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MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

April 2021 County Summaries Condo/Townhouse Market

April 2021 Data for MLSListings Counties (from North to South):

In **San Mateo County**, the median Residential Common Interest home cost \$957,000 and sold in 10 days for 103% of the list price based on 151 sales in April 2021.

- Inventory was down **-1%** from March, but up **36%** from April 2020 with 178 homes available, compared to 131 homes last year.
- Average days on market (DOM) decreased -6 days from 28 to 22 days or **-21%**; median DOM decreased -1 day from the month before.
- Number of new listings for the month of April increased **3%** over March and increased **131%** from April of last year.
- Closed sales increased **14%** from March from 133 to 151, and up **99%** from April 2020.

In **Santa Clara County**, the median Residential Common Interest home cost \$888,500 and sold in 8 days for 105% of the list price based on 570 sales in April 2021.

- Inventory decreased by **-3%** from March, but is up **15%** from April 2020 with 529 homes available, compared to 460 homes last year.
- Average days on market (DOM) decreased -10 days from March from 28 to 18 or **-36%**; median DOM dropped -1 day from the month before.
- Number of new listings for the month of April decreased **-1%** over March and was up **133%** from April of last year.
- Closed sales increased **24%** from March from 458 to 570 and up **171%** from April 2020.

In **Santa Cruz County**, the median Residential Common Interest home cost \$709,000 and sold in 8 days for 103% of the list price based on 53 sales in April 2021.

- Inventory was up **11%** from March but is down **-48%** from April 2020 with 59 homes available, compared to 114 homes last year.
- Average days on market (DOM) decreased -26 days from 42 to 16 or **-62%**; median DOM decreased by -1 day from the month before.
- Number of new listings for the month of April increased **22%** over March and is up by **82%** from April of last year.
- Closed sales increased by **2%** from March from 52 to 53, and was up **121%** from April 2020.

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In **Monterey County**, the median Residential Common Interest home cost \$677,250 and sold in 12 days for 100% of the list price based on 38 sales in April 2021.

- Inventory was up **41%** from March and is down **-22%** from April 2020 with 69 homes available, compared to 89 homes last year.
- Average days on market (DOM) increased by 9 days, from 23 to 32 or **39%**; median DOM increased by 3 days from the month before.
- Number of new listings for the month of April increased **63%** over March and is up **235%** from April of last year.
- Closed sales decreased by **-14%** from March from 44 to 38 and is up **217%** from April 2020.

In **San Benito County**, the median Residential Common Interest home cost \$438,500 and sold in 7 days for 103% of the list price based on 4 sales in April 2021

- Inventory was up **20%** from March, and is the same as April 2020 with 6 homes available, compared to 6 homes last year.
- Average days on market (DOM) moved up 1 days from 8 to 9 or **13%**; median DOM stayed the same as last month.
- Number of new listings for the month of April increased **167%** over March, and increased 300% from April of last year.
- Closed sales increased **33%** from March from 3 to 4, no change from April 2020.

Condo/Townhouse - Current Month vs. Prior Month - April 2021 vs. March 2021

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Apr-21	Mar-21	% Change	Apr-21	Mar-21	% Change	Apr-21	Mar-21	% Change	Apr-21	Mar-21	% Change	Apr-21	Mar-21	% Change	Apr-21	Mar-21	% Change
Monterey	69	49	41%	38	44	-14%	\$677,250	\$609,000	11%	12	9	33%	57	35	63%	100%	101%	-1%
San Benito	6	5	20%	4	3	33%	\$438,500	\$395,000	11%	7	7	0%	8	3	167%	103%	102%	1%
San Mateo	178	179	-1%	151	133	14%	\$957,000	\$920,000	4%	10	11	-9%	180	174	3%	103%	102%	1%
Santa Clara	529	543	-3%	570	458	24%	\$888,500	\$874,000	1.7%	8	9	-11%	607	616	-1%	105%	103%	2%
Santa Cruz	59	53	11%	53	52	2%	\$709,000	\$638,500	11%	8	9	-11%	60	49	22%	103%	102%	1%

Condo/Townhouse Year-over-Year - April 2021 vs. April 2020

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change
Monterey	69	89	-22%	38	12	217%	\$677,250	\$472,500	43%	12	33	-64%	57	17	235%	100%	98%	2%
San Benito	6	6	0%	4	0	N/A	\$438,500	\$0	N/A	7	0	1%	8	2	300%	103%	0%	N/A
San Mateo	178	131	36%	151	76	99%	\$957,000	\$1,045,000	-8%	10	10	0%	180	78	131%	103%	103%	0%
Santa Clara	529	460	15%	570	210	171%	\$888,500	\$819,000	8%	8	8	0%	607	260	133%	105%	102%	3%
Santa Cruz	59	114	-48%	53	24	121%	\$709,000	\$617,500	15%	8	10	-20%	60	33	82%	103%	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.