



December 2021 County Summaries Condo/Townhouse Market

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

In **San Mateo County**, the median Residential Common Interest home cost \$880,500 and sold in 14 days for 103% of the list price based on 158 sales in December 2021.

- Inventory was down **-47%** from November, and down **-52%** from December 2020 with 104 homes available, compared to 216 homes last year.
- Average days on market (DOM) increased by 6 days from 23 to 29 days or **26%**; median DOM increased by 1 day from the November number.
- Number of new listings for the month of December decreased **-42%** over November and decreased **-22%** from December of last year.
- Closed sales rose by **9%** from November from 145 to 158 but is down **-3%** from December 2020.

In **Santa Clara County**, the median Residential Common Interest home cost \$925,000 and sold in 11 days for 104% of the list price based on 387 sales in December 2021.

- Inventory decreased by **-50%** from November and is down **-67%** from December 2020 with 157 homes available, compared to 473 homes last year.
- Average days on market (DOM) remained at 23 days from November; median DOM remained the same as November at 11 days.
- Number of new listings for December decreased **-30%** from November and was down **-28%** from December of last year.
- Closed sales decreased **-22%** from November from 493 to 387 but up **3%** from December 2020.

In **Santa Cruz County**, the median Residential Common Interest home cost \$668,500 and sold in 8 days for 104% of the list price based on 36 sales in December 2021.

- Inventory decreased **-47%** from November and is down **-69%** from December 2020 with 21 homes available, compared to 67 homes last year.
- Average days on market (DOM) increased by 12 days from 13 to 25 or **92%**; median DOM remained the same as the month before.
- Number of new listings for the month of December decreased **-51%** over November and is down **-54%** from December of last year.
- Closed sales decreased **-10%** from November from 40 to 36 and is down **-36%** from December 2020.

MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

In **Monterey County**, the median Residential Common Interest home cost \$680,000 and sold in 13 days for 102% of the list price based on 31 sales in December 2021.

- Inventory was down **-40%** from November and is down **-47%** from December 2020 with 24 homes available, compared to 45 homes last year.
- Average days on market (DOM) decreased by -5 days, from 28 to 23 or **-18%**; median DOM rose 2 days from the prior month.
- Number of new listings for the month of December decreased **-44%** over November and is down **-48%** from December of last year.
- Closed sales decreased by **-18%** from November from 38 to 31 and is down **-22%** from December 2020.

In **San Benito County**, the median Residential Common Interest home cost \$463,000 and sold in 25 days for 105% of the list price based on 1 sale in December 2021

- Inventory was up **200%** from November and is up **200%** from December 2020 with 3 homes available, compared to 1 home last year.
- Average days on market (DOM) decreased -12 days from 37 to 25 or **-32%**; median DOM decreased -12 days from the month before.
- Number of new listings for the month of December was unchanged from November and is up unchanged from December of last year.
- Closed sales decreased by **-50%** from November from 2 to 1 and is down **-50%** from December 2020.

Condo/Townhouse - Current Month vs. Prior Month - December 2021 vs. November 2021

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Dec-21	Nov-21	% Change	Dec-21	Nov-21	% Change	Dec-21	Nov-21	% Change	Dec-21	Nov-21	% Change	Dec-21	Nov-21	% Change	Dec-21	Nov-21	% Change
Monterey	24	40	-40%	31	38	-18%	\$680,000	\$650,000	5%	13	11	18%	14	25	-44%	102%	101%	1%
San Benito	3	1	200%	1	2	-50%	\$463,000	\$539,500	-14%	25	37	-32%	2	2	0%	105%	94%	12%
San Mateo	104	195	-47%	157	145	8%	\$880,000	\$925,000	-5%	14	13	8%	66	113	-42%	103%	103%	0%
Santa Clara	157	311	-50%	387	493	-22%	\$925,000	\$923,600	0.2%	11	11	0%	210	302	-30%	104%	104%	0%
Santa Cruz	21	40	-48%	36	40	-10%	\$668,500	\$797,000	-16%	8	8	0%	17	35	-51%	104%	104%	0%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change
Monterey	24	45	-47%	31	40	-23%	\$680,000	\$479,500	42%	13	14	-7%	14	27	-48%	102%	99%	3%
San Benito	3	1	200%	1	2	-50%	\$463,000	\$481,250	-4%	25	8	213%	2	0	200%	105%	99%	6%
San Mateo	104	216	-52%	157	163	-4%	\$880,000	\$820,000	7%	14	27	-48%	66	85	-22%	103%	99%	4%
Santa Clara	157	473	-67%	387	376	3%	\$925,000	\$830,000	11%	11	15	-27%	210	290	-28%	104%	100%	4%
Santa Cruz	21	67	-69%	36	56	-36%	\$668,500	\$629,000	6%	8	12	-33%	17	37	-54%	104%	100%	4%

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).