

Market Snapshot - June 2020 vs. June 2019



Single Family Homes Year-over-Year - June 2020 vs. June 2019

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|-----------------|-----------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change |
| Monterey | 716 | 874 | -18% | 177 | 210 | -16% | \$740,000 | \$632,455 | 17% | \$1,173,752 | \$960,923 | 22% | \$207,754,200 | \$201,793,988 | 3% | 28 | 21 | 33% | 287 | 287 | 0% | 98% | 98% | 0% |
| San Benito | 137 | 182 | -25% | 51 | 60 | -15% | \$586,400 | \$585,495 | 0% | \$648,580 | \$670,193 | -3% | \$33,077,630 | \$40,211,610 | -18% | 51 | 29 | 76% | 55 | 61 | -10% | 99% | 99% | 0% |
| San Mateo | 612 | 625 | -2% | 348 | 395 | -12% | \$1,735,000 | \$1,605,000 | 8% | \$2,196,665 | \$2,101,147 | 5% | \$764,439,680 | \$829,953,404 | -8% | 10 | 13 | -23% | 518 | 452 | 15% | 101% | 105% | -4% |
| Santa Clara | 1222 | 1815 | -33% | 857 | 882 | -3% | \$1,381,000 | \$1,349,000 | 2% | \$1,693,373 | \$1,650,622 | 3% | \$1,451,221,139 | \$1,455,848,808 | 0% | 11 | 13 | -15% | 1066 | 1123 | -5% | 101% | 102% | -1% |
| Santa Cruz | 421 | 554 | -24% | 187 | 161 | 16% | \$905,000 | \$900,000 | 1% | \$1,021,633 | \$1,078,166 | -5% | \$191,045,542 | \$173,584,855 | 10% | 19 | 16 | 19% | 208 | 226 | -8% | 99% | 99% | 0% |

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

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|---------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change | Jun-20 | Jun-19 | % Change |
| Monterey | 110 | 154 | -29% | 18 | 42 | -57% | \$610,000 | \$444,000 | 37% | \$572,611 | \$555,623 | 3% | \$10,307,000 | \$23,336,200 | -56% | 33 | 26 | 27% | 40 | 48 | -17% | 98% | 98% | 0% |
| San Benito | 7 | 16 | -56% | 2 | 3 | -33% | \$412,000 | \$370,000 | 11% | \$412,000 | \$393,000 | 5% | \$824,000 | \$1,179,000 | -30% | 41 | 10 | 1% | 5 | 5 | 0% | 101% | 99% | 2% |
| San Mateo | 197 | 162 | 22% | 81 | 103 | -21% | \$950,000 | \$1,000,000 | -5% | \$1,054,547 | \$1,074,626 | 0% | \$85,418,358 | \$110,686,520 | -23% | 14 | 14 | 0% | 160 | 122 | 31% | 100% | 102% | -2% |
| Santa Clara | 594 | 804 | -26% | 264 | 339 | -22% | \$800,512 | \$899,880 | -11% | \$881,703 | \$991,513 | -11% | \$232,769,725 | \$336,123,212 | -31% | 16 | 14 | 14% | 423 | 455 | -7% | 100% | 101% | -1% |
| Santa Cruz | 124 | 122 | 2% | 50 | 36 | 39% | \$632,500 | \$607,500 | 4% | \$687,839 | \$615,847 | 12% | \$34,391,979 | \$22,170,500 | 55% | 14 | 15 | -7% | 55 | 57 | -4% | 99% | 99% | 0% |

Market Snapshot - June 2020 vs. May 2020



Single Family Homes - Current Month vs. Prior Month - June 2020 vs. May 2020

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-------------|----------|---------------|-------------|----------|-----------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change |
| Monterey | 716 | 699 | 2% | 177 | 91 | 95% | \$740,000 | \$650,000 | 14% | \$1,173,752 | \$757,452 | 55% | \$207,754,200 | \$68,928,171 | 201% | 28 | 19 | 47% | 287 | 252 | 14% | 98% | 98% | 0% |
| San Benito | 137 | 153 | -10% | 51 | 23 | 122% | \$586,400 | \$642,800 | -9% | \$648,580 | \$667,749 | -3% | \$33,077,630 | \$15,358,228 | 115% | 51 | 41 | 24% | 55 | 52 | 6% | 99% | 99% | 0% |
| San Mateo | 612 | 589 | 4% | 348 | 233 | 49% | \$1,735,000 | \$1,650,000 | 5% | \$2,196,665 | \$2,287,634 | -4% | \$764,439,680 | \$533,018,730 | 43% | 10 | 12 | -17% | 518 | 431 | 20% | 101% | 101% | 0% |
| Santa Clara | 1222 | 1319 | -7% | 857 | 498 | 72% | \$1,381,000 | \$1,366,944 | 1% | \$1,693,373 | \$1,659,150 | 2% | \$1,451,221,139 | \$826,257,124 | 76% | 11 | 11 | 0% | 1066 | 1045 | 2% | 101% | 101% | 0% |
| Santa Cruz | 421 | 451 | -7% | 187 | 92 | 103% | \$905,000 | \$850,000 | 6% | \$1,021,633 | \$966,567 | 6% | \$191,045,542 | \$88,924,198 | 115% | 19 | 19 | 0% | 208 | 225 | -8% | 99% | 99% | 0% |

Condo/Townhouse - Current Month vs. Prior Month - June 2020 vs. May 2020

| County | Inventory | | | Closed Sales | | | Median Price | | | Average Price | | | Total Dollars | | | Med Days on Market | | | New Listings | | | % to List Price Received | | |
|-------------|-----------|--------|----------|--------------|--------|----------|--------------|-----------|----------|---------------|-------------|----------|---------------|---------------|----------|--------------------|--------|----------|--------------|--------|----------|--------------------------|--------|----------|
| | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change | Jun-20 | May-20 | % Change |
| Monterey | 110 | 104 | 6% | 18 | 12 | 50% | \$610,000 | \$476,000 | 28% | \$572,611 | \$561,166 | 2% | \$10,307,000 | \$6,734,000 | 53% | 33 | 37 | -11% | 40 | 31 | 29% | 98% | 98% | 0% |
| San Benito | 7 | 6 | 17% | 2 | 2 | 0% | \$412,000 | \$444,400 | -7% | \$412,000 | \$444,400 | -7% | \$824,000 | \$888,800 | -7% | 41 | 38 | 8% | 5 | 2 | 150% | 101% | 100% | 1% |
| San Mateo | 197 | 165 | 19% | 81 | 55 | 47% | \$950,000 | \$890,000 | 7% | \$1,054,547 | \$1,008,774 | 5% | \$85,418,358 | \$55,482,576 | 54% | 14 | 7 | 100% | 160 | 125 | 28% | 100% | 100% | 0% |
| Santa Clara | 594 | 553 | 7% | 264 | 151 | 75% | \$800,512 | \$815,000 | -1.8% | \$881,703 | \$879,548 | 0% | \$232,769,725 | \$132,811,770 | 75% | 16 | 16 | 0% | 423 | 369 | 15% | 100% | 99% | 1% |
| Santa Cruz | 124 | 131 | -5% | 50 | 26 | 92% | \$632,500 | \$616,500 | 3% | \$687,839 | \$621,214 | 11% | \$34,391,979 | \$16,151,574 | 113% | 14 | 19 | -26% | 55 | 53 | 4% | 99% | 98% | 1% |