



# 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

↓ 245

New Listings  
Compared to 269



\$1.8M

Median Price  
Compared to \$1.8M

↓ 492

Closed Sales  
Compared to 562

↓ 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

↑ 134

New Listings  
Compared to 111



\$920.2K

Median Price  
Compared to \$1.0M

↓ 235

Closed Sales  
Compared to 278

↓ 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.

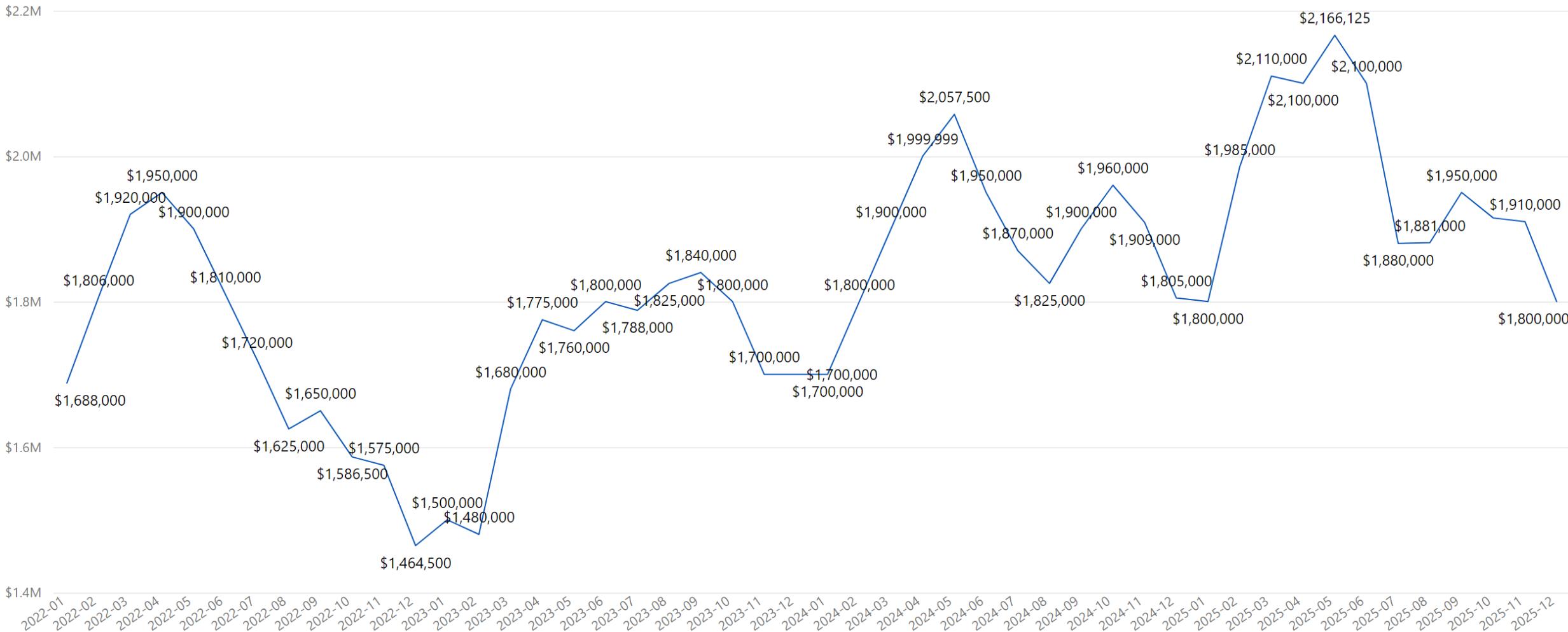
## Competitive Analysis

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



Data as of 1/6/2026

Aculist@2026

Residential Single Family: 2022-2025

## 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%

Data as of 1/6/2026

Aculist@2026

Residential Single Family: December 2024/2025

# Santa Clara County - Median Sale Price

CountyName ● Santa Clara

\$1,150K

\$1,100K

\$1,050K

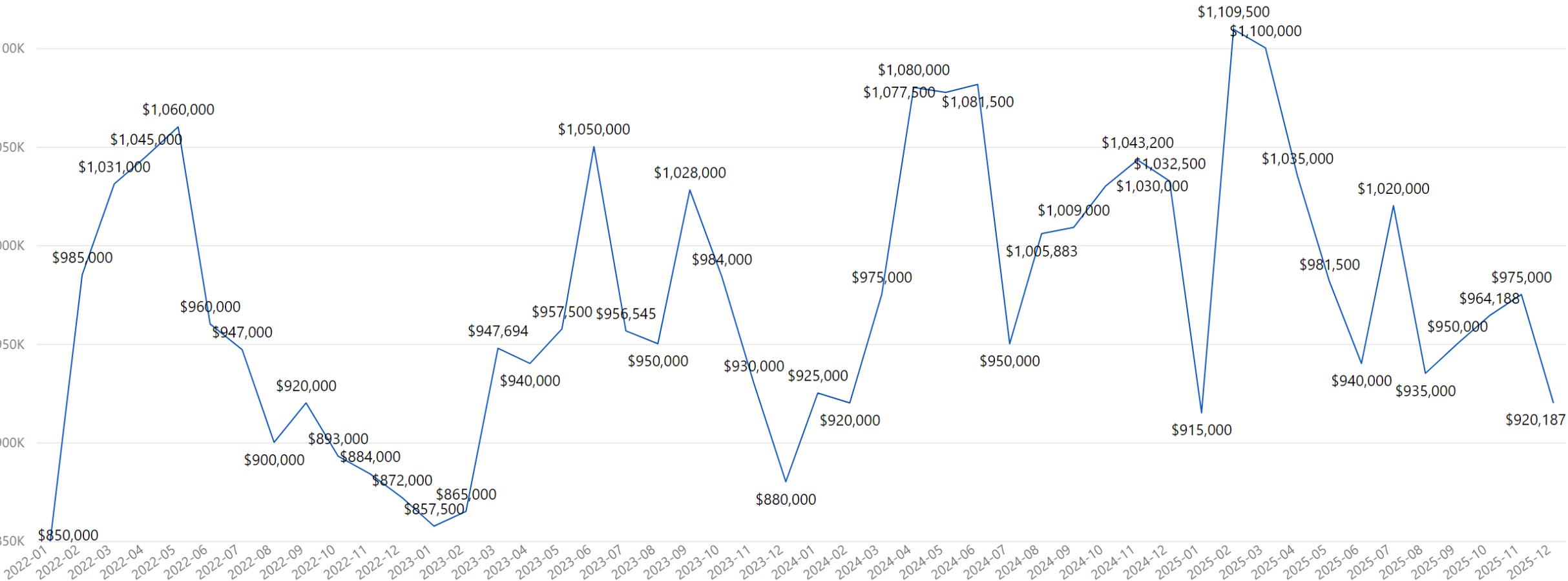
\$1,000K

\$950K

\$900K

\$850K

Median Sale Price



Data as of 1/6/2026

Aculist@2026

Residential Common Interest: 2022-2025

## 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

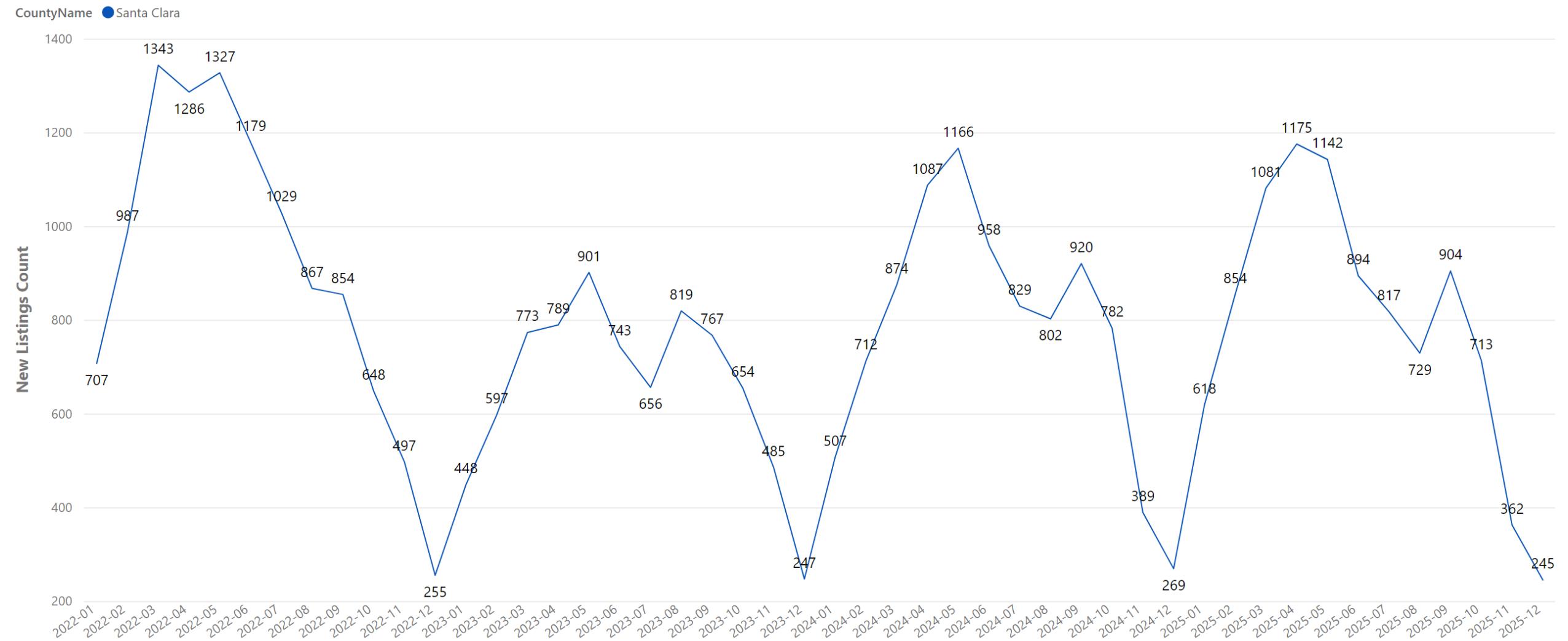
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Los Gatos	\$955,000	\$1,490,000	-36%
Los Altos	\$1,740,000	\$2,360,000	-26%
Cupertino	\$1,635,000	\$1,870,000	-13%
Sunnyvale	\$1,400,000	\$1,600,000	-13%
Santa Clara	\$1,060,000	\$1,210,000	-12%
San Jose	\$795,000	\$800,000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

Data as of 1/6/2026

Aculist@2026

Residential Common Interest: December 2024/2025

# Santa Clara County - New Listings



Data as of 1/6/2026

Aculist@2026

Residential Single Family: 2022-2025

# 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%

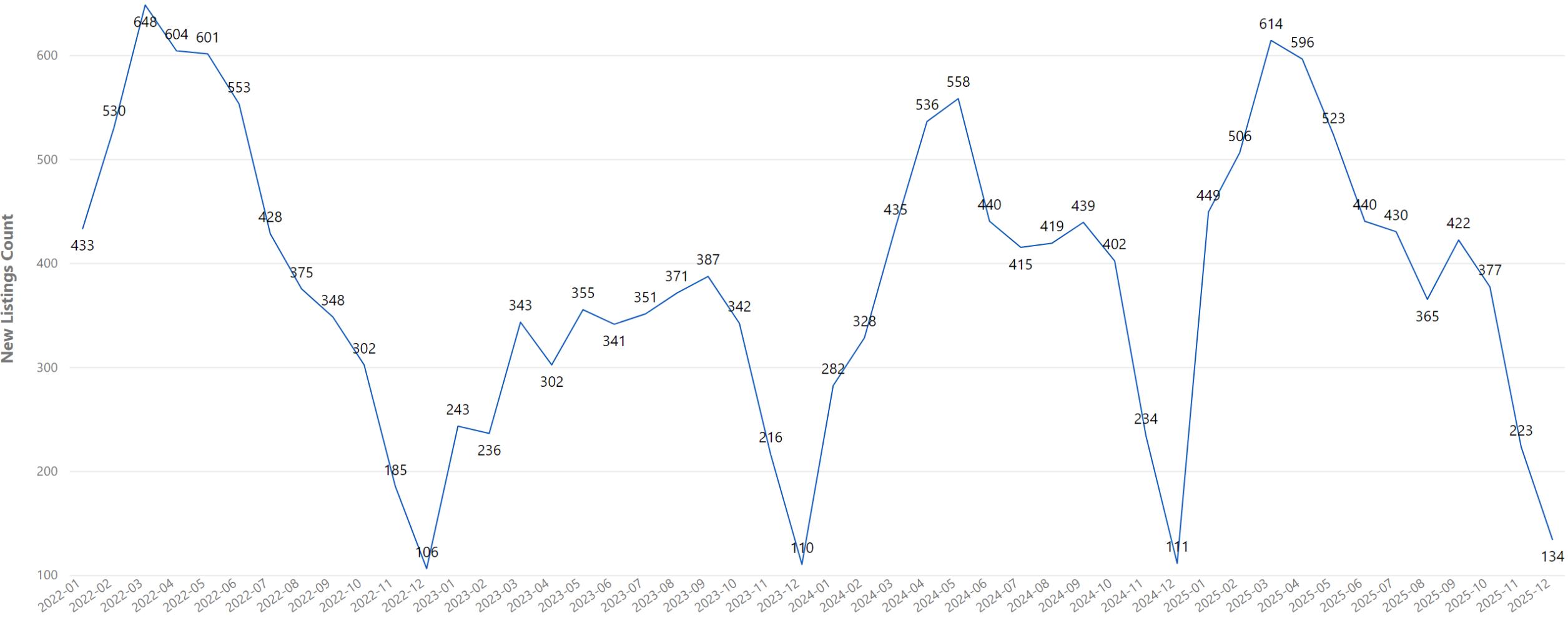
Data as of 1/6/2026

Aculist@2026

Residential Single Family: December 2024/2025

# Santa Clara County - New Listings

CountyName ● Santa Clara



Data as of 1/6/2026

Aculist@2026

Residential Common Interest: 2022-2025

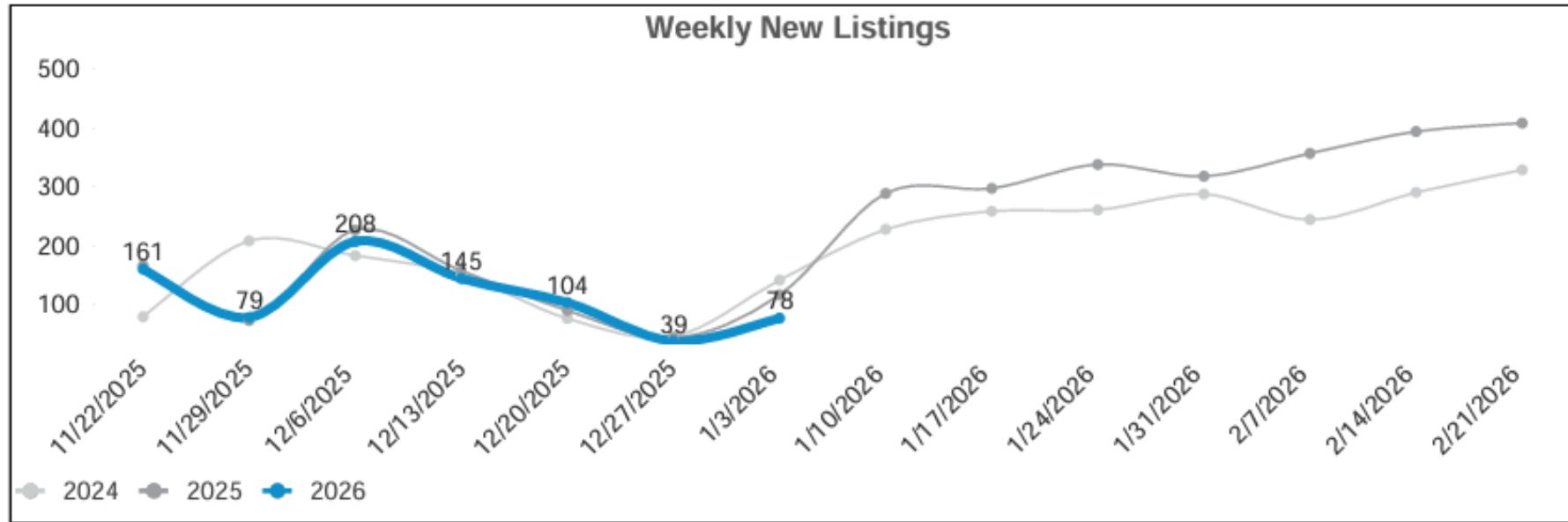
# Santa Clara County - Increased New Listings

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

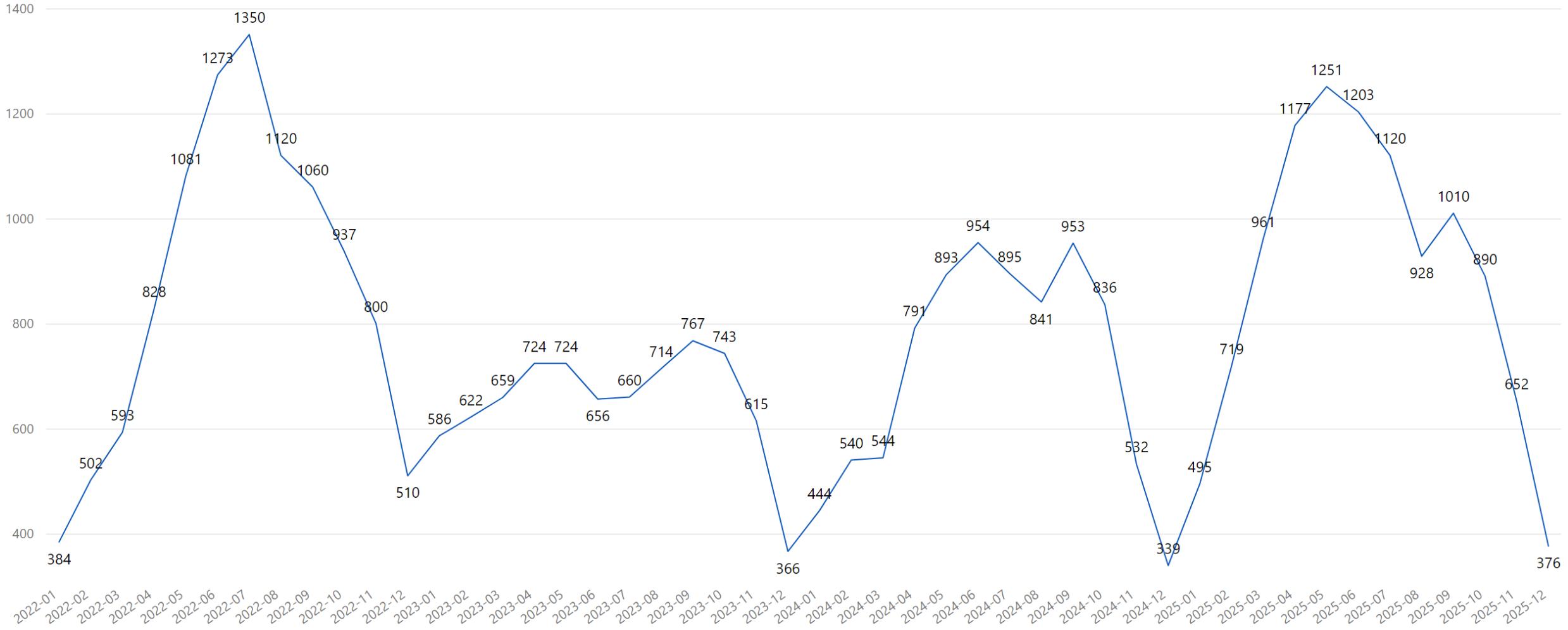
City	New Listings This Year	New Listings Last Year	% New Listings Change
Los Gatos	3	6	-50%
Milpitas	6	8	-25%
Mountain View	4	5	-20%

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



# Santa Clara County - Inventory

CountyName ● Santa Clara



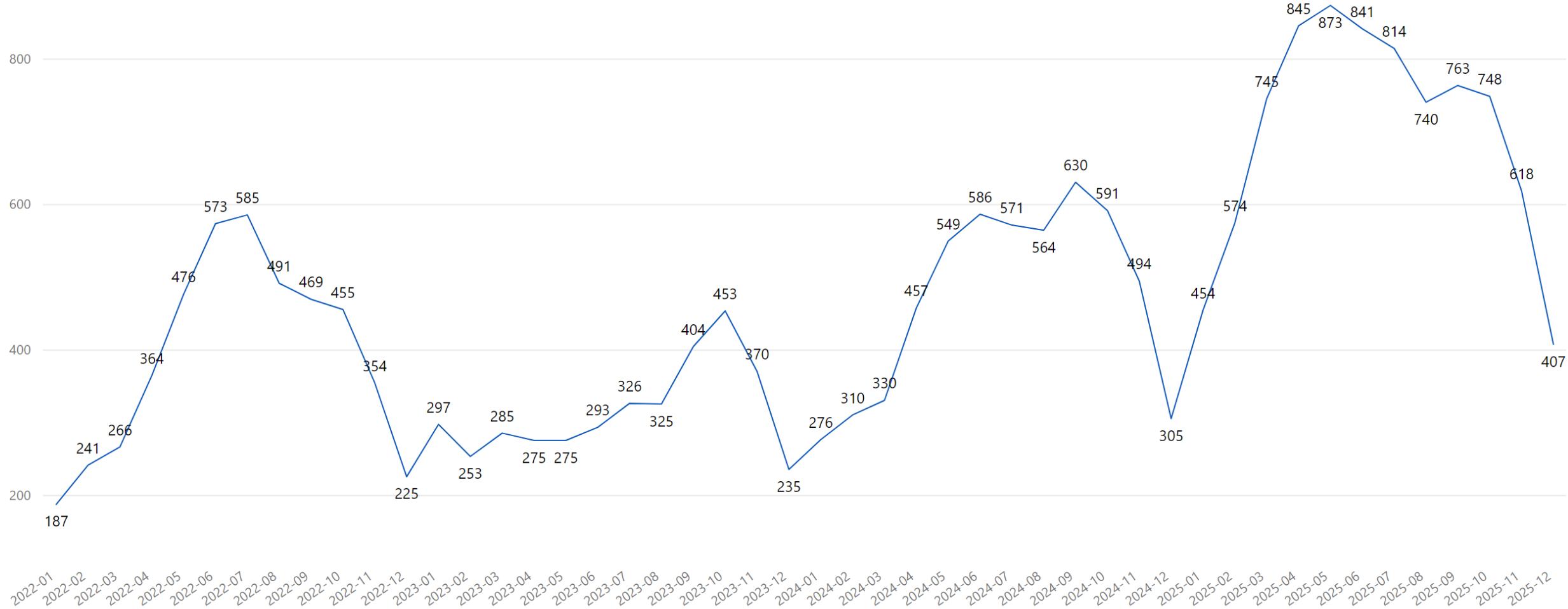
Data as of 1/6/2026

Aculist@2026

Residential Single Family: 2022-2025

# Santa Clara County - Inventory

CountyName ● Santa Clara



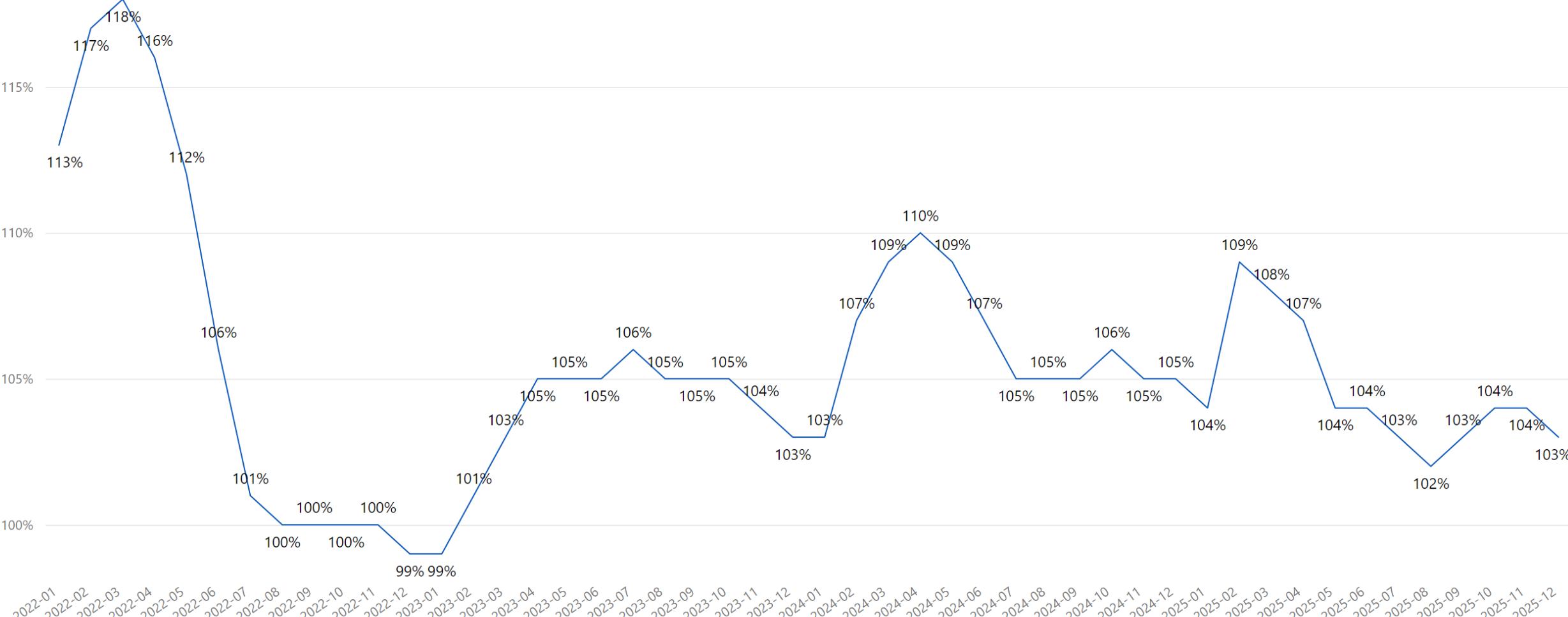
Data as of 1/6/2026

Aculist@2026

Residential Common Interest: 2022-2025

# Santa Clara County - Average Sale Price Over List Price

CountyName ● Santa Clara



Data as of 1/6/2026

Aculist@2026

Residential Single Family: 2022-2025

## Santa Clara County - Increased Sale To List Price

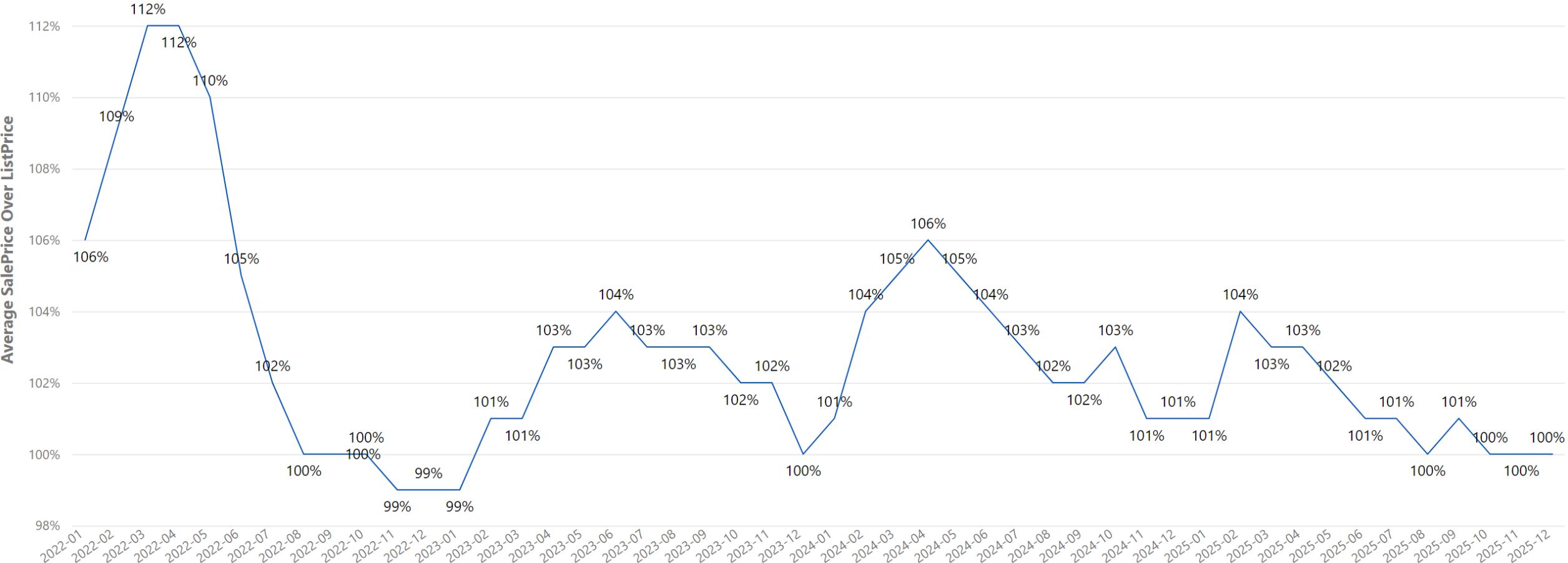
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Campbell	107%	99%	8%
Los Gatos	103%	100%	3%
Los Altos	111%	108%	3%
Gilroy	99%	98%	1%
Los Altos Hills	97%	97%	0%

# 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



Data as of 1/6/2026

Aculist@2026

Residential Common Interest: 2022-2025

## 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