

# Monthly MLS Statistics

# SEPTEMBER 2024



*Compiled Data from the  
Santa Barbara Multiple Listing Service  
as of 10/5/2024*

SEPTEMBER 1 – SEPTEMBER 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>	69	\$295,142,371	\$2,585,000	\$4,277,425	49	53	\$286,993,505	\$2,515,000	\$4,159,326	97.24	95.21
<b>List/Sold</b>	13	\$86,804,000	\$2,295,000	\$6,677,230	53	53	\$85,430,500	\$2,200,000	\$6,571,576	98.42	95.61
<b>Co-Broker</b>	56	\$208,338,371	\$2,667,500	\$3,720,328	48	53	\$201,563,005	\$2,525,000	\$3,599,339	96.75	95.05
<b>New</b>	108	\$419,667,884	\$2,568,500	\$3,885,813	17	33					
<b>Pending</b>	88	\$313,651,799	\$2,195,000	\$3,564,224	32	38					
<b>Withdrawn</b>	15	\$73,267,500	\$3,249,000	\$4,884,500	92	164					
<b>Cancelled</b>	18	\$113,171,000	\$3,922,500	\$6,287,277	111	149					
<b>Expired</b>	10	\$45,504,000	\$3,285,000	\$4,550,400	159	177					
<b>Back On Market</b>	13	\$49,907,000	\$2,500,000	\$3,839,000	52	124					
<b>Extended</b>	20	\$112,328,000	\$3,947,000	\$5,616,400	152	243					
<b>Active In Range</b>	359	\$2,329,351,684	\$3,400,000	\$6,488,444	66	82					
<b>Current Active</b>	227	\$1,787,087,385	\$3,950,000	\$7,872,631	99	123					

# Previous Year Comparison

## Home Estate/PUD

### SEPTEMBER 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	69	\$295,142,371	\$2,585,000	\$4,277,425	49	53	\$286,993,505	\$2,515,000	\$4,159,326	97.24	95.21
Pending	88	\$313,651,799	\$2,195,000	\$3,564,224	32	38					

### SEPTEMBER 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	64	\$268,211,449	\$2,347,500	\$4,190,803	30	35	\$261,037,427	\$2,350,000	\$4,078,709	97.33	95.29
Pending	67	\$274,796,148	\$2,265,000	\$4,101,435	31	40					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$900,000-\$949,999	1	12	12
\$950,000-\$999,999	1	45	45
\$1,100,000-\$1,199,999	1	44	44
\$1,300,000-\$1,399,999	1	39	39
\$1,400,000-\$1,499,999	2	15	15
\$1,500,000-\$1,599,999	6	16	16
\$1,600,000-\$1,699,999	3	28	28
\$1,700,000-\$1,799,999	5	10	10
\$1,800,000-\$1,899,999	2	43	43
\$1,900,000-\$1,999,999	1	14	14
\$2,000,000-\$2,249,999	5	47	47

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$2,250,000-\$2,499,999	6	29	48
\$2,500,000-\$2,749,999	4	18	18
\$2,750,000-\$2,999,999	4	49	76
\$3,000,000-\$3,249,999	2	16	16
\$3,250,000-\$3,499,999	1	23	23
\$3,500,000-\$3,749,999	2	90	90
\$3,750,000-\$3,999,999	1	675	675
\$4,000,000-\$4,249,999	2	27	27
\$4,250,000-\$4,499,999	2	44	44
\$4,500,000-\$4,749,999	1	34	34
\$4,750,000-\$4,999,999	1	8	28
\$5,000,000+	15	75	77

# Sold Listings

The average price for the **69** properties is **\$4,159,326**

The highest price is **\$28,400,000**

**771 Garden Lane**

The median price is **\$2,515,000**

**1006 East Cota**

The lowest price is **\$900,000**

The average Market Time is **49**

The average Continuous Market Time is **53**

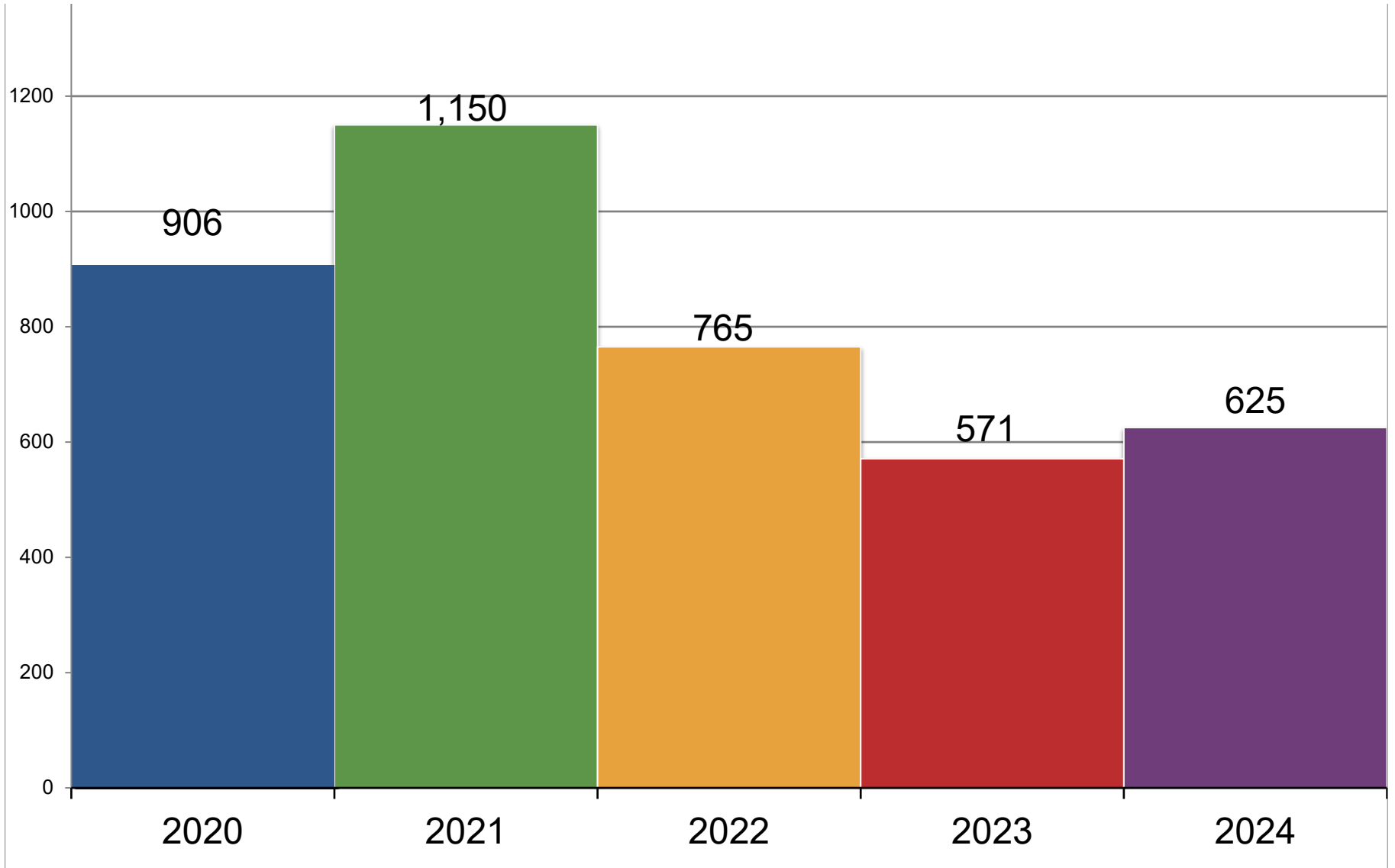
# HOME ESTATE & PUD

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

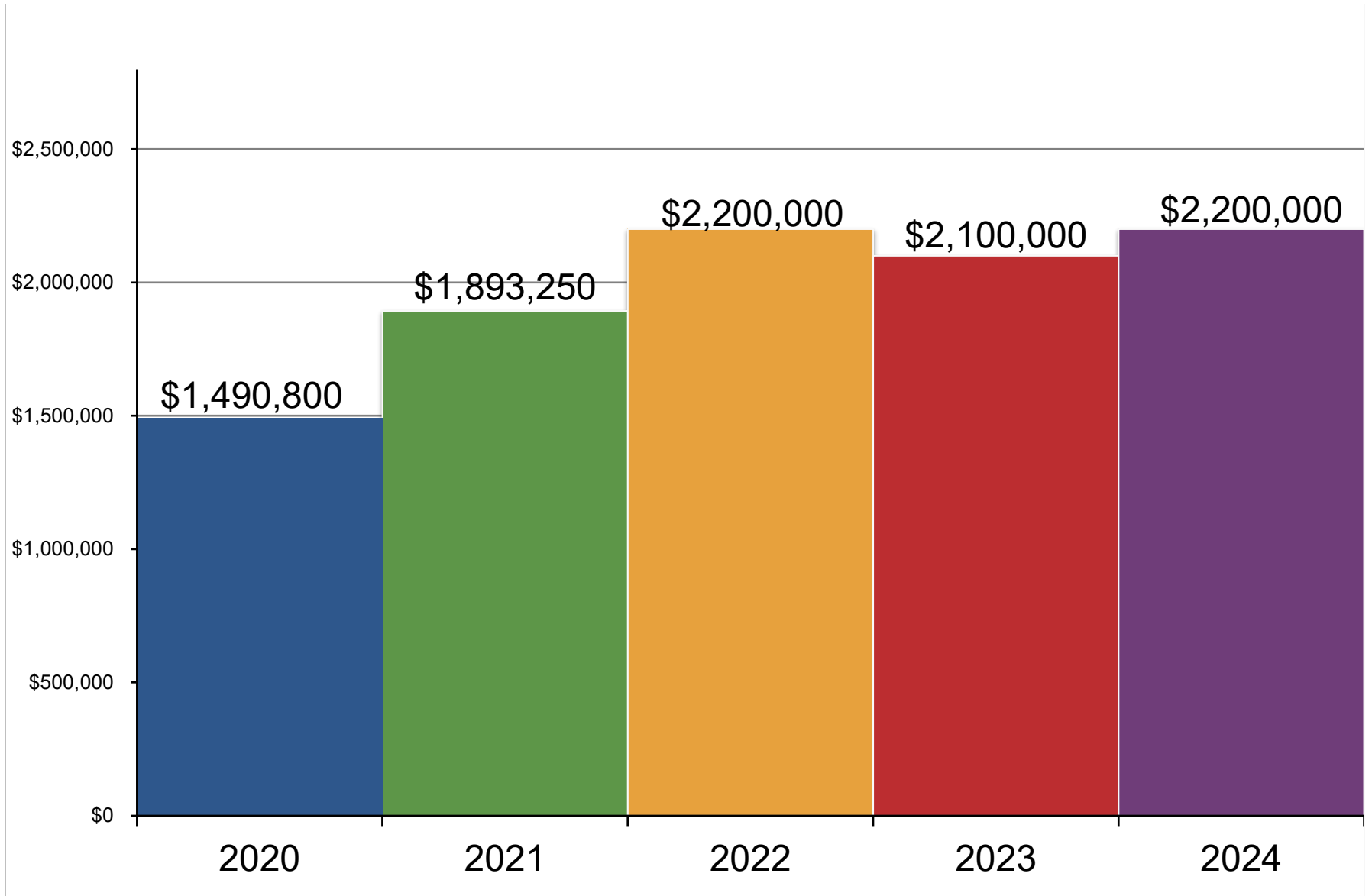


# HE/PU Sales

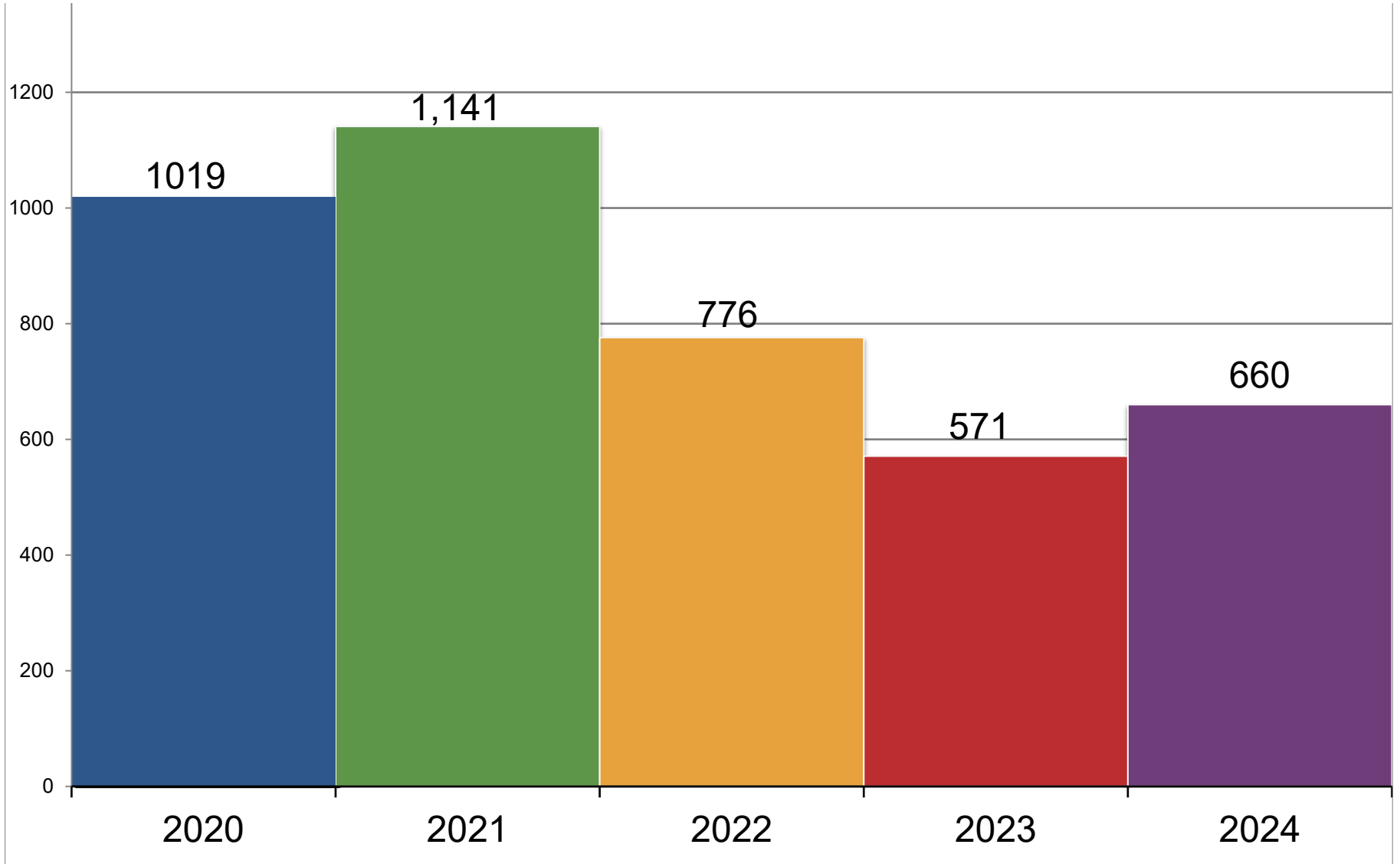
## YTD 2020 – 2024



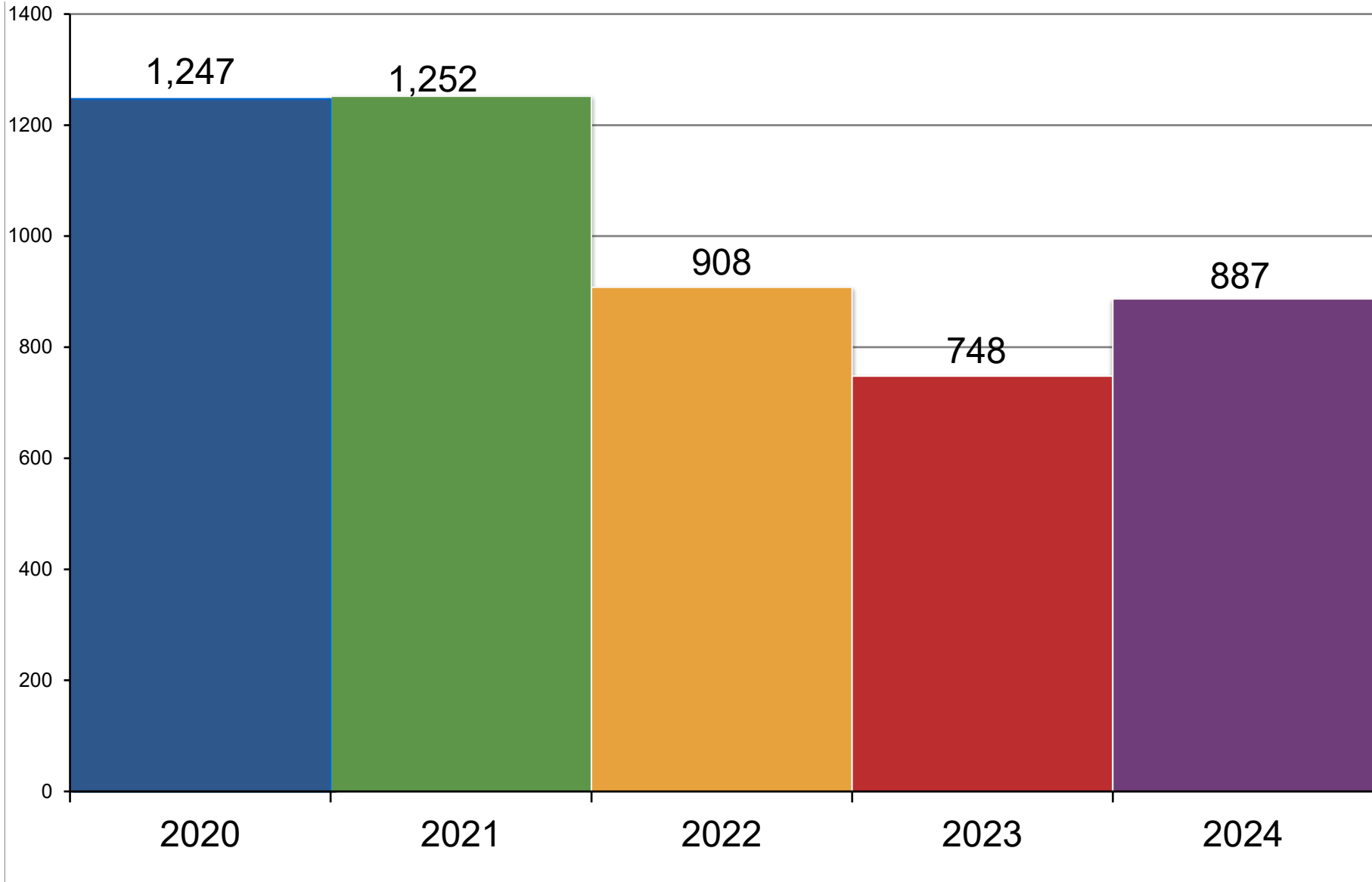
# HE/PU Median Sales Price YTD 2020 – 2024



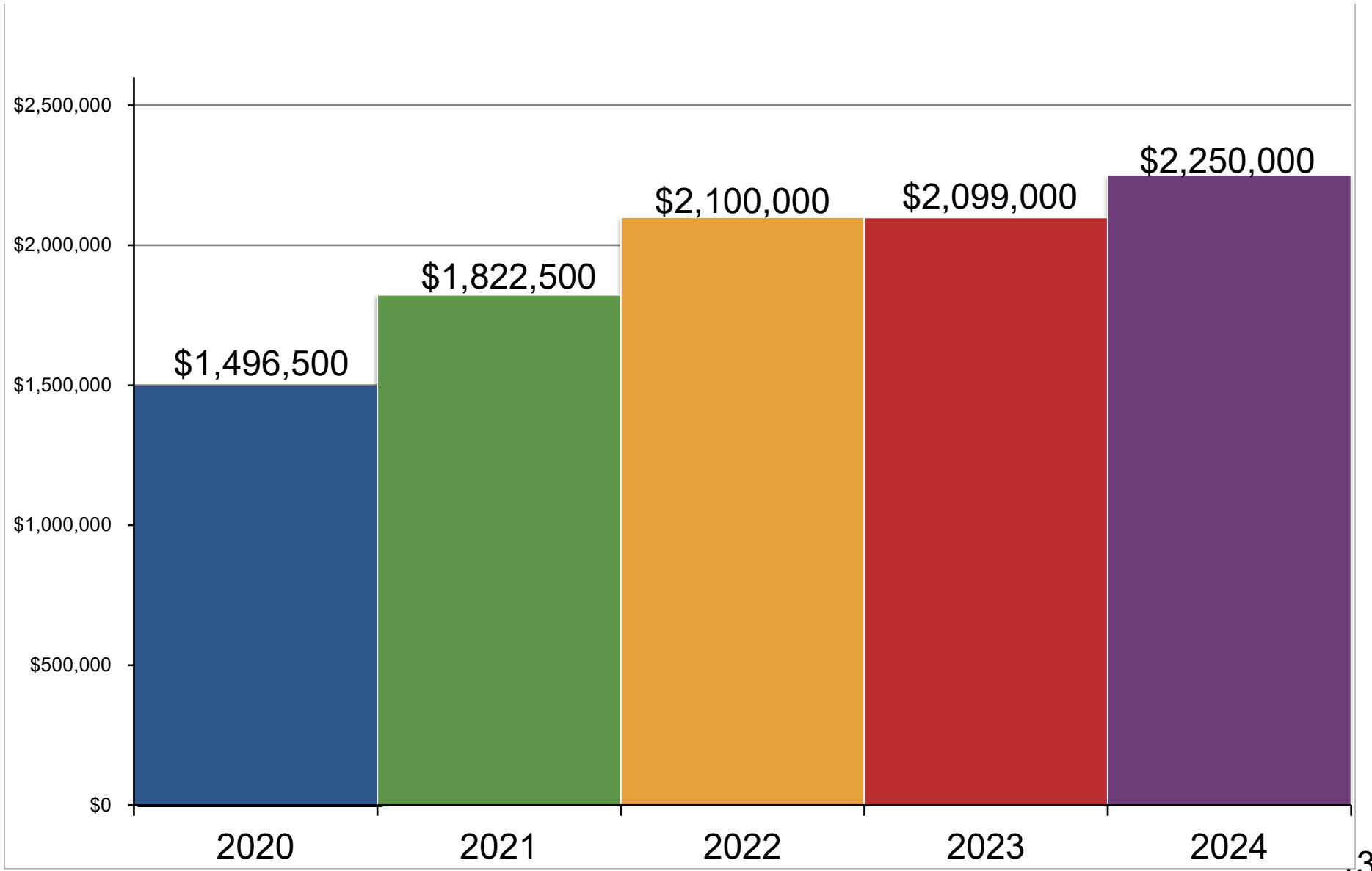
# HE/PU Pending Sales YTD 2020 – 2024



# HE/PU Active Listings YTD 2020 – 2024



# HE/PU Median List Price YTD 2020 – 2024



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


# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 748


2024 ~ 887

UP  +18.6%

### New Listings

2023 ~ 881


2024 ~ 957

UP  +8.6%

### Median List Price

2023 ~ \$2,099,000


2024 ~ \$2,250,000

UP  +7.2%

### Properties that went into Escrow

2023 ~ 587

2024 ~ 660

UP  +12.4%

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 571

UP



+9.5%

2024 ~ 625

### Median Sales Price

2023 ~ \$2,100,000

UP



+4.8%

2024 ~ \$2,200,000

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

2023 ~ \$1,825,000

UP



+6.1%

2024 ~ \$1,937,300

### Average Sold Price

2023 ~ \$3,267,521

UP



+9.7%

2024 ~ \$3,583,061

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

2023 ~ \$2,320,352

UP



+10.3%

2024 ~ \$2,558,898

### Sold Volume

2023 ~ \$1,865,755,051

UP



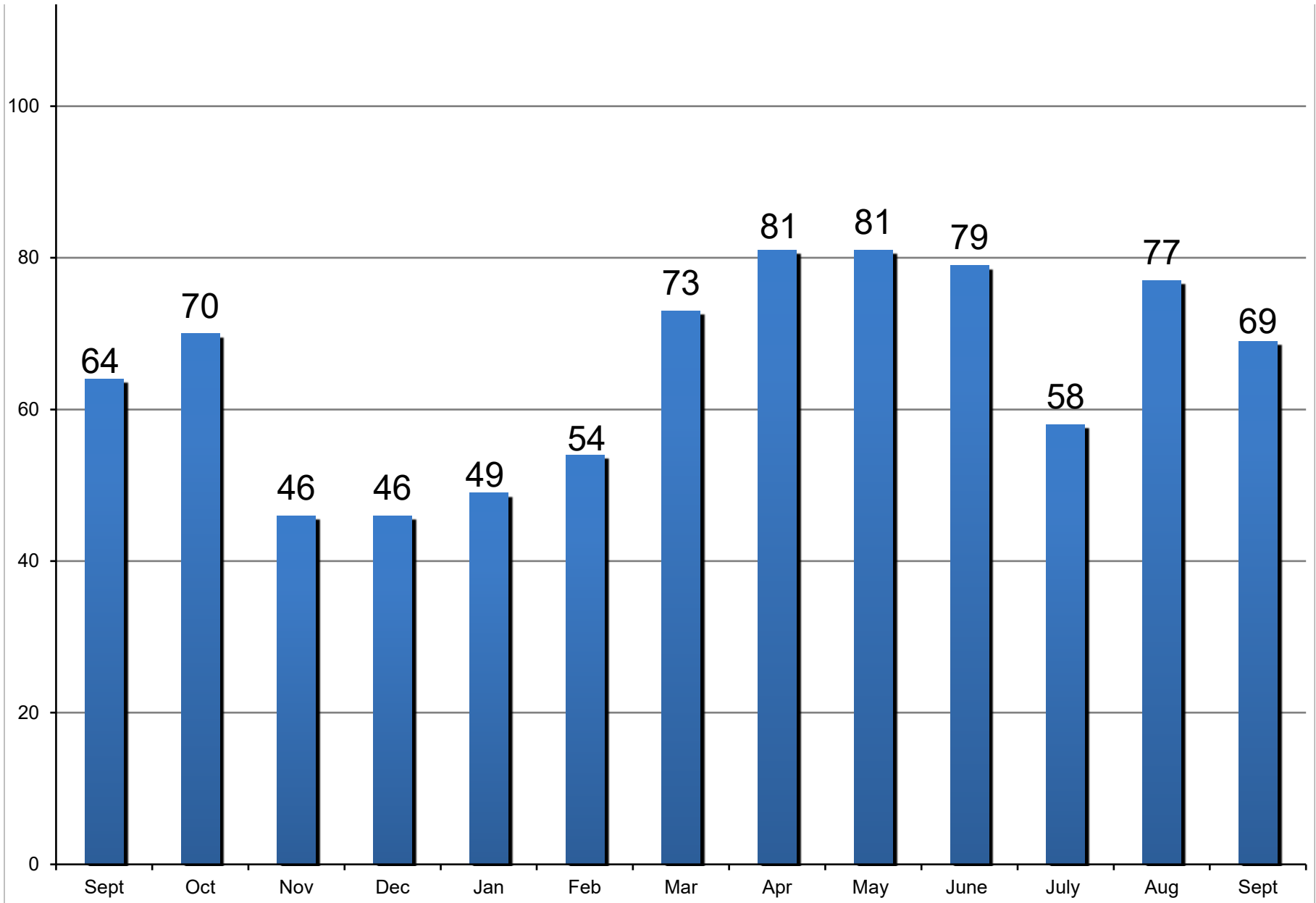
+20%

2024 ~ \$2,239,413,294

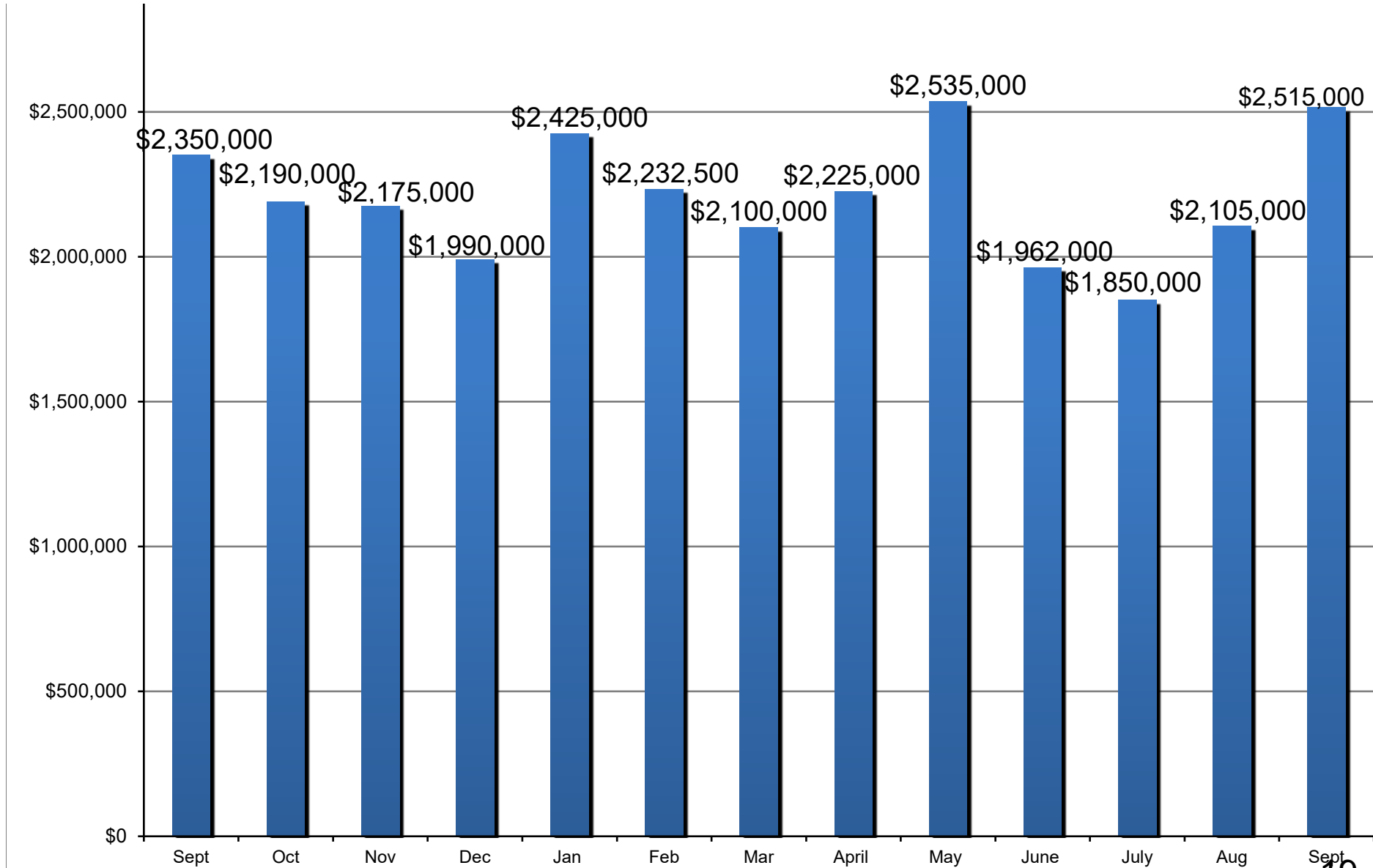


**September 2023 to September 2024**  
**Month by Month**  
**Home Estate/PUD**  
**Districts 05-35**

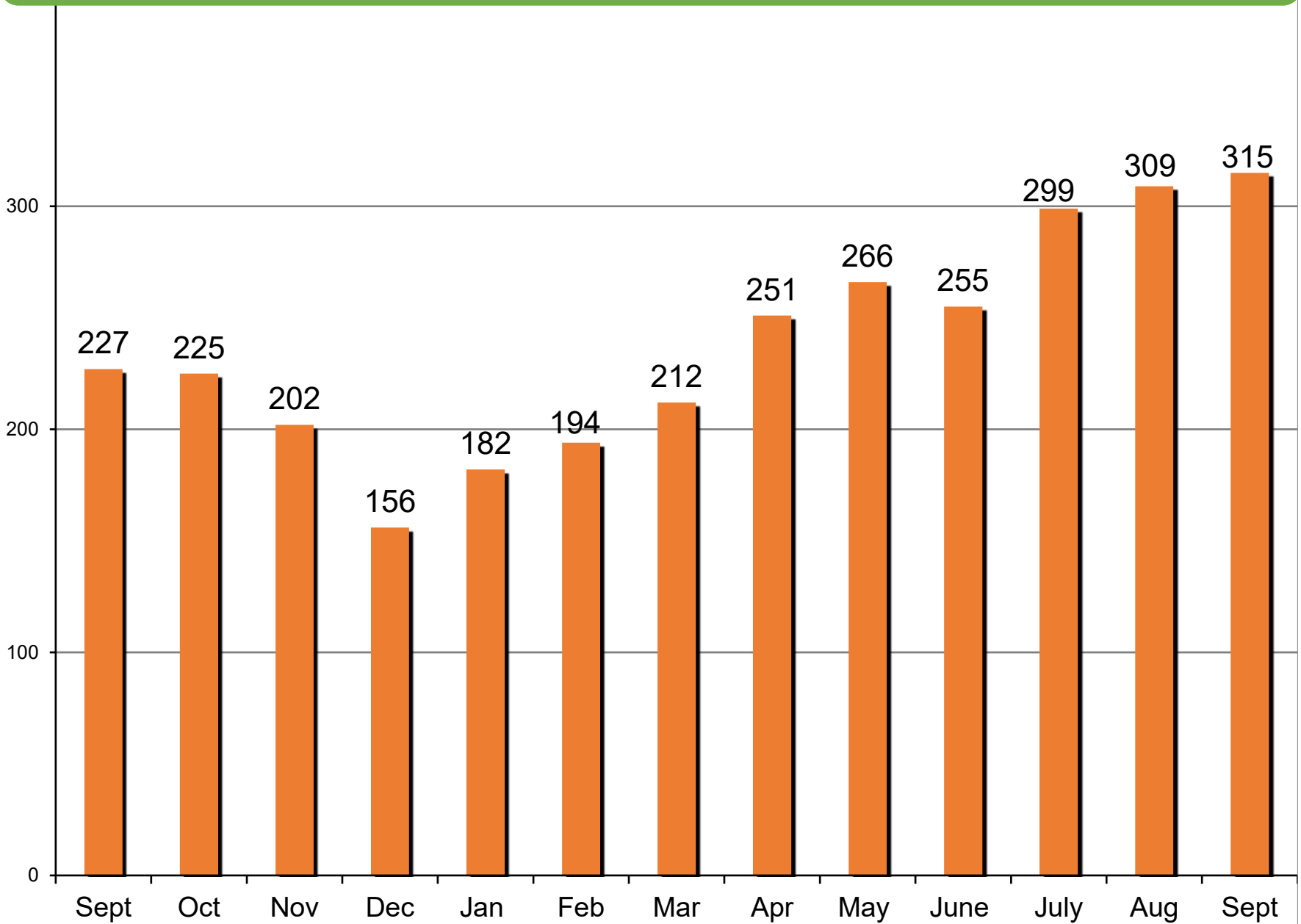
# HE/PU Sales – Month by Month



# HE/PU Median Sales Price Month by Month

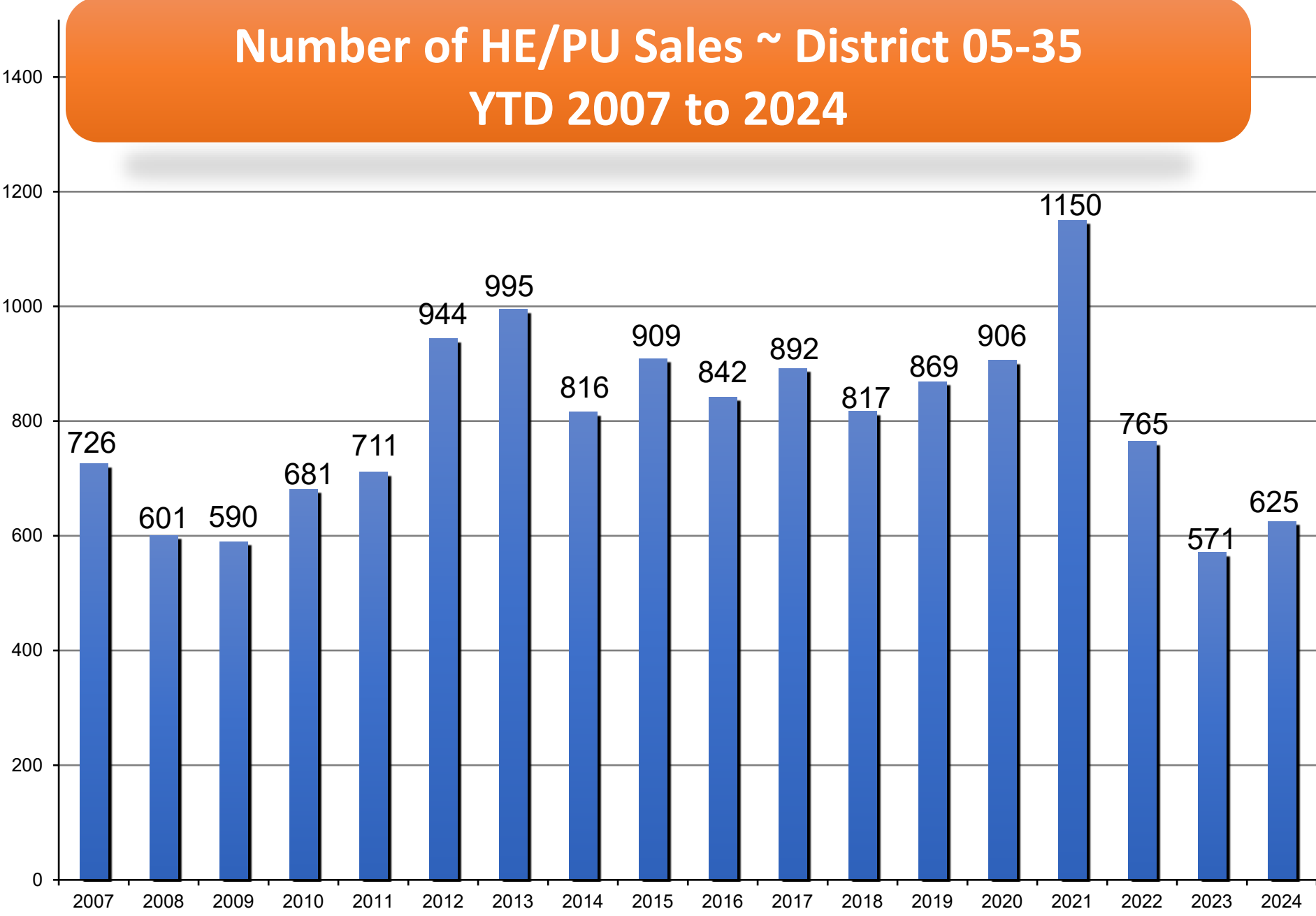


# HE/PU Active Listings for the Last 12 Months

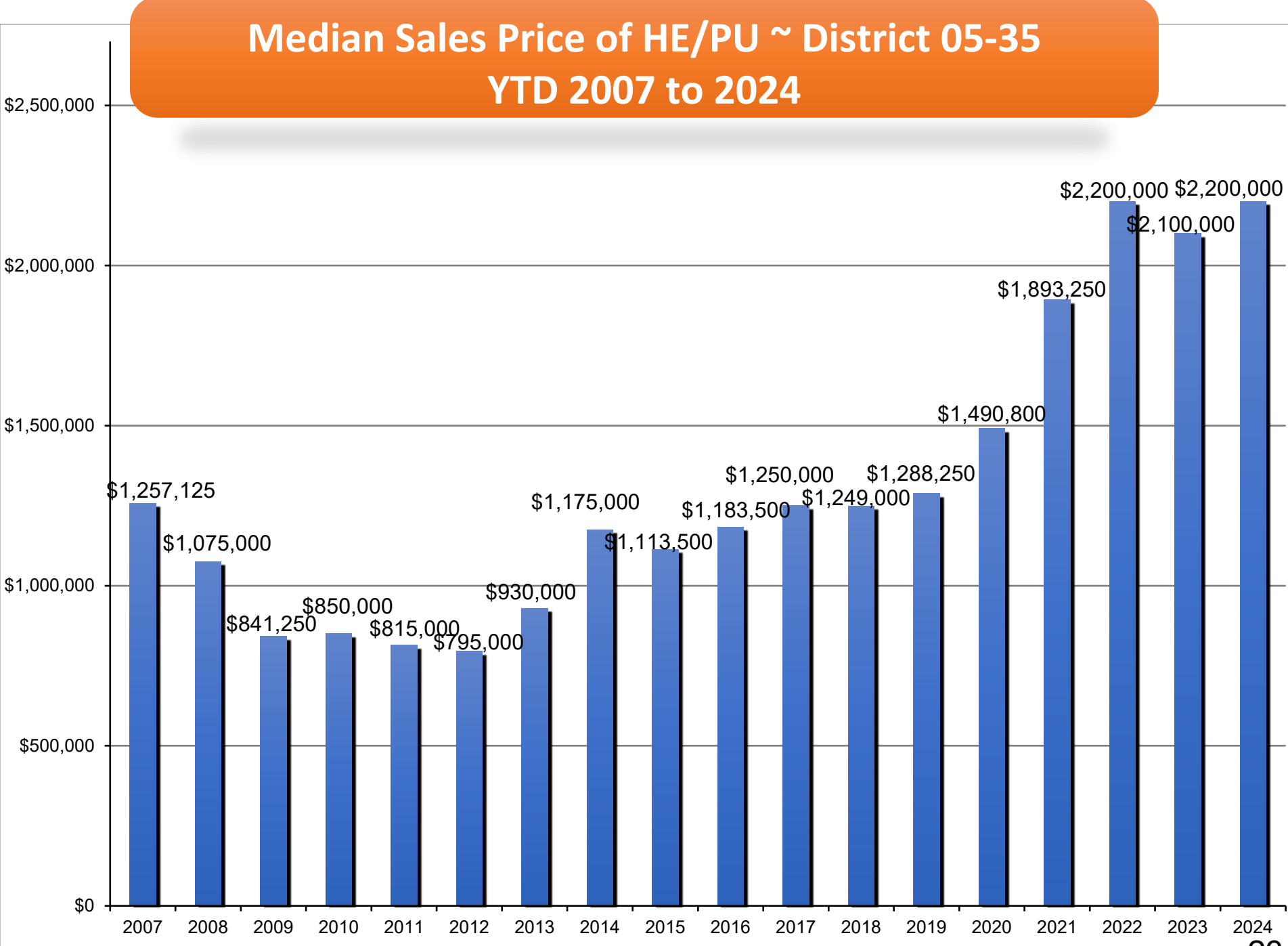


# Perspective for Home Estates & PUDs 2007 – 2024

# 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



SEPTEMBER 1 – SEPTEMBER 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>	21	\$41,163,900	\$1,175,000	\$1,960,185	27	27	\$40,085,750	\$1,160,000	\$1,908,845	97.38	96.61
<b>List/Sold</b>	2	\$5,025,000	\$2,512,500	\$2,512,500	6	6	\$5,051,000	\$2,525,500	\$2,525,500	100.52	100.52
<b>Co-Broker</b>	19	\$36,138,900	\$1,165,000	\$1,902,047	29	29	\$35,034,750	\$1,110,000	\$1,843,934	96.94	96.07
<b>New</b>	33	\$52,451,000	\$1,220,000	\$1,589,424	16	14					
<b>Pending</b>	19	\$34,619,000	\$1,220,000	\$1,822,052	21	22					
<b>Withdrawn</b>	6	\$13,160,000	\$2,547,500	\$2,193,333	26	29					
<b>Cancelled</b>	2	\$3,249,000	\$1,624,500	\$1,624,500	34	34					
<b>Expired</b>	0	\$0	\$0	\$0	0	0					
<b>Back On Market</b>	3	\$4,864,000	\$1,195,000	\$1,621,333	43	43					
<b>Extended</b>	4	\$8,694,000	\$2,722,500	\$2,173,500	128	128					
<b>Active In Range</b>	74	\$131,146,900	\$1,472,000	\$1,772,255	45	46					
<b>Current Active</b>	39	\$65,303,900	\$1,595,000	\$1,674,458	65	67					

# Previous Year Comparison

## CONDOS

### September 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	21	\$41,163,900	\$1,175,000	\$1,960,185	27	27	\$40,085,750	\$1,160,000	\$1,908,845	97.38	96.61
Pending	19	\$34,619,000	\$1,220,000	\$1,822,052	21	22					

### September 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	24	\$33,453,695	\$1,385,000	\$1,393,903	10	10	\$34,086,311	\$1,355,000	\$1,420,262	101.89	101.89
Pending	22	\$28,325,700	\$1,037,500	\$1,287,531	16	20					

# Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$700,000-\$749,999	1	165	165
\$750,000-\$799,999	2	21	21
\$800,000-\$849,999	1	40	40
\$850,000-\$899,999	1	42	42
\$900,000-\$949,999	1	57	57
\$950,000-\$999,999	1	7	7
\$1,000,000-\$1,099,999	1	2	2
\$1,100,000-\$1,199,999	4	15	15

<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	4	15	15
\$1,200,000-\$1,299,999	2	15	15
\$1,500,000-\$1,599,999	1	8	8
\$1,800,000-\$1,899,999	1	1	1
\$2,250,000-\$2,499,999	1	3	3
\$3,250,000-\$3,499,999	1	27	27
\$3,750,000-\$3,999,999	1	1	1
\$5,000,000+	2	43	43

# Sold Listings

The average price for the **21** properties is **\$1,908,845**

The highest price is **\$7,000,000**

**109 Olive Mill Rd**

The median price is **\$1,160,000**

The lowest price is **\$749,000**

**4950 Sandyland Dr #230**

The average Market Time is **27**

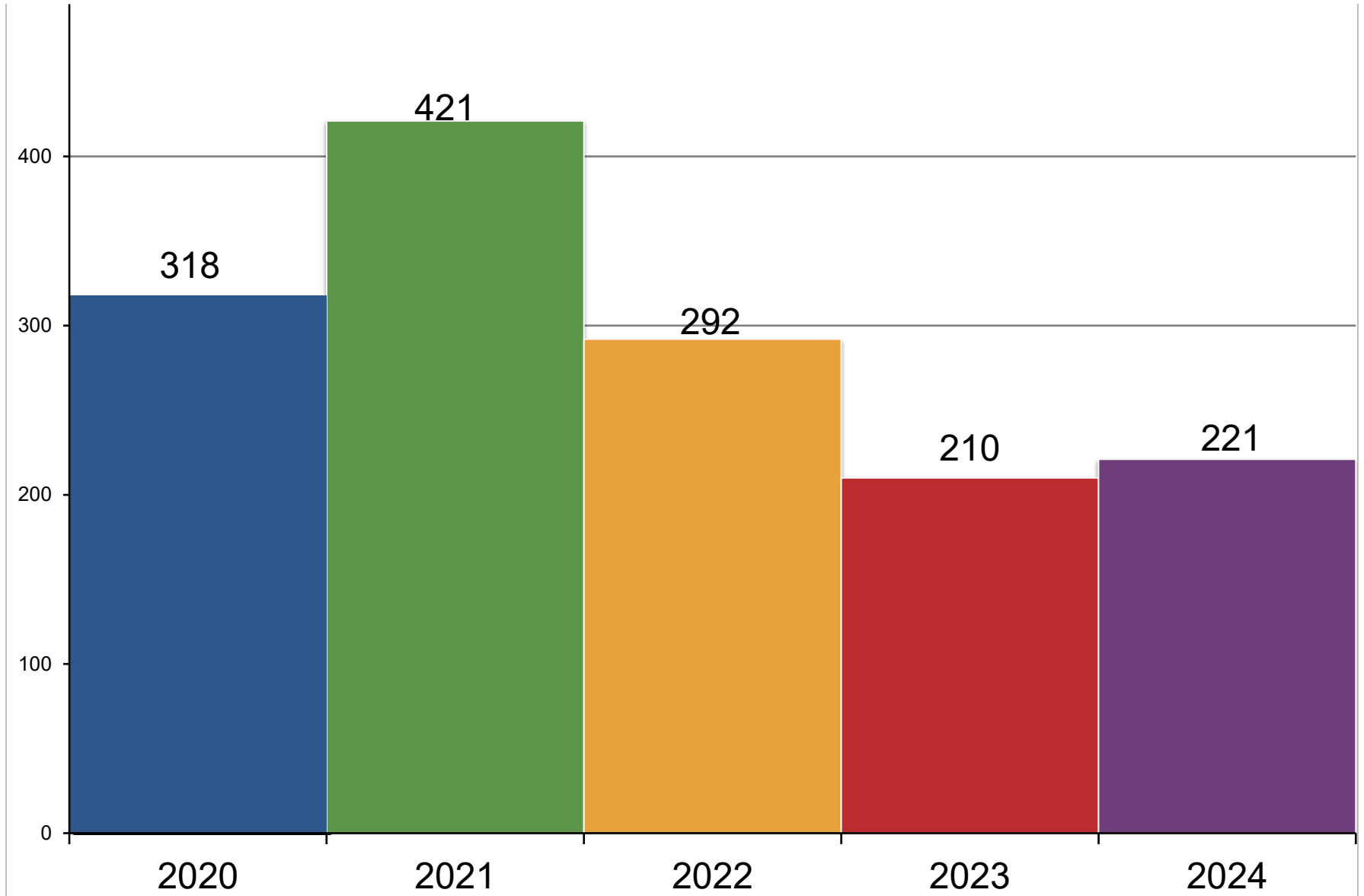
The average Continuous Market Time is **27**

# CONDO STATISTICS

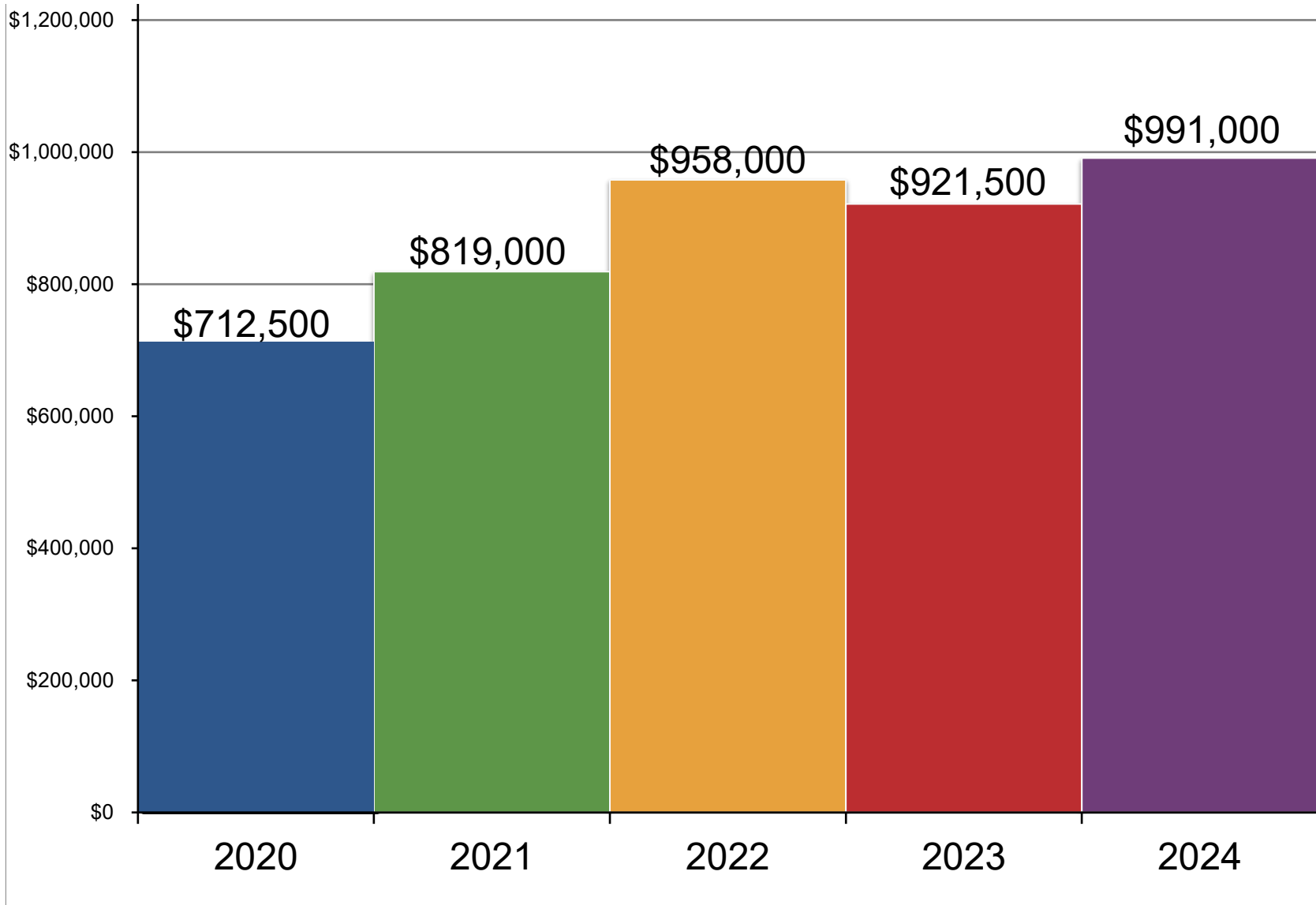
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

# Condo Sales

## YTD 2020 – 2024

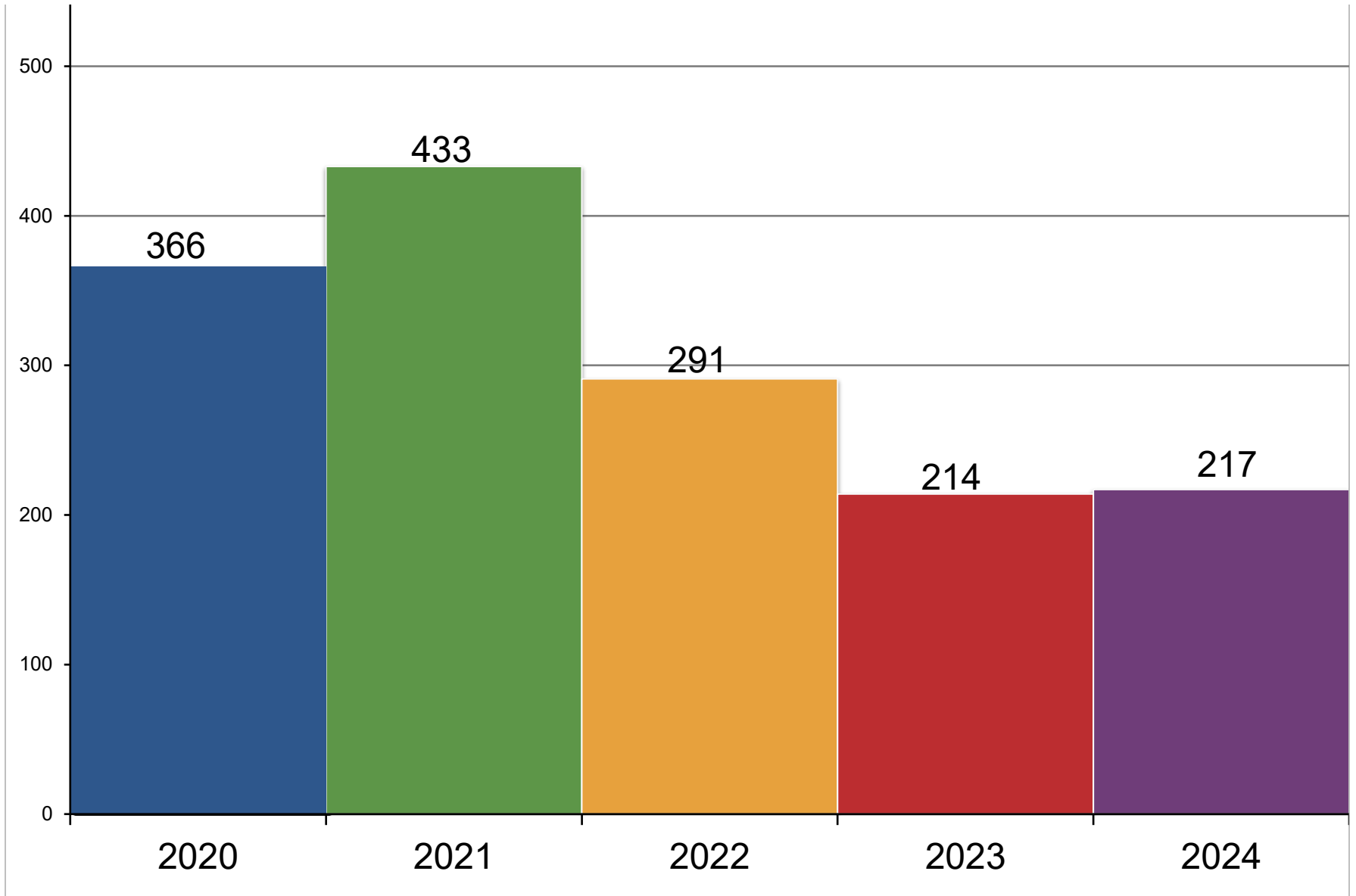


# Condo Median Sales Price YTD 2020 – 2024

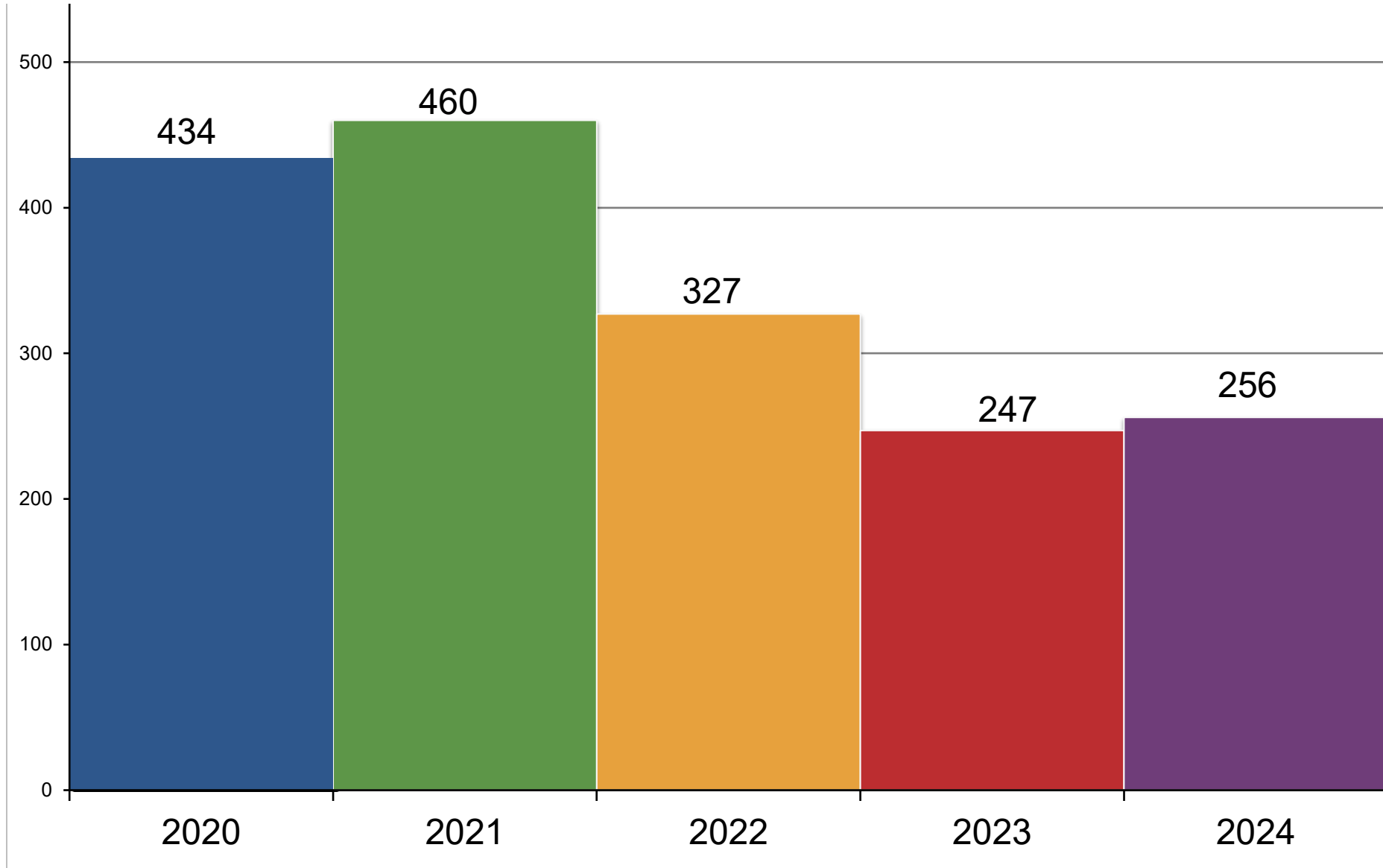




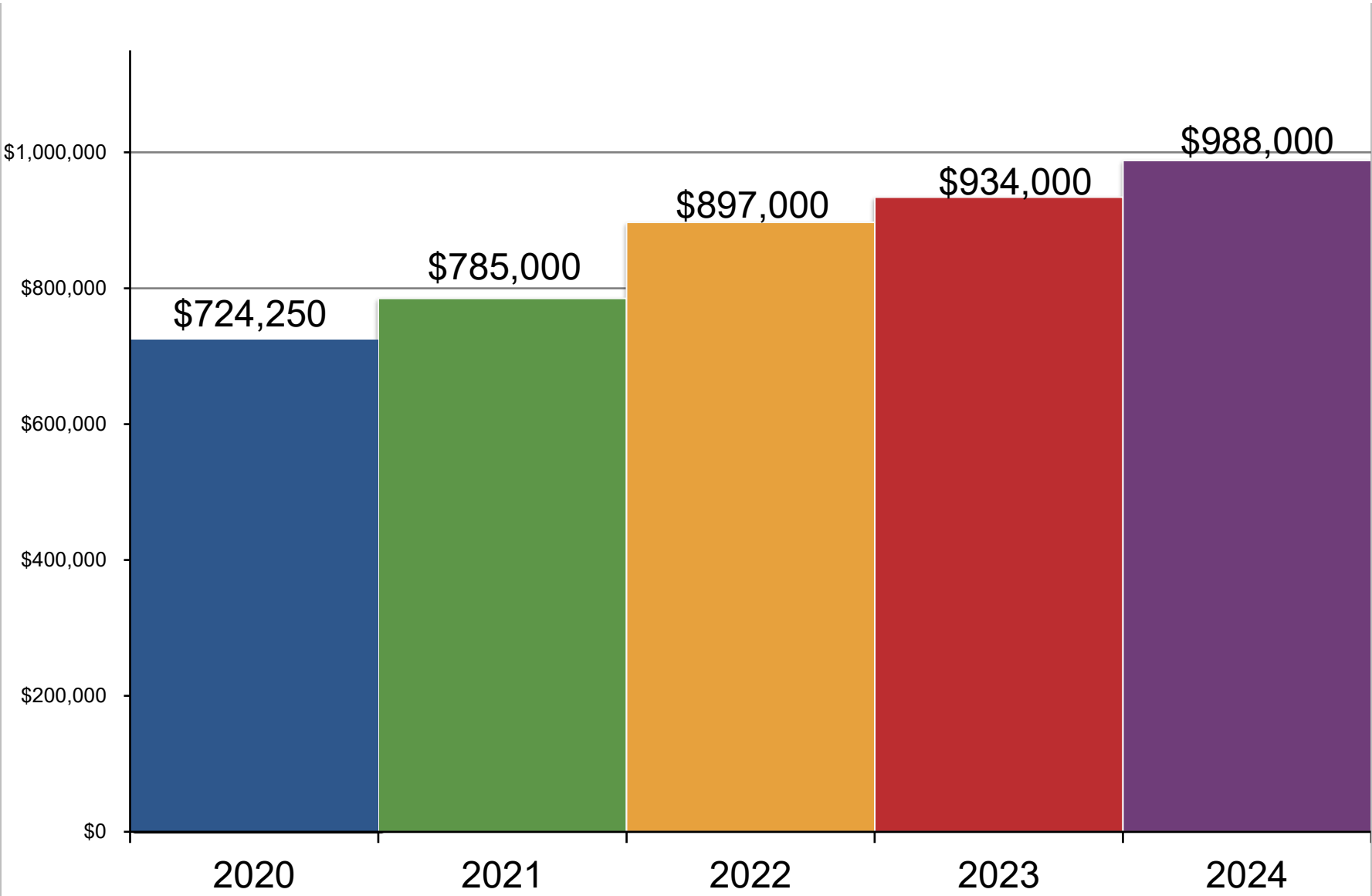
# Condo Pending Sales YTD 2020 – 2024



# Condo Active Listings YTD 2020 – 2024



# Condo Median List Price YTD 2020 – 2024



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

# ACTIVE and PENDING

## 2023 vs. 2024 ~ YTD

### Total Active Listings

2023 ~ 247

UP



+3.6%

2024 ~ 256

### New Listings

2023 ~ 254

UP



+9.4%

2024 ~ 278

### Median List Price

2023 ~ \$934,000

UP



+5.8%

2024 ~ \$988,000

### Properties that went into Escrow

2023 ~ 214

UP



+1.4%

2024 ~ 217

# SOLD Properties

## 2023 vs. 2024 ~ YTD

### Sold Properties

2023 ~ 210

UP



+5.2%

2024 ~ 221

### Median Sales Price

2023 ~ \$921,500

UP



+7.5%

2024 ~ \$991,000

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

2023 ~ \$900,000

UP



+7.1%

2024 ~ \$964,100

### Average Sold Price

2023 ~ \$1,251,842

DOWN



-0.3%

2024 ~ \$1,247,695

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

2023 ~ \$ 1,099,011

UP



+0.1%

2024 ~ \$1,100,293

### Sold Volume

2023 ~ \$262,886,829

UP

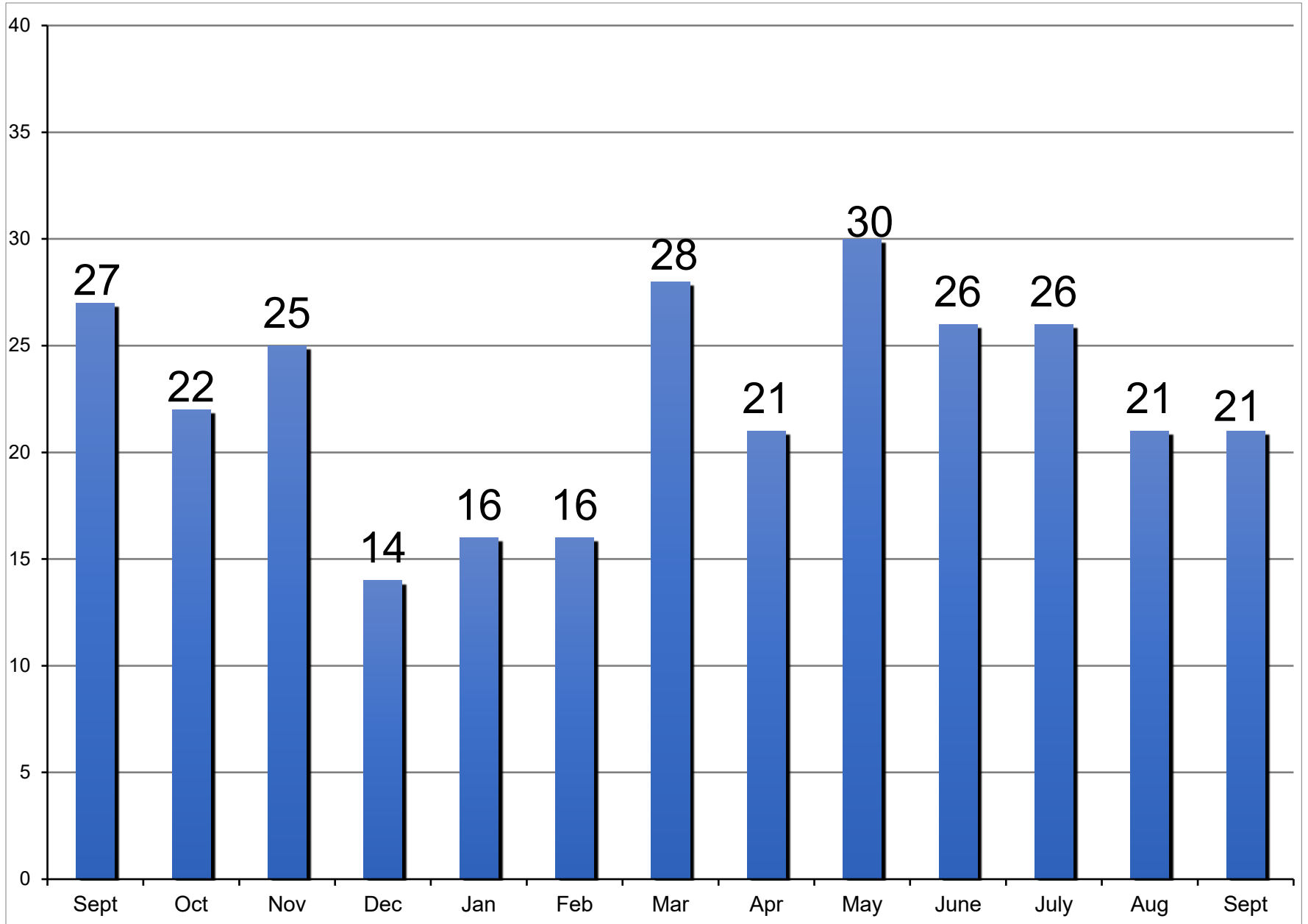


+4.9%

2024 ~ \$275,740,803

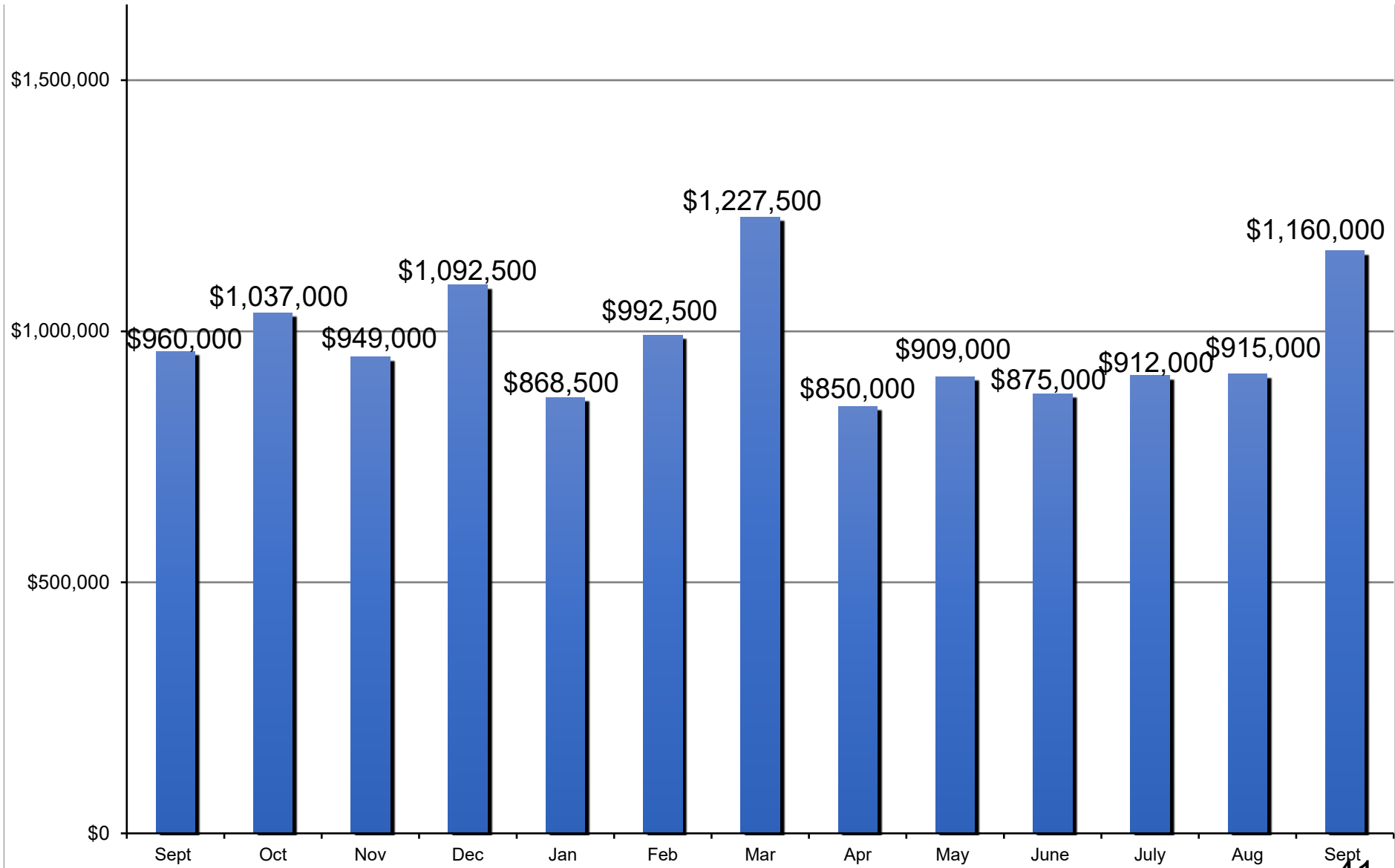
**September 2023 to September 2024**  
**Month by Month**  
**for Condos**  
**Districts 05-35**

# Condo Sales – Month by Month

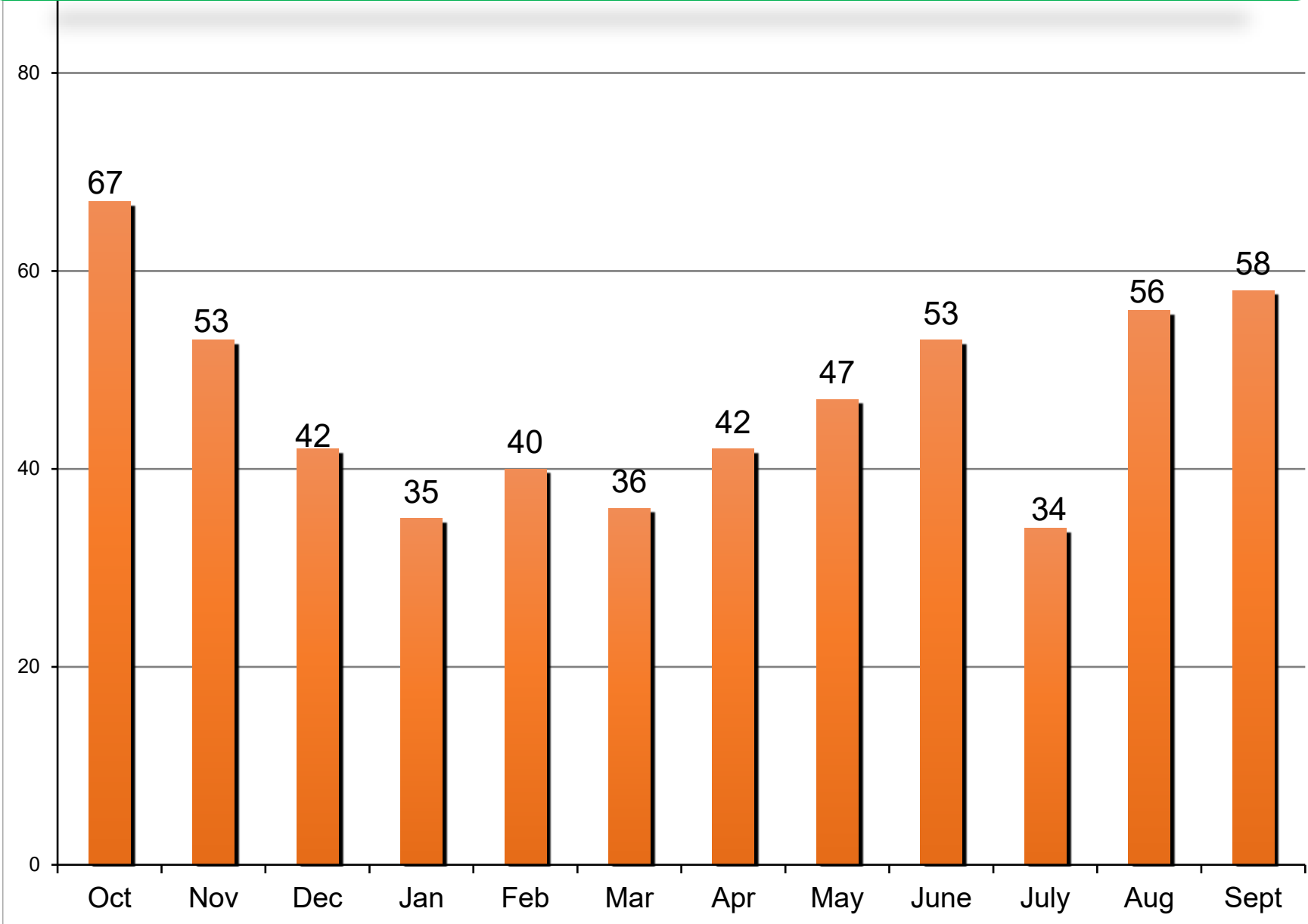




# Condo Median Sales Price Month by Month

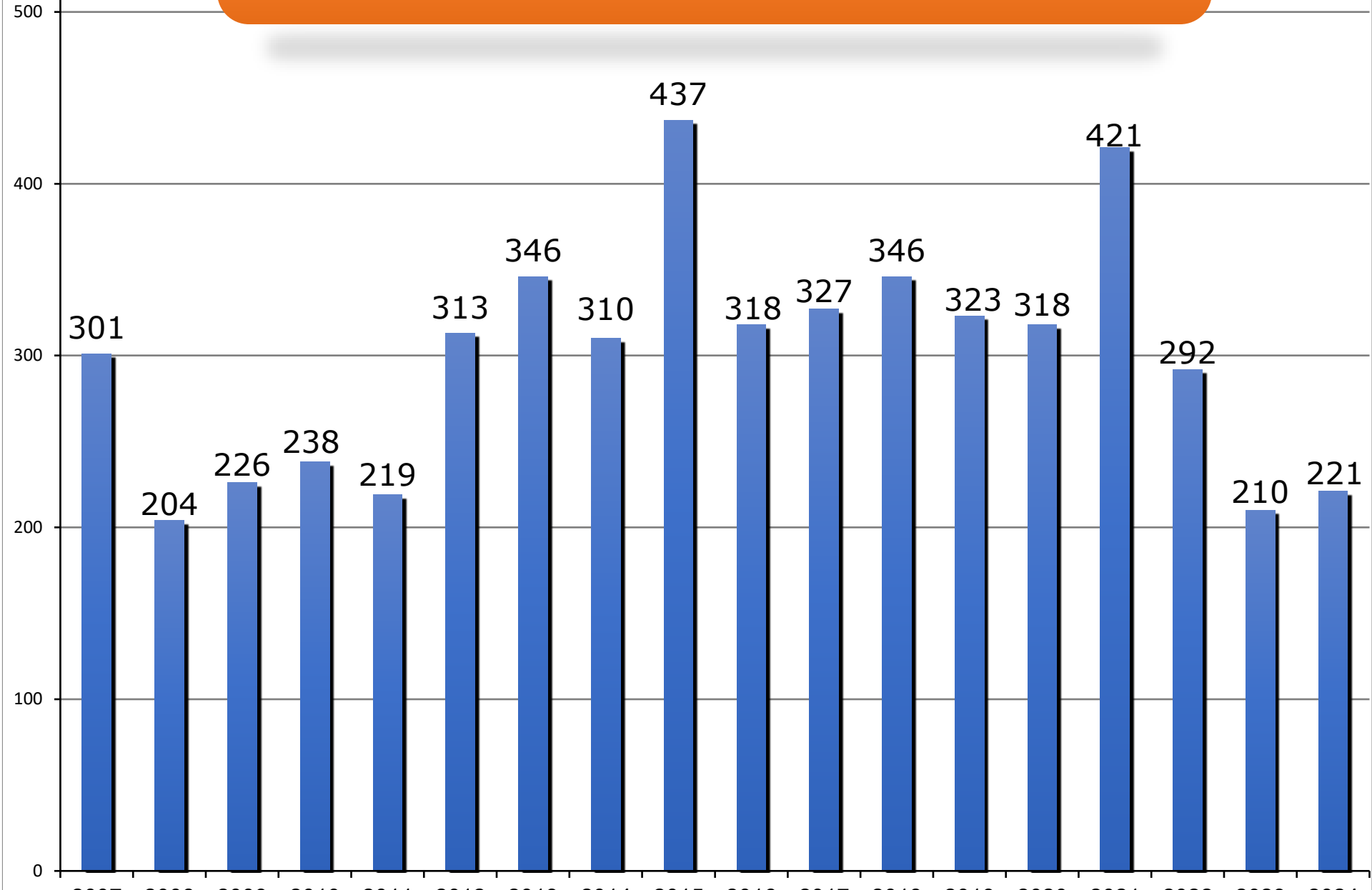


# Condo Active Listings for the Last 12 Months

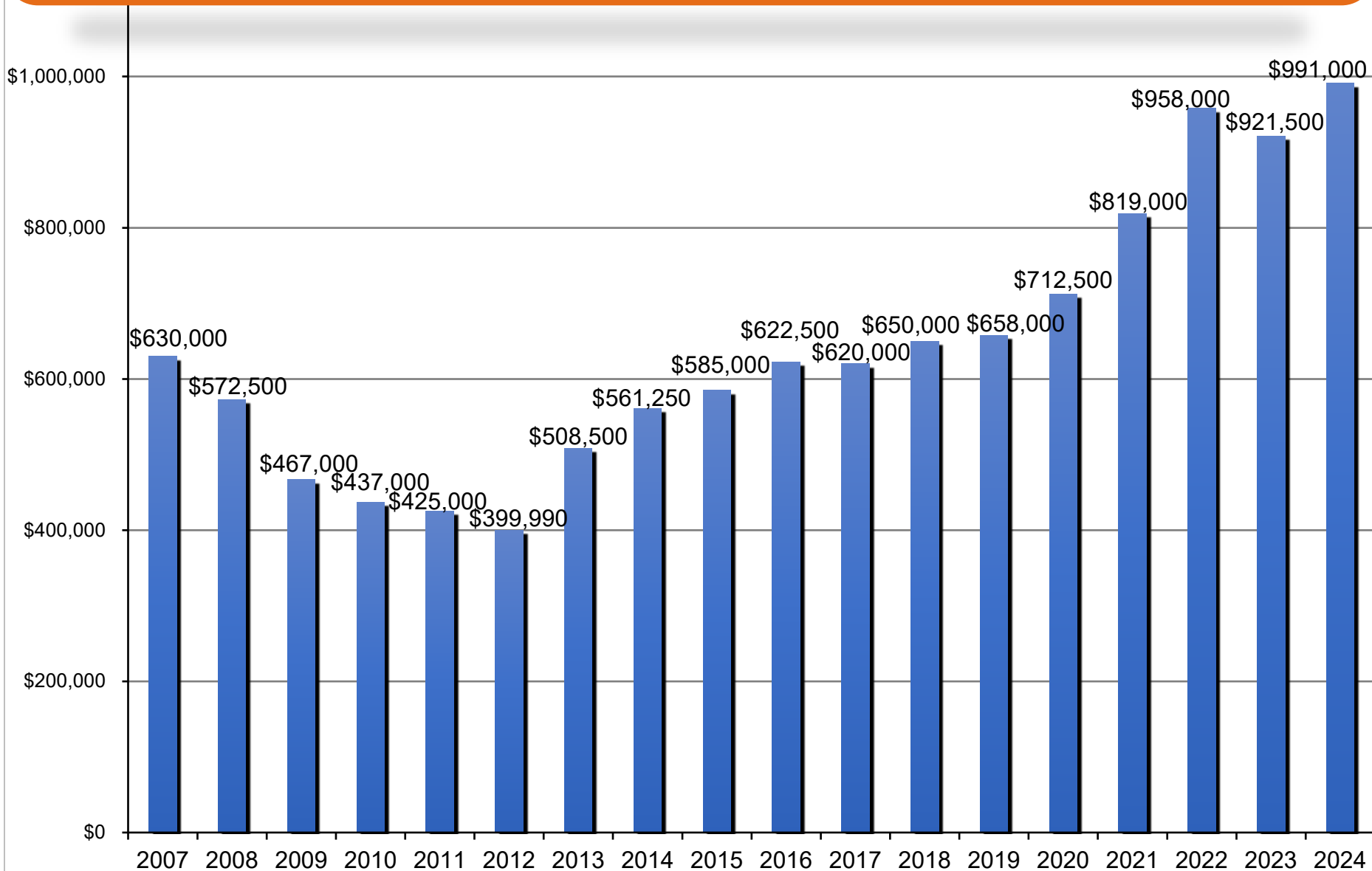


Perspective  
for Condos  
*2007 – 2024*

# 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 10/5/2024*

**Statistics Through September 2024**