

Market Snapshot - December 2017 vs. December 2016

Single Family Homes Year-over-Year - December 2017 vs. December 2016

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change
Monterey	632	718	-12%	206	216	-5%	\$614,500	\$494,500	24%	\$904,357	\$858,963	5%	\$186,297,607	\$185,536,120	0%	68	68	0%	151	140	8%	98%	98%	0%
San Benito	116	136	-15%	50	38	32%	\$537,000	\$475,000	13%	\$561,604	\$515,455	9%	\$28,080,207	\$19,587,299	43%	52	59	-12%	43	27	59%	99%	98%	1%
San Mateo	176	252	-30%	309	315	-2%	\$1,500,000	\$1,325,000	13%	\$1,858,786	\$1,752,022	6%	\$574,364,938	\$551,887,034	4%	30	35	-14%	151	121	25%	110%	104%	6%
Santa Clara	363	693	-48%	712	749	-5%	\$1,300,000	\$961,000	35%	\$1,557,588	\$1,196,444	30%	\$1,109,002,702	\$896,137,261	24%	21	36	-42%	402	296	36%	109%	101%	8%
Santa Cruz	270	296	-9%	166	133	25%	\$825,000	\$785,000	5%	\$919,275	\$838,215	10%	\$152,599,725	\$111,482,720	37%	48	56	-14%	83	76	9%	99%	98%	1%

Condo/Townhouse Year-over-Year - December 2017 vs. December 2016

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change	Dec-17	Dec-16	% Change
Monterey	66	61	8%	24	27	-11%	\$439,750	\$375,000	17%	\$476,166	\$396,396	20%	\$11,428,000	\$10,702,700	7%	73	70	4%	13	20	-35%	97%	98%	-1%
San Benito	11	11	0%	3	7	-57%	\$360,000	\$319,000	13%	\$358,666	\$337,121	6%	\$1,076,000	\$2,359,850	-54%	8	52	-85%	1	3	-67%	100%	96%	4%
San Mateo	35	77	-55%	83	105	-21%	\$875,000	\$700,000	25%	\$925,153	\$781,733	18%	\$76,787,779	\$82,082,008	-6%	17	38	-55%	39	53	-26%	108%	102%	6%
Santa Clara	47	230	-80%	242	290	-17%	\$831,500	\$644,000	29%	\$909,058	\$716,863	27%	\$219,992,092	\$207,890,480	6%	13	35	-63%	134	129	4%	111%	102%	9%
Santa Cruz	53	71	-25%	32	37	-14%	\$607,500	\$504,000	21%	\$578,062	\$538,080	7%	\$18,498,000	\$19,908,976	-7%	40	49	-18%	17	18	-6%	99%	100%	-1%

Market Snapshot - December 2017 vs. November 2017

Single Family Homes - Current Month vs. Prior Month - December 2017 vs. November 2017

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change
Monterey	632	765	-17%	206	209	-1%	\$614,500	\$624,000	-2%	\$904,357	\$924,444	-2%	\$186,297,607	\$193,208,833	-4%	68	56	21%	151	199	-24%	98%	97%	1%
San Benito	116	150	-23%	50	39	28%	\$537,000	\$659,840	-19%	\$561,604	\$652,252	-14%	\$28,080,207	\$25,437,851	10%	52	45	16%	43	49	-12%	99%	100%	-1%
San Mateo	176	347	-49%	309	374	-17%	\$1,500,000	\$1,475,000	2%	\$1,858,786	\$1,835,227	1%	\$574,364,938	\$686,375,135	-16%	30	23	30%	151	286	-47%	110%	108%	2%
Santa Clara	363	620	-41%	712	797	-11%	\$1,300,000	\$1,285,000	1%	\$1,557,588	\$1,622,897	-4%	\$1,109,002,702	\$1,293,449,333	-14%	21	24	-13%	402	675	-40%	109%	108%	1%
Santa Cruz	270	413	-35%	166	186	-11%	\$825,000	\$850,000	-3%	\$919,275	\$974,128	-6%	\$152,599,725	\$181,187,947	-16%	48	47	2%	83	130	-36%	99%	99%	0%

Condo/Townhouse - Current Month vs. Prior Month - December 2017 vs. November 2017

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change	Dec-17	Nov-17	% Change
Monterey	66	83	-20%	24	19	26%	\$439,750	\$510,000	-14%	\$476,166	\$590,184	-19%	\$11,428,000	\$11,213,500	2%	73	43	70%	13	26	-50%	97%	98%	-1%
San Benito	11	10	10%	3	5	-40%	\$360,000	\$325,000	11%	\$358,666	\$351,849	2%	\$1,076,000	\$1,759,249	-39%	8	35	-77%	1	4	-75%	100%	98%	2%
San Mateo	35	61	-43%	83	113	-27%	\$875,000	\$920,000	-5%	\$925,153	\$1,007,219	-8%	\$76,787,779	\$113,815,783	-33%	17	24	-29%	39	67	-42%	108%	106%	2%
Santa Clara	47	139	-66%	242	304	-20%	\$831,500	\$763,630	8.9%	\$909,058	\$848,967	7%	\$219,992,092	\$258,086,164	-15%	13	14	-7%	134	241	-44%	111%	108%	3%
Santa Cruz	53	76	-30%	32	34	-6%	\$607,500	\$595,000	2%	\$578,062	\$616,113	-6%	\$18,498,000	\$20,947,846	-12%	40	38	5%	17	31	-45%	99%	99%	0%