

Market Snapshot - January 2018 vs. January 2017



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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change
Monterey	623	727	-14%	172	164	5%	\$556,660	\$575,000	-3%	\$924,996	\$945,629	-2%	\$159,099,404	\$155,083,305	3%	65	75	-13%	210	234	-10%	98%	97%	1%
San Benito	118	128	-8%	43	31	39%	\$555,000	\$550,000	1%	\$578,176	\$599,619	-4%	\$24,861,602	\$18,588,200	34%	53	73	-27%	48	49	-2%	99%	98%	1%
San Mateo	251	322	-22%	172	191	-10%	\$1,437,500	\$1,150,000	25%	\$1,752,059	\$1,448,938	21%	\$301,354,225	\$276,747,199	9%	29	39	-26%	299	280	7%	110%	103%	7%
Santa Clara	498	798	-38%	462	493	-6%	\$1,171,000	\$930,000	26%	\$1,460,128	\$1,262,012	16%	\$674,579,297	\$622,172,306	8%	23	40	-43%	723	684	6%	109%	101%	8%
Santa Cruz	248	282	-12%	119	120	-1%	\$805,000	\$797,000	1%	\$867,589	\$848,559	2%	\$103,243,169	\$101,827,164	1%	62	57	9%	124	117	6%	99%	99%	0%

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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change	Jan-18	Jan-17	% Change
Monterey	88	68	29%	19	29	-34%	\$540,000	\$356,000	52%	\$702,631	\$436,850	61%	\$13,350,000	\$12,668,664	5%	63	50	26%	40	27	48%	98%	98%	0%
San Benito	6	14	-57%	4	1	300%	\$387,500	\$242,500	60%	\$387,250	\$242,500	60%	\$1,549,000	\$242,500	539%	86	30	187%	2	5	-60%	97%	97%	0%
San Mateo	63	107	-41%	36	71	-49%	\$732,500	\$682,000	7%	\$896,140	\$763,883	17%	\$32,261,062	\$54,235,747	-41%	16	47	-66%	104	107	-3%	108%	102%	6%
Santa Clara	123	283	-57%	160	227	-30%	\$757,500	\$634,614	19%	\$867,787	\$717,740	21%	\$138,846,060	\$162,927,194	-15%	13	36	-64%	282	328	-14%	113%	102%	11%
Santa Cruz	56	71	-21%	31	37	-16%	\$629,000	\$485,000	30%	\$588,501	\$524,770	12%	\$18,243,542	\$19,416,503	-6%	47	50	-6%	44	40	10%	100%	98%	2%

Market Snapshot - January 2018 vs. December 2017



Single Family Homes - Current Month vs. Prior Month - January 2018 vs. December 2017

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change
Monterey	623	644	-3%	172	206	-17%	\$556,660	\$614,500	-9%	\$924,996	\$904,357	2%	\$159,099,404	\$186,297,607	-15%	65	68	-4%	210	151	39%	98%	98%	0%
San Benito	118	115	3%	43	50	-14%	\$555,000	\$537,000	3%	\$578,176	\$561,604	3%	\$24,861,602	\$28,080,207	-11%	53	52	2%	48	43	12%	99%	99%	0%
San Mateo	251	176	43%	172	309	-44%	\$1,437,500	\$1,500,000	-4%	\$1,752,059	\$1,858,786	-6%	\$301,354,225	\$574,364,938	-48%	29	30	-3%	299	151	98%	110%	110%	0%
Santa Clara	498	375	33%	462	712	-35%	\$1,171,000	\$1,300,000	-10%	\$1,460,128	\$1,557,588	-6%	\$674,579,297	\$1,109,002,702	-39%	23	21	10%	723	402	80%	109%	109%	0%
Santa Cruz	248	273	-9%	119	166	-28%	\$805,000	\$825,000	-2%	\$867,589	\$919,275	-6%	\$103,243,169	\$152,599,725	-32%	62	48	29%	124	83	49%	99%	99%	0%

Condo/Townhouse - Current Month vs. Prior Month - January 2018 vs. December 2017

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change	Jan-18	Dec-17	% Change
Monterey	88	66	33%	19	24	-21%	\$540,000	\$439,750	23%	\$702,631	\$476,166	48%	\$13,350,000	\$11,428,000	17%	63	73	-14%	40	13	208%	98%	97%	1%
San Benito	6	11	-45%	4	3	33%	\$387,500	\$360,000	8%	\$387,250	\$358,666	8%	\$1,549,000	\$1,076,000	44%	86	8	975%	2	1	100%	97%	100%	-3%
San Mateo	63	35	80%	36	83	-57%	\$732,500	\$875,000	-16%	\$896,140	\$925,153	-3%	\$32,261,062	\$76,787,779	-58%	16	17	-6%	104	39	167%	108%	108%	0%
Santa Clara	123	47	162%	160	242	-34%	\$757,500	\$831,500	-8.9%	\$867,787	\$909,058	-5%	\$138,846,060	\$219,992,092	-37%	13	13	0%	282	134	110%	113%	111%	2%
Santa Cruz	56	53	6%	31	32	-3%	\$629,000	\$607,500	4%	\$588,501	\$578,062	2%	\$18,243,542	\$18,498,000	-1%	47	40	18%	44	17	159%	100%	99%	1%