

# MARKET REPORT

SANTA CLARA COUNTY

Q4 2020

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

KELLERWILLIAMS  
*Luxury*  
INTERNATIONAL

New Listings

4,113

+71% Year-over-Year

Closed Sales

4,318

+31% Year-over-Year

Median Sale Price

\$1.22M

+15% Year-over-Year

Average Price Per SqFt

\$815

+13% Year-over-Year

Total Sold Volume

\$6B

+44% Year-over-Year

Average Days on Market

21

-63% Year-over-Year





The year 2020 has been categorized by the pandemic, the presidential election, and the up and down economic recovery. The strength of the real estate market and the overall economy seemed to be in doubt over the first two quarters of the year, but both have staged significant recoveries in Q3 and continued the growth in Q4. The economy was kept afloat and made gains through consumer spending, while the real estate market was boosted by historically low-interest rates and the pledge to keep these low for at least the next several years. The provided data gives a snapshot of how the local real estate market performed and hopefully is an indicator of things to come.

The fourth quarter of 2020 saw an increase in sales volume over the already-high third quarter, with median sale prices being flat quarter-over-quarter. Sales volume and higher-than-normal median price are most likely due to pent-up demand from the first half of the year, and the historically low-interest rates. Overall sales volume was up just shy of 20% from the same time last year, with dollar volume up almost 45%. New listings were up approximately 14% from the previous year, but down about 25% over the last quarter. The overall median sales price for Single Family homes increased by 17% and 10% for Townhomes & Condos. The average time on the market was 21 days, which is about 40% shorter than the same time frame last year, but in line with the previous quarter.

As mortgage rates stay at all-time lows, as the tech industry continues business uninterrupted, and as we're coming out of a strong and steady Q3 and Q4, we should still see an elevated demand for housing in the Bay Area in 2021.

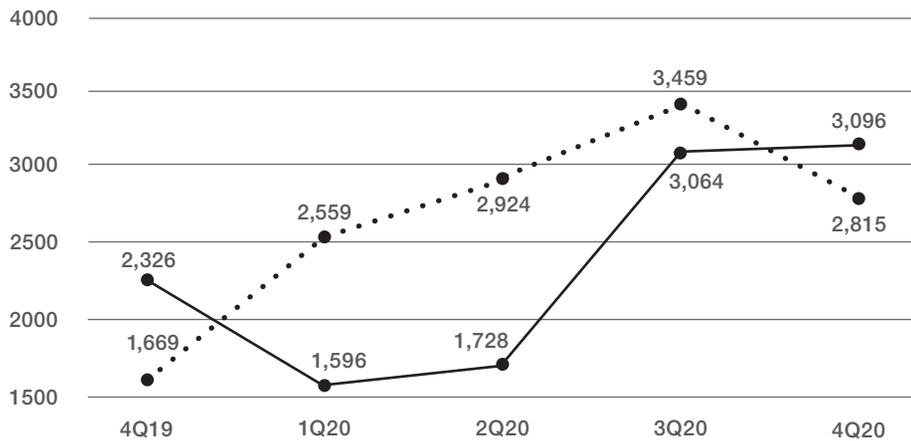
*Carl Battiste*

Carl Battiste | General Manager

Q4 2020 median sales price for single-family homes was up 10% over last year, but down slightly from the past two quarters which is common due to holiday seasonality. Overall sales volume was up 18% from last year, with dollar volume up a staggering 44%. New listings were down about 20% from last quarter, again likely due to the holiday effect, but up 40% over Q4 2019. The median sales price was up in all BR counts compared to the same time last year. Average days on the market was 27 compared to 41 year-over-year.

## New Listings vs. Closed Sales

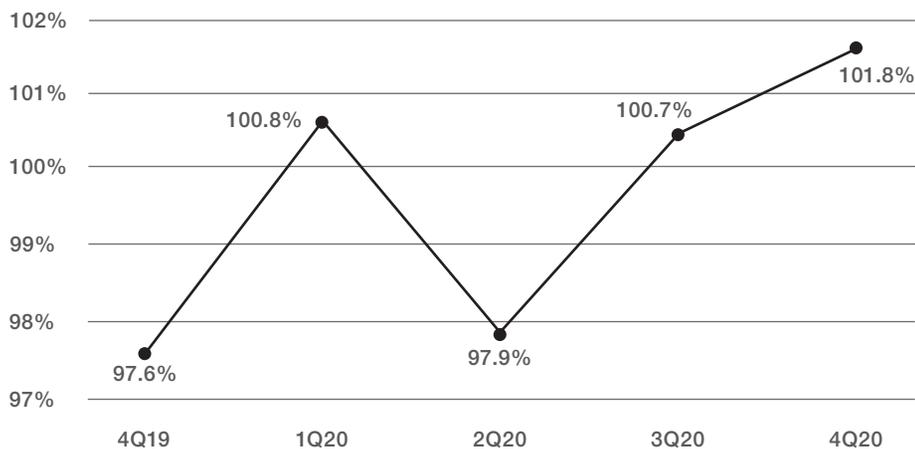
..... New      — Sold



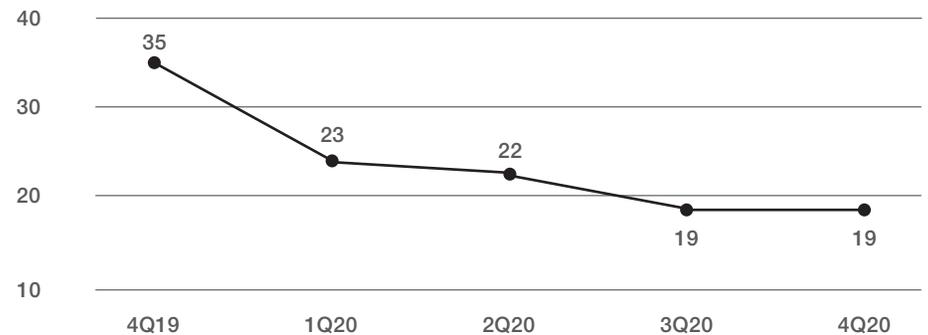
## Median Sales Price

	0 - 1 B D	2 B D	3 B D	4 B D	5 + B D	ALL
<b>4Q19</b>	\$660,000	\$905,444	\$1,100,000	\$1,350,000	\$1,800,000	<b>\$1,230,000</b>
<b>1Q20</b>	\$1,322,500	\$1,456,250	\$1,300,000	\$1,140,000	\$1,700,000	<b>\$1,267,444</b>
<b>2Q20</b>	\$905,000	\$950,000	\$1,202,500	\$1,577,000	\$2,299,000	<b>\$1,400,000</b>
<b>3Q20</b>	\$750,000	\$985,000	\$1,380,000	\$1,450,000	\$2,250,000	<b>\$1,380,000</b>
<b>4Q20</b>	\$695,250	\$1,000,000	\$1,260,000	\$1,475,000	\$1,999,495	<b>\$1,373,000</b>

## Median Sales Price vs. Original Asking Price



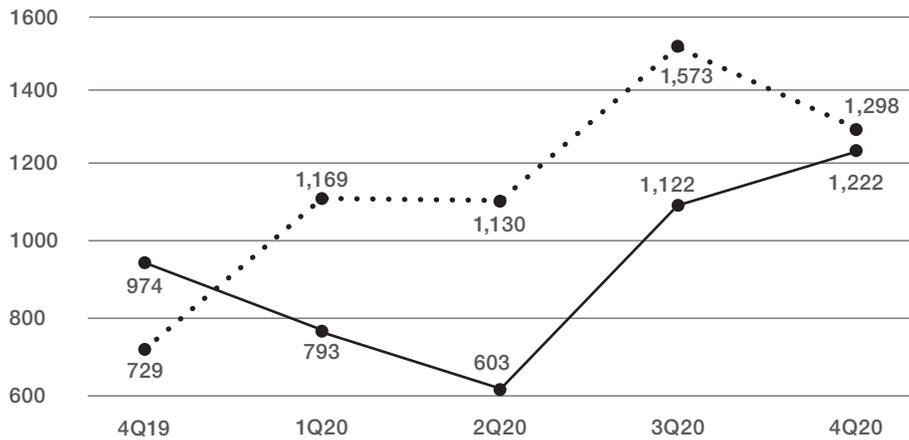
## Average Days on Market



New listings were up 46% for townhomes and condos year-over-year, but down over last quarter, similar to single-family homes. The overall median sales price was 7% higher than the same time last year. Total sales were up 14% over the last year, and the average days on the market fell from 41 to 27 days. Median sales price was 98.8% of the original asking price, up from last year and last quarter.

## New Listings vs. Closed Sales

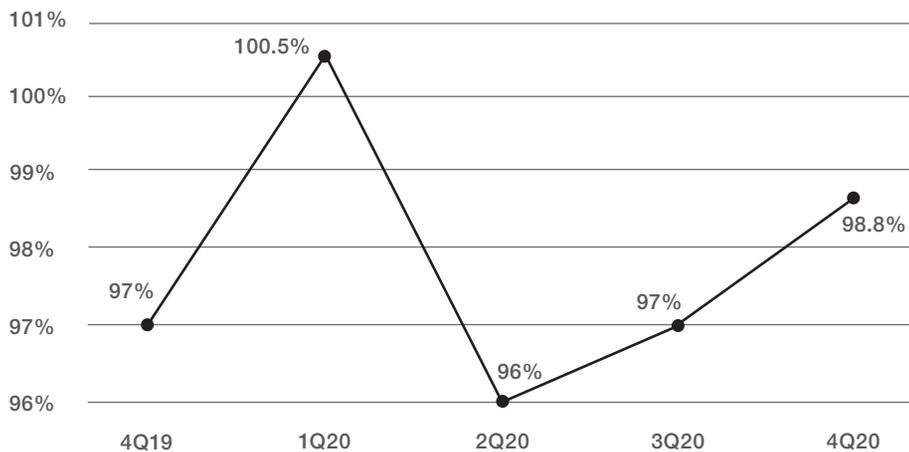
..... New      — Sold



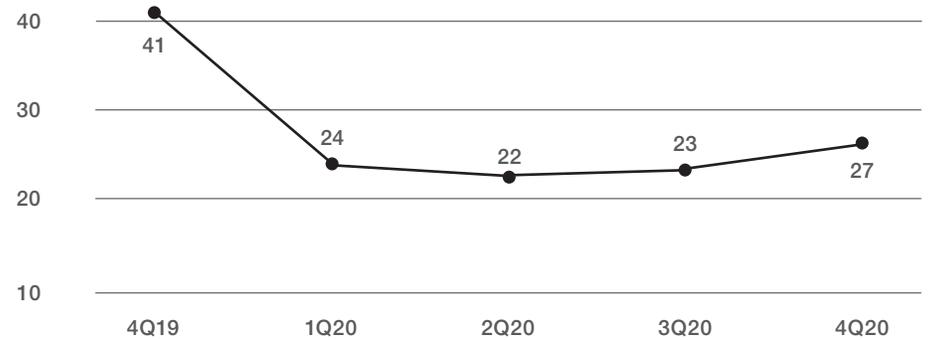
## Median Sales Price

	0 - 1 BD	2 BD	3 BD	4 BD	5 + BD	ALL
<b>4Q19</b>	\$545,000	\$731,500	\$915,000	\$950,000	-	<b>\$777,500</b>
<b>1Q20</b>	\$493,000	\$821,000	\$1,667,250	\$1,352,000	-	<b>\$890,000</b>
<b>2Q20</b>	\$934,289	\$860,000	\$1,042,500	\$1,261,000	\$1,476,350	<b>\$815,000</b>
<b>3Q20</b>	\$560,000	\$732,500	\$960,000	\$1,100,000	-	<b>\$820,000</b>
<b>4Q20</b>	\$520,000	\$730,000	\$1,030,000	\$1,145,000	\$1,775,000	<b>\$840,000</b>

## Median Sales Price vs. Original Asking Price

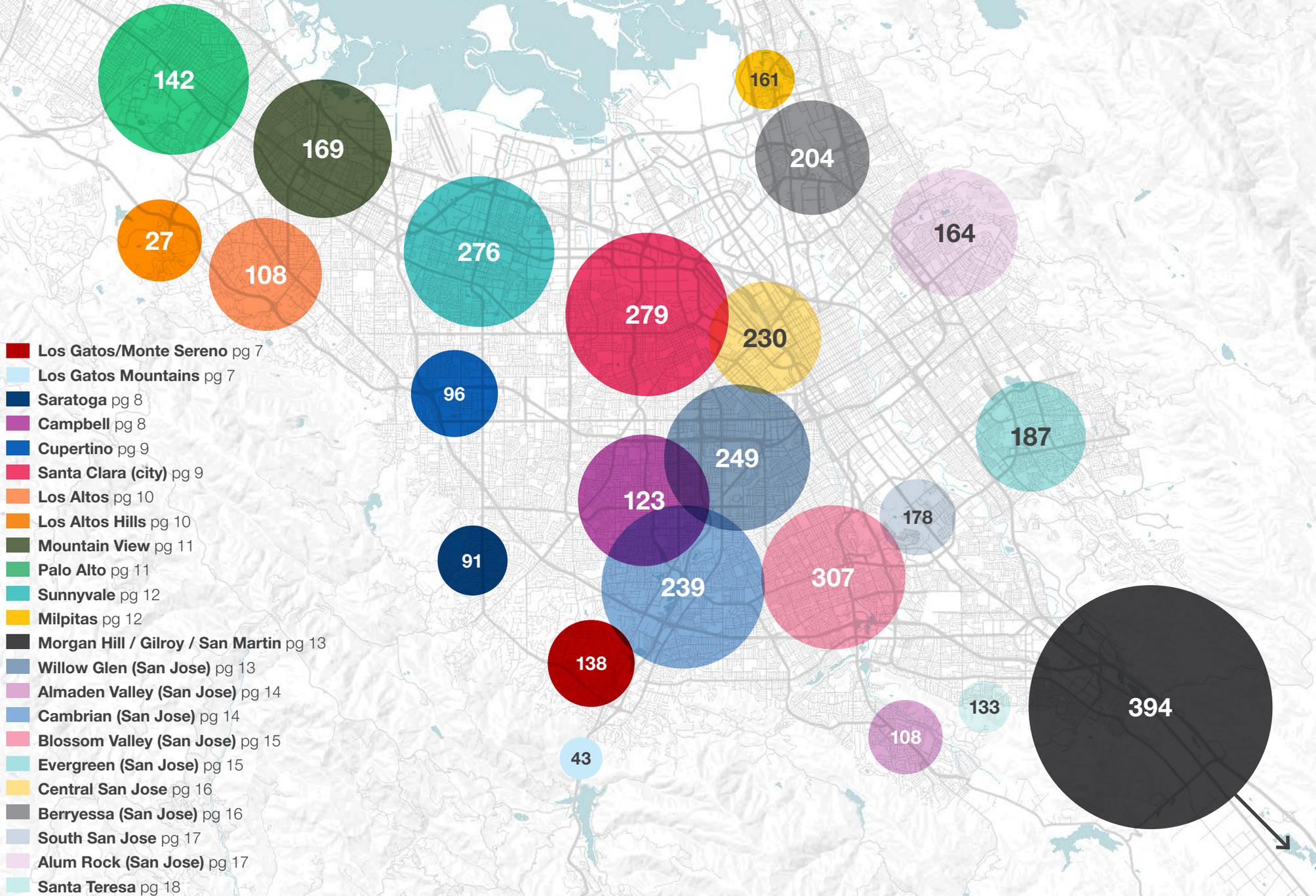


## Average Days on Market



# Santa Clara County Number of Sales

Q4 2020



**Los Gatos/ Monte Sereno**

 **\$7,200,000**  
Highest sale price
  **\$460,000**  
Lowest sale price
  **\$1,830**  
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>	Q4 2019	-	\$1,760,000	\$1,760,000	\$2,543,500	\$3,450,000	\$2,500,000
	Q4 2020	-	\$1,616,000	\$1,995,000	\$2,600,000	\$3,375,000	\$2,395,000
<b>% PRICE CHANGE</b>		-	-8%	13%	2%	-2%	-4%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$721,500	\$947,500	\$1,177,500	-	-	\$1,150,000
	Q4 2020	\$602,500	\$975,000	\$1,400,000	\$1,751,000	-	\$1,317,500
<b>% PRICE CHANGE</b>		-16%	3%	19%	-	-	15%

**Los Gatos Mountains**

 **\$2,500,000**  
Highest sale price
  **\$420,000**  
Lowest sale price
  **\$1,953**  
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>	Q4 2019	\$500,000	\$843,000	\$999,000	\$1,480,000	\$1,110,000	\$1,032,500
	Q4 2020	\$500,000	\$1,104,500	\$1,175,000	\$1,400,000	\$2,045,000	\$1,250,000
<b>% PRICE CHANGE</b>		0%	31%	18%	-5%	84%	21%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	-	-	-	-	-	-
	Q4 2020	-	-	-	-	-	-
<b>% PRICE CHANGE</b>		-	-	-	-	-	-

**Saratoga**

 **\$9,600,000**  
Highest sale price

 **\$840,000**  
Lowest sale price

 **\$2,703**  
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>	Q4 2019	-	\$2,384,625	\$1,965,000	\$2,651,000	\$3,050,000	\$2,650,000
	Q4 2020	-	\$1,932,500	\$2,360,000	\$3,460,000	\$3,852,500	\$3,205,000
<b>% PRICE CHANGE</b>		-	-19%	20%	31%	26%	21%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	-	\$1,200,000	\$1,425,000	-	-	\$1,312,500
	Q4 2020	-	\$1,046,000	\$1,752,500	-	-	\$1,120,000
<b>% PRICE CHANGE</b>		-	-13%	23%	-	-	-15%

**Campbell**

 **\$3,022,500**  
Highest sale price

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

 **\$1,441**  
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>	Q4 2019	-	\$1,050,000	\$1,225,000	\$1,440,000	\$1,785,250	\$1,389,000
	Q4 2020	-	\$1,247,500	\$1,350,000	\$1,630,000	\$2,460,000	\$1,500,000
<b>% PRICE CHANGE</b>		-	19%	10%	13%	38%	8%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$505,000	\$742,500	\$914,000	\$900,000	-	\$845,000
	Q4 2020	\$452,000	\$733,750	\$1,100,000	\$1,406,500	-	\$980,000
<b>% PRICE CHANGE</b>		-10%	-1%	20%	56%	-	16%

Cupertino

 **\$3,975,000**  
Highest sale price
  **\$901,000**  
Lowest sale price
  **\$1,245**  
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>	Q4 2019	-	\$1,405,000	\$1,754,650	\$2,468,000	\$2,659,000	\$2,163,000
	Q4 2020	-	\$2,000,000	\$2,099,499	\$2,401,500	\$2,870,000	\$2,301,000
<b>% PRICE CHANGE</b>		-	42%	20%	-3%	8%	6%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$921,000	\$1,160,000	\$1,505,000	\$1,574,150	-	\$1,160,000
	Q4 2020	-	\$1,157,500	\$1,477,500	\$1,700,000	\$1,775,000	\$1,200,000
<b>% PRICE CHANGE</b>		-	0%	-2%	8%	-	3%

Santa Clara (city)

 **\$2,780,000**  
Highest sale price
  **\$338,800**  
Lowest sale price
  **\$1,572**  
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>	Q4 2019	\$928,888	\$928,000	\$1,210,000	\$1,299,000	\$1,660,000	\$1,250,000
	Q4 2020	-	\$965,000	\$1,360,000	\$1,650,000	\$1,777,000	\$1,400,000
<b>% PRICE CHANGE</b>		-	4%	12%	27%	7%	12%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$525,000	\$685,000	\$1,235,000	\$820,000	-	\$780,000
	Q4 2020	\$495,000	\$826,500	\$1,207,500	\$1,267,498	-	\$957,500
<b>% PRICE CHANGE</b>		-6%	21%	-2%	55%	-	23%

**Los Altos**

 **\$8,000,000**  
 Highest sale price
  **\$1,150,000**  
 Lowest sale price
  **\$2,948**  
 Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q4 2019	-	\$2,775,000	\$2,674,000	\$3,392,500	\$4,030,000	\$3,297,500
	Q4 2020	-	\$3,222,500	\$3,150,000	\$3,525,000	\$4,450,000	\$3,500,500
<b>% PRICE CHANGE</b>		-	16%	18%	4%	10%	6%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$1,350,000	\$1,490,000	\$2,000,000	-	-	\$1,688,888
	Q4 2020	-	\$1,511,000	\$1,850,000	-	-	\$1,611,500
<b>% PRICE CHANGE</b>		-	1%	-8%	-	-	-5%

**Los Altos Hills**

 **\$12,740,000**  
 Highest sale price
  **\$1,575,000**  
 Lowest sale price
  **\$2,117**  
 Highest price/sqft

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q4 2019	-	-	-	\$3,200,000	\$4,800,000	\$3,750,000
	Q4 2020	-	-	\$2,875,000	\$4,750,000	\$4,750,000	\$4,205,000
<b>% PRICE CHANGE</b>		-	-	-	48%	-1%	12%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	-	-	-	-	-	-
	Q4 2020	-	-	-	-	-	-
<b>% PRICE CHANGE</b>		-	-	-	-	-	-

**Mountain View**

 **\$4,360,000**  
Highest sale price
  **\$600,000**  
Lowest sale price
  **\$2,464**  
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>	Q4 2019	-	-	\$1,855,000	\$2,175,000	\$3,550,000	\$2,150,000
	Q4 2020	-	\$1,701,000	\$2,110,000	\$2,265,000	\$2,960,000	\$2,200,000
<b>% PRICE CHANGE</b>		-	-	14%	4%	-17%	2%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$688,250	\$1,144,000	\$1,437,000	\$1,565,875	-	\$1,274,000
	Q4 2020	\$622,500	\$1,114,000	\$1,457,500	\$1,435,000	-	\$1,300,000
<b>% PRICE CHANGE</b>		-10%	-3%	1%	-8%	-	2%

**Palo Alto**

 **\$17,000,000**  
Highest sale price
  **\$810,000**  
Lowest sale price
  **\$3,535**  
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>	Q4 2019	-	\$2,237,500	\$2,655,500	\$3,565,000	\$4,375,000	\$3,175,000
	Q4 2020	\$2,625,000	\$2,325,000	\$2,650,000	\$3,125,000	\$4,650,000	\$2,930,000
<b>% PRICE CHANGE</b>		-	4%	0%	-12%	6%	-8%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$840,000	\$1,575,000	\$1,787,500	-	-	\$1,575,000
	Q4 2020	-	\$1,205,000	\$1,630,000	-	-	\$1,475,000
<b>% PRICE CHANGE</b>		-	-23%	-9%	-	-	-6%

**Sunnyvale**

 **\$3,650,000**  
Highest sale price
  **\$654,000**  
Lowest sale price
  **\$2,602**  
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>	Q4 2019	-	\$1,200,000	\$1,501,000	\$1,950,000	\$1,800,000	\$1,677,500
	Q4 2020	-	\$1,266,950	\$1,650,000	\$2,150,000	\$2,250,000	\$1,894,444
<b>% PRICE CHANGE</b>		-	6%	10%	10%	25%	13%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$621,000	\$970,000	\$1,290,000	\$1,452,225	-	\$1,084,000
	Q4 2020	\$730,000	\$985,000	\$1,350,000	\$1,435,500	-	\$1,242,500
<b>% PRICE CHANGE</b>		18%	2%	5%	-1%	-	15%

**Milpitas**

 **\$2,600,000**  
Highest sale price
  **\$405,000**  
Lowest sale price
  **\$1,049**  
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>	Q4 2019	-	\$929,000	\$930,000	\$1,172,500	\$1,624,900	\$1,052,500
	Q4 2020	-	\$1,060,008	\$1,107,500	\$1,355,000	\$1,562,500	\$1,202,500
<b>% PRICE CHANGE</b>		-	14%	19%	16%	-4%	14%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	-	\$756,000	\$960,000	\$1,146,940	-	\$860,000
	Q4 2020	\$664,338	\$760,500	\$1,032,550	\$1,195,000	-	\$940,000
<b>% PRICE CHANGE</b>		-	1%	8%	4%	-	9%

**Morgan Hill/ Gilroy/ San Martin**

 **\$3,650,000**  
Highest sale price
  **\$475,000**  
Lowest sale price
  **\$1,042**  
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>	Q4 2019	-	\$531,000	\$800,000	\$925,000	\$1,149,500	\$896,000
	Q4 2020	\$655,125	\$650,000	\$872,500	\$1,040,000	\$1,285,000	\$994,395
<b>% PRICE CHANGE</b>		-	22%	9%	12%	12%	11%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	-	\$565,000	\$690,107	\$835,000	-	\$645,000
	Q4 2020	-	\$587,000	\$753,000	\$843,365	-	\$677,500
<b>% PRICE CHANGE</b>		-	4%	9%	1%	-	5%

**Willow Glen (San Jose)**

 **\$3,650,000**  
Highest sale price
  **\$476,000**  
Lowest sale price
  **\$1,357**  
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>	Q4 2019	-	\$1,015,000	\$1,218,000	\$1,667,500	\$1,427,000	\$1,395,000
	Q4 2020	-	\$1,100,000	\$1,448,000	\$1,824,500	\$2,350,000	\$1,625,000
<b>% PRICE CHANGE</b>		-	8%	19%	9%	65%	16%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	-	\$652,500	\$850,000	-	-	\$730,000
	Q4 2020	\$550,500	\$855,000	\$960,000	\$800,000	-	\$852,500
<b>% PRICE CHANGE</b>		-	31%	13%	-	-	17%

**Almaden Valley (San Jose)**

 **\$4,950,000**  
Highest sale price
  **\$830,000**  
Lowest sale price
  **\$1,082**  
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>	Q4 2019	-	\$1,145,000	\$1,290,000	\$1,430,000	\$1,575,000	\$1,439,000
	Q4 2020	-	\$855,000	\$1,427,500	\$1,682,500	\$1,970,000	\$1,675,000
<b>% PRICE CHANGE</b>		-	-25%	11%	18%	25%	16%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	-	\$825,000	\$1,070,000	\$1,062,500	-	\$982,500
	Q4 2020	-	\$964,500	\$1,088,000	\$1,482,000	-	\$1,093,500
<b>% PRICE CHANGE</b>		-	17%	2%	39%	-	11%

**Cambrian (San Jose)**

 **\$3,350,000**  
Highest sale price
  **\$440,000**  
Lowest sale price
  **\$1,359**  
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>	Q4 2019	-	\$700,000	\$1,140,000	\$1,243,500	\$1,368,250	\$1,188,500
	Q4 2020	-	\$1,105,000	\$1,325,000	\$1,366,000	\$1,715,000	\$1,350,000
<b>% PRICE CHANGE</b>		-	58%	16%	10%	25%	14%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$480,000	\$610,000	\$845,000	\$834,750	-	\$762,750
	Q4 2020	\$480,000	\$615,000	\$1,100,000	-	-	\$671,000
<b>% PRICE CHANGE</b>		0%	1%	30%	-	-	-12%

**Blossom Valley (San Jose)**

 **\$1,775,000**  
Highest sale price
  **\$403,000**  
Lowest sale price
  **\$982**  
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>	Q4 2019	-	\$772,500	\$890,000	\$970,000	\$1,145,000	\$930,000
	Q4 2020	-	\$832,500	\$1,050,000	\$1,140,000	\$1,254,000	\$1,098,000
<b>% PRICE CHANGE</b>		-	8%	18%	18%	10%	18%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$459,500	\$500,000	\$698,500	\$940,000	-	\$572,500
	Q4 2020	\$475,000	\$565,750	\$717,500	\$715,000	-	\$590,000
<b>% PRICE CHANGE</b>		3%	13%	3%	-24%	-	3%

**Evergreen (San Jose)**

 **\$3,900,000**  
Highest sale price
  **\$350,000**  
Lowest sale price
  **\$998**  
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>	Q4 2019	-	\$865,000	\$930,000	\$1,325,000	\$1,892,500	\$1,225,000
	Q4 2020	-	\$884,999	\$1,015,000	\$1,417,500	\$1,989,439	\$1,380,000
<b>% PRICE CHANGE</b>		-	2%	9%	7%	5%	13%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$415,000	\$724,950	\$790,000	\$917,000	-	\$740,007
	Q4 2020	-	\$650,000	\$761,950	\$685,000	-	\$680,000
<b>% PRICE CHANGE</b>		-	-10%	-4%	-25%	-	-8%

**Central San Jose**

 **\$3,100,000**  
Highest sale price

 **\$405,000**  
Lowest sale price

 **\$1,121**  
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>	Q4 2019	\$660,000	\$849,000	\$971,500	\$1,052,500	\$1,900,000	\$934,000
	Q4 2020	\$730,000	\$890,000	\$1,000,000	\$1,180,000	\$1,780,000	\$990,500
<b>% PRICE CHANGE</b>		11%	5%	3%	12%	-6%	6%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$560,000	\$755,000	\$801,625	\$968,750	-	\$750,000
	Q4 2020	\$596,500	\$753,000	\$915,000	\$939,500	-	\$763,000
<b>% PRICE CHANGE</b>		7%	0%	14%	-3%	-	2%

**Berryessa (San Jose)**

 **\$2,430,000**  
Highest sale price

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

 **\$1,022**  
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>	Q4 2019	-	\$660,000	\$920,000	\$1,130,000	\$1,220,000	\$1,030,000
	Q4 2020	-	\$932,500	\$1,141,500	\$1,225,000	\$1,560,000	\$1,207,500
<b>% PRICE CHANGE</b>		-	41%	24%	8%	28%	17%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$425,000	\$608,500	\$922,500	\$825,000	-	\$775,000
	Q4 2020	\$475,000	\$650,000	\$900,000	\$1,100,000	-	\$827,000
<b>% PRICE CHANGE</b>		12%	7%	-2%	33%	-	7%

**South San Jose**

 **\$1,950,000**  
Highest sale price
  **\$240,000**  
Lowest sale price
  **\$841**  
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>	Q4 2019	-	\$702,000	\$765,000	\$875,000	\$924,000	\$812,500
	Q4 2020	-	\$700,000	\$835,000	\$939,944	\$1,030,000	\$875,000
<b>% PRICE CHANGE</b>		-	0%	9%	7%	11%	8%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$396,250	\$580,000	\$752,000	\$945,000	-	\$660,000
	Q4 2020	\$481,000	\$570,000	\$839,000	\$910,000	-	\$705,500
<b>% PRICE CHANGE</b>		21%	-2%	12%	-4%	-	7%

**Alum Rock (San Jose)**

 **\$2,550,000**  
Highest sale price
  **\$352,500**  
Lowest sale price
  **\$884**  
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>	Q4 2019	-	\$664,500	\$750,000	\$822,500	\$807,500	\$760,000
	Q4 2020	-	\$688,500	\$818,500	\$935,000	\$1,110,000	\$856,944
<b>% PRICE CHANGE</b>		-	4%	9%	14%	37%	13%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$352,500	\$485,000	\$584,750	-	-	\$511,500
	Q4 2020	\$402,500	\$559,950	\$660,000	\$719,500	-	\$616,500
<b>% PRICE CHANGE</b>		1%	15%	13%	-	-	21%

**Santa Teresa (San Jose)**

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

 **\$530,000**  
Lowest sale price

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

		0 - 1 B D	2 B D	3 B D	4 B D	5 B D +	A L L
<b>Single Family Median Sales Price</b>	Q4 2019	-	\$740,000	\$915,000	\$947,500	\$1,187,500	\$925,000
	Q4 2020	-	\$800,000	\$960,000	\$1,110,000	\$1,274,000	\$1,058,800
<b>% PRICE CHANGE</b>		-	8%	5%	17%	7%	14%
<b>Townhome/Condo Median Sales Price</b>	Q4 2019	\$540,000	\$665,944	\$770,000	\$965,000	-	\$722,500
	Q4 2020	\$610,000	\$721,345	\$800,000	\$950,000	-	\$825,000
<b>% PRICE CHANGE</b>		13%	8%	4%	-2%	-	14%

## 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.

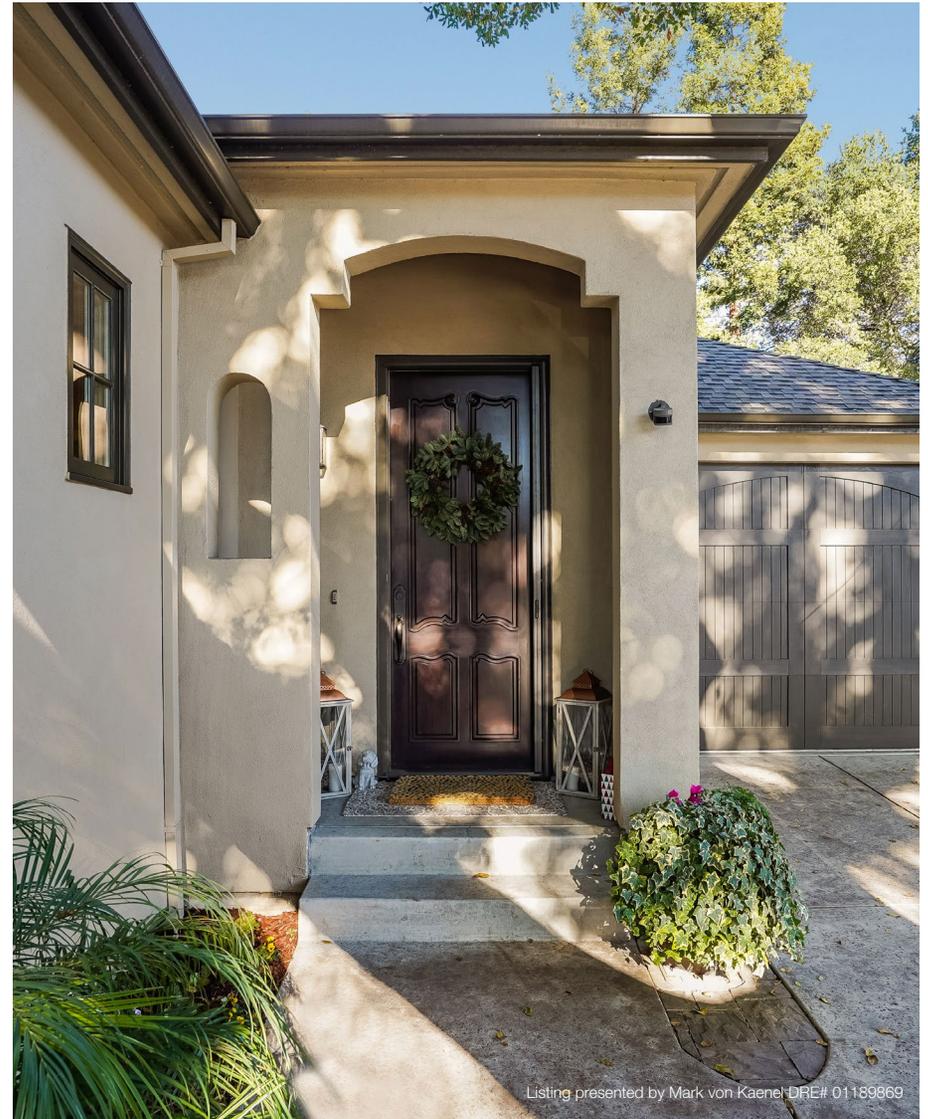


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16780 Lark Ave, Los Gatos, CA 95032

12312 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

Each Office Is Independently Owned and Operated. Equal Housing Opportunity.



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



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