



Posted: January 14, 2021

MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

## December 2020 County Summaries Condo/Townhouse Market

### December 2020 Data for MLSListings Counties (from North to South):

In **San Mateo County**, the median Residential Common Interest home cost \$820,000 and sold in 29 days for 99% of the list price based on 143 sales in December 2020.

- Inventory was down **-35%** from November, but up **128%** from December 2019 with 198 homes available, compared to 87 homes last year.
- The market slowed down - Average days on market (DOM) increased 6 days from 34 to 40 days or **18%**; median DOM increased 11 days from the month before.
- Number of new listings for the month of December decreased **-42%** over November but increased **91%** from December of last year.
- Closed sales increased **10%** from November from 130 to 143, and up **15%** from December 2019.

In **Santa Clara County**, the median Residential Common Interest home cost \$827,000 and sold in 15 days for 100% of the list price based on 355 sales in December 2020.

- Inventory decreased by **-30%** from November, but is up **61%** from December 2019 with 464 homes available, compared to 289 homes last year.
- Average days on market (DOM) increased 3 days from November from 29 to 32 or **10%**; median DOM added 1 day from the month before.
- Number of new listings for the month of December decreased **-12%** over November and was up **155%** from December of last year.
- Closed sales decreased **-8%** from November from 385 to 355 but up **29%** from December 2019.

In **Santa Cruz County**, the median Residential Common Interest home cost \$629,000 and sold in 13 days for 100% of the list price based on 54 sales in December 2020.

- Inventory was down **-29%** from November and is down **-12%** from December 2019 with 67 homes available, compared to 76 homes last year.
- Average days on market (DOM) decreased by -2 days from 38 to 36 days or **-5%**; median DOM decreased by -1 day from the month before.
- Number of new listings for the month of December decreased **-8%** over November and is up by **80%** from December of last year.
- Closed sales rose **13%** from November from 48 to 54, but was up **54%** from December 2019.

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In **Monterey County**, the median Residential Common Interest home cost \$479,500 and sold in 21 days for 99% of the list price based on 40 sales in December 2020.

- Inventory was down **-35%** from November and is down **-41%** from December 2019 with 45 homes available, compared to 76 homes last year.
- Average days on market (DOM) increased by 43 days, from 33 to 76 or **130%**; median DOM rose by 7 days from the month before.
- Number of new listings for the month of December decreased **-4%** over November but is up **69%** from December of last year.
- Closed sales rose by **11%** from November from 36 to 40 and is up **38%** from December 2019.

In **San Benito County**, the median Residential Common Interest home cost \$481,250 and sold in 8 days for 99% of the list price based on 2 sales in December 2020.

- Inventory was down **-50%** from November and is down **-89%** from December 2019 with 1 home available, compared to 9 homes last year.
- Average days on market (DOM) dropped by -29 days from 37 to 8 or **-78%**; median DOM decreased by -26 days from the month before.
- Number of new listings for the month of December decreased **-100%** from November and is down **-100%** from December of last year.
- Closed sales dipped by **-50%** from November from 4 to 2 and is down **-50%** from December 2019.

Condo/Townhouse - Current Month vs. Prior Month - December 2020 vs. November 2020

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Dec-20	Nov-20	% Change	Dec-20	Nov-20	% Change	Dec-20	Nov-20	% Change	Dec-20	Nov-20	% Change	Dec-20	Nov-20	% Change	Dec-20	Nov-20	% Change
Monterey	45	69	-35%	40	36	11%	\$479,500	\$553,500	-13%	21	14	50%	27	28	-4%	99%	99%	0%
San Benito	1	2	-50%	2	4	-50%	\$481,250	\$389,000	24%	8	34	-76%	0	1	-100%	99%	100%	-1%
San Mateo	196	306	-36%	143	130	10%	\$820,000	\$895,000	-8%	29	18	61%	85	144	-41%	99%	100%	-1%
Santa Clara	463	664	-30%	352	385	-9%	\$826,000	\$840,000	-1.7%	15	14	7%	296	335	-12%	100%	101%	-1%
Santa Cruz	67	94	-29%	54	48	13%	\$629,000	\$719,983	-13%	13	11	18%	36	39	-8%	100%	101%	-1%

Condo/Townhouse Year-over-Year - December 2020 vs. December 2019

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change
Monterey	45	76	-41%	40	29	38%	\$479,500	\$505,123	-5%	21	34	-38%	27	16	69%	99%	98%	1%
San Benito	1	9	-89%	2	4	-50%	\$481,250	\$361,000	33%	8	50	1%	0	2	-100%	99%	99%	0%
San Mateo	196	87	125%	143	124	15%	\$820,000	\$960,000	-15%	29	25	16%	85	44	93%	99%	100%	-1%
Santa Clara	463	289	60%	352	276	28%	\$826,000	\$762,750	8%	15	35	-57%	296	116	155%	100%	99%	1%
Santa Cruz	67	76	-12%	54	35	54%	\$629,000	\$600,000	5%	13	17	-24%	36	20	80%	100%	99%	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).