



Posted: December 14, 2021

MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

November 2021 County Summaries Condo/Townhouse Market

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

In **San Mateo County**, the median Residential Common Interest home cost \$925,000 and sold in 13 days for 103% of the list price based on 139 sales in November 2021.

- Inventory was down **-22%** from October, and down **-41%** from November 2020 with 210 homes available, compared to 356 homes last year.
- Average days on market (DOM) decreased by 1 day from 23 to 22 days or **-4%**; median DOM decreased by 2 days from the October number.
- Number of new listings for the month of November decreased **-41%** over October and decreased **-32%** from November of last year.
- Closed sales dipped by **-16%** from October from 166 to 139 and is down **-1%** from November 2020.

In **Santa Clara County**, the median Residential Common Interest home cost \$921,800 and sold in 11 days for 104% of the list price based on 486 sales in November 2021.

- Inventory decreased by **-31%** from October and is down **-51%** from November 2020 with 345 homes available, compared to 711 homes last year.
- Average days on market (DOM) increased 2 days from October from 21 to 23 or **10%**; median DOM remained the same as October at 11 days.
- Number of new listings for November decreased **-36%** from October and was down **-12%** from November of last year.
- Closed sales increased **1%** from October from 481 to 486 and up **21%** from November 2020.

In **Santa Cruz County**, the median Residential Common Interest home cost \$797,000 and sold in 8 days for 104% of the list price based on 40 sales in November 2021.

- Inventory increased **3%** from October but is down **-57%** from November 2020 with 40 homes available, compared to 94 homes last year.
- Average days on market (DOM) decreased by -13 days from 26 to 13 or **-50%**; median DOM decreased by -4 days from the month before.
- Number of new listings for the month of November increased **10%** over October and is down **-11%** from November of last year.
- Closed sales decreased **-7%** from October from 43 to 40 and is down **-18%** from November 2020.

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In **Monterey County**, the median Residential Common Interest home cost \$650,000 and sold in 11 days for 101% of the list price based on 38 sales in November 2021.

- Inventory was down **-17%** from October and is down **-42%** from November 2020 with 39 homes available, compared to 67 homes last year.
- Average days on market (DOM) increased by 2 days, from 26 to 28 or **8%**; median DOM was unchanged from October at 11 days.
- Number of new listings for the month of November decreased **-34%** over October and is down **-7%** from November of last year.
- Closed sales decreased by **-10%** from October from 42 to 38 but up **6%** from November 2020.

In **San Benito County**, the median Residential Common Interest home cost \$539,500 and sold in 37 days for 94% of the list price based on 2 sales in November 2021

- Inventory was down **-50%** from October and is down **-50%** from November 2020 with 1 home available, compared to 2 homes last year.
- Average days on market (DOM) moved up 31 days to 37 or **517%**; median DOM gained 31 days from the month before.
- Number of new listings for the month of November was unchanged from October and is up **100%** from November of last year.
- Closed sales decreased by **-50%** from October from 4 to 2 and is down **-50%** from November 2020.

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-21	Oct-21	% Change	Nov-21	Oct-21	% Change	Nov-21	Oct-21	% Change	Nov-21	Oct-21	% Change	Nov-21	Oct-21	% Change	Nov-21	Oct-21	% Change
Monterey	39	47	-17%	38	42	-10%	\$650,000	\$614,950	6%	11	11	0%	25	38	-34%	101%	100%	1%
San Benito	1	2	-50%	2	4	-50%	\$539,500	\$564,500	-4%	37	6	517%	2	2	0%	94%	103%	-9%
San Mateo	210	269	-22%	140	166	-16%	\$925,000	\$900,000	3%	13	15	-13%	111	187	-41%	103%	104%	-1%
Santa Clara	346	500	-31%	488	481	1%	\$921,800	\$925,000	-0.3%	11	11	0%	302	473	-36%	104%	104%	0%
Santa Cruz	40	39	3%	40	43	-7%	\$797,000	\$699,000	14%	8	12	-33%	34	31	10%	104%	104%	0%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change
Monterey	39	67	-42%	38	36	6%	\$650,000	\$553,500	17%	11	12	-8%	25	27	-7%	101%	99%	2%
San Benito	1	2	-50%	2	4	-50%	\$539,500	\$389,000	39%	37	20	85%	2	1	100%	94%	100%	-6%
San Mateo	210	356	-41%	140	140	0%	\$925,000	\$880,000	5%	13	18	-28%	111	163	-32%	103%	101%	2%
Santa Clara	346	711	-51%	488	401	22%	\$921,800	\$840,000	10%	11	13	-15%	302	342	-12%	104%	101%	3%
Santa Cruz	40	94	-57%	40	49	-18%	\$797,000	\$714,965	11%	8	10	-20%	34	38	-11%	104%	101%	3%

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).