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MLSListings Silicon Valley and Coastal Regions Condo/Townhome Market Overview

## April 2019 County Summaries Condo/Townhouse Market

### April 2019 Data for MLSListings Counties (from North to South):

In **San Mateo County**, the median Residential Common Interest home cost \$940,000 and sold in 11 days for 104% of the list based on 117 sales in April 2019.

- Inventory was up **12%** from March, and up **53%** from April 2018 with 148 homes available, compared to 97 homes last year.
- Average days on market (DOM) dipped -10 days from 31 to 21 or **-32%**; median DOM dropped -3 days from the month before.
- Number of new listings for the month of April increased **19%** over March, and even with April of last year.
- Closed sales rose **17%** from March from 100 to 117, but down **-9%** from April 2018.

In **Santa Clara County**, the median Residential Common Interest home cost \$850,000 and sold in 14 days for 101% of the list price based on 336 sales in April 2019.

- Inventory was up **8%** from March, and rose **129%** from April 2018 with 639 homes available, compared to 279 homes last year.
- Average days on market (DOM) dropped -2 days from 32 to 30 or **-6%**; median DOM dropped -2 days from the month before.
- Number of new listings for the month of April increased **10%** over March, and increased **4%** from April of last year.
- Closed sales rose **22%** from March from 275 to 336, but were down **-15%** from April 2018.

In **Santa Cruz County**, the median Residential Common Interest home cost \$613,800 and sold in 31 days for 99% of the list price based on 46 sales in April 2019.

- Inventory was up **22%** from March, and up **21%** from April 2018 with 115 homes available, compared to 95 homes last year.
- Average days on market (DOM) dropped -7 days from 59 to 52 or **-12%**; median DOM rose 10 days from the month before.
- Number of new listings for the month of April increased **55%** over March, and up **36%** from April of last year.
- Closed sales went up by **18%** from March from 39 to 46, and up **28%** from April 2018.

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In **Monterey County**, the median Residential Common Interest home cost \$533,688 and sold in 13 days for 98% of the list price based on 20 sales in April 2019.

- Inventory was up **7%** from March, and up **61%** from April 2018 with 151 homes available, compared to 94 homes last year.
- Average days on market (DOM) dropped 55 days from 113 to 58 or **-49%**; median DOM dropped -76 days from the month before.
- Number of new listings for the month of April decreased **-46%** over March but rose **12%** from April of last year.
- Closed sales dipped **-20%** from March from 25 to 20 and decreased **-23%** from April 2018.

In **San Benito County**, the median Residential Common Interest home cost \$375,000 and sold in 35 days for 92% of the list based on 1 sale in April 2019.

- Inventory rose **114%** from March, and gained **114%** from April 2018 with 15 homes available, compared to 7 homes last year.
- Average days on market (DOM) dropped -32 days from 67 to 35 or **-48%**; median DOM dropped -28 days from the month before.
- Number of new listings for the month of April increased **200%** over March, and up **50%** from April of last year.
- Closed sales dropped **-67%** from March from 3 to 1, and down **-67%** from April 2018.

Condo/Townhouse - Current Month vs. Prior Month - April 2019 vs. March 2019

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Apr-19	Mar-19	% Change	Apr-19	Mar-19	% Change	Apr-19	Mar-19	% Change	Apr-19	Mar-19	% Change	Apr-19	Mar-19	% Change	Apr-19	Mar-19	% Change
Monterey	151	141	7%	20	25	-20%	\$533,688	\$490,000	9%	14	89	-84%	38	71	-46%	98%	97%	1%
San Benito	15	7	114%	1	3	-67%	\$375,000	\$348,000	8%	35	63	-44%	9	3	200%	92%	101%	-9%
San Mateo	148	132	12%	117	100	17%	\$940,000	\$945,000	-1%	11	14	-21%	139	117	19%	104%	102%	2%
Santa Clara	639	593	8%	336	275	22%	\$850,000	\$838,000	1.4%	14	16	-13%	519	470	10%	101%	101%	0%
Santa Cruz	115	94	22%	46	39	18%	\$613,800	\$560,000	10%	31	21	48%	68	44	55%	99%	98%	1%

Condo/Townhouse Year-over-Year - April 2019 vs. April 2018

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change
Monterey	151	94	61%	20	26	-23%	\$533,688	\$495,500	8%	14	16	-13%	38	34	12%	98%	99%	-1%
San Benito	15	7	114%	1	3	-67%	\$375,000	\$355,000	6%	35	56	-38%	9	6	50%	92%	99%	-7%
San Mateo	148	97	53%	117	129	-9%	\$940,000	\$1,010,000	-7%	11	10	10%	139	139	0%	104%	114%	-9%
Santa Clara	639	279	129%	336	397	-15%	\$850,000	\$915,000	-7%	14	8	75%	519	500	4%	101%	115%	-12%
Santa Cruz	115	95	21%	46	36	28%	\$613,800	\$586,500	5%	31	14	121%	68	50	36%	99%	101%	-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](http://Aculist.com).