



New Listings

5,802

-10% Year-over-Year

Closed Sales

4,396

-23% Year-over-Year

Median Sale Price

\$1.57M

+13% Year-over-Year

Average Price Per SqFt

\$1,064

+15% Year-over-Year

Total Sold Volume

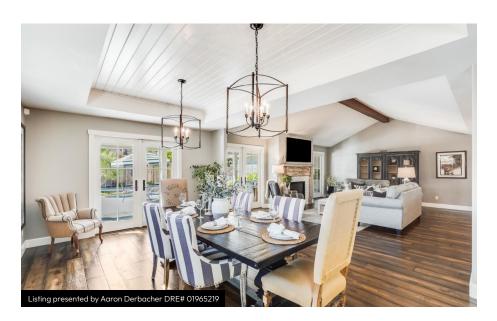
\$8.26B

-15% Year-over-Year

Average Days on Market

12

-27% Year-over-Year





Overview Q2 2022

Q2 2022 was defined by continued year over year inflation, surging gas prices, a pull-back in the stock market, and drastically increasing interest rates. The immediate future doesn't look bright either, with most economists forecasting at least a minor recession late this year or early in 2023. The red hot residential real estate market, which started to show signs of cooling down in Q1, continued that trend with fewer sales and fewer new mortgage inquires. Despite the doom and gloom home prices still remain at elevated levels, and as forecasted at the end of Q1, those are anticipated to still see Year over Year increases. The slow down should also provide some relief for the future, as the "cooling down" of the market should increase the extremely tight inventory we've seen for the past few years.

The below data summarizes Q2 22 performance, and more than likely provides a glimpse of what the rest of the year will look like.

The 2nd quarter of 2022, unlike the last 2, saw an increase in new listings – which more than anything else, can be attributed to seasonality. Sold units quarter over quarter were the lowest they've been in the past 2 years, at just over half of what they were during the same time period of 2021, with overall dollar volume down 75%. The overall median sales price for both single family homes and townhomes/condo's were up over the past year, (8%) and the highest they've been in at least the past 2 years. Listings sold for an average of 6% over asking price, and unsurprisingly the average days on the market (12 days) was tied with the shortest it's been in at least the past year.



Carl Battiste

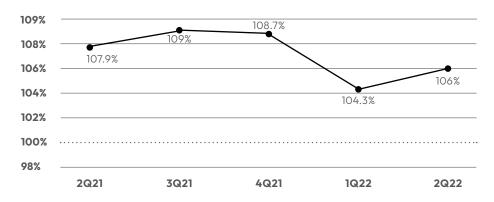
Carl Battiste | General Manager

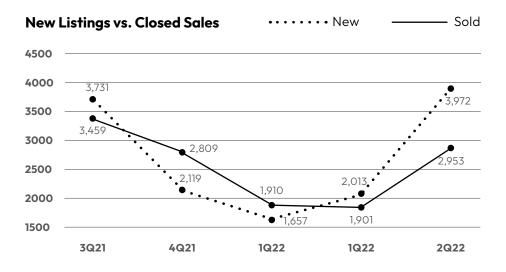
Overall sales volume was in line with the previous quarter, but down almost 100% from Q2 21, and at the lowest point over the past 5 quarters. Correspondingly, overall dollar volume was down significantly (76%). The median sales price set the high-water mark overall along with the 1, 2, and 4 BR categories. The average days on the market came in at a quick 12 days, which was in line with the lows previous quarter and Q2 of the previous year. Lastly, the overall median sales price was 6% over the original list price.

Median Sales Price

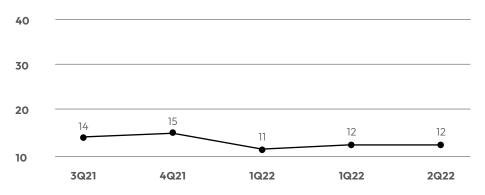
	0 - 1 B D	2 B D	3 B D	4 B D	5 + B D	ALL
2Q21	\$825,000	\$1,120,000	\$1,470,000	\$1,821,790	\$2,500,000	\$1,660,000
3Q21	\$850,000	\$1,145,000	\$1,437,000	\$1,740,000	\$2,532,500	\$1,625,000
4Q21	\$700,000	\$1,168,000	\$1,469,000	\$1,755,000	\$2,422,500	\$1,630,000
1Q22	\$850,000	\$1,252,000	\$1,700,000	\$1,750,000	\$3,120,000	\$1,760,000
2Q22	\$1,050,000	\$1,250,000	\$1,611,500	\$1,999,999	\$2,645,000	\$1,815,000

Median Sales Price vs. Original Asking Price





Average Days on Market

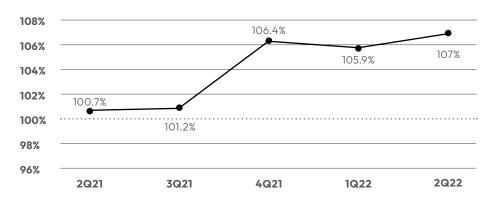


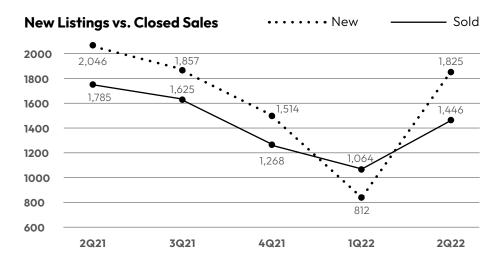
Much like the previous quarter, new listings were down quarter over quarter, and at the lowest amount over the past year. Townhomes and Condo's saw the highest median sales price over the past year, up 12% over Q2 2021 and 4% over the previous quarters record. Average time on the market for this category was just 152 days, which was the lowest of any quarter over the past 5. Median sales price was an impressive 7% over the original asking price.

Median Sales Price

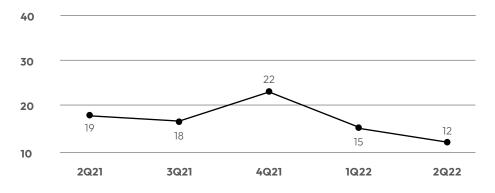
	0-1BD	2 B D	3 B D	4 B D	5 + B D	ALL
2Q21	\$567,000	\$785,000	\$1,150,000	\$1,235,000	-	\$906,000
3Q21	\$557,500	\$800,000	\$1,125,000	\$1,250,055	-	\$910,000
4Q21	\$549,950	\$800,500	\$1,180,000	\$1,370,000	\$1,750,000	\$910,000
1Q22	\$576,000	\$850,000	\$1,320,000	\$1,452,500	-	\$980,000
2Q22	\$612,500	\$860,000	\$1,288,000	\$1,410,000	-	\$1,023,188

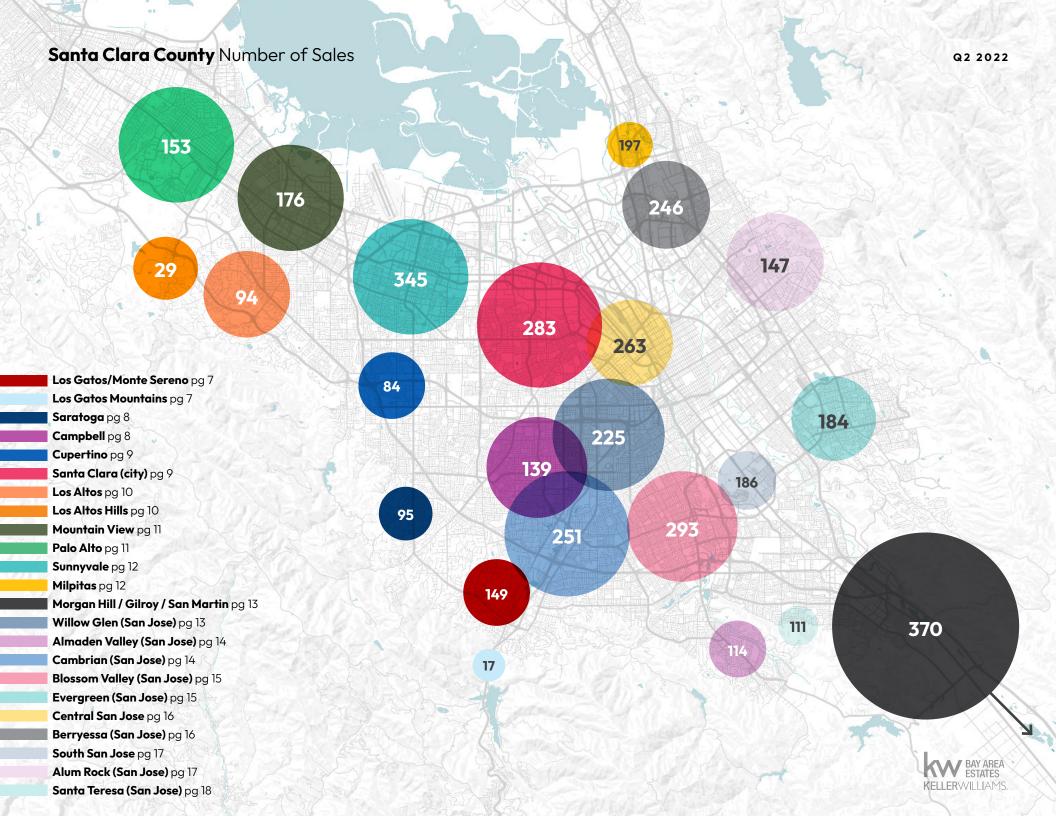
Median Sales Price vs. Original Asking Price





Average Days on Market





Los Gatos/ Monte Sereno

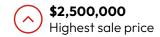






		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Earnily Median Sales Dries	Q2 2021	\$1,350,000	\$1,729,000	\$2,350,000	\$3,125,000	\$4,050,000	\$2,990,000
Single Family Median Sales Price	Q2 2022	-	\$2,445,000	\$2,787,500	\$3,531,000	\$4,800,000	\$3,450,000
% Price Change		-	41%	19%	13%	19%	15%
Townhome/Condo Median Sales Price	Q2 2021	\$610,000	\$1,075,000	\$1,500,000	\$1,343,500	-	\$1,310,000
Iownnome/Condo Median Sales Price	Q2 2022	\$925,000	\$1,250,000	\$1,605,000	_	_	\$1,427,502
% Price Change		52%	16%	7%	-	-	9%

Los Gatos Mountains







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021 Q2 2022	- \$749,000	\$1,155,000 \$800,000	\$1,480,000 \$1,500,000	\$1,675,000 \$1,971,000	\$1,447,206 \$1,420,000	\$1,447,206 \$1,500,000
% Price Change		-	-31%	1%	18%	-2%	4%
% Frice Change			-51/6			-270	
Townhome/Condo Median Sales Price	Q2 2021 Q2 2022	-	-	-	-	-	-
	QZ ZUZZ						
% Price Change		_	_	-	-	-	_

Saratoga







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Dries	Q2 2021	-	\$2,185,000	\$2,400,000	\$3,550,000	\$4,200,000	\$3,510,000
Single Family Median Sales Price	Q2 2022	-	\$2,480,000	\$3,318,000	\$4,100,000	\$4,531,000	\$4,100,000
% Price Change		-	14%	38%	15%	8%	17%
Townhama/Canda Madian Salas Prica	Q2 2021	-	\$992,500	\$1,800,000	\$2,340,000	-	\$1,482,500
Townhome/Condo Median Sales Price	Q2 2022	-	\$1,014,000	\$1,602,500	-	-	\$1,217,500
% Price Change		-	2%	-11%	-	-	-18%

Campbell



\$4,500,000 Highest sale price



\$615,000 Lowest sale price



\$1,944Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	-	\$1,430,000	\$1,597,500	\$1,816,500	\$2,100,000	\$1,750,000
Single Fullily Median Sales Frice	Q2 2022	\$1,050,000	\$1,830,000	\$2,020,000	\$2,250,000	\$3,014,500	\$2,135,000
% Price Change		-	28%	26%	24%	44%	22%
Taumbono / Cando Madian Salao Drian	Q2 2021	\$585,000	\$868,000	\$1,275,000	\$1,654,500	-	\$965,000
Townhome/Condo Median Sales Price	Q2 2022	-	\$815,000	\$1,475,400	\$1,712,500	_	\$1,152,500
% Price Change		-	-6%	16%	4%	-	19%

Cupertino







Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	-	\$2,050,000	\$2,512,500	\$2,850,000	\$3,272,000	\$2,805,000
Single Family Median Sales Frice	Q2 2022	-	-	\$2,650,000	\$3,344,000	\$4,175,000	\$3,150,000
% Price Change		-	-	5%	17%	28%	12%
Townshama/Canda Madian Salaa Drias	Q2 2021	\$830,000	\$1,237,500	\$1,632,500	\$1,595,000	-	\$1,296,944
Townhome/Condo Median Sales Price	Q2 2022	-	\$1,208,000	\$1,800,000	\$2,013,000	_	\$1,692,500
% Price Change		-	-2%	10%	26%	-	30%

Santa Clara (city)



\$3,500,000 Highest sale price



\$447,000 Lowest sale price



\$1,954 Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Femily Medium Sales Daise	Q2 2021	-	\$1,251,000	\$1,565,000	\$1,850,000	\$1,937,500	\$1,666,900
Single Family Median Sales Price	Q2 2022	-	-	\$1,870,000	\$1,900,000	\$2,275,000	\$1,900,000
% Price Change		-	-	19%	3%	17%	14%
Townsham of Consider Modified Color Poiss	Q2 2021	\$532,500	\$816,000	\$1,255,000	\$1,475,000	-	\$870,000
Townhome/Condo Median Sales Price	Q2 2022	\$582,500	\$810,000	\$1,420,000	\$1,199,000	-	\$1,050,000
% Price Change		9%	-1%	13%	-19%	-	21%

Los Altos







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Earnily Median Sales Dries	Q2 2021	\$2,500,000	\$2,540,000	\$3,550,000	\$4,155,000	\$4,820,000	\$4,055,000
Single Family Median Sales Price	Q2 2022	_	\$4,195,000	\$3,975,000	\$4,275,000	\$5,300,000	\$4,344,000
% Price Change		-	65%	12%	3%	10%	7%
Townhama/Canda Madian Salas Drisa	Q2 2021	\$1,034,000	\$1,751,000	\$1,679,500	-	-	\$1,649,000
Townhome/Condo Median Sales Price	Q2 2022	\$820,000	\$1,420,000	\$1,787,500	-	-	\$1,420,000
% Price Change		-21%	-19%	6%	-	-	-14%

Los Altos Hills







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	-	\$4,450,000	\$4,805,000	\$5,000,000	\$6,018,800	\$5,400,000
Single ramily Median Sales Price	Q2 2022	-	\$4,750,000	\$3,380,000	\$5,600,000	\$9,217,500	\$5,965,000
% Price Change		-	7%	-30%	12%	53%	10%
Townsham of Condo Madien Selector	Q2 2021	-	-	-	-	-	-
Townhome/Condo Median Sales Price	Q2 2022	-		_	_	-	
% Price Change		-	_	_	_	-	_

Mountain View







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Femily Median Sales Daise	Q2 2021	-	\$2,000,000	\$2,135,000	\$2,900,000	\$3,951,000	\$2,520,000
Single Family Median Sales Price	Q2 2022	-	\$1,951,000	\$2,456,000	\$2,950,000	\$4,558,400	\$2,467,500
% Price Change		-	-2%	15%	2%	15%	-2%
Townshame / Canda Madian Salas Dries	Q2 2021	\$605,500	\$1,005,001	\$1,640,000	\$1,822,500	-	\$1,350,000
Townhome/Condo Median Sales Price	Q2 2022	\$652,500	\$1,122,500	\$1,715,000	\$1,994,150	-	\$1,202,500
% Price Change		8%	12%	5%	9%	-	-11%

Palo Alto







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021 Q2 2022	\$1,625,700 \$1,712,000	\$2,535,000 \$2,500,000	\$3,100,000 \$3,525,000	\$3,605,000 \$3,885,750	\$5,028,000 \$5,325,000	\$3,570,000 \$3,826,000
% Price Change		5%	-1%	14%	8%	6%	7%
Taumbama/Canda Madian Salas Deita	Q2 2021	\$880,000	\$1,510,000	\$1,774,000	\$2,642,000	-	\$1,600,000
Townhome/Condo Median Sales Price	Q2 2022	\$864,000	\$1,600,000	\$2,008,000	_		\$1,600,000
% Price Chanae		-2%	6%	13%	-	-	0%

Sunnyvale







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	-	\$1,300,000	\$1,902,000	\$2,477,500	\$2,640,000	\$2,150,000
Single Family Median Sales Frice	Q2 2022	\$1,180,000	\$2,080,000	\$2,320,000	\$2,757,000	\$2,848,475	\$2,500,000
% Price Change		-	60%	22%	11%	8%	16%
Townhome/Condo Median Sales Price	Q2 2021	\$630,000	\$950,000	\$1,480,000	\$1,610,000	-	\$1,282,500
Townnome/Condo Median Sales Price	Q2 2022	\$700,000	\$1,159,000	\$1,575,000	\$1,820,000		\$1,350,000
% Price Change		11%	22%	6%	13%	-	5%

Milpitas







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Equily Median Sales Dries	Q2 2021	-	\$1,145,000	\$1,325,000	\$1,729,500	\$1,700,001	\$1,422,500
Single Family Median Sales Price	Q2 2022	-	\$1,310,000	\$1,425,000	\$1,750,000	\$2,175,313	\$1,572,500
% Price Change		-	14%	8%	1%	28%	11%
Taumhama/Canda Madian Salaa Dii -	Q2 2021	\$608,000	\$845,000	\$1,125,940	\$1,330,000	-	\$1,055,000
Townhome/Condo Median Sales Price	Q2 2022	\$470,000	\$867,500	\$1,365,000	\$1,512,500		\$1,150,000
% Price Change		-23%	3%	21%	14%	_	9%

Morgan Hill / Gilroy / San Martin







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Earnily Medium Sales Dries	Q2 2021	\$815,000	\$815,000	\$1,020,000	\$1,223,000	\$1,473,500	\$1,178,000
Single Family Median Sales Price	Q2 2022	\$749,000	\$738,750	\$1,040,000	\$1,422,000	\$1,750,000	\$1,277,500
% Price Change		-8%	-9%	2%	16%	19%	8%
Townshame (Condo Median Sales Dries	Q2 2021	\$470,000	\$632,500	\$847,500	\$917,500	-	\$775,000
Townhome/Condo Median Sales Price	Q2 2022		\$710,000	\$1,022,778	\$1,168,000	-	\$985,000
% Price Change		-	12%	21%	27%	-	27%

Willow Glen (San Jose)





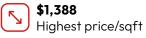


		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Equily Median Sales Dries	Q2 2021	-	\$1,303,000	\$1,641,000	\$1,997,500	\$2,512,500	\$1,766,944
Single Family Median Sales Price	Q2 2022	-	\$1,415,000	\$1,920,000	\$2,390,000	\$2,550,000	\$2,085,000
% Price Change		-	9%	17%	20%	1%	18%
Townhame/Condo Median Sales Deits	Q2 2021	-	\$677,500	\$1,217,500	\$1,076,000	-	\$966,000
Townhome/Condo Median Sales Price	Q2 2022	-	\$932,500	\$1,432,500	-	-	\$1,075,000
% Price Change		-	38%	18%	-	-	11%

Almaden Valley (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	-	\$980,000	\$1,774,000	\$1,999,999	\$2,300,000	\$2,040,000
Single Family Median Sales Price	Q2 2022	-	-	\$1,837,500	\$2,437,500	\$2,900,000	\$2,450,000
% Price Change		-	-	4%	22%	26%	20%
Townhama Canda Madian Salas Dries	Q2 2021	-	\$1,000,008	\$1,240,000	\$1,360,055	-	\$1,230,000
Townhome/Condo Median Sales Price	Q2 2022	_	\$1,463,000	\$1,644,000	_	_	\$1,488,000
% Price Change		-	46%	33%	-	-	21%

Cambrian (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Earnily Median Sales Drice	Q2 2021	-	\$1,265,000	\$1,475,000	\$1,655,000	\$2,300,000	\$1,525,000
Single Family Median Sales Price	Q2 2022		\$1,590,000	\$1,649,000	\$1,840,000	\$2,120,000	\$1,720,000
% Price Change		-	26%	12%	11%	-8%	13%
Townsham of Condo Madien Selector	Q2 2021	\$530,000	\$610,000	\$1,000,000	\$1,145,000	-	\$656,500
Townhome/Condo Median Sales Price	Q2 2022	\$505,000	\$707,000	\$1,235,000	\$1,407,544		\$810,000
% Price Change		-5%	16%	24%	23%	-	23%

Blossom Valley (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Equily Median Sales Dries	Q2 2021	-	\$1,101,000	\$1,260,000	\$1,336,494	\$1,450,000	\$1,320,000
Single Family Median Sales Price	Q2 2022	-	\$1,120,000	\$1,430,000	\$1,577,500	\$1,690,000	\$1,525,000
% Price Change		-	2%	13%	18%	17%	16%
To the well and the Color Disc	Q2 2021	\$540,000	\$600,000	\$795,000	\$820,000	-	\$640,000
Townhome/Condo Median Sales Price	Q2 2022	\$655,000	\$671,375	\$851,000	\$1,125,000	-	\$725,000
% Price Change		21%	12%	7%	37%	-	13%

Evergreen (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Equily Median Sales Dries	Q2 2021	-	\$1,125,000	\$1,262,500	\$1,755,000	\$2,320,000	\$1,720,000
Single Family Median Sales Price	Q2 2022		\$1,080,000	\$1,415,938	\$1,927,500	\$2,050,000	\$1,687,500
% Price Change		-	-4%	12%	10%	-12%	-2%
Taumhama/Canda Madian Salaa Dii -	Q2 2021	\$420,000	\$692,500	\$925,275	\$1,655,000	-	\$727,500
Townhome/Condo Median Sales Price	Q2 2022	\$500,000	\$783,000	\$1,182,500	-	-	\$826,000
% Price Change		19%	13%	28%	-	-	14%

Central San Jose (San Jose)



\$440,000 Lowest sale price



		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	\$600,000	\$962,500	\$1,265,000	\$1,245,000	\$1,762,500	\$1,177,500
Single Family Median Sales Frice	Q2 2022	-	\$1,020,000	\$1,300,000	\$1,650,000	\$1,997,500	\$1,267,900
% Price Change		-	6%	3%	33%	13%	8%
T 1 (0 1 14 11 0 1 D 1	Q2 2021	\$575,000	\$745,000	\$930,000	\$1,005,000	-	\$758,000
Townhome/Condo Median Sales Price	Q2 2022	\$602,000	\$808,000	\$1,180,600	\$1,174,500	_	\$838,000
% Price Change		5%	8%	27%	17%	-	11%

Berryessa (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Circula Familia Madiana Culas Daisa	Q2 2021	-	\$950,000	\$1,300,000	\$1,471,750	\$1,622,500	\$1,398,500
Single Family Median Sales Price	Q2 2022	-	\$920,000	\$1,390,000	\$1,660,000	\$2,120,000	\$1,627,500
% Price Change		-	-3%	7%	13%	31%	16%
	Q2 2021	\$480,000	\$680,000	\$992,500	\$1,197,500	-	\$925,000
Townhome/Condo Median Sales Price	Q2 2022	\$530,000	\$826,500	\$1,200,000	\$1,215,000	_	\$1,015,000
% Price Change		10%	22%	21%	1%	-	10%

South San Jose (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	-	\$952,500	\$939,000	\$1,145,000	\$1,073,750	\$1,024,000
Single Family Median Sales Frice	Q2 2022	_	\$1,105,000	\$1,100,000	\$1,315,000	\$1,430,000	\$1,200,000
% Price Change		-	16%	17%	15%	33%	17%
Townhome/Condo Median Sales Price	Q2 2021	\$457,000	\$635,000	\$981,000	\$1,117,500	-	\$830,000
	Q2 2022	\$500,000	\$666,500	\$1,180,000	\$1,230,000	-	\$722,500
% Price Change		9%	5%	20%	10%	_	-13%

Alum Rock (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Medium Sales Daise	Q2 2021	-	\$812,000	\$907,500	\$1,100,000	\$1,211,000	\$966,500
Single Family Median Sales Price	Q2 2022	_	\$913,500	\$1,050,000	\$1,227,500	\$1,195,000	\$1,100,000
% Price Change		-	13%	16%	12%	-1%	14%
	Q2 2021	\$407,500	\$505,000	\$675,000	\$670,000	-	\$550,000
Townhome/Condo Median Sales Price	Q2 2022	\$430,000	\$590,000	\$660,000			\$590,000
% Price Change		6%	17%	-2%	-	_	7%

Santa Teresa (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q2 2021	-	\$1,005,000	\$1,190,000	\$1,320,000	\$1,429,000	\$1,277,000
	Q2 2022	-	\$999,000	\$1,380,000	\$1,505,000	\$1,770,000	\$1,459,000
% Price Change		-	-1%	16%	14%	24%	14%
Townhome/Condo Median Sales Price	Q2 2021	\$560,000	\$752,500	\$969,000	\$1,095,000	-	\$920,750
	Q2 2022	\$635,000	\$790,000	\$1,085,000	-	-	\$925,000
% Price Change		13%	5%	12%	-	-	0%

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.





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Market report prepared by Jim Haas, Conner Dubay, and Carl Battiste.