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MLSListings Silicon Valley and Coastal Regions Single-Family Homes Market Overview

Single Family Homes Market

November 2018 Data for MLSListings Counties (from North to South):

In **San Mateo County**, the median Single Family home cost \$1,500,000 and sold in 18 days for 103% of the list price based on 330 sales in November 2018.

- Inventory was down **-17%** from October, but up **54%** from November 2017 with 538 homes available, compared to 350 homes last year.
- Average days on market (DOM) increased 10 days from 21 to 31 or **48%**; median DOM rose 5 days from the month before.
- Number of new listings for the month of November decreased **-35%** over October, but rose **5%** from November of last year.
- Closed sales dropped **-24%** from October from 436 to 330, and lost **-16%** from November 2017.

In **Santa Clara County**, the median Single Family home cost \$1,250,000 and sold in 19 days for 100% of the list price based on 733 sales in November 2018.

- Inventory was down **-17%** from October, but more than doubled from November 2017 with 1339 homes available, compared to 647 homes last year (an increase of **107%**).
- Average days on market (DOM) rose 4 days from 28 to 32 or **14%**; median DOM gained 5 days from the month before.
- Number of new listings for the month of November dropped **-37%** over October, and was flat compared to November of last year.
- Closed sales dipped **-12%** from October from 833 to 733, and dropped **-11%** from November 2017.

In **Santa Cruz County**, the median Single Family home cost \$853,250 and sold in 31 days for 98% of the list price based on 138 sales in November 2018.

- Inventory was down **-17%** from October, but up 8% from November 2017 with 448 homes available, compared to 416 homes last year.
- Average days on market (DOM) increased 8 days from 45 to 53 or **18%**; median DOM rose 10 days from the month before.
- Number of new listings for the month of November dropped **-41%** over October, and down **-6%** from November of last year.
- Closed sales dipped **-23%** from October from 180 to 138, and was down **-28%** from November 2017.

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In **Monterey County**, the median Single Family home cost \$630,500 and sold in 25 days for 98% of the list price based on 196 sales in November 2018.

- Inventory dipped **-3%** from October, but rose **7%** from November 2017 with 839 homes available, compared to 784 homes last year.
- Average days on market (DOM) dropped **-8** days from 53 to 45 or **-15%**; median DOM decreased **-2** days from the month before.
- Number of new listings for the month of November lost **-16%** over October, but rose **13%** from November of last year.
- Closed sales dipped **-7%** from October from 210 to 196, and dropped **-12%** from November 2017.

In **San Benito County**, the median Single Family home cost \$583,200 and sold in 42 days for 99% of the list price based on 44 sales in November 2018.

- Inventory was down **-17%** from October, and down **-18%** from November 2017 with 123 homes available, compared to 150 homes last year.
- Average days on market (DOM) increased by 28 days from 37 to 65 or **76%**; median DOM gained 20 days from the month before.
- Number of new listings for the month of November decreased **-6%** over October, and was down **-8%** from November of last year.
- Closed sales dipped **-2%** from October from 45 to 44, but rose **7%** compared to sales in November 2017.

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-18	Oct-18	% Change	Nov-18	Oct-18	% Change	Nov-18	Oct-18	% Change	Nov-18	Oct-18	% Change	Nov-18	Oct-18	% Change	Nov-18	Oct-18	% Change
Monterey	840	866	-3%	196	210	-7%	\$630,500	\$605,000	4%	25	23	9%	228	272	-16%	98%	99%	-1%
San Benito	123	149	-17%	44	45	-2%	\$583,200	\$599,000	-3%	42	23	83%	45	48	-6%	99%	100%	-1%
San Mateo	537	645	-17%	332	436	-24%	\$1,500,000	\$1,576,250	-5%	18	14	29%	299	463	-35%	103%	107%	-4%
Santa Clara	1340	1621	-17%	737	833	-12%	\$1,250,000	\$1,290,000	-3%	19	15	27%	673	1068	-37%	100%	102%	-2%
Santa Cruz	449	540	-17%	138	180	-23%	\$853,250	\$871,500	-2%	31	21	48%	122	206	-41%	98%	99%	-1%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-18	Nov-17	% Change	Nov-18	Nov-17	% Change	Nov-18	Nov-17	% Change	Nov-18	Nov-17	% Change	Nov-18	Nov-17	% Change	Nov-18	Nov-17	% Change
Monterey	840	784	7%	196	222	-12%	\$630,500	\$616,125	2%	25	28	-11%	228	201	13%	98%	98%	0%
San Benito	123	150	-18%	44	41	7%	\$583,200	\$639,916	-9%	42	29	45%	45	49	-8%	99%	100%	-1%
San Mateo	537	350	53%	332	393	-16%	\$1,500,000	\$1,485,000	1%	18	12	50%	299	286	5%	103%	108%	-5%
Santa Clara	1340	647	107%	737	827	-11%	\$1,250,000	\$1,280,000	-2%	19	9	111%	673	676	0%	100%	108%	-7%
Santa Cruz	449	416	8%	138	192	-28%	\$853,250	\$850,000	0%	31	25	24%	122	130	-6%	98%	100%	-2%

County listing data and analysis is courtesy of Aculist, an MLSListings in-house startup that provides business analytics solutions for real estate professionals. To learn more, visit Aculist.com.