

Market Snapshot - March 2018 vs. March 2017

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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change
Monterey	758	767	-1%	229	212	8%	\$630,000	\$547,000	15%	\$982,322	\$780,456	26%	\$224,951,795	\$165,456,882	36%	65	70	-7%	307	296	4%	98%	99%	-1%
San Benito	119	113	5%	54	43	26%	\$587,835	\$525,000	12%	\$665,831	\$567,124	17%	\$35,954,886	\$24,386,351	47%	57	64	-11%	68	57	19%	99%	99%	0%
San Mateo	319	441	-28%	348	337	3%	\$1,630,250	\$1,350,000	21%	\$1,997,607	\$1,549,127	29%	\$695,167,295	\$522,055,897	33%	15	25	-40%	450	530	-15%	113%	107%	6%
Santa Clara	654	1081	-40%	880	836	5%	\$1,454,500	\$1,130,000	29%	\$1,751,349	\$1,416,438	24%	\$1,541,187,993	\$1,184,142,271	30%	16	23	-30%	1148	1276	-10%	112%	105%	7%
Santa Cruz	344	362	-5%	131	114	15%	\$910,000	\$814,500	12%	\$1,059,596	\$901,599	18%	\$138,807,160	\$102,782,350	35%	41	52	-21%	222	218	2%	101%	100%	1%

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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change	Mar-18	Mar-17	% Change
Monterey	87	87	0%	24	33	-27%	\$492,000	\$472,000	4%	\$523,479	\$554,078	-6%	\$12,563,500	\$18,284,575	-31%	36	48	-25%	34	43	-21%	99%	98%	1%
San Benito	4	8	-50%	5	11	-55%	\$410,000	\$377,500	9%	\$403,400	\$360,827	12%	\$2,017,000	\$3,969,100	-49%	31	34	-9%	1	3	-67%	100%	100%	0%
San Mateo	74	136	-46%	119	120	-1%	\$938,000	\$827,500	13%	\$996,379	\$884,932	13%	\$118,569,204	\$106,191,915	12%	10	26	-62%	151	146	3%	112%	105%	7%
Santa Clara	174	346	-50%	322	378	-15%	\$895,350	\$703,750	27%	\$990,453	\$786,123	26%	\$318,926,042	\$297,154,746	7%	9	20	-55%	420	500	-16%	116%	104%	12%
Santa Cruz	89	82	9%	38	32	19%	\$592,500	\$572,500	3%	\$608,412	\$567,003	7%	\$23,119,684	\$18,144,100	27%	31	31	0%	54	51	6%	100%	100%	0%

Market Snapshot - March 2018 vs. February 2018



Single Family Homes - Current Month vs. Prior Month - March 2018 vs. February 2018

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change
Monterey	758	720	5%	229	160	43%	\$630,000	\$592,500	6%	\$982,322	\$992,000	-1%	\$224,951,795	\$158,720,049	42%	65	66	-2%	307	305	1%	98%	98%	0%
San Benito	119	119	0%	54	37	46%	\$587,835	\$542,017	8%	\$665,831	\$582,166	14%	\$35,954,886	\$21,540,154	67%	57	59	-3%	68	55	24%	99%	99%	0%
San Mateo	319	306	4%	348	225	55%	\$1,630,250	\$1,610,000	1%	\$1,997,607	\$2,001,949	0%	\$695,167,295	\$450,438,636	54%	15	22	-32%	450	363	24%	113%	112%	1%
Santa Clara	654	677	-3%	880	559	57%	\$1,454,500	\$1,385,000	5%	\$1,751,349	\$1,662,803	5%	\$1,541,187,993	\$929,507,264	66%	16	18	-11%	1148	936	23%	112%	112%	0%
Santa Cruz	344	314	10%	131	93	41%	\$910,000	\$795,000	14%	\$1,059,596	\$873,337	21%	\$138,807,160	\$81,220,392	71%	41	48	-15%	222	189	17%	101%	100%	1%

Condo/Townhouse - Current Month vs. Prior Month - March 2018 vs. February 2018

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Ave Days on Market			New Listings			% to List Price Received		
	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change	Mar-18	Feb-18	% Change
Monterey	87	81	7%	24	27	-11%	\$492,000	\$550,000	-11%	\$523,479	\$589,370	-11%	\$12,563,500	\$15,913,000	-21%	36	65	-45%	34	32	6%	99%	98%	1%
San Benito	4	9	-56%	5	2	150%	\$410,000	\$445,000	-8%	\$403,400	\$445,000	-9%	\$2,017,000	\$890,000	127%	31	144	-78%	1	6	-83%	100%	99%	1%
San Mateo	74	80	-8%	119	81	47%	\$938,000	\$931,000	1%	\$996,379	\$1,020,399	-2%	\$118,569,204	\$82,652,319	43%	10	12	-17%	151	124	22%	112%	112%	0%
Santa Clara	174	181	-4%	322	207	56%	\$895,350	\$832,000	7.6%	\$990,453	\$926,790	7%	\$318,926,042	\$191,845,617	66%	9	12	-25%	420	348	21%	116%	113%	3%
Santa Cruz	89	79	13%	38	23	65%	\$592,500	\$595,000	0%	\$608,412	\$594,156	2%	\$23,119,684	\$13,665,600	69%	31	24	29%	54	48	13%	100%	101%	-1%