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MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

November 2020 County Summaries Condo/Townhouse Market

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

In **San Mateo County**, the median Residential Common Interest home cost \$910,000 and sold in 18 days for 100% of the list price based on 129 sales in November 2020.

- Inventory was down **-12%** from October, but up **82%** from November 2019 with 307 homes available, compared to 169 homes last year.
- The market slowed down - Average days on market (DOM) increased 8 days from 26 to 34 days or **31%**; median DOM increased 3 days from the month before.
- Number of new listings for the month of November decreased **-28%** over October but increased **45%** from November of last year.
- Closed sales decreased **-5%** from October from 136 to 129, and up **17%** from November 2019.

In **Santa Clara County**, the median Residential Common Interest home cost \$839,000 and sold in 13 days for 101% of the list price based on 376 sales in November 2020.

- Inventory decreased by **-15%** from October, but is up **33%** from November 2019 with 660 homes available, compared to 495 homes last year.
- Average days on market (DOM) remained at 28 days from October; median DOM lost 1 day from the month before.
- Number of new listings for the month of November decreased **-43%** over October and was up **70%** from November of last year.
- Closed sales decreased **-7%** from October from 406 to 376 but up **16%** from November 2019.

In **Santa Cruz County**, the median Residential Common Interest home cost \$719,983 and sold in 11 days for 101% of the list price based on 48 sales in November 2020.

- Inventory was down **-14%** from October and is down **-9%** from November 2019 with 94 homes available, compared to 103 homes last year.
- Average days on market (DOM) increased by 2 days from 36 to 38 days or **6%**; median DOM decreased by -1 day from the month before.
- Number of new listings for the month of November decreased **-38%** over October and is up by **26%** from November of last year.
- Closed sales dropped **-4%** from October from 50 to 48, but was up **33%** from November 2019.

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In **Monterey County**, the median Residential Common Interest home cost \$553,500 and sold in 14 days for 99% of the list price based on 36 sales in November 2020.

- Inventory was down **-13%** from October and is down **-27%** from November 2019 with 68 homes available, compared to 93 homes last year.
- Average days on market (DOM) decreased by -43 days, from 76 to 33 or **-57%**; median DOM dropped by -11 days from the month before.
- Number of new listings for the month of November decreased **-26%** over October but is up **33%** from November of last year.
- Closed sales dipped by **-16%** from October from 43 to 36 but is up **38%** from November 2019.

In **San Benito County**, the median Residential Common Interest home cost \$389,000 and sold in 34 days for 100% of the list price based on 4 sales in November 2020.

- Inventory was down **-50%** from October and is down **-83%** from November 2019 with 2 homes available, compared to 12 homes last year.
- Average days on market (DOM) increased by 30 days from 7 to 37 or **429%**; median DOM increased by 24 days from the month before.
- Number of new listings for the month of November decreased -50% from October and is the same as November of last year.
- Closed sales dipped by **-20%** from October from 5 to 4 and is up **33%** from November 2019.

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-20	Oct-20	% Change	Nov-20	Oct-20	% Change	Nov-20	Oct-20	% Change	Nov-20	Oct-20	% Change	Nov-20	Oct-20	% Change	Nov-20	Oct-20	% Change
Monterey	68	78	-13%	36	43	-16%	\$553,500	\$529,000	5%	14	25	-44%	28	38	-26%	99%	99%	0%
San Benito	2	4	-50%	4	5	-20%	\$389,000	\$397,000	-2%	34	10	240%	1	2	-50%	100%	101%	-1%
San Mateo	307	349	-12%	129	136	-5%	\$910,000	\$915,000	-1%	18	15	20%	144	200	-28%	100%	101%	-1%
Santa Clara	660	780	-15%	376	406	-7%	\$839,000	\$826,500	1.5%	13	14	-7%	334	589	-43%	101%	101%	0%
Santa Cruz	94	109	-14%	48	50	-4%	\$719,983	\$613,000	17%	11	12	-8%	39	63	-38%	101%	100%	1%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change
Monterey	68	93	-27%	36	26	38%	\$553,500	\$519,500	7%	14	39	-64%	28	21	33%	99%	98%	1%
San Benito	2	12	-83%	4	3	33%	\$389,000	\$395,000	-2%	34	9	1%	1	1	0%	100%	103%	-3%
San Mateo	307	169	82%	129	110	17%	\$910,000	\$890,000	2%	18	22	-18%	144	99	45%	100%	101%	-1%
Santa Clara	660	495	33%	376	323	16%	\$839,000	\$785,000	7%	13	23	-43%	334	196	70%	101%	100%	1%
Santa Cruz	94	103	-9%	48	36	33%	\$719,983	\$503,313	43%	11	13	-15%	39	31	26%	101%	100%	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](https://www.aculist.com).