

Market Snapshot - August 2018 vs. August 2017



Single Family Homes Year-over-Year - August 2018 vs. August 2017

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Ave Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|-----------------|-----------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change |
| Monterey | 863 | 933 | -8% | 229 | 247 | -7% | \$599,000 | \$578,000 | 4% | \$831,086 | \$843,486 | -1% | \$190,318,842 | \$208,341,288 | -9% | 41 | 56 | -27% | 356 | 302 | 18% | 99% | 98% | 1% |
| San Benito | 153 | 145 | 6% | 40 | 67 | -40% | \$575,000 | \$600,000 | -4% | \$654,998 | \$627,782 | 4% | \$26,199,927 | \$42,061,400 | -38% | 52 | 56 | -7% | 69 | 63 | 10% | 98% | 99% | -1% |
| San Mateo | 513 | 429 | 20% | 373 | 390 | -4% | \$1,500,000 | \$1,362,000 | 10% | \$1,889,576 | \$1,739,148 | 9% | \$704,812,041 | \$678,267,790 | 4% | 22 | 23 | -4% | 449 | 432 | 4% | 108% | 109% | -1% |
| Santa Clara | 1348 | 946 | 42% | 938 | 1037 | -10% | \$1,297,500 | \$1,150,000 | 13% | \$1,569,078 | \$1,412,567 | 11% | \$1,471,795,658 | \$1,464,832,667 | 0% | 22 | 20 | 10% | 1065 | 1000 | 6% | 104% | 106% | -2% |
| Santa Cruz | 548 | 569 | -4% | 186 | 183 | 2% | \$920,000 | \$825,000 | 12% | \$989,532 | \$934,426 | 6% | \$184,053,020 | \$171,000,080 | 8% | 34 | 40 | -15% | 242 | 251 | -4% | 100% | 99% | 1% |

Condo/Townhouse Year-over-Year - August 2018 vs. August 2017

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Ave Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-----------|----------|---------------|-----------|----------|---------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change | Aug-18 | Aug-17 | % Change |
| Monterey | 113 | 99 | 14% | 35 | 34 | 3% | \$515,000 | \$527,000 | -2% | \$598,285 | \$528,690 | 13% | \$20,940,000 | \$17,975,475 | 16% | 45 | 46 | -2% | 47 | 35 | 34% | 98% | 99% | -1% |
| San Benito | 12 | 13 | -8% | 4 | 5 | -20% | \$404,500 | \$337,500 | 20% | \$407,250 | \$365,700 | 11% | \$1,629,000 | \$1,828,500 | -11% | 33 | 20 | 65% | 9 | 9 | 0% | 99% | 101% | -2% |
| San Mateo | 106 | 125 | -15% | 111 | 143 | -22% | \$900,000 | \$820,000 | 10% | \$1,023,704 | \$899,622 | 14% | \$113,631,221 | \$128,645,995 | -12% | 22 | 17 | 29% | 105 | 125 | -16% | 106% | 105% | 1% |
| Santa Clara | 466 | 259 | 80% | 346 | 435 | -20% | \$940,000 | \$750,000 | 25% | \$986,943 | \$829,884 | 19% | \$341,482,570 | \$360,999,697 | -5% | 18 | 19 | -5% | 445 | 403 | 10% | 106% | 106% | 0% |
| Santa Cruz | 149 | 112 | 33% | 38 | 63 | -40% | \$601,000 | \$550,000 | 9% | \$650,739 | \$582,896 | 12% | \$24,728,117 | \$36,722,494 | -33% | 31 | 36 | -14% | 80 | 62 | 29% | 101% | 100% | 1% |

Market Snapshot - August 2018 vs. July 2018

Single Family Homes - Current Month vs. Prior Month - August 2018 vs. July 2018

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Ave Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|-----------------|-----------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change |
| Monterey | 863 | 822 | 5% | 229 | 210 | 9% | \$599,000 | \$655,500 | -9% | \$831,086 | \$1,144,072 | -27% | \$190,318,842 | \$240,255,266 | -21% | 41 | 53 | -23% | 356 | 315 | 13% | 99% | 98% | 1% |
| San Benito | 153 | 128 | 20% | 40 | 46 | -13% | \$575,000 | \$626,500 | -8% | \$654,998 | \$678,934 | -4% | \$26,199,927 | \$31,231,000 | -16% | 52 | 32 | 63% | 69 | 59 | 17% | 98% | 100% | -2% |
| San Mateo | 513 | 482 | 6% | 373 | 399 | -7% | \$1,500,000 | \$1,610,000 | -7% | \$1,889,576 | \$1,967,172 | -4% | \$704,812,041 | \$784,901,719 | -10% | 22 | 23 | -4% | 449 | 429 | 5% | 108% | 109% | -1% |
| Santa Clara | 1348 | 1401 | -4% | 938 | 878 | 7% | \$1,297,500 | \$1,351,000 | -4% | \$1,569,078 | \$1,627,125 | -4% | \$1,471,795,658 | \$1,428,615,868 | 3% | 22 | 21 | 5% | 1065 | 1190 | -11% | 104% | 106% | -2% |
| Santa Cruz | 548 | 541 | 1% | 186 | 189 | -2% | \$920,000 | \$896,000 | 3% | \$989,532 | \$956,354 | 3% | \$184,053,020 | \$180,751,047 | 2% | 34 | 29 | 17% | 242 | 255 | -5% | 100% | 100% | 0% |

Condo/Townhouse - Current Month vs. Prior Month - August 2018 vs. July 2018

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Ave Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|---------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change | Aug-18 | Jul-18 | % Change |
| Monterey | 113 | 103 | 10% | 35 | 29 | 21% | \$515,000 | \$474,900 | 8% | \$598,285 | \$655,875 | -9% | \$20,940,000 | \$19,020,400 | 10% | 45 | 48 | -6% | 47 | 40 | 18% | 98% | 98% | 0% |
| San Benito | 12 | 11 | 9% | 4 | 3 | 33% | \$404,500 | \$450,000 | -10% | \$407,250 | \$425,666 | -4% | \$1,629,000 | \$1,277,000 | 28% | 33 | 15 | 120% | 9 | 8 | 13% | 99% | 100% | -1% |
| San Mateo | 106 | 127 | -17% | 111 | 109 | 2% | \$900,000 | \$1,000,000 | -10% | \$1,023,704 | \$1,082,866 | -5% | \$113,631,221 | \$118,032,442 | -4% | 22 | 18 | 22% | 105 | 127 | -17% | 106% | 110% | -4% |
| Santa Clara | 466 | 490 | -5% | 346 | 390 | -11% | \$940,000 | \$912,500 | 3.0% | \$986,943 | \$956,975 | 3% | \$341,482,570 | \$373,220,491 | -9% | 18 | 16 | 13% | 445 | 497 | -10% | 106% | 107% | -1% |
| Santa Cruz | 149 | 120 | 24% | 38 | 40 | -5% | \$601,000 | \$592,000 | 2% | \$650,739 | \$644,821 | 1% | \$24,728,117 | \$25,792,871 | -4% | 31 | 23 | 35% | 80 | 56 | 43% | 101% | 101% | 0% |