



New Listings

3,633

-11% Year-over-Year

Closed Sales

4,077

+1% Year-over-Year

Median Sale Price

\$1.4M

+12% Year-over-Year

Average Price Per SqFt

\$957

+15% Year-over-Year

Total Sold Volume

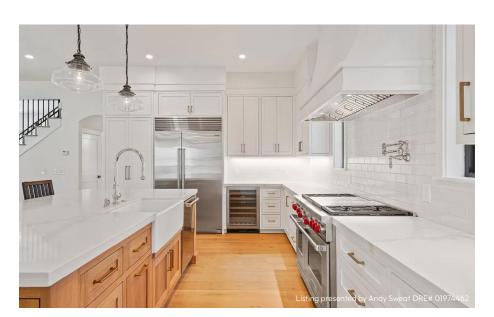
\$7.04B

+13% Year-over-Year

Average Days on Market

17

-16% Year-over-Year

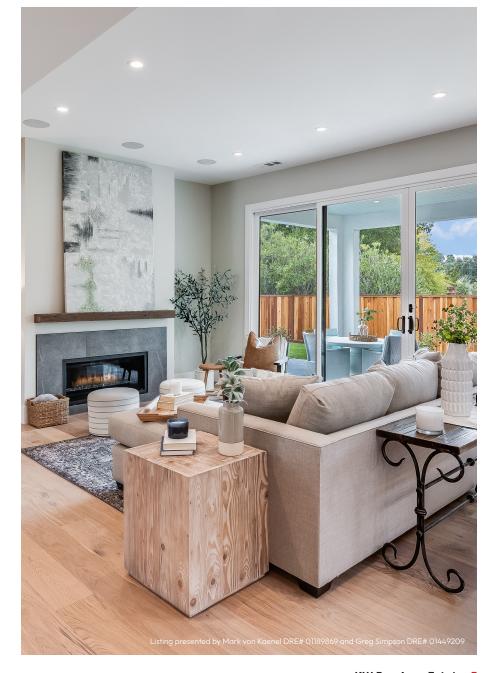




Overview Q4 2021

The 4th quarter of 2021 saw an unexpected extension of the COVID-19 Pandemic. Signs of interest rate increases are starting to show on the horizon as a way of keeping the unprecedented inflation in check, but the effect it will have on the real estate market remains to be seen. Supply chain issues are still very real, but we may have this worst behind us. Despite all this, the performance and prices achieved in the local market remained historically high, being outpaced only by Q2 and Q3 of 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 4rd quarter of 2021 saw a decrease in overall sales volume compared to Q2 and Q3 2021 (most likely due to seasonality) but is virtually in line with the same time last year. New listings quarter-over-quarter were slightly down over the previous two quarters, but in line with Q4 of 2020 too. The average overall price for single family homes was slightly off the high-water mark of Q2, and slightly above Q3, but up an astounding 18% over Q4 2020. Townhomes and Condos set an all-time high record, and increased 2% of the previous high in Q3, and up 13% over the same timeframe as last year. The amount of time listings were on the market was down 26% from the previous year, and just slightly above, 17 days vs 15 days, the historic lows of Q2 and Q3 2021.



Carl Battiste

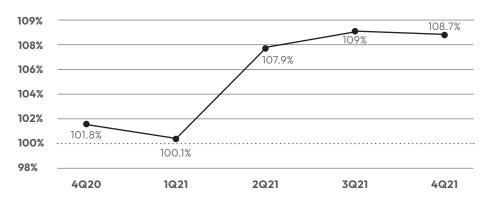
Carl Battiste | General Manager

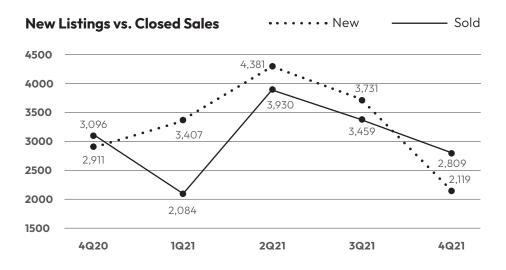
Overall sales volume for single-family homes was down 22% from the high in Q2, but in line with the same period in 2020. The median sales price continued to rise to \$1.63M, only being out-performed by the historic Q2 2021. Listings spent on average 15 days on the market, and on-average sold for 108.7% of the original asking price.

Median Sales Price

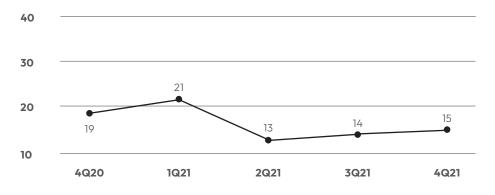
	0-1BD	2 B D	3 B D	4 B D	5 + B D	ALL
4Q20	\$695,250	\$1,000,000	\$1,260,000	\$1,475,000	\$1,999,495	\$1,380,000
1Q21	\$615,000	\$1,041,000	\$1,335,000	\$1,610,000	\$2,225,000	\$1,485,000
2Q21	\$825,000	\$1,120,000	\$1,470,000	\$1,821,790	\$2,500,000	\$1,660,000
3Q21	\$850,000	\$1,145,000	\$1,437,000	\$1,740,000	\$2,532,500	\$1,625,000
4Q21	\$700,000	\$1,168,000	\$1,469,000	\$1,755,000	\$2,422,500	\$1,630,000

Median Sales Price vs. Original Asking Price





Average Days on Market

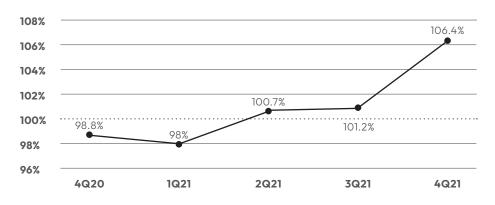


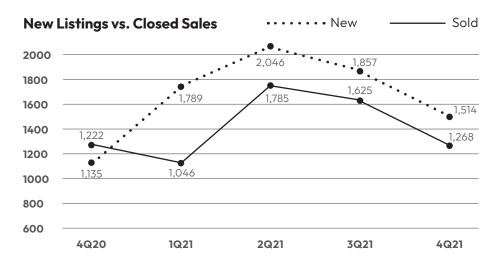
Townhomes and Condos saw the highest median sales price over the past year, up 13% over Q4 2020. Median sales price compared to the original asking price came in at 106.4%, significantly higher than the 100% range we saw over the past few quarters. New listings and closed sales were down quarter-over-quarter, but up from Q4 2020. Overall dollar volume came in just below \$1.3B, up 17% over the past year.

Median Sales Price

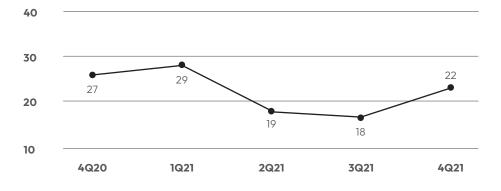
	0-1BD	2 B D	3 B D	4 B D	5 + B D	ALL
4Q20	\$520,000	\$730,000	\$1,030,000	\$1,145,000	\$1,775,000	\$820,000
1Q21	\$539,000	\$759,000	\$1,060,000	\$1,270,000	-	\$863,750
2Q21	\$580,000	\$772,980	\$1,135,000	\$1,200,000	-	\$905,000
3Q21	\$557,500	\$800,000	\$1,125,000	\$1,250,055	-	\$910,000
4Q21	\$549,950	\$800,500	\$1,180,000	\$1,370,000	\$1,750,000	\$925,000

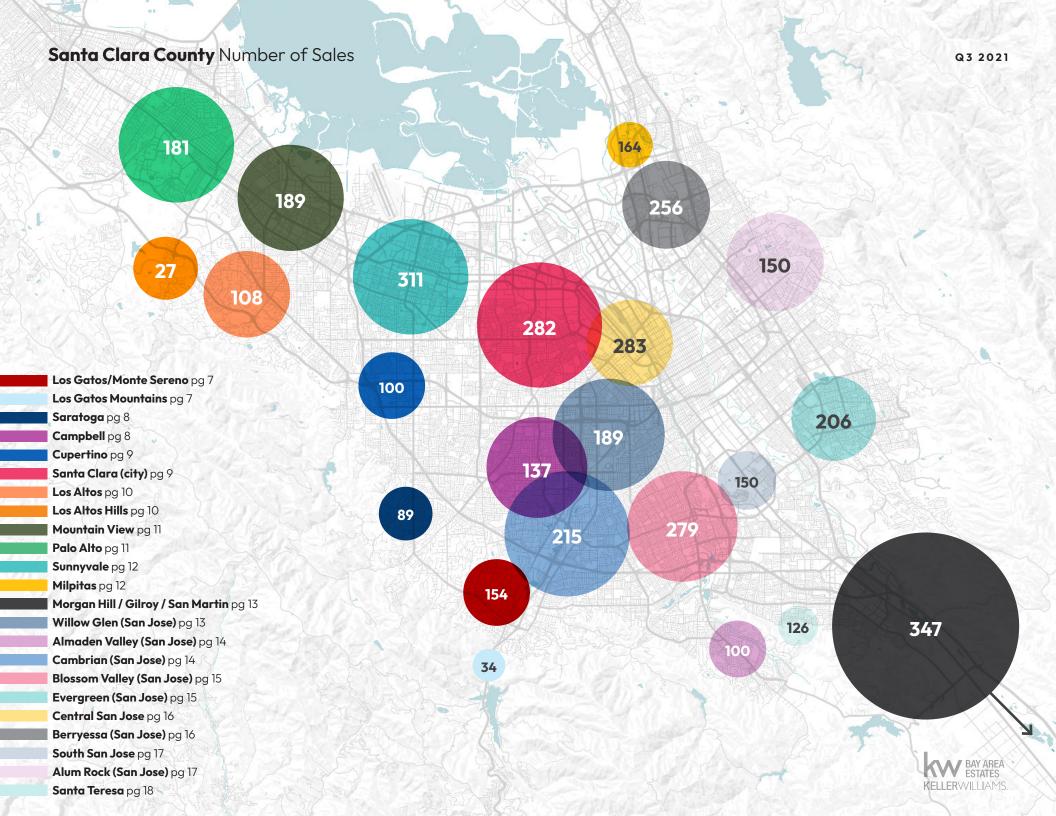
Median Sales Price vs. Original Asking Price





Average Days on Market





Los Gatos/ Monte Sereno





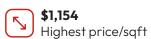


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q4 2020	-	\$1,616,000	\$1,995,000	\$2,625,000	\$3,337,500	\$2,395,000
Single Family Median Sales Frice	Q4 2021	-	\$1,663,800	\$2,608,000	\$3,112,500	\$5,775,000	\$3,112,500
% Price Change		-	3%	31%	19%	73%	30%
Townhama /Canda Madian Salas Priss	Q4 2020	\$602,500	\$975,000	\$1,400,000	\$1,751,000	-	\$1,317,500
Townhome/Condo Median Sales Price	Q4 2021	\$525,000	\$790,000	\$1,420,000	\$1,724,000	\$1,750,000	\$1,354,000
% Price Change		-13%	-19%	1%	-2%	-	3%

Los Gatos Mountains







		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Equily Median Sales Dries	Q4 2020	-	\$1,100,000	\$1,155,000	\$1,400,000	\$2,115,000	\$1,250,000
Single Family Median Sales Price	Q4 2021	-	\$1,167,250	\$1,300,000	\$1,700,000	\$1,852,500	\$1,587,500
% Price Change		-	6%	13%	21%	-12%	27%
Townsham of Condo Madian Sales Bries	Q4 2020	-	-	-	-	-	-
Townhome/Condo Median Sales Price	Q4 2021	-	-	-		-	
% Price Change		-	-	-	-	-	-

Saratoga







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q4 2020	-	\$1,932,500	\$2,360,000	\$3,460,000	\$3,852,500	\$3,205,000
Single Fullily Median Sales Frice	Q4 2021	-	_	\$3,000,000	\$3,520,900	\$4,194,000	\$3,712,500
% Price Change		-	-	27%	2%	9%	16%
Townhome/Condo Median Sales Price	Q4 2020	-	\$1,046,000	\$1,752,500	-	-	\$1,120,000
Townnome/Condo Median Sales Price	Q4 2021	\$700,000	\$1,000,000	\$1,717,500	\$2,100,000	-	\$1,275,000
% Price Change		-	-4%	-2%	-	_	14%

Campbell







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Medium Sales Daise	Q4 2020	-	\$1,247,500	\$1,365,000	\$1,630,000	\$2,460,000	\$1,500,000
Single Family Median Sales Price	Q4 2021	\$850,000	\$1,625,000	\$1,625,000	\$1,950,000	\$2,644,000	\$1,810,500
% Price Change		-	30%	19%	20%	7%	21%
Townsham of Constant Madisus Sular Bridge	Q4 2020	\$452,000	\$742,500	\$1,100,000	\$1,406,500	-	\$967,500
Townhome/Condo Median Sales Price	Q4 2021	\$575,000	\$837,500	\$1,203,944	_	_	\$912,500
% Price Change		27%	13%	9%	_	-	-6%

Cupertino







\$2,405 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	Q4 2020	-	\$2,000,000	\$2,099,499	\$2,401,500	\$2,885,000	\$2,302,000
Single Family Median Sales Frice	Q4 2021	-	\$1,929,000	\$2,500,500	\$3,080,000	\$3,480,500	\$2,920,000
% Price Change		-	-4%	19%	28%	21%	27%
Townhome/Condo Median Sales Price	Q4 2020	-	\$1,157,500	\$1,480,000	\$1,700,000	\$1,775,000	\$1,200,000
Townnome/Condo Median Sales Frice	Q4 2021	\$820,000	\$1,140,000	\$1,725,000	\$1,850,000	_	\$1,380,000
% Price Change		-	-2%	17%	9%	-	15%

Santa Clara (city)



\$3,010,000 Highest sale price



\$384,000 Lowest sale price



\$2,041 Highest price/sqft

		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Dries	Q4 2020	-	\$965,000	\$1,360,000	\$1,650,000	\$1,777,000	\$1,410,000
Single Family Median Sales Price	Q4 2021	-	\$1,152,500	\$1,615,000	\$1,770,000	\$2,350,000	\$1,695,000
% Price Change		-	19%	19%	7%	32%	20%
To all and Contact Mading Calca Prince	Q4 2020	\$495,000	\$828,500	\$1,215,000	\$1,267,498	-	\$947,500
Townhome/Condo Median Sales Price	Q4 2021	\$540,000	\$810,000	\$1,280,000	\$1,250,000	-	\$910,000
% Price Change		9%	-2%	5%	-1%	-	-4%

Los Altos







		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Daise	Q4 2020	-	\$3,222,500	\$3,159,375	\$3,525,000	\$4,450,000	\$3,501,000
Single Family Median Sales Price	Q4 2021	-	\$2,750,000	\$3,700,000	\$4,387,500	\$5,100,000	\$4,450,000
% Price Change		-	-15%	17%	24%	15%	27%
Townshame / Condo Madien Salas Price	Q4 2020	-	\$1,511,000	\$1,850,000	-	-	\$1,611,500
Townhome/Condo Median Sales Price	Q4 2021	-	\$1,530,000	\$2,092,500	-	-	\$1,590,000
% Price Change		-	1%	13%	-	-	-1%

Los Altos Hills







		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Dries	Q4 2020	-	-	\$2,875,000	\$4,750,000	\$4,750,000	\$4,205,000
Single Family Median Sales Price	Q4 2021	-	-	\$4,225,000	\$4,485,000	\$5,575,000	\$4,950,000
% Price Change		-	-	47%	-6%	17%	18%
Townsham of Condo Madian Salas Dries	Q4 2020	-	-	-	-	-	-
Townhome/Condo Median Sales Price	Q4 2021	-	-	-	-	-	
% Price Change		-	-	-	-	-	-

Mountain View







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Equily Median Sales Dries	Q4 2020	-	\$1,533,000	\$2,110,000	\$2,270,000	\$2,960,000	\$2,200,000
Single Family Median Sales Price	Q4 2021	-	\$2,500,000	\$2,220,000	\$2,930,000	\$3,456,000	\$2,500,000
% Price Change		-	63%	5%	29%	17%	14%
Townhome/Condo Median Sales Price	Q4 2020	\$622,500	\$1,088,000	\$1,450,000	\$1,435,000	-	\$1,300,000
lownnome/Condo Median Sales Price	Q4 2021	\$623,000	\$1,050,000	\$1,567,000	\$1,695,000	-	\$1,252,500
% Price Change		0%	-3%	8%	18%	-	-4%

Palo Alto







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q4 2020	\$2,625,000	\$2,225,000	\$2,650,000	\$3,125,000	\$4,575,000	\$2,950,000
Jingle Family Median Sales Frice	Q4 2021	-	\$2,330,000	\$3,304,000	\$3,875,000	\$4,934,650	\$3,690,000
% Price Change		-	5%	25%	24%	8%	25%
Taumbana/Canda Madian Salas Drias	Q4 2020	-	\$1,205,000	\$1,630,000	-	-	\$1,475,000
Townhome/Condo Median Sales Price	Q4 2021	\$847,500	\$1,185,000	\$1,800,000	\$2,250,000		\$1,378,000
% Price Change		_	-2%	10%	-	_	-7%

Sunnyvale







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Femily Median Sales Dries	Q4 2020	-	\$1,266,950	\$1,650,000	\$2,155,000	\$2,250,000	\$1,899,444
Single Family Median Sales Price	Q4 2021	\$1,132,000	\$1,566,500	\$2,100,000	\$2,680,000	\$2,841,388	\$2,300,000
% Price Change		-	24%	27%	24%	26%	21%
Townshame / Canda Madian Salas Dries	Q4 2020	\$730,000	\$985,000	\$1,350,000	\$1,475,000	-	\$1,242,500
Townhome/Condo Median Sales Price	Q4 2021	\$619,670	\$950,000	\$1,510,000	\$1,710,000	_	\$1,340,000
% Price Change		-15%	-4%	12%	16%	-	8%

Milpitas







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q4 2020	-	\$1,035,000	\$1,110,000	\$1,350,000	\$1,481,252	\$1,200,000
	Q4 2021	-	\$1,130,000	\$1,350,000	\$1,565,000	\$1,900,000	\$1,415,000
% Price Change		-	9%	22%	16%	28%	18%
	Q4 2020	\$664,338	\$712,500	\$1,035,000	\$1,207,500	-	\$915,000
Townhome/Condo Median Sales Price	Q4 2021	\$415,000	\$860,000	\$1,135,000	\$1,372,500	-	\$1,010,000
% Price Change		-38%	21%	10%	14%	_	10%

Morgan Hill / Gilroy / San Martin







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q4 2020	\$655,125	\$687,500	\$860,000	\$1,039,500	\$1,295,000	\$935,050
	Q4 2021	\$400,000	\$776,000	\$959,000	\$1,317,500	\$1,550,000	\$1,210,000
% Price Change		-39%	13%	12%	27%	20%	29%
Townhome /Condo Modian Sales Price	Q4 2020	-	\$605,000	\$761,000	\$843,365	-	\$677,500
Townhome/Condo Median Sales Price	Q4 2021	\$479,999	\$641,250	\$835,000	\$987,000	-	\$750,000
% Price Change		_	6%	10%	17%	_	11%

Willow Glen (San Jose)







		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Dries	Q4 2020	-	\$1,100,000	\$1,438,000	\$1,824,500	\$2,350,000	\$1,550,000
Single Family Median Sales Price	Q4 2021	-	\$1,237,500	\$1,659,000	\$2,100,000	\$2,407,000	\$1,800,000
% Price Change		-	13%	15%	15%	2%	16%
Town house /Conside Madieur Cules Deies	Q4 2020	\$550,500	\$855,000	\$907,500	\$800,000	-	\$850,000
Townhome/Condo Median Sales Price	Q4 2021	\$628,500	\$845,000	\$930,000			\$870,000
% Price Change		14%	-1%	2%	-	-	2%

Almaden Valley (San Jose)







		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q4 2020	\$1,550,000	\$855,000	\$1,427,500	\$1,682,500	\$1,952,000	\$1,667,000
	Q4 2021		\$1,242,500	\$1,701,000	\$2,061,500	\$2,375,000	\$2,055,000
% Price Change		-	45%	19%	23%	22%	23%
Townhome/Condo Median Sales Price	Q4 2020	-	\$830,000	\$1,088,000	\$1,482,000	-	\$1,088,000
Townhome/Condo Median Sales Frice	Q4 2021	-	\$1,068,000	\$1,203,400	_		\$1,200,000
% Price Change		-	29%	11%	-	-	10%

Cambrian (San Jose)





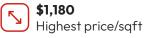


		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Dries	Q4 2020	-	\$1,105,000	\$1,325,000	\$1,387,500	\$1,605,000	\$1,350,000
Single Family Median Sales Price	Q4 2021	-	\$1,184,444	\$1,518,000	\$1,650,000	\$2,306,000	\$1,600,000
% Price Change		-	7%	15%	19%	44%	19%
	Q4 2020	\$480,000	\$610,000	\$1,085,000	-	-	\$632,500
Townhome/Condo Median Sales Price	Q4 2021	\$600,000	\$647,500	\$1,295,000	_	-	\$725,000
% Price Change		25%	6%	19%	-	-	15%

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	Q4 2020	-	\$832,500	\$1,050,000	\$1,140,000	\$1,250,000	\$1,100,000
Single Family Median Sales Price	Q4 2021	-	\$1,075,000	\$1,275,000	\$1,368,000	\$1,430,750	\$1,350,000
% Price Change		-	29%	21%	20%	14%	23%
Townhome/Condo Median Sales Price	Q4 2020	\$452,500	\$566,500	\$717,500	\$715,000	-	\$594,500
Townnome/Condo Median Sales Price	Q4 2021	\$410,000	\$654,000	\$830,000	\$985,000	-	\$687,500
% Price Change		-9%	15%	16%	38%	-	16%

Evergreen (San Jose)





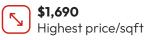


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Medium Sales Daise	Q4 2020	-	\$820,000	\$1,035,000	\$1,440,851	\$1,978,888	\$1,355,500
Single Family Median Sales Price	Q4 2021	-	\$1,100,000	\$1,276,760	\$1,707,551	\$2,341,400	\$1,632,500
% Price Change		-	34%	23%	19%	18%	20%
Tournhame / County Medium Color Deion	Q4 2020	-	\$655,000	\$798,900	\$685,000	-	\$687,000
Townhome/Condo Median Sales Price	Q4 2021	\$429,500	\$756,000	\$1,230,000	-	-	\$796,500
% Price Change		_	15%	54%	_	_	16%

Central San Jose (San Jose)





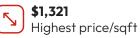


		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Price	Q4 2020	\$730,000	\$890,000	\$1,000,000	\$1,180,000	\$1,780,000	\$985,000
single Fulling Medium Sules Fince	Q4 2021	\$830,000	\$1,080,000	\$1,188,888	\$1,457,500	\$1,532,500	\$1,200,000
% Price Change		14%	21%	19%	24%	-14%	22%
Townhome/Condo Median Sales Price	Q4 2020	\$596,500	\$935,111	\$910,000	\$939,500	-	\$758,000
Townhome/Condo Median Sales Frice	Q4 2021	\$570,000	\$765,000	\$944,000	\$1,078,000		\$765,000
% Price Change		-4%	-18%	4%	15%	-	9%

Berryessa (San Jose)







		0-1BD	2 B D	3 B D	4 B D	5 B D +	ALL
Single Family Median Sales Dries	Q4 2020	-	\$932,500	\$1,141,500	\$1,250,000	\$1,560,000	\$1,215,000
Single Family Median Sales Price	Q4 2021	-	\$1,128,000	\$1,300,000	\$1,540,000	\$1,680,000	\$1,455,000
% Price Change		-	21%	14%	23%	8%	20%
	Q4 2020	\$475,000	\$650,000	\$900,000	\$1,100,000	-	\$835,000
Townhome/Condo Median Sales Price	Q4 2021	\$460,000	\$689,000	\$1,050,000	\$1,270,000	-	\$908,500
% Price Change		-3%	6%	17%	15%	-	9%

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	Q4 2020	-	\$700,000	\$850,000	\$930,000	\$1,030,000	\$875,000
Single Family Median Sales Frice	Q4 2021	\$700,000	\$765,000	\$972,500	\$1,105,000	\$1,160,000	\$1,022,500
% Price Change		-	9%	14%	19%	13%	17%
Townhome/Condo Median Sales Price	Q4 2020	\$481,000	\$570,000	\$842,000	\$910,000	-	\$710,000
Townnome/Condo Median Sales Frice	Q4 2021	\$557,500	\$605,000	\$987,500	\$1,337,500	-	\$762,500
% Price Change		16%	6%	17%	47%	-	7%

Alum Rock (San Jose)







		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	ALL
Simple Femily Medium Sules Duise	Q4 2020	-	\$688,500	\$818,500	\$935,000	\$1,110,000	\$860,000
Single Family Median Sales Price	Q4 2021	\$657,500	\$860,000	\$920,000	\$1,025,000	\$1,215,000	\$975,000
% Price Change		-	25%	12%	10%	9%	13%
	Q4 2020	\$366,000	\$505,000	\$670,000	\$610,000	-	\$550,000
Townhome/Condo Median Sales Price	Q4 2021	\$426,500	\$525,000	\$645,000	-	-	\$563,750
% Price Change		17%	4%	-4%	-	-	3%

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	Q4 2020	-	\$800,000	\$960,000	\$1,108,000	\$1,274,000	\$1,004,500
	Q4 2021	-	\$940,000	\$1,200,000	\$1,365,000	\$1,635,000	\$1,337,000
% Price Change		-	18%	25%	23%	28%	33%
Townhome/Condo Median Sales Price	Q4 2020	\$555,000	\$725,000	\$865,000	\$975,000	-	\$803,940
	Q4 2021	\$590,000	\$715,000	\$890,000	\$1,090,000	-	\$826,000
% Price Change		6%	-1%	3%	12%	-	3%

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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