

# MARKET REPORT

SANTA CLARA COUNTY

Q1 2020

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

KELLERWILLIAMS  
*Luxury*  
INTERNATIONAL

## New Listings

3,728

-11% Year-over-Year

## Closed Sales

2,402

-1.6% Year-over-year

## Average Days on Market

29

-3% Year-over-year

## Average Price Per SqFt

\$779

+3% Year-over-year

## Median Sale Price

\$1.14M

+5% Year-over-year

The coronavirus pandemic is effecting real estate in unprecedented ways and the ultimate impact on the Santa Clara County market is far from being known. As a quarterly synopsis based on closed sales, this report is by its nature a look in the “rear-view mirror” and is only minimally reflective of the shifts in business at the end of March.

Through the first couple of months of 2020, sales activity trended in a positive direction, helped by pent up demand and low mortgage rates. However, a growing unease over the direction of the economy and potential spread of COVID-19 disrupted some sales potential. The volume of sales (SFR) in the first quarter fell by 10% from the first quarter of 2019, driven in large part by the economic shutdown in the second half of March. First Quarter 2020 new listings increased 55% with days on market falling from 35 days to 23 days on market. While overall activity declined, regional pricing trends improved. Some of the increase in the median price of homes sold can be attributed to some sluggishness in the lower price ranges early in the year. The tight inventory combined with additional buying power from lower mortgage rates helped spur an increase in the number of sales closed at over asking price.

As the coronavirus pandemic spread, the stock market dropped sharply, nonessential businesses closed, and Santa Clara County became an epicenter of the virus within the Bay Area, sales activity dropped precipitously. Yet despite these incredible challenges, business did not stop; prospective buyers continue to shop online, agents are conducting virtual appointments, new contracts are being signed, and over 760 deals have closed in the month of April.



BRYON ZAPF | GENERAL MANAGER, TEAM LEADER



The Q1 2020 median sales price for single-family homes of \$1,375,000 is slightly **DOWN** compared to Q1 2019's median sales price of \$1,459,543.

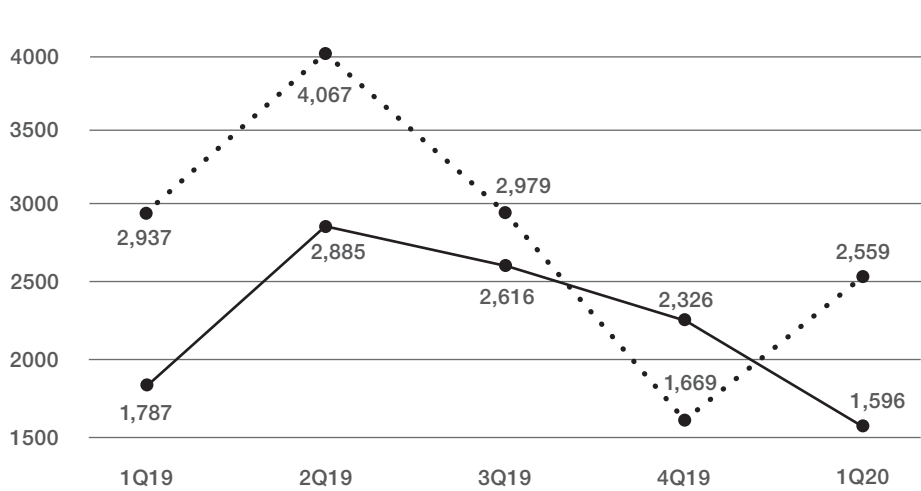


Homes sold over asking price ticked up **SLIGHTLY** quarter-over-quarter.

Dollar volume is **UP 1%** compared to 2019's first quarter.

Q1 2020 saw a sharp increase in new listings following 3 consecutive declining quarters from its peak in Q2 2019. Median sales price is down for 0-3 bedroom homes, however, pricing has increased for the 4+ bedroom category. Listings spent fewer days on market and sold slightly above asking price.

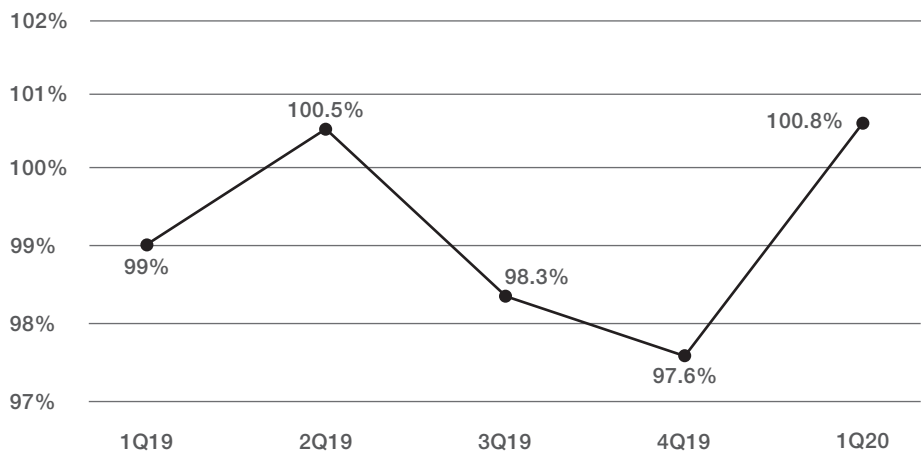
### New Listings vs. Sold Units



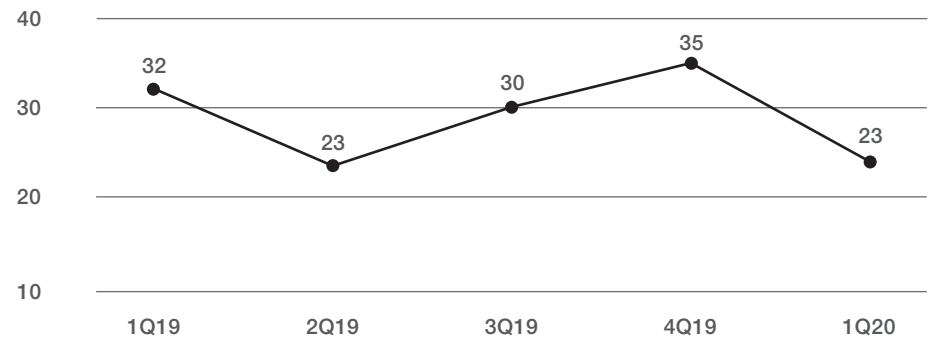
### Median Sales Price

	0 - 1 B D	2 B D	3 B D	4 B D	5 + B D	ALL
<b>1Q19</b>	\$760,000	\$924,750	\$1,100,000	\$1,339,000	\$1,704,000	<b>\$1,459,543</b>
<b>2Q19</b>	\$1,025,000	\$975,000	\$1,190,000	\$1,430,000	\$2,132,500	<b>\$1,325,000</b>
<b>3Q19</b>	\$584,750	\$930,000	\$1,138,000	\$1,320,000	\$1,621,250	<b>\$1,236,000</b>
<b>4Q19</b>	\$660,000	\$905,444	\$1,100,000	\$1,350,000	\$1,800,000	<b>\$1,230,000</b>
<b>1Q20</b>	\$456,000	\$709,444	\$1,057,500	\$1,685,000	\$3,100,000	<b>\$1,375,000</b>

### Median Sales Price vs. Original Asking Price

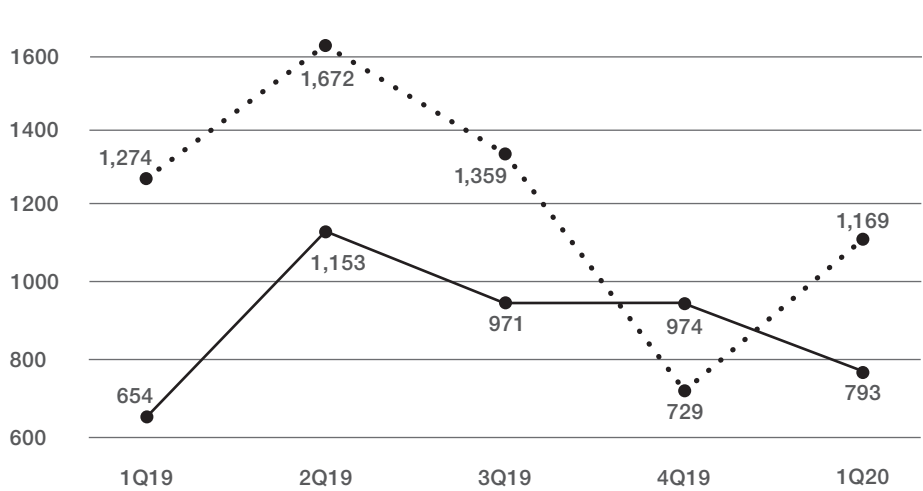


### Average Days on Market



Q1 2020 saw a sharp increase in new listings following 3 consecutive declining quarters from its peak in Q2 2019. Median sales price is down for 0-2 bedroom homes, however, pricing has increased for the 3+ bedroom category. Listings spent fewer days on market and sold slightly above asking price.

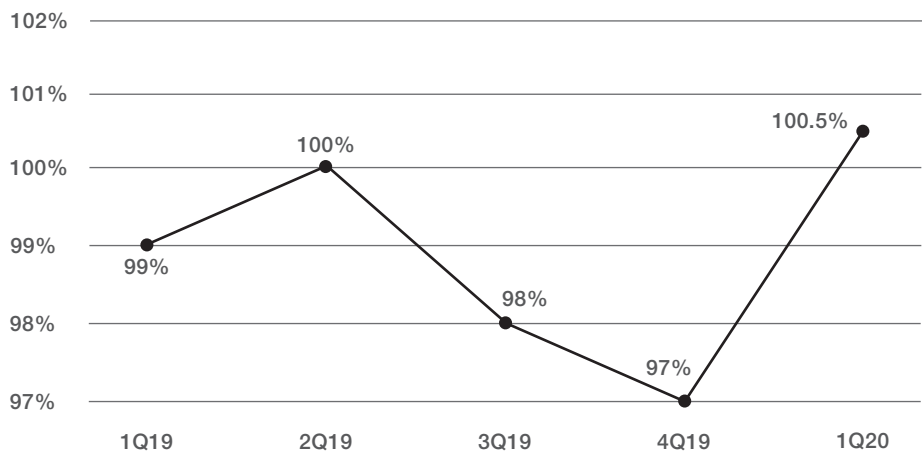
### New Listings vs. Sold Units



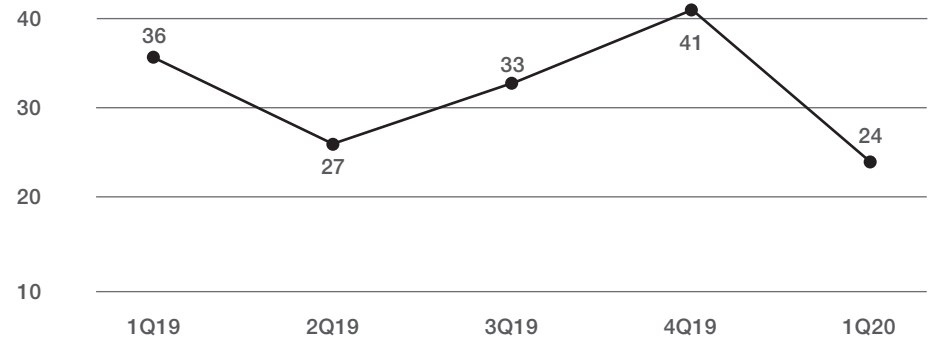
### Median Sales Price

	0 - 1 B D	2 B D	3 B D	4 B D	5 + B D	ALL
1Q19	\$610,000	\$765,000	\$975,000	\$892,500	-	<b>\$811,250</b>
2Q19	\$560,000	\$800,000	\$1,100,000	\$1,165,000	-	<b>\$874,000</b>
3Q19	\$570,000	\$743,940	\$978,871	\$1,075,000	\$1,778,950	<b>\$826,000</b>
4Q19	\$545,000	\$731,500	\$915,000	\$950,000	-	<b>\$777,500</b>
1Q20	\$465,000	\$715,000	\$1,162,500	\$1,852,500	-	<b>\$800,000</b>

### Median Sales Price vs. Original Asking Price



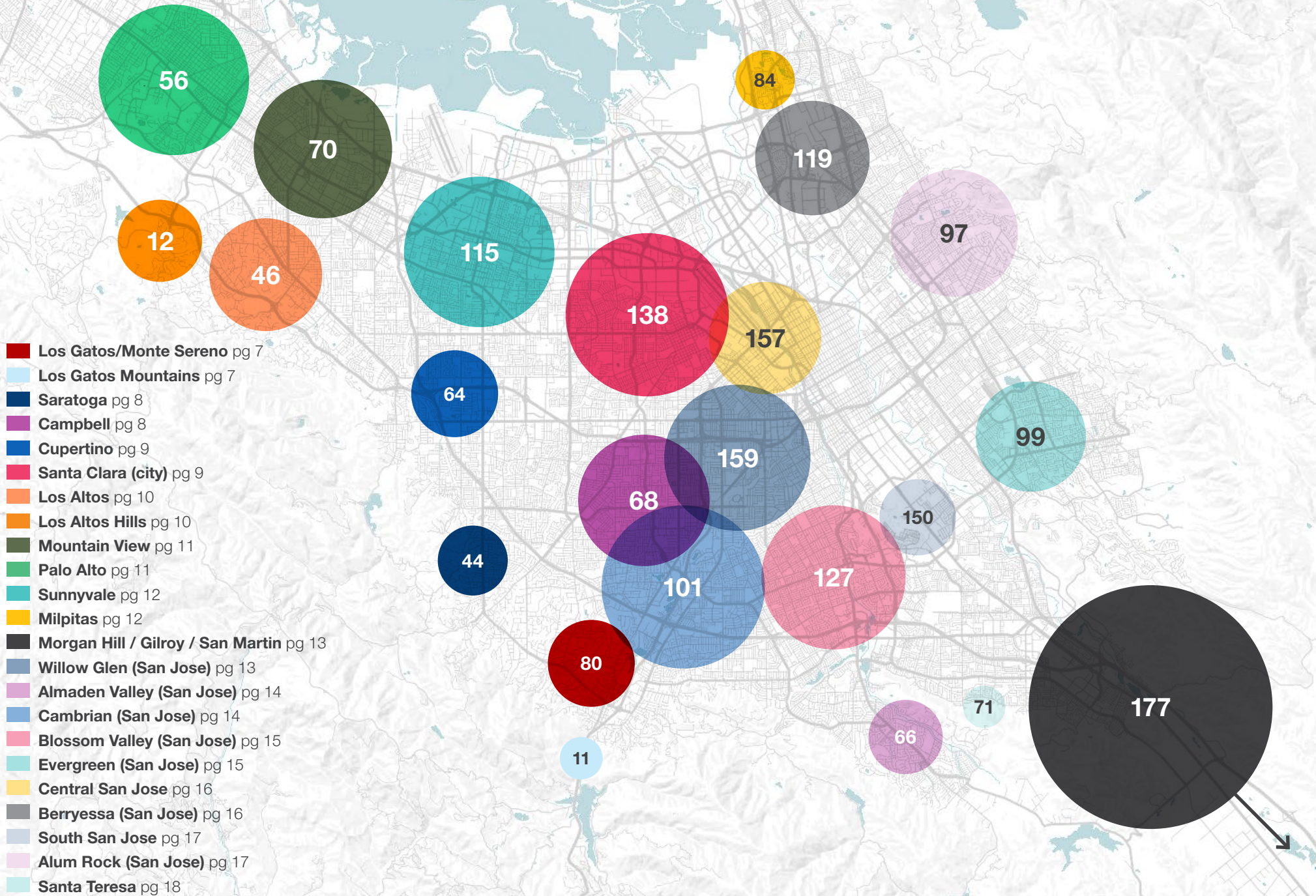
### Average Days on Market






# Santa Clara County Number of Sales

Q1 2020




## Los Gatos / Monte Sereno

 **\$5,875,000**  
Highest sale price

 **\$650,000**  
Lowest sale price


 **\$1,219**  
Highest price/sqft


 **23**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$915,375	\$1,830,000	\$2,350,000	\$2,879,000	\$2,280,000
	Q1 2020	\$1,825,000	\$1,590,500	\$2,050,000	\$2,550,000	\$2,500,000	\$2,200,000
<b>% PRICE CHANGE</b>		-	42%	11%	8%	-15%	-4%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$477,725	\$970,000	\$1,325,000	\$1,650,000	-	\$1,176,500
	Q1 2020	-	\$942,500	\$1,437,500	\$1,700,000	-	\$1,425,000
<b>% PRICE CHANGE</b>		-	-3%	8%	3%	-	17%

## Los Gatos Mountains

 **\$2,500,000**  
Highest sale price

 **\$675,000**  
Lowest sale price

 **\$777**  
Highest price/sqft


 **60**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	\$635,500	\$420,375	\$1,161,500	\$1,027,500	\$1,375,000	\$1,005,000
	Q1 2020	-	\$797,500	-	\$1,665,000	\$2,184,000	\$1,275,000
<b>% PRICE CHANGE</b>		-	47%	-	38%	37%	21%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	-	-	-	-	-	-
	Q1 2020	-	-	-	-	-	-
<b>% PRICE CHANGE</b>		-	-	-	-	-	-

## Saratoga

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

 **\$750,000**  
Lowest sale price


 **\$1,578**  
Highest price/sqft


 **43**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	-	\$965,000	\$1,015,000	\$3,550,000	\$2,750,000
	Q1 2020	-	\$1,838,000	\$2,145,000	\$2,875,000	\$3,200,000	\$2,618,750
<b>% PRICE CHANGE</b>		-	-	55%	65%	-11%	-5%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	-	\$835,000	\$1,600,000	-	-	\$1,190,000
	Q1 2020	-	\$836,500	\$1,635,000	-	-	\$1,580,000
<b>% PRICE CHANGE</b>		-	0%	2%	-	-	25%

## Campbell

 **\$3,195,000**  
Highest sale price

 **\$455,000**  
Lowest sale price

 **\$784**  
Highest price/sqft


 **49**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$1,037,500	\$1,328,888	\$1,720,000	\$1,887,000	\$1,421,250
	Q1 2020	-	\$1,364,750	\$1,450,000	\$1,545,000	\$2,150,000	\$1,500,000
<b>% PRICE CHANGE</b>		-	24%	8%	-11%	12%	5%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$615,000	\$687,500	\$1,283,990	\$1,327,990	-	\$1,155,500
	Q1 2020	\$520,000	\$777,500	\$1,005,000	\$1,545,000	-	\$940,000
<b>% PRICE CHANGE</b>		-	12%	-28%	14%	-	-23%



## Cupertino

 **\$3,888,888**  
Highest sale price

 **\$513,000**  
Lowest sale price


 **\$1,154**  
Highest price/sqft


 **28**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$2,180,000	\$2,600,000	\$2,322,500	\$2,565,000	\$2,310,000
	Q1 2020	-	\$1,900,000	\$2,080,000	\$2,500,000	\$2,720,000	\$2,200,000
<b>% PRICE CHANGE</b>		-	-15%	-25%	7%	6%	-5%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$864,000	\$1,254,000	\$1,610,000	-	-	\$1,260,000
	Q1 2020	\$815,000	\$1,239,000	\$1,545,000	\$1,830,000	-	\$1,260,000
<b>% PRICE CHANGE</b>		-	-1%	-4%	-	-	0%

## Santa Clara (city)

 **\$2,350,000**  
Highest sale price

 **\$367,000**  
Lowest sale price

 **\$901**  
Highest price/sqft

 **48**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$1,050,000	\$1,317,500	\$1,560,000	\$1,744,000	\$1,380,900
	Q1 2020	-	\$978,500	\$1,402,500	\$1,632,500	\$1,830,777	\$1,440,000
<b>% PRICE CHANGE</b>		-	-7%	6%	4%	5%	4%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$565,000	\$875,000	\$1,195,000	\$1,023,000	-	\$940,000
	Q1 2020	\$593,500	\$801,000	\$1,305,000	\$1,204,500	-	\$825,000
<b>% PRICE CHANGE</b>		-	-9%	8%	15%	-	-14%

## Los Altos

 **\$7,650,000**  
Highest sale price

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

 **\$3,224**  
Highest price/sqft


 **30**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	-	\$2,925,000	\$3,250,000	\$4,207,500	\$3,262,500
	Q1 2020	-	\$2,600,000	\$3,100,000	\$3,455,000	\$4,850,000	\$3,300,000
<b>% PRICE CHANGE</b>		-	-	6%	6%	13%	1%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$1,420,000	\$1,759,000	\$1,942,500	-	-	\$1,700,000
	Q1 2020	-	\$1,900,000	\$2,200,000	-	-	\$1,912,500
<b>% PRICE CHANGE</b>		-	-	12%	-	-	11%

## Los Altos Hills

 **\$11,500,000**  
Highest sale price

 **\$2,715,000**  
Lowest sale price

 **\$1,444**  
Highest price/sqft


 **91**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	-	-	\$3,984,000	\$4,000,000	\$3,992,000
	Q1 2020	-	-	\$2,957,500	\$3,475,000	\$7,200,000	\$4,850,000
<b>% PRICE CHANGE</b>		-	-	-	-15%	44%	18%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	-	-	-	-	-	-
	Q1 2020	-	-	-	-	-	-
<b>% PRICE CHANGE</b>		-	-	-	-	-	-

## Mountain View

 **\$3,480,000**  
Highest sale price

 **\$580,000**  
Lowest sale price

 **\$1,666**  
Highest price/sqft

 **26**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$1,725,000	\$2,150,000	\$2,820,000	\$3,149,444	\$2,347,500
	Q1 2020	-	\$1,915,000	\$2,017,500	\$2,415,000	-	\$2,150,000
<b>% PRICE CHANGE</b>		-	10%	-7%	-17%	-	-9%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$671,000	\$1,125,000	\$1,500,000	\$1,458,152	-	\$1,240,000
	Q1 2020	\$662,500	\$1,025,000	\$1,550,000	\$1,610,000	-	\$1,215,000
<b>% PRICE CHANGE</b>		-	-10%	3%	9%	-	-2%

## Palo Alto

 **\$6,850,000**  
Highest sale price

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

 **\$1,966**  
Highest price/sqft

 **27**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$2,200,000	\$2,590,000	\$3,198,000	\$4,100,000	\$2,965,000
	Q1 2020	-	\$2,670,000	\$2,800,000	\$3,200,000	\$3,700,000	\$3,100,000
<b>% PRICE CHANGE</b>		-	18%	8%	0%	-11%	4%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$1,101,750	\$1,360,000	\$1,375,000	\$2,080,000	-	\$1,360,000
	Q1 2020	\$925,000	\$1,665,000	\$1,934,000	\$2,050,000	-	\$1,875,000
<b>% PRICE CHANGE</b>		-	18%	29%	-1%	-	27%




## Sunnyvale

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

 **\$630,000**  
Lowest sale price


 **\$1,021**  
Highest price/sqft


 **31**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$1,167,500	\$1,650,000	\$1,912,500	\$2,308,000	\$1,750,000
	Q1 2020	-	\$1,400,000	\$1,875,000	\$2,065,000	-	\$1,950,000
<b>% PRICE CHANGE</b>		-	17%	12%	7%	-	10%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$680,000	\$1,037,500	\$1,325,000	\$1,496,695	-	\$1,151,000
	Q1 2020	\$662,500	\$975,000	\$1,350,000	\$1,490,000	-	\$1,150,000
<b>% PRICE CHANGE</b>		-	-6%	2%	0%	-	0%

## Milpitas

 **\$3,850,000**  
Highest sale price

 **\$390,000**  
Lowest sale price

 **\$763**  
Highest price/sqft


 **32**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$900,000	\$970,000	\$1,075,000	\$1,237,500	\$1,080,000
	Q1 2020	-	-	\$1,079,500	\$1,395,000	\$1,513,400	\$1,280,000
<b>% PRICE CHANGE</b>		-	-	10%	23%	18%	16%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$610,000	\$757,500	\$956,750	\$995,000	-	\$793,002
	Q1 2020	\$700,000	\$770,000	\$1,015,500	\$1,085,000	-	\$910,000
<b>% PRICE CHANGE</b>		-	-	6%	8%	-	13%

## Morgan Hill/Gilroy

 **\$2,700,000**  
Highest sale price


 **\$425,000**  
Lowest sale price

 **\$645**  
Highest price/sqft


 **45**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	\$390,000	\$620,000	\$796,900	\$899,000	\$880,000	\$865,000
	Q1 2020	-	\$655,000	\$780,000	\$899,000	\$1,190,000	\$890,000
<b>% PRICE CHANGE</b>		-	5%	-2%	0%	26%	3%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$402,500	\$507,500	\$696,250	\$789,000	-	\$603,000
	Q1 2020	-	\$586,000	\$729,990	\$804,177	-	\$660,000
<b>% PRICE CHANGE</b>		-	13%	5%	2%	-	9%

## Willow Glen (San Jose)

 **\$3,670,000**  
Highest sale price

 **\$495,000**  
Lowest sale price

 **\$1,010**  
Highest price/sqft


 **33**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$1,008,000	\$1,300,000	\$1,634,000	\$1,900,000	\$1,500,000
	Q1 2020	-	\$1,225,000	\$1,430,000	\$1,725,000	\$1,999,900	\$1,505,000
<b>% PRICE CHANGE</b>		-	18%	9%	5%	5%	0%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	-	\$765,000	\$1,025,000	\$907,500	-	\$895,000
	Q1 2020	\$495,000	\$642,490	\$825,000	\$1,400,000	-	\$653,500
<b>% PRICE CHANGE</b>		-	-19%	-24%	35%	-	-37%

## Almaden Valley (San Jose)

 **\$2,975,000**  
Highest sale price

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

 **\$817**  
Highest price/sqft


 **29**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$930,000	\$1,510,000	\$1,567,500	\$1,710,000	\$1,575,000
	Q1 2020	-	\$800,000	\$1,360,000	\$1,570,000	\$1,742,500	\$1,565,000
<b>% PRICE CHANGE</b>		-	-16%	-11%	0%	2%	-1%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	-	\$915,000	\$1,150,000	\$1,425,000	-	\$1,112,500
	Q1 2020	-	\$800,000	\$1,360,000	\$1,570,000	-	\$1,198,000
<b>% PRICE CHANGE</b>		-	-14%	15%	9%	-	7%

## Cambrian (San Jose)

 **\$2,180,000**  
Highest sale price

 **\$425,000**  
Lowest sale price

 **\$1,234**  
Highest price/sqft


 **8**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$929,500	\$1,200,000	\$1,330,000	\$1,487,500	\$1,250,000
	Q1 2020	-	-	\$1,315,000	\$1,375,000	\$1,472,500	\$1,359,500
<b>% PRICE CHANGE</b>		-	-	9%	3%	-1%	8%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$510,000	\$610,000	\$880,000	-	-	\$734,000
	Q1 2020	-	\$805,121	\$1,027,500	-	-	\$825,000
<b>% PRICE CHANGE</b>		-	24%	14%	-	-	11%




## Blossom Valley (San Jose)

 **\$1,400,000**  
Highest sale price


 **\$427,000**  
Lowest sale price

 **\$915**  
Highest price/sqft


 **16**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$785,000	\$930,000	\$1,035,000	\$1,000,000	\$992,500
	Q1 2020	-	\$733,500	\$1,010,000	\$1,065,000	\$1,150,000	\$1,050,500
<b>% PRICE CHANGE</b>		-	-7%	8%	3%	13%	6%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$430,000	\$569,000	\$670,000	\$740,000	-	\$602,500
	Q1 2020	\$454,000	\$560,000	\$710,500	-	-	\$584,000
<b>% PRICE CHANGE</b>		-	-2%	6%	-	-	-3%

## Evergreen (San Jose)

 **\$2,880,000**  
Highest sale price

 **\$395,000**  
Lowest sale price

 **\$623**  
Highest price/sqft

 **43**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$899,475	\$985,000	\$1,200,000	\$1,354,000	\$1,149,000
	Q1 2020	-	\$941,400	\$920,000	\$1,237,500	\$1,848,000	\$1,260,944
<b>% PRICE CHANGE</b>		-	4%	-7%	3%	27%	9%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$451,000	\$724,950	\$1,000,000	-	-	\$785,000
	Q1 2020	-	\$673,000	\$883,500	\$632,500	-	\$980,000
<b>% PRICE CHANGE</b>		-	-8%	-13%	-	-	20%

## Central San Jose

 **\$2,678,000**  
Highest sale price

 **\$285,000**  
Lowest sale price

 **\$1,032**  
Highest price/sqft


 **28**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	\$652,000	\$885,000	\$997,500	\$1,150,000	\$1,760,000	\$995,000
	Q1 2020	\$490,000	\$925,000	\$1,104,000	\$1,490,000	\$1,300,000	\$1,050,000
<b>% PRICE CHANGE</b>		-33%	4%	10%	23%	-35%	5%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$601,000	\$780,000	\$929,575	\$1,150,000	-	\$750,000
	Q1 2020	\$600,000	\$768,500	\$1,010,000	\$925,000	-	\$760,000
<b>% PRICE CHANGE</b>		0%	-1%	8%	-24%	-	1%

## Berryessa (San Jose)

 **\$1,800,000**  
Highest sale price

 **\$367,000**  
Lowest sale price


 **\$720**  
Highest price/sqft

 **33**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$858,000	\$995,000	\$1,102,000	\$1,320,000	\$1,100,000
	Q1 2020	-	\$742,000	\$1,160,000	\$1,250,000	\$1,465,000	\$1,250,000
<b>% PRICE CHANGE</b>		-	-16%	14%	12%	10%	12%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$453,000	\$810,000	\$900,000	\$1,165,000	-	\$837,000
	Q1 2020	\$470,000	\$641,500	\$950,000	\$1,150,000	-	\$843,315
<b>% PRICE CHANGE</b>		-	-26%	5%	-1%	-	1%

## South San Jose

 **\$1,253,000**  
Highest sale price


 **\$359,000**  
Lowest sale price


 **\$701**  
Highest price/sqft

 **24**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$688,500	\$812,500	\$850,000	\$792,500	\$820,000
	Q1 2020	-	\$580,000	\$821,500	\$900,000	\$890,000	\$850,000
<b>% PRICE CHANGE</b>		-	-19%	1%	6%	11%	4%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$545,000	\$610,000	\$846,300	\$875,500	-	\$728,000
	Q1 2020	\$368,500	\$750,000	\$699,000	\$789,000	-	\$668,500
<b>% PRICE CHANGE</b>		-	19%	-21%	-11%	-	-9%

## Alum Rock (San Jose)

 **\$1,910,000**  
Highest sale price

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

 **\$952**  
Highest price/sqft


 **59**  
Average days-on-market


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$607,500	\$739,000	\$840,000	\$920,000	\$734,000
	Q1 2020	-	\$970,000	\$811,000	\$907,500	\$1,050,000	\$839,750
<b>% PRICE CHANGE</b>		-	37%	9%	7%	12%	13%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	-	\$588,500	\$625,000	\$550,000	-	\$617,500
	Q1 2020	\$415,000	\$480,000	\$570,000	-	-	\$510,000
<b>% PRICE CHANGE</b>		-	-23%	-10%	-	-	-21%




## Santa Teresa (San Jose)

 **\$1,300,000**  
Highest sale price

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

 **\$800**  
Highest price/sqft

 **39**  
Average days-on-market

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
<b>Single Family Median Sales Price</b>	Q1 2019	-	\$740,000	\$900,000	\$1,020,000	\$1,235,000	\$950,000
	Q1 2020	-	\$812,000	\$922,500	\$1,142,000	\$1,235,000	\$1,020,525
<b>% PRICE CHANGE</b>		-	9%	2%	11%	0%	7%
<b>Townhome/Condo Median Sales Price</b>	Q1 2019	\$565,000	\$675,000	\$775,000	\$915,000	-	\$775,000
	Q1 2020	-	\$672,500	\$765,000	-	-	\$707,500
<b>% PRICE CHANGE</b>		-	0%	-1%	-	-	-10%

## 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 5,000 transactions, totaling more than \$7 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.

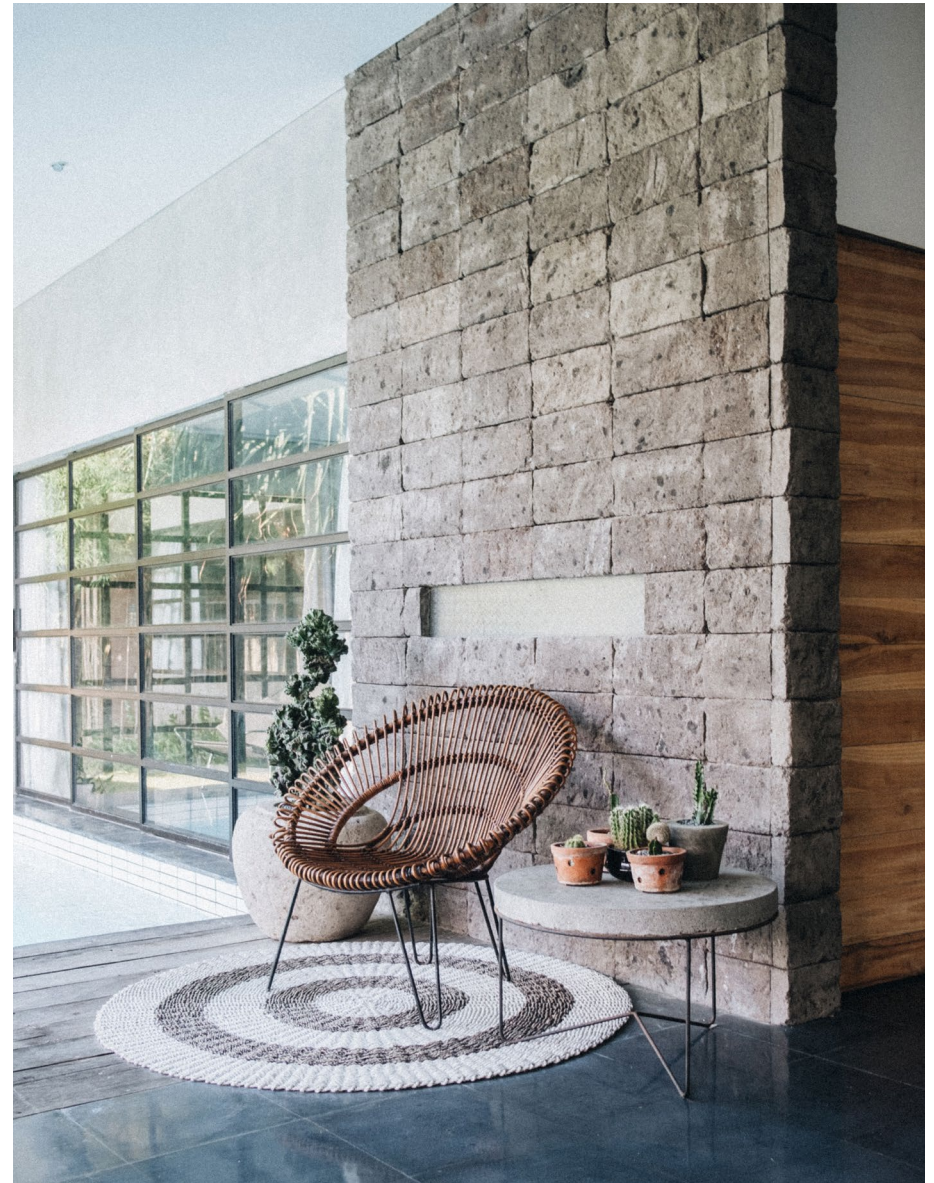


kwbae.com | 408.560.9000

16780 Lark Ave, Los Gatos, CA 95032

12312 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

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Market report prepared by Jim Haas, Conner Dubai, and Bryon Zapf.



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