



New Listings

2,364

+23% Year-over-Year

Closed Sales

2,199

+3% Year-over-Year

Median Sale Price

\$1.4M

+10% Year-over-Year

Average Price Per SqFt

\$987

+8% Year-over-Year

Total Sold Volume

\$3.8B

+6% Year-over-Year

Average Days on Market

22

-34% Year-over-Year



The 4th quarter of 2023 was defined by optimism with the continued avoidance of a deep recession a distinct possibility, year over year inflation significantly easing, strong job growth quarter over quarter (and month over month), significant drops in long term treasury yields, and hints of a reduction in the Fed Funds Rate – all of which point to an easing on the overall real estate market. Despite this optimism for the future, the residential real estate market is still in a tough spot, with mortgage rates at 20-year highs and a lack of overall inventory plaguing many markets. What the future holds is still a mystery, but it looks much brighter than previous quarter ends would have suggested.

The below data and report provide a snapshot of performance in the local real estate market over the past quarter, and potentially provides a glimpse into the future.

The overall market performed surprisingly well despite a typical seasonal slowdown and persistently high mortgage rates. As expected, overall sales were down over the previous 2 quarters – but up about 3% year over year. Following this, total dollar volume was down off Q2 and Q3, but up 6% year over year. New Listing followed the same trend too but were surprisingly up 23% over Q4 2022. Average days properties sat on the market increased by a couple over the previous quarter but were down over a week from Q4 2022 and close to records we saw a few years ago. The average sold price exceeded the average list price by approximately 20%.

Overall sold prices followed the above, where they predominantly rose year over year, but slightly down quarter over quarter – which has been typical of Q4 over the past several years.

Joe Han

Joe Han | General Manager & Senior VP

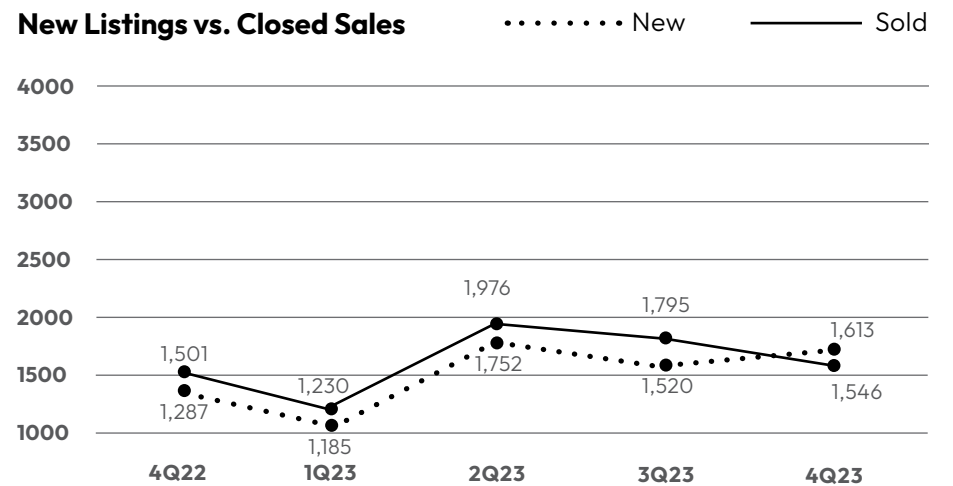


The Single-Family segment performed very similarly to the overall market, with new listings and transactions down quarter over quarter – but up year over year (23% and 3%). Average days on the market fell by over a week from Q4 2022 and were only slightly up over Q2 and Q3. Total Dollar Volume increased by 6% YoY and eclipsed \$3BB in total transactions. The avg sold price vs list price was 93% but was skewed by a few large outliers. Diving down into submarkets and bedroom type, the most transactions occurred in the Morgan Hill submarket with the largest average Year over Year price increase occurring in the Evergreen submarket at 21%. Overall, 21 of the 23 submarkets saw year over year increases. The largest overall transaction occurred in Palo Alto and eclipsed \$7.6M. When looking at properties by number of bedrooms – all were up year over year, but down over the previous quarter. The largest year over year increase was in the 1-bedroom category, which was up 29% year over year.

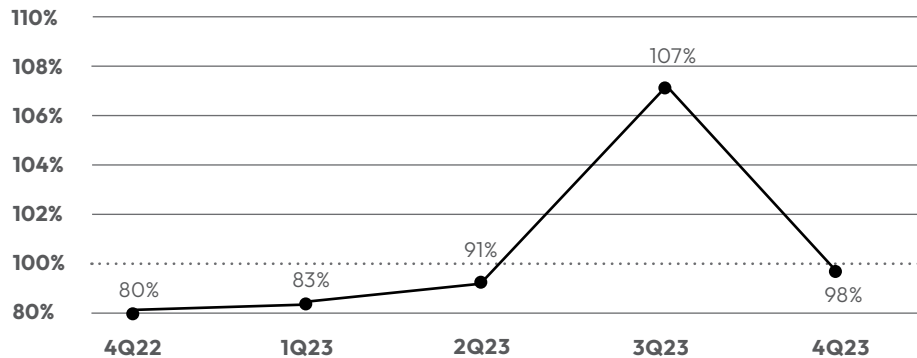
Median Sales Price

| | 0-1BD | 2BD | 3BD | 4BD | 5+BD | ALL |
|-------------|-----------|-------------|-------------|-------------|-------------|--------------------|
| 4Q22 | \$765,000 | \$1,100,000 | \$1,400,000 | \$1,700,100 | \$2,300,000 | \$1,550,000 |
| 1Q23 | \$770,000 | \$1,012,500 | \$1,400,000 | \$1,715,000 | \$2,225,000 | \$1,564,400 |
| 2Q23 | \$825,000 | \$1,103,500 | \$1,605,000 | \$2,025,000 | \$2,760,000 | \$1,800,000 |
| 3Q23 | \$840,000 | \$1,300,000 | \$1,610,000 | \$1,888,000 | \$2,805,000 | \$1,782,000 |
| 4Q23 | \$987,500 | \$1,284,000 | \$1,505,000 | \$1,802,500 | \$2,450,000 | \$1,700,000 |

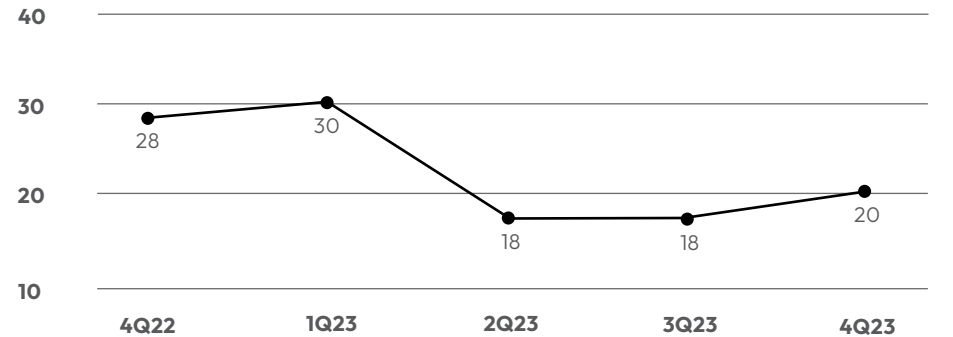
New Listings vs. Closed Sales



Median Sales Price vs. Original Asking Price



Average Days on Market

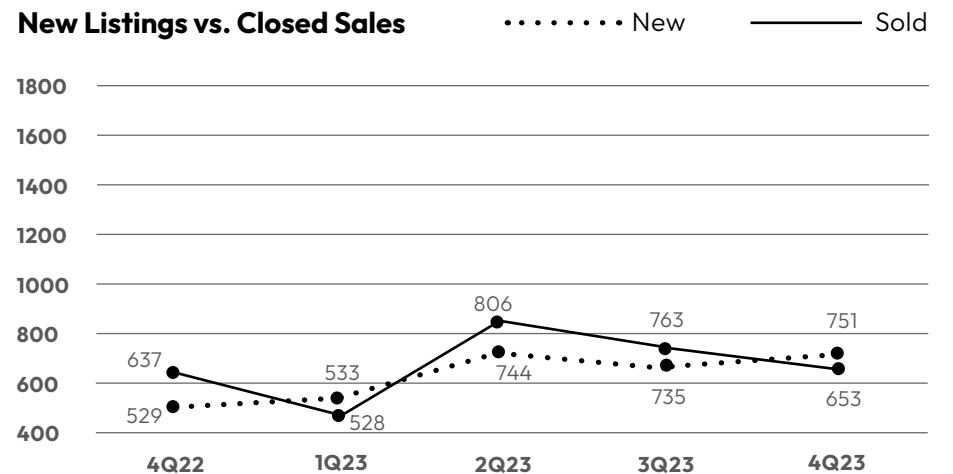


Like a broken record, townhomes and condos follow the overall market and single-family homes – with transactions up year over year, but down quarter over quarter. New listings were significantly up, and even surpassed Q2 and Q3. Dollar volume was up 7% year over year and edged close to \$700M in total volume. The average listing price was up 4% with the average sold price up 6% - with the average sold price beating out the listing price by 6%. The most transactions occurred in the Central San Jose submarket. The largest average year over year price increase occurred in the South San Jose submarket – at a very strong 35%. Like Single Family Homes, the largest individual transaction occurred in the Palo Alto submarket. All but 5 of the individual submarkets saw year over year price increases, and most of those that fell were essentially flat year over year. When looking at properties by bedroom type, all but the 1 BR category was up – with 3 and 4 BR types up about 10% each (YoY).

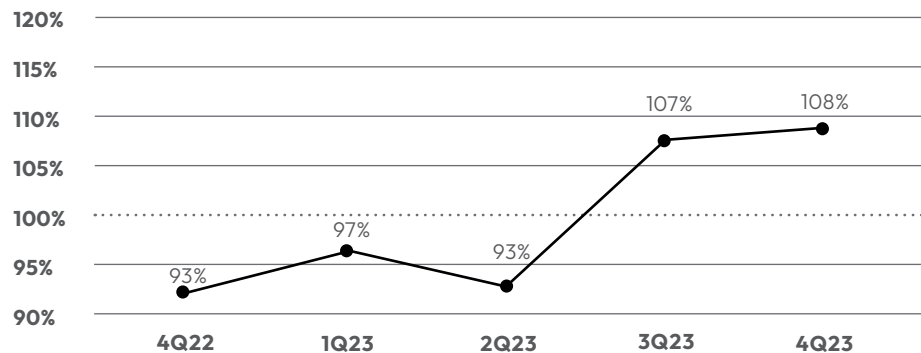
Median Sales Price

| | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 + B D | ALL |
|-------------|-----------|-----------|-------------|-------------|-------------|------------------|
| 4Q22 | \$575,000 | \$797,500 | \$1,110,888 | \$1,300,000 | \$1,780,000 | \$880,000 |
| 1Q23 | \$525,000 | \$779,000 | \$1,175,000 | \$1,325,000 | - | \$872,500 |
| 2Q23 | \$585,000 | \$870,000 | \$1,205,000 | \$1,375,000 | - | \$982,944 |
| 3Q23 | \$569,000 | \$866,475 | \$1,254,500 | \$1,360,000 | - | \$975,000 |
| 4Q23 | \$545,000 | \$839,500 | \$1,208,601 | \$1,430,000 | \$2,029,000 | \$940,000 |

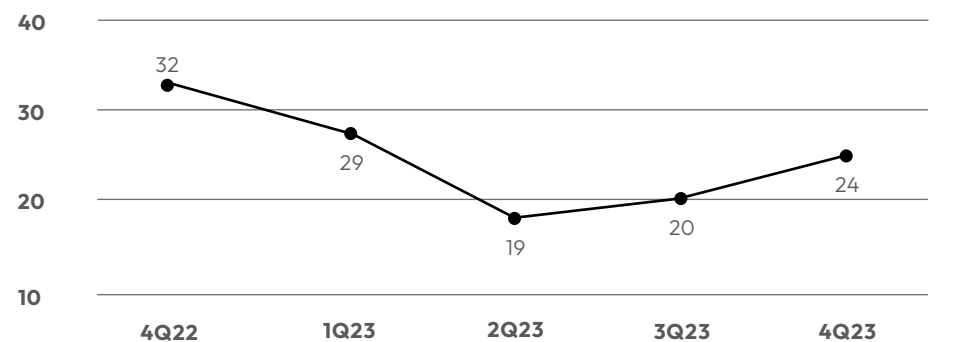
New Listings vs. Closed Sales



Median Sales Price vs. Original Asking Price

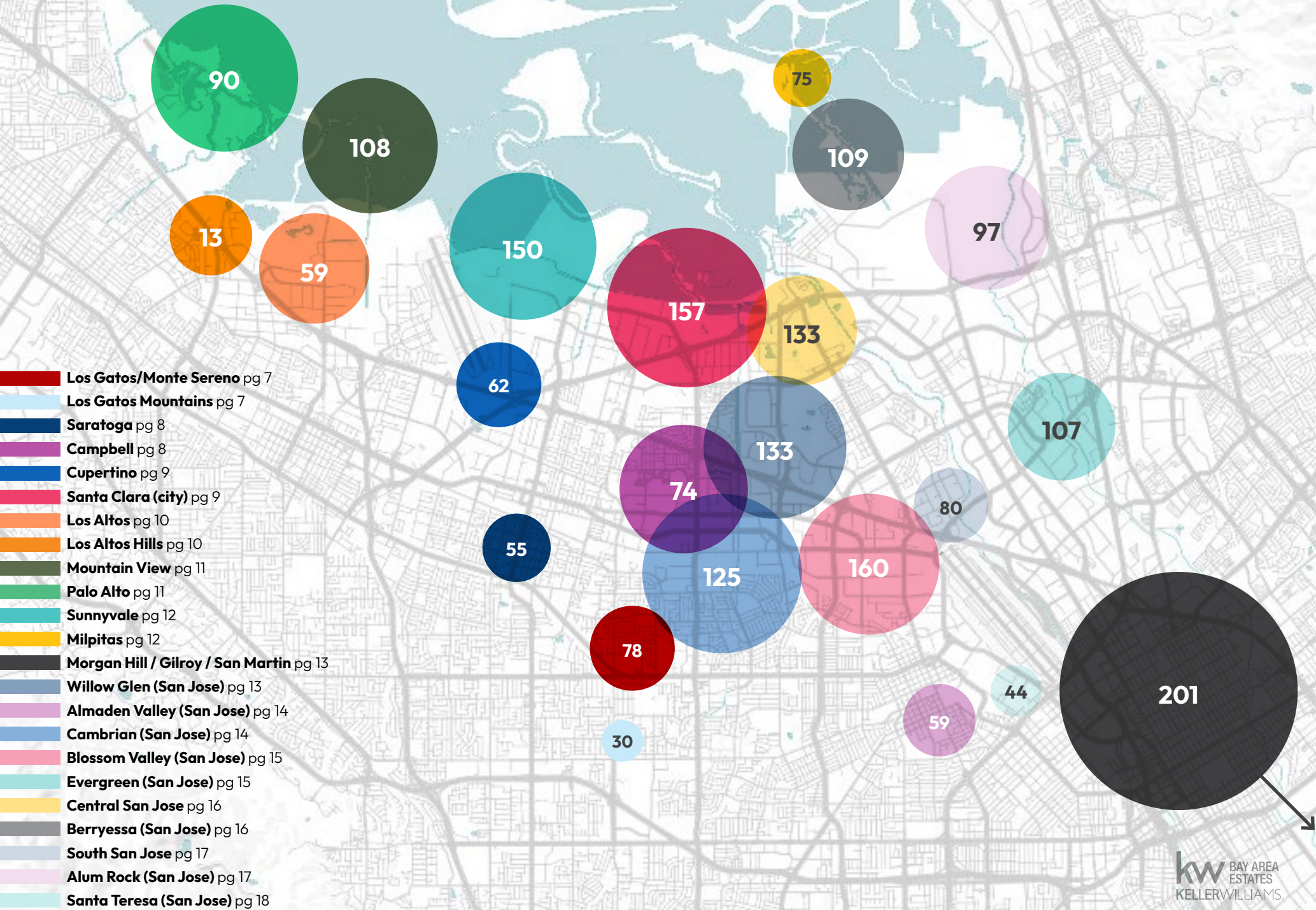


Average Days on Market




Santa Clara County Number of Sales


Q4 2023



Los Gatos/ Monte Sereno


 **\$6,750,000**
Highest sale price

 **\$525,000**
Lowest sale price


 **\$2,160**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | \$765,000 | \$2,007,000 | \$2,582,500 | \$2,769,000 | \$3,255,000 | \$2,723,250 |
| | Q4 2023 | - | \$2,150,000 | \$2,605,000 | \$3,072,500 | \$3,525,000 | \$2,928,000 |
| % Price Change | | - | 7% | 1% | 11% | 8% | 8% |
| Townhome/Condo Median Sales Price | Q4 2022 | - | \$695,000 | \$1,548,500 | - | - | \$1,320,000 |
| | Q4 2023 | \$755,000 | \$899,000 | \$1,959,000 | - | - | \$1,575,000 |
| % Price Change | | - | 29% | 27% | - | - | 19% |

Los Gatos Mountains

 **\$2,750,000**
Highest sale price

 **\$0**
Lowest sale price


 **\$2,138**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-----------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | \$650,000 | \$802,500 | \$1,365,000 | \$1,342,500 | \$1,999,000 | \$1,162,000 |
| | Q4 2023 | - | \$824,500 | \$1,235,000 | \$1,380,000 | \$2,052,500 | \$1,252,500 |
| % Price Change | | - | 3% | -10% | 3% | 3% | 8% |
| Townhome/Condo Median Sales Price | Q4 2022 | - | - | - | - | - | - |
| | Q4 2023 | - | - | - | - | - | - |
| % Price Change | | - | - | - | - | - | - |

Saratoga

 **\$6,532,500**
Highest sale price

 **\$1,028,000**
Lowest sale price


 **\$2,167**
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 2022 | - | \$2,316,500 | \$2,525,000 | \$3,580,000 | \$3,762,500 | \$3,425,000 |
| | Q4 2023 | - | - | \$3,000,000 | \$3,710,000 | \$4,450,000 | \$3,500,000 |
| % Price Change | | - | - | 19% | 4% | 18% | 2% |
| Townhome/Condo Median Sales Price | Q4 2022 | - | \$1,212,500 | \$1,735,000 | - | - | \$1,257,500 |
| | Q4 2023 | - | \$1,109,000 | \$1,617,500 | - | - | \$1,487,500 |
| % Price Change | | - | -9% | -7% | - | - | 18% |

Campbell

 **\$4,500,000**
Highest sale price

 **\$540,000**
Lowest sale price

 **\$1,588**
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 2022 | - | - | \$1,588,000 | \$1,800,000 | \$2,450,000 | \$1,680,000 |
| | Q4 2023 | - | - | \$1,622,500 | \$1,945,000 | \$3,300,000 | \$1,874,000 |
| % Price Change | | - | - | 2% | 8% | 35% | 12% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$533,500 | \$825,000 | \$1,201,000 | \$1,800,000 | - | \$1,003,000 |
| | Q4 2023 | \$555,000 | \$795,000 | \$1,300,000 | \$1,815,000 | - | \$1,034,000 |
| % Price Change | | 4% | -4% | 8% | 1% | - | 3% |

Cupertino

 **\$5,550,000**
Highest sale price

 **\$325,000**
Lowest sale price


 **\$2,909**
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 2022 | - | \$1,910,000 | \$2,575,000 | \$2,650,000 | \$3,460,000 | \$2,612,000 |
| | Q4 2023 | - | \$325,000 | \$2,638,000 | \$3,244,444 | \$3,904,597 | \$3,060,000 |
| % Price Change | | - | -83% | 2% | 22% | 13% | 17% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$810,000 | \$1,080,000 | - | - | \$1,780,000 | \$1,020,000 |
| | Q4 2023 | \$800,000 | \$1,235,000 | \$1,624,980 | \$2,019,000 | - | \$1,310,000 |
| % Price Change | | -1% | 14% | - | - | - | 28% |

Santa Clara (city)

 **\$3,600,000**
Highest sale price


 **\$444,000**
Lowest sale price

 **\$1,892**
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 2022 | - | \$1,170,000 | \$1,535,000 | \$1,820,000 | \$2,001,000 | \$1,572,500 |
| | Q4 2023 | - | \$1,305,000 | \$1,617,500 | \$1,937,500 | \$2,097,500 | \$1,737,000 |
| % Price Change | | - | 12% | 5% | 6% | 5% | 10% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$540,000 | \$880,000 | \$1,161,500 | \$1,400,000 | - | \$977,000 |
| | Q4 2023 | \$485,000 | \$824,500 | \$1,372,500 | \$1,450,000 | - | \$982,440 |
| % Price Change | | -10% | -6% | 18% | 4% | - | 1% |

Los Altos

 **\$9,500,000**
Highest sale price

 **\$990,000**
Lowest sale price


 **\$2,400**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-------------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | \$3,450,000 | \$3,345,000 | \$4,200,000 | \$4,960,000 | \$3,940,000 |
| | Q4 2023 | \$1,150,000 | \$1,305,000 | \$3,375,000 | \$4,455,000 | \$5,400,000 | \$4,350,000 |
| % Price Change | | - | -62% | 1% | 6% | 9% | 10% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$992,500 | \$1,942,500 | \$1,925,000 | - | - | \$1,650,000 |
| | Q4 2023 | - | \$1,288,000 | \$1,600,000 | \$2,170,500 | - | \$1,537,500 |
| % Price Change | | - | -34% | -17% | - | - | -7% |

Los Altos Hills


 **\$16,250,019**
Highest sale price


 **\$0**
Lowest sale price


 **\$2,358**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | - | \$5,200,000 | \$3,900,000 | \$8,325,000 | \$5,250,000 |
| | Q4 2023 | - | \$3,380,000 | \$4,387,500 | \$5,125,000 | \$6,250,000 | \$5,000,000 |
| % Price Change | | - | - | -16% | 31% | -25% | -5% |
| Townhome/Condo Median Sales Price | Q4 2022 | - | - | - | - | - | - |
| | Q4 2023 | - | - | - | - | - | - |
| % Price Change | | - | - | - | - | - | - |

Mountain View


 **\$4,500,000**
Highest sale price

 **\$529,000**
Lowest sale price


 **\$2,568**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | \$1,950,000 | \$2,324,000 | \$2,697,500 | \$3,444,000 | \$2,350,000 |
| | Q4 2023 | - | \$1,600,000 | \$2,500,000 | \$3,128,000 | \$3,835,000 | \$2,500,500 |
| % Price Change | | - | -18% | 8% | 16% | 11% | 6% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$562,500 | \$940,000 | \$1,550,000 | \$1,849,000 | - | \$1,200,000 |
| | Q4 2023 | \$621,000 | \$1,212,500 | \$1,495,000 | \$1,836,000 | \$2,029,000 | \$1,290,000 |
| % Price Change | | 10% | 29% | -4% | -1% | - | 8% |

Palo Alto


 **\$7,608,000**
Highest sale price

 **\$868,000**
Lowest sale price


 **\$2,844**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-------------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | \$2,000,000 | \$2,712,000 | \$2,950,000 | \$3,510,000 | \$3,867,500 | \$3,302,500 |
| | Q4 2023 | - | \$2,233,500 | \$2,775,400 | \$3,905,000 | \$4,100,000 | \$3,050,000 |
| % Price Change | | - | -18% | -6% | 11% | 6% | -8% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$655,000 | \$1,034,500 | \$1,850,000 | - | - | \$1,462,750 |
| | Q4 2023 | - | \$1,594,000 | \$1,609,500 | - | - | \$1,600,000 |
| % Price Change | | - | 54% | -13% | - | - | 9% |

Sunnyvale

 **\$3,798,000**
Highest sale price

 **\$560,000**
Lowest sale price


 **\$2,049**
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 2022 | - | \$1,500,000 | \$1,835,000 | \$2,525,000 | \$2,820,000 | \$2,207,000 |
| | Q4 2023 | - | \$1,550,000 | \$2,138,000 | \$2,680,000 | \$2,900,000 | \$2,362,500 |
| % Price Change | | - | 3% | 17% | 6% | 3% | 7% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$607,450 | \$930,000 | \$1,325,000 | \$1,765,000 | - | \$1,263,000 |
| | Q4 2023 | \$560,000 | \$1,042,500 | \$1,482,000 | \$1,818,500 | - | \$1,282,500 |
| % Price Change | | -8% | 12% | 12% | 3% | - | 2% |

Milpitas


 **\$3,400,000**
Highest sale price

 **\$485,000**
Lowest sale price


 **\$1,135**
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 2022 | - | \$1,178,500 | \$1,345,000 | \$1,457,500 | \$1,475,444 | \$1,400,000 |
| | Q4 2023 | - | \$1,170,500 | \$1,421,234 | \$1,600,000 | \$1,765,000 | \$1,530,000 |
| % Price Change | | - | -1% | 6% | 10% | 20% | 9% |
| Townhome/Condo Median Sales Price | Q4 2022 | - | \$838,000 | \$1,174,453 | \$1,517,000 | - | \$1,055,000 |
| | Q4 2023 | \$638,000 | \$912,500 | \$1,280,000 | \$1,227,500 | - | \$960,000 |
| % Price Change | | - | 9% | 9% | -19% | - | -9% |

Morgan Hill / Gilroy / San Martin

 **\$4,000,000**
Highest sale price

 **\$435,000**
Lowest sale price


 **\$1,595**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-------------|-----------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | \$850,000 | \$965,000 | \$1,300,000 | \$1,500,000 | \$1,175,000 |
| | Q4 2023 | \$2,000,000 | \$725,000 | \$1,046,888 | \$1,330,000 | \$1,620,000 | \$1,290,000 |
| % Price Change | | - | -15% | 8% | 2% | 8% | 10% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$590,000 | \$749,800 | \$905,000 | \$1,085,000 | - | \$866,000 |
| | Q4 2023 | \$469,000 | \$647,500 | \$869,000 | \$1,000,000 | - | \$855,000 |
| % Price Change | | -21% | -14% | -4% | -8% | - | -1% |

Willow Glen (San Jose)

 **\$4,425,000**
Highest sale price


 **\$525,000**
Lowest sale price


 **\$2,405**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | \$825,000 | \$1,275,000 | \$1,476,000 | \$1,955,000 | \$2,350,000 | \$1,700,000 |
| | Q4 2023 | \$825,000 | \$1,490,000 | \$1,710,500 | \$2,135,000 | \$2,275,000 | \$1,857,500 |
| % Price Change | | 0% | 17% | 16% | 9% | -3% | 9% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$555,000 | \$867,000 | \$1,020,000 | \$830,000 | - | \$871,000 |
| | Q4 2023 | \$527,000 | \$894,500 | \$1,225,000 | - | - | \$1,000,000 |
| % Price Change | | -5% | 3% | 20% | - | - | 15% |

Almaden Valley (San Jose)

 **\$5,400,000**
Highest sale price

 **\$1,000,000**
Lowest sale price


 **\$1,278**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | - | \$1,700,000 | \$1,999,999 | \$2,450,000 | \$1,999,999 |
| | Q4 2023 | - | - | \$1,300,000 | \$2,288,888 | \$2,367,500 | \$2,120,000 |
| % Price Change | | - | - | -24% | 14% | -3% | 6% |
| Townhome/Condo Median Sales Price | Q4 2022 | - | \$949,000 | \$1,287,500 | - | - | \$1,187,500 |
| | Q4 2023 | - | \$1,160,000 | \$1,200,000 | \$1,830,000 | - | \$1,200,000 |
| % Price Change | | - | 22% | -7% | - | - | 1% |

Cambrian (San Jose)

 **\$3,785,000**
Highest sale price

 **\$545,000**
Lowest sale price


 **\$1,561**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-----------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | - | \$1,410,000 | \$1,650,000 | \$2,055,000 | \$1,500,000 |
| | Q4 2023 | - | - | \$1,500,000 | \$1,870,000 | \$2,355,000 | \$1,700,000 |
| % Price Change | | - | - | 6% | 13% | 15% | 13% |
| Townhome/Condo Median Sales Price | Q4 2022 | - | \$642,450 | \$1,030,000 | \$1,200,000 | - | \$790,000 |
| | Q4 2023 | \$545,000 | \$772,590 | \$1,090,000 | - | - | \$870,000 |
| % Price Change | | - | 20% | 6% | - | - | 10% |

Blossom Valley (San Jose)

 **\$2,301,000**
Highest sale price


 **\$450,000**
Lowest sale price


 **\$1,212**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | \$1,030,000 | \$1,220,000 | \$1,300,000 | \$1,410,500 | \$1,299,444 |
| | Q4 2023 | - | - | \$1,338,000 | \$1,500,000 | \$1,510,000 | \$1,415,000 |
| % Price Change | | - | - | 10% | 15% | 7% | 9% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$480,000 | \$600,000 | \$775,000 | \$845,000 | - | \$630,000 |
| | Q4 2023 | \$522,000 | \$675,000 | \$877,500 | \$1,219,000 | - | \$690,000 |
| % Price Change | | 9% | 13% | 13% | 44% | - | 10% |

Evergreen (San Jose)

 **\$5,800,000**
Highest sale price

 **\$443,625**
Lowest sale price


 **\$1,164**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | \$991,000 | \$1,114,350 | \$1,741,000 | \$2,090,000 | \$1,330,000 |
| | Q4 2023 | - | \$1,300,000 | \$1,270,000 | \$1,626,000 | \$2,310,000 | \$1,615,000 |
| % Price Change | | - | 31% | 14% | -7% | 11% | 21% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$450,500 | \$750,000 | \$932,500 | - | - | \$765,000 |
| | Q4 2023 | \$446,813 | \$600,000 | \$858,000 | - | - | \$675,000 |
| % Price Change | | -1% | -20% | -8% | - | - | -12% |

Central San Jose (San Jose)

 **\$4,625,000**
Highest sale price


 **\$382,000**
Lowest sale price


 **\$1,389**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-----------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | \$750,000 | \$970,000 | \$1,169,444 | \$1,525,000 | \$1,400,000 | \$1,137,000 |
| | Q4 2023 | \$750,000 | \$915,000 | \$1,292,000 | \$1,525,000 | \$1,373,000 | \$1,250,000 |
| % Price Change | | 0% | -6% | 10% | 0% | -2% | 10% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$585,000 | \$773,000 | \$892,500 | - | - | \$772,444 |
| | Q4 2023 | \$575,000 | \$769,800 | \$1,010,000 | \$1,100,000 | - | \$772,400 |
| % Price Change | | -2% | 0% | 13% | - | - | 0% |

Berryessa (San Jose)


 **\$2,605,000**
Highest sale price

 **\$406,000**
Lowest sale price


 **\$1,258**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-------------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | \$937,500 | \$1,270,000 | \$1,415,000 | \$1,728,000 | \$1,400,000 |
| | Q4 2023 | - | \$1,000,000 | \$1,300,000 | \$1,625,000 | \$1,778,000 | \$1,490,000 |
| % Price Change | | - | 7% | 2% | 15% | 3% | 6% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$482,500 | \$705,000 | \$965,000 | \$1,172,500 | - | \$911,944 |
| | Q4 2023 | \$585,000 | \$705,000 | \$1,107,000 | \$1,381,500 | - | \$841,000 |
| % Price Change | | 21% | 0% | 15% | 18% | - | -8% |

South San Jose (San Jose)


 **\$1,900,000**
Highest sale price

 **\$515,000**
Lowest sale price


 **\$1,122**
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 2022 | - | - | \$998,500 | \$1,071,000 | \$1,249,500 | \$1,065,000 |
| | Q4 2023 | - | \$1,050,000 | \$1,105,000 | \$1,135,000 | \$1,600,000 | \$1,105,000 |
| % Price Change | | - | - | 11% | 6% | 28% | 4% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$544,500 | \$555,000 | \$1,042,500 | \$1,130,000 | - | \$635,000 |
| | Q4 2023 | \$740,000 | \$839,500 | \$1,009,444 | \$1,012,000 | - | \$855,000 |
| % Price Change | | 36% | 51% | -3% | -10% | - | 35% |

Alum Rock (San Jose)


 **\$3,615,000**
Highest sale price


 **\$414,000**
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 |
|--|---------|-----------|-----------|-----------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | \$760,000 | \$900,000 | \$1,107,500 | \$1,110,000 | \$983,000 |
| | Q4 2023 | - | \$956,000 | \$972,500 | \$1,165,000 | \$1,365,000 | \$1,002,000 |
| % Price Change | | - | 26% | 8% | 5% | 23% | 2% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$397,500 | \$540,000 | \$712,500 | \$840,000 | - | \$545,000 |
| | Q4 2023 | \$425,000 | \$717,000 | \$670,000 | - | - | \$633,500 |
| % Price Change | | 7% | 33% | -6% | - | - | 16% |

Santa Teresa (San Jose)

 **\$2,150,000**
Highest sale price

 **\$635,000**
Lowest sale price

 **\$1,143**
Highest price/sqft

| | | 0 - 1 B D | 2 B D | 3 B D | 4 B D | 5 B D + | A L L |
|--|---------|-----------|-----------|-------------|-------------|-------------|-------------|
| Single Family Median Sales Price | Q4 2022 | - | - | \$1,122,500 | \$1,247,750 | \$1,520,000 | \$1,229,000 |
| | Q4 2023 | - | - | \$1,230,000 | \$1,505,000 | \$1,622,500 | \$1,277,500 |
| % Price Change | | - | - | 10% | 21% | 7% | 4% |
| Townhome/Condo Median Sales Price | Q4 2022 | \$620,000 | \$750,000 | \$1,001,940 | \$1,280,000 | - | \$840,000 |
| | Q4 2023 | \$638,000 | \$762,500 | \$1,039,000 | \$1,286,616 | - | \$982,880 |
| % Price Change | | 3% | 2% | 4% | 1% | - | 17% |

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 Andy Sweat DRE# 01974462



kwbae.com | 408.560.9000

16780 Lark Ave, Los Gatos, CA 95032

12820 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

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Market report prepared by Jim Haas, Eugene Luu, and Joe Han.

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16780 Lark Ave, Los Gatos, CA 95032

12820 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

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