KATHY HENRY
REAL ESTATE

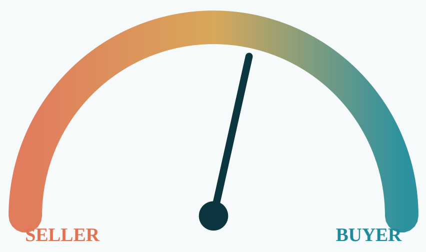
Santa Barbara Market Pulse

Santa Barbara & Montecito · the week in residential real estate

SOUTH SANTA BARBARA COUNTY · RESIDENTIAL

Week ending May 31, 2026 | Sotheby's INTERNATIONAL REALTY

MARKET BALANCE INDEX



57/100

Balanced

▼ 1 pts vs. last quarter (was 58 · buyer-leaning)

THE STORY IN ONE LINE

Supply and demand are in rough balance. Inventory is healthy and some sellers are still **repricing**, yet the homes that sell are increasingly closing **at or near asking**. The market rewards correct pricing over hope.

01 THE TREND, READ TWO WAYS

◷ THE LONG ARC · SINCE 2024

Activity sits above its two-year norm.

Weekly closings now average 31.3 vs. a long-run 25.9; new listings 40.2 vs. 36.1. A busier, deeper market.

▲ THE LAST 90 DAYS

Supply and demand are moving roughly in step.

Closings have climbed — 27.7 → 31.3 → 31.5 per week. Pendings absorb 74% of new supply, down from 82%.

⚠ THE CROSS-CURRENT

Sellers are still adjusting to meet the market.

Price changes run ~49% of new-listing volume; mispriced homes are not rescued by momentum.

02 WEEKLY ACTIVITY AT A GLANCE

INDICATOR	LAST WK	4-WK	13-WK	52-WK	VS. NORM	26-WK TREND
New Listings supply entering market	37	39.5	40.2	36.8	+7% rising	
Pended demand · under contract	26	29.2	29.8	28.8	≈ steady	
Closed completed sales	19	31.5	31.3	27.7	+14% hot	
Price Changes active-listing repricing	17	20.0	19.8	22.0	-9%	

"vs. norm" compares the 4-week pace to the trailing 52-week average.

03 WHERE THE LEVERAGE SITS

SALE-TO-LIST OUTCOMES · THIS QUARTER VS. LAST

Over list	24%
At list	20%
Within 90% of list	32%
Below 90% of list	24%

This quarter | Prior quarter

Homes selling **at or over list moved from 31% to 44%**; deep discounts (below 90%) went 27% → 24%.

MOST ACTIVE PRICE RANGES · BY CLOSINGS, LAST 13 WKS

Under $1M	19%
$1–$2M	38%
$2–$3M	16%
$3–$5M	13%
$5–$10M	9%
$10–$20M	4%
Over $20M	1%

The **$1–$2M band leads all closings** at 38% — and the sub-$3M market is 73% of activity. The high end moves on its own clock (see the monthly benchmark).

04 RECORD SALES · SALE-TO-LIST EXTREMES

TOP SALE OVER ASKING · LATEST	DEEPEST DISCOUNT · LATEST	13-WK RECORD OVER ASKING	13-WK RECORD DISCOUNT
+5%	**−22%**	**+17%**	**−48%**
1428 Laguna B	*4200 La Marina Dr*	*4849 Lookout*	*195 E. Mountain*

Best week-on-week sale-to-list outcomes, as of 3/1. The strongest homes are still clearing **9% over asking** on average; the deepest cuts cluster in over-ambitious luxury listings.

05 MONTHLY BENCHMARK · BY NEIGHBORHOOD

April 2026 closed sales

VIA FIDELITY NATIONAL TITLE / CHICAGO TITLE

135	2.90	39%	44/28
TOTAL SALES (+6% YOY)	MONTHS OF SUPPLY	ALL-CASH SALES	AVG DOM · SFR/CONDO

NEIGHBORHOOD	SFR SALES	SFR MEDIAN	CONDO SALES	CONDO MEDIAN
Santa Barbara	45	$1,860,000	14	$942,500
Goleta	21	$1,581,000	10	$980,000
Montecito	18	$7,837,500	3	$2,600,000
Carpinteria	8	$2,535,000	9	$950,000
Hope Ranch	5	$8,500,000	0	—
Summerland	2	$8,050,000	0	—

Countywide SFR median $2,030,000 (-7% YoY), condo median $965,000 (-8%). YTD Jan–Apr: 462 sales (+5%); SFR median $2,115,000 (−20% vs '25), condo median $1,035,000 (−12%). All-cash 40%. *Monthly figures lag the weekly pulse above and are provided for context; source: Fidelity National Title / Chicago Title.*

06 WHAT THIS MEANS FOR YOU

◆ If you're buying

— Selection is still wide — more new listings than the two-year norm means room to be choosy.

— The window of soft pricing is closing; over-list sales are rising, so lowball offers land less often.

— Target listings with a recent price change — those sellers have signaled flexibility.

◆ If you're selling

— Price it right on day one. A large share of the market is repricing because they didn't.

— Correctly-priced homes are increasingly closing at or above ask; momentum favors the realistic.

— In the most active bands you face the most competition — sharp pricing and presentation win.

METHODOLOGY. The Market Balance Index (0 = seller's, 100 = buyer's) blends absorption (pendings ÷ new listings), execution (sales at/over list), discount depth (sales below 90% of list), and repricing intensity (price changes ÷ new listings), from weekly MLS activity across South Santa Barbara County · Residential. **DATA NOTE.** The most recent week is preliminary. Monthly benchmark via Fidelity National Title / Chicago Title. Informational only; not a forecast or guarantee of value.

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WHAT'S YOUR HOME WORTH? →