KATHY HENRY
REAL ESTATE

SANTA BARBARA MARKET PULSE

WEEKLY SOUTH COAST REAL ESTATE UPDATE · FEBRUARY 16, 2026 – FEBRUARY 22, 2026

Here's your snapshot of what moved across the South Coast this week.

36
NEW LISTINGS

30
CLOSED SALES

33
UNDER CONTRACT

$1,352,500
MEDIAN SALE

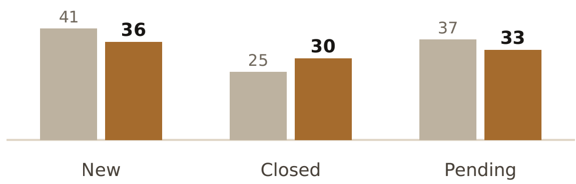
46.7%
SOLD AT/ABOVE ASK

20 days
MEDIAN DAYS ON MKT

HOW SELLERS DID VS. ASKING PRICE

Above asking	**5**
At asking	**9**
90–<100%	**10**
Below 90%	**6**

THIS WEEK VS. LAST (GREY)



SALE PRICE RANGE & MEDIAN

MEDIAN
$1,352,500

LOW **$539,000**

HIGH **$8,830,000**

THE YEAR SO FAR Since the first week of January, the median sale price has **softened** from $1,892,993 to **$1,352,500**, and homes are taking a little longer to sell (a median 20 days versus 12 to open the year). Sales at or above asking now run 46.7% (up from 43.8% in week one), and **177** South Coast homes have closed across the first 8 weeks of 2026.

THE STORY THIS WEEK

Competition stayed real. **46.7% of sales closed at or above asking**, a reminder that well-priced, move-in-ready homes still draw motivated buyers. Homes that sold did so in a median of **20 days**, with 20.0% trading within their first week.

VS. LAST WEEK

New listings eased to **36** (from 41), closed sales rose to **30** (from 25), and homes under contract eased to **33** (from 37). The median sale price eased to **$1,352,500** (from $1,525,000), while sales at or above asking moved from 32.0% to **46.7%**. The market moved faster — a median 20 days to sell versus 44.

STANDOUT SALES

▲ BIGGEST PREMIUM OVER ASKING
1701 Anacapa Street 9
List $964,991 → Sold $1,075,000 · **111.4%** of list

▼ BIGGEST DISCOUNT TO ASKING
3520 La Entrada
List $3,750,000 → Sold $2,850,000 · **76.0%** of list

LUXURY CORNER · $3M+ 6 luxury sales closed, topping out at **$8.83M**, median **$3,700,000**.

WHAT IT MEANS FOR YOU

If you're selling
With 46.7% of sales at or above asking, sharp pricing and strong presentation are rewarded — priced right, your home can command competition.

If you're buying
Move quickly and come prepared. The best-priced homes still draw multiple offers, so line up financing and be ready to act.