



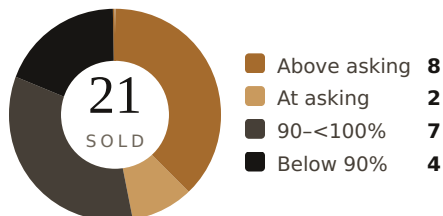
SANTA BARBARA MARKET PULSE

WEEKLY SOUTH COAST REAL ESTATE UPDATE · MARCH 2, 2026 - MARCH 8, 2026

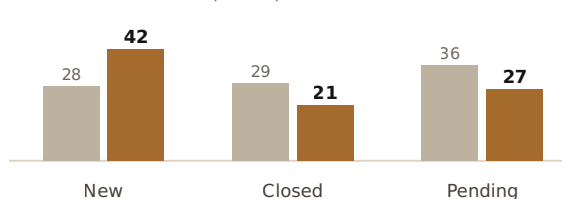
Another week in the books. Here's what buyers and sellers did this week.

42 NEW LISTINGS	21 CLOSED SALES
27 UNDER CONTRACT	\$1,647,000 MEDIAN SALE
47.6% SOLD AT/ABOVE ASK	13 days MEDIAN DAYS ON MKT

HOW SELLERS DID VS. ASKING PRICE



THIS WEEK VS. LAST (GREY)



SALE PRICE RANGE & MEDIAN

MEDIAN
\$1,647,000

LOW \$725,000

HIGH \$12,250,000

THE YEAR SO FAR Since the first week of January, the median sale price has **softened** from \$1,892,993 to **\$1,647,000**, and homes are taking a little longer to sell (a median 13 days versus 12 to open the year). Sales at or above asking now run 47.6% (up from 43.8% in week one), and **227** South Coast homes have closed across the first 10 weeks of 2026.

THE STORY THIS WEEK

Competition stayed real. **47.6% 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 **13 days**, with 9.5% trading within their first week.

VS. LAST WEEK

New listings rose to **42** (from 28), closed sales eased to **21** (from 29), and homes under contract eased to **27** (from 36). The median sale price eased to **\$1,647,000** (from \$1,695,000), while sales at or above asking moved from 48.3% to **47.6%**. The market moved slower — a median 13 days to sell versus 9.

STANDOUT SALES

▲ BIGGEST PREMIUM OVER ASKING

1477 Las Positas Place

List \$1,994,979 → Sold \$2,225,000 · **111.5%** of list

▼ BIGGEST DISCOUNT TO ASKING

1429 Shoreline Drive

List \$6,000,316 → Sold \$3,800,000 · **63.3%** of list

LUXURY CORNER · \$3M+ 4 luxury sales closed, topping out at **\$12.25M**, median **\$4,800,000**.

WHAT IT MEANS FOR YOU

If you're selling

With 47.6% 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.