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

## Closed Sales of Single Family Homes Up in 4 of 5 MLSListings Counties

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

In **San Mateo County**, the median Single Family home cost \$1,600,000 and sold in 13 days for 107% of the list price based on 427 sales in October 2018.

- Inventory dipped **-5%** from September, but climbed **51%** from October 2017 with 643 homes available, compared to 427 homes last year.
- Average days on market (DOM) dropped -4 days from 24 to 20 or **-17%**; median DOM was unchanged from the month before at 13 days.
- Number of new listings for the month of October decreased **-22%** over September but rose **18%** from October of last year.
- Closed sales jumped **37%** from September from 312 to 427, and up **9%** from October 2017.

In **Santa Clara County**, the median Single Family home cost \$1,290,000 and sold in 14 days for 102% of the list price based on 826 sales in October 2018.

- Inventory was up **2%** from September, and up **92%** from October 2017 with 1,615 homes available, compared to 843 homes last year.
- Average days on market (DOM) dropped -1 days from 28 to 27 or **-4%**; median DOM dropped -2 days from the month before.
- Number of new listings for the month of October decreased **-12%** over September but rose **19%** from October of last year.
- Closed sales went up **12%** from September from 738 to 826, but down **-7%** from October 2017.

In **Santa Cruz County**, the median Single Family home cost \$866,500 and sold in 21 days for 99% of the list price based on 178 sales in October 2018.

- Inventory dipped **-5%** from September, but gained **7%** from October 2017 with 537 homes available, compared to 503 homes last year.
- Average days on market (DOM) dropped -9 days from 54 to 45 or **-17%**; median DOM rose 2 days from the month before.
- Number of new listings for the month of October remained flat with September but rose **6%** from October of last year.
- Closed sales gained **28%** from September from 139 to 178 but down **-5%** from October 2017.

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In **Monterey County**, the median Single Family home cost \$610,000 and sold in 27 days for 99% of the list price based on 207 sales in October 2018.

- Inventory was down **-2%** from September, and down **-5%** from October 2017 with 861 homes available, compared to 911 homes last year.
- Average days on market (DOM) lost -2 days from 55 to 53 or **-4%**; median DOM gained 8 days from the month before.
- Number of new listings for the month of October increased **7%** over September, but down **-2%** from October of last year.
- Closed sales dipped **-8%** from September from 226 to 207, and down **-14%** from October 2017.

In **San Benito County**, the median Single Family home cost \$599,000 and sold in 22 days for 100% of the list price based on 45 sales in October 2018.

- Inventory was down **-1%** from September, and down **-6%** from October 2017 with 147 homes available, compared to 157 homes last year.
- Average days on market (DOM) lost -2 days from 39 to 37 or **-5%**; median DOM dropped -2 days from the month before.
- Number of new listings for the month of October slid **-21%** over September, and down **-19%** from October of last year.
- Closed sales rose **18%** from September from 38 to 45, but down **-12%** from October 2017.

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

County	Inventory			Closed Sales			Median Price			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
Monterey	861	878	-2%	207	226	-8%	\$610,000	\$622,912	-2%	19	22	-14%	272	255	7%	99%	98%	1%
San Benito	147	148	-1%	45	38	18%	\$599,000	\$562,000	7%	31	23	35%	46	58	-21%	100%	99%	1%
San Mateo	643	677	-5%	428	312	37%	\$1,594,000	\$1,600,000	0%	13	13	0%	463	590	-22%	107%	107%	0%
Santa Clara	1616	1585	2%	827	738	12%	\$1,290,000	\$1,247,500	3%	14	13	8%	1068	1219	-12%	102%	102%	0%
Santa Cruz	537	566	-5%	179	139	29%	\$868,000	\$900,000	-4%	35	16	119%	206	206	0%	99%	99%	0%

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

County	Inventory			Closed Sales			Median Price			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
Monterey	861	911	-5%	207	241	-14%	\$610,000	\$575,000	6%	19	26	-27%	272	278	-2%	99%	98%	1%
San Benito	147	157	-6%	45	51	-12%	\$599,000	\$545,000	10%	31	36	-14%	46	57	-19%	100%	99%	1%
San Mateo	643	427	51%	428	390	10%	\$1,594,000	\$1,505,400	6%	13	12	8%	463	394	18%	107%	110%	-3%
Santa Clara	1616	843	92%	827	891	-7%	\$1,290,000	\$1,230,000	5%	14	9	56%	1068	894	19%	102%	108%	-6%
Santa Cruz	537	503	7%	179	188	-5%	\$868,000	\$860,000	1%	35	20	75%	206	194	6%	99%	100%	-1%

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](http://Aculist.com).