

November Housing Update: Silicon Valley Sales Surge: Bay Area Homes Buck Tight Inventory and Tough Lending

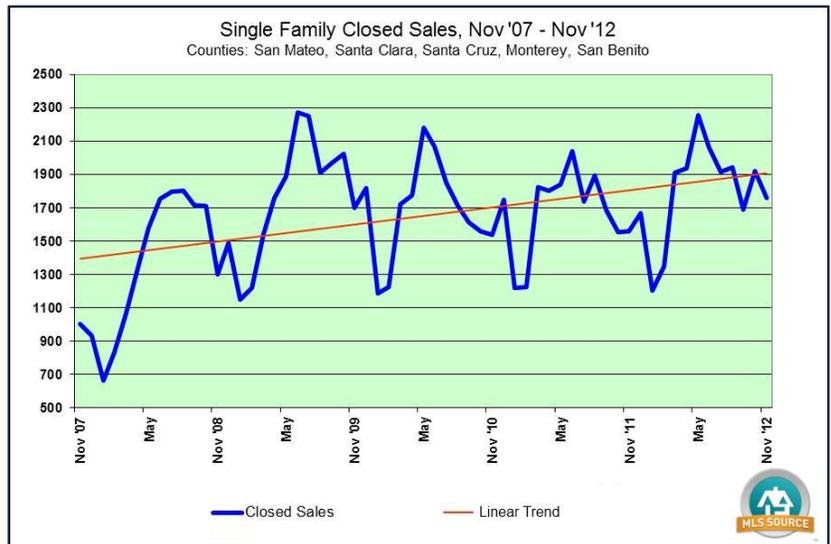
Say what you want about an inventory crunch, tough lending and rising prices; the Bay Area home market is heating up – not just in pocket areas, but at the macro level. People are buying and selling more homes, at a pace that's risen more than 75 percent above 2007 levels. MLSListings' latest market data report for greater Bay Area homes showed double-digit, year over year increases in three of five counties representing 85 percent of November home sales, and total sales for the greater Bay Area were up 12.7 percent over year-ago sales. Median price continues to rise in all Counties, led by San Benito with an increase of 49 percent over year-ago levels. Both Monterey and Santa Clara County median price rose 20 percent, Santa Cruz grew 10 percent, and San Mateo is up 5 percent above year-ago levels. New listings fell across the board except in San Mateo County where they remained flat compared to last year, and as one might expect, days on market continue to drop year-over-year in all Counties.

Month-over-month comparisons showed a drop in sales, inventory, and new listings in all Counties from October. While there may be a tipping point where the lack of inventory and new listings may slow sales momentum, this will likely keep prices at a premium. The percentage decline of new listings month-over-month is running between a low of 23 percent in Monterey County and a high of 32 percent in Santa Cruz County. Median price increased in San Benito, Santa Cruz, and Monterey Counties but dropped in San Mateo and Santa Clara Counties. Data for month-over-month comparisons can be found on www.mlslistings.com.

Local Jobs Snapshot – October 2012

Total Civilian Labor (thous.)		Percent Unemployment		
Oct. 2012	Sept. 2012	Oct. 2012	Sept. 2012	
San Jose – Santa Clara – Sunnyvale MSA				
950.4	946.0	↑	7.9	7.9 ↔
Santa Cruz – Watsonville MSA				
158.1	153.4	↑	8.7	8.8 ↓
San Francisco – Oakland – Fremont MSA				
2,312.8	2,309.7	↑	7.7	7.7 ↔
Salinas MSA				
231.3	233.5	↓	8.8	8.5 ↓

Source: US Bureau of Labor Statistics as of 12/10/12



Year over Year

Single Family - November 2012 vs. November 2011

County	Inventory			Closed Sales			Median Price			Days on Market			New Listings		
	2012	2011	% Change	2012	2011	% Change	2012	2011	% Change	2012	2011	% Change	2012	2011	% Change
Monterey	1028	1519	-32%	238	273	-13%	\$ 323,350	\$ 270,000	20%	81	90	-10%	236	287	-18%
San Benito	172	255	-33%	45	49	-8%	\$ 365,000	\$ 245,000	49%	66	80	-18%	47	52	-10%
San Mateo	807	1457	-45%	398	339	17%	\$ 770,000	\$ 736,500	5%	38	66	-42%	337	336	0%
Santa Clara	1608	3230	-50%	907	767	18%	\$ 679,500	\$ 565,000	20%	39	72	-46%	761	918	-17%
Santa Cruz	606	817	-26%	168	130	29%	\$ 512,500	\$ 465,000	10%	65	93	-30%	139	194	-28%

Condo/Townhouse - November 2012 vs. November 2011

(Side note: Some months, San Benito County has no sales of condos/townhomes which makes it impossible report the data fields)

County	Inventory			Closed Sales			Median Price			Days on Market			New Listings		
	2012	2011	% Change	2012	2011	% Change	2012	2011	% Change	2012	2011	% Change	2012	2011	% Change
Monterey	107	141	-24%	25	23	9%	\$ 210,000	\$ 131,000	60%	51	74	-31%	25	51	-51%
San Benito	7	0	N/A	6	0	N/A	\$ 130,000	\$ -	N/A	36	0	N/A	5	0	N/A
San Mateo	208	461	-55%	102	106	-4%	\$ 473,750	\$ 327,500	45%	31	80	-61%	85	110	-23%
Santa Clara	554	1357	-59%	342	317	8%	\$ 409,200	\$ 282,000	45%	29	77	-62%	252	371	-32%
Santa Cruz	195	245	-20%	42	34	24%	\$ 324,000	\$ 232,620	39%	75	121	-38%	36	36	0%

Note: MLSListings data is tabulated from the 5th of the month to the 5th of the following month, primarily to account for late corrections and additions by agents; these updates often are not included in most market reports. MLSListings' Market Indicators report reflects the most current information on the day the reports are generated.