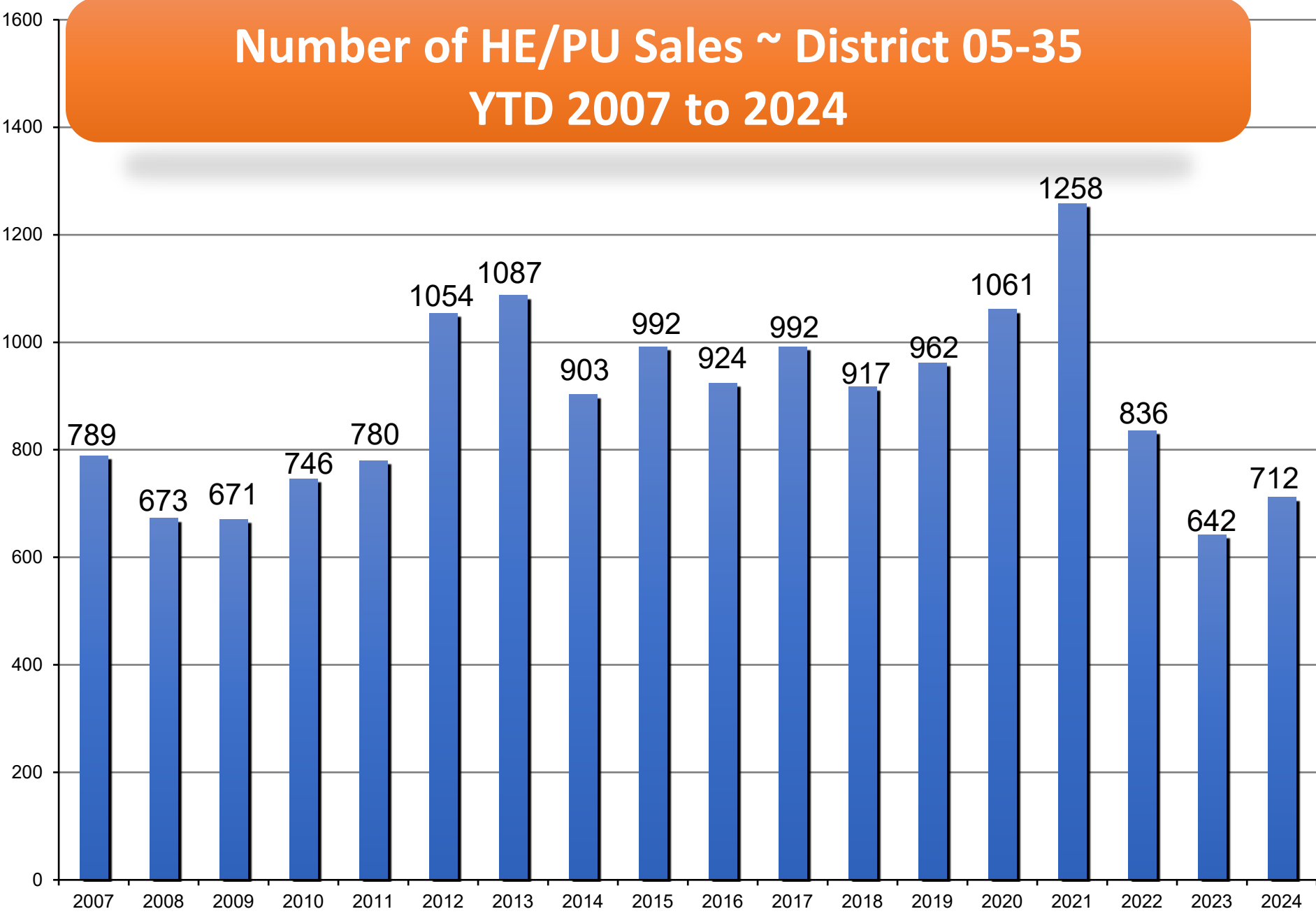


# HE/PU Active Listings for the Last 12 Months

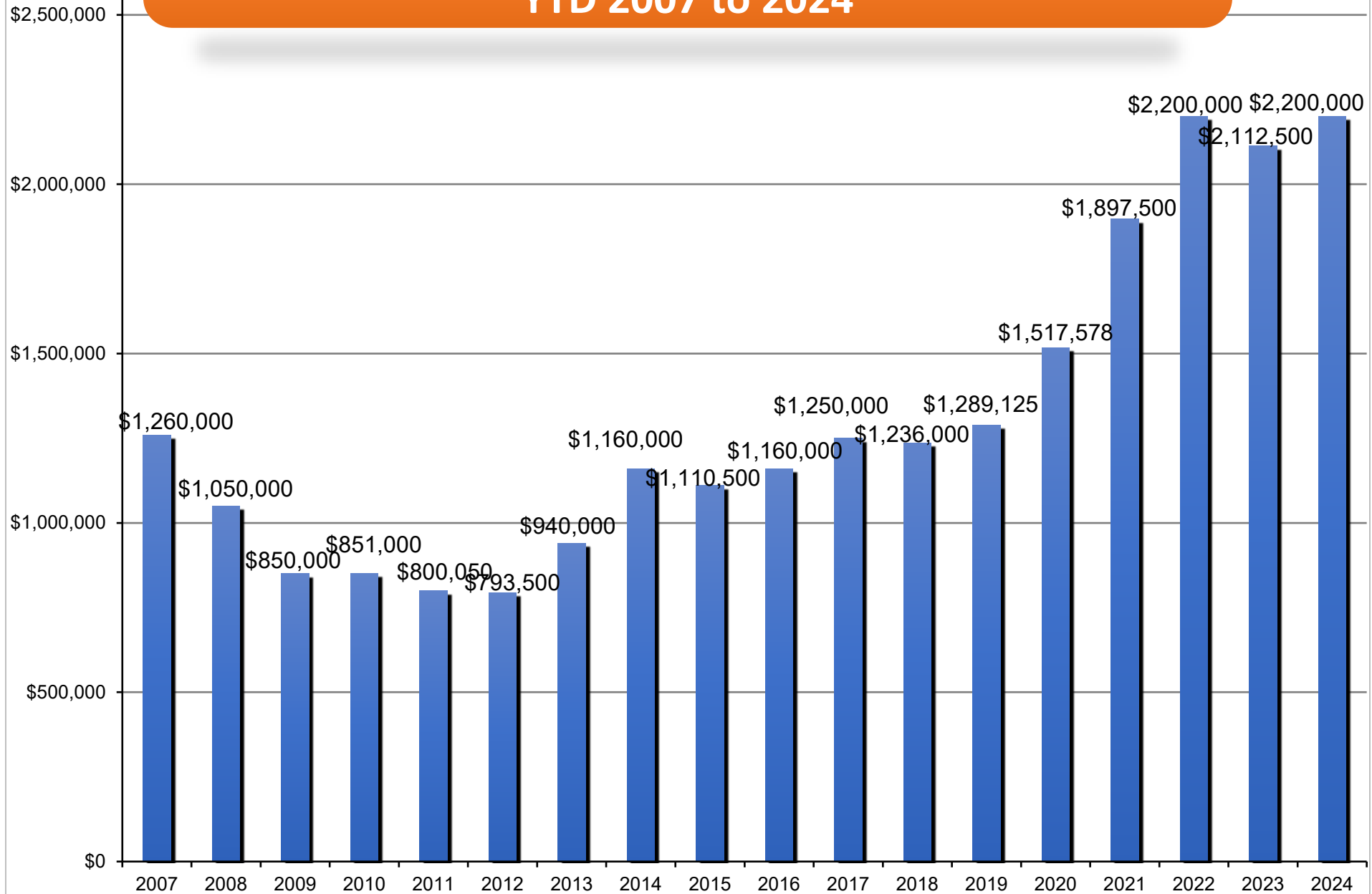


# Perspective for Home Estates & PUDs 2007 – 2024

# 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



OCTOBER 1 – OCTOBER 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>	20	\$34,975,900	\$1,235,000	\$1,748,795	26	26	\$34,280,649	\$1,230,000	\$1,714,032	98.01	97.18
<b>List/Sold</b>	4	\$6,255,000	\$1,185,000	\$1,563,750	48	48	\$6,027,500	\$1,128,750	\$1,506,875	96.36	94.18
<b>Co-Broker</b>	16	\$28,720,900	\$1,300,000	\$1,795,056	21	21	\$28,253,149	\$1,320,000	\$1,765,821	98.37	97.85
<b>New</b>	34	\$51,394,599	\$962,000	\$1,511,605	19	21					
<b>Pending</b>	30	\$43,808,900	\$1,107,500	\$1,460,296	37	39					
<b>Withdrawn</b>	0	\$0	\$0	\$0	0	0					
<b>Cancelled</b>	4	\$5,599,000	\$1,274,500	\$1,399,750	65	65					
<b>Expired</b>	5	\$8,912,000	\$1,199,000	\$1,782,400	307	307					
<b>Back On Market</b>	6	\$7,381,700	\$838,000	\$1,230,283	41	41					
<b>Extended</b>	5	\$8,922,900	\$1,995,000	\$1,784,580	114	135					
<b>Active In Range</b>	82	\$130,857,399	\$1,150,000	\$1,595,821	35	38					
<b>Current Active</b>	44	\$74,740,599	\$1,197,500	\$1,698,649	50	55					

# Previous Year Comparison

## CONDOS

### October 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	\$34,975,900	\$1,235,000	\$1,748,795	26	26	\$34,280,649	\$1,230,000	\$1,714,032	98.01	97.18
Pending	30	\$43,808,900	\$1,107,500	\$1,460,296	37	39					

### October 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	19	\$23,897,000	\$925,000	\$1,257,736	20	24	\$23,797,000	\$940,000	\$1,252,473	99.58	98.55
Pending	24	\$26,627,000	\$857,500	\$1,109,458	30	35					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$700,000-\$749,999	2	20	20
\$750,000-\$799,999	0	0	0
\$800,000-\$849,999	1	8	8
\$850,000-\$899,999	2	11	11
\$900,000-\$949,999	1	9	9
\$950,000-\$999,999	1	16	16
\$1,000,000-\$1,099,999	2	85	85

<b>List Price Range</b>	<b>Number of Listings</b>	<b>Average Days To Sold</b>	<b>CDOM</b>
\$1,200,000-\$1,299,999	2	13	13
\$1,400,000-\$1,499,999	1	11	11
\$1,600,000-\$1,699,999	1	1	1
\$1,700,000-\$1,799,999	1	100	100
\$1,800,000-\$1,899,999	1	43	43
\$2,000,000-\$2,249,999	2	14	14
\$2,750,000-\$2,999,999	1	8	8
\$3,750,000-\$3,999,999	1	26	26
\$5,000,000+	1	21	21

# Sold Listings

The average price for the **20** properties is **\$1,714,032**

The highest price is **\$6,100,000**

**1300 Plaza Pacifica**

The median price is **\$1,230,000**

The lowest price is **\$729,000**

**7386 Calle Real #14**

The average Market Time is **26**

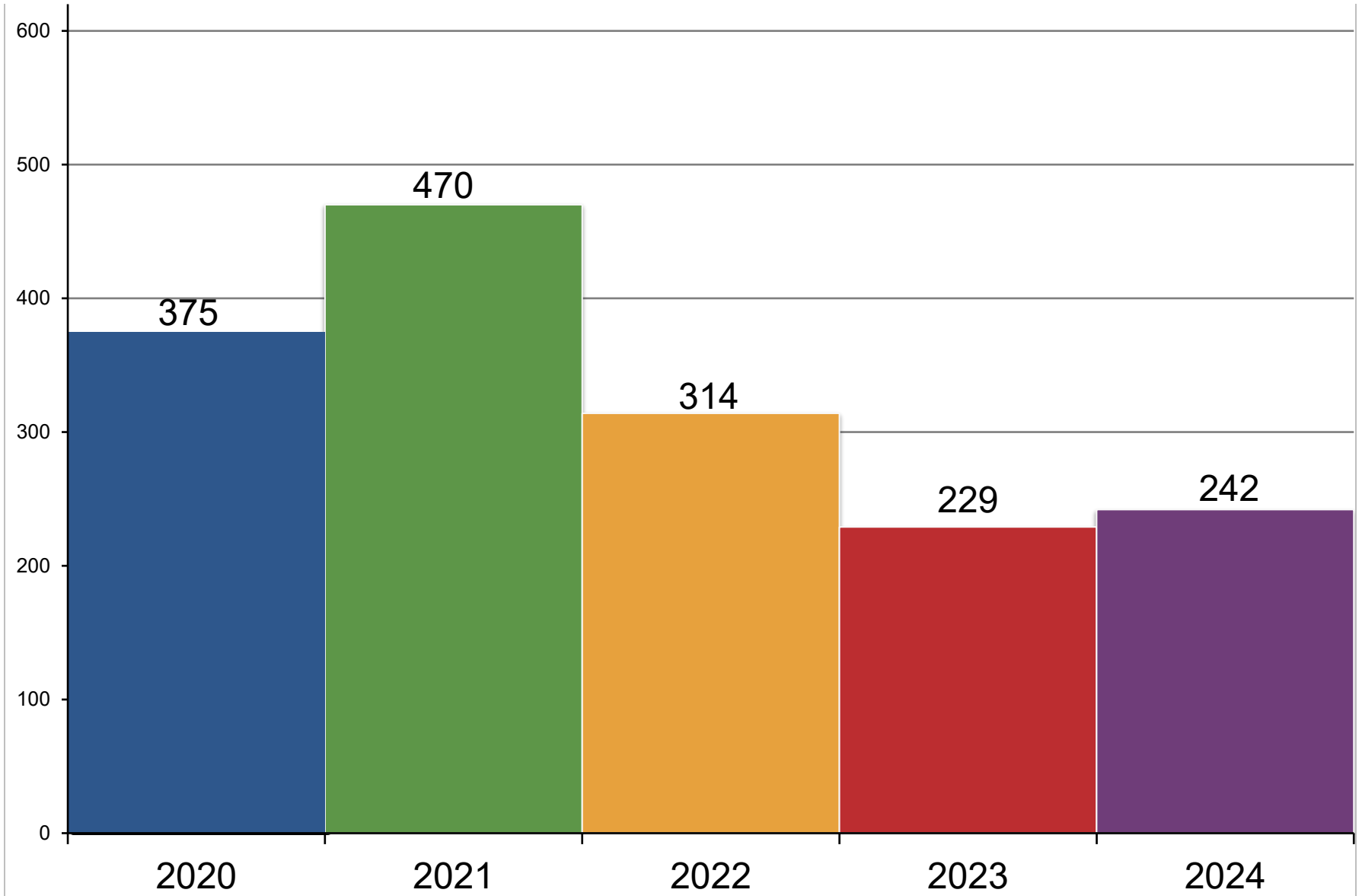
The average Continuous Market Time is **26**

# CONDO STATISTICS

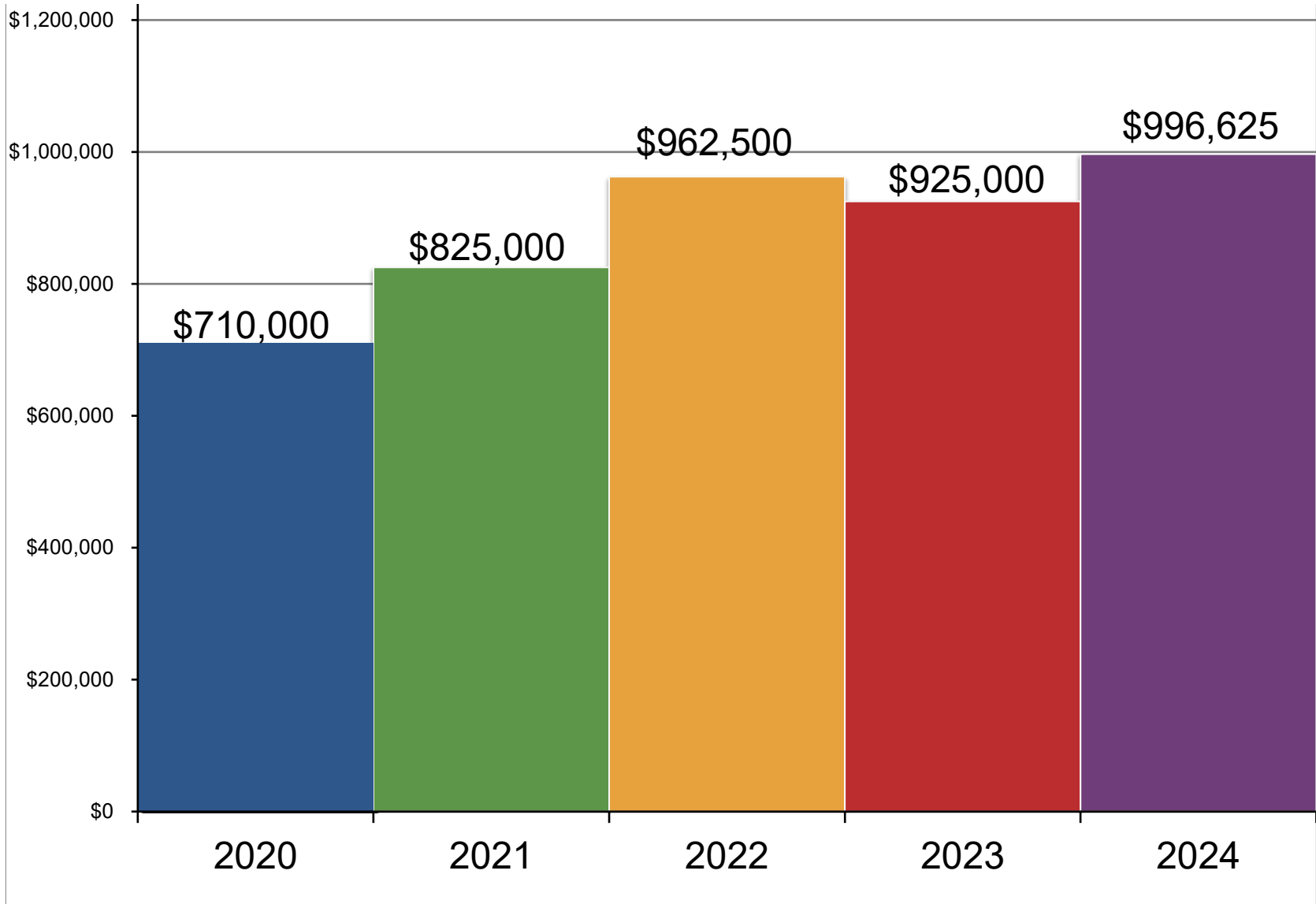
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

# Condo Sales

## YTD 2020 – 2024

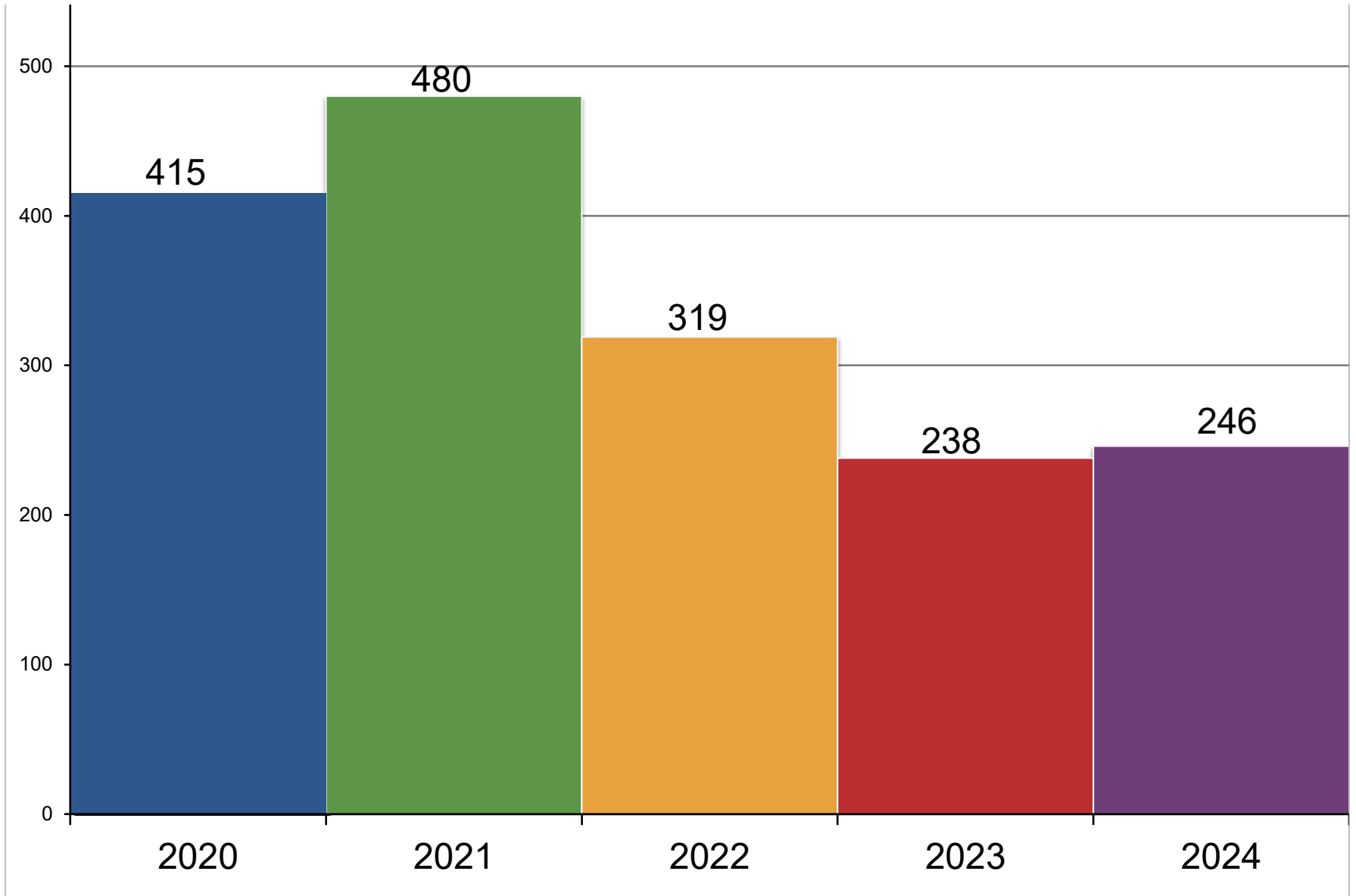


# Condo Median Sales Price YTD 2020 – 2024



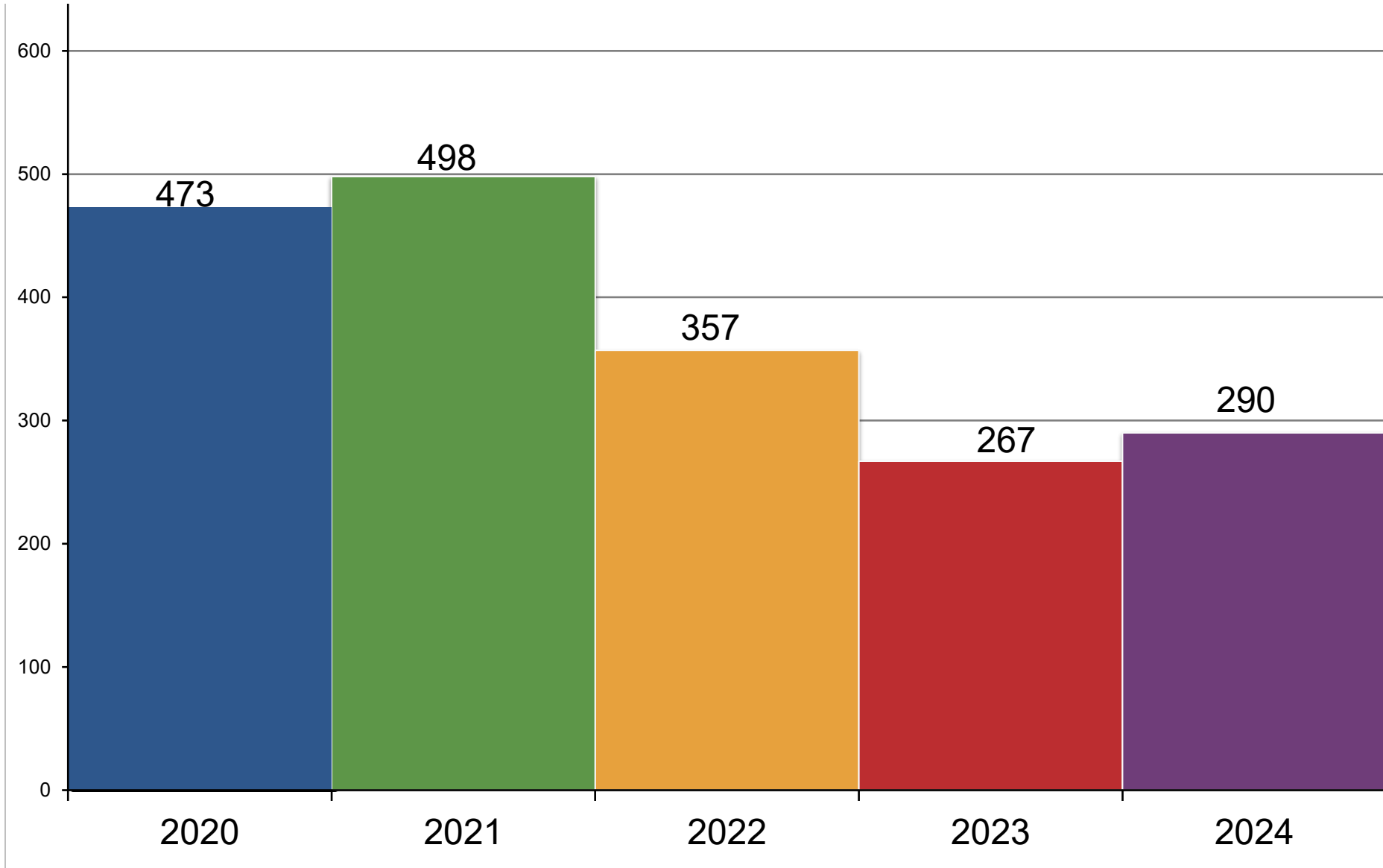


# Condo Pending Sales YTD 2020 – 2024

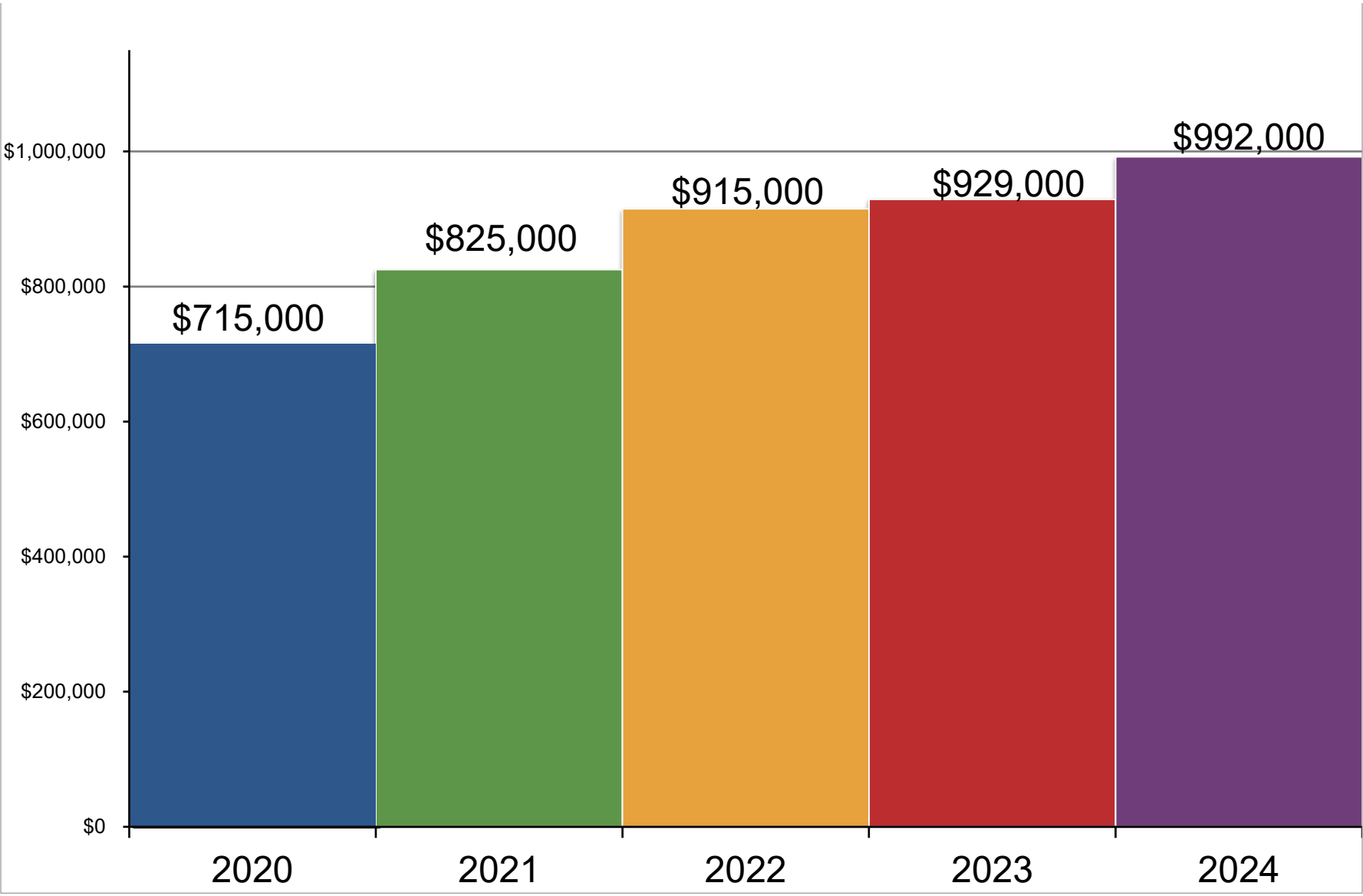


# Condo Active Listings

## YTD 2020 – 2024



# Condo Median List Price YTD 2020 – 2024



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


# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 267


2024 ~ 290

UP  +8.6%

### New Listings

2023 ~ 279

2024 ~ 313

UP  +12.2%

### Median List Price

2023 ~ \$929,000

2024 ~ \$992,000

UP  +6.8%

### Properties that went into Escrow

2023 ~ 238

2024 ~ 246

UP  +3.4%

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 229

UP



+5.7%

2024 ~ 242

### Median Sales Price

2023 ~ \$925,000

UP



+7.7%

2024 ~ \$996,625

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

2023 ~ \$900,000

UP



+7.9%

2024 ~ \$970,750

### Average Sold Price

2023 ~ \$1,251,894

UP



+2.5%

2024 ~ \$1,283,786

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

2023 ~ \$ 1,090,845

UP



+2.9%

2024 ~ \$1,122,771

### Sold Volume

2023 ~ \$286,683,829

UP

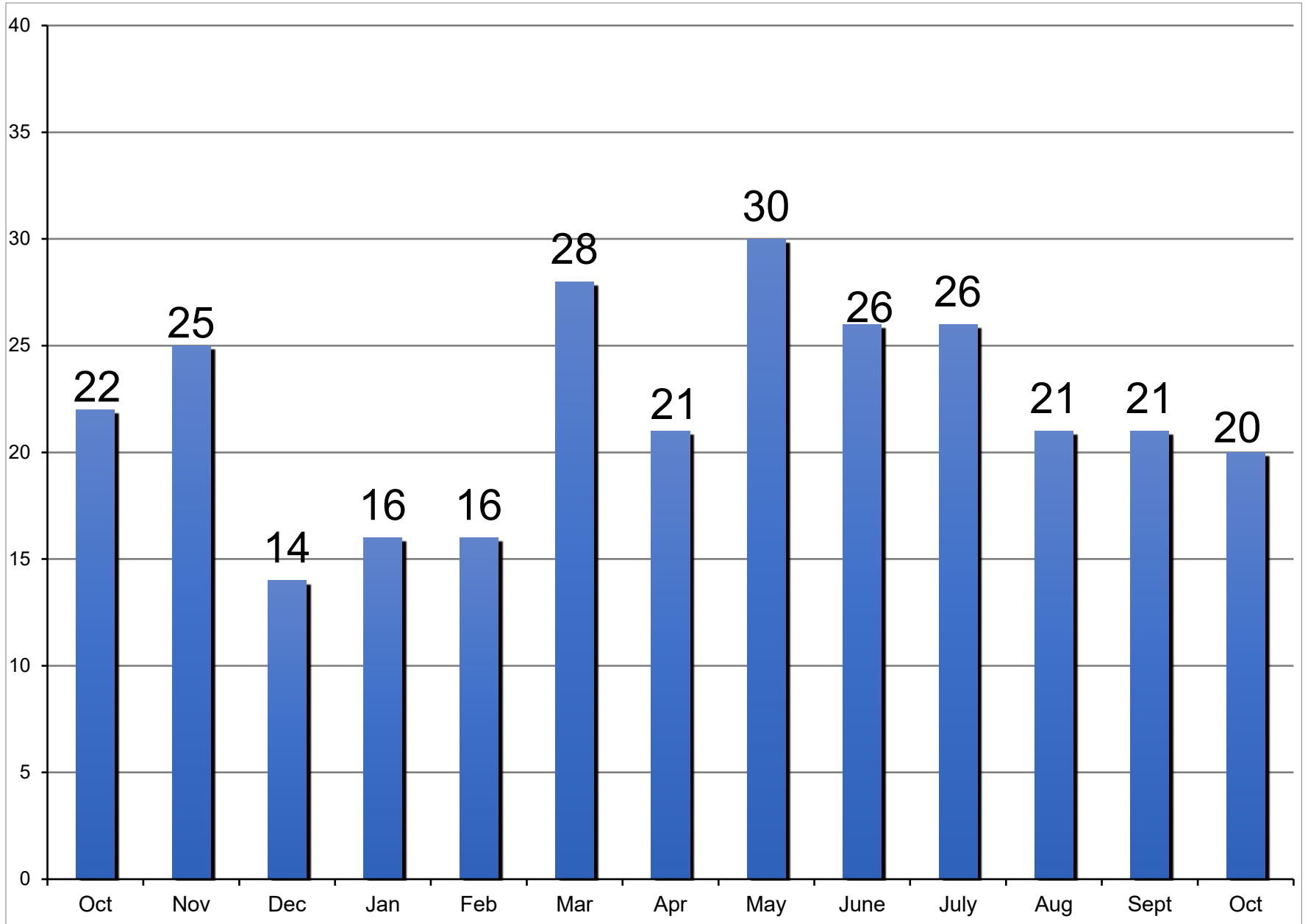


+8.4%

2024 ~ \$310,676,452

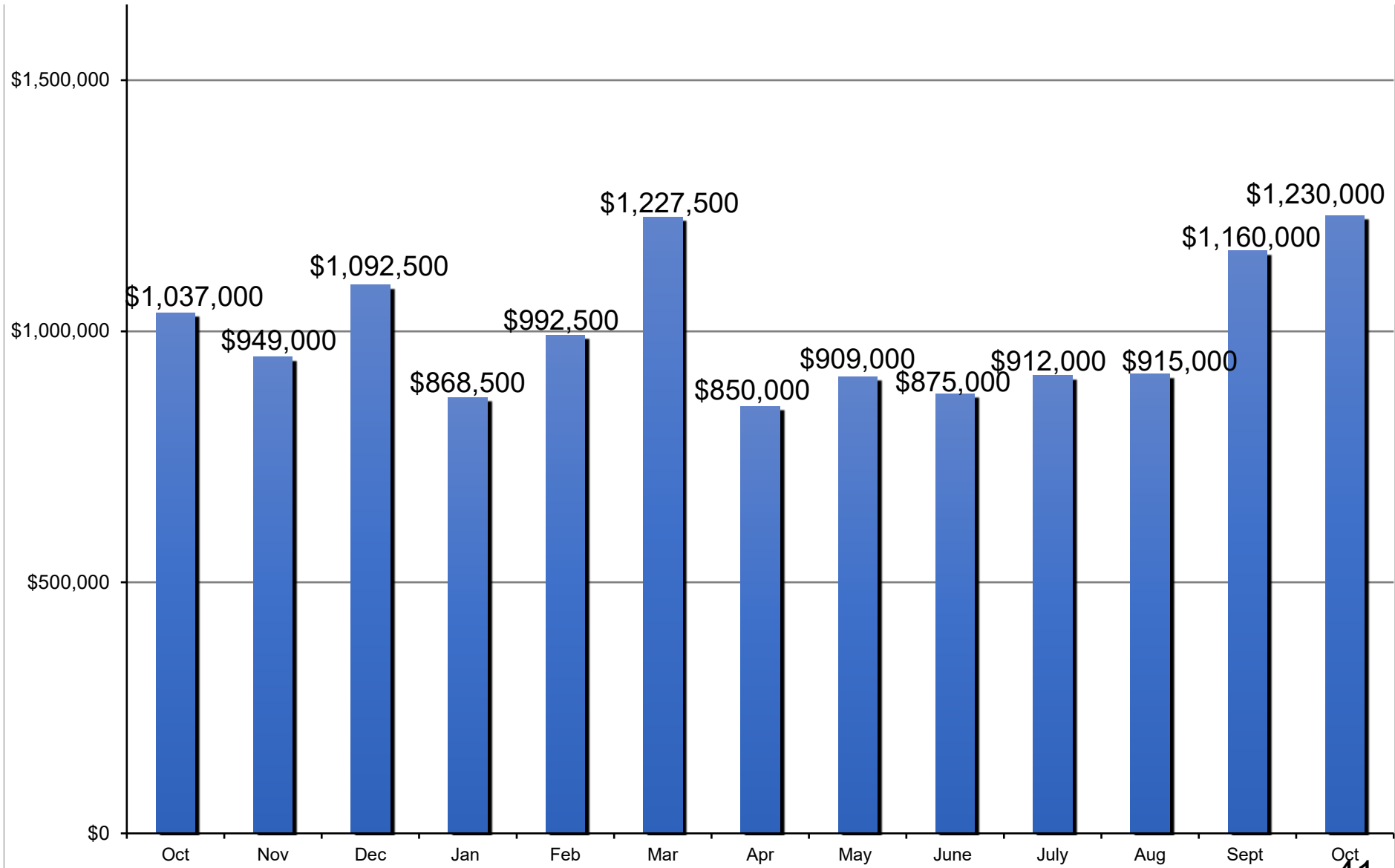
**October 2023 to October 2024**  
**Month by Month**  
**for Condos**  
**Districts 05-35**

# Condo Sales – Month by Month

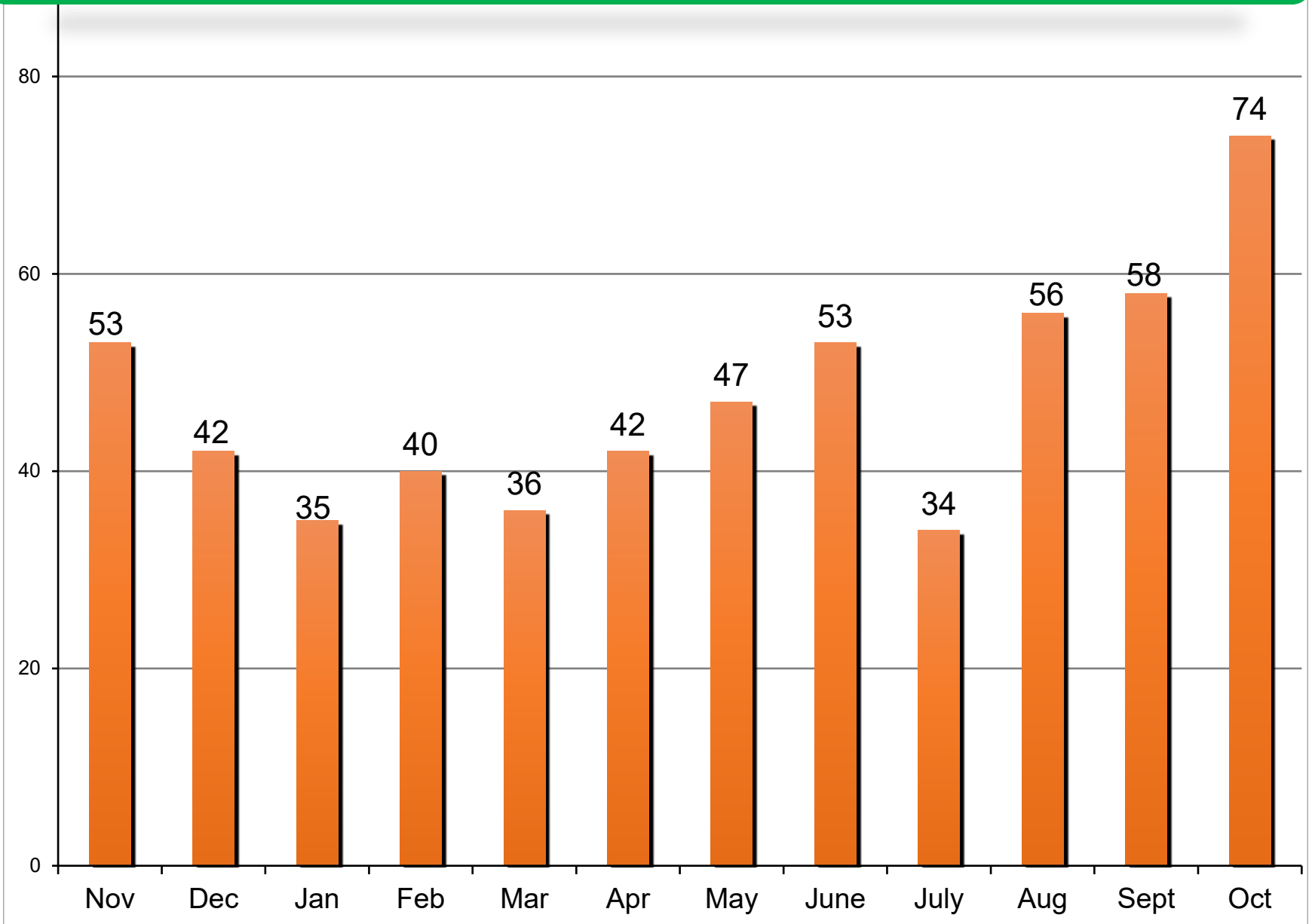




# Condo Median Sales Price Month by Month

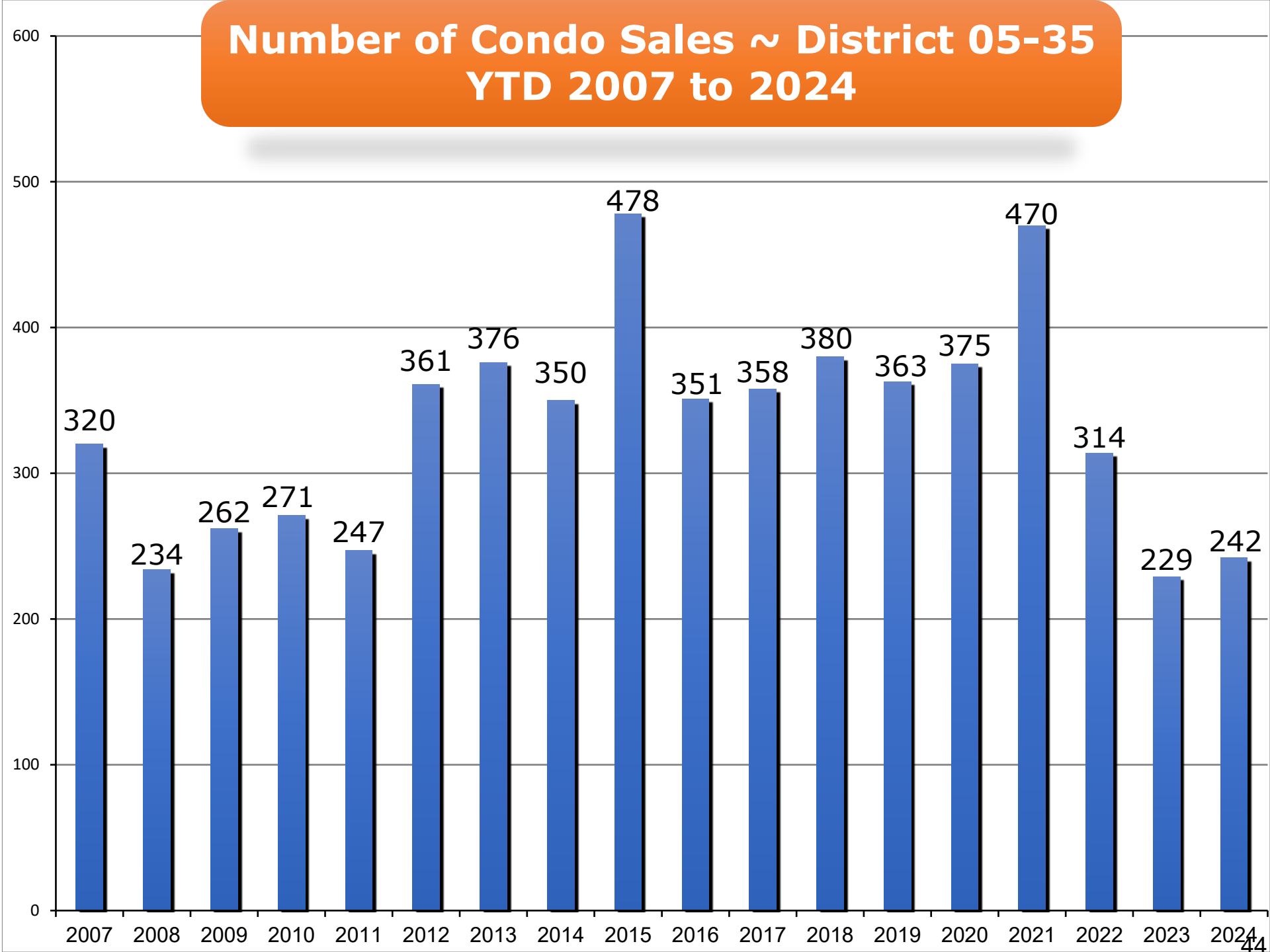


# Condo Active Listings for the Last 12 Months

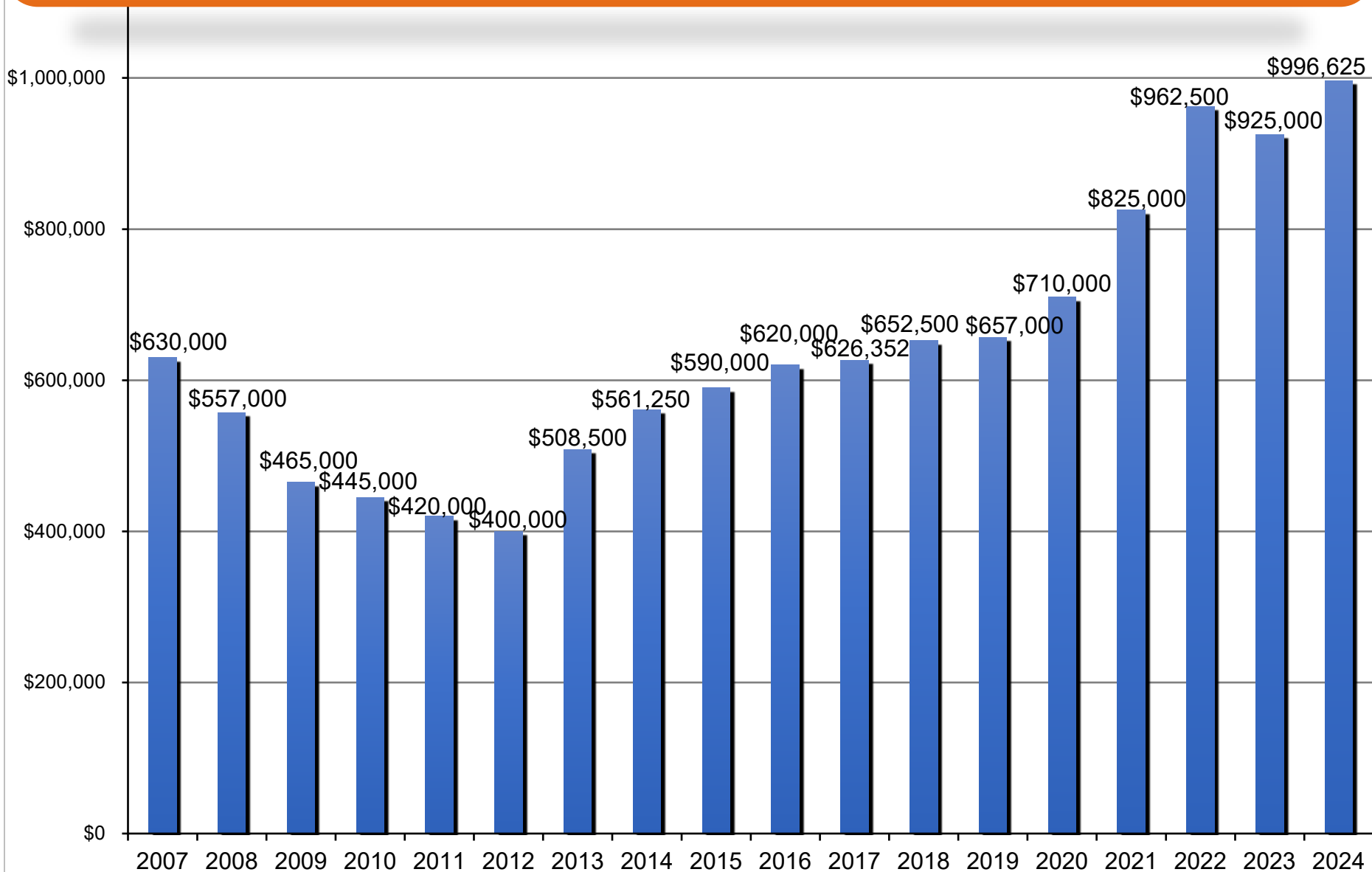


# Perspective for Condos *2007 – 2024*

# 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 11/5/2024*

**Statistics Through October 2024**