

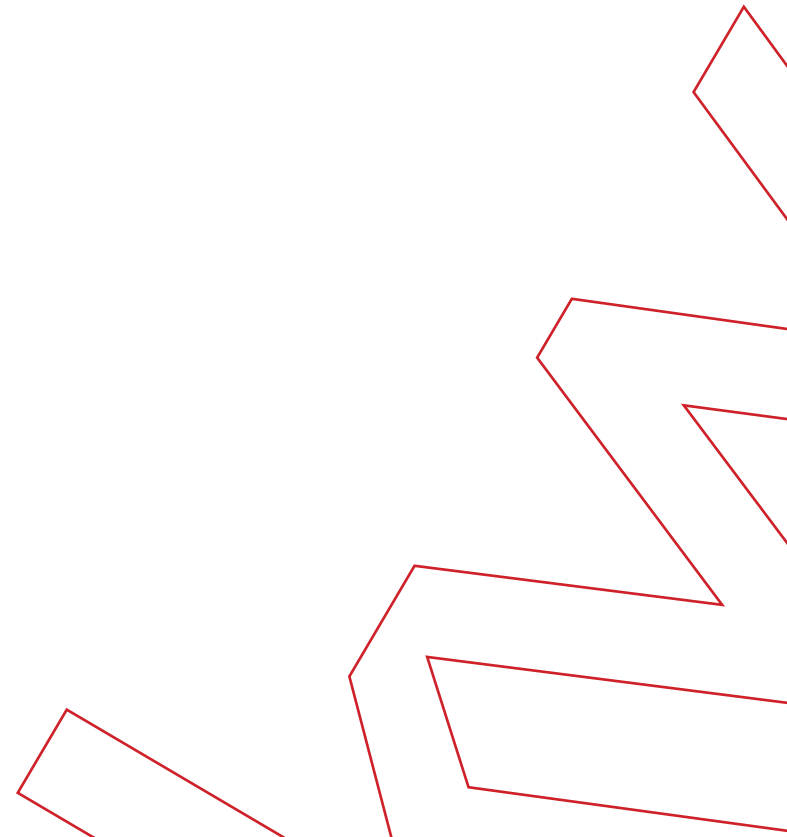
OCTOBER 2021

Market Update

SANTA CLARA COUNTY

kw BAY AREA
ESTATES
KELLERWILLIAMS.

KELLERWILLIAMS
Luxury
INTERNATIONAL



Overview

October 2021

Santa Clara County

October 2021

NEW LISTINGS

1,591

-19% Year-over-year

CLOSED SALES

1,534

-4% Year-over-year

AVERAGE PRICE PER SQFT

\$956

+18% Year-over-year

MEDIAN SALE PRICE

\$1.4M

+12% Year-over-year

AVERAGE DAYS-ON-MARKET

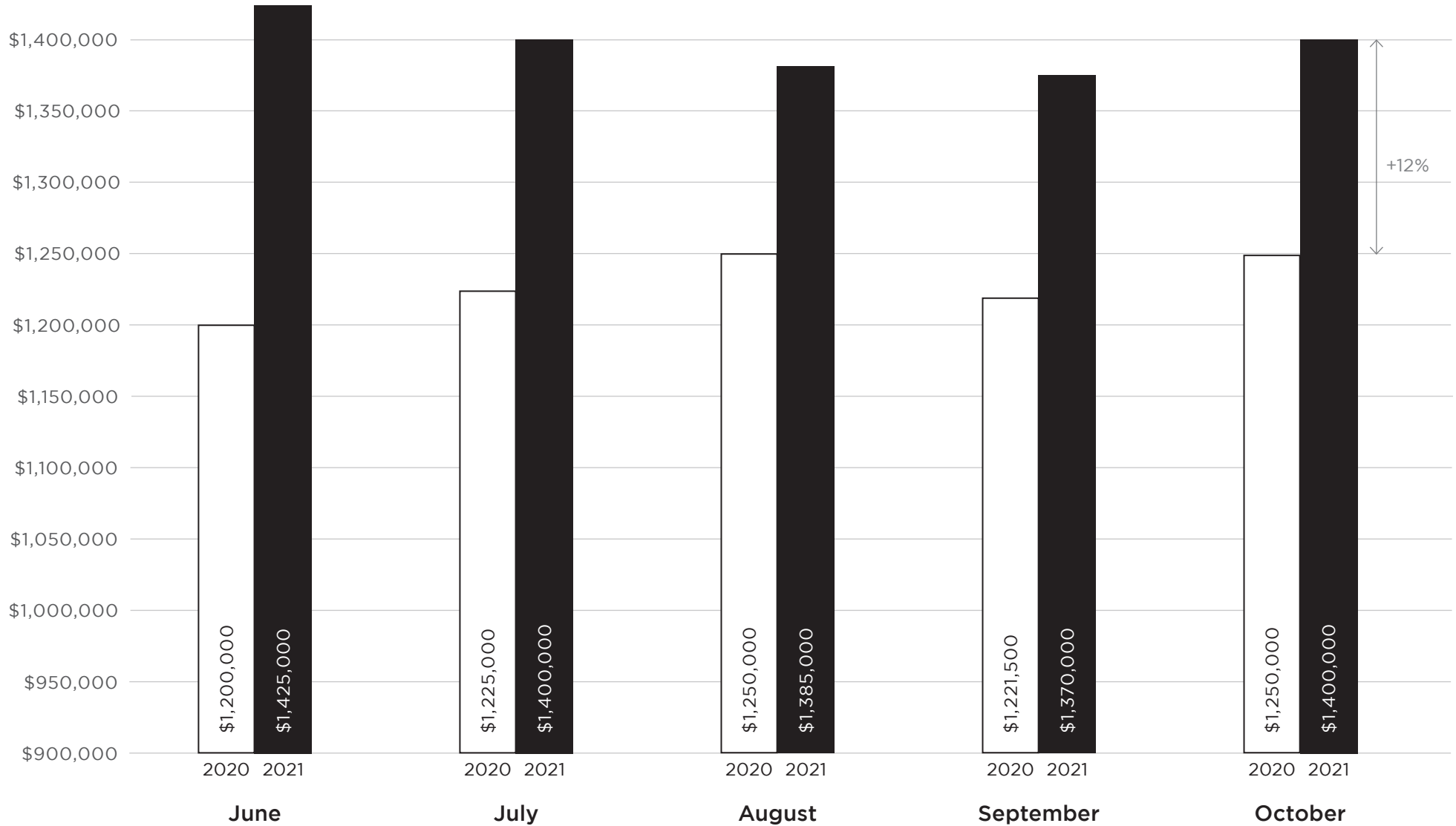
16

-24% Year-over-year

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.

MEDIAN SALES PRICE

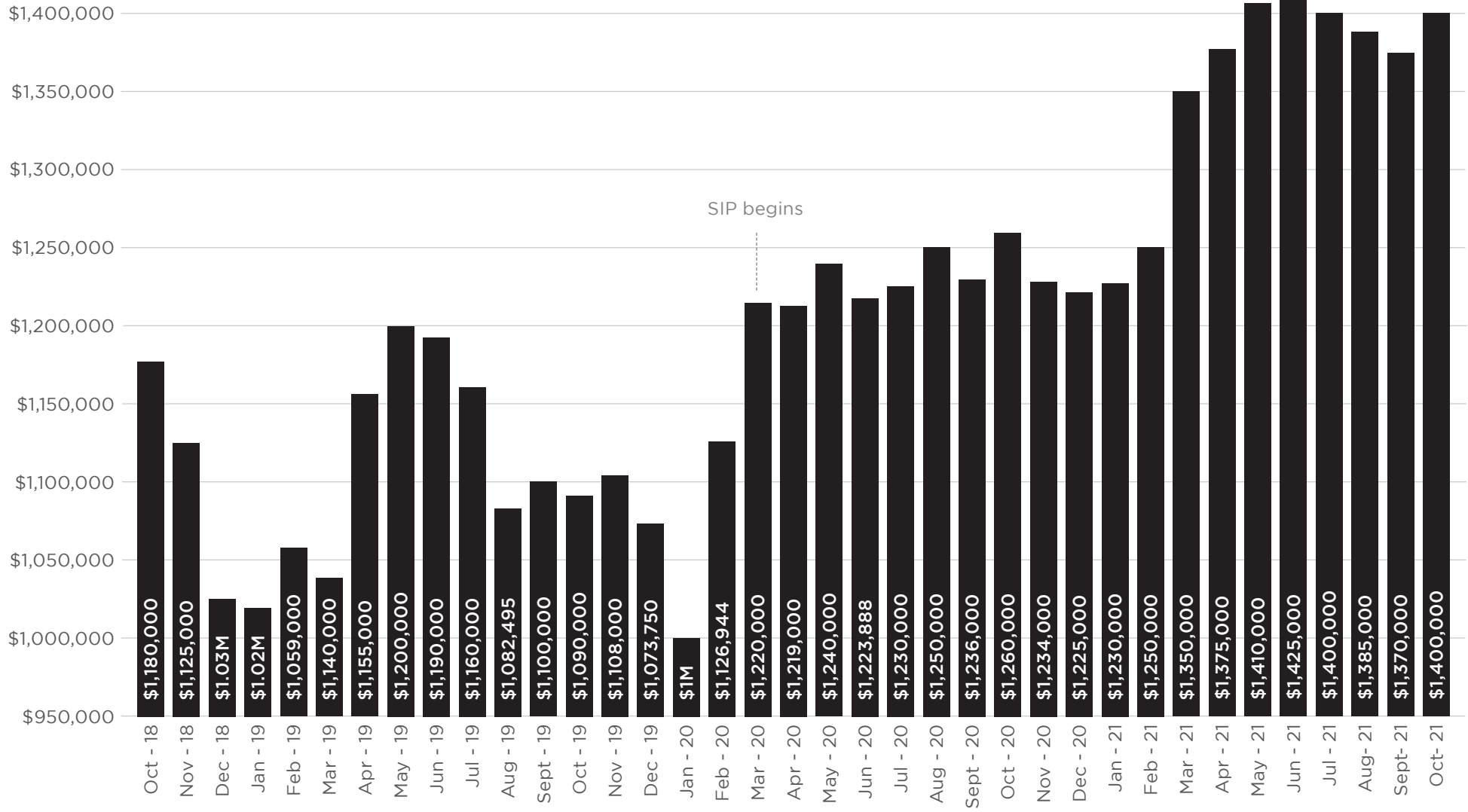
By Month, Year-Over-Year



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MEDIAN SALES PRICE

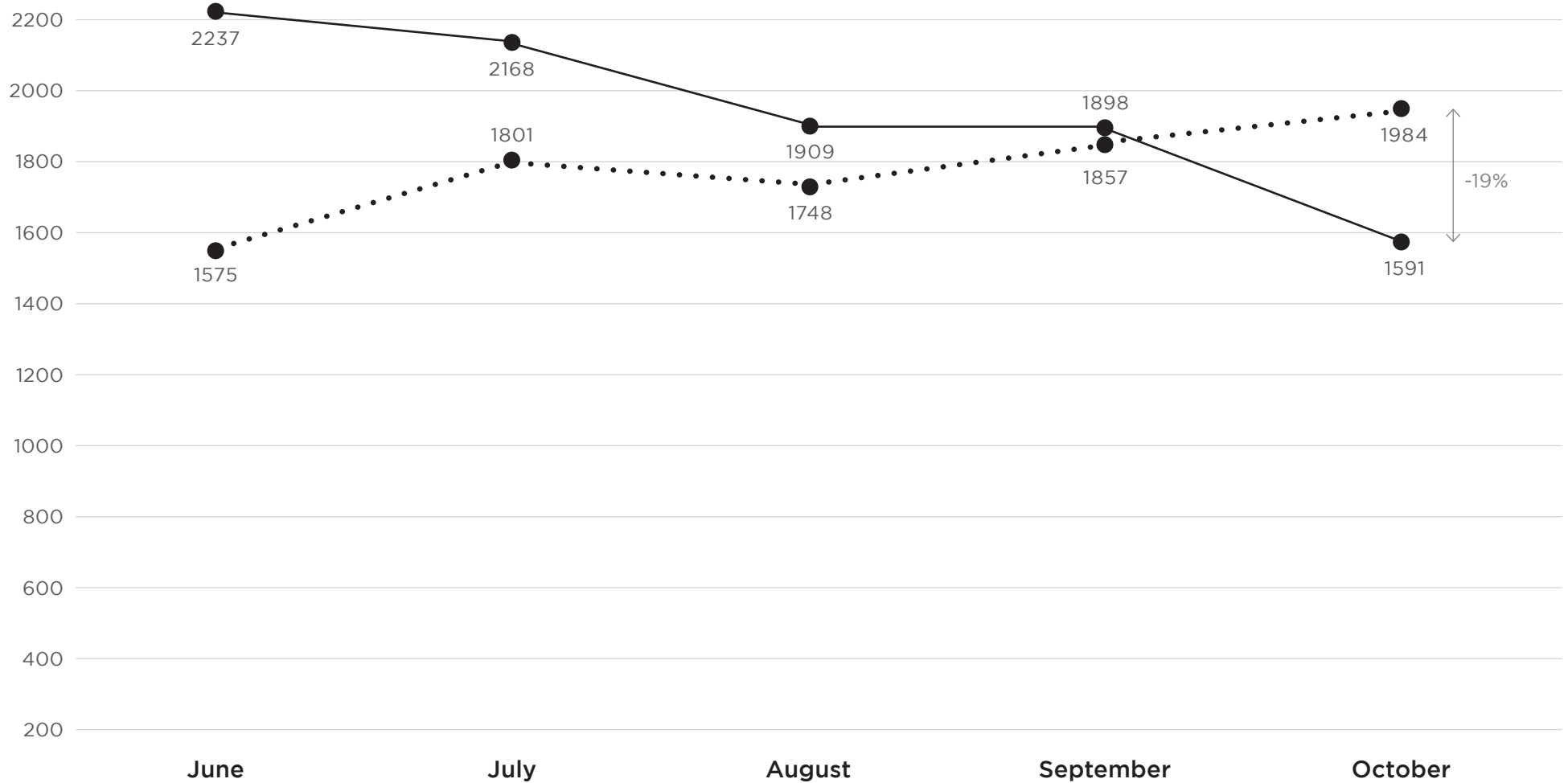
by Month



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NEW LISTINGS

By Month, Year-Over-Year



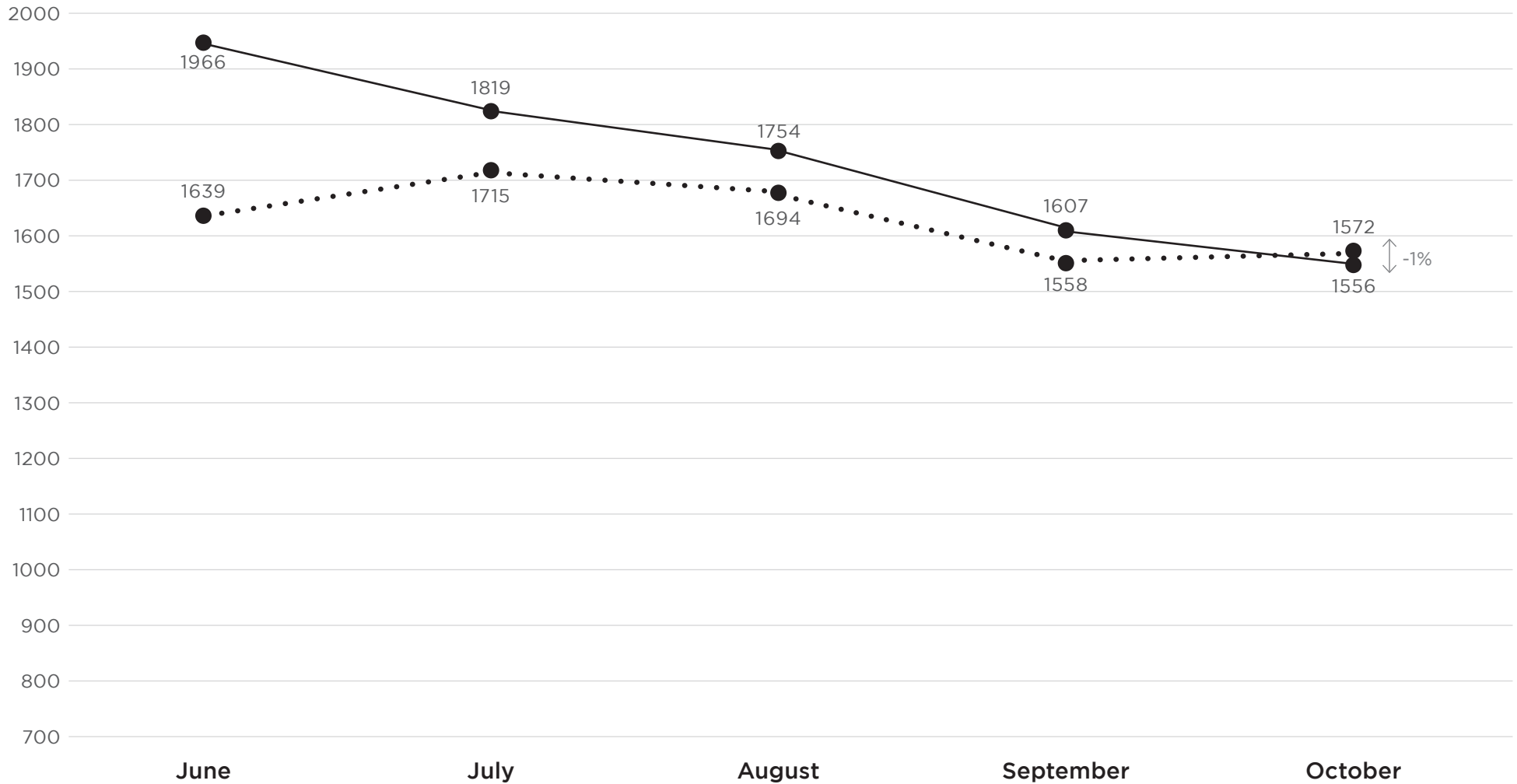
— 2021

..... 2020

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CONTRACTS SIGNED

By Month, Year-Over-Year



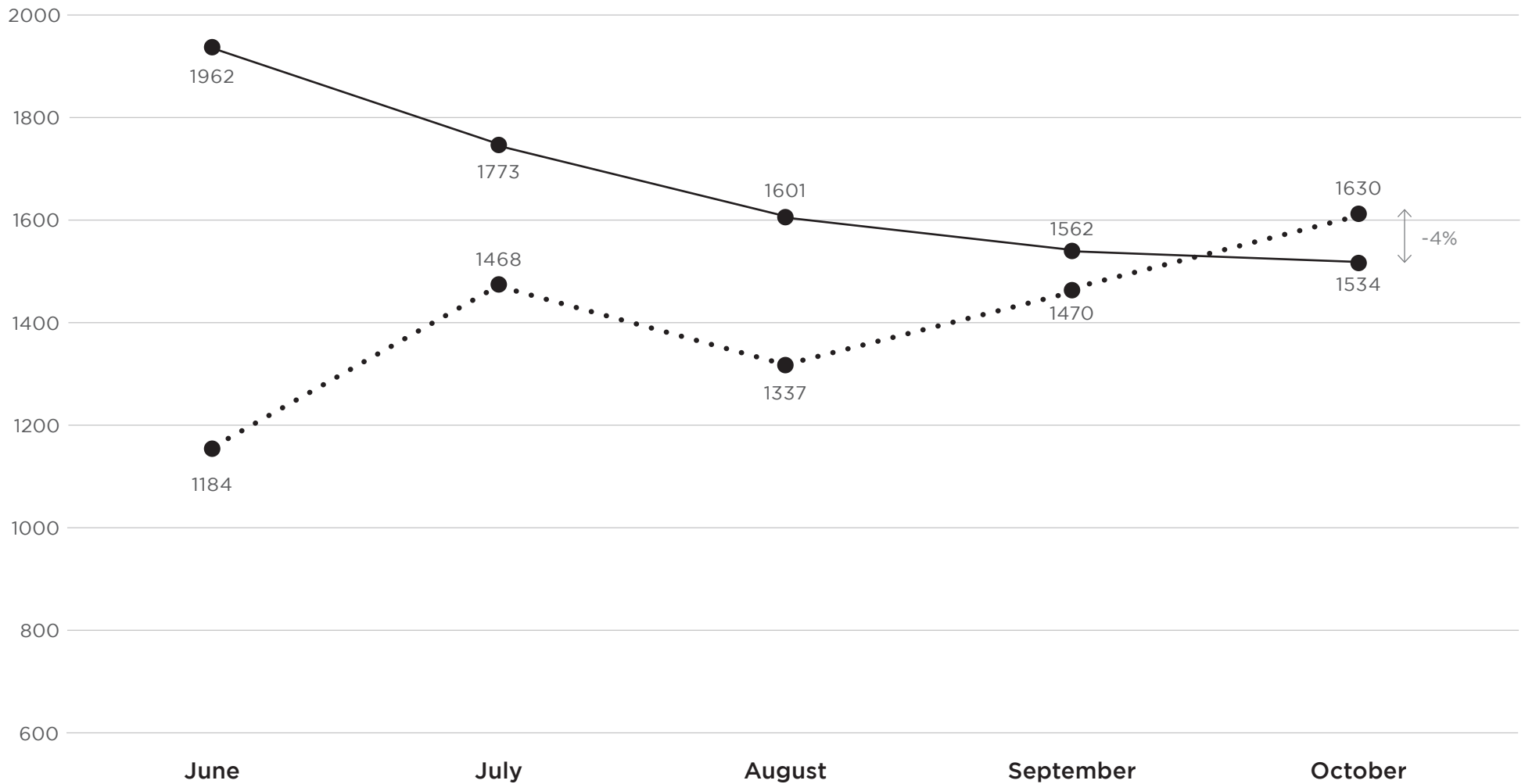
— 2021

••••• 2020

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CLOSED SALES

By Month, Year-Over-Year



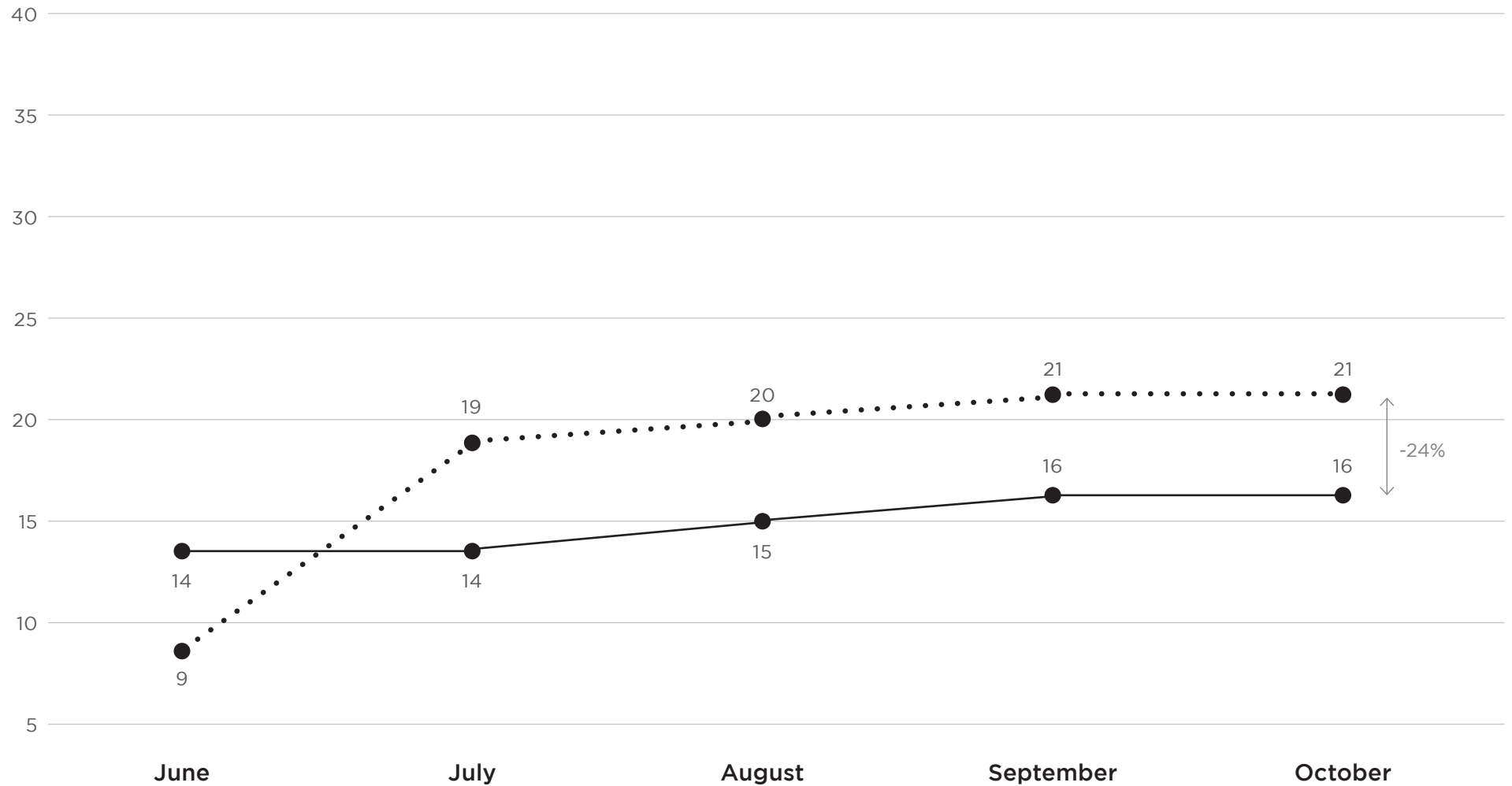
— 2021

••••• 2020

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AVERAGE DAYS-ON-MARKET

By Month, Year-Over-Year



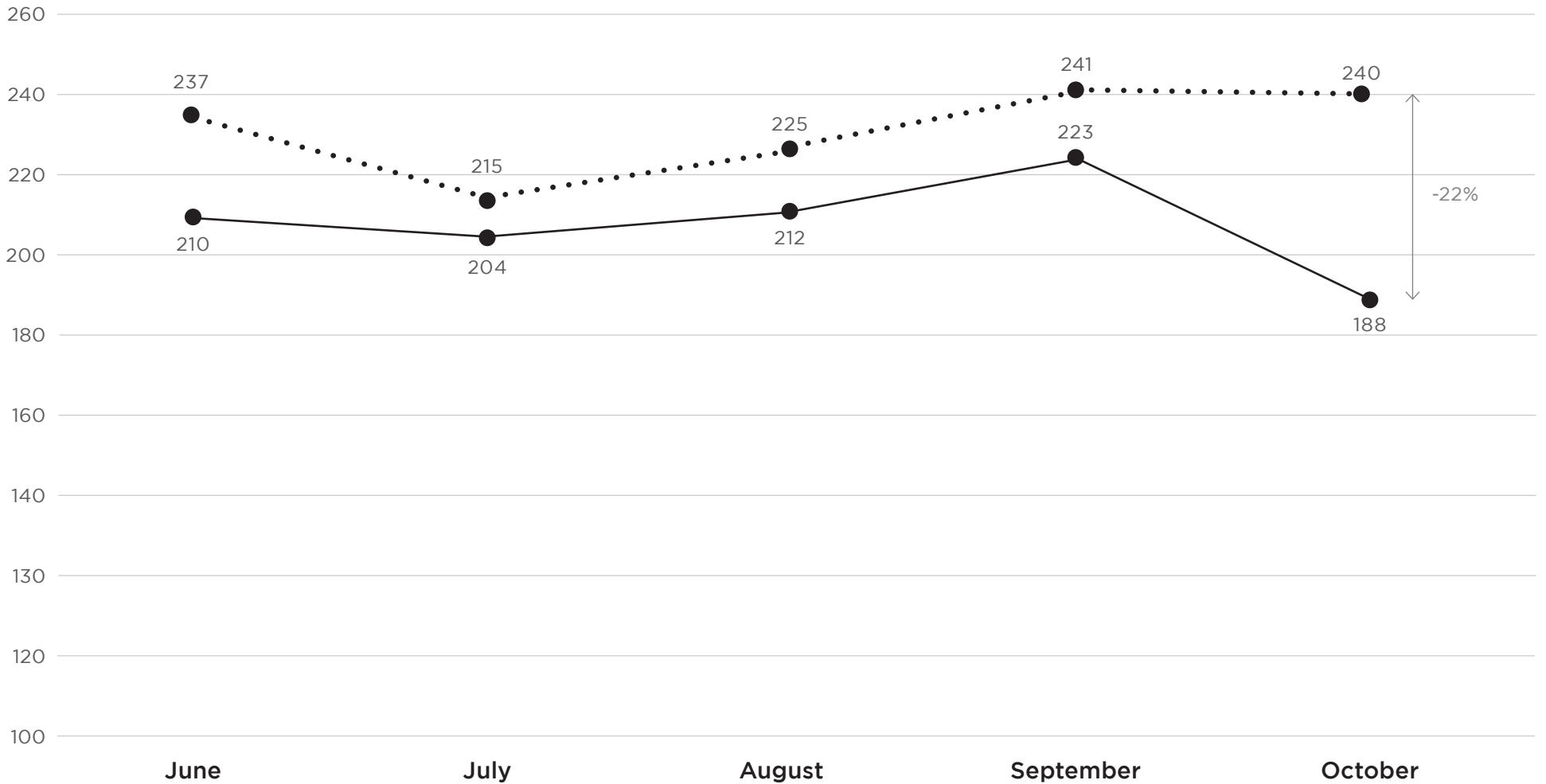
— 2021

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LUXURY LISTINGS FOR SALE - \$3 MILLION+

By Month, Year-Over-Year, Current Inventory

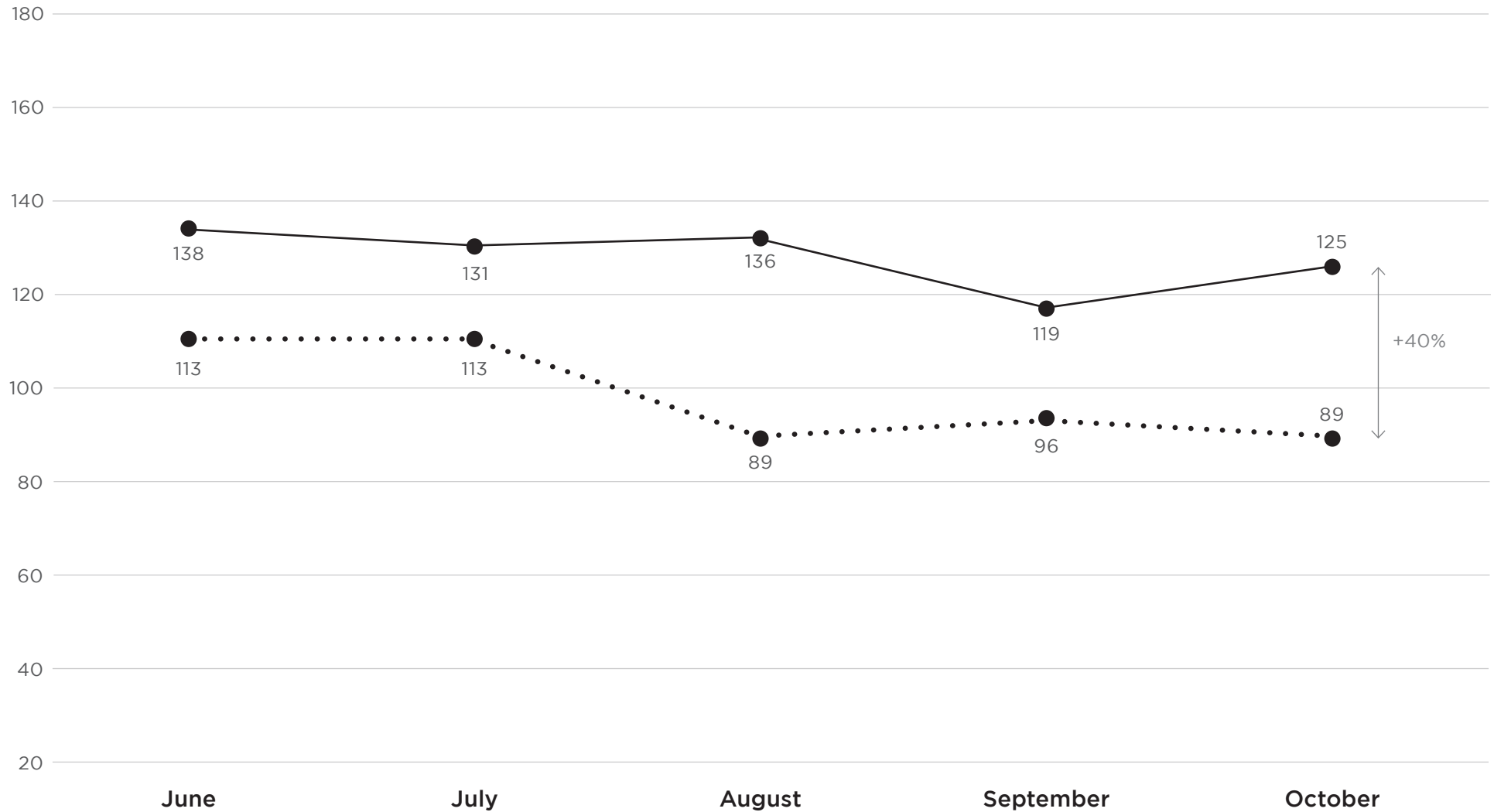


— 2021
..... 2020

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LUXURY CONTRACTS SIGNED - \$3 MILLION+

By Month, Year-Over-Year



— 2021

..... 2020

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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, 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 | 408.560.9000

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Market report prepared by Carl Battiste and Conner Dubay.