



Posted: August 11, 2021

MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

July 2021 County Summaries Condo/Townhouse Market

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

In **San Mateo County**, the median Residential Common Interest home cost \$922,500 and sold in 9 days for 105% of the list price based on 154 sales in July 2021.

- Inventory was up **14%** from June, and down **-7%** from July 2020 with 264 homes available, compared to 284 homes last year.
- Average days on market (DOM) increased by 4 days from 20 to 24 days or **20%**; median DOM decreased by -1 day from the June number.
- Number of new listings for the month of July increased **20%** over June and increased **10%** from July of last year.
- Closed sales dipped by **-19%** from June from 191 to 154 but is up **22%** from July 2020.

In **Santa Clara County**, the median Residential Common Interest home cost \$900,000 and sold in 9 days for 104% of the list price based on 556 sales in July 2021.

- Inventory increased by **7%** from June but is down **-10%** from July 2020 with 679 homes available, compared to 751 homes last year.
- Average days on market (DOM) decreased -2 days from June from 19 to 17 or **-11%**; median DOM remained at 9 days, unchanged from June.
- Number of new listings for the month of July decreased **-6%** over June and was up **19%** from July of last year.
- Closed sales decreased **-12%** from June from 633 to 556 and up **46%** from July 2020.

In **Santa Cruz County**, the median Residential Common Interest home cost \$700,000 and sold in 8 days for 106% of the list price based on 47 sales in July 2021.

- Inventory increased **26%** from June and is down **-49%** from July 2020 with 67 homes available, compared to 131 homes last year.
- Average days on market (DOM) increased by 1 day from 11 to 12 or **9%**; median DOM was unchanged from the month before.
- Number of new listings for the month of July increased **35%** over June and is up **6%** from July of last year.
- Closed sales increased **7%** from June from 44 to 47 and is down **-28%** from July 2020.

In **Monterey County**, the median Residential Common Interest home cost \$632,500 and sold in 7 days for 103% of the list price based on 36 sales in July 2021.

- Inventory was down **-3%** from June and is down **-38%** from July 2020 with 61 homes available, compared to 99 homes last year.
- Average days on market (DOM) decreased by -7 days, from 22 to 15 or **-32%**; median DOM was unchanged from June.
- Number of new listings for the month of July decreased **-11%** over June and is up **8%** from July of last year.
- Closed sales decreased by **-23%** from June from 47 to 36 and is down **-22%** from July 2020.

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In **San Benito County**, the median Residential Common Interest home cost \$550,400 and sold in 6 days for 104% of the list price based on 2 sales in July 2021

- Inventory was up **200%** from June and is down **-50%** from July 2020 with 3 homes available, compared to 6 homes last year.
- Average days on market (DOM) was unchanged at 6 days; median DOM dropped -1 day from the month before.
- Number of new listings for the month of July increased **200%** over June and increased **50%** from July of last year.
- Closed sales dipped **-60%** from June from 5 to 2 and is down **-60%** from July 2020.

Condo/Townhouse - Current Month vs. Prior Month - July 2021 vs. June 2021

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Jul-21	Jun-21	% Change	Jul-21	Jun-21	% Change	Jul-21	Jun-21	% Change	Jul-21	Jun-21	% Change	Jul-21	Jun-21	% Change	Jul-21	Jun-21	% Change
Monterey	61	63	-3%	36	47	-23%	\$632,500	\$560,000	13%	7	7	0%	40	45	-11%	103%	101%	2%
San Benito	3	1	200%	2	5	-60%	\$550,400	\$508,000	8%	6	7	-14%	6	2	200%	104%	105%	-1%
San Mateo	264	232	14%	154	191	-19%	\$922,500	\$950,000	-3%	9	10	-10%	241	201	20%	105%	104%	1%
Santa Clara	677	634	7%	556	633	-12%	\$900,000	\$916,000	-1.7%	9	9	0%	664	703	-6%	104%	105%	-1%
Santa Cruz	67	53	26%	47	44	7%	\$700,000	\$745,250	-6%	8	8	0%	66	49	35%	106%	105%	1%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change
Monterey	61	99	-38%	36	46	-22%	\$632,500	\$494,500	28%	7	20	-65%	40	37	8%	103%	99%	4%
San Benito	3	6	-50%	2	5	-60%	\$550,400	\$375,000	47%	6	52	-88%	6	4	50%	104%	100%	4%
San Mateo	264	284	-7%	154	126	22%	\$922,500	\$948,000	-3%	9	13	-31%	241	219	10%	105%	101%	4%
Santa Clara	677	751	-10%	556	381	46%	\$900,000	\$829,000	9%	9	15	-40%	664	557	19%	104%	101%	3%
Santa Cruz	67	131	-49%	47	65	-28%	\$700,000	\$655,000	7%	8	17	-53%	66	62	6%	106%	99%	7%

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).