

Monthly MLS Statistics

NOVEMBER 2018



*Compiled Data from the
Santa Barbara Multiple Listing Service
as of
12/5/2018*

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
Sold	70	\$128,873,000	\$1,082,000	\$1,841,042	50	69	\$122,612,237	\$1,077,000	\$1,751,603	95.14	91.18
List/Sold	13	\$33,822,900	\$1,245,000	\$2,601,761	53	58	\$31,162,104	\$1,100,000	\$2,397,084	92.13	89.98
Co-Broker	57	\$95,050,100	\$1,069,000	\$1,667,545	49	71	\$91,450,133	\$1,069,000	\$1,604,388	96.21	91.60
New	109	\$276,193,299	\$1,614,900	\$2,533,883	19	42					
Pending	103	\$214,405,522	\$1,268,600	\$2,081,607	86	104					
Withdrawn	19	\$94,020,887	\$1,675,000	\$4,948,467	138	157					
Cancelled	27	\$48,841,000	\$1,495,000	\$1,808,925	108	131					
Expired	36	\$86,296,788	\$1,622,000	\$2,397,133	188	211					
Back On Market	30	\$80,464,999	\$1,335,000	\$2,682,166	114	121					
Extended	53	\$180,043,861	\$2,150,000	\$3,397,053	172	193					
Active In Range	562	\$2,066,047,608	\$1,896,850	\$3,676,241	94	124					
Current Active	382	\$1,629,289,698	\$2,288,500	\$4,265,156	127	167					

Previous Year Comparison

Home Estates and PUD

NOVEMBER 2018

	<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	70	\$128,873,000	\$1,082,000	\$1,841,042	50	69	\$122,612,237	\$1,077,000	\$1,751,603	95.14	91.18
Pending	103	\$214,405,522	\$1,268,600	\$2,081,607	86	104					

NOVEMBER 2017

	<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	98	\$165,244,149	\$1,197,000	\$1,686,164	59	75	\$159,561,420	\$1,202,750	\$1,628,177	96.56	91.30
Pending	81	\$184,775,900	\$1,725,000	\$2,281,183	76	98					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$650,000-\$699,999	3	16	16
\$700,000-\$749,999	1	13	13
\$750,000-\$799,999	4	38	38
\$800,000-\$849,999	9	24	31
\$850,000-\$899,999	7	45	45
\$900,000-\$949,999	4	17	17
\$950,000-\$999,999	4	15	39
\$1,000,000-\$1,099,999	5	39	39
\$1,100,000-\$1,199,999	3	88	88
\$1,200,000-\$1,299,999	3	22	22
\$1,300,000-\$1,399,999	4	44	44
\$1,400,000-\$1,499,999	3	67	67
\$1,500,000-\$1,599,999	3	9	39

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$1,600,000-\$1,699,999	2	31	31
\$1,700,000-\$1,799,999	1	75	75
\$1,800,000-\$1,899,999	2	44	308
\$1,900,000-\$1,999,999	1	1	1
\$2,000,000-\$2,249,999	1	179	179
\$2,250,000-\$2,499,999	1	114	408
\$2,500,000-\$2,749,999	1	1	1
\$3,000,000-\$3,249,999	1	8	8
\$3,500,000-\$3,749,999	1	389	389
\$4,250,000-\$4,499,999	1	214	214
\$4,500,000-\$4,749,999	1	1	1
\$4,750,000-\$4,999,999	1	4	240
\$5,000,000+	3	191	191

Sold Listings

The average price for the **70** properties is **\$1,751,603**

The highest price is **\$13,000,000**  **901 Cima Del Mundo Rd.**

The median price is **\$1,069,000**

The lowest price is **\$684,000**  **68 Kinman Ave.**

The average Market Time is **50**

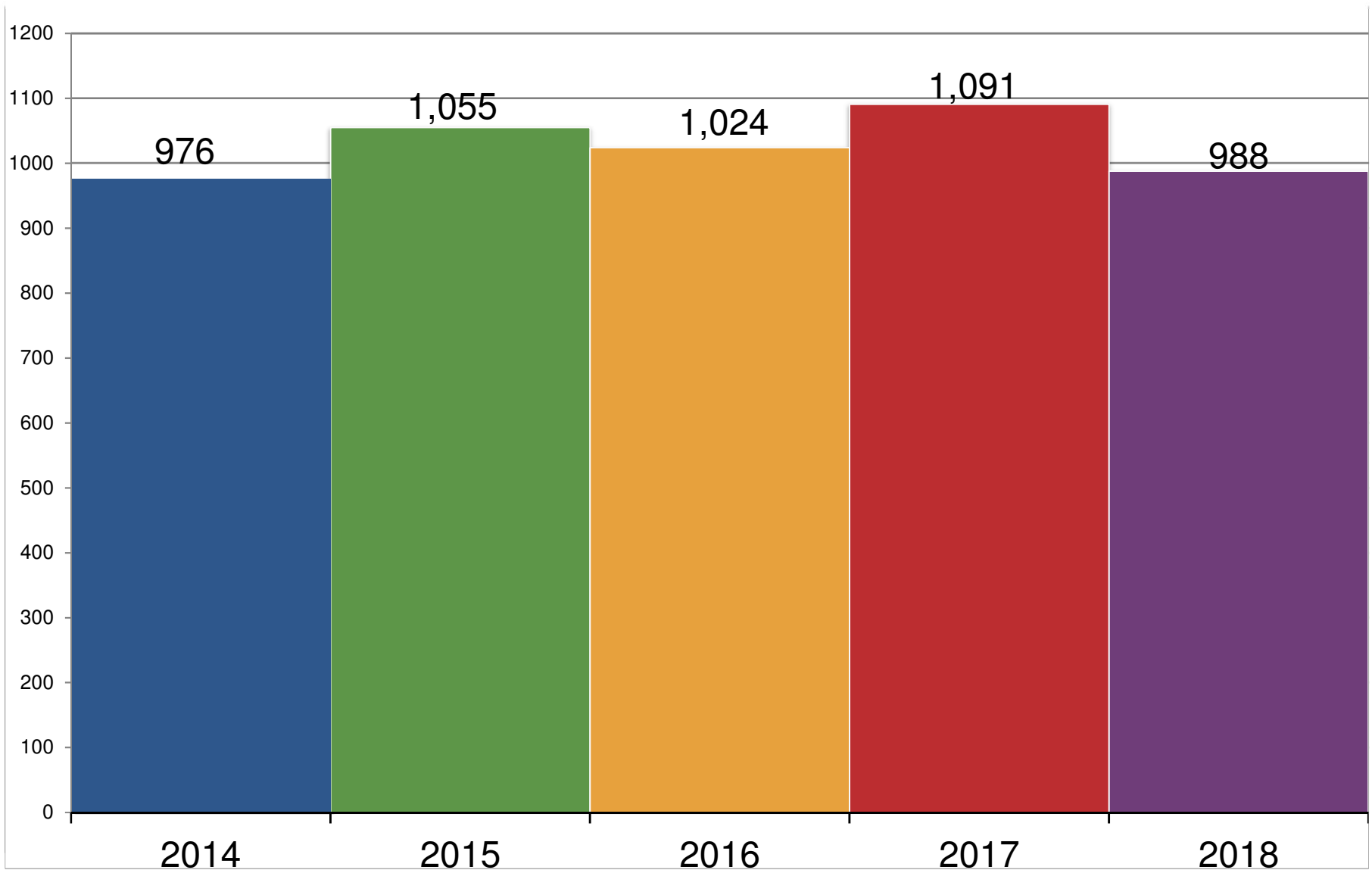
The average Continuous Market Time is **69**

HOME ESTATES / PUD

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

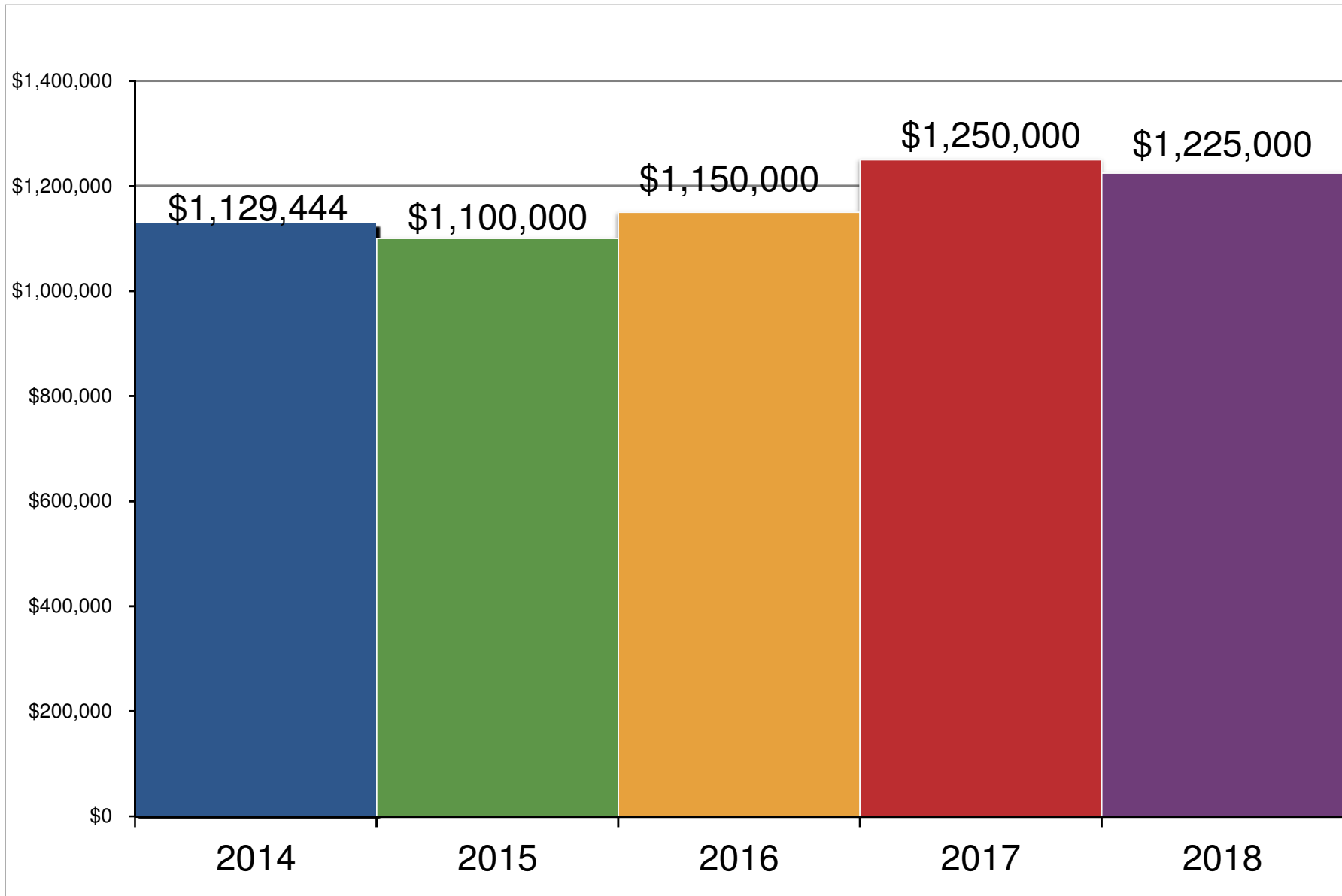
HE/PU SALES

Jan – Nov 2014-2018

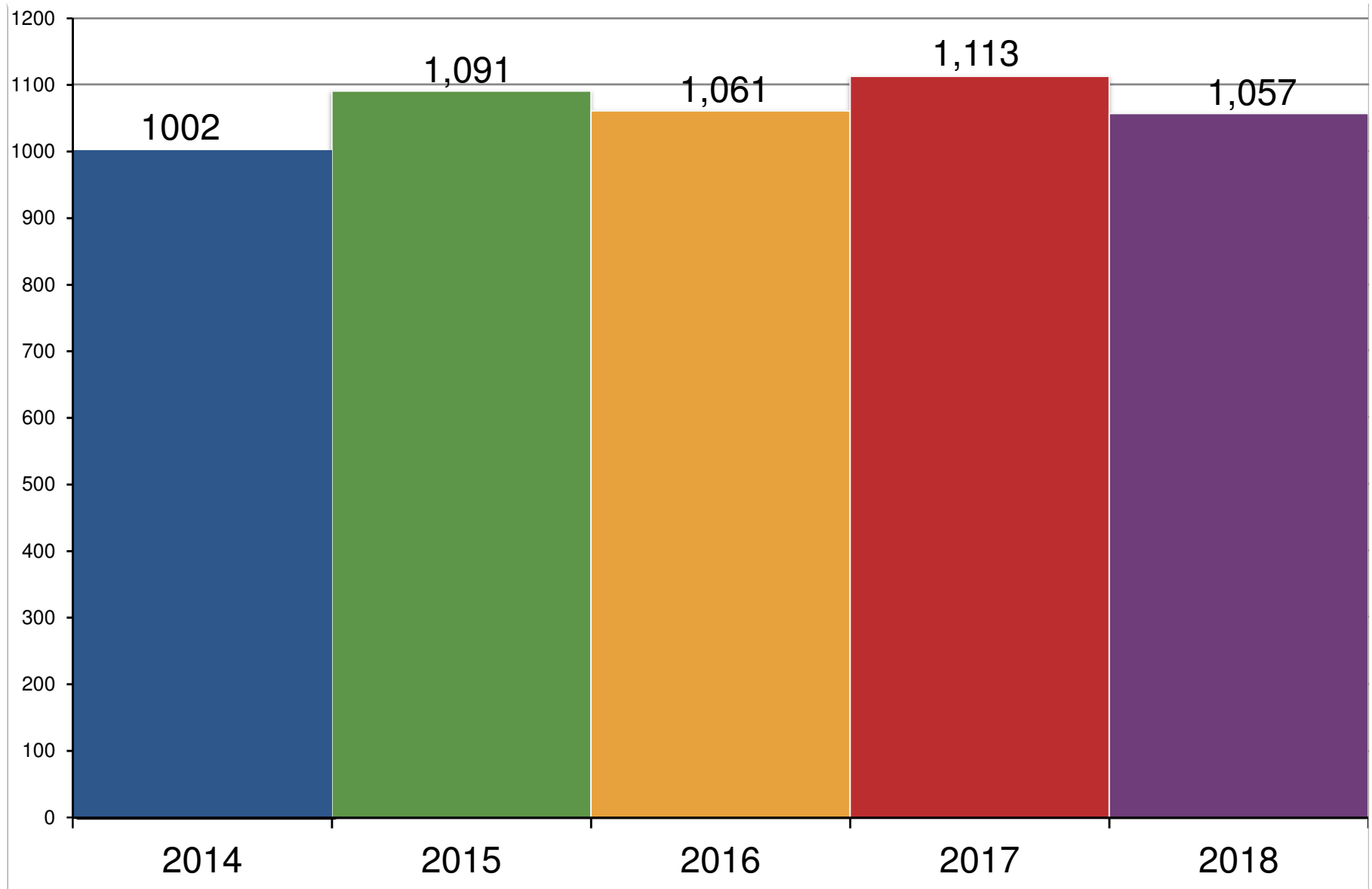


HE/PU Median Sales Price

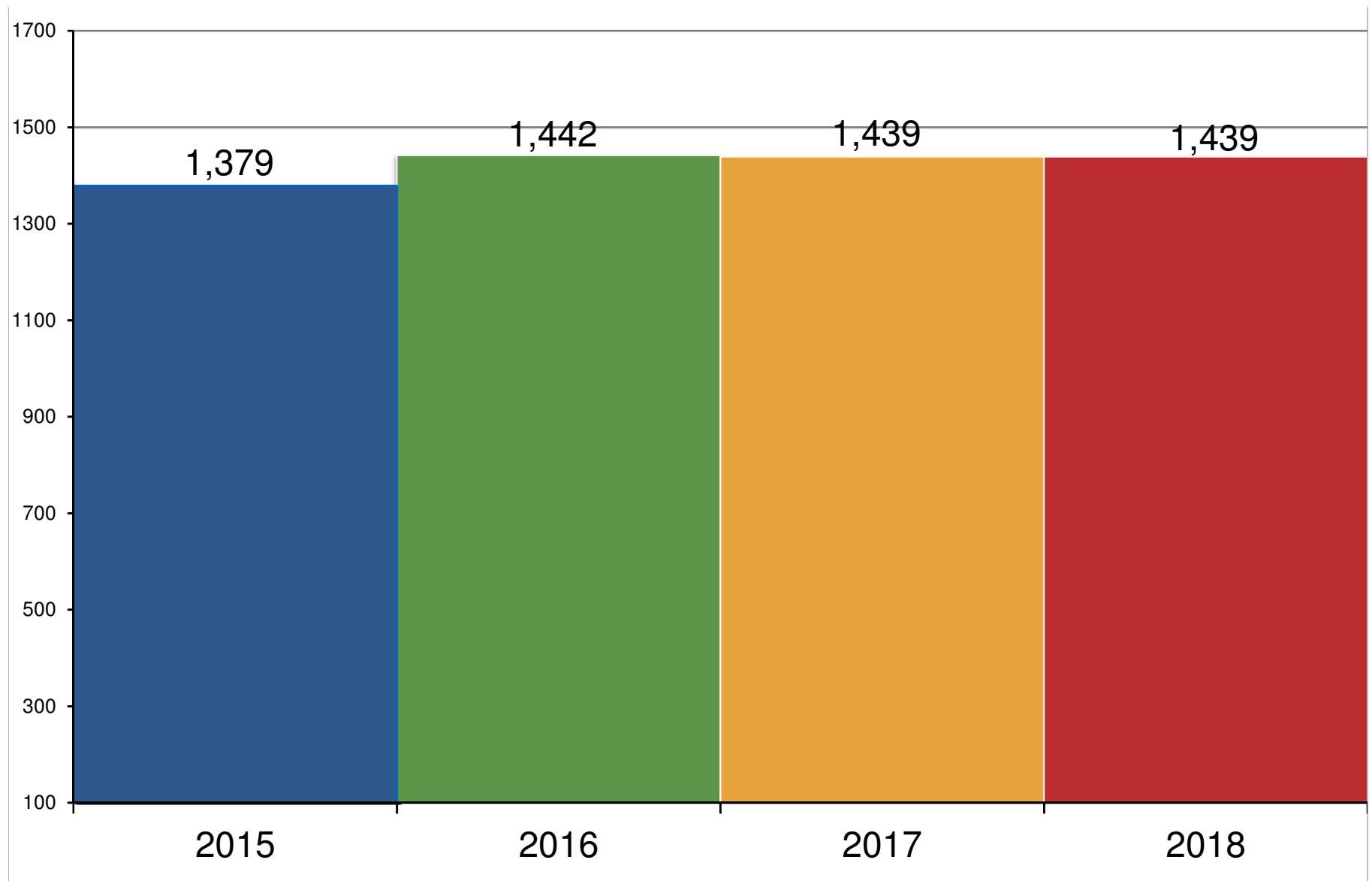
Jan – Nov 2014-2018



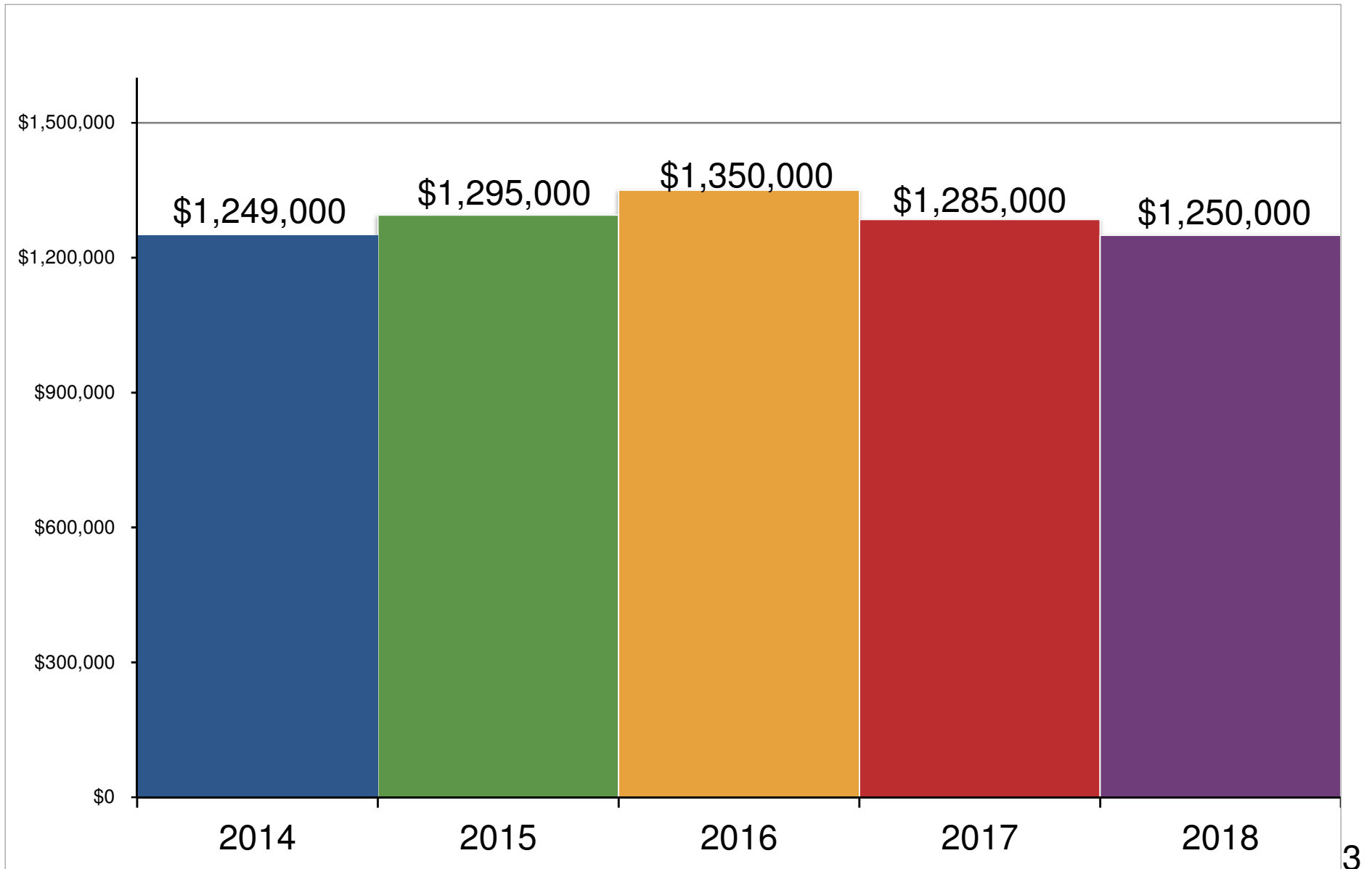
HE/PU Pending Sales Jan – Nov 2014-2018



HE/PU Active Listings Jan – Nov 2015-2018



HE/PU Median List Price Jan – Nov 2014-2018



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

ACTIVE and PENDING

Listings 2017 vs. 2018 ~ YTD

Total Active Listings

2017 ~ 1,439

2018 ~ 1,439

NO CHANGE

New Listings

2017 ~ 1,506

2018 ~ 1,644

UP  +9.2%

Median List Price

2017 ~ \$1,285,000

2018 ~ \$1,250,000

DOWN  -2.7%

Properties that went into Escrow

2017 ~ 1,113

2018 ~ 1,057

DOWN  -5%

SOLD Properties

Sold Properties 2017 vs. 2018 ~ YTD

2017 ~ 1,091

2018 ~ 988

DOWN



-9.4%

Median Sales Price

2017 ~ \$1,250,000

2018 ~ \$1,225,000

DOWN



-2%

Median Sales Prices w/o Hope Ranch/Montecito

2017 ~ \$1,085,000

2018 ~ \$1,120,000

UP



+3.2%

Average Sold Price

2017 ~ \$1,747,402

2018 ~ \$1,759,877

UP



+0.7%

Average Sold Price w/o Hope Ranch/Montecito

2017 ~ \$1,364,043

2018 ~ \$1,329,892

DOWN



-2.5%

Sold Volume

2017 ~ \$1,906,415,919

2018 ~ \$1,738,758,940

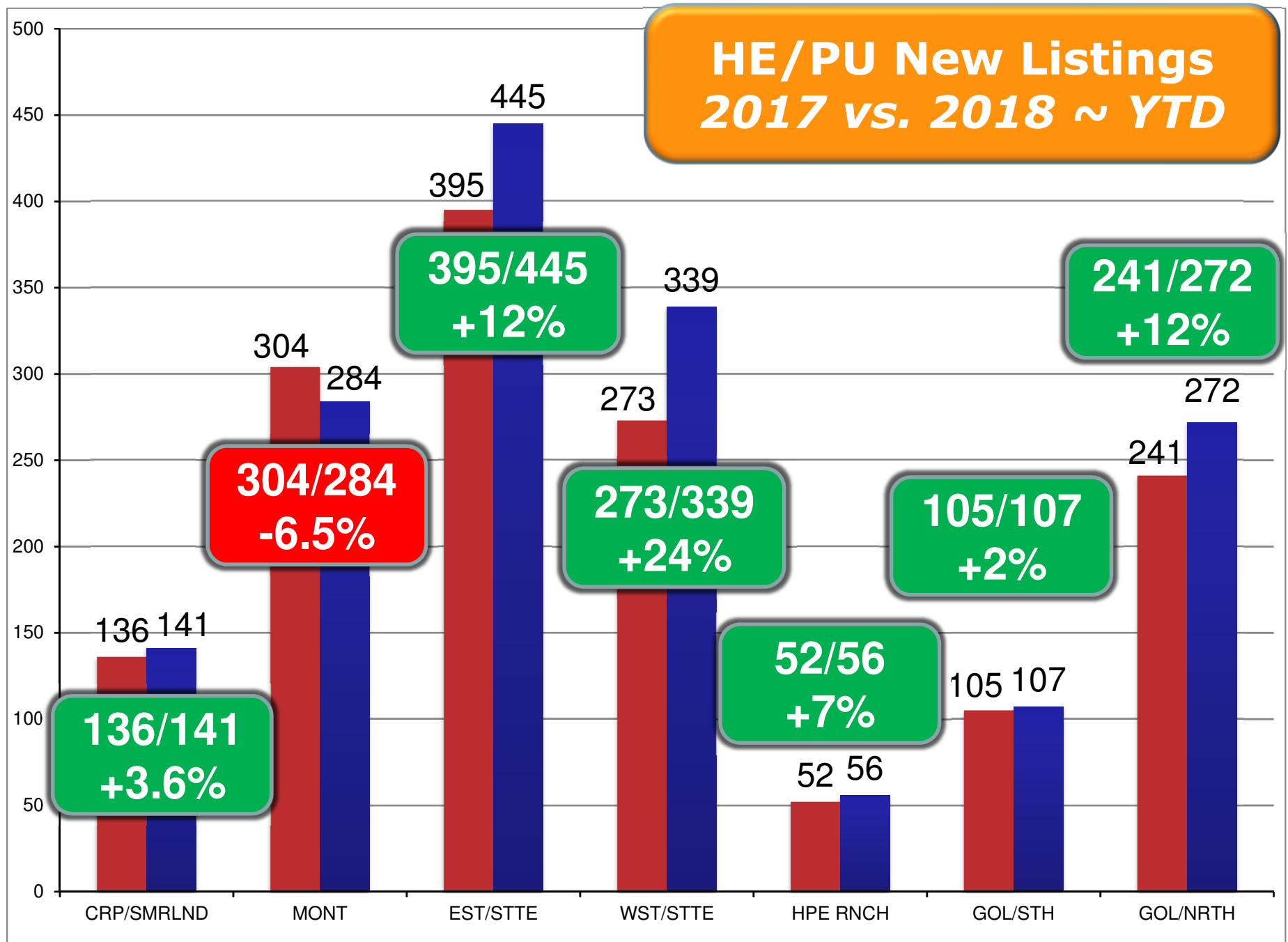
DOWN



-8.8%

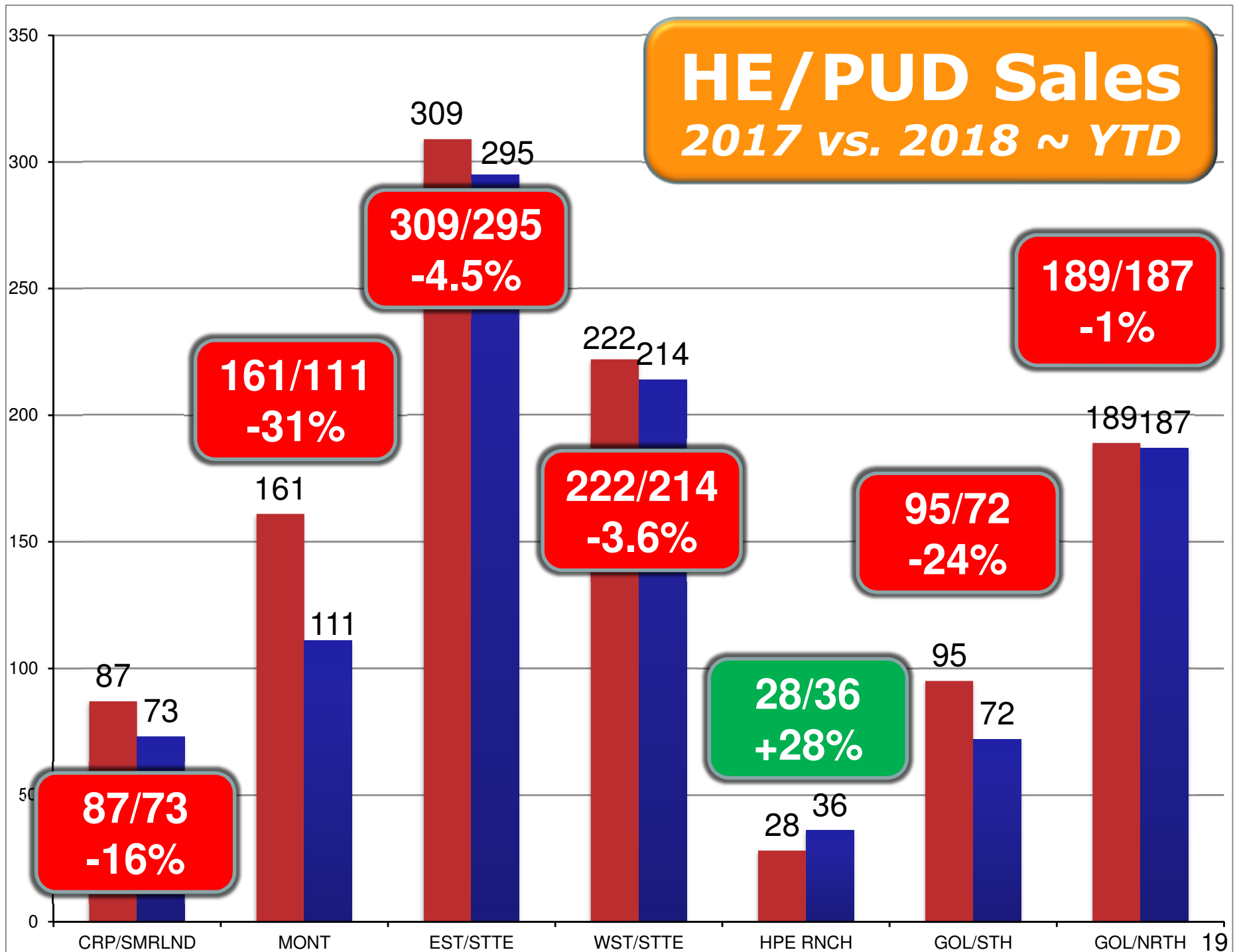
Home Estates/PUD

District Stats

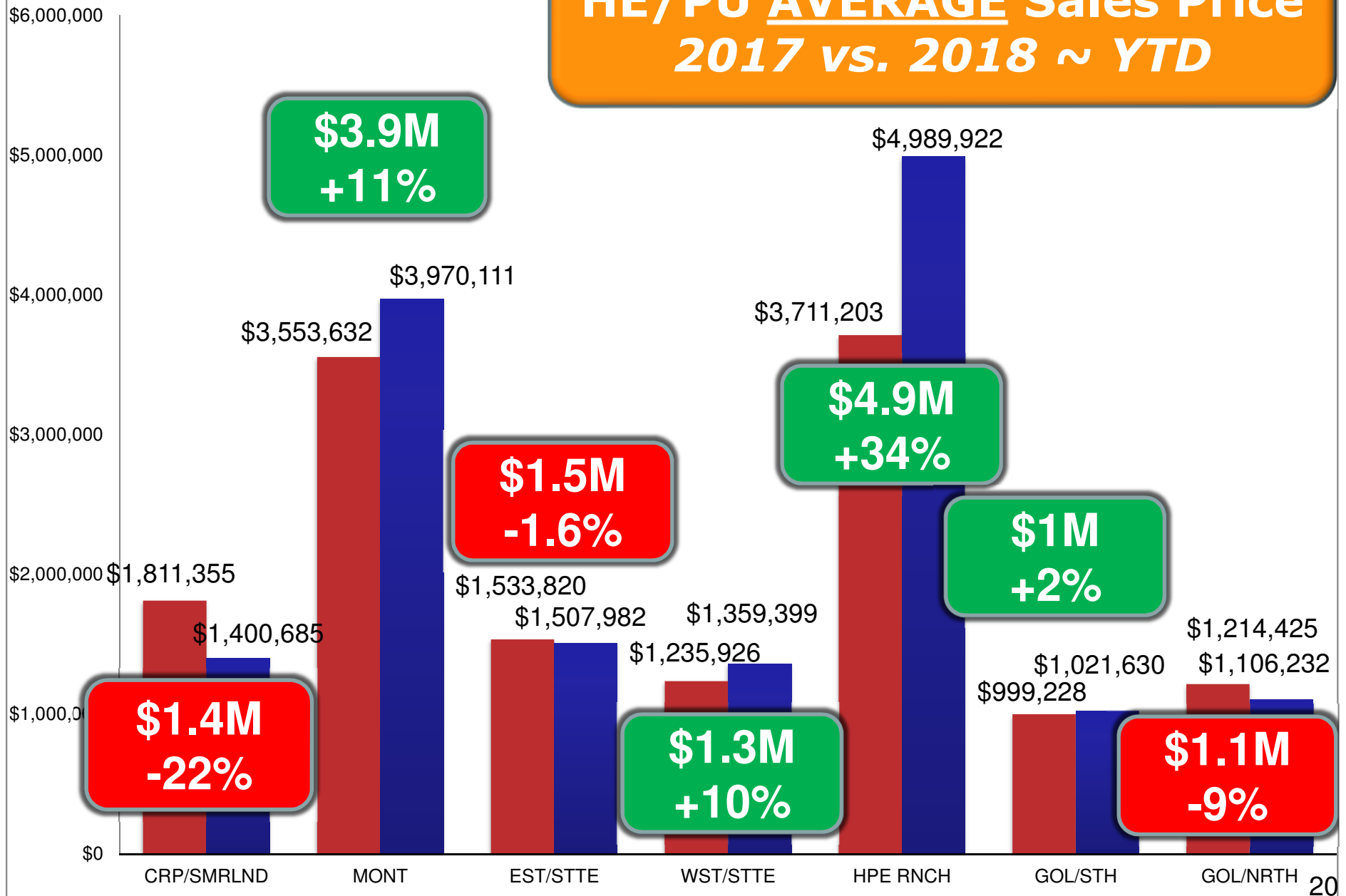


HE/PUD Sales

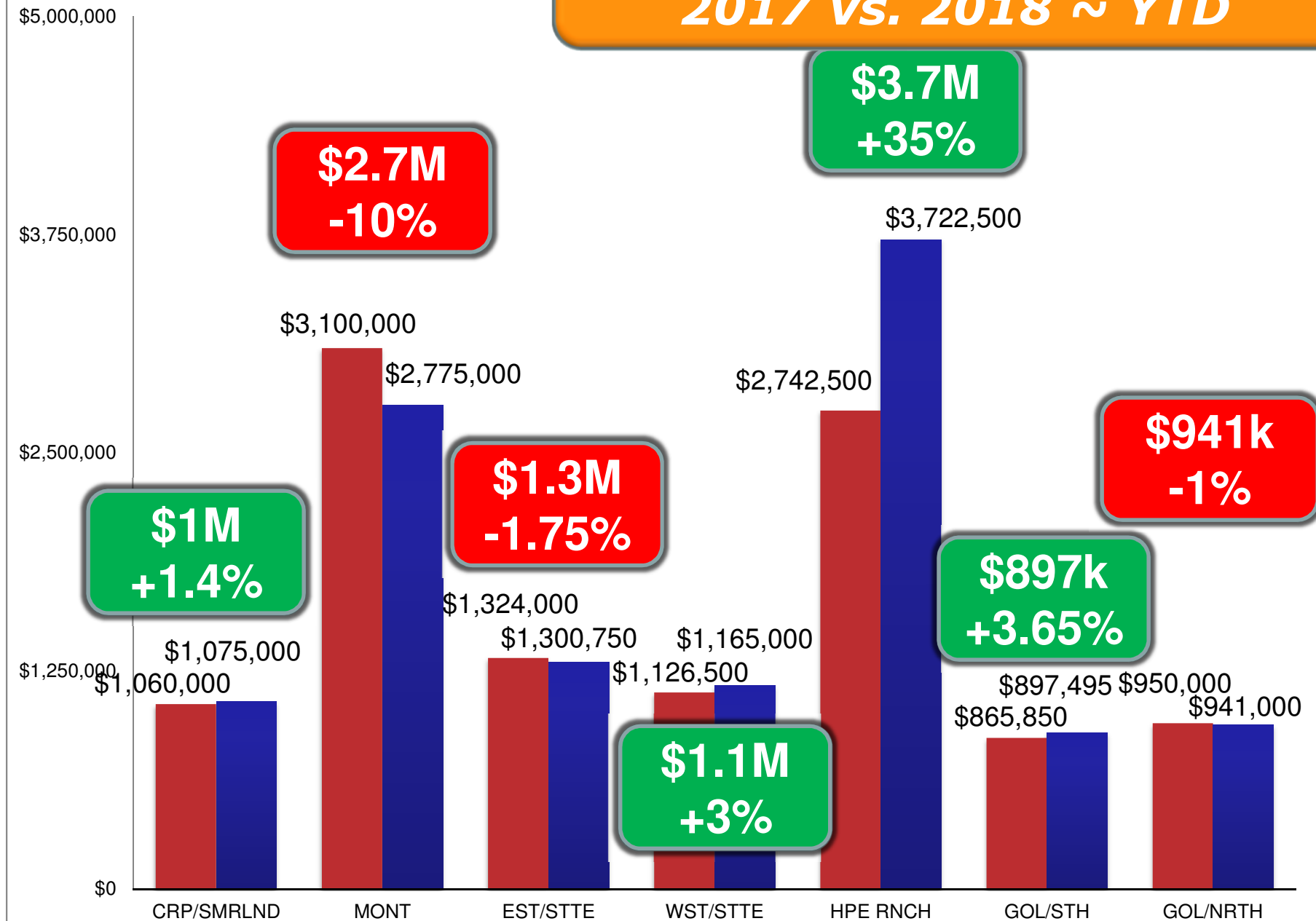
2017 vs. 2018 ~ YTD



HE/PU AVERAGE Sales Price 2017 vs. 2018 ~ YTD

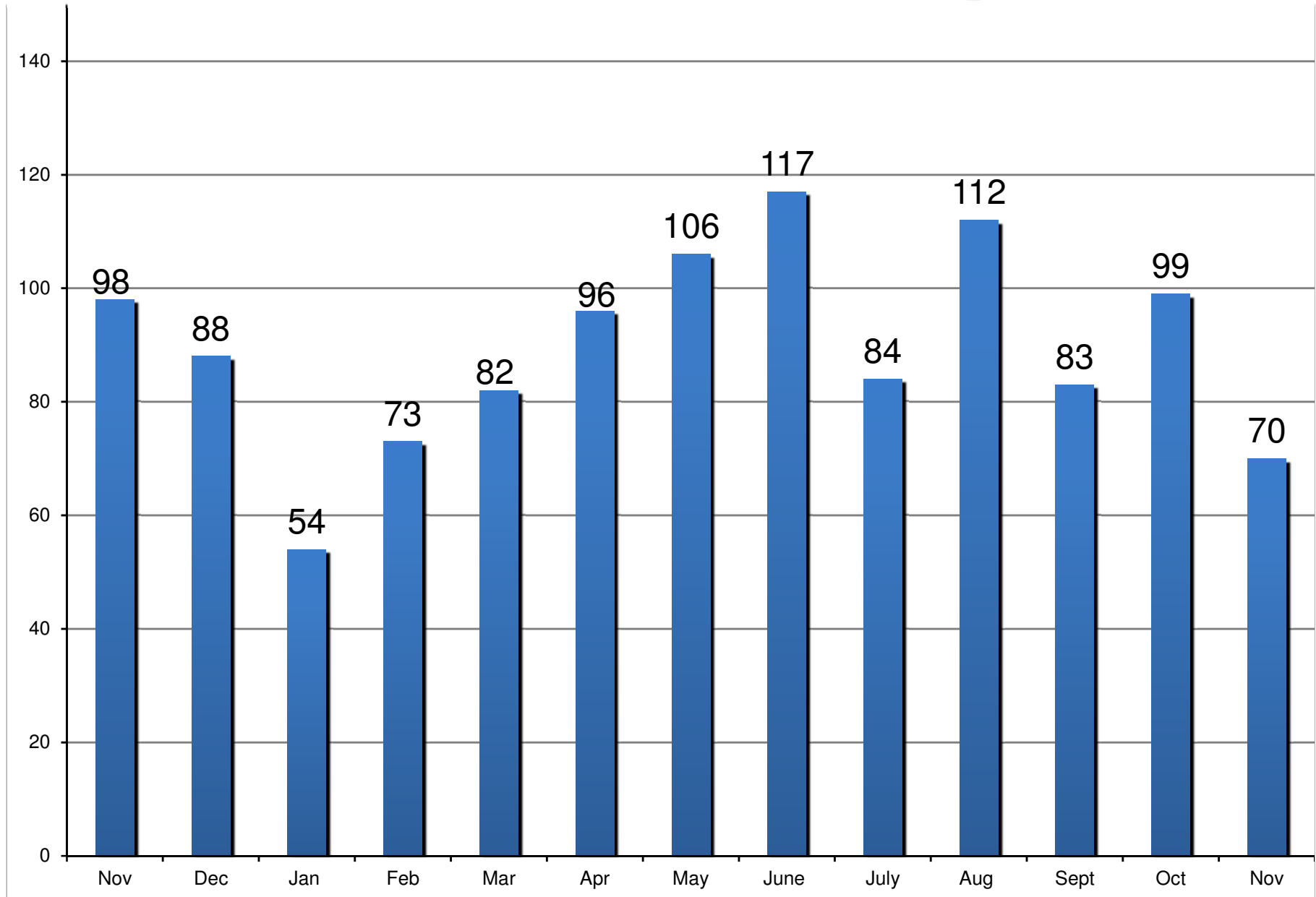


HE/PU MEDIAN Sales Price 2017 vs. 2018 ~ YTD

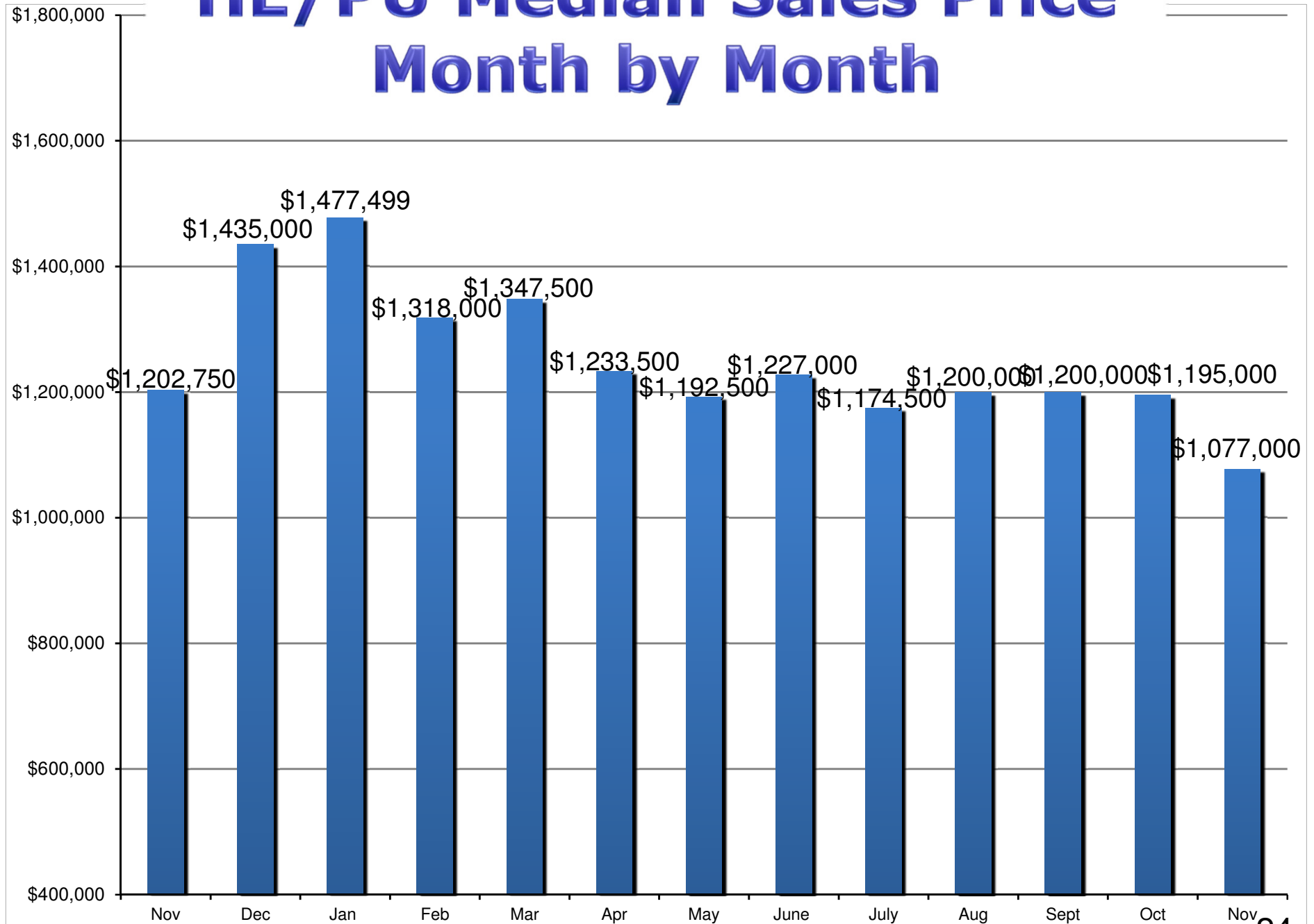


November 2017 to November 2018
Month by Month
Home Estate/PUDs
Districts 05-35

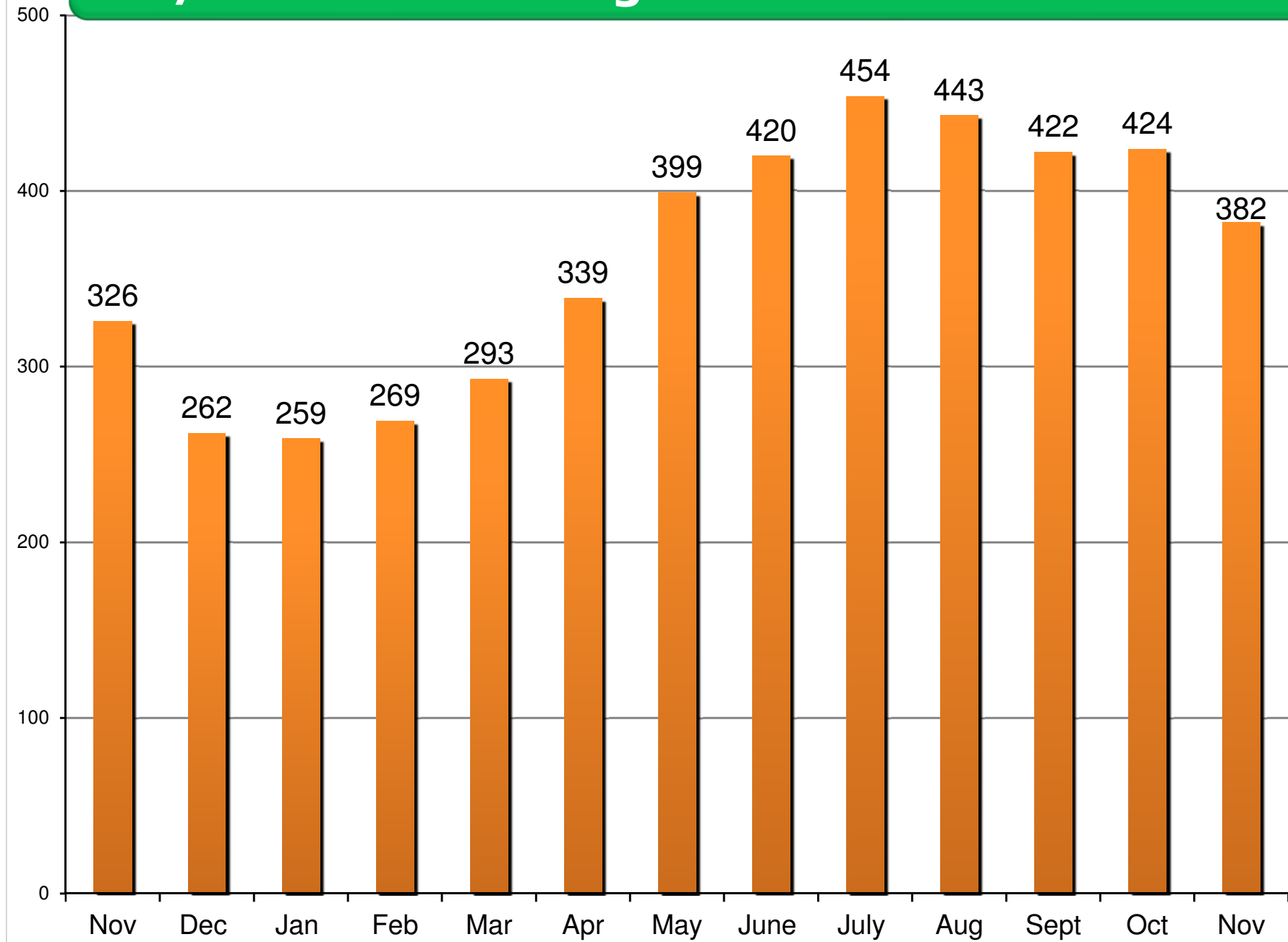
HE/PU Sales – Month by Month



HE/PU Median Sales Price Month by Month

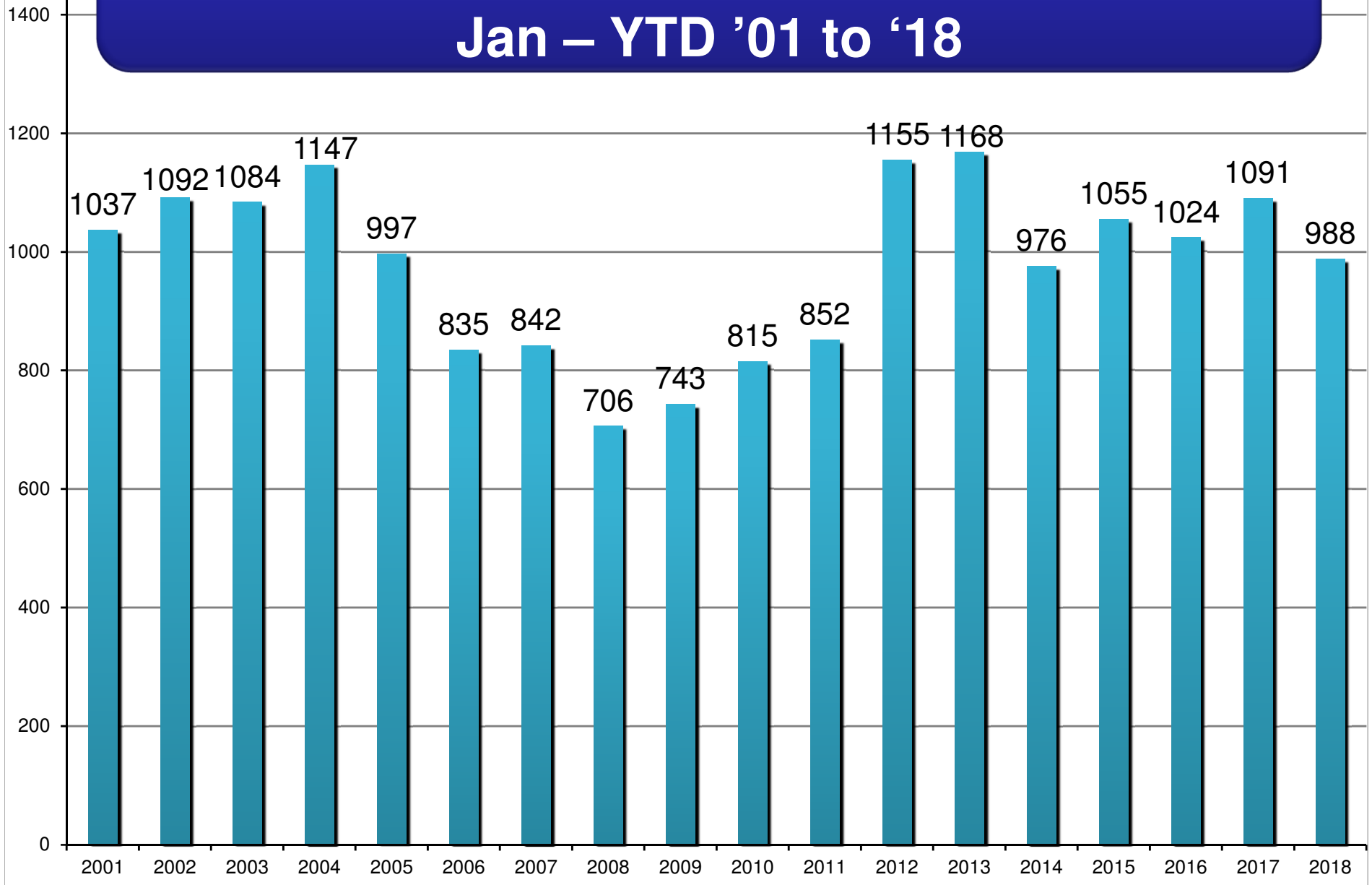


HE/PU Active Listings for the Last 12 Months

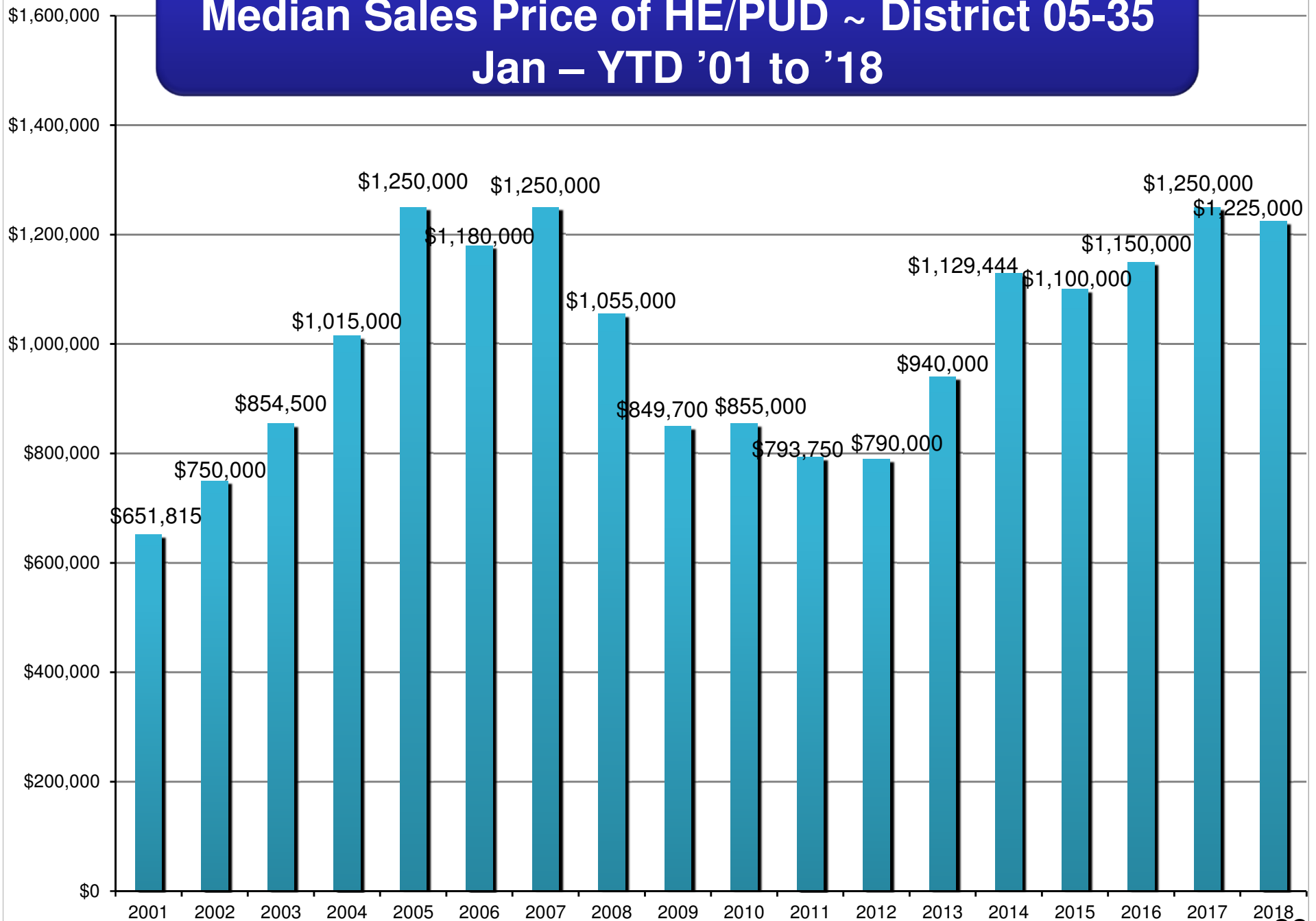


Perspective for Home Estates 2001-2018

Number of HE/PU Sales ~ District 05-35 Jan – YTD '01 to '18



Median Sales Price of HE/PUD ~ District 05-35 Jan – YTD '01 to '18



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/L P	SP/OL P
Sold	23	\$21,879,999	\$699,000	\$951,304	40	53	\$21,387,001	\$680,000	\$929,869	97.75	96.48
List/Sold	2	\$1,055,000	\$527,500	\$527,500	23	23	\$1,055,000	\$527,500	\$527,500	100.0 0	100.00
Co-Broker	21	\$20,824,999	\$729,000	\$991,666	41	56	\$20,332,001	\$727,500	\$968,190	97.63	96.30
New	33	\$34,771,673	\$675,000	\$1,053,687	16	59					
Pending	30	\$21,746,305	\$597,000	\$724,876	42	113					
Withdrawn	5	\$3,261,000	\$607,000	\$652,200	100	100					
Cancelled	3	\$3,063,990	\$749,990	\$1,021,330	95	95					
Expired	9	\$8,238,685	\$789,000	\$915,409	156	163					
Back On Market	6	\$3,779,585	\$634,450	\$629,930	80	84					
Extended	12	\$10,007,420	\$882,950	\$833,951	138	184					
Active In Range	170	\$187,325,322	\$849,000	\$1,101,913	85	112					
Current Active	125	\$152,941,327	\$930,000	\$1,223,530	108	146					

Previous Year Comparison

Condos

NOVEMBER 2018

	<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	23	\$21,879,999	\$699,000	\$951,304	40	53	\$21,387,001	\$680,000	\$929,869	97.75	96.48
Pending	30	\$21,746,305	\$597,000	\$724,876	42	113					

November 2017

	<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	30	\$25,134,300	\$682,450	\$837,810	46	83	\$24,552,750	\$676,750	\$818,425	97.69	95.40
Pending	29	\$21,817,900	\$629,000	\$752,341	32	62					

Sold Listings

List Price Range	Number of Listings	Average Days To Sold	CDOM
\$400,000-\$449,999	2	17	17
\$450,000-\$499,999	1	6	6
\$500,000-\$549,999	1	72	72
\$550,000-\$599,999	4	27	42
\$600,000-\$649,999	1	40	40
\$650,000-\$699,999	3	86	86
\$700,000-\$749,999	1	9	9
\$750,000-\$799,999	1	74	322
\$850,000-\$899,999	2	77	77
\$900,000-\$949,999	2	46	46
\$1,000,000-\$1,099,999	1	12	12
\$1,300,000-\$1,399,999	1	5	5
\$2,750,000-\$2,999,999	2	29	29

Sold Listings

The average price for the **23** properties is **\$929,869**

The highest price is **\$2,950,000**

125 Via Alicia

The median price is **\$680,000**

The lowest price is **\$435,000**

309 Moreton Bay Ln. #1

The average Market Time is **40**

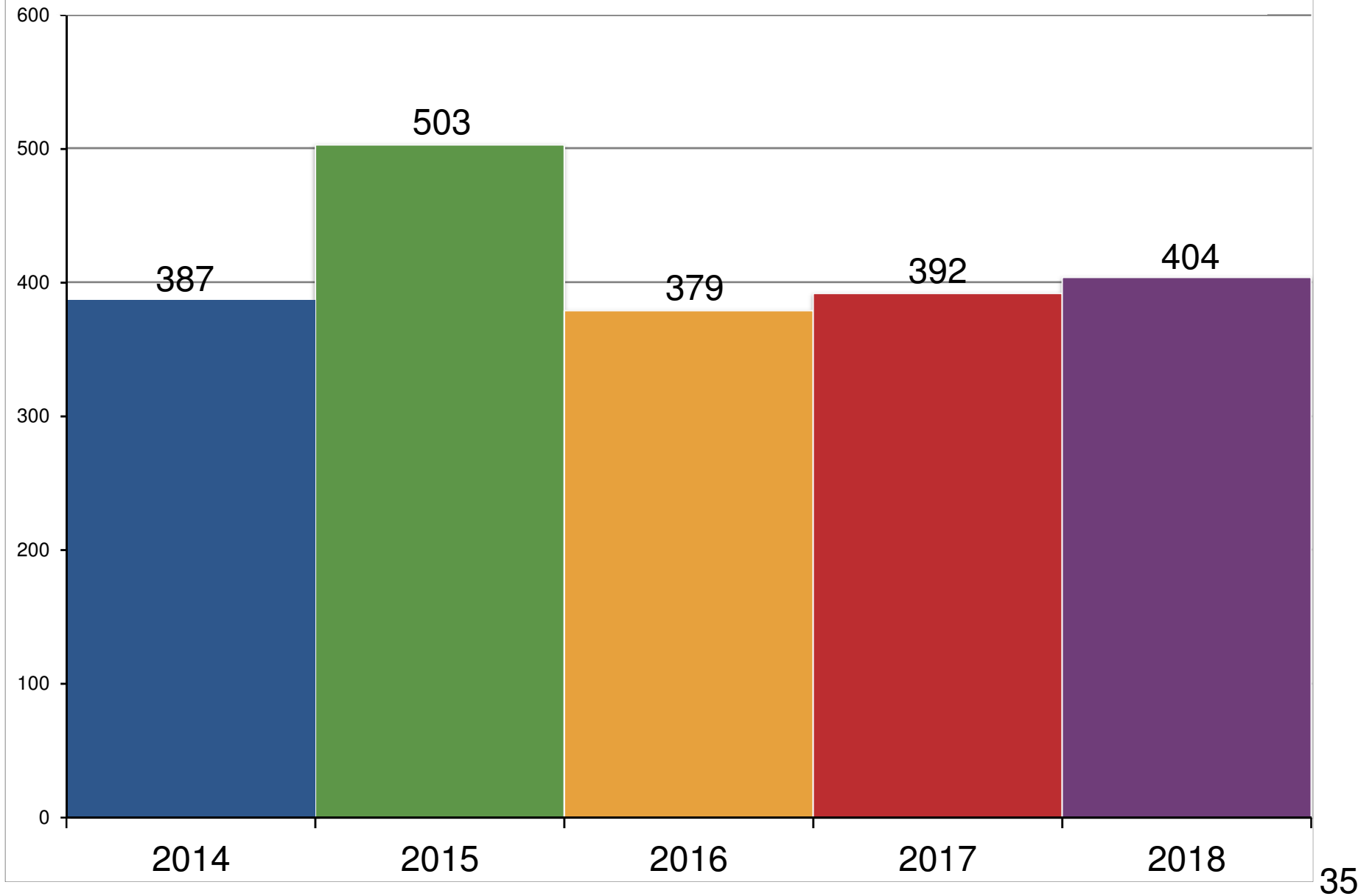
The average Continuous Market Time is **53**

CONDO STATISTICS

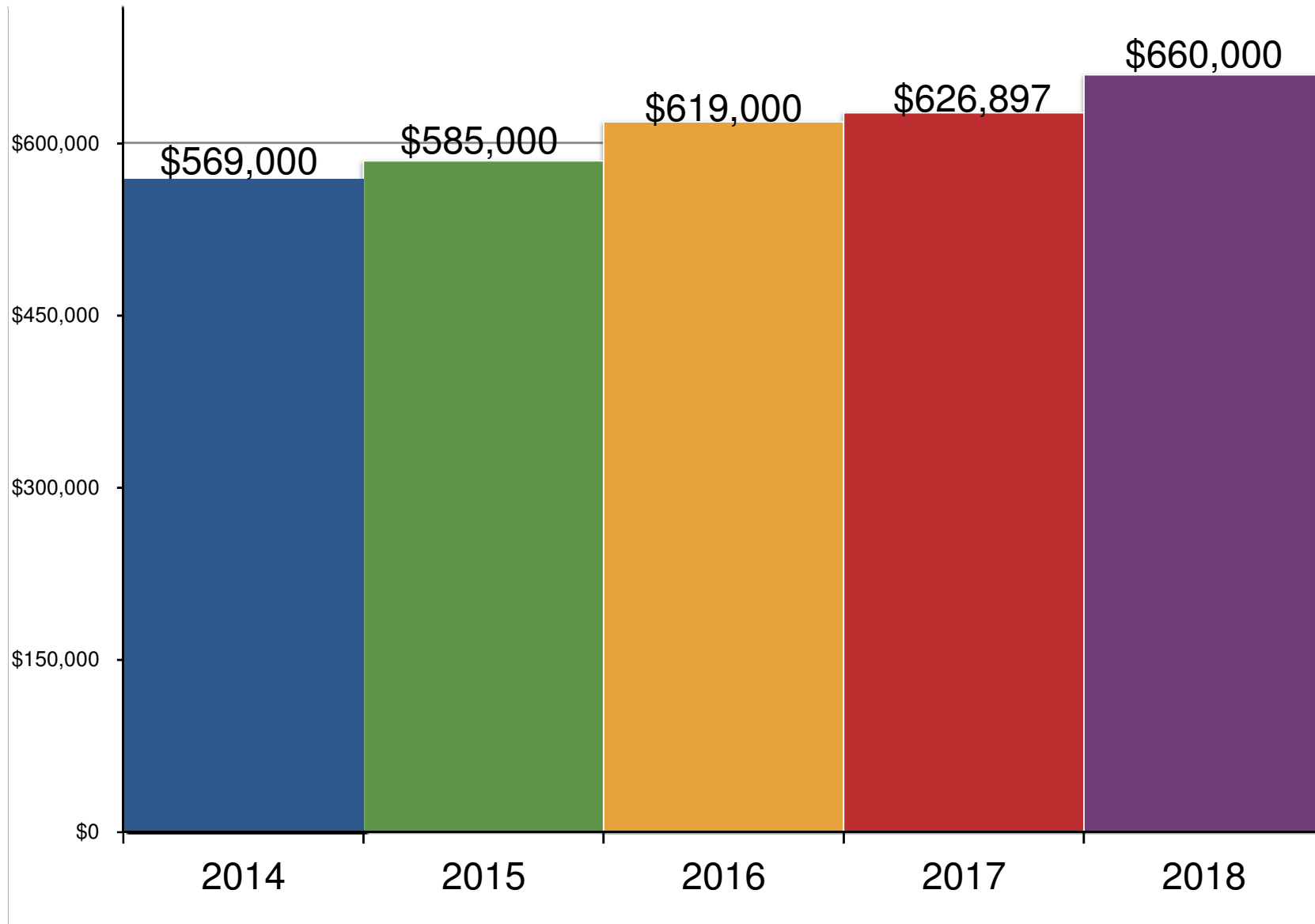
- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

Condo Sales

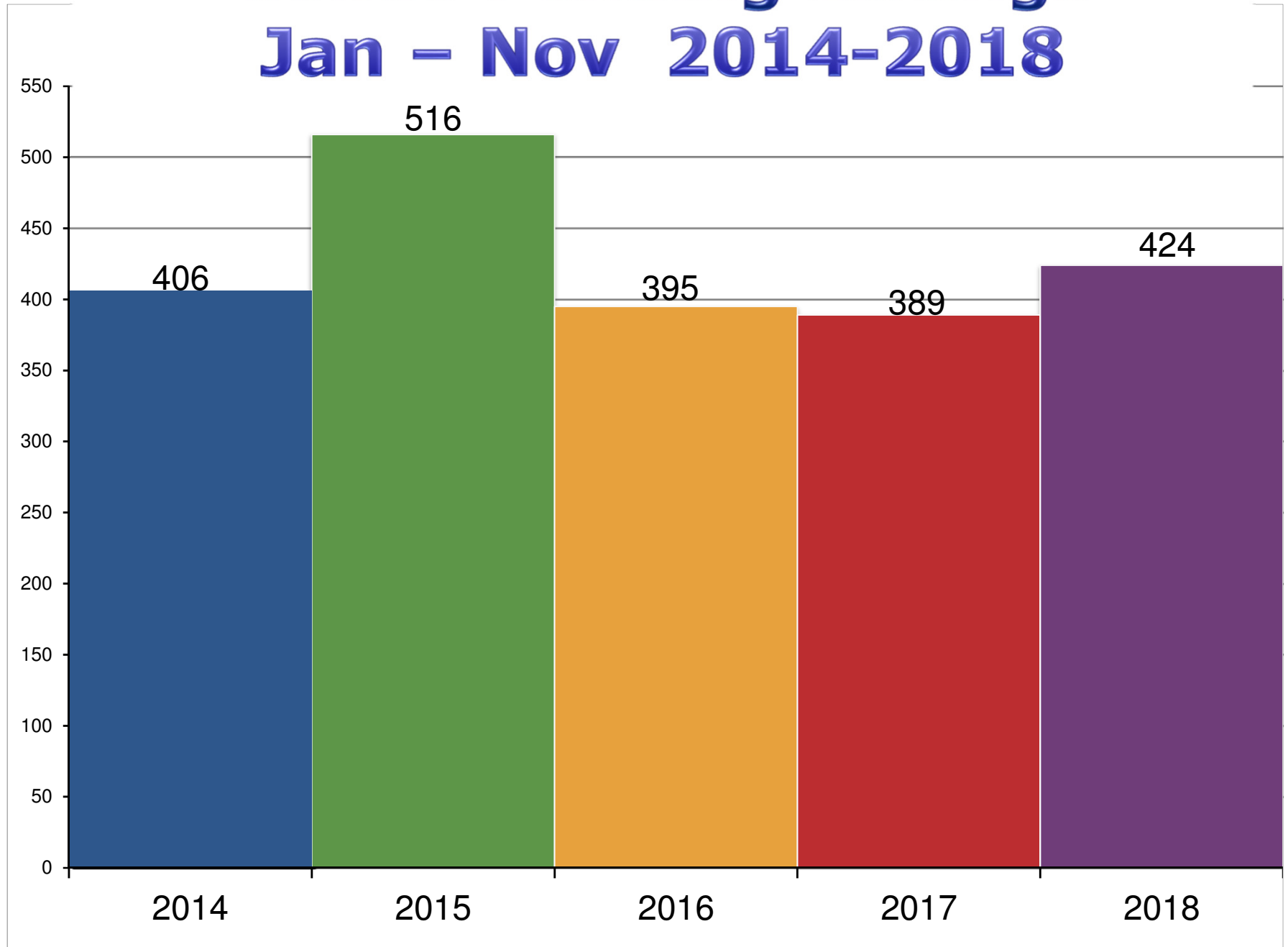
Jan – Nov 2014-2018



Condo Median Sales Price Jan – Nov 2014-2018

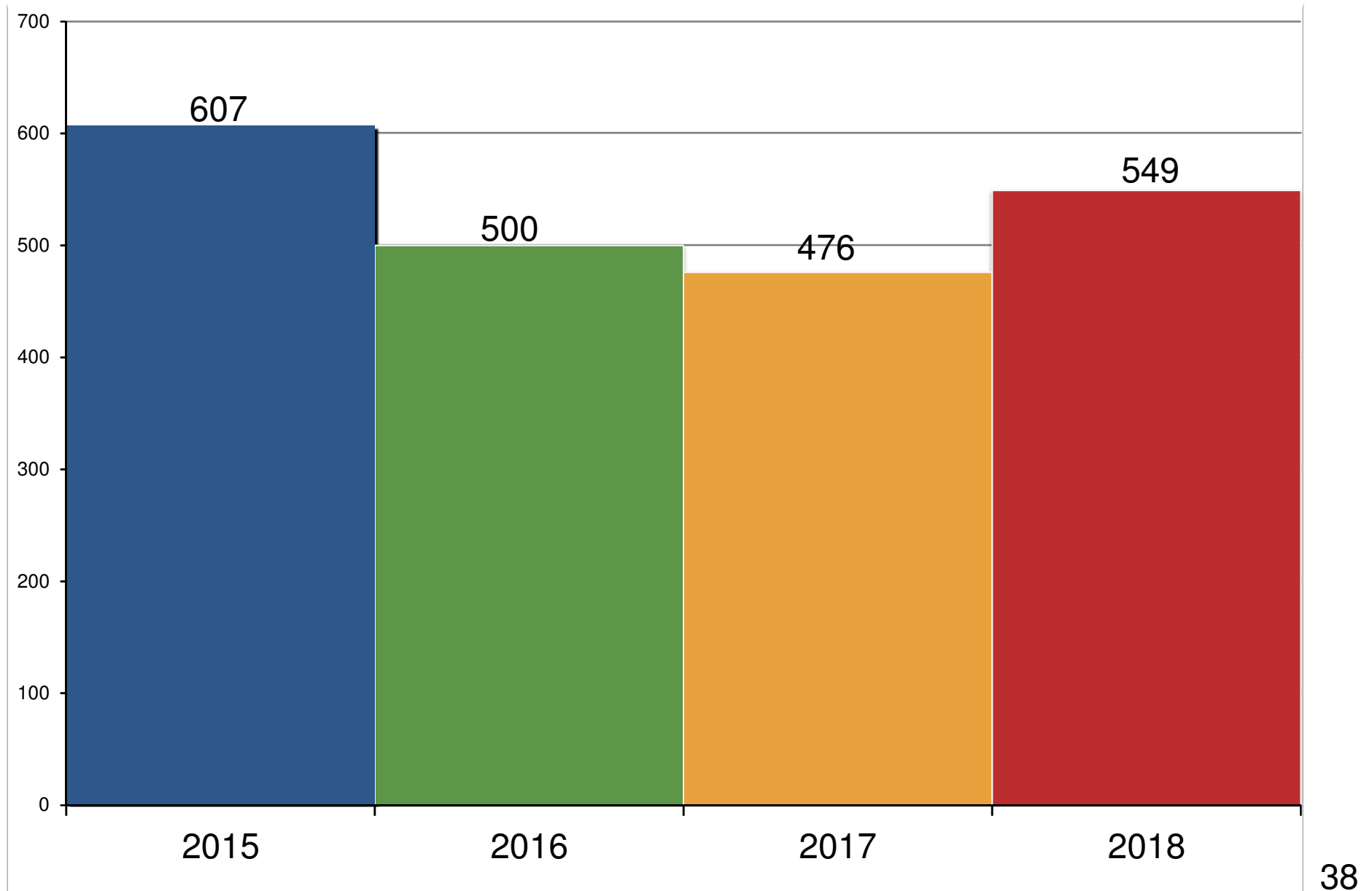


Condo Pending Listings Jan – Nov 2014-2018

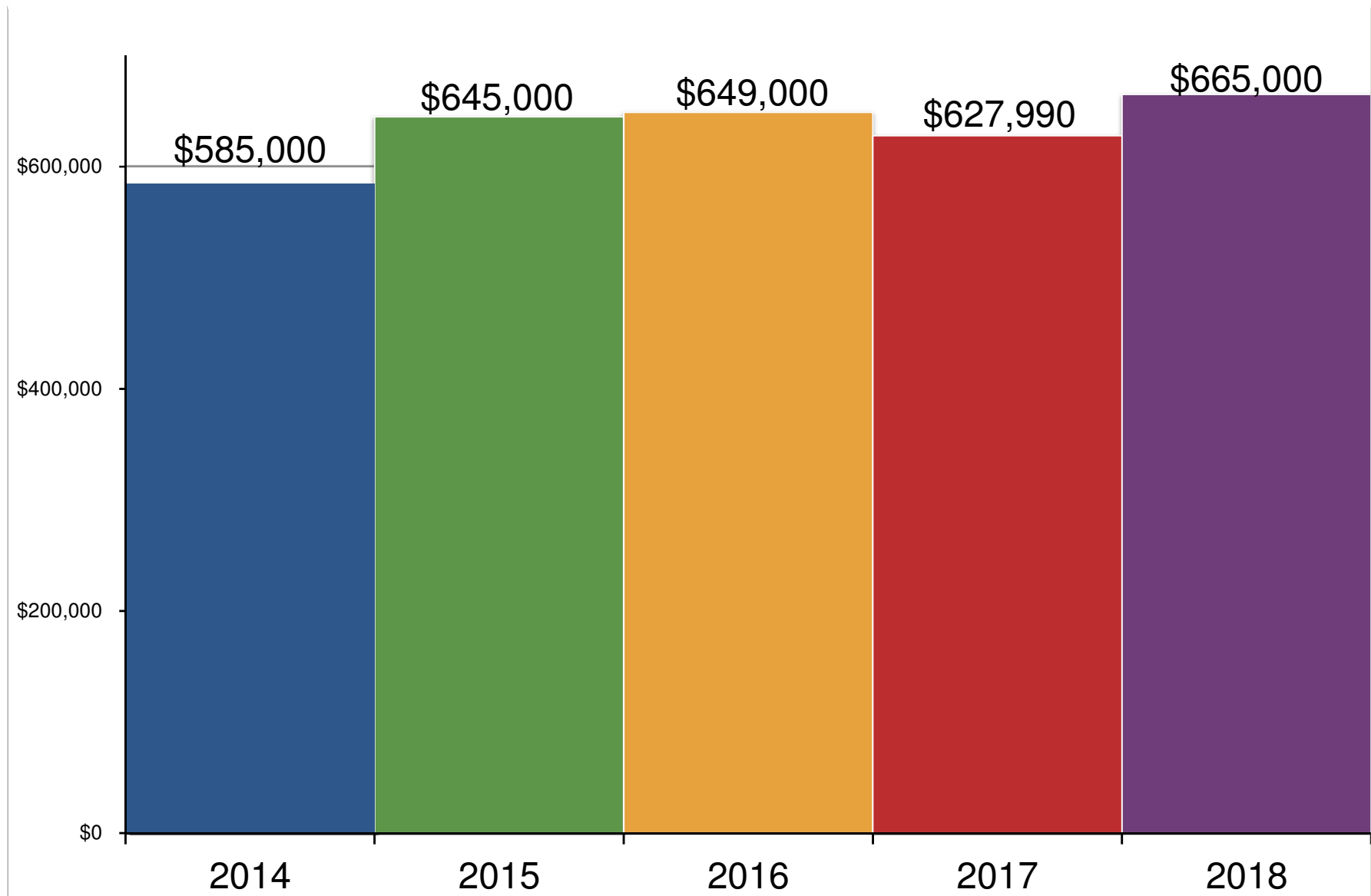


Condo Active Listings

Jan – Nov 2015-2018



Condo Median List Price Jan – Nov 2014-2018



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

ACTIVE and PENDING

Listings 2017 vs. 2018 ~ YTD

Total Active Listings

2017 ~ 476


2018 ~ 549

UP  +15.3%

New Listings

2017 ~ 500

2018 ~ 602

UP  +20.4%

Median List Price

2017 ~ \$627,990

2018 ~ \$665,000

UP  +5.9%

Properties that went into Escrow

2017 ~ 389

2018 ~ 424

UP  +9%


SOLD Properties

2017 vs. 2018 ~ YTD

Sold Properties

2017 ~ 392


2018 ~ 404

UP  +3.1%

Median Sold Price

2017 ~ \$626,897

2018 ~ \$660,000

UP  +5.3%

Median Sold Price w/o Montecito

2017 ~ \$615,000

2018 ~ \$645,000

UP  +4.9%

Average Sold Price

2017 ~ \$733,413

2018 ~ \$787,370

UP  +7.4%

Average Sold Price w/o Montecito

2017 ~ \$691,034

2018 ~ \$752,232

UP  +8.9%

Sold Volume

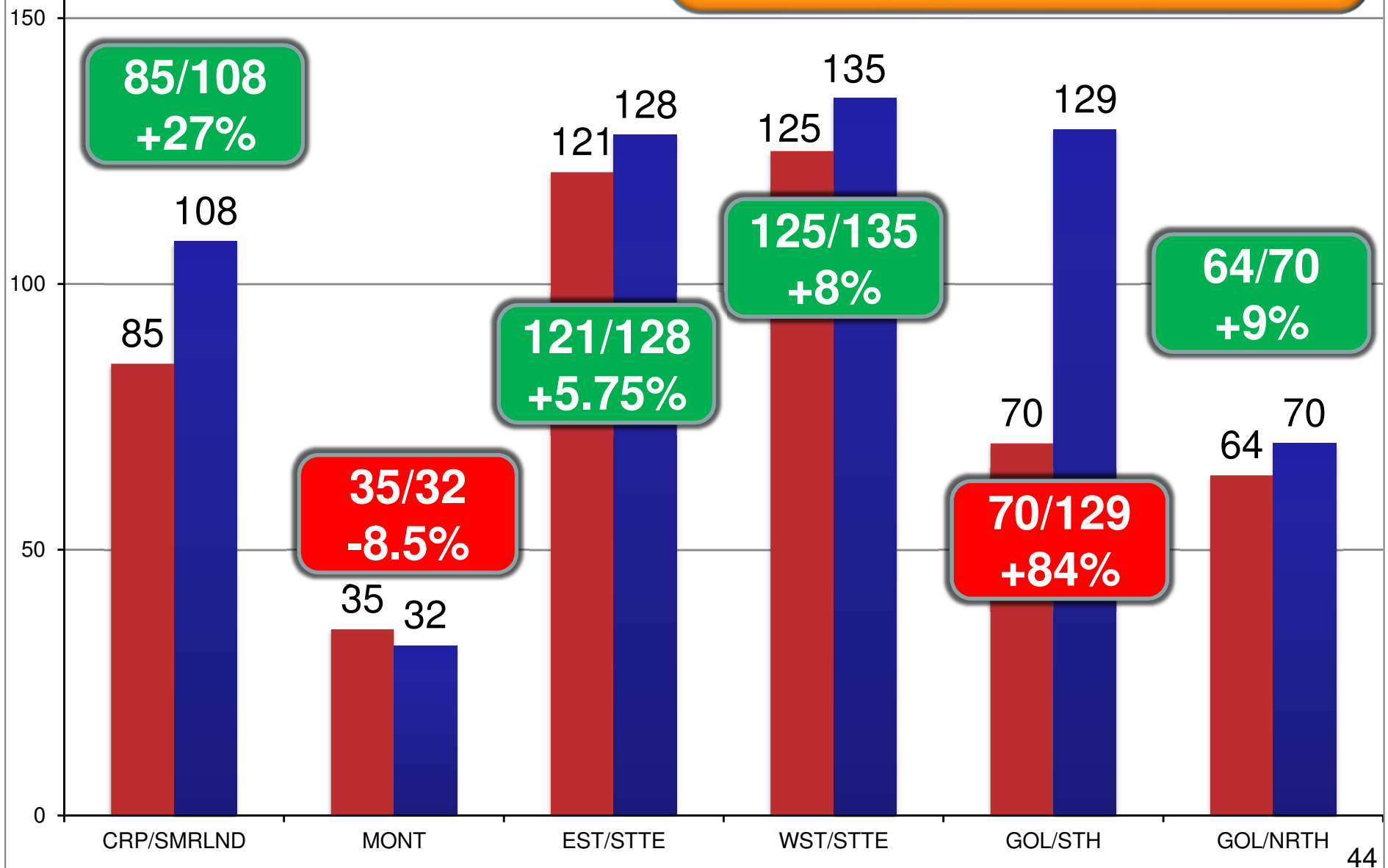
2017 ~ \$287,498,155

2018 ~ \$291,866,337

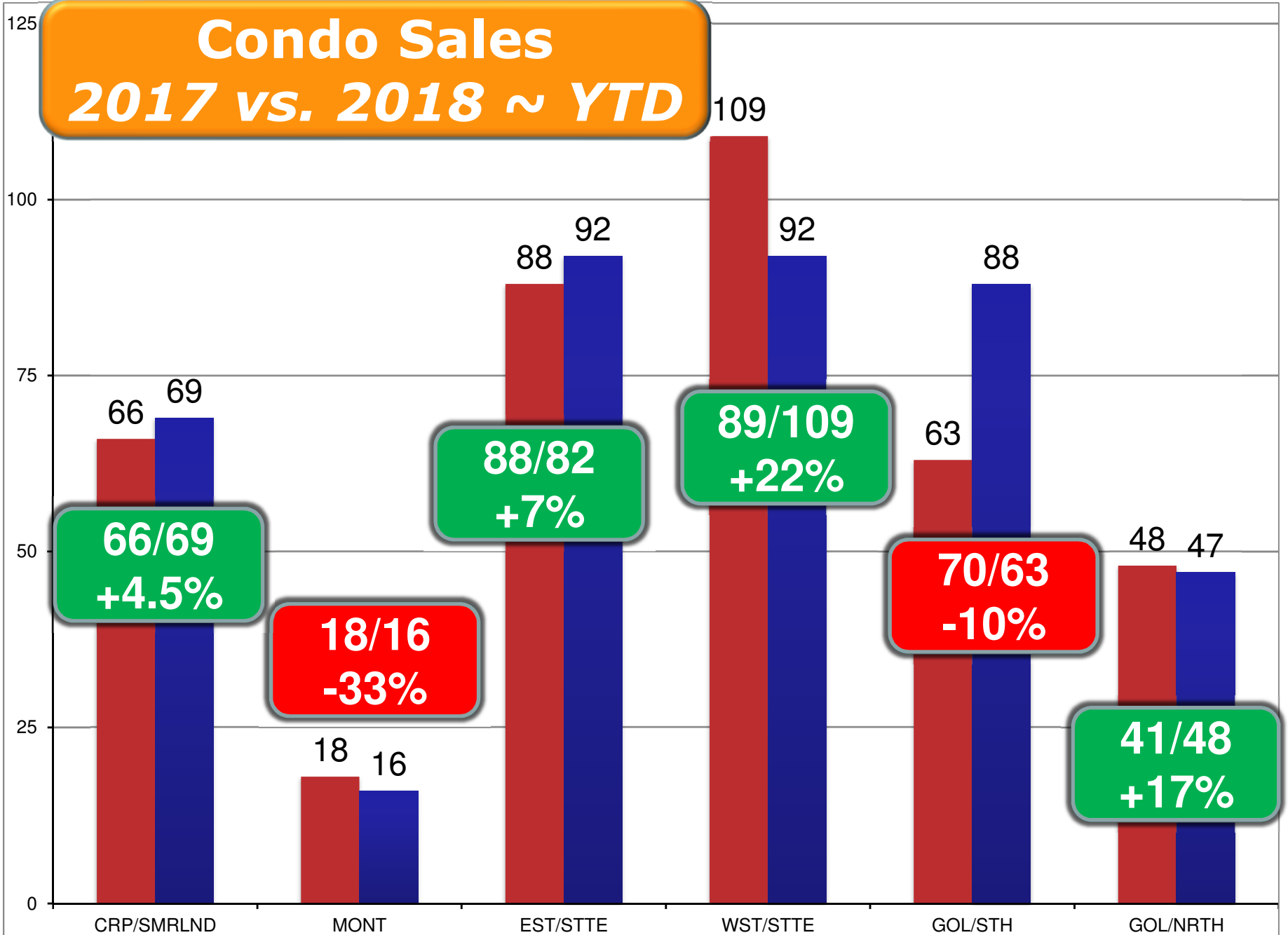
UP  +1.5%

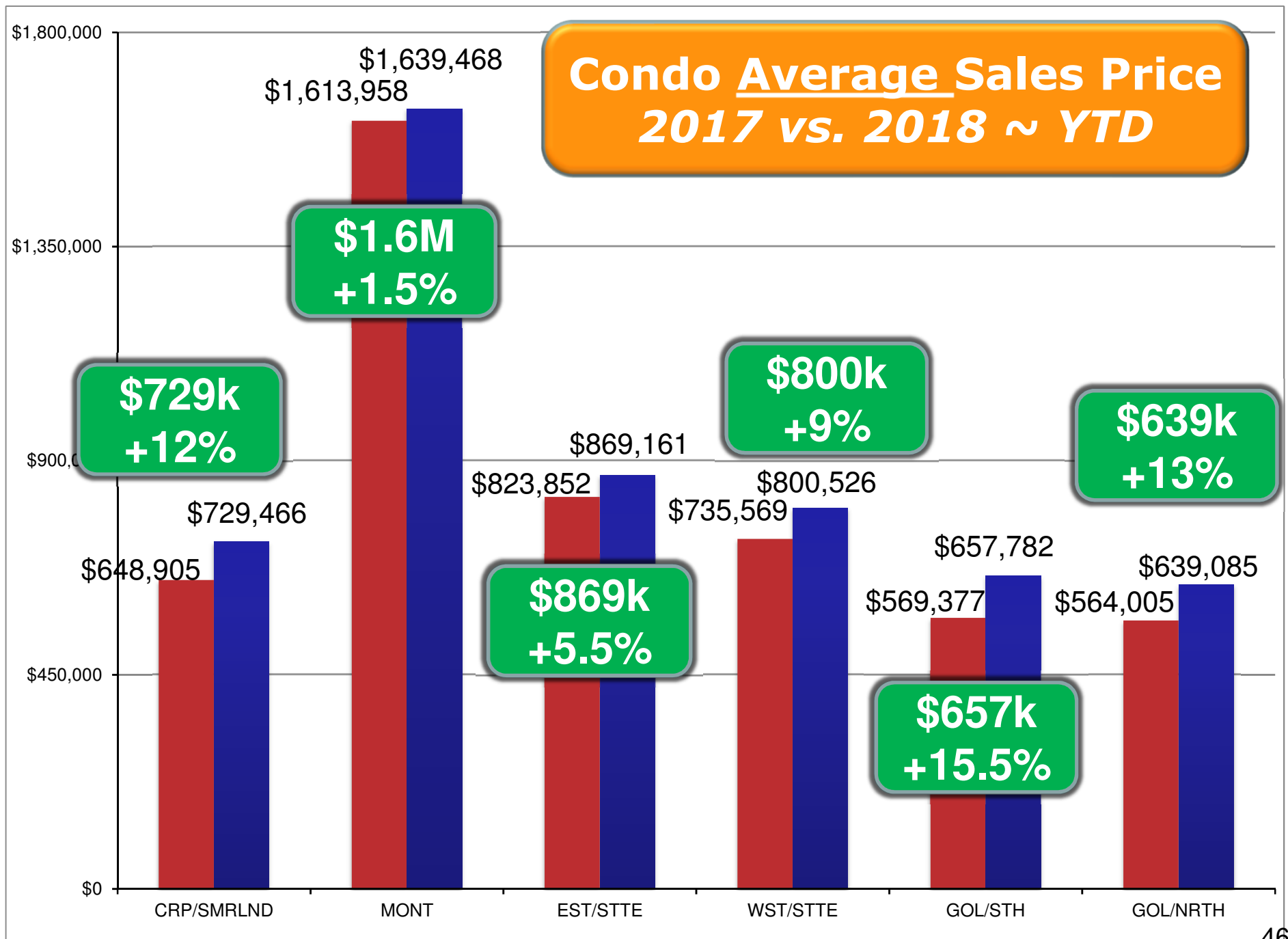
Condo District Stats

NEW Condo Listings 2017 vs. 2018 ~ YTD

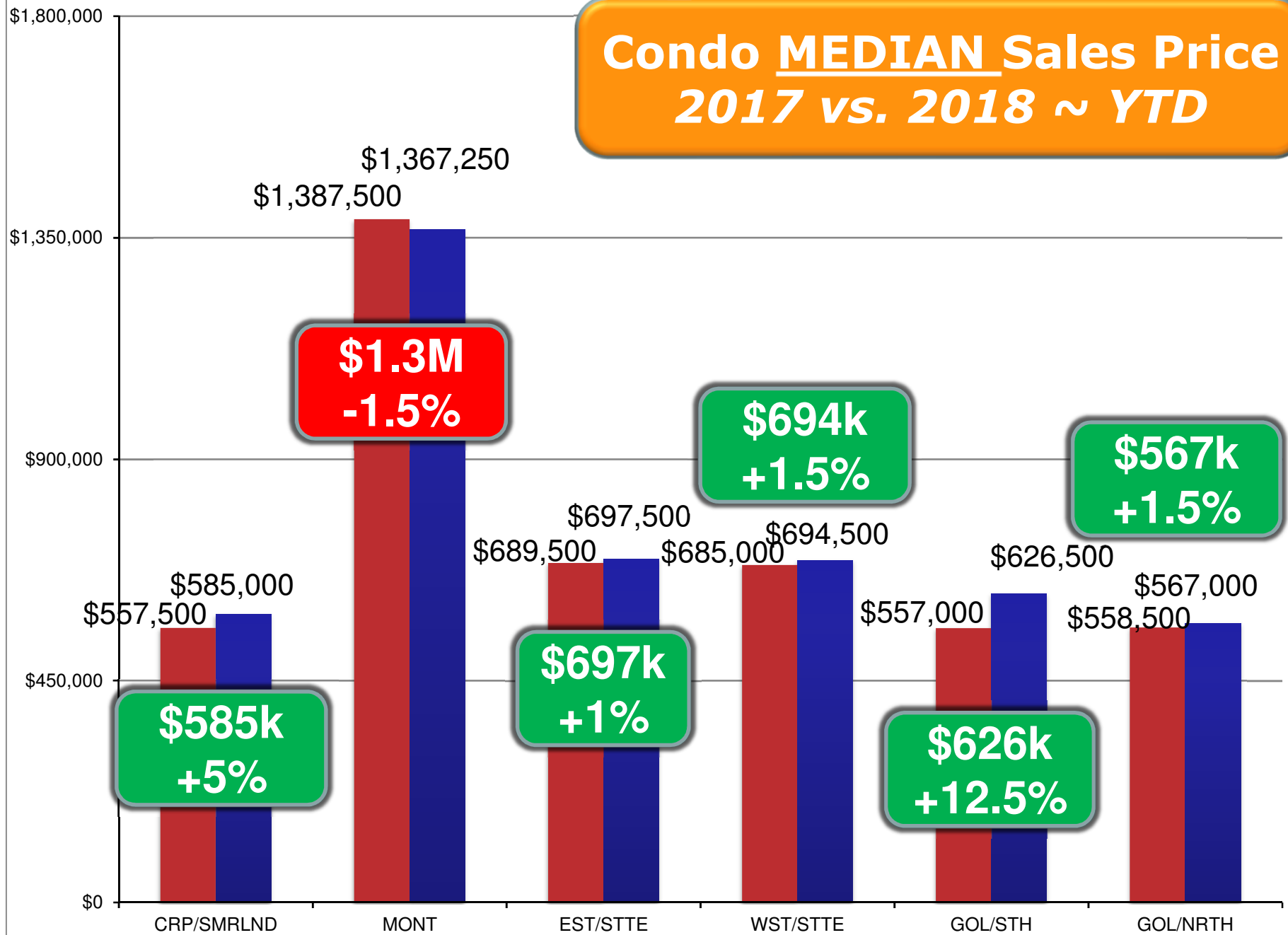


Condo Sales 2017 vs. 2018 ~ YTD



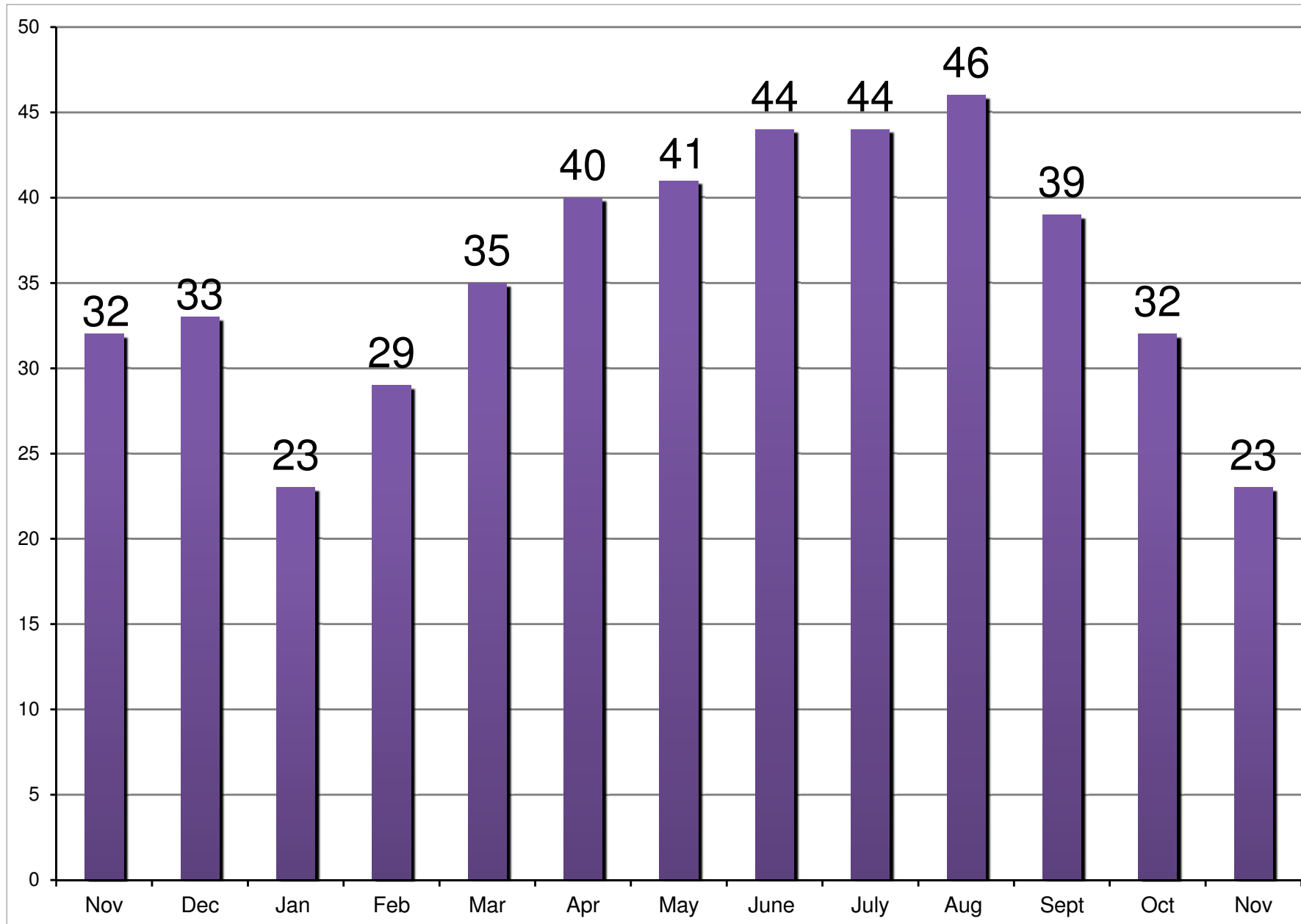


Condo MEDIAN Sales Price 2017 vs. 2018 ~ YTD

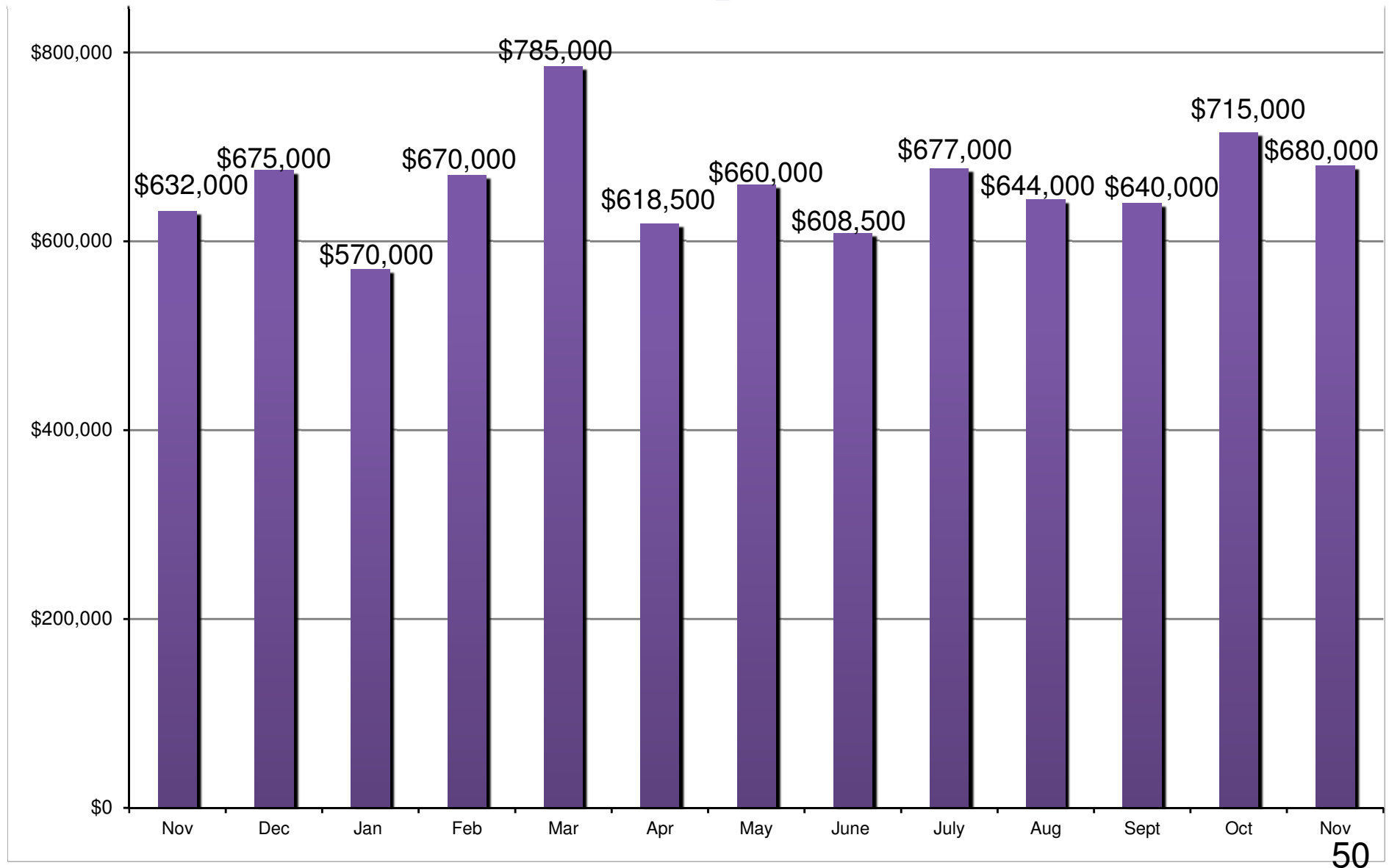


November 2017 to November 2018
Month by Month
for Condos
Districts 05-35

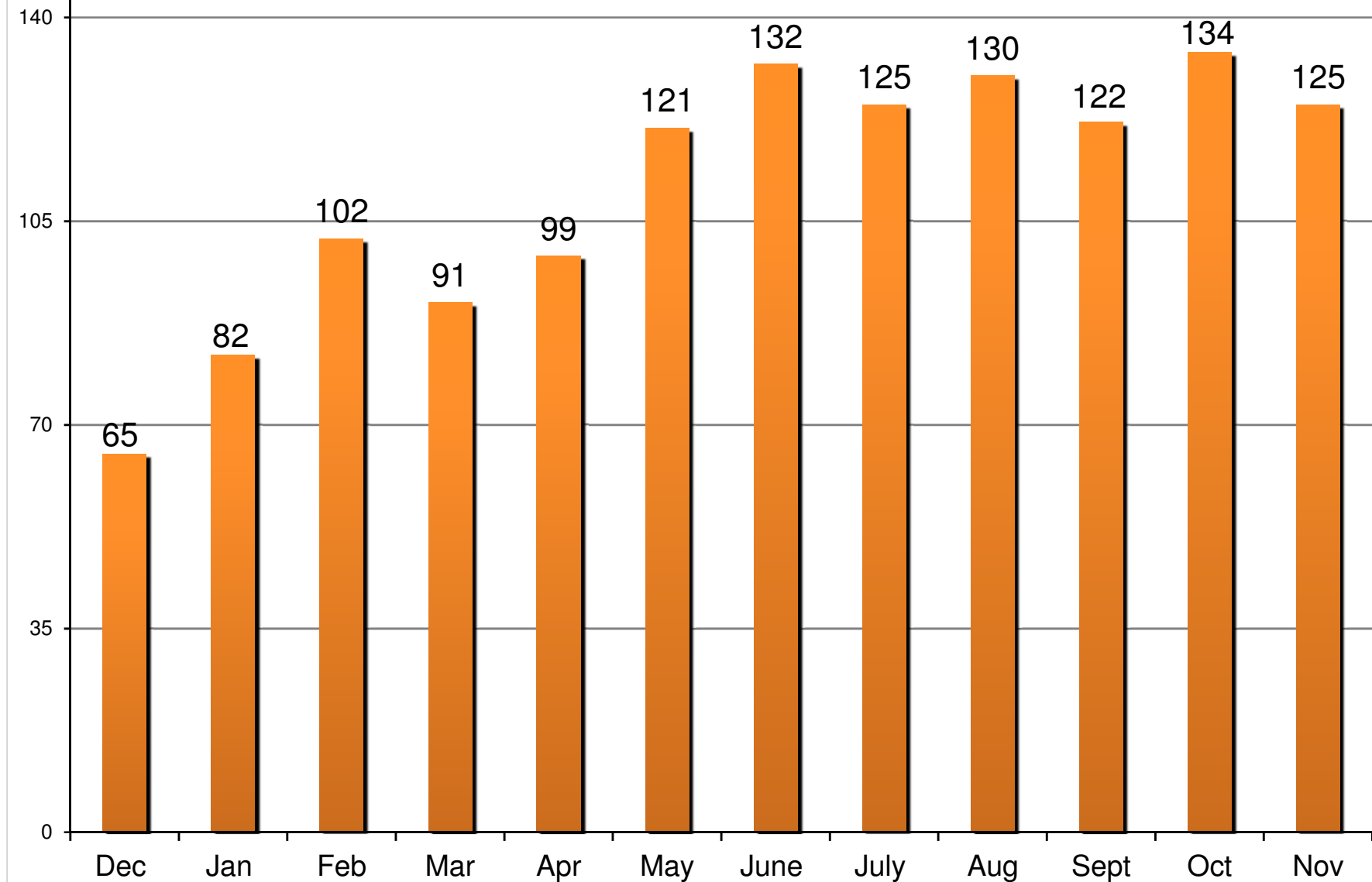
Condo Sales – Month by Month



Condo Median Sales Price Month by Month

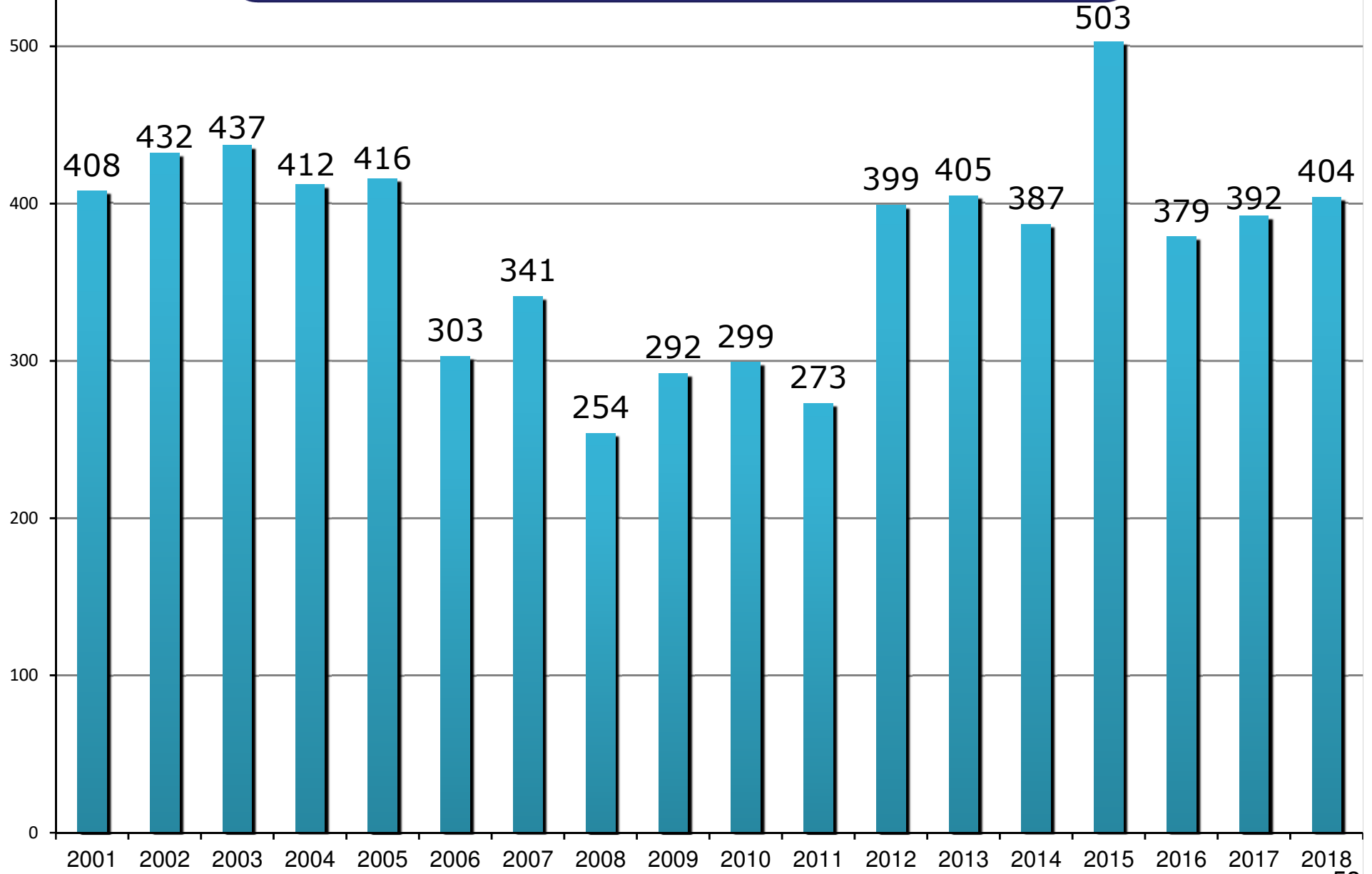


Condo Active Listings for the Last 12 Months

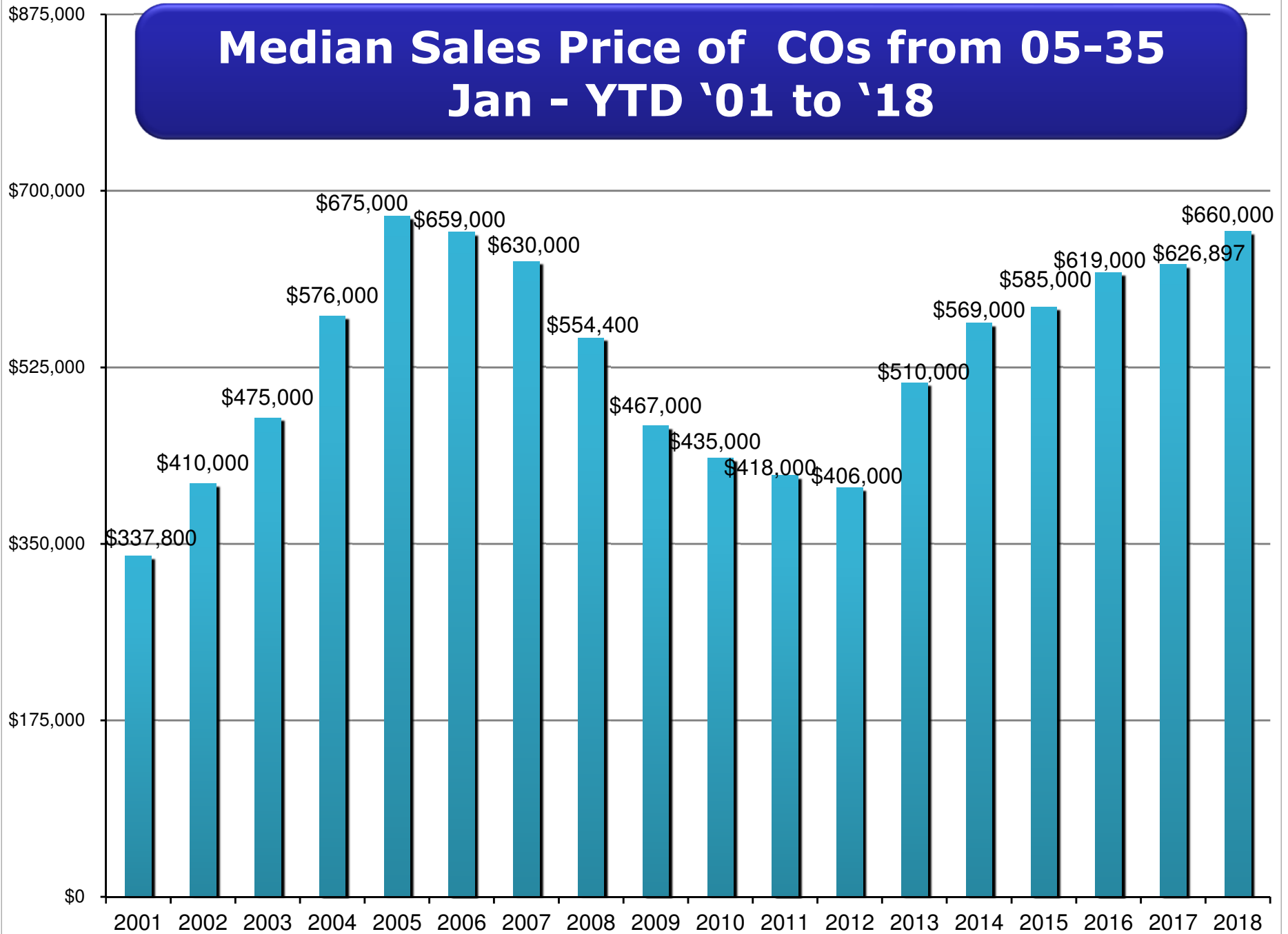


Perspective for Condos *2001-2018*

Number of CO Sales from 05-35 Jan - YTD '01 to '18



Median Sales Price of COs from 05-35 Jan - YTD '01 to '18



*All information compiled from the
Santa Barbara
Multiple Listing Service Data
on 12/5/2018*

Statistics Through November 2018