



# Santa Clara County

Real Estate Market Minute | January 2026



# Santa Clara County – Residential – Single Family 2025 vs 2024

↑ 14

Median Days on Market  
Compared to 11

↓ 492

Closed Sales  
Compared to 562



\$1.8M

Median Price  
Compared to \$1.8M

↓ 245

New Listings  
Compared to 269

↓ 103%

Sale to List Price Ratio  
Compared to 105%

## Santa Clara County – Residential – Common Interest 2025 vs 2024

↓ 24

Median Days on Market  
Compared to 26



**\$920.2K**

Median Price  
Compared to \$1.0M

↓ 235

Closed Sales  
Compared to 278

↑ 134

New Listings  
Compared to 111

↓ 100%

Sale to List Price Ratio  
Compared to 101%

# December 2025 Market Trends

Aculist provides real estate content for your sales and marketing needs.

# Market Trends – December 2025 in Santa Clara County

## Pricing Trends

Median price for both the single family and common interest markets are down, often the case this time of year. Single family is just below the median price in Dec. 2025, common interest much lower than last year.

## Transactional Trends

Decreases in the number of transactions are common during the holiday season, this year we saw fewer closed sales in both the single family and common interest markets, but a year over year increase in new listings for the latter.

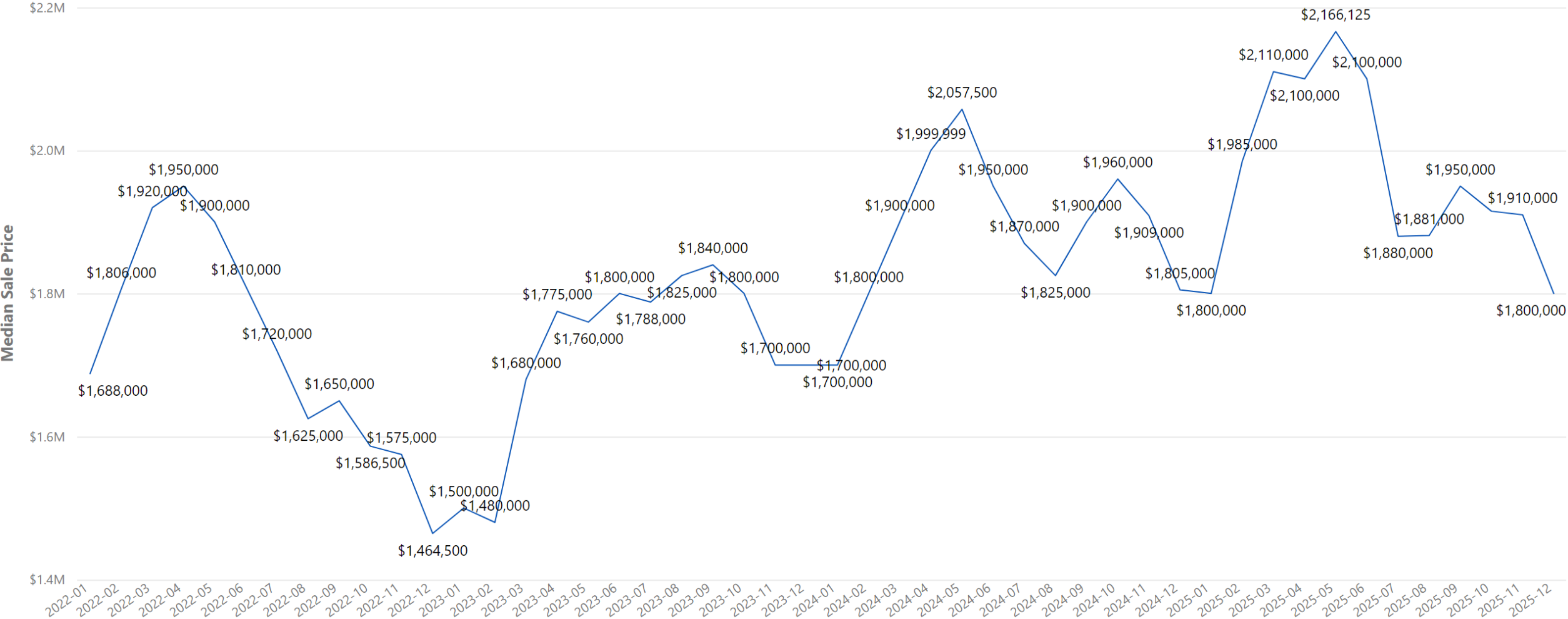
## Competitive Analysis

The number of days on market increased in the single family market, as well as a small decrease in the sale to list price ratio, was great for buyers. The common interest market stats were the same as November in both categories.

Data reliable but not guaranteed. MLSListings/Aculist cannot provide advice or make forward-looking statements about the real estate market.

# Santa Clara County - Median Sale Price

CountyName ● Santa Clara



# Santa Clara County - Increased Median Price

| City          | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Palo Alto     | \$4,125,500       | \$3,400,000                 | 21%                        |
| Saratoga      | \$4,230,000       | \$3,700,000                 | 14%                        |
| Los Gatos     | \$3,112,500       | \$2,750,000                 | 13%                        |
| Gilroy        | \$1,082,500       | \$1,000,000                 | 8%                         |
| Mountain View | \$3,075,000       | \$3,010,263                 | 2%                         |

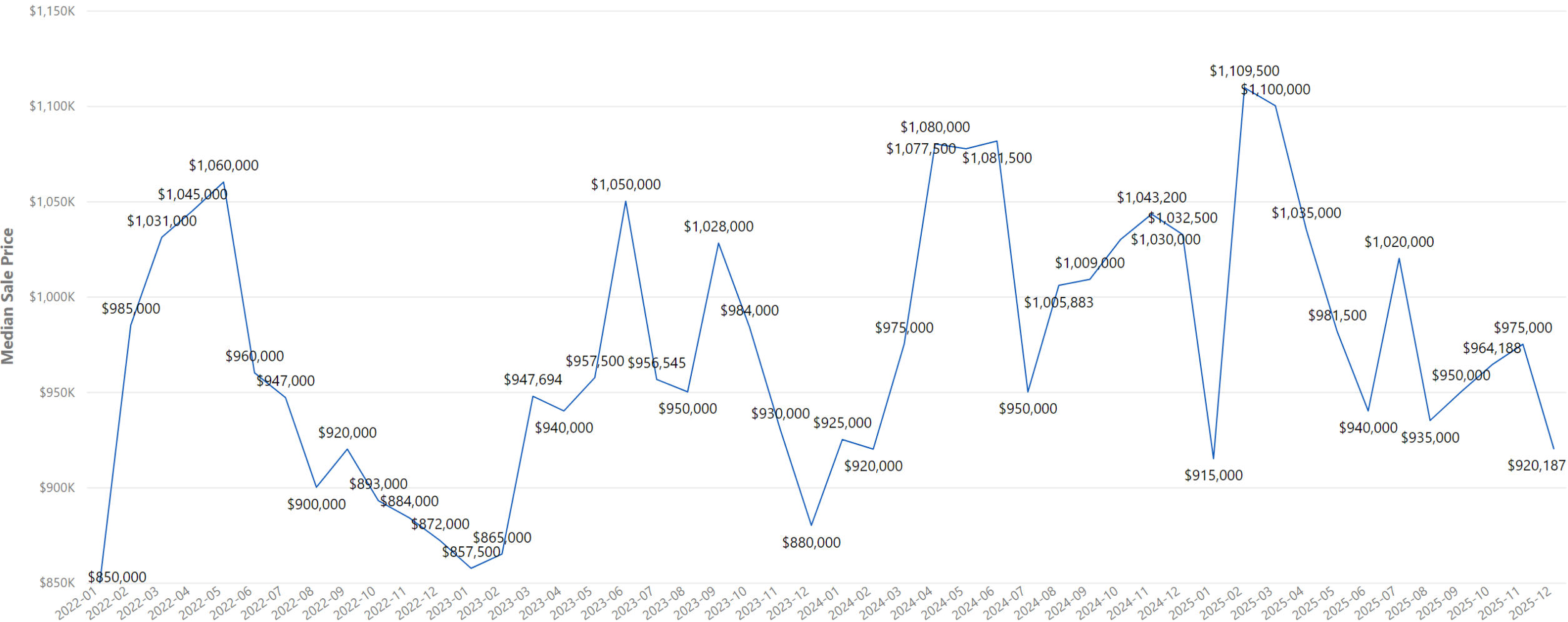
# Santa Clara County - Decreased Median Price

| City            | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|-----------------|-------------------|-----------------------------|----------------------------|
| Watsonville     | \$0               | \$830,000                   | -100%                      |
| Monte Sereno    | \$4,355,000       | \$6,142,500                 | -29%                       |
| San Martin      | \$1,644,444       | \$1,960,000                 | -16%                       |
| Sunnyvale       | \$2,200,500       | \$2,520,000                 | -13%                       |
| Los Altos       | \$4,450,000       | \$5,000,000                 | -11%                       |
| Campbell        | \$2,140,000       | \$2,337,500                 | -8%                        |
| Morgan Hill     | \$1,305,000       | \$1,420,000                 | -8%                        |
| Milpitas        | \$1,450,500       | \$1,567,500                 | -7%                        |
| Cupertino       | \$3,200,000       | \$3,450,000                 | -7%                        |
| Alviso          | \$990,000         | \$1,040,000                 | -5%                        |
| San Jose        | \$1,590,000       | \$1,647,500                 | -3%                        |
| Los Altos Hills | \$5,400,000       | \$5,543,000                 | -3%                        |
| Santa Clara     | \$1,872,000       | \$1,894,000                 | -1%                        |



# Santa Clara County - Median Sale Price

CountyName ● Santa Clara



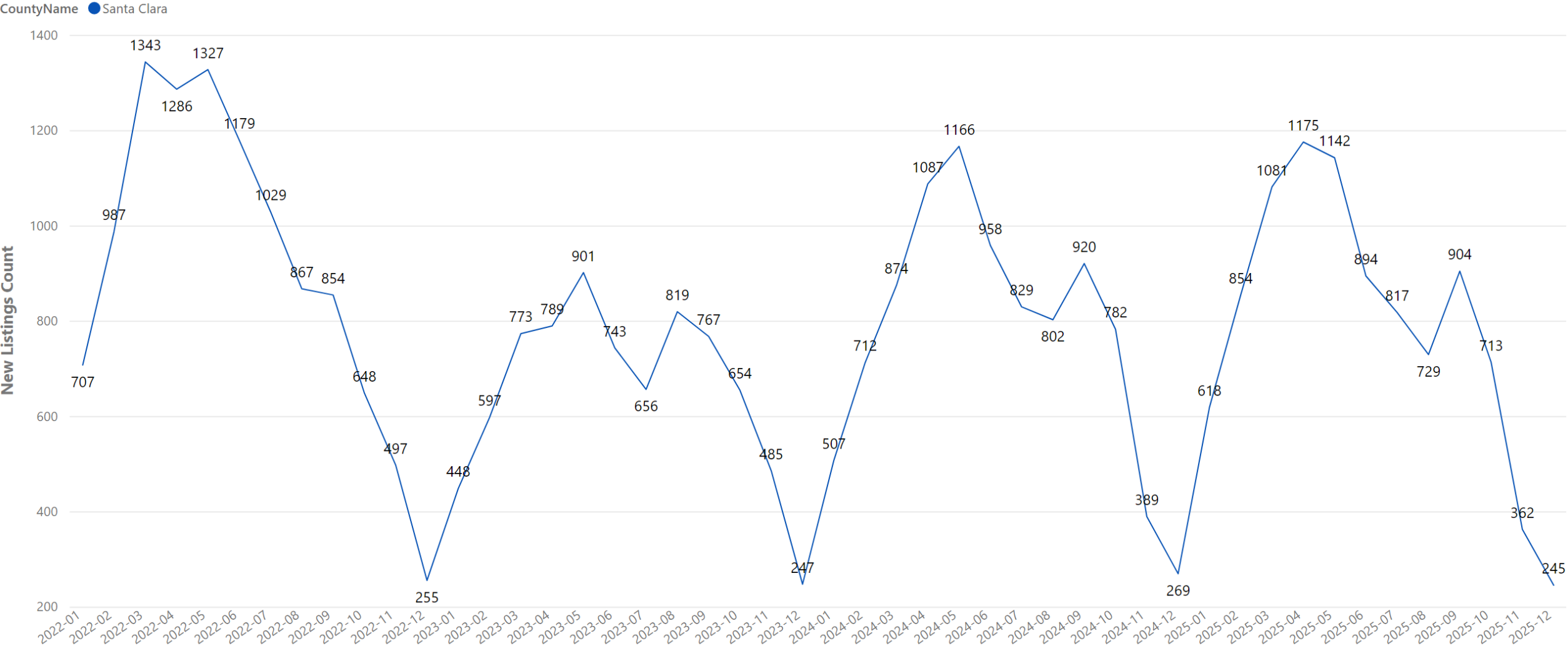
# Santa Clara County - Increased Median Price

| City          | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Gilroy        | \$600,000         | \$0                         | N/A                        |
| Saratoga      | \$2,027,385       | \$1,350,000                 | 50%                        |
| Mountain View | \$1,489,000       | \$1,190,000                 | 25%                        |
| Morgan Hill   | \$893,256         | \$775,000                   | 15%                        |
| Milpitas      | \$1,125,000       | \$1,067,000                 | 5%                         |
| Campbell      | \$737,662         | \$706,500                   | 4%                         |
| Palo Alto     | \$1,420,000       | \$1,420,000                 | 0%                         |

## Santa Clara County - Decreased Median Price

| City        | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|-------------|-------------------|-----------------------------|----------------------------|
| Los Gatos   | \$955,000         | \$1,490,000                 | -36%                       |
| Los Altos   | \$1,740,000       | \$2,360,000                 | -26%                       |
| Cupertino   | \$1,635,000       | \$1,870,000                 | -13%                       |
| Sunnyvale   | \$1,400,000       | \$1,600,000                 | -13%                       |
| Santa Clara | \$1,060,000       | \$1,210,000                 | -12%                       |
| San Jose    | \$795,000         | \$800,000                   | -1%                        |

# Santa Clara County - New Listings



# Santa Clara County - Increased New Listings

| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Campbell      | 8                      | 2                      | 300%                  |
| Cupertino     | 11                     | 5                      | 120%                  |
| Sunnyvale     | 16                     | 10                     | 60%                   |
| Santa Clara   | 20                     | 13                     | 54%                   |
| San Martin    | 3                      | 2                      | 50%                   |
| Morgan Hill   | 17                     | 12                     | 42%                   |
| Mountain View | 8                      | 6                      | 33%                   |
| Palo Alto     | 9                      | 8                      | 13%                   |
| Gilroy        | 13                     | 12                     | 8%                    |
| Milpitas      | 8                      | 8                      | 0%                    |

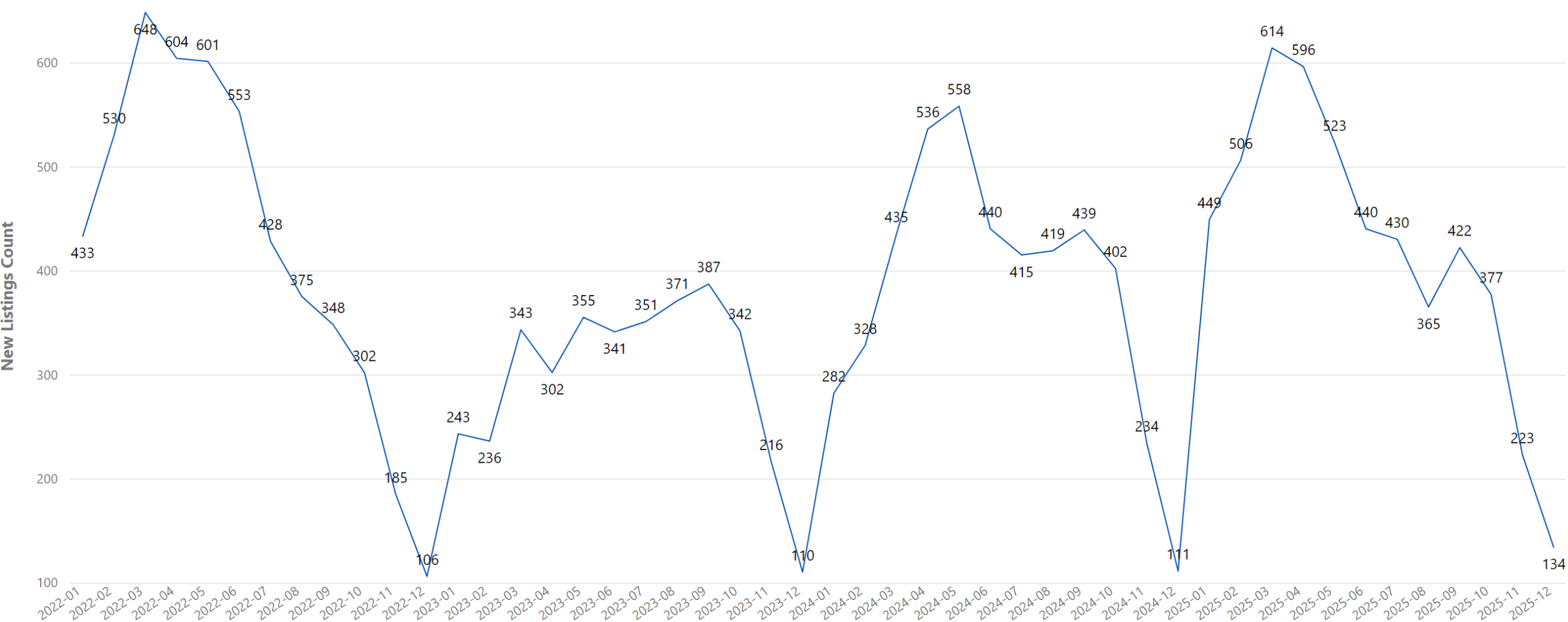


# Santa Clara County - Decreased New Listings

| City      | New Listings This Year | New Listings Last Year | % New Listings Change |
|-----------|------------------------|------------------------|-----------------------|
| Saratoga  | 3                      | 9                      | -67%                  |
| Los Gatos | 9                      | 13                     | -31%                  |
| San Jose  | 117                    | 159                    | -26%                  |
| Los Altos | 3                      | 4                      | -25%                  |

# Santa Clara County - New Listings

CountyName ● Santa Clara



# Santa Clara County - Increased New Listings

| City        | New Listings This Year | New Listings Last Year | % New Listings Change |
|-------------|------------------------|------------------------|-----------------------|
| Morgan Hill | 9                      | 3                      | 200%                  |
| Saratoga    | 3                      | 2                      | 50%                   |
| Santa Clara | 6                      | 4                      | 50%                   |
| San Jose    | 84                     | 60                     | 40%                   |
| Sunnyvale   | 13                     | 12                     | 8%                    |
| Gilroy      | 1                      | 1                      | 0%                    |
| Campbell    | 2                      | 2                      | 0%                    |
| Palo Alto   | 3                      | 3                      | 0%                    |

# Santa Clara County - Decreased New Listings

| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Los Gatos     | 3                      | 6                      | -50%                  |
| Milpitas      | 6                      | 8                      | -25%                  |
| Mountain View | 4                      | 5                      | -20%                  |

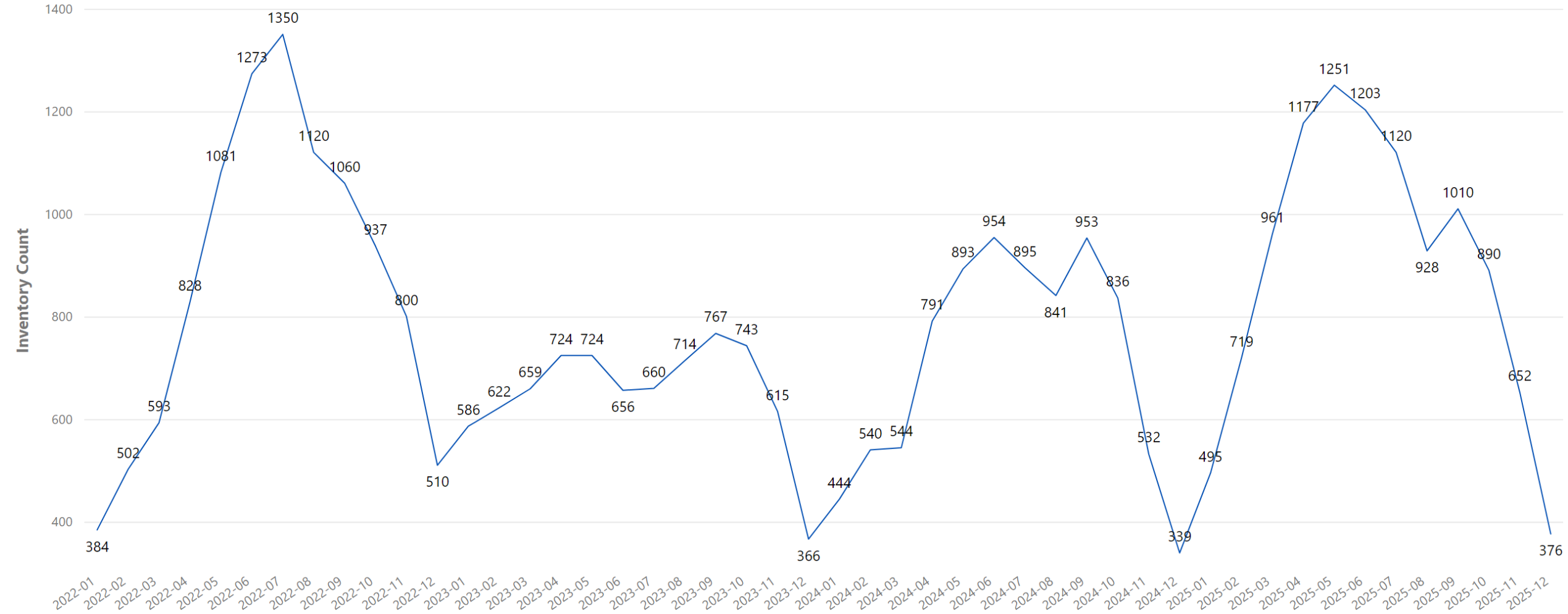
# Santa Clara County – New Listings Week Ending 01/03/2026





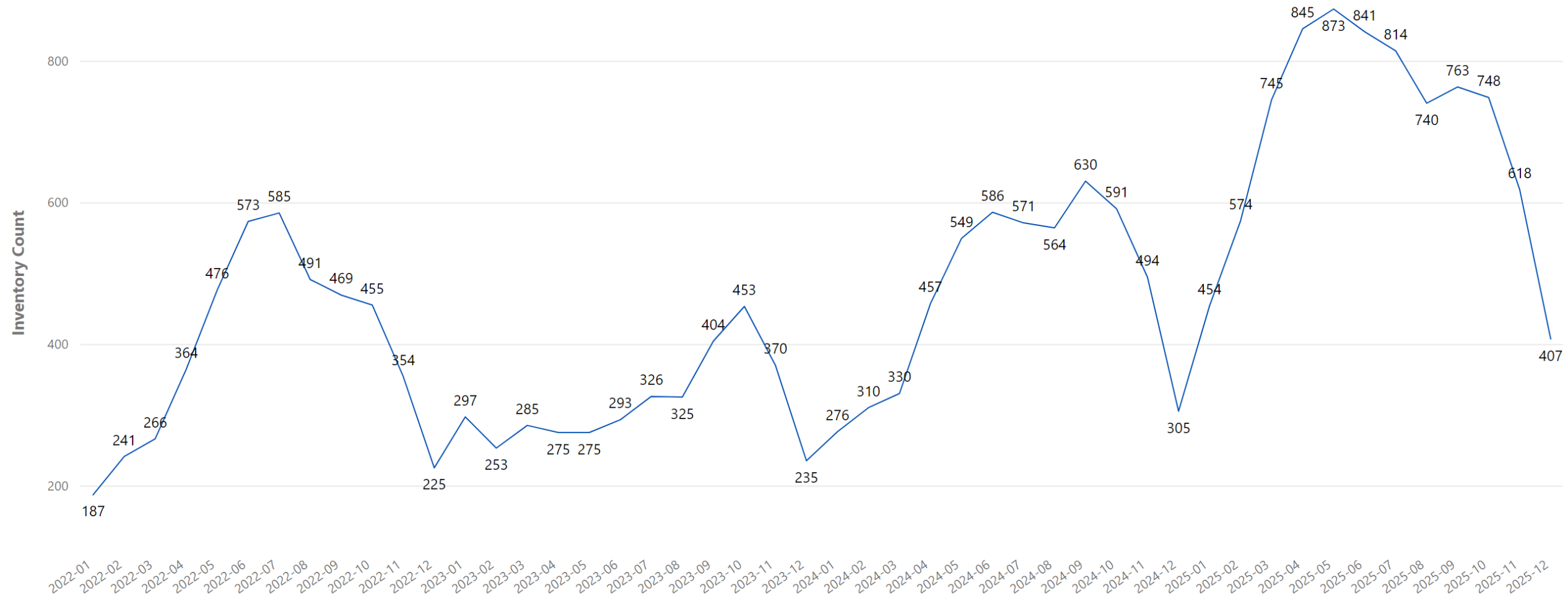
# Santa Clara County - Inventory

CountyName ● Santa Clara



# Santa Clara County - Inventory

CountyName ● Santa Clara

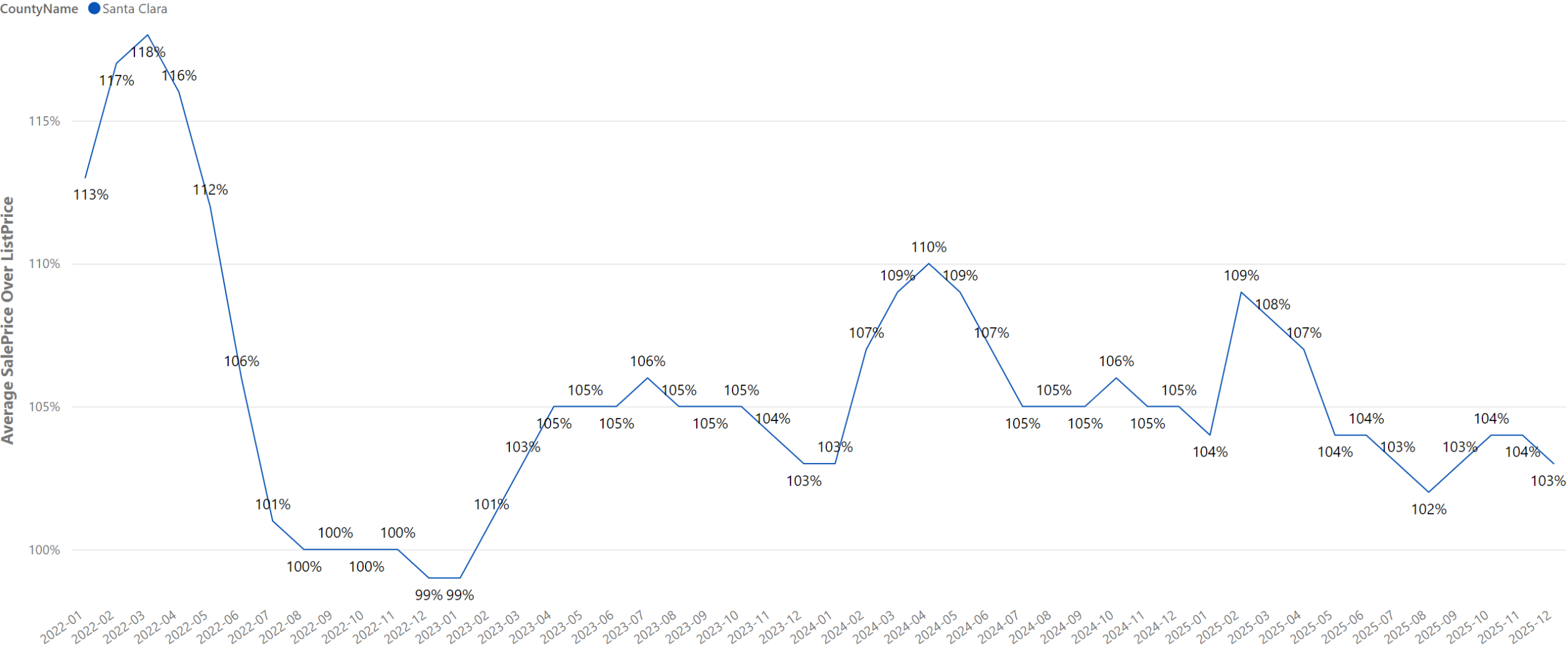


Data as of 1/6/2026

Aculist@2026

Residential Common Interest: 2022-2025

# Santa Clara County - Average Sale Price Over List Price



# Santa Clara County - Increased Sale To List Price

| City            | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|-----------------|----------------------|--------------------------------|-------------------------------|
| Campbell        | 107%                 | 99%                            | 8%                            |
| Los Gatos       | 103%                 | 100%                           | 3%                            |
| Los Altos       | 111%                 | 108%                           | 3%                            |
| Gilroy          | 99%                  | 98%                            | 1%                            |
| Los Altos Hills | 97%                  | 97%                            | 0%                            |

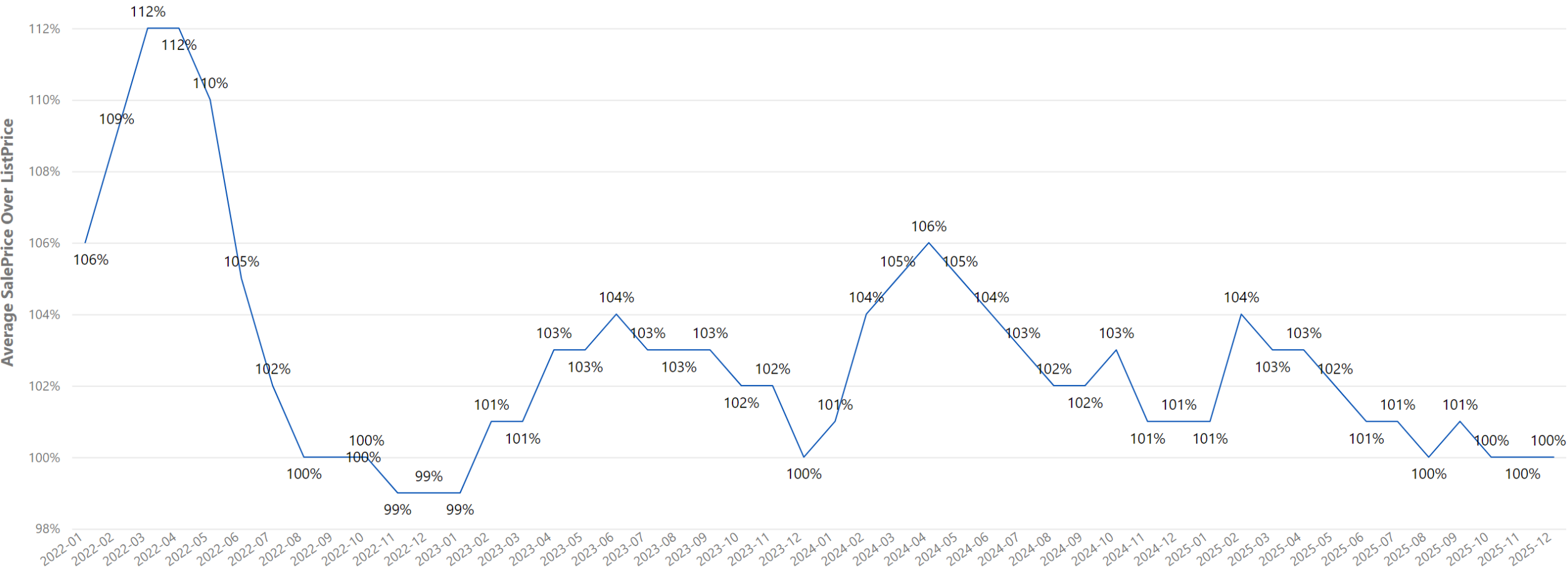
# Santa Clara County - Decreased Sale To List Price

| City          | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Alviso        | 89%                  | 109%                           | -18%                          |
| Cupertino     | 102%                 | 108%                           | -6%                           |
| Santa Clara   | 106%                 | 111%                           | -5%                           |
| Saratoga      | 102%                 | 106%                           | -4%                           |
| Monte Sereno  | 101%                 | 104%                           | -3%                           |
| Morgan Hill   | 98%                  | 100%                           | -2%                           |
| Milpitas      | 103%                 | 105%                           | -2%                           |
| San Jose      | 103%                 | 105%                           | -2%                           |
| Palo Alto     | 104%                 | 106%                           | -2%                           |
| Mountain View | 105%                 | 107%                           | -2%                           |
| San Martin    | 98%                  | 99%                            | -1%                           |
| Sunnyvale     | 108%                 | 109%                           | -1%                           |



# Santa Clara County - Average Sale Price Over List Price

CountyName ● Santa Clara



# Santa Clara County - Increased Sale To List Price

| City      | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|-----------|----------------------|--------------------------------|-------------------------------|
| Gilroy    | 98%                  | 0%                             | N/A                           |
| Los Altos | 97%                  | 92%                            | 5%                            |
| Palo Alto | 103%                 | 99%                            | 4%                            |
| Los Gatos | 100%                 | 99%                            | 1%                            |

## Santa Clara County - Decreased Sale To List Price

| City          | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Campbell      | 96%                  | 102%                           | -6%                           |
| Cupertino     | 99%                  | 104%                           | -5%                           |
| Santa Clara   | 100%                 | 104%                           | -4%                           |
| Mountain View | 100%                 | 102%                           | -2%                           |
| Saratoga      | 100%                 | 102%                           | -2%                           |
| Morgan Hill   | 100%                 | 101%                           | -1%                           |
| San Jose      | 100%                 | 101%                           | -1%                           |
| Milpitas      | 101%                 | 102%                           | -1%                           |
| Sunnyvale     | 102%                 | 103%                           | -1%                           |

# Thank You

