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

For Sale Signs Stayed Up Longer as Available Homes Moved Slower

All 5 MLSListings Counties Report Homes on the Market Longer

In most counties, inventory inched up while some saw closed sales decline. Closer to the coast, closed sales rose slightly in Monterey and Santa Cruz counties, while the highest median single family home price was in San Mateo County.

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

In **San Mateo County**, the median Single Family home cost \$1,601,000 and sold in 12 days for 105% of the list price based on 379 sales in April 2019.

- Inventory was up **12%** from March, and up **16%** from April 2018 with 524 homes available, compared to 452 homes last year.
- Average days on market (DOM) dropped -5 days from 30 to 25 or **-17%**; median DOM dropped -1 day the month before.
- Number of new listings for the month of April increased **8%** over March, and up **11%** from April of last year.
- Closed sales went up **21%** from March from 313 to 379 and up **10%** from April 2018.

In **Santa Clara County**, the median Single Family home cost \$1,320,000 and sold in 12 days for 102% of the list price based on 874 sales in April 2019.

- Inventory was up **17%** from March, and up **59%** from April 2018 with 1500 homes available, compared to 941 homes last year.
- Average days on market (DOM) dropped -3 days from 28 to 25 or **-11%**; median DOM dropped -1 day from the month before.
- Number of new listings for the month of April increased **22%** over March, and up **3%** from April of last year.
- Closed sales rose **11%** from March from 789 to 874 but dropped **-10%** from April 2018.

In **Santa Cruz County**, the median Single Family home cost \$967,750 and sold in 14 days for 99% of the list price based on 144 sales in April 2019.

- Inventory was up **18%** from March, and up **11%** from April 2018 with 452 homes available, compared to 408 homes last year.
- Average days on market (DOM) decreased -13 days from 58 to 45 or **-22%**; median DOM dropped -8 days from the month before.
- Number of new listings for the month of April increased **12%** over March, and up **5%** from April of last year.
- Closed sales rose **15%** from March from 125 to 144 but was down **-17%** from April 2018.

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In **Monterey County**, the median Single Family home cost \$599,900 and sold in 30 days for 98% of the list price based on 221 sales in April 2019.

- Inventory rose **10%** from March, but the same as April 2018 with 821 homes available, compared to 823 homes last year.
- Average days on market (DOM) increased 5 days from 62 to 67 or **8%**; median DOM increased 1 day from the month before.
- Number of new listings for the month of April increased **50%** over March and up **4%** from April of last year.
- Closed sales went up **9%** from March from 202 to 221 and dropped **-5%** from April 2018.

In **San Benito County**, the median Single Family home cost \$550,900 and sold in 34 days for 99% of the list price based on 53 sales in April 2019.

- Inventory was up **10%** from March, and up **49%** from April 2018 with 156 homes available, compared to 105 homes last year.
- Average days on market (DOM) dropped by -8 days from 68 to 60 or **-12%**; median DOM dropped -30 days from the month before.
- Number of new listings for the month of April increased **63%** over March, and rose **27%** from April of last year.
- Closed sales rose **29%** from March from 41 to 53 but dropped **-10%** compared to sales in April 2018.

Single Family Homes - 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	821	744	10%	221	202	9%	\$599,900	\$575,000	4%	30	29	3%	353	236	50%	98%	98%	0%
San Benito	156	142	10%	53	41	29%	\$550,900	\$610,000	-10%	34	64	-47%	80	49	63%	99%	99%	0%
San Mateo	524	468	12%	379	313	21%	\$1,601,000	\$1,610,000	-1%	12	13	-8%	501	465	8%	105%	103%	2%
Santa Clara	1500	1287	17%	874	789	11%	\$1,320,000	\$1,300,000	2%	12	13	-8%	1355	1115	22%	102%	101%	1%
Santa Cruz	452	383	18%	144	125	15%	\$967,750	\$916,250	6%	14	22	-36%	243	217	12%	99%	99%	0%

Single Family Homes 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	821	823	0%	221	232	-5%	\$599,900	\$635,000	-6%	30	22	36%	353	340	4%	98%	98%	0%
San Benito	156	105	49%	53	59	-10%	\$550,900	\$569,217	-3%	34	13	162%	80	63	27%	99%	100%	-1%
San Mateo	524	452	16%	379	346	10%	\$1,601,000	\$1,762,500	-9%	12	10	20%	501	561	-11%	105%	112%	-6%
Santa Clara	1500	941	59%	874	968	-10%	\$1,320,000	\$1,422,500	-7%	12	8	50%	1355	1316	3%	102%	112%	-9%
Santa Cruz	452	408	11%	144	174	-17%	\$967,750	\$884,500	9%	14	11	27%	243	232	5%	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.