



January 2021 County Summaries Condo/Townhouse Market

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

In **San Mateo County**, the median Residential Common Interest home cost \$840,000 and sold in 24 days for 99% of the list price based on 93 sales in January 2021.

- Inventory was down **-2%** from December, but up **95%** from January 2020 with 195 homes available, compared to 100 homes last year.
- The market sped up - Average days on market (DOM) decreased -1 days from 40 to 39 days or **-2%**; median DOM decreased -5 days from the month before.
- Number of new listings for the month of January increased **88%** over December and increased **52%** from January of last year.
- Closed sales decreased **-36%** from December from 145 to 93, but up **24%** from January 2020.

In **Santa Clara County**, the median Residential Common Interest home cost \$831,000 and sold in 22 days for 101% of the list price based on 268 sales in January 2021.

- Inventory increased by **14%** from December, and is up **73%** from January 2020 with 527 homes available, compared to 305 homes last year.
- Average days on market (DOM) increased 7 days from December from 32 to 39 or **22%**; median DOM added 6 days from the month before.
- Number of new listings for the month of January increased **66%** over December and was up **46%** from January of last year.
- Closed sales decreased **-26%** from December from 361 to 268 but up **29%** from January 2020.

In **Santa Cruz County**, the median Residential Common Interest home cost \$671,500 and sold in 11 days for 101% of the list price based on 30 sales in January 2021.

- Inventory was up **9%** from December but is down **-21%** from January 2020 with 73 homes available, compared to 92 homes last year.
- Average days on market (DOM) remained at 38 days; median DOM decreased by -2 days from the month before.
- Number of new listings for the month of January increased **11%** over December and is down by **-20%** from January of last year.
- Closed sales dropped by **-45%** from December from 55 to 30, but was up **20%** from January 2020.

MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

In **Monterey County**, the median Residential Common Interest home cost \$589,500 and sold in 16 days for 100% of the list price based on 27 sales in January 2021.

- Inventory was up **18%** from December but is down **-30%** from January 2020 with 53 homes available, compared to 76 homes last year.
- Average days on market (DOM) decreased by **-20** days, from 76 to 56 or **-26%**; median DOM dipped by **-5** days from the month before.
- Number of new listings for the month of January increased **56%** over December and is up **31%** from January of last year.
- Closed sales dropped by **-32%** from December from 40 to 27 and is up **29%** from January 2020.

In **San Benito County**, there were **no** Residential Common Interest home sales in January 2021.

- Inventory was down **-300%** from December and is down **-50%** from January 2020 with 4 home available, compared to 8 homes last year.

Condo/Townhouse - Current Month vs. Prior Month - January 2021 vs. December 2020

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Jan-21	Dec-20	% Change	Jan-21	Dec-20	% Change	Jan-21	Dec-20	% Change	Jan-21	Dec-20	% Change	Jan-21	Dec-20	% Change	Jan-21	Dec-20	% Change
Monterey	53	45	18%	27	40	-33%	\$589,500	\$479,500	23%	16	21	-24%	42	27	56%	100%	99%	1%
San Benito	4	1	300%	0	2	-100%	\$0	\$481,250	-100%	0	8	-100%	6	0	#DIV/0!	0%	99%	-100%
San Mateo	195	199	-2%	93	145	-36%	\$840,000	\$820,000	2%	24	29	-17%	158	84	88%	99%	99%	0%
Santa Clara	527	464	14%	268	361	-26%	\$831,000	\$825,000	0.7%	22	16	38%	487	294	66%	101%	100%	1%
Santa Cruz	73	67	9%	30	54	-44%	\$671,500	\$629,000	7%	11	13	-15%	40	36	11%	101%	100%	1%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change	Jan-21	Jan-20	% Change
Monterey	53	76	-30%	27	21	29%	\$589,500	\$472,500	25%	16	30	-47%	42	32	31%	100%	99%	1%
San Benito	4	8	-50%	0	3	-100%	\$0	\$378,500	-100%	0	151	1%	6	1	500%	0%	99%	-100%
San Mateo	195	100	95%	93	75	24%	\$840,000	\$850,000	-1%	24	22	9%	158	104	52%	99%	102%	-3%
Santa Clara	527	305	73%	268	207	29%	\$831,000	\$780,000	7%	22	32	-31%	487	333	46%	101%	100%	1%
Santa Cruz	73	92	-21%	30	25	20%	\$671,500	\$620,000	8%	11	13	-15%	40	50	-20%	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.