

Market Snapshot - August 2019 vs. August 2018



Single Family Homes Year-over-Year - August 2019 vs. August 2018

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|-----------------|-----------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change |
| Monterey | 855 | 899 | -5% | 230 | 243 | -5% | \$635,000 | \$600,000 | 6% | \$890,240 | \$819,287 | 9% | \$204,755,310 | \$199,086,742 | 3% | 26 | 24 | 8% | 284 | 373 | -24% | 98% | 99% | -1% |
| San Benito | 155 | 153 | 1% | 62 | 42 | 48% | \$609,950 | \$575,000 | 6% | \$641,756 | \$658,379 | -3% | \$39,788,881 | \$27,651,927 | 44% | 38 | 45 | -16% | 68 | 69 | -1% | 99% | 98% | 1% |
| San Mateo | 527 | 521 | 1% | 340 | 378 | -10% | \$1,547,500 | \$1,500,000 | 3% | \$1,887,706 | \$1,882,801 | 0% | \$641,820,315 | \$711,698,961 | -10% | 14 | 12 | 17% | 382 | 450 | -15% | 104% | 108% | -4% |
| Santa Clara | 1564 | 1385 | 13% | 875 | 945 | -7% | \$1,190,000 | \$1,295,000 | -8% | \$1,456,672 | \$1,564,598 | -7% | \$1,274,588,033 | \$1,478,545,854 | -14% | 19 | 13 | 46% | 947 | 1064 | -11% | 100% | 104% | -4% |
| Santa Cruz | 589 | 534 | 10% | 165 | 183 | -10% | \$875,000 | \$920,000 | -5% | \$985,469 | \$992,360 | -1% | \$162,602,464 | \$181,602,020 | -10% | 18 | 18 | 0% | 203 | 232 | -13% | 99% | 100% | -1% |

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

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-----------|----------|---------------|-------------|----------|---------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change | Aug-19 | Aug-18 | % Change |
| Monterey | 142 | 117 | 21% | 40 | 37 | 8% | \$512,500 | \$515,000 | 0% | \$599,631 | \$592,810 | 1% | \$23,985,257 | \$21,934,000 | 9% | 70 | 21 | 233% | 36 | 48 | -25% | 98% | 98% | 0% |
| San Benito | 13 | 12 | 8% | 3 | 5 | -40% | \$420,000 | \$369,000 | 14% | \$403,833 | \$398,800 | 1% | \$1,211,500 | \$1,994,000 | -39% | 29 | 16 | 81% | 1 | 9 | -89% | 100% | 99% | 1% |
| San Mateo | 144 | 107 | 35% | 113 | 113 | 0% | \$1,025,000 | \$900,000 | 14% | \$1,036,159 | \$1,023,285 | 1% | \$117,085,991 | \$115,631,221 | 1% | 14 | 12 | 17% | 116 | 106 | 9% | 103% | 107% | -4% |
| Santa Clara | 749 | 474 | 58% | 329 | 350 | -6% | \$840,000 | \$940,000 | -11% | \$885,491 | \$989,435 | -11% | \$291,326,540 | \$346,302,570 | -16% | 25 | 13 | 92% | 453 | 445 | 2% | 100% | 106% | -6% |
| Santa Cruz | 110 | 152 | -28% | 42 | 38 | 11% | \$661,680 | \$601,000 | 10% | \$663,710 | \$651,397 | 2% | \$27,875,860 | \$24,753,117 | 13% | 26 | 11 | 136% | 51 | 80 | -36% | 99% | 101% | -2% |

Market Snapshot - August 2019 vs. July 2019



Single Family Homes - Current Month vs. Prior Month - August 2019 vs. July 2019

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|--------------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|-----------------|-----------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change |
| Monterey | 855 | 876 | -2% | 230 | 227 | 1% | \$635,000 | \$652,563 | -3% | \$890,240 | \$974,074 | -9% | \$204,755,310 | \$221,114,976 | -7% | 26 | 25 | 4% | 284 | 295 | -4% | 98% | 98% | 0% |
| | 155 | 157 | -1% | 62 | 54 | 15% | \$609,950 | \$568,399 | 7% | \$641,756 | \$609,779 | 5% | \$39,788,881 | \$32,928,074 | 21% | 38 | 28 | 36% | 68 | 59 | 15% | 99% | 99% | 0% |
| San Benito | 527 | 550 | -4% | 340 | 387 | -12% | \$1,547,500 | \$1,565,000 | -1% | \$1,887,706 | \$1,911,840 | -1% | \$641,820,315 | \$739,882,420 | -13% | 14 | 13 | 8% | 382 | 360 | 6% | 104% | 105% | -1% |
| San Mateo | 1564 | 1679 | -7% | 875 | 915 | -4% | \$1,190,000 | \$1,292,500 | -8% | \$1,456,672 | \$1,574,317 | -7% | \$1,274,588,033 | \$1,440,500,553 | -12% | 19 | 15 | 27% | 947 | 982 | -4% | 100% | 101% | -1% |
| Santa Clara | 589 | 603 | -2% | 165 | 156 | 6% | \$875,000 | \$899,500 | -3% | \$985,469 | \$1,097,384 | -10% | \$162,602,464 | \$171,191,928 | -5% | 18 | 23 | -22% | 203 | 247 | -18% | 99% | 99% | 0% |

Condo/Townhouse - Current Month vs. Prior Month - August 2019 vs. July 2019

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|--------------------|-----------|--------|----------|--------------|--------|----------|--------------|-----------|----------|---------------|-----------|----------|---------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change | Aug-19 | Jul-19 | % Change |
| Monterey | 142 | 155 | -8% | 40 | 28 | 43% | \$512,500 | \$527,500 | -3% | \$599,631 | \$698,813 | -14% | \$23,985,257 | \$19,566,789 | 23% | 70 | 58 | 21% | 36 | 38 | -5% | 98% | 97% | 1% |
| San Benito | 13 | 18 | -28% | 3 | 2 | 50% | \$420,000 | \$402,500 | 4% | \$403,833 | \$402,500 | 0% | \$1,211,500 | \$805,000 | 50% | 29 | 104 | -72% | 1 | 8 | -88% | 100% | 99% | 1% |
| San Mateo | 144 | 152 | -5% | 113 | 124 | -9% | \$1,025,000 | \$915,000 | 12% | \$1,036,159 | \$997,690 | 4% | \$117,085,991 | \$123,713,639 | -5% | 14 | 14 | 0% | 116 | 127 | -9% | 103% | 102% | 1% |
| Santa Clara | 749 | 747 | 0% | 329 | 324 | 2% | \$840,000 | \$800,889 | 4.9% | \$885,491 | \$880,238 | 1% | \$291,326,540 | \$285,197,350 | 2% | 25 | 18 | 39% | 453 | 441 | 3% | 100% | 101% | -1% |
| Santa Cruz | 110 | 119 | -8% | 42 | 39 | 8% | \$661,680 | \$585,000 | 13% | \$663,710 | \$600,038 | 11% | \$27,875,860 | \$23,401,500 | 19% | 26 | 14 | 86% | 51 | 51 | 0% | 99% | 99% | 0% |