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MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

November 2019 County Summaries Condo/Townhouse Market

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

In **San Mateo County**, the median Residential Common Interest home cost \$894,500 and sold in 22 days for 101% of the list price based on 106 sales in November 2019.

- Inventory was down **-21%** from October, and up **24%** from November 2018 with 170 homes available, compared to 137 homes last year.
- Average days on market (DOM) gained 7 days from 28 to 35 or **25%**; median DOM increased 8 days from the month before.
- Number of new listings for the month of November decreased **-31%** over October and increased **13%** from November of last year.
- Closed sales dipped **-10%** from October from 118 to 106, and up **14%** from November 2018.

In **Santa Clara County**, the median Residential Common Interest home cost \$791,500 and sold in 23 days for 100% of the list price based on 318 sales in November 2019.

- Inventory dipped **-27%** from October, and down **-10%** from November 2018 with 484 homes available, compared to 540 homes last year.
- Average days on market (DOM) added 3 days from 39 to 42 or **8%**; median DOM dropped 1 day from the month before.
- Number of new listings for the month of November decreased **-48%** over October and dropped **-25%** from November of last year.
- Closed sales decreased **-10%** from October from 353 to 318 and were up **10%** from November 2018.

In **Santa Cruz County**, the median Residential Common Interest home cost \$503,313 and sold in 13 days for 100% of the list price based on 36 sales in November 2019.

- Inventory was down **-10%** from October but lost **-21%** from November 2018 with 103 homes available, compared to 130 homes last year.
- Average days on market (DOM) dropped 5 days from 42 to 37 or **-12%**; median DOM dropped 6 days from the month before.
- Number of new listings for the month of November decreased **-46%** over October, and down **-22%** from November of last year.
- Closed sales decreased by **-20%** from October from 45 to 36, and up **3%** from November 2018.

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In **Monterey County**, the median Residential Common Interest home cost \$519,500 and sold in 39 days for 98% of the list price based on 26 sales in November 2019.

- Inventory dropped **-12%** from October, and down **-20%** from November 2018 with 91 homes available, compared to 114 homes last year.
- Average days on market (DOM) increased 12 days from 59 to 71 or **20%**; median DOM went up 2 days from the month before.
- Number of new listings for the month of November decreased **-38%** over October and dropped **-43%** from November of last year.
- Closed sales decreased **-41%** from October from 44 to 26 and decreased **-4%** from November 2018.

In **San Benito County**, the median Residential Common Interest home cost \$395,000 and sold in 9 days for 103% of the list price based on 3 sales in November 2019.

- Inventory dipped **-20%** from October and was down **-33%** from November 2018 with 12 homes available.
- Average days on market (DOM) increased 56 days from 7 to 63 or **800%**; median DOM added 2 days from the month before.
- Number of new listings for the month of November decreased **-83%** over October, but down **-83%** November of last year.
- Closed sales increased **50%** from October from 2 to 3 and decreased **-25%** from November 2018.

Condo/Townhouse - Current Month vs. Prior Month - November 2019 vs. October 2019

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-19	Oct-19	% Change	Nov-19	Oct-19	% Change	Nov-19	Oct-19	% Change	Nov-19	Oct-19	% Change	Nov-19	Oct-19	% Change	Nov-19	Oct-19	% Change
Monterey	91	103	-12%	26	44	-41%	\$519,500	\$469,000	11%	39	37	5%	21	34	-38%	98%	98%	0%
San Benito	12	15	-20%	3	2	50%	\$395,000	\$454,000	-13%	9	7	29%	1	6	-83%	103%	99%	4%
San Mateo	170	214	-21%	106	118	-10%	\$894,500	\$901,000	-1%	22	14	57%	99	143	-31%	101%	102%	-1%
Santa Clara	486	664	-27%	318	353	-10%	\$791,500	\$810,000	-2.3%	23	24	-4%	195	374	-48%	100%	100%	0%
Santa Cruz	103	114	-10%	36	45	-20%	\$503,313	\$680,000	-26%	13	19	-32%	31	57	-46%	100%	99%	1%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change
Monterey	91	114	-20%	26	27	-4%	\$519,500	\$455,000	14%	39	35	11%	21	37	-43%	98%	98%	0%
San Benito	12	18	-33%	3	4	-25%	\$395,000	\$458,750	-14%	9	1	1%	1	6	-83%	103%	99%	4%
San Mateo	170	137	24%	106	93	14%	\$894,500	\$905,000	-1%	22	14	57%	99	88	13%	101%	103%	-2%
Santa Clara	486	540	-10%	318	288	10%	\$791,500	\$841,250	-6%	23	20	15%	195	260	-25%	100%	101%	-1%
Santa Cruz	103	130	-21%	36	35	3%	\$503,313	\$629,000	-20%	13	45	-71%	31	40	-23%	100%	97%	3%

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.