

Market Snapshot - Sept. 2025 vs. Sept. 2024



Single Family Homes Year-over-Year September-25 vs. September-24																									
County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received			
	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Chang	
Monterey	578	518	12%	150	147	2%	\$1,019,500	\$949,000	7%	\$1,453,496	\$1,415,089	3%	\$218,024,448	\$208,018,098	5%	17	11	55%	219	210	4%	98%	99%	-1%	
San Benito	156	147	6%	35	41	-15%	\$799,900	\$785,338	2%	\$864,939	\$861,054	0%	\$30,272,894	\$35,303,224	-14%	33	14	136%	53	54	-2%	98%	99%	-1%	
San Mateo	555	474	17%	362	318	14%	\$1,920,000	\$2,003,500	-4%	\$2,516,239	\$2,515,927	0%	\$910,878,750	\$800,064,811	14%	11	8	38%	368	358	3%	102%	105%	-3%	
Santa Clara	1127	913	23%	726	799	-9%	\$1,880,000	\$1,870,000	1%	\$2,278,302	\$2,291,055	-1%	\$1,654,047,407	\$1,830,553,639	-10%	10	8	25%	816	851	-4%	103%	105%	-2%	
Santa Cruz	552	372	48%	142	132	8%	\$1,395,500	\$1,352,500	3%	\$1,502,316	\$1,401,701	7%	\$213,328,919	\$185,024,577	15%	14	12	17%	216	195	11%	99%	100%	-1%	

Condo/Townhouse Year-over-Year September 2025 vs. September 2024																								
County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received		
	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change
Monterey	113	94	20%	23	21	10%	\$795,000	\$857,500	-7%	\$1,453,306	\$938,613	55%	\$33,426,055	\$19,710,877	70%	36	40	-10%	42	34	24%	98%	98%	0%
San Benito	14	14	0%	0	3	-100%	\$0	\$529,900	-100%	\$0	\$554,300	-100%	\$0	\$1,662,900	-100%	0	12	-100%	4	3	33%	0%	101%	-100%
San Mateo	310	289	7%	96	111	-14%	\$880,000	\$888,000	-1%	\$908,482	\$971,705	-7%	\$87,214,339	\$107,859,328	-19%	35	27	30%	139	152	-9%	98%	101%	-3%
Santa Clara	770	631	22%	284	286	-1%	\$950,000	\$1,009,000	-6%	\$1,080,222	\$1,104,162	-2%	\$306,783,272	\$315,790,340	-3%	26	13	100%	421	440	-4%	101%	102%	-1%
Santa Cruz	136	112	21%	37	24	54%	\$815,000	\$867,500	-6%	\$884,832	\$869,812	2%	\$32,738,798	\$20,875,500	57%	29	22	32%	46	43	7%	99%	98%	1%

Market Snapshot - Sept. 2025 vs. Aug. 2025



Single Family Homes - Current Month vs. Prior Month																								September-25			vs.	August-25																
County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received																						
	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change																				
Monterey	578	562	3%	150	155	-3%	\$1,019,500	\$947,500	8%	\$1,453,496	\$1,583,552	-8%	\$218,024,448	\$245,450,713	-11%	17	14	21%	219	187	17%	98%	98%	0%																				
San Benito	156	152	3%	35	41	-15%	\$799,900	\$876,444	-9%	\$864,939	\$902,996	-4%	\$30,272,894	\$37,022,859	-18%	33	22	50%	53	66	-20%	98%	100%	-2%																				
San Mateo	555	604	-8%	362	361	0%	\$1,920,000	\$2,000,000	-4%	\$2,516,239	\$2,717,336	-7%	\$910,878,750	\$980,958,493	-7%	11	10	10%	368	389	-5%	102%	103%	-1%																				
Santa Clara	1127	1206	-7%	726	836	-13%	\$1,880,000	\$2,100,000	-10%	\$2,278,302	\$2,511,010	-9%	\$1,654,047,407	\$2,099,204,434	-21%	10	8	25%	816	900	-9%	103%	104%	-1%																				
Santa Cruz	552	537	3%	142	132	8%	\$1,395,500	\$1,335,000	5%	\$1,502,316	\$1,607,980	-7%	\$213,328,919	\$212,253,420	1%	14	13	8%	216	201	7%	99%	100%	-1%																				

Condo/Townhouse - Current Month vs. Prior Month - September 2025 vs. August 2025																								
County	Inventory			Closed Sales			Median Price			Average Price			Total Dollars			Med Days on Market			New Listings			% to List Price Received		
	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change	Sep-25	Aug-25	% Change
Monterey	113	101	12%	23	24	-4%	\$795,000	\$742,500	7%	\$1,453,306	\$905,091	61%	\$33,426,055	\$21,722,200	54%	36	44	-18%	42	34	24%	98%	99%	-1%
San Benito	14	14	0%	0	1	-100%	\$0	\$699,900	-100%	\$0	\$699,900	-100%	\$0	\$699,900	-100%	0	13	-100%	4	3	33%	0%	100%	-100%
San Mateo	310	293	6%	96	100	-4%	\$880,000	\$902,500	-2%	\$908,482	\$1,019,554	-11%	\$87,214,339	\$101,955,406	-14%	35	33	6%	139	119	17%	98%	98%	0%
Santa Clara	770	744	3%	284	276	3%	\$950,000	\$935,000	1.6%	\$1,080,222	\$1,046,884	3%	\$306,783,272	\$288,940,122	6%	26	26	0%	421	364	16%	101%	100%	1%
Santa Cruz	136	148	-8%	37	29	28%	\$815,000	\$895,000	-9%	\$884,832	\$886,103	0%	\$32,738,798	\$25,697,000	27%	29	21	38%	46	42	10%	99%	99%	0%