



September 2023  
**SANTA CLARA COUNTY  
MARKET UPDATE**

# Overview

SEPTEMBER 2023

New Listings

1,311

+6% Year-over-year

Closed Sales

852

-28% Year-over-year

Average Days-on-Market

19

-30% Year-over-year

Average Price Per SqFt

\$1,023

+7% Year-over-year

Median Sale Price

\$1.5M

+9% Year-over-year

Total Volume

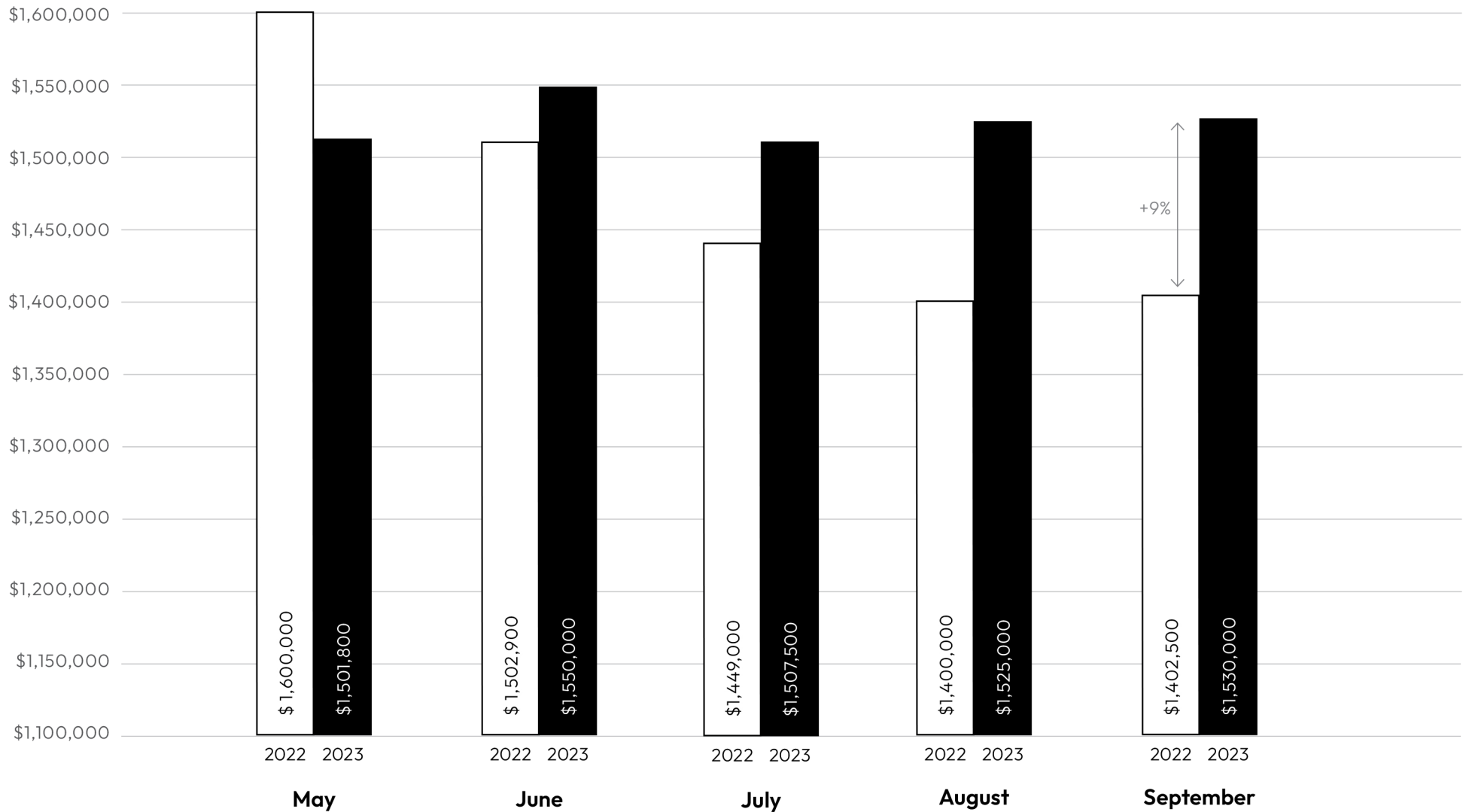
\$1.58B

-20% Year-over-year

# Median Sales Price

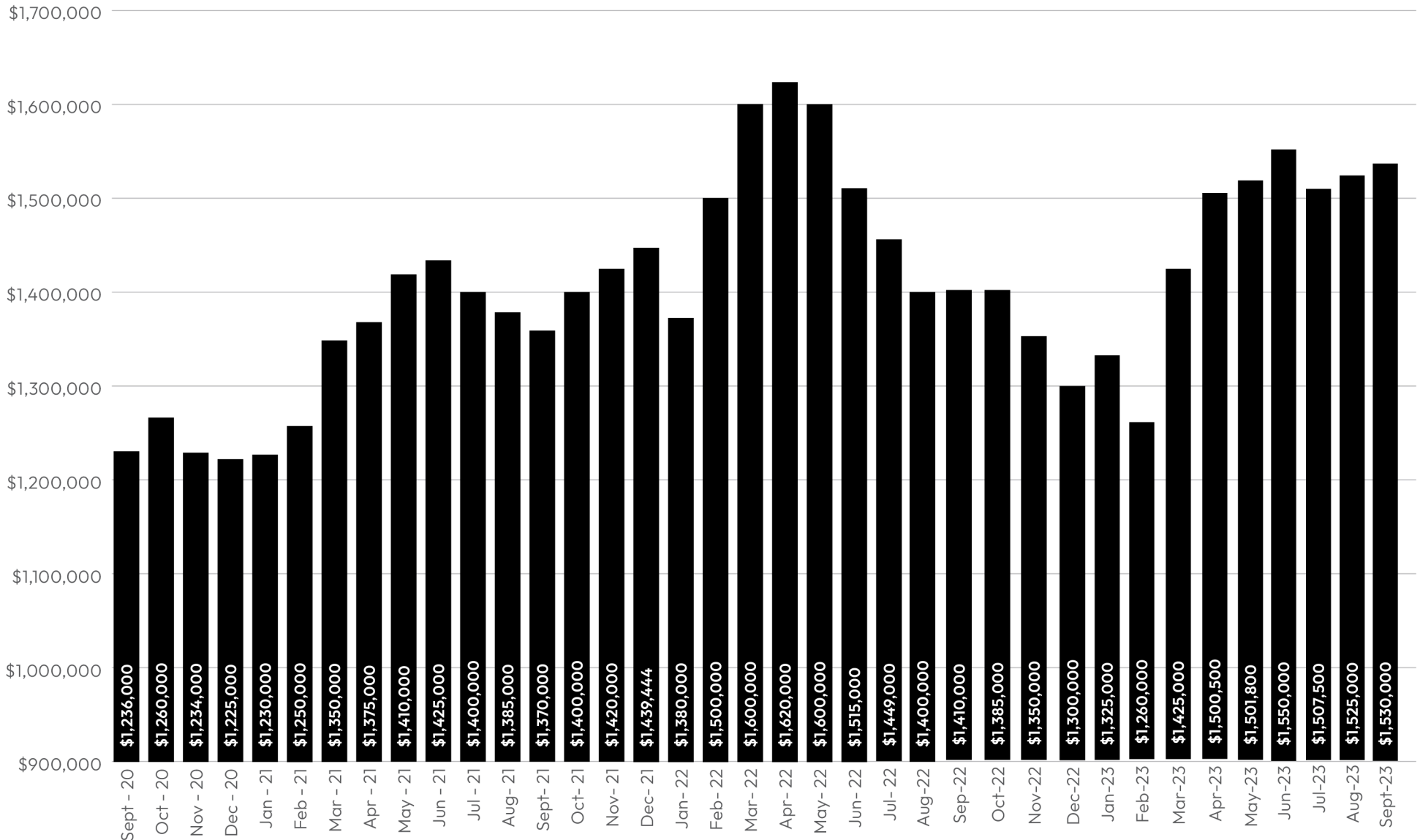
BY MONTH, YEAR-OVER-YEAR

■ Current Year  
□ Previous Year



# Median Sales Price

BY MONTH



Santa Clara County

September 2023

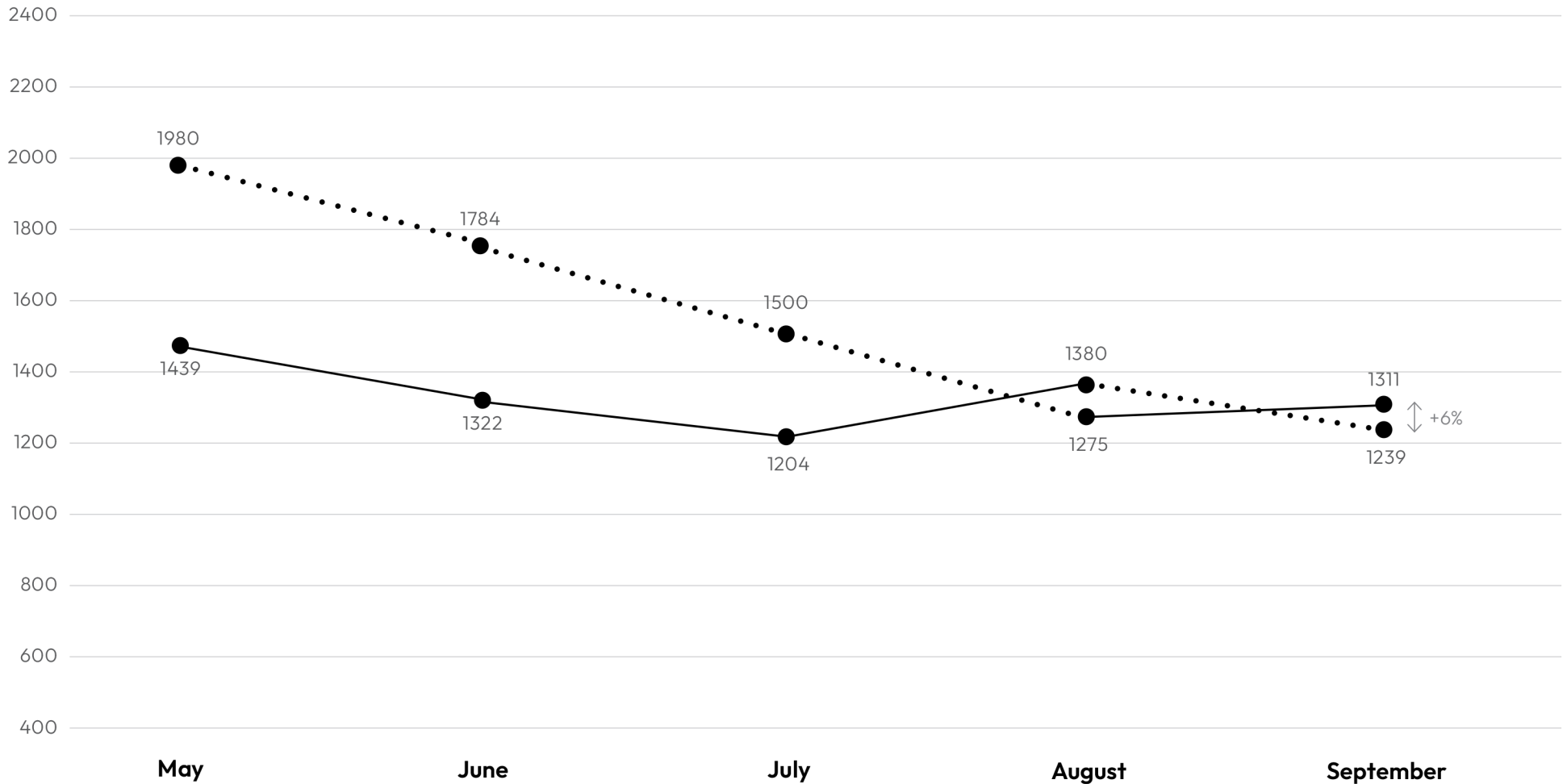
Data includes all single family, townhome, and condominium sales in Santa Clara County sourced from MLSlistings. The most recent month's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



# New Listings

BY MONTH, YEAR-OVER-YEAR

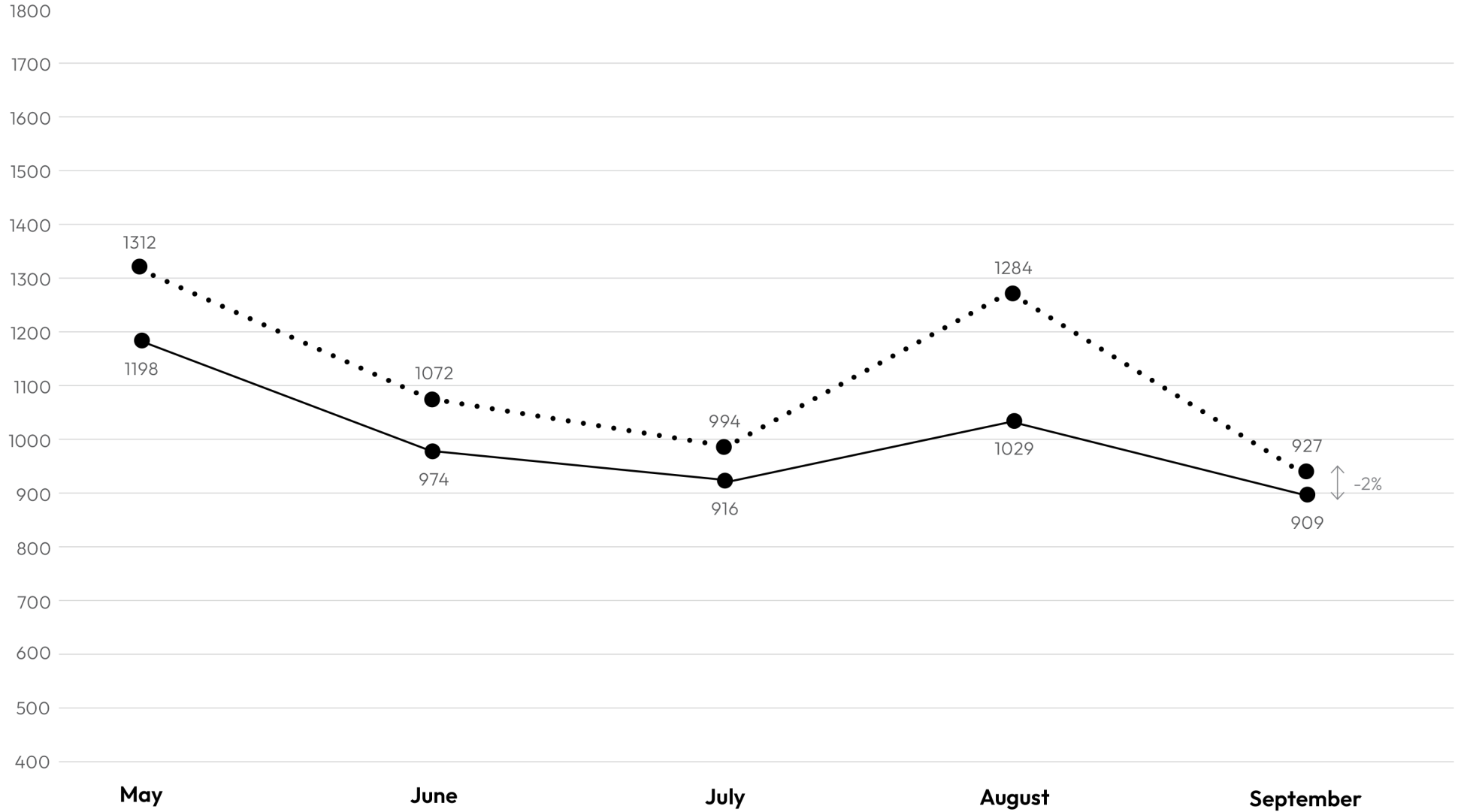
— Current Year  
••••• Previous Year



# Contracts Signed

BY MONTH, YEAR-OVER-YEAR

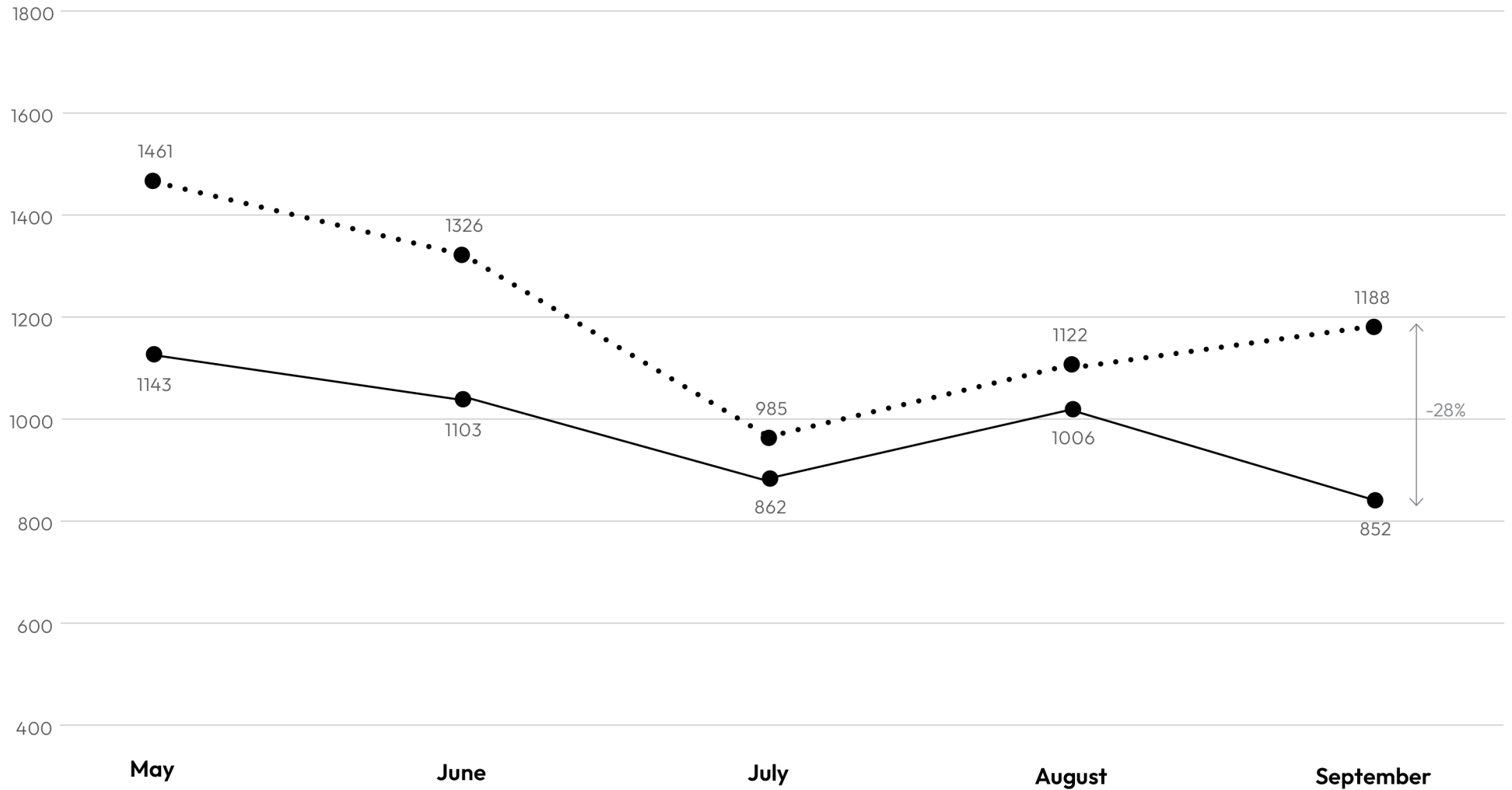
— Current Year    ..... Previous Year



# Closed Sales

BY MONTH, YEAR-OVER-YEAR

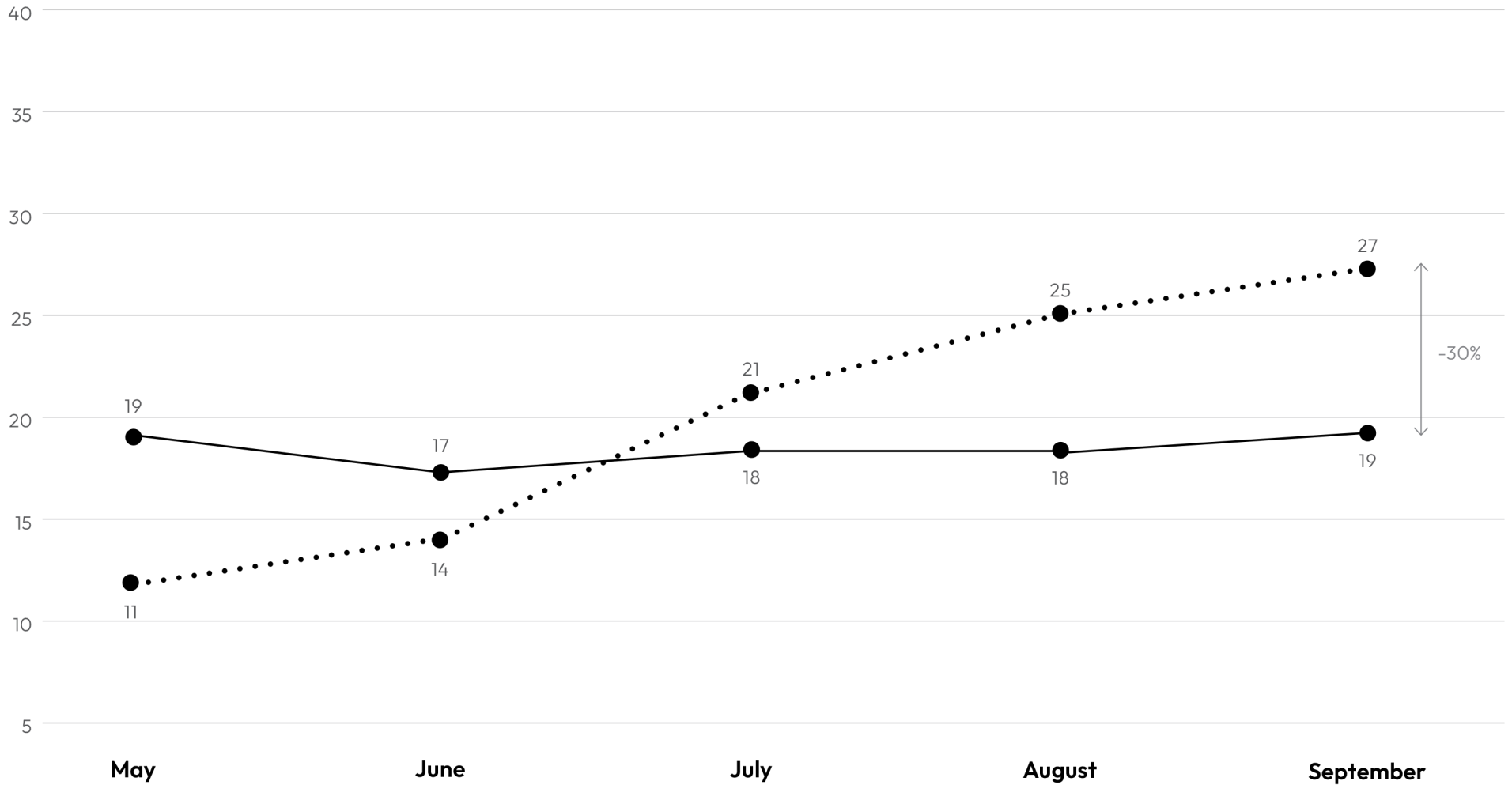
— Current Year    ..... Previous Year



# Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR

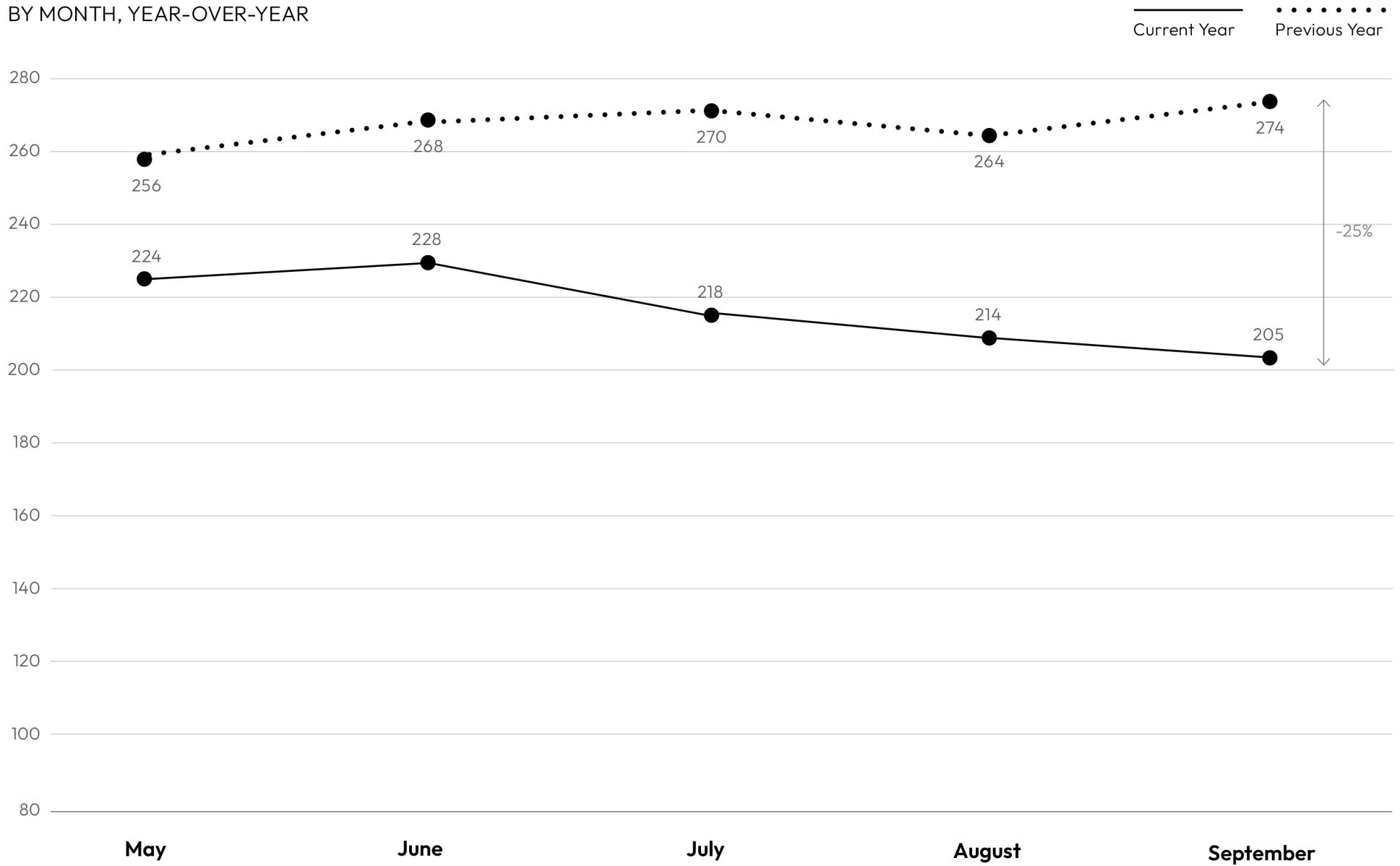
— Current Year    ..... Previous Year





# Luxury Listings for Sale (\$3 Million+)

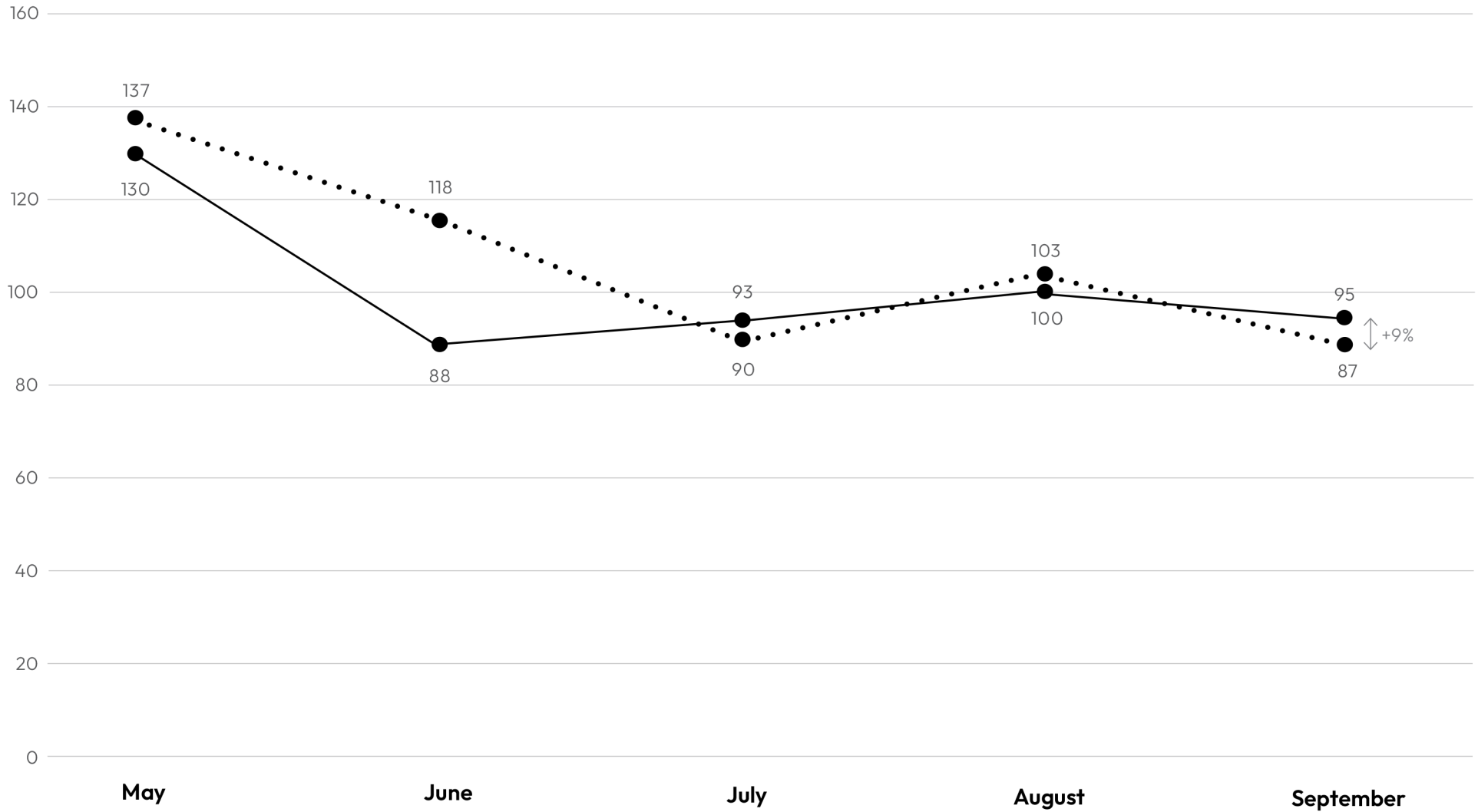
BY MONTH, YEAR-OVER-YEAR



# Luxury Contracts Signed (\$3 Million+)

BY MONTH, YEAR-OVER-YEAR

— Current Year    ..... Previous Year





## Dedicated to Success

Being an independently owned and operated franchise of Keller Williams, KW Bay Area Estates has the position as the Bay Area's foremost luxury real estate services firm with the execution of best-in-class customer service. KWBAE's unparalleled team consists of more than 250 associates and professionals strategically located in Los Gatos and Saratoga. Under the same ownership, we have our sister offices of KW Coastal Estates and KW South Bay Commercial.

With uncompromising principles, KW Bay Area Estates has established a new standard of excellence within the industry. The company's growth has been strategic and exciting. Since its inception, the team has successfully represented more than 7,000 transactions, totaling more than \$8 billion in total sales.

Dedicated to upholding unparalleled standards for integrity and client care, they strive to create a culture where agents thrive while developing their own businesses to their maximum potential. KW Bay Area Estates has given their agents over \$2.5 million in profit share.



**KWBAE.COM**

16780 Lark Ave, Los Gatos, CA 95032

12820 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

Each Office Is Independently Owned and Operated. Equal Housing Opportunity.

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS.



All rights reserved. This information may not be copied, used, or distributed without KW Bay Area Estates' consent. Data is pulled from MLSListings Inc. While information is believed true, no guarantee is made of accuracy. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by KW Bay Area Estates or MLS.

Market report prepared by Joe Han and Eugene Luu.