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MLSListings Silicon Valley and Coastal Regions Condo/Townhouse Market Overview

September 2021 County Summaries Condo/Townhouse Market

September 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 12 days for 105% of the list price based on 162 sales in September 2021.

- Inventory was up **2%** from August, but down **-31%** from September 2020 with 254 homes available, compared to 367 homes last year.
- Average days on market (DOM) increased by 1 day from 22 to 23 days or **5%**; median DOM increased by 1 day from the August number.
- Number of new listings for the month of September increased **1%** over August and decreased **-18%** from September of last year.
- Closed sales dipped by **-17%** from August from 195 to 162 and is up **17%** from September 2020.

In **Santa Clara County**, the median Residential Common Interest home cost \$910,000 and sold in 9 days for 103% of the list price based on 510 sales in September 2021.

- Inventory decreased by **-2%** from August and is down **-29%** from September 2020 with 595 homes available, compared to 837 homes last year.
- Average days on market (DOM) increased 1 day from August from 18 to 19 or **6%**; median DOM dropped one day - from 10 to 9 days.
- Number of new listings for the month of September was unchanged from August but was up **5%** from September of last year.
- Closed sales decreased **-6%** from August from 540 to 510 and up **31%** from September 2020.

In **Santa Cruz County**, the median Residential Common Interest home cost \$700,000 and sold in 11 days for 102% of the list price based on 61 sales in September 2021.

- Inventory decreased **-24%** from August but is down **-49%** from September 2020 with 53 homes available, compared to 103 homes last year.
- Average days on market (DOM) decreased by -4 days from 24 to 20 or **-17%**; median DOM was unchanged at 11 days from the month before.
- Number of new listings for the month of September decreased **-18%** over August and is down **-8%** from September of last year.
- Closed sales increased **45%** from August from 42 to 61 and is up **7%** from September 2020.

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In **Monterey County**, the median Residential Common Interest home cost \$662,000 and sold in 8 days for 101% of the list price based on 34 sales in September 2021.

- Inventory was down **-19%** from August and is down **-41%** from September 2020 with 51 homes available, compared to 86 homes last year.
- Average days on market (DOM) decreased by -10 days, from 24 to 14 or **-42%**; median DOM increased 2 days from August.
- Number of new listings for the month of September decreased **-37%** over August and is down **-20%** from September of last year.
- Closed sales decreased by **-21%** from August from 43 to 34 and down **-11%** from September 2020.

In **San Benito County**, the median Residential Common Interest home cost \$455,000 and sold in 6 days for 106% of the list price based on 4 sales in September 2021

- Inventory was up **100%** from August and is up **33%** from September 2020 with 4 homes available, compared to 3 homes last year.
- Average days on market (DOM) was unchanged at 6 days; median DOM (also 6 days) was unchanged from the month before.
- Number of new listings for the month of September decreased **-50%** from August and is down **-40%** from September of last year.
- Closed sales decreased by **-20%** from August from 5 to 4 and is the same as September 2020.

Condo/Townhouse - Current Month vs. Prior Month - September 2021 vs. August 2021

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Sep-21	Aug-21	% Change	Sep-21	Aug-21	% Change	Sep-21	Aug-21	% Change	Sep-21	Aug-21	% Change	Sep-21	Aug-21	% Change	Sep-21	Aug-21	% Change
Monterey	51	63	-19%	34	43	-21%	\$662,000	\$665,000	0%	8	6	33%	32	51	-37%	101%	103%	-2%
San Benito	4	2	100%	4	5	-20%	\$455,000	\$525,000	-13%	6	6	0%	3	6	-50%	106%	104%	2%
San Mateo	254	248	2%	162	195	-17%	\$925,000	\$980,000	-6%	12	11	9%	196	194	1%	105%	104%	1%
Santa Clara	595	607	-2%	509	540	-6%	\$910,000	\$915,200	-0.6%	9	10	-10%	586	584	0%	103%	104%	-1%
Santa Cruz	53	70	-24%	60	42	43%	\$697,500	\$775,000	-10%	11	11	0%	45	55	-18%	102%	104%	-2%

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

County	Inventory			Closed Sales			Median Price			Med Days on Market			New Listings			% to List Price Received		
	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change
Monterey	51	86	-41%	34	38	-11%	\$662,000	\$605,000	9%	8	29	-72%	32	40	-20%	101%	99%	2%
San Benito	4	3	33%	4	4	0%	\$455,000	\$472,250	-4%	6	20	-70%	3	5	-40%	106%	98%	8%
San Mateo	254	367	-31%	162	138	17%	\$925,000	\$925,000	0%	12	14	-14%	196	239	-18%	105%	100%	5%
Santa Clara	595	837	-29%	509	390	31%	\$910,000	\$801,100	14%	9	14	-36%	586	555	6%	103%	100%	3%
Santa Cruz	53	103	-49%	60	57	5%	\$697,500	\$729,000	-4%	11	19	-42%	45	49	-8%	102%	101%	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.