

Market Snapshot - October 2018 vs. October 2017



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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received		
	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change
Monterey	861	911	-5%	207	241	-14%	\$610,000	\$575,000	6%	\$906,065	\$880,902	3%	\$187,555,603	\$212,297,408	-12%	19	26	-27%	272	278	-2%	99%	98%	1%
San Benito	147	157	-6%	45	51	-12%	\$599,000	\$545,000	10%	\$652,238	\$615,334	6%	\$29,350,753	\$31,382,046	-6%	31	36	-14%	46	57	-19%	100%	99%	1%
San Mateo	643	427	51%	428	390	10%	\$1,594,000	\$1,505,400	6%	\$1,961,843	\$1,722,900	14%	\$839,669,031	\$671,931,285	25%	13	12	8%	463	394	18%	107%	110%	-3%
Santa Clara	1616	843	92%	827	891	-7%	\$1,290,000	\$1,230,000	5%	\$1,624,714	\$1,521,770	7%	\$1,343,639,052	\$1,355,897,126	-1%	14	9	56%	1068	894	19%	102%	108%	-6%
Santa Cruz	537	503	7%	179	188	-5%	\$868,000	\$860,000	1%	\$954,721	\$945,999	1%	\$170,895,064	\$177,847,859	-4%	35	20	75%	206	194	6%	99%	100%	-1%

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

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received		
	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change	Oct-18	Oct-17	% Change
Monterey	116	85	36%	47	28	68%	\$388,000	\$528,500	-27%	\$512,140	\$503,545	2%	\$24,070,597	\$14,099,265	71%	19	19	0%	37	29	28%	98%	98%	0%
San Benito	16	13	23%	5	6	-17%	\$376,000	\$357,000	5%	\$397,000	\$361,283	10%	\$1,985,000	\$2,167,700	-8%	31	25	24%	8	5	60%	99%	99%	0%
San Mateo	156	98	59%	105	140	-25%	\$900,000	\$855,000	5%	\$1,005,969	\$900,222	12%	\$105,626,758	\$126,031,182	-16%	13	10	30%	113	131	-14%	105%	106%	-1%
Santa Clara	647	163	297%	302	384	-21%	\$925,000	\$759,944	22%	\$978,018	\$840,339	16%	\$295,361,556	\$322,690,388	-8%	14	8	75%	426	307	39%	103%	108%	-5%
Santa Cruz	141	86	64%	41	42	-2%	\$565,000	\$521,250	8%	\$606,605	\$583,012	4%	\$24,870,813	\$24,486,534	2%	35	23	52%	48	42	14%	99%	99%	0%

Market Snapshot - October 2018 vs. September 2018



Single Family Homes - Current Month vs. Prior Month - October 2018 vs. September 2018

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received		
	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change
Monterey	861	878	-2%	207	226	-8%	\$610,000	\$622,912	-2%	\$906,065	\$1,116,619	-19%	\$187,555,603	\$252,356,030	-26%	19	22	-14%	272	255	7%	99%	98%	1%
San Benito	147	148	-1%	45	38	18%	\$599,000	\$562,000	7%	\$652,238	\$648,113	1%	\$29,350,753	\$24,628,299	19%	31	23	35%	46	58	-21%	100%	99%	1%
San Mateo	643	677	-5%	428	312	37%	\$1,594,000	\$1,600,000	0%	\$1,961,843	\$1,966,253	0%	\$839,669,031	\$613,471,204	37%	13	13	0%	463	590	-22%	107%	107%	0%
Santa Clara	1616	1585	2%	827	738	12%	\$1,290,000	\$1,247,500	3%	\$1,624,714	\$1,475,901	10%	\$1,343,639,052	\$1,089,215,155	23%	14	13	8%	1068	1219	-12%	102%	102%	0%
Santa Cruz	537	566	-5%	179	139	29%	\$868,000	\$900,000	-4%	\$954,721	\$1,084,941	-12%	\$170,895,064	\$150,806,876	13%	35	16	119%	206	206	0%	99%	99%	0%

Condo/Townhouse - Current Month vs. Prior Month - October 2018 vs. September 2018

County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received		
	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change	Oct-18	Sep-18	% Change
Monterey	116	130	-11%	47	28	68%	\$388,000	\$437,500	-11%	\$512,140	\$532,246	-4%	\$24,070,597	\$14,902,900	62%	19	48	-60%	37	49	-24%	98%	97%	1%
San Benito	16	13	23%	5	4	25%	\$376,000	\$439,500	-14%	\$397,000	\$434,750	-9%	\$1,985,000	\$1,739,000	14%	31	52	-40%	8	3	167%	99%	97%	2%
San Mateo	156	156	0%	105	85	24%	\$900,000	\$925,000	-3%	\$1,005,969	\$1,042,569	-4%	\$105,626,758	\$88,618,395	19%	13	13	0%	113	151	-25%	105%	109%	-4%
Santa Clara	647	634	2%	302	323	-7%	\$925,000	\$850,000	8.8%	\$978,018	\$907,746	8%	\$295,361,556	\$293,202,157	1%	14	14	0%	426	519	-18%	103%	104%	-1%
Santa Cruz	141	141	0%	41	34	21%	\$565,000	\$601,000	-6%	\$606,605	\$609,338	0%	\$24,870,813	\$20,717,500	20%	35	30	17%	48	48	0%	99%	99%	0%