

# Q2 2023

## SANTA CLARA COUNTY MARKET UPDATE



New Listings

2,496

-15% Year-over-Year

Closed Sales

2,782

-43% Year-over-Year

Median Sale Price

\$1.5M

-3% Year-over-Year

Average Price Per SqFt

\$1,024

-5% Year-over-Year

Total Sold Volume

\$5.1B

-47% Year-over-Year

Average Days on Market

19

39% Year-over-Year



Just as in the previous 4 quarters, Q2 2023 continued the trend of the past with elevated interest rates and a slower than anticipated real estate market. Looking at the larger economy, wages and job growth remained strong, with inflation lessening slightly - Despite this, odds are the Fed. will increase their target fund rate at least once - if not twice more before the end of the year - more than likely dampening the already tight real estate market.

Looking at the local real estate market, transactions were up over the previous 3 quarters - but down 43% over the previous year. Following this, prices were down across the board, year over year - but up over the previous quarters is just about every BR category. Further, the average time on the market was the quickest/shortest since the same time period last year, and the average sold price was down just 3%. Lastly, dollar volume was up over the previous 3 quarters, but once again down over Q2 2022 (47%).

*Joe Han*

Joe Han | General Manager & Senior VP



Listing presented by Greg Simpson DRE# 01449209

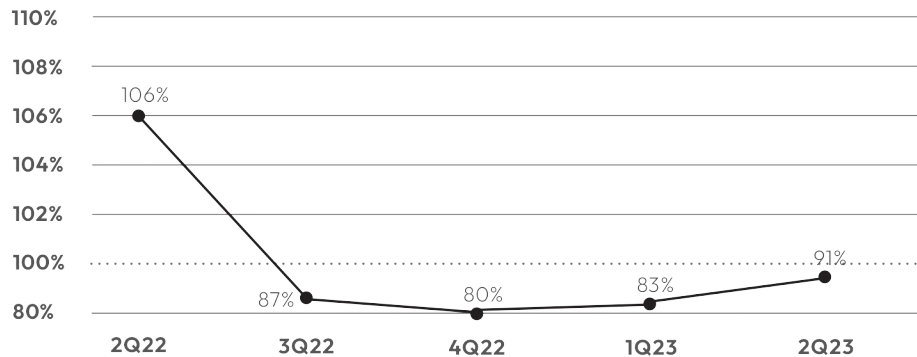
In the single family category, overall sales were down 35% year over year, but up 38% quarter over quarter. Average days on the market was down 12 days from Q1, and up only a week from the Q2 of 2022. Sold prices were down in every bedroom category - and down overall compared to the same time period in 2022, but up across the board from the previous quarter.

Diving down into the submarkets, prices were down across the board year over year - with the largest decline seen in the Los Gatos Mountains submarket at 19%, while the smallest decline was in Mountain View, where prices were flat. Total dollar volume fell 42% to just below \$4.3BB, but up from \$2.5BB in the previous quarter, and lastly the median sales to original asking price was a still strong 91%.

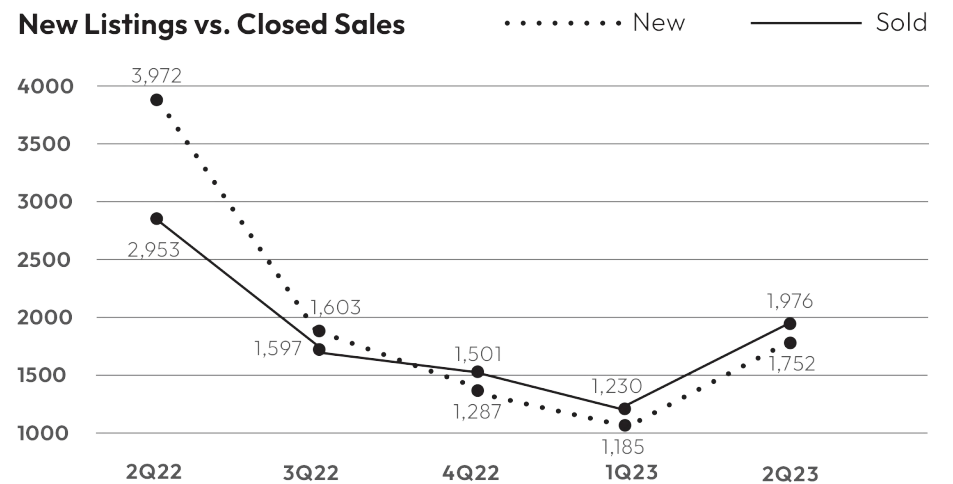
## Median Sales Price

	0-1BD	2BD	3BD	4BD	5+BD	ALL
<b>2Q22</b>	\$1,050,000	\$1,310,000	\$1,680,000	\$2,125,000	\$2,800,000	<b>\$1,900,000</b>
<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>

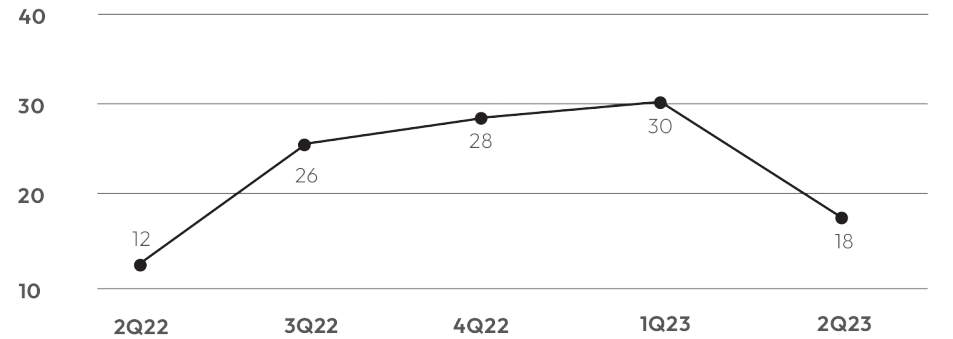
## Median Sales Price vs. Original Asking Price



## New Listings vs. Closed Sales



## Average Days on Market

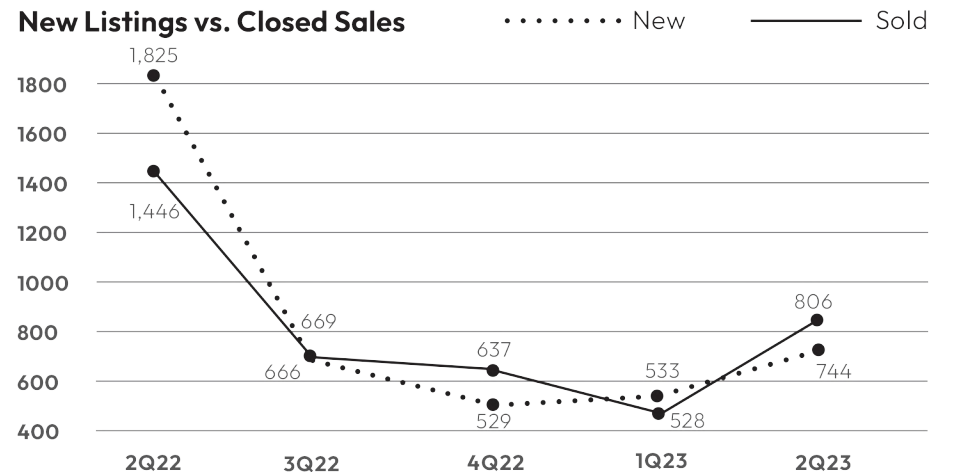


Similar to the single family category, overall prices in both townhomes and condos were down year over year, but up quarter over quarter. Average days spent on the market came in just below 3 weeks (19 days) up only from Q2 2022. Breaking down into bedroom categories, all were down over the previous year, but following the previous trends throughout this report - up over the past 3 quarters. As expected, sold units were down significantly (65%) but up above the past 3 quarters. Following this, the dollar volume rose from \$500M in the previous quarter - but remained below the \$1B level. Despite this, the median sales price compared to the original list price was an extremely strong 105%. Looking at the submarkets, most saw a decline - with a few bright spots. The largest decline year over year (14%) was in the Campbell submarket - with the largest increase YoY (35%) in Saratoga.

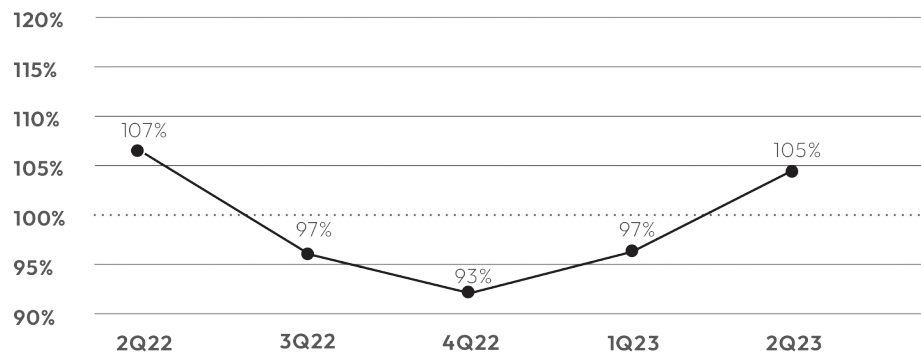
## Median Sales Price

	0 - 1BD	2BD	3BD	4BD	5 + BD	ALL
2Q22	\$622,500	\$886,900	\$1,350,000	\$1,517,500	-	<b>\$1,042,000</b>
3Q22	\$540,500	\$810,000	\$1,230,000	\$1,270,000	-	<b>\$915,000</b>
4Q22	\$575,000	\$797,500	\$1,110,888	\$1,300,000	\$1,780,000	<b>\$880,000</b>
1Q23	\$525,000	\$779,000	\$1,175,000	\$1,325,000	-	<b>\$872,500</b>
2Q23	\$585,000	\$870,000	\$1,205,000	\$1,375,000	-	<b>\$982,944</b>

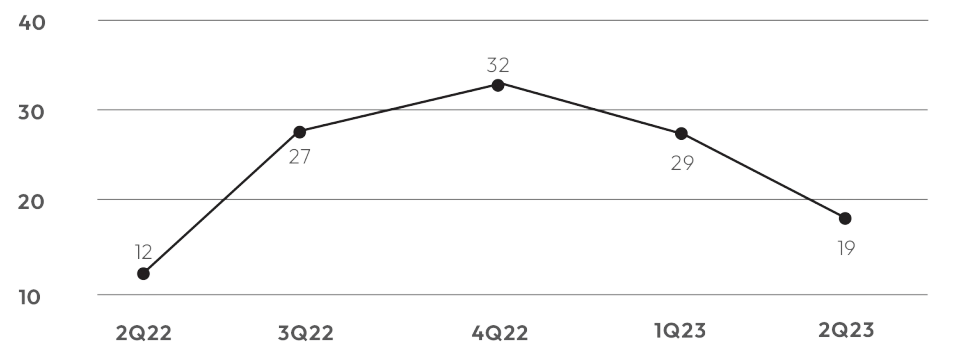
## New Listings vs. Closed Sales



## Median Sales Price vs. Original Asking Price

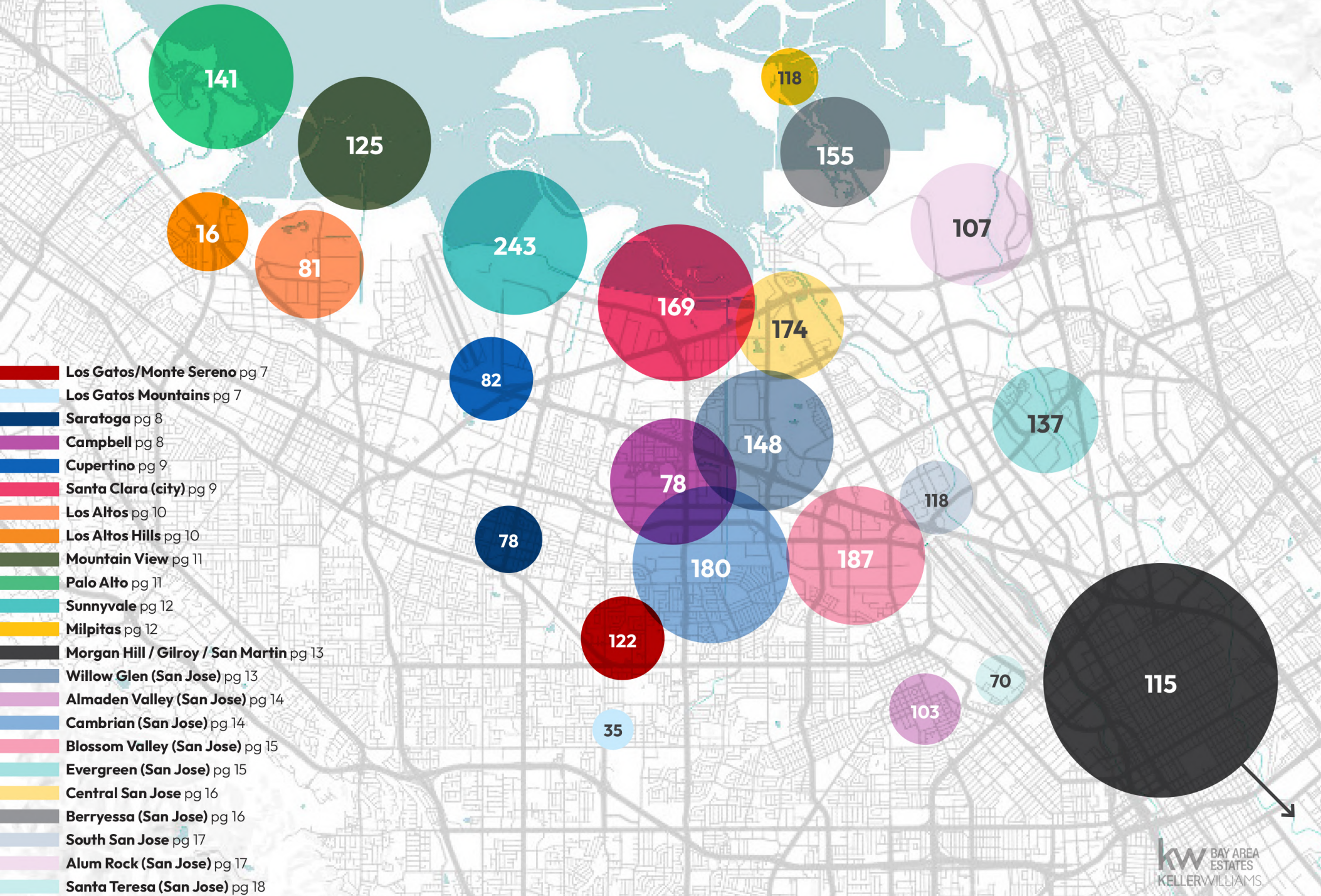


## Average Days on Market



# Santa Clara County Number of Sales


Q2 2023



**Los Gatos/ Monte Sereno**

 **\$5,560,000**  
Highest sale price

 **\$445,000**  
Lowest sale price


 **\$2,159**  
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>	Q2 2022	-	\$2,497,500	\$2,800,000	\$3,500,000	\$4,650,000	\$3,400,000
	Q2 2023	\$1,230,000	\$2,100,000	\$2,585,000	\$2,975,444	\$3,630,000	\$2,850,000
% Price Change		-	-16%	-8%	-15%	-22%	-16%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$925,000	\$1,250,000	\$1,650,000	\$1,350,000	-	\$1,477,500
	Q2 2023	\$676,000	\$1,125,000	\$1,480,000	\$1,685,000	-	\$1,400,000
% Price Change		-27%	-10%	-10%	25%	-	-5%

**Los Gatos Mountains**


 **\$5,150,000**  
Highest sale price

 **\$0**  
Lowest sale price


 **\$1,105**  
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>	Q2 2022	\$549,500	\$788,500	\$1,630,000	\$2,082,500	\$1,420,000	\$1,600,000
	Q2 2023	\$920,000	\$987,500	\$1,200,000	\$1,750,000	\$2,300,000	\$1,300,000
% Price Change		67%	25%	-26%	-16%	62%	-19%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	-	-	-	-	-	-
	Q2 2023	-	-	-	-	-	-
% Price Change		-	-	-	-	-	-

**Saratoga**

 **\$12,468,000**  
Highest sale price

 **\$745,000**  
Lowest sale price


 **\$2,124**  
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>	Q2 2022	-	\$2,445,000	\$3,180,000	\$4,012,500	\$4,531,000	\$4,025,000
	Q2 2023	-	-	\$3,100,000	\$3,790,000	\$4,260,000	\$3,805,000
% Price Change		-	-	-3%	-6%	-6%	-5%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	-	\$1,028,000	\$1,602,500	\$2,590,000	-	\$1,180,000
	Q2 2023	\$745,000	\$1,175,000	\$2,000,000	-	-	\$1,587,500
% Price Change		-	14%	25%	-	-	35%

**Campbell**

 **\$3,500,000**  
Highest sale price


 **\$505,000**  
Lowest sale price

 **\$1,516**  
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>	Q2 2022	\$1,050,000	\$1,765,000	\$2,000,000	\$2,315,000	\$2,981,500	\$2,160,000
	Q2 2023	-	\$1,300,000	\$1,767,500	\$2,150,000	\$2,290,000	\$1,940,000
% Price Change		-	-26%	-12%	-7%	-23%	-10%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$635,000	\$935,000	\$1,500,800	\$1,712,500	-	\$1,198,000
	Q2 2023	\$565,000	\$850,000	\$1,230,000	\$2,050,000	-	\$1,030,000
% Price Change		-11%	-9%	-18%	20%	-	-14%



Cupertino

 **\$5,297,500**  
Highest sale price

 **\$790,000**  
Lowest sale price


 **\$2,555**  
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>	Q2 2022	-	\$1,900,000	\$2,968,444	\$3,388,000	\$4,175,000	\$3,100,000
	Q2 2023	-	\$1,902,500	\$2,665,500	\$3,158,000	\$3,890,000	\$2,842,500
% Price Change		-	0%	-10%	-7%	-7%	-8%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	-	\$1,229,000	\$1,825,000	\$1,950,000	-	\$1,451,899
	Q2 2023	\$790,000	\$1,192,500	\$1,702,500	\$1,830,000	-	\$1,324,000
% Price Change		-	-3%	-7%	-6%	-	-9%

Santa Clara (city)

 **\$2,650,000**  
Highest sale price

 **\$446,500**  
Lowest sale price


 **\$1,848**  
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>	Q2 2022	-	\$1,762,500	\$1,870,000	\$1,907,500	\$2,287,500	\$1,910,000
	Q2 2023	\$705,000	\$1,343,000	\$1,650,000	\$1,894,000	\$1,835,000	\$1,700,000
% Price Change		-	-24%	-12%	-1%	-20%	-11%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$546,000	\$845,000	\$1,420,000	\$1,384,000	-	\$1,100,000
	Q2 2023	\$549,000	\$975,000	\$1,242,500	\$1,600,000	-	\$1,130,000
% Price Change		1%	15%	-13%	16%	-	3%

Los Altos

 **\$8,650,000**  
Highest sale price

 **\$775,000**  
Lowest sale price


 **\$2,863**  
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>	Q2 2022	-	\$4,097,500	\$4,000,000	\$4,338,000	\$5,400,000	\$4,400,000
	Q2 2023	-	\$2,159,444	\$3,750,000	\$4,000,000	\$5,197,500	\$4,000,000
% Price Change		-	-47%	-6%	-8%	-4%	-9%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$820,000	\$1,500,000	\$1,600,000	-	-	\$1,535,500
	Q2 2023	\$968,500	\$1,732,500	\$1,560,000	-	-	\$1,625,000
% Price Change		18%	16%	-3%	-	-	6%

Los Altos Hills

 **\$14,950,000**  
Highest sale price

 **\$0**  
Lowest sale price

 **\$2,646**  
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>	Q2 2022	-	\$4,750,000	\$4,640,000	\$5,625,000	\$9,335,000	\$6,000,000
	Q2 2023	-	-	\$6,850,000	\$4,855,000	\$6,100,000	\$5,650,000
% Price Change		-	-	48%	-14%	-35%	-6%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	-	-	-	-	-	-
	Q2 2023	-	-	-	-	-	-
% Price Change		-	-	-	-	-	-

**Mountain View**

 **\$4,750,000**  
Highest sale price

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


 **\$2,343**  
Highest price/sqft

		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q2 2022	-	\$1,950,000	\$2,460,000	\$2,925,000	\$4,104,200	\$2,550,000
	Q2 2023	-	\$2,050,000	\$2,350,000	\$3,019,253	\$3,950,000	\$2,550,000
% Price Change		-	5%	-4%	3%	-4%	0%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$655,000	\$1,150,000	\$1,730,000	\$1,950,000	-	\$1,253,750
	Q2 2023	\$620,000	\$1,104,000	\$1,610,000	\$1,880,000	-	\$1,400,000
% Price Change		-5%	-4%	-7%	-4%	-	12%

**Palo Alto**

 **\$18,000,000**  
Highest sale price

 **\$680,000**  
Lowest sale price

 **\$3,240**  
Highest price/sqft

		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q2 2022	\$1,712,000	\$2,500,000	\$3,340,000	\$3,900,000	\$5,175,000	\$3,862,500
	Q2 2023	-	\$2,700,000	\$3,110,000	\$3,314,000	\$4,830,000	\$3,400,000
% Price Change		-	8%	-7%	-15%	-7%	-12%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$915,000	\$1,550,000	\$1,988,944	-	-	\$1,610,000
	Q2 2023	\$904,200	\$1,712,513	\$1,750,000	\$3,898,000	-	\$1,725,000
% Price Change		-1%	10%	-12%	-	-	7%

**Sunnyvale**



**\$3,500,000**  
Highest sale price



**\$588,000**  
Lowest sale price



**\$1,988**  
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>	Q2 2022	\$1,180,000	\$2,500,000	\$2,335,000	\$2,856,471	\$3,150,000	\$2,550,000
	Q2 2023	-	\$1,780,000	\$2,050,000	\$2,525,000	\$2,850,000	\$2,300,000
% Price Change		-	-29%	-12%	-12%	-10%	-10%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$668,000	\$1,134,000	\$1,600,000	\$1,880,000	-	\$1,395,000
	Q2 2023	\$675,000	\$1,025,000	\$1,482,500	\$1,767,500	-	\$1,210,040
% Price Change		1%	-10%	-7%	-6%	-	-13%

**Milpitas**



**\$2,970,000**  
Highest sale price



**\$705,000**  
Lowest sale price




**\$1,258**  
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>	Q2 2022	-	\$1,345,000	\$1,455,844	\$1,990,000	\$2,250,000	\$1,601,995
	Q2 2023	-	\$1,270,000	\$1,290,000	\$1,600,000	\$1,611,000	\$1,500,000
% Price Change		-	-6%	-11%	-20%	-28%	-6%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$530,000	\$897,500	\$1,385,000	\$1,535,000	-	\$1,226,000
	Q2 2023	\$780,000	\$1,050,000	\$1,250,000	\$1,437,500	-	\$1,160,000
% Price Change		47%	17%	-10%	-6%	-	-5%

**Morgan Hill / Gilroy / San Martin**

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


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


 **\$1,235**  
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>	Q2 2022	-	\$877,500	\$1,220,000	\$1,600,000	\$2,076,944	\$1,560,000
	Q2 2023	\$510,000	\$835,000	\$1,167,500	\$1,600,000	\$1,800,000	\$1,475,000
% Price Change		-	-5%	-4%	0%	-13%	-5%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	-	\$781,500	\$1,032,778	\$1,168,000	-	\$997,500
	Q2 2023	-	\$695,000	\$900,000	\$1,080,000	-	\$895,960
% Price Change		-	-11%	-13%	-8%	-	-10%

**Willow Glen (San Jose)**

 **\$4,800,000**  
Highest sale price

 **\$565,000**  
Lowest sale price

 **\$1,647**  
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>	Q2 2022	-	\$1,550,000	\$1,961,250	\$2,370,000	\$3,092,500	\$2,195,000
	Q2 2023	-	\$1,225,000	\$1,687,500	\$2,045,000	\$3,050,000	\$1,850,000
% Price Change		-	-21%	-14%	-14%	-1%	-16%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$715,000	\$930,000	\$1,365,000	\$1,215,000	-	\$1,122,500
	Q2 2023	\$565,000	\$924,000	\$1,210,000	\$1,475,000	-	\$975,000
% Price Change		-21%	-1%	-11%	21%	-	-13%

**Almaden Valley** (San Jose)



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



**\$850,000**  
Lowest sale price



**\$1,169**  
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>	Q2 2022	-	-	\$1,875,000	\$2,465,700	\$2,810,000	\$2,465,700
	Q2 2023	-	-	\$1,825,000	\$2,150,000	\$2,570,000	\$2,200,000
% Price Change		-	-	-3%	-13%	-9%	-11%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	-	\$1,463,000	\$1,694,000	-	-	\$1,550,000
	Q2 2023	-	\$1,001,000	\$1,700,000	\$1,840,000	-	\$1,607,500
% Price Change		-	-32%	0%	-	-	4%

**Cambrian** (San Jose)



**\$3,500,000**  
Highest sale price




**\$490,000**  
Lowest sale price




**\$1,583**  
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>	Q2 2022	-	\$1,652,500	\$1,670,000	\$1,950,000	\$2,320,000	\$1,780,000
	Q2 2023	-	\$1,450,000	\$1,585,000	\$1,880,000	\$2,253,000	\$1,660,000
% Price Change		-	-12%	-5%	-4%	-3%	-7%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$505,000	\$709,500	\$1,220,000	\$1,407,544	-	\$800,000
	Q2 2023	\$537,500	\$690,000	\$1,137,500	-	-	\$700,000
% Price Change		6%	-3%	-7%	-	-	-13%

**Blossom Valley** (San Jose)


 **\$2,105,000**  
Highest sale price


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


 **\$1,208**  
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>	Q2 2022	-	\$1,120,000	\$1,500,000	\$1,627,500	\$1,700,000	\$1,575,000
	Q2 2023	-	\$1,050,000	\$1,305,000	\$1,475,000	\$1,585,500	\$1,420,000
% Price Change		-	-6%	-13%	-9%	-7%	-10%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$540,000	\$680,000	\$900,000	\$1,075,000	-	\$730,000
	Q2 2023	\$505,500	\$660,000	\$874,000	\$1,016,500	-	\$680,950
% Price Change		-6%	-3%	-3%	-5%	-	-7%

**Evergreen** (San Jose)


 **\$4,075,000**  
Highest sale price

 **\$487,000**  
Lowest sale price


 **\$1,229**  
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>	Q2 2022	-	\$1,080,000	\$1,500,000	\$1,999,999	\$3,030,000	\$1,815,000
	Q2 2023	-	\$1,032,000	\$1,299,500	\$1,860,000	\$2,600,000	\$1,600,000
% Price Change		-	-4%	-13%	-7%	-14%	-12%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$500,000	\$814,000	\$1,152,500	\$1,880,000	-	\$855,000
	Q2 2023	-	\$812,500	\$1,134,150	-	-	\$835,000
% Price Change		-	0%	-2%	-	-	-2%

**Central San Jose (San Jose)**

 **\$2,825,000**  
Highest sale price


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


 **\$1,764**  
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>	Q2 2022	-	\$1,100,000	\$1,325,000	\$1,700,000	\$1,910,000	\$1,300,000
	Q2 2023	\$825,000	\$882,500	\$1,259,000	\$1,500,000	\$1,605,250	\$1,196,000
% Price Change		-	-20%	-5%	-12%	-16%	-8%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$625,000	\$833,100	\$1,065,000	\$1,271,000	-	\$817,500
	Q2 2023	\$585,000	\$800,000	\$1,050,000	\$1,087,500	-	\$795,000
% Price Change		-6%	-4%	-1%	-14%	-	-3%

**Berryessa (San Jose)**

 **\$2,800,000**  
Highest sale price

 **\$415,000**  
Lowest sale price

 **\$1,218**  
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>	Q2 2022	-	\$1,215,500	\$1,400,000	\$1,700,000	\$1,860,000	\$1,650,000
	Q2 2023	\$1,210,000	\$800,000	\$1,430,000	\$1,500,058	\$1,800,000	\$1,472,500
% Price Change		-	-34%	2%	-12%	-3%	-11%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$530,000	\$815,500	\$1,240,000	\$1,374,000	-	\$1,050,000
	Q2 2023	\$601,500	\$725,000	\$1,111,500	\$1,080,000	-	\$975,000
% Price Change		13%	-11%	-10%	-21%	-	-7%



**South San Jose** (San Jose)

 **\$1,900,000**  
Highest sale price

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


 **\$1,218**  
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>	Q2 2022	-	\$1,050,000	\$1,117,500	\$1,300,000	\$1,300,000	\$1,210,000
	Q2 2023	-	\$927,500	\$1,000,000	\$1,225,000	\$1,472,500	\$1,100,000
% Price Change		-	-12%	-11%	-6%	13%	-9%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$520,000	\$710,000	\$1,200,000	\$1,255,000	-	\$937,500
	Q2 2023	\$440,000	\$703,000	\$1,066,585	\$1,190,000	-	\$928,000
% Price Change		-15%	-1%	-11%	-5%	-	-1%

**Alum Rock** (San Jose)

 **\$2,800,000**  
Highest sale price

 **\$394,000**  
Lowest sale price


 **\$1,185**  
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>	Q2 2022	-	\$905,000	\$1,050,000	\$1,227,944	\$1,197,500	\$1,100,000
	Q2 2023	-	\$925,000	\$948,500	\$1,155,000	\$1,200,000	\$1,000,000
% Price Change		-	2%	-10%	-6%	0%	-9%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$430,000	\$670,000	\$725,000	\$765,000	-	\$664,000
	Q2 2023	\$397,500	\$540,000	\$680,000	\$930,000	-	\$645,000
% Price Change		-8%	-19%	-6%	22%	-	-3%

**Santa Teresa** (San Jose)

 **\$1,888,000**  
Highest sale price

 **\$605,000**  
Lowest sale price

 **\$1,055**  
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>	Q2 2022	-	\$1,007,000	\$1,380,000	\$1,511,000	\$1,830,000	\$1,459,000
	Q2 2023	-	-	\$1,195,000	\$1,407,500	\$1,599,444	\$1,400,000
% Price Change		-	-	-13%	-7%	-13%	-4%
<b>Townhome/Condo Median Sales Price</b>	Q2 2022	\$590,000	\$790,000	\$1,066,000	\$1,500,000	-	\$995,000
	Q2 2023	\$605,500	\$870,000	\$1,195,000	\$1,297,500	-	\$1,046,660
% Price Change		3%	10%	12%	-14%	-	5%

## 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.



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

16780 Lark Ave, Los Gatos, CA 95032

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Market report prepared by Jim Haas, Eugene Luu, and Joe Han.

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