

# Q3 2023

## SANTA CLARA COUNTY MARKET UPDATE



## New Listings

2,255

-1% Year-over-Year

## Closed Sales

2,558

11% Year-over-Year

## Median Sale Price

\$1.5M

8% Year-over-Year

## Average Price Per SqFt

\$1,013

6% Year-over-Year

## Total Sold Volume

\$4.7B

-11% Year-over-Year

## Average Days on Market

19

-41% Year-over-Year

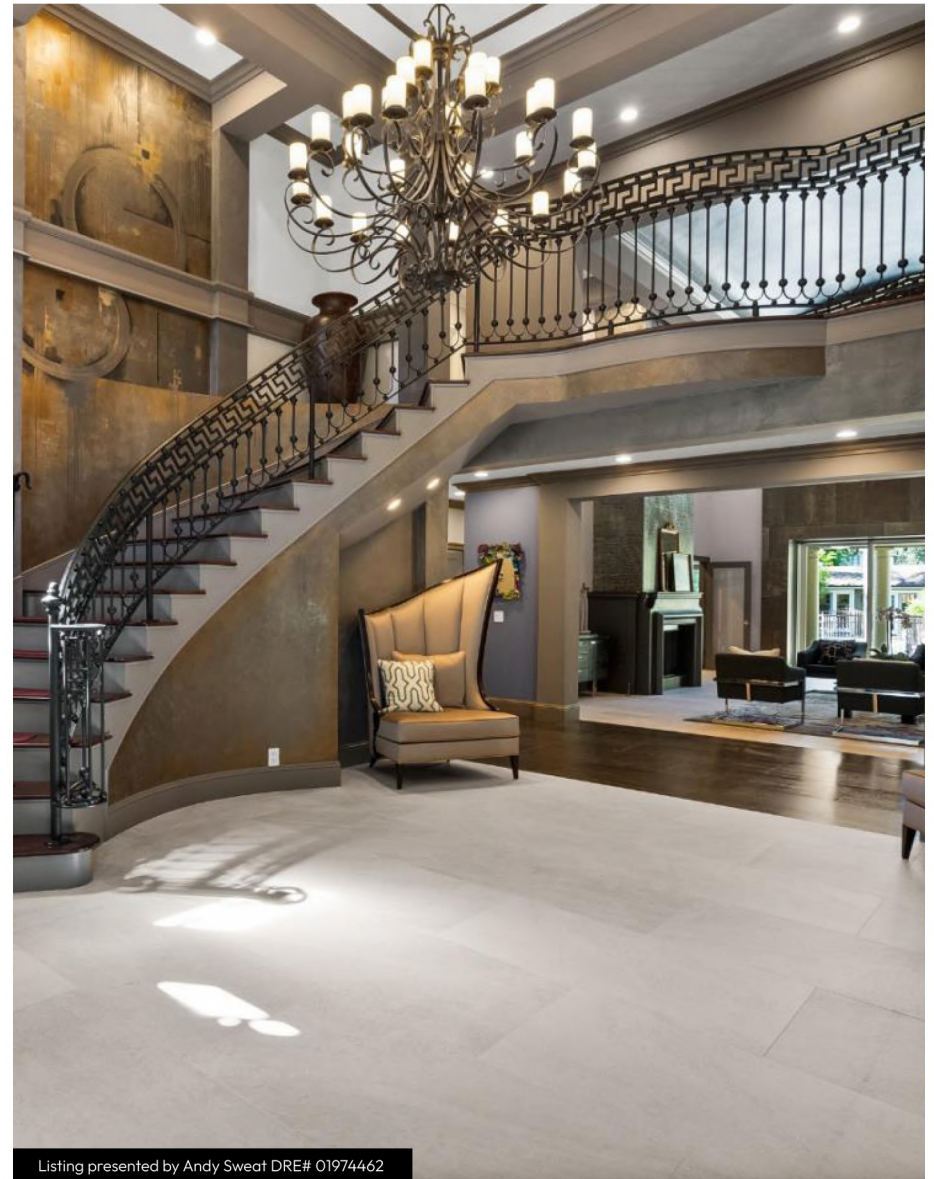


Q3 2023 was a continuation of the previous year, where we saw tightening in the overall economy, inflation falling slightly year over year, but some relief with the Fed keeping the Fed Fund's rate as is until at least November. The residential real estate market continues to be primarily impacted by this and the higher mortgage rates, which are anticipated to stay higher for longer, and thus pushing many would be buyers and sellers to the sidelines. Despite the less than rosy outlook, home prices are still significantly elevated over where we just 2 years ago. The below data provides a snapshot of the 3rd quarters performance and may provide a glimpse of what we see over the next several.

The 3rd quarter of 2023 continued the trend of the past year and a half, where we saw total listings, sold units, and total dollar volume depressed from the highs of 2020 through early 2022. The total amount of new listings was in line with the same period of 2022, but up down from Q2 2023. Sold units follows a different trend where we saw leaps of 11% YoY, and down in the single digits quarter of quarter – primarily due to seasonality. Despite the increase in total sales and median sales price, Total dollar volume was down almost 11% from last year – but jumped back up above the \$3.5B we'd continually fell under. Despite all this, average days on the market still stayed low at just 20 days on average.



Joe Han | General Manager & Senior VP

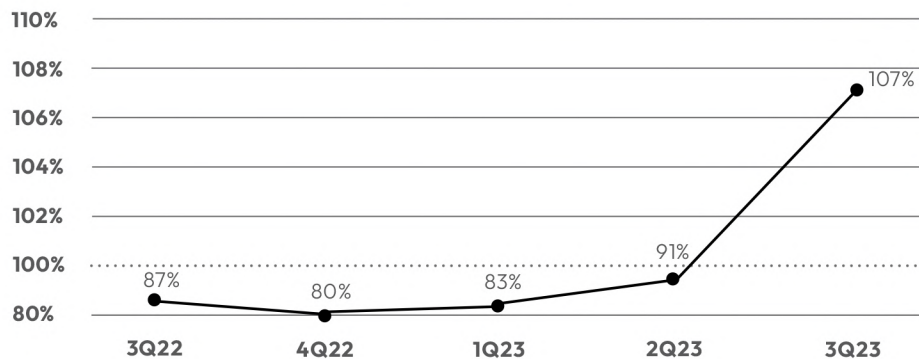


Overall sales volume was down just 10% over the previous quarter, but up 11% YoY 201. Total dollar volume was down 9%, despite the median sales price up overall and in most submarkets. The median sales price was up in every BR category YoY, and essentially flat with Q2 of 2023. Listings spent on average 18-days on the market, in line with Q2, and down just under 50% from the same time period last year. Following this, the average sold price exceeded the average original list price at 107%. Only 2 submarkets, Los Gatos Mountains and Morgan Hill, were down over the previous year when looking at the median sales price. Cupertino and Los Altos Hill set the high-water market with YoY growth at 14%, while Palo Alto had the highest overall sale at \$16.75M.

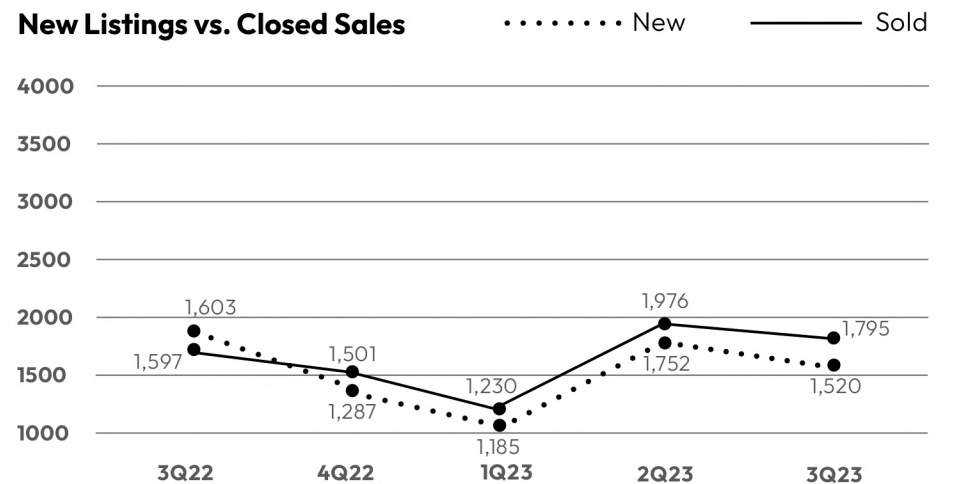
## Median Sales Price

	0-1BD	2BD	3BD	4BD	5+BD	ALL
<b>3Q22</b>	\$625,000	\$1,149,000	\$1,475,100	\$1,802,500	\$2,350,000	<b>\$1,612,500</b>
<b>4Q22</b>	\$765,000	\$1,100,000	\$1,400,000	\$1,700,100	\$2,300,000	<b>\$1,550,000</b>
<b>1Q23</b>	\$770,000	\$1,012,500	\$1,400,000	\$1,715,000	\$2,225,000	<b>\$1,564,400</b>
<b>2Q23</b>	\$825,000	\$1,103,500	\$1,605,000	\$2,025,000	\$2,760,000	<b>\$1,800,000</b>
<b>3Q23</b>	\$840,000	\$1,300,000	\$1,610,000	\$1,888,000	\$2,805,000	<b>\$1,782,000</b>

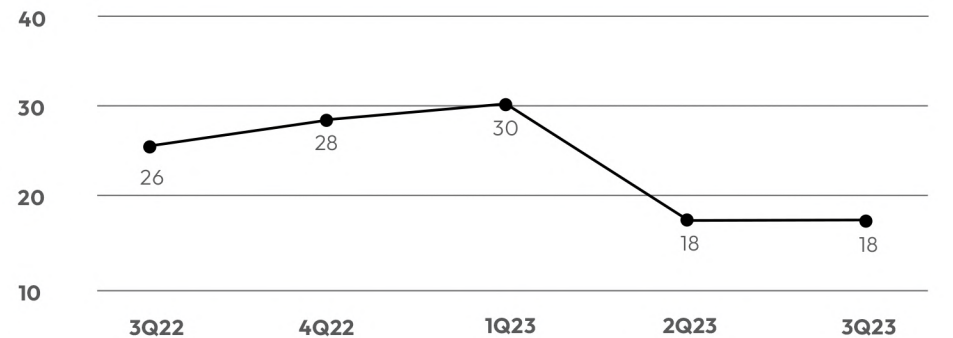
## Median Sales Price vs. Original Asking Price



## New Listings vs. Closed Sales



## Average Days on Market

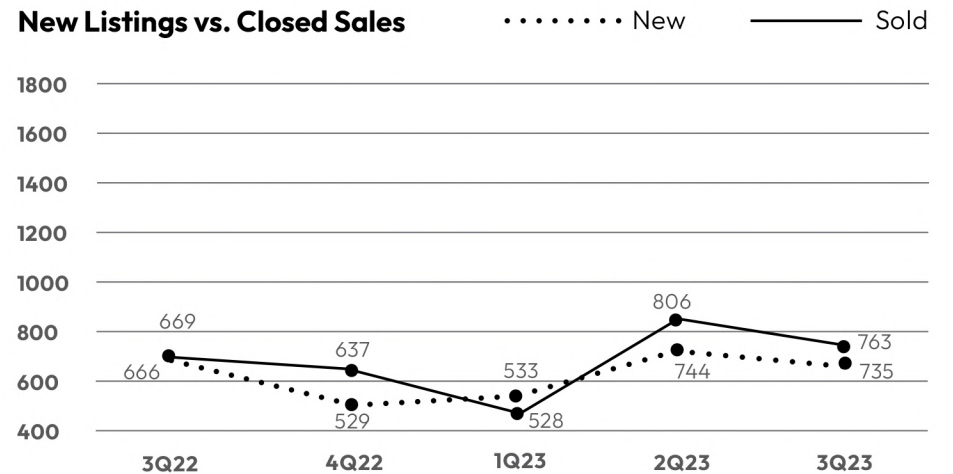


Unlike Single Family Listing, New Townhome & Condo listings we're both below the same time period last year, and the previous quarter but up over Q1 and Q4. Following this trend dollar volume was down year over year at around 17%. Despite this, the overall median sales price for Townhomes and Condos were up 7%, and up in every BR category too. On average, new listings spent just 20 days on the market, which is only higher Q2 when looking at the past year. Tying in with this, the average sale price as a % of the original list price was an extremely strong 107%. Diving down into the submarkets, only 4 saw a decrease over the previous year, with the highest sales price cam in the Palo Alto submarket, at \$3.925M.

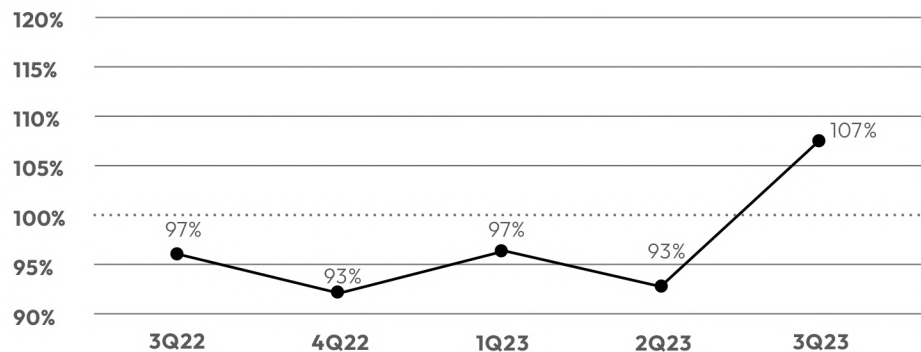
## Median Sales Price

	0-1BD	2BD	3BD	4BD	5+BD	ALL
<b>3Q22</b>	\$540,500	\$810,000	\$1,230,000	\$1,270,000	-	<b>\$915,000</b>
<b>4Q22</b>	\$575,000	\$797,500	\$1,110,888	\$1,300,000	\$1,780,000	<b>\$880,000</b>
<b>1Q23</b>	\$525,000	\$779,000	\$1,175,000	\$1,325,000	-	<b>\$872,500</b>
<b>2Q23</b>	\$585,000	\$870,000	\$1,205,000	\$1,375,000	-	<b>\$982,944</b>
<b>3Q23</b>	\$569,000	\$866,475	\$1,254,500	\$1,360,000	-	<b>\$975,000</b>

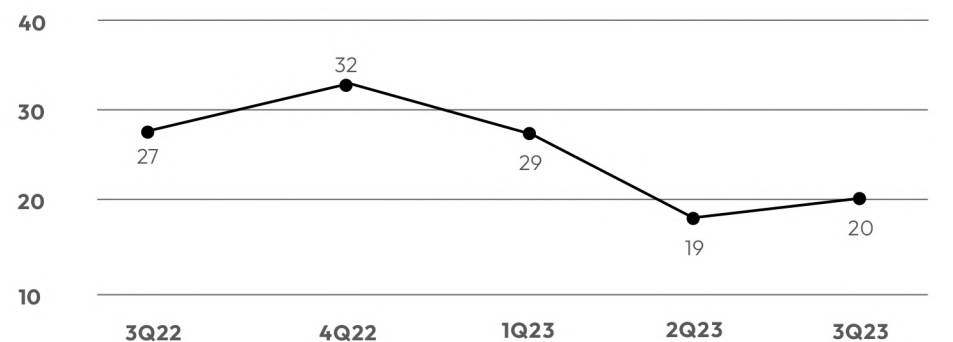
## New Listings vs. Closed Sales



## Median Sales Price vs. Original Asking Price

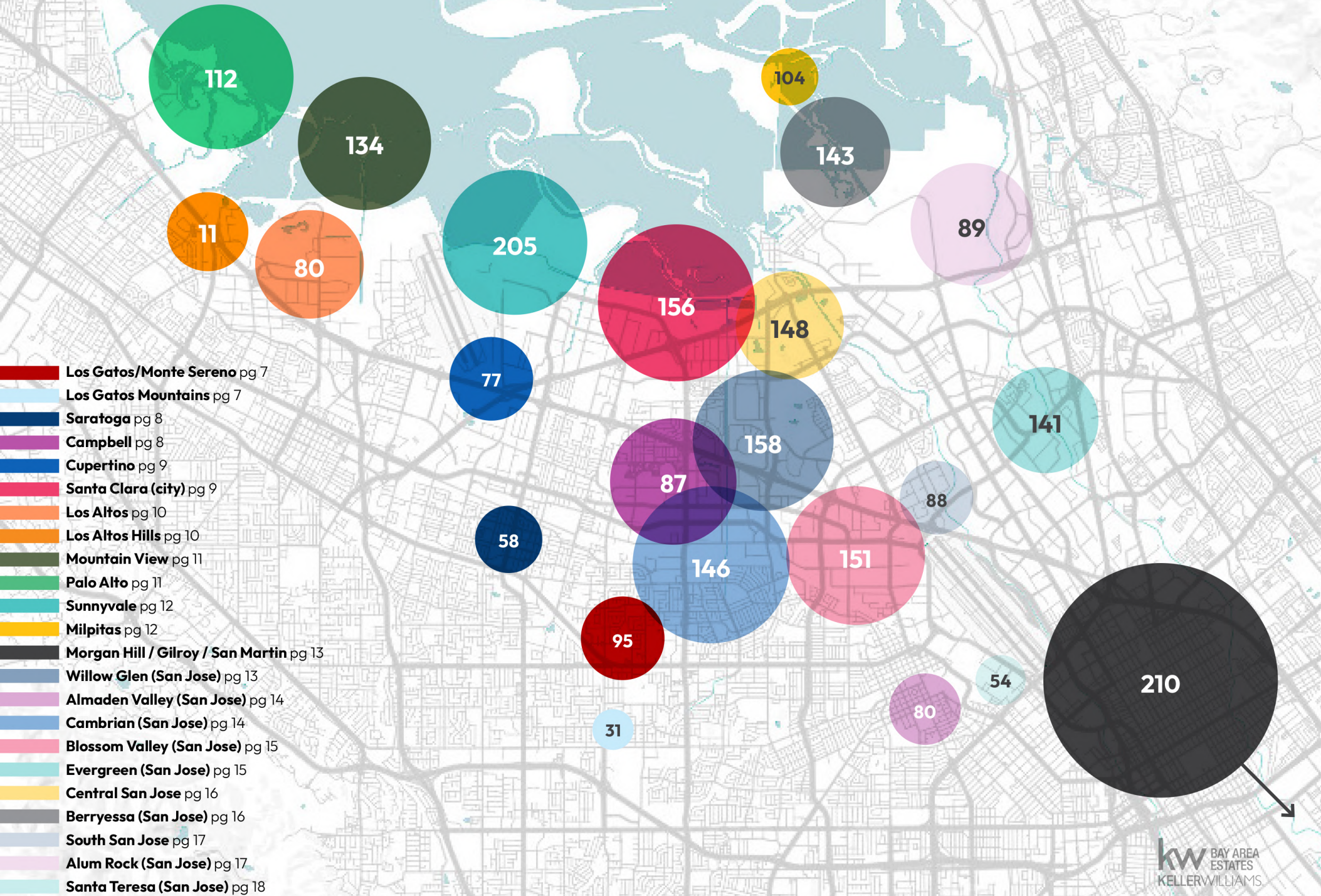


## Average Days on Market



# Santa Clara County Number of Sales


Q3 2023



**Los Gatos/ Monte Sereno**


 **\$8,150,000**  
Highest sale price

 **\$488,000**  
Lowest sale price


 **\$2,304**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	\$1,199,000	\$1,950,000	\$2,316,667	\$2,900,000	\$3,258,000	\$2,600,000
	Q3 2023	-	\$2,175,000	\$2,400,000	\$3,162,500	\$5,225,000	\$2,839,500
% Price Change		-	12%	4%	9%	60%	9%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$520,000	\$1,046,500	\$1,400,000	\$1,557,500	-	\$1,200,000
	Q3 2023	\$526,500	\$1,205,000	\$1,632,500	\$1,621,250	-	\$1,518,000
% Price Change		1%	15%	17%	4%	-	27%

**Los Gatos Mountains**

 **\$3,398,000**  
Highest sale price

 **\$0**  
Lowest sale price


 **\$1,171**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	\$500,000	\$1,112,500	\$1,560,000	\$1,700,000	\$1,950,000	\$1,400,000
	Q3 2023	\$912,500	\$750,000	\$1,421,000	\$1,500,000	\$2,600,000	\$1,375,000
% Price Change		83%	-33%	-9%	-12%	33%	-2%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	-	-	-	-	-	-
	Q3 2023	-	-	-	-	-	-
% Price Change		-	-	-	-	-	-

**Saratoga**


 **\$10,000,000**  
Highest sale price

 **\$710,000**  
Lowest sale price


 **\$1,896**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$250,000	\$2,529,000	\$3,925,000	\$4,650,000	\$3,687,500
	Q3 2023	-	-	\$3,290,000	\$3,765,000	\$4,825,000	\$3,942,500
% Price Change		-	-	30%	-4%	4%	7%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	-	\$1,186,000	\$1,835,000	\$2,695,000	-	\$1,350,000
	Q3 2023	\$710,000	\$1,150,000	\$1,492,511	-	-	\$1,410,011
% Price Change		-	-3%	-19%	-	-	4%

**Campbell**

 **\$4,021,000**  
Highest sale price

 **\$510,000**  
Lowest sale price

 **\$1,730**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,700,000	\$1,650,000	\$1,887,500	\$2,675,000	\$1,740,000
	Q3 2023	-	\$1,640,000	\$1,755,000	\$1,970,000	\$3,100,000	\$1,875,000
% Price Change		-	-4%	6%	4%	16%	8%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$610,000	\$862,500	\$1,324,000	-	-	\$960,000
	Q3 2023	\$510,000	\$760,000	\$1,485,000	-	-	\$972,500
% Price Change		-16%	-12%	12%	-	-	1%



Cupertino



**\$5,209,000**  
Highest sale price



**\$800,000**  
Lowest sale price



**\$2,390**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,198,000	\$1,615,000	-	-	\$1,340,000
	Q3 2023	\$844,000	\$1,267,500	\$1,900,000	-	-	\$1,210,000
% Price Change		-	6%	18%	-	-	-10%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	-	\$1,229,000	\$1,825,000	\$1,950,000	-	\$1,451,899
	Q3 2023	\$790,000	\$1,192,500	\$1,702,500	\$1,830,000	-	\$1,324,000
% Price Change		-	-3%	-7%	-6%	-	-9%

Santa Clara (city)



**\$3,180,000**  
Highest sale price



**\$410,000**  
Lowest sale price




**\$1,700**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,100,000	\$1,625,000	\$1,747,500	\$2,400,500	\$1,650,000
	Q3 2023	-	\$1,150,000	\$1,727,500	\$1,928,000	\$2,145,500	\$1,767,500
% Price Change		-	5%	6%	10%	-11%	7%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$520,000	\$797,500	\$1,273,000	\$1,275,000	-	\$800,000
	Q3 2023	\$482,000	\$850,000	\$1,295,000	\$1,574,000	-	\$1,020,500
% Price Change		-7%	7%	2%	23%	-	28%

**Los Altos**


 **\$7,300,000**  
Highest sale price

 **\$940,000**  
Lowest sale price


 **\$3,278**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,876,543	\$3,510,000	\$3,840,000	\$4,850,000	\$3,825,000
	Q3 2023	-	\$3,909,750	\$3,650,000	\$4,300,000	\$4,900,000	\$4,250,000
% Price Change		-	108%	4%	12%	1%	11%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$1,862,500	\$2,300,000	\$1,817,500	-	-	\$1,910,000
	Q3 2023	\$1,327,000	\$1,500,000	\$2,050,000	\$2,125,000	-	\$1,525,000
% Price Change		-29%	-35%	13%	-	-	-20%

**Los Altos Hills**

 **\$12,250,000**  
Highest sale price

 **\$0**  
Lowest sale price


 **\$3,602**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	-	\$4,290,888	\$4,250,000	\$6,250,000	\$4,380,000
	Q3 2023	-	\$4,690,000	\$5,250,000	\$4,510,000	\$6,500,000	\$5,000,000
% Price Change		-	-	22%	6%	4%	14%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	-	-	-	-	-	-
	Q3 2023	-	-	-	-	-	-
% Price Change		-	-	-	-	-	-

**Mountain View**


 **\$5,800,000**  
Highest sale price


 **\$515,000**  
Lowest sale price

 **\$2,519**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$2,462,500	\$2,365,000	\$2,525,000	\$3,400,000	\$2,480,000
	Q3 2023	-	\$1,865,000	\$2,375,000	\$3,250,000	\$3,655,000	\$2,550,000
% Price Change		-	-24%	0%	29%	8%	3%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$612,500	\$1,080,000	\$1,500,000	\$1,950,000	-	\$1,282,500
	Q3 2023	\$589,500	\$1,030,000	\$1,520,500	\$1,705,000	-	\$1,380,000
% Price Change		-4%	-5%	1%	-13%	-	8%

**Palo Alto**


 **\$16,750,000**  
Highest sale price

 **\$785,000**  
Lowest sale price


 **\$4,010**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	\$1,680,000	\$2,197,500	\$2,899,000	\$3,585,000	\$4,850,000	\$3,342,500
	Q3 2023	\$1,500,000	\$2,522,063	\$3,000,000	\$3,500,000	\$5,300,000	\$3,329,000
% Price Change		-11%	15%	3%	-2%	9%	0%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$942,500	\$1,420,000	\$1,958,000	\$2,040,000	-	\$1,590,000
	Q3 2023	\$935,000	\$1,430,000	\$1,920,000	\$2,505,000	-	\$1,655,000
% Price Change		-1%	1%	-2%	23%	-	4%

**Sunnyvale**

 **\$4,130,000**  
Highest sale price


 **\$655,000**  
Lowest sale price


 **\$2,041**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,247,500	\$1,840,000	\$2,455,000	\$2,732,500	\$2,125,000
	Q3 2023	-	\$1,473,000	\$2,100,000	\$2,600,000	\$2,810,000	\$2,230,000
% Price Change		-	18%	14%	6%	3%	5%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$628,000	\$1,050,000	\$1,457,000	\$1,725,000	-	\$1,350,000
	Q3 2023	\$658,000	\$1,120,444	\$1,525,000	\$1,701,000	-	\$1,365,615
% Price Change		5%	7%	5%	-1%	-	1%

**Milpitas**


 **\$3,000,000**  
Highest sale price


 **\$445,990**  
Lowest sale price


 **\$1,389**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,054,500	\$1,270,000	\$1,655,000	\$1,750,000	\$1,434,000
	Q3 2023	-	\$1,290,051	\$1,385,000	\$1,654,000	\$2,001,109	\$1,460,000
% Price Change		-	22%	9%	0%	14%	2%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$420,000	\$825,000	\$1,275,000	\$1,402,000	-	\$1,188,000
	Q3 2023	\$445,990	\$921,000	\$1,180,000	\$1,405,000	-	\$1,090,000
% Price Change		6%	12%	-7%	0%	-	-8%

**Morgan Hill / Gilroy / San Martin**


 **\$4,350,000**  
Highest sale price


 **\$375,000**  
Lowest sale price


 **\$3,500**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	\$510,000	\$925,000	\$1,039,500	\$1,505,000	\$1,935,000	\$1,425,000
	Q3 2023	\$375,000	\$865,750	\$1,012,500	\$1,306,500	\$1,625,000	\$1,260,000
% Price Change		-26%	-6%	-3%	-13%	-16%	-12%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	-	\$665,000	\$870,000	\$985,000	-	\$870,000
	Q3 2023	\$389,765	\$690,000	\$935,000	\$950,000	-	\$889,000
% Price Change		-	4%	7%	-4%	-	2%

**Willow Glen (San Jose)**

 **\$4,299,000**  
Highest sale price


 **\$520,000**  
Lowest sale price

 **\$1,620**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,432,500	\$1,575,000	\$1,995,000	\$2,662,500	\$1,787,500
	Q3 2023	-	\$1,484,000	\$1,787,500	\$2,075,000	\$3,050,000	\$1,875,000
% Price Change		-	4%	13%	4%	15%	5%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	-	\$984,500	\$977,500	\$1,550,000	-	\$999,000
	Q3 2023	\$520,000	\$970,000	\$1,400,000	-	-	\$980,000
% Price Change		-	-1%	43%	-	-	-2%

**Almaden Valley** (San Jose)


 **\$3,400,000**  
Highest sale price

 **\$1,050,000**  
Lowest sale price


 **\$1,277**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	\$415,000	\$930,000	\$1,850,000	\$1,975,000	\$2,625,000	\$1,975,000
	Q3 2023	-	-	\$1,856,000	\$2,180,000	\$2,614,000	\$2,195,000
% Price Change		-	-	0%	10%	0%	11%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	-	\$1,005,000	\$1,300,000	\$1,950,000	-	\$1,290,500
	Q3 2023	-	\$1,150,000	\$1,400,000	-	-	\$1,325,000
% Price Change		-	14%	8%	-	-	3%

**Cambrian** (San Jose)

 **\$3,350,000**  
Highest sale price

 **\$540,000**  
Lowest sale price


 **\$1,724**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,380,000	\$1,495,000	\$1,750,000	\$1,992,500	\$1,550,000
	Q3 2023	-	\$1,360,000	\$1,635,000	\$1,870,000	\$2,005,000	\$1,730,000
% Price Change		-	-1%	9%	7%	1%	12%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$568,000	\$627,500	\$995,000	\$1,074,000	-	\$689,500
	Q3 2023	\$540,000	\$762,000	\$1,250,000	\$1,045,000	-	\$1,020,000
% Price Change		-5%	21%	26%	-3%	-	48%

**Blossom Valley** (San Jose)


 **\$2,320,000**  
Highest sale price

 **\$480,000**  
Lowest sale price


 **\$1,255**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,155,000	\$1,200,000	\$1,318,000	\$1,800,051	\$1,300,000
	Q3 2023	-	-	\$1,352,500	\$1,410,000	\$1,600,000	\$1,403,500
% Price Change		-	-	13%	7%	-11%	8%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$510,000	\$640,000	\$875,000	\$965,000	-	\$650,000
	Q3 2023	\$520,000	\$637,000	\$910,000	\$1,060,000	-	\$650,000
% Price Change		2%	0%	4%	10%	-	0%

**Evergreen** (San Jose)


 **\$5,800,000**  
Highest sale price

 **\$460,000**  
Lowest sale price


 **\$1,155**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,169,750	\$1,335,000	\$1,525,000	\$1,752,500	\$1,480,000
	Q3 2023	-	\$1,264,250	\$1,350,000	\$1,765,000	\$1,788,000	\$1,625,000
% Price Change		-	8%	1%	16%	2%	10%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$480,000	\$787,000	\$985,000	\$1,575,000	-	\$815,000
	Q3 2023	\$460,000	\$750,000	\$1,061,500	-	-	\$780,000
% Price Change		-4%	-5%	8%	-	-	-4%

**Central San Jose (San Jose)**

 **\$4,210,000**  
Highest sale price


 **\$420,000**  
Lowest sale price


 **\$1,683**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	\$687,500	\$950,000	\$1,275,000	\$1,250,000	\$1,517,500	\$1,150,000
	Q3 2023	\$750,000	\$997,600	\$1,280,000	\$1,637,500	\$1,325,000	\$1,249,000
% Price Change		9%	5%	0%	31%	-13%	9%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$568,500	\$800,000	\$1,075,000	\$985,000	-	\$781,500
	Q3 2023	\$612,500	\$798,000	\$1,026,000	\$1,182,500	-	\$795,000
% Price Change		8%	0%	-5%	20%	-	2%

**Berryessa (San Jose)**

 **\$2,305,000**  
Highest sale price


 **\$418,800**  
Lowest sale price

 **\$1,389**  
Highest price/sqft


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$1,010,000	\$1,232,500	\$1,399,950	\$1,665,000	\$1,350,000
	Q3 2023	-	\$1,687,500	\$1,400,000	\$1,538,000	\$1,615,000	\$1,455,500
% Price Change		-	67%	14%	10%	-3%	8%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$605,000	\$720,000	\$1,130,000	\$875,000	-	\$900,000
	Q3 2023	\$562,000	\$898,000	\$1,125,000	\$1,360,000	-	\$975,000
% Price Change		-7%	25%	0%	55%	-	8%



**South San Jose** (San Jose)


 **\$2,125,000**  
Highest sale price

 **\$440,000**  
Lowest sale price


 **\$1,068**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$855,000	\$950,000	\$1,115,000	\$1,308,888	\$1,032,500
	Q3 2023	-	\$1,150,000	\$1,100,000	\$1,232,750	\$1,227,500	\$1,151,000
% Price Change		-	35%	16%	11%	-6%	11%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$620,000	\$693,000	\$696,500	\$1,200,000	-	\$695,000
	Q3 2023	\$455,000	\$652,500	\$935,000	\$1,285,000	-	\$850,000
% Price Change		-27%	-6%	34%	7%	-	22%

**Alum Rock** (San Jose)


 **\$1,815,000**  
Highest sale price

 **\$400,000**  
Lowest sale price


 **\$1,422**  
Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$850,000	\$900,000	\$1,021,500	\$1,100,000	\$950,000
	Q3 2023	\$570,000	\$900,000	\$955,000	\$1,177,500	\$1,550,000	\$975,000
% Price Change		-	6%	6%	15%	41%	3%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$415,000	\$522,500	\$725,000	\$847,500	-	\$535,000
	Q3 2023	\$429,000	\$562,500	\$690,000	\$760,000	-	\$585,000
% Price Change		3%	8%	-5%	-10%	-	9%

**Santa Teresa** (San Jose)

 **\$1,935,000**  
Highest sale price

 **\$632,000**  
Lowest sale price

 **\$1,236**  
Highest price/sqft

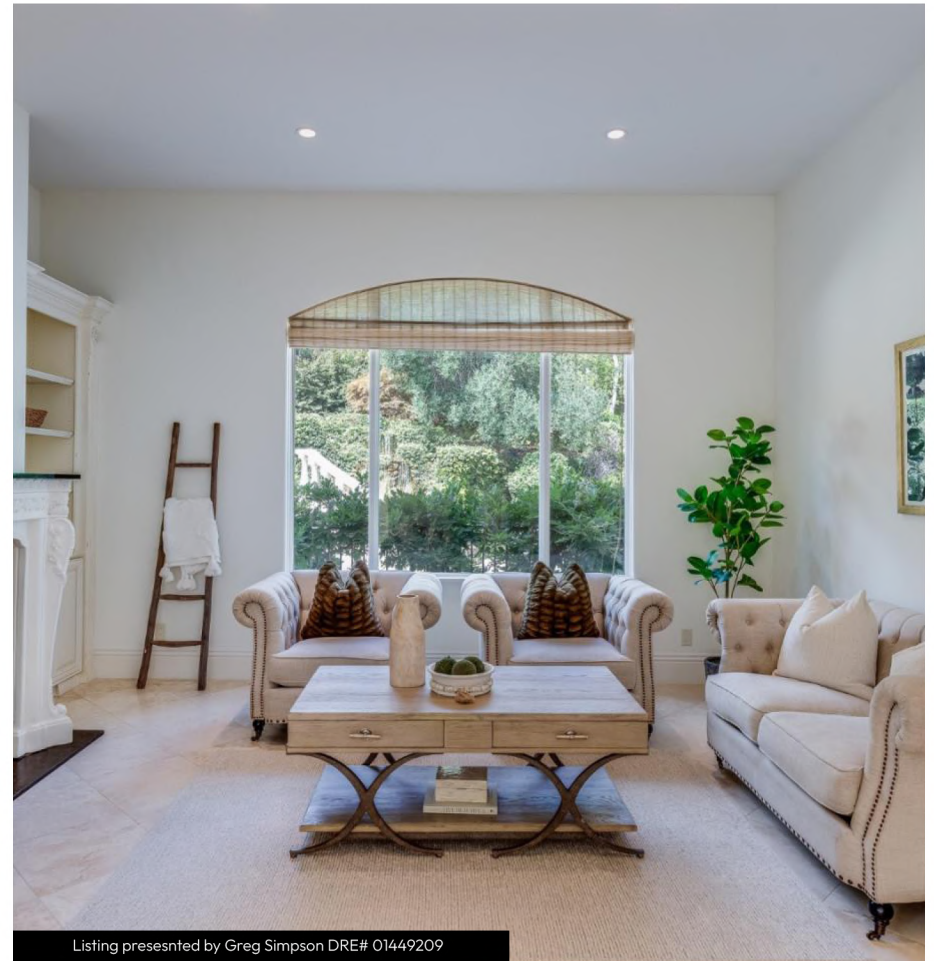
		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q3 2022	-	\$900,000	\$1,060,000	\$1,395,000	\$1,480,000	\$1,330,000
	Q3 2023	-	\$979,000	\$1,250,000	\$1,451,000	\$1,550,000	\$1,404,000
% Price Change		-	9%	18%	4%	5%	6%
<b>Townhome/Condo Median Sales Price</b>	Q3 2022	\$655,500	\$830,000	\$980,000	\$1,230,000	-	\$900,000
	Q3 2023	\$650,000	\$860,500	\$1,186,250	\$1,338,000	-	\$912,000
% Price Change		-1%	4%	21%	9%	-	1%

## Team of Success & Excellence

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, sister offices include 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 5,000 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 million in profit share.



Listing presented by Greg Simpson DRE# 01449209



[kwbae.com](http://kwbae.com) | 408.560.9000

16780 Lark Ave, Los Gatos, CA 95032

12820 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

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

All rights reserved. This information may not be copied, used, or distributed without KW Bay Area Estates' consent. Data was 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 Jim Haas, Eugene Luu, and Joe Han.

**kwbae.com** | 408.560.9000

16780 Lark Ave, Los Gatos, CA 95032

12820 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

