

Market Snapshot - November 2017 vs. November 2016

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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change
Monterey	765	873	-12%	209	215	-3%	\$624,000	\$510,000	22%	\$924,444	\$716,274	29%	\$193,208,833	\$153,998,998	25%	56	60	-7%	199	195	2%	97%	98%	-1%
San Benito	150	160	-6%	39	54	-28%	\$659,840	\$503,092	31%	\$652,252	\$553,446	18%	\$25,437,851	\$29,886,084	-15%	45	55	-18%	49	42	17%	100%	99%	1%
San Mateo	347	430	-19%	374	376	-1%	\$1,475,000	\$1,216,750	21%	\$1,835,227	\$1,538,472	19%	\$686,375,135	\$578,465,487	19%	23	27	-15%	286	217	32%	108%	104%	4%
Santa Clara	620	1156	-46%	797	899	-11%	\$1,285,000	\$1,010,000	27%	\$1,622,897	\$1,295,289	25%	\$1,293,449,333	\$1,164,465,218	11%	24	36	-33%	675	607	11%	108%	102%	6%
Santa Cruz	413	417	-1%	186	148	26%	\$850,000	\$789,500	8%	\$974,128	\$850,747	15%	\$181,187,947	\$125,910,673	44%	47	48	-2%	130	115	13%	99%	99%	0%

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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change	Nov-17	Nov-16	% Change
Monterey	83	76	9%	19	21	-10%	\$510,000	\$399,000	28%	\$590,184	\$467,154	26%	\$11,213,500	\$9,810,250	14%	43	33	30%	26	26	0%	98%	98%	0%
San Benito	10	12	-17%	5	3	67%	\$325,000	\$386,000	-16%	\$351,849	\$374,933	-6%	\$1,759,249	\$1,124,800	56%	35	29	21%	4	3	33%	98%	100%	-2%
San Mateo	61	124	-51%	113	115	-2%	\$920,000	\$810,000	14%	\$1,007,219	\$860,942	17%	\$113,815,783	\$99,008,434	15%	24	27	-11%	67	61	10%	106%	102%	4%
Santa Clara	139	400	-65%	304	366	-17%	\$763,630	\$662,500	15%	\$848,967	\$732,447	16%	\$258,086,164	\$268,075,856	-4%	14	28	-50%	241	251	-4%	108%	102%	6%
Santa Cruz	76	99	-23%	34	47	-28%	\$595,000	\$479,000	24%	\$616,113	\$585,385	5%	\$20,947,846	\$27,513,129	-24%	38	44	-14%	31	31	0%	99%	98%	1%

Market Snapshot - November 2017 vs. October 2017

Single Family Homes - Current Month vs. Prior Month - November 2017 vs. October 2017																								
County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change
Monterey	765	886	-14%	209	231	-10%	\$624,000	\$570,375	9%	\$924,444	\$888,979	4%	\$193,208,833	\$205,354,259	-6%	56	63	-11%	199	273	-27%	97%	98%	-1%
San Benito	150	156	-4%	39	51	-24%	\$659,840	\$545,000	21%	\$652,252	\$615,334	6%	\$25,437,851	\$31,382,046	-19%	45	48	-6%	49	57	-14%	100%	99%	1%
San Mateo	347	422	-18%	374	377	-1%	\$1,475,000	\$1,525,000	-3%	\$1,835,227	\$1,740,910	5%	\$686,375,135	\$656,323,285	5%	23	18	28%	286	394	-27%	108%	110%	-2%
Santa Clara	620	818	-24%	797	871	-8%	\$1,285,000	\$1,240,000	4%	\$1,622,897	\$1,527,710	6%	\$1,293,449,333	\$1,330,636,126	-3%	24	19	26%	675	893	-24%	108%	108%	0%
Santa Cruz	413	503	-18%	186	186	0%	\$850,000	\$860,000	-1%	\$974,128	\$946,628	3%	\$181,187,947	\$176,072,859	3%	47	41	15%	130	194	-33%	99%	100%	-1%

Condo/Townhouse - Current Month vs. Prior Month - November 2017 vs. October 2017																								
County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change	Nov-17	Oct-17	% Change
Monterey	83	82	1%	19	28	-32%	\$510,000	\$528,500	-4%	\$590,184	\$503,545	17%	\$11,213,500	\$14,099,265	-20%	43	53	-19%	26	26	0%	98%	98%	0%
San Benito	10	12	-17%	5	6	-17%	\$325,000	\$357,000	-9%	\$351,849	\$361,283	-3%	\$1,759,249	\$2,167,700	-19%	35	34	3%	4	5	-20%	98%	99%	-1%
San Mateo	61	98	-38%	113	137	-18%	\$920,000	\$855,000	8%	\$1,007,219	\$892,964	13%	\$113,815,783	\$122,336,182	-7%	24	18	33%	67	131	-49%	106%	106%	0%
Santa Clara	139	162	-14%	304	376	-19%	\$763,630	\$759,944	0.5%	\$848,967	\$841,363	1%	\$258,086,164	\$316,352,494	-18%	14	15	-7%	241	307	-21%	108%	108%	0%
Santa Cruz	76	81	-6%	34	42	-19%	\$595,000	\$521,250	14%	\$616,113	\$583,012	6%	\$20,947,846	\$24,486,534	-14%	38	39	-3%	31	42	-26%	99%	99%	0%