

# Market Report

SANTA CLARA COUNTY

Q3 2021

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

KELLERWILLIAMS  
*Luxury*  
INTERNATIONAL



## New Listings

5,646

+3% Year-over-Year

## Closed Sales

5,084

+17% Year-over-Year

## Median Sale Price

\$1.4M

+12% Year-over-Year

## Average Price Per SqFt

\$929

+14% Year-over-Year

## Total Sold Volume

\$8.6B

+26% Year-over-Year

## Average Days on Market

15

-27% Year-over-Year

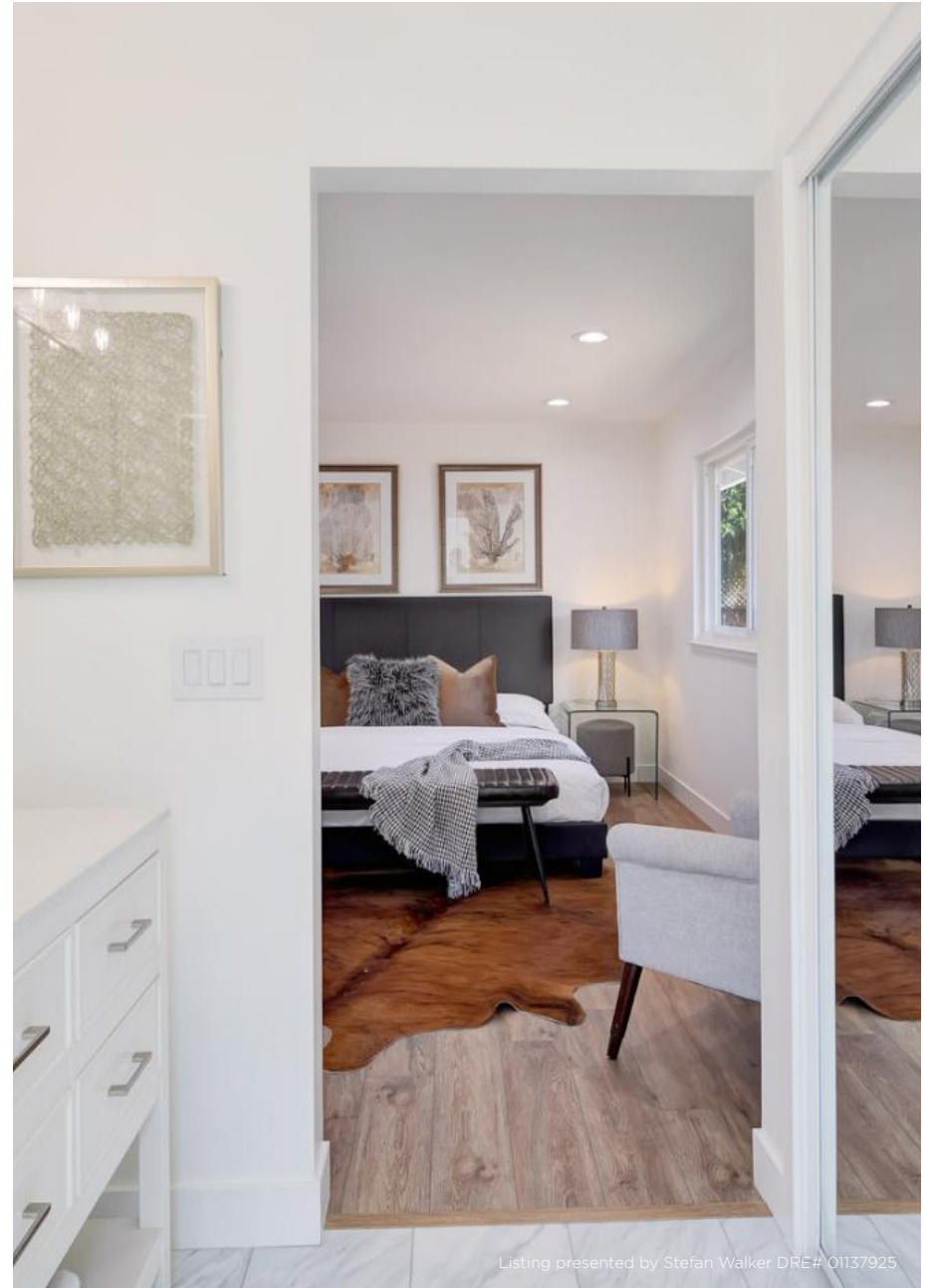


The 3rd quarter of 2021 saw a reversion with increased covid restrictions for most of the country, taking steps back from the pre-pandemic normalcy we were beginning to see earlier in Summer/late spring. Going along with this, supply chain issues and inflation have hindered the growth of the overall economy and clouded the once bright outlook for the future. It remains to be seen how the drags will affect the real estate market, but expectations for higher interest rates loom taller. On a brighter note, Q3 real estate performance remained historically high, only being outpaced by historic high-water mark of Q2 2021. Dollar volume, total listings, and historically high prices continued just as they had over the past year. The below data dives into this to provide a glimpse of overall performance.

The 3rd quarter of 2021 saw a slight decrease in overall sales volume compared to Q2 2021, but still above all quarters going back to the same time last year. New listings quarter over the quarter followed the same trajectory and are projected to fall again in Q4. Prices in all markets/submarkets were in-line with the previous quarter, and were overall the highest they've been in the past calendar year. Single Family Homes were down 2% over the previous quarter, but up an impressive 18% from Q3 2020. Looking at the same time frames, Townhomes and Condos were up 1% and 11%. The amount of time listings were on the market was down 27% from the previous year, and in line with the historic Q2 2021.

*Carl Battiste*

Carl Battiste | General Manager



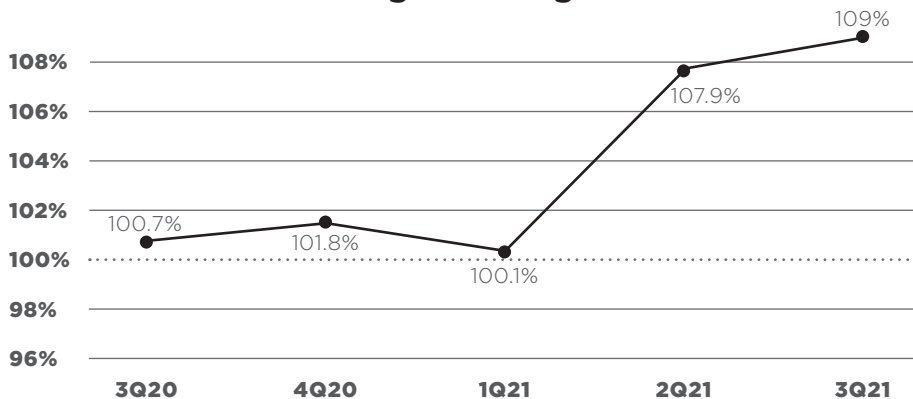
Listing presented by Stefan Walker DRE# 01137925

The Q3 median sales price for single-family homes was down/in-line (-1%) over the previous quarter at \$1.625M. On-average, homes sold well over asking, selling 109% of the original asking price. Listings spent on-average 14 days on the market. New Listings and Closed Sales were down slightly from last quarter, but still up slightly from last year.

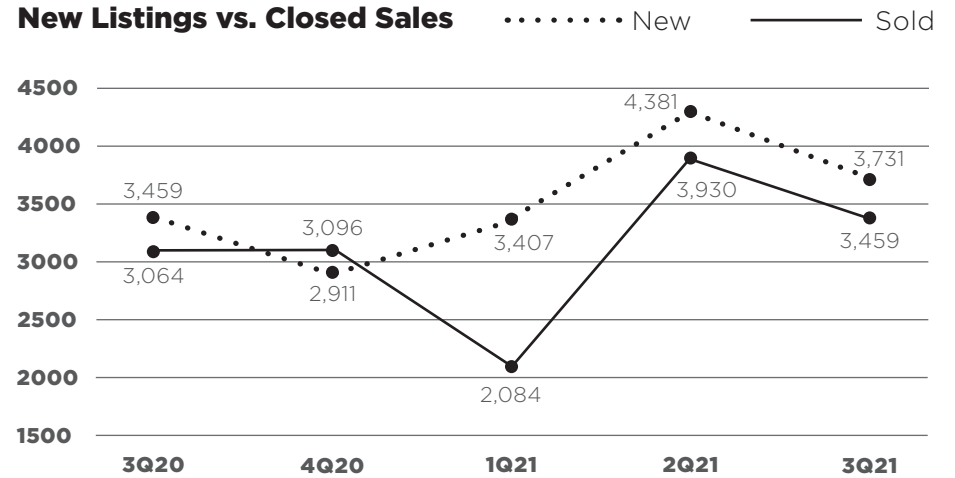
## Median Sales Price

	0-1BD	2BD	3BD	4BD	5+BD	ALL
<b>3Q20</b>	\$740,000	\$985,000	\$1,243,000	\$1,450,000	\$2,225,000	<b>\$1,380,000</b>
<b>4Q20</b>	\$695,250	\$1,000,000	\$1,260,000	\$1,475,000	\$1,999,495	<b>\$1,380,000</b>
<b>1Q21</b>	\$615,000	\$1,041,000	\$1,335,000	\$1,610,000	\$2,225,000	<b>\$1,485,000</b>
<b>2Q21</b>	\$825,000	\$1,120,000	\$1,470,000	\$1,821,790	\$2,500,000	<b>\$1,660,000</b>
<b>3Q21</b>	\$850,000	\$1,145,000	\$1,437,000	\$1,740,000	\$2,532,500	<b>\$1,625,000</b>

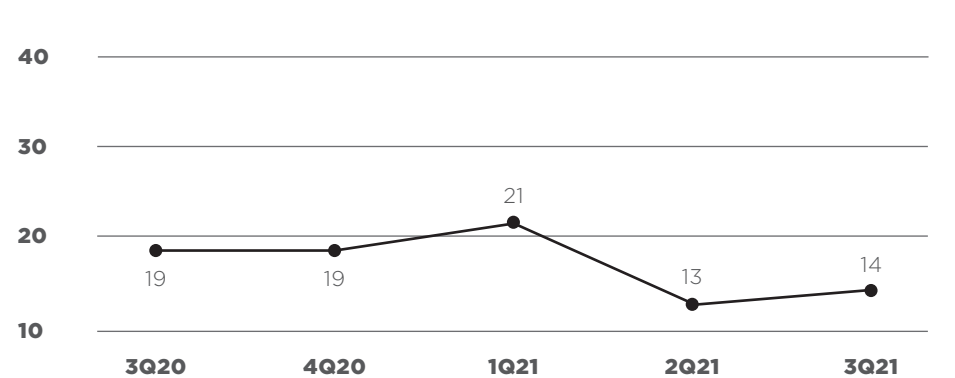
## Median Sales Price vs. Original Asking Price



## New Listings vs. Closed Sales



## Average Days on Market

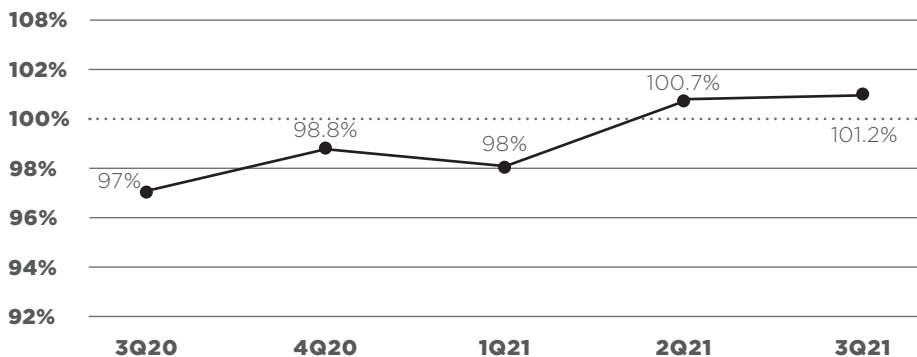


New listings were down 7% year over year and down 10% over the previous quarter. Townhomes and Condo's saw the highest median sales price over the past year, being 11% over Q3 2020. Overall dollar volume came in just below \$1.5B and was up 35% over the past year. On-average, homes sold for 101.2% of their original asking price, being the highest percentage in the past year.

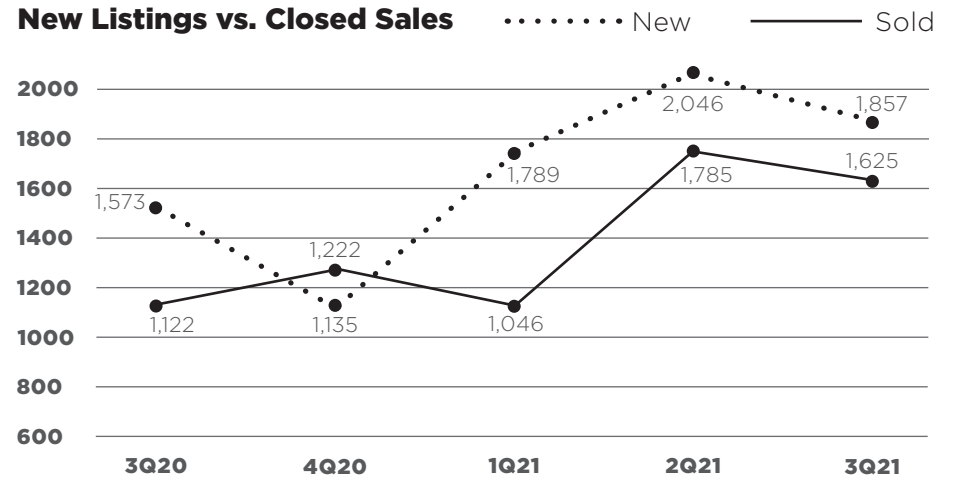
## Median Sales Price

	0-1BD	2BD	3BD	4BD	5+BD	ALL
<b>3Q20</b>	\$569,000	\$730,000	\$957,000	\$1,079,000	-	<b>\$820,000</b>
<b>4Q20</b>	\$520,000	\$730,000	\$1,030,000	\$1,145,000	\$1,775,000	<b>\$820,000</b>
<b>1Q21</b>	\$539,000	\$759,000	\$1,060,000	\$1,270,000	-	<b>\$863,750</b>
<b>2Q21</b>	\$580,000	\$772,980	\$1,135,000	\$1,200,000	-	<b>\$905,000</b>
<b>3Q21</b>	\$557,500	\$800,000	\$1,125,000	\$1,250,055	-	<b>\$910,000</b>

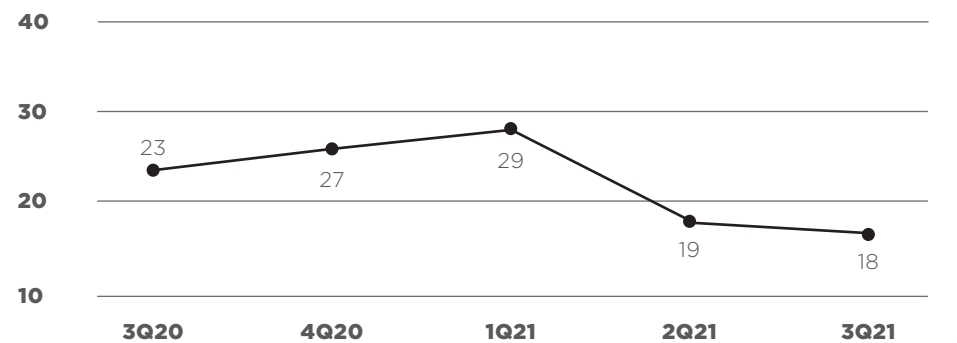
## Median Sales Price vs. Original Asking Price



## New Listings vs. Closed Sales



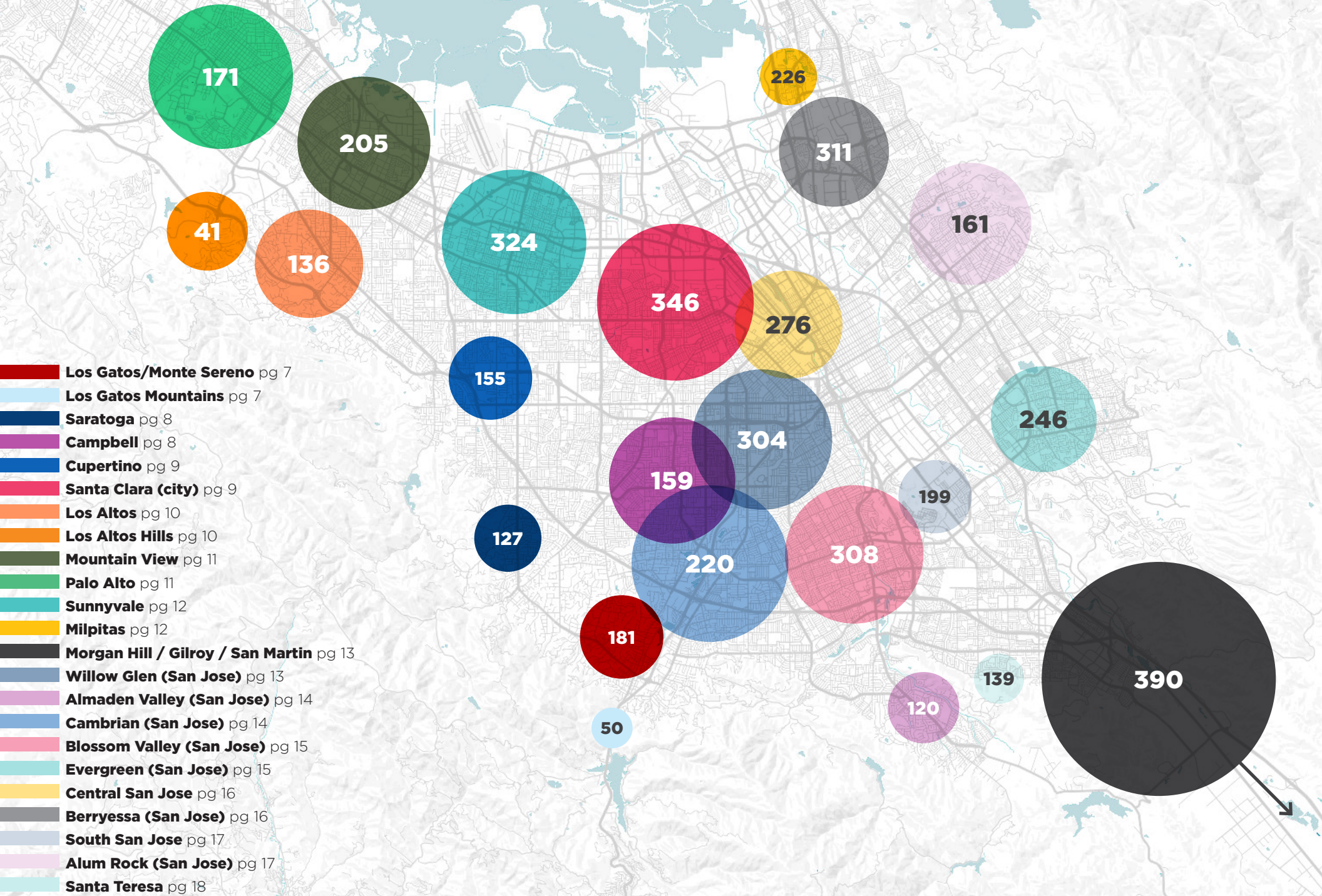
## Average Days on Market





# Santa Clara County Number of Sales

Q3 2021



**Los Gatos/ Monte Sereno**

 **\$11,200,000**  
 Highest sale price
  **\$382,500**  
 Lowest sale price
  **\$2,289**  
 Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	\$700,000	\$1,655,000	\$2,072,500	\$2,565,000	\$3,275,000	\$2,435,000
	Q3 2021	\$1,367,000	\$1,758,000	\$2,235,000	\$3,125,000	\$4,325,000	\$2,810,000
% Price Change		95%	6%	8%	22%	32%	15%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$587,500	\$640,000	\$1,360,000	\$1,260,000	-	\$1,316,500
	Q3 2021	\$529,500	\$1,130,485	\$1,449,500	\$1,430,000	-	\$1,350,000
% Price Change		-10%	77%	7%	13%	-	3%

**Los Gatos Mountains**

 **\$6,775,000**  
 Highest sale price
  **\$720,000**  
 Lowest sale price
  **\$1,166**  
 Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	\$700,000	\$885,000	\$1,260,000	\$1,349,500	\$2,200,000	\$1,242,500
	Q3 2021	-	\$1,050,500	\$1,350,000	\$1,925,000	\$2,277,500	\$1,430,000
% Price Change		-	-	-	-	-	15%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	-	-	-	-	-	-
	Q3 2021	-	-	-	-	-	-
% Price Change		-	-	-	-	-	-

**Saratoga**

 **\$10,750,000** Highest sale price
  **\$680,000** Lowest sale price
  **\$1,975** 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 2020	-	-	\$2,255,000	\$2,865,000	\$3,300,000	\$2,937,500
	Q3 2021	-	\$2,142,500	\$2,450,000	\$3,560,000	\$4,500,000	\$3,420,000
% Price Change		-	-	9%	24%	36%	16%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	-	\$928,000	\$1,650,000	\$1,988,000	-	\$1,175,000
	Q3 2021	\$720,000	\$890,000	\$1,370,000	-	-	\$1,160,000
% Price Change		-	-4%	-17%	-	-	-1%

**Campbell**

 **\$6,688,800** Highest sale price
  **\$425,000** Lowest sale price
  **\$5,621** 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 2020	-	\$1,170,000	\$1,425,000	\$1,594,000	\$2,600,000	\$1,485,000
	Q3 2021	-	\$1,435,000	\$1,544,000	\$1,830,000	\$2,035,000	\$1,690,000
% Price Change		-	23%	8%	15%	-22%	14%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$465,000	\$757,500	\$1,005,000	\$1,550,000	-	\$825,000
	Q3 2021	\$522,000	\$841,250	\$1,250,000	-	-	\$942,500
% Price Change		12%	11%	24%	-	-	14%





**Cupertino**

 **\$5,300,000** Highest sale price
  **\$755,000** Lowest sale price
  **\$2,728** 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 2020	-	\$1,975,000	\$1,927,500	\$2,540,500	\$2,800,000	\$2,300,000
	Q3 2021	-	\$2,005,000	\$2,345,000	\$2,950,000	\$3,312,500	\$2,875,000
% Price Change		-	2%	22%	16%	18%	25%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$820,000	\$1,190,000	\$1,490,000	\$1,777,800	-	\$1,255,000
	Q3 2021	\$846,000	\$1,190,000	\$1,700,000	\$1,751,500	-	\$1,335,000
% Price Change		3%	0%	14%	-1%	-	6%

**Santa Clara (city)**

 **\$2,710,000** Highest sale price
  **\$387,500** Lowest sale price
  **\$1,965** 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 2020	-	\$1,125,000	\$1,400,000	\$1,568,000	\$1,702,500	\$1,465,000
	Q3 2021	-	\$1,240,000	\$1,550,000	\$1,770,000	\$1,841,500	\$1,629,000
% Price Change		-	10%	11%	13%	8%	11%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$530,000	\$760,000	\$1,180,000	\$1,151,000	-	\$977,500
	Q3 2021	\$530,000	\$854,000	\$1,337,500	\$1,365,000	-	\$992,500
% Price Change		0%	12%	13%	19%	-	2%

**Los Altos**

 **\$11,150,000**  
Highest sale price
  **\$893,000**  
Lowest sale price
  **\$2,693**  
Highest price/sqft

		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	\$2,150,000	\$3,051,875	\$2,910,000	\$3,320,000	\$4,650,000	\$3,330,000
	Q3 2021	\$2,300,000	\$3,061,500	\$3,825,000	\$4,200,000	\$4,600,000	\$4,190,000
% Price Change		7%	0%	31%	27%	-1%	26%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$820,000	\$1,540,000	\$1,907,500	-	-	\$1,805,000
	Q3 2021	\$1,245,500	\$1,482,500	\$1,825,000	-	-	\$1,710,000
% Price Change		52%	-4%	-4%	-	-	-5%

**Los Altos Hills**

 **\$21,000,000**  
Highest sale price
  **\$3,168,000**  
Lowest sale price
  **\$1,961**  
Highest price/sqft

		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	-	\$3,725,000	\$4,005,000	\$5,762,500	\$4,300,000
	Q3 2021	-	-	\$3,685,000	\$4,944,000	\$6,956,500	\$5,300,000
% Price Change		-	-	-1%	23%	21%	23%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	-	-	-	-	-	-
	Q3 2021	-	-	-	-	-	-
% Price Change		-	-	-	-	-	-

**Mountain View**

 **\$4,851,000**  
 Highest sale price
  **\$524,000**  
 Lowest sale price
  **\$2,306**  
 Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	\$986,000	\$1,925,000	\$1,990,000	\$2,698,000	\$2,715,000	\$2,200,000
	Q3 2021	-	\$1,704,000	\$2,180,000	\$2,822,500	\$3,620,000	\$2,600,000
% Price Change		-	-11%	10%	5%	33%	18%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$618,500	\$1,108,000	\$1,550,000	\$1,567,059	-	\$1,330,000
	Q3 2021	\$600,000	\$1,080,000	\$1,577,500	\$1,660,000	-	\$1,320,000
% Price Change		-3%	-3%	2%	6%	-	-1%

**Palo Alto**

 **\$16,500,000**  
 Highest sale price
  **\$780,000**  
 Lowest sale price
  **\$3,264**  
 Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$2,175,000	\$2,626,725	\$3,350,000	\$4,300,000	\$3,050,000
	Q3 2021	\$1,615,350	\$2,600,000	\$3,130,000	\$3,720,000	\$4,862,325	\$3,500,000
% Price Change		-	20%	19%	11%	13%	15%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$777,500	\$1,375,000	\$1,307,500	\$2,506,000	-	\$1,345,000
	Q3 2021	\$790,000	\$1,390,000	\$1,800,000	\$2,200,000	-	\$1,560,000
% Price Change		2%	1%	38%	-12%	-	16%



**Sunnyvale**

 **\$3,650,000** Highest sale price
  **\$549,000** Lowest sale price
  **\$1,964** Highest price/sqft


		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$1,580,000	\$1,755,000	\$2,092,500	\$2,411,500	\$1,910,000
	Q3 2021	-	\$1,600,000	\$2,091,000	\$2,400,000	\$2,900,000	\$2,250,000
% Price Change		-	1%	19%	15%	20%	18%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$650,000	\$880,000	\$1,332,500	\$1,470,000	-	\$1,301,500
	Q3 2021	\$610,000	\$960,000	\$1,450,000	\$1,631,500	-	\$1,200,000
% Price Change		-6%	9%	9%	11%	-	-8%

**Milpitas**

 **\$3,168,000** Highest sale price
  **\$398,000** Lowest sale price
  **\$1,318** Highest price/sqft

		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$925,000	\$1,130,000	\$1,335,000	\$1,800,000	\$1,228,500
	Q3 2021	-	\$1,102,500	\$1,299,444	\$1,582,375	\$1,787,500	\$1,406,000
% Price Change		-	19%	15%	19%	-1%	14%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$709,990	\$780,000	\$1,052,502	\$1,232,000	-	\$890,000
	Q3 2021	\$617,500	\$845,000	\$1,103,500	\$1,300,000	-	\$1,015,000
% Price Change		-13%	8%	5%	6%	-	14%

**Morgan Hill / Gilroy / San Martin**

 **\$5,485,000** Highest sale price
  **\$417,500** Lowest sale price
  **\$1,563** Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	\$730,000	\$649,500	\$789,394	\$1,003,963	\$1,282,500	\$965,000
	Q3 2021	\$565,000	\$784,950	\$990,000	\$1,260,000	\$1,550,000	\$1,185,000
% Price Change		-23%	21%	25%	26%	21%	23%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$425,000	\$580,000	\$720,000	\$810,173	-	\$682,250
	Q3 2021	\$425,000	\$625,000	\$840,000	\$930,000	-	\$750,000
% Price Change		0%	8%	17%	15%	-	10%

**Willow Glen (San Jose)**

 **\$4,050,000** Highest sale price
  **\$505,000** Lowest sale price
  **\$1,425** Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$1,200,000	\$1,455,000	\$1,615,000	\$2,115,000	\$1,505,000
	Q3 2021	-	\$1,300,000	\$1,650,000	\$1,989,944	\$2,650,000	\$1,770,000
% Price Change		-	8%	13%	23%	25%	18%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	-	\$815,000	\$965,000	-	-	\$905,000
	Q3 2021	\$505,000	\$695,000	\$1,067,500	\$1,310,000	-	\$899,000
% Price Change		-	-15%	11%	-	-	-1%

**Almaden Valley** (San Jose)

 **\$3,675,000** Highest sale price
  **\$900,000** Lowest sale price
  **\$1,192** 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 2020	-	-	\$1,390,000	\$1,622,500	\$1,957,500	\$1,600,000
	Q3 2021	-	\$1,350,000	\$1,750,000	\$2,010,000	\$2,213,000	\$1,985,000
% Price Change		-	-	26%	24%	13%	24%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	-	\$888,000	\$1,056,000	\$990,000	-	\$1,025,000
	Q3 2021	-	\$1,000,000	\$1,235,000	\$1,250,110	-	\$1,230,000
% Price Change		-	13%	17%	26%	-	20%

**Cambrian** (San Jose)

 **\$3,150,000** Highest sale price
  **\$380,000** Lowest sale price
  **\$1,554** 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 2020	-	\$1,024,000	\$1,250,000	\$1,400,000	\$1,650,000	\$1,337,500
	Q3 2021	-	\$1,404,875	\$1,451,000	\$1,650,000	\$2,410,000	\$1,535,000
% Price Change		-	37%	16%	18%	46%	15%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$550,000	\$637,500	\$990,000	-	-	\$755,000
	Q3 2021	\$495,000	\$620,000	\$1,043,000	\$1,165,000	-	\$685,000
% Price Change		-10%	-3%	5%	-	-	-9%



**Blossom Valley** (San Jose)

 **\$1,940,000**  
 Highest sale price
  **\$435,000**  
 Lowest sale price
  **\$1,155**  
 Highest price/sqft

		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$863,000	\$989,000	\$1,075,000	\$1,249,500	\$1,050,000
	Q3 2021	-	\$1,160,000	\$1,235,000	\$1,350,000	\$1,500,000	\$1,300,000
% Price Change		-	34%	25%	26%	20%	24%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$460,000	\$565,000	\$767,500	\$739,000	-	\$600,000
	Q3 2021	\$500,000	\$600,000	\$812,500	\$825,000	-	\$649,999
% Price Change		9%	6%	6%	12%	-	8%

**Evergreen** (San Jose)

 **\$8,800,000**  
 Highest sale price
  **\$448,000**  
 Lowest sale price
  **\$1,160**  
 Highest price/sqft

		0 - 1 BD	2 BD	3 BD	4 BD	5 BD +	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$1,045,000	\$1,055,000	\$1,317,500	\$1,850,000	\$1,295,000
	Q3 2021	-	\$1,125,000	\$1,165,000	\$1,665,430	\$2,700,000	\$1,630,000
% Price Change		-	8%	10%	26%	46%	26%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	-	\$612,500	\$925,000	\$630,000	-	\$687,500
	Q3 2021	\$450,000	\$725,000	\$942,500	\$1,680,000	-	\$767,700
% Price Change		-	18%	2%	167%	-	12%

**Central San Jose** (San Jose)

 **\$2,650,000**  
 Highest sale price
  **\$425,000**  
 Lowest sale price
  **\$1,523**  
 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 2020	\$792,500	\$850,000	\$1,117,000	\$1,400,000	\$1,650,000	\$1,038,000
	Q3 2021	\$545,000	\$1,000,000	\$1,185,000	\$1,592,500	\$1,670,000	\$1,169,000
% Price Change		-31%	18%	6%	14%	1%	13%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$570,000	\$749,000	\$900,000	\$958,000	-	\$717,500
	Q3 2021	\$585,000	\$751,000	\$970,000	\$1,115,000	-	\$738,000
% Price Change		3%	0%	8%	16%	-	3%

**Berryessa** (San Jose)

 **\$2,475,000**  
 Highest sale price
  **\$395,000**  
 Lowest sale price
  **\$1,293**  
 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 2020	-	\$1,112,500	\$1,090,000	\$1,225,000	\$1,480,000	\$1,165,000
	Q3 2021	-	\$1,050,000	\$1,277,950	\$1,450,000	\$1,663,000	\$1,380,000
% Price Change		-	-6%	17%	18%	12%	18%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$695,000	\$682,000	\$861,300	\$980,000	-	\$820,000
	Q3 2021	\$488,000	\$725,000	\$1,051,500	\$1,222,500	-	\$935,000
% Price Change		-30%	6%	22%	25%	-	14%

**South San Jose** (San Jose)

 **\$1,775,000** Highest sale price  
  **\$385,000** Lowest sale price  
  **\$943** Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$800,000	\$847,500	\$910,000	\$1,200,000	\$867,000
	Q3 2021	-	\$952,500	\$980,000	\$1,175,000	\$1,150,000	\$1,055,000
% Price Change		-	19%	16%	29%	-4%	22%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$462,000	\$695,000	\$680,000	\$898,000	-	\$666,750
	Q3 2021	\$440,000	\$620,000	\$921,250	\$1,216,000	-	\$730,000
% Price Change		-5%	-11%	35%	35%	-	9%

**Alum Rock** (San Jose)

 **\$1,875,000** Highest sale price  
  **\$390,000** Lowest sale price  
  **\$1,114** Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	\$750,000	\$715,000	\$805,000	\$882,500	\$1,500,000	\$831,050
	Q3 2021	-	\$847,200	\$910,000	\$1,051,751	\$1,230,000	\$935,250
% Price Change		-	18%	13%	19%	-18%	13%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	\$402,500	\$569,975	\$650,000	\$784,000	-	\$618,250
	Q3 2021	\$400,000	\$505,000	\$750,000	\$787,500	-	\$550,000
% Price Change		-1%	-11%	15%	0%	-	-11%



**Santa Teresa** (San Jose)

 **\$1,895,000**  
 Highest sale price
  **\$596,000**  
 Lowest sale price
  **\$1,115**  
 Highest price/sqft

		0-1BD	2BD	3BD	4BD	5BD+	ALL
<b>Single Family Median Sales Price</b>	Q3 2020	-	\$839,000	\$920,000	\$1,057,500	\$1,230,750	\$1,000,000
	Q3 2021	-	\$1,050,000	\$1,150,000	\$1,325,000	\$1,375,000	\$1,275,000
% Price Change		-	25%	25%	25%	12%	28%
<b>Townhome/Condo Median Sales Price</b>	Q3 2020	-	\$697,500	\$741,500	\$935,000	-	\$725,000
	Q3 2021	\$596,000	\$725,000	\$965,000	\$1,100,000	-	\$945,000
% Price Change		-	4%	30%	18%	-	30%

## 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 Sam Fotopoulos DRE# 01237786



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

16780 Lark Ave, Los Gatos, CA

12312 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, Conner Dubay, and Carl Battiste.

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS.

KELLERWILLIAMS  
*Luxury*  
INTERNATIONAL

**kwbae.com** | 408.560.9000

16780 Lark Ave, Los Gatos, CA 95032

12312 Saratoga-Sunnyvale Rd, Saratoga, CA