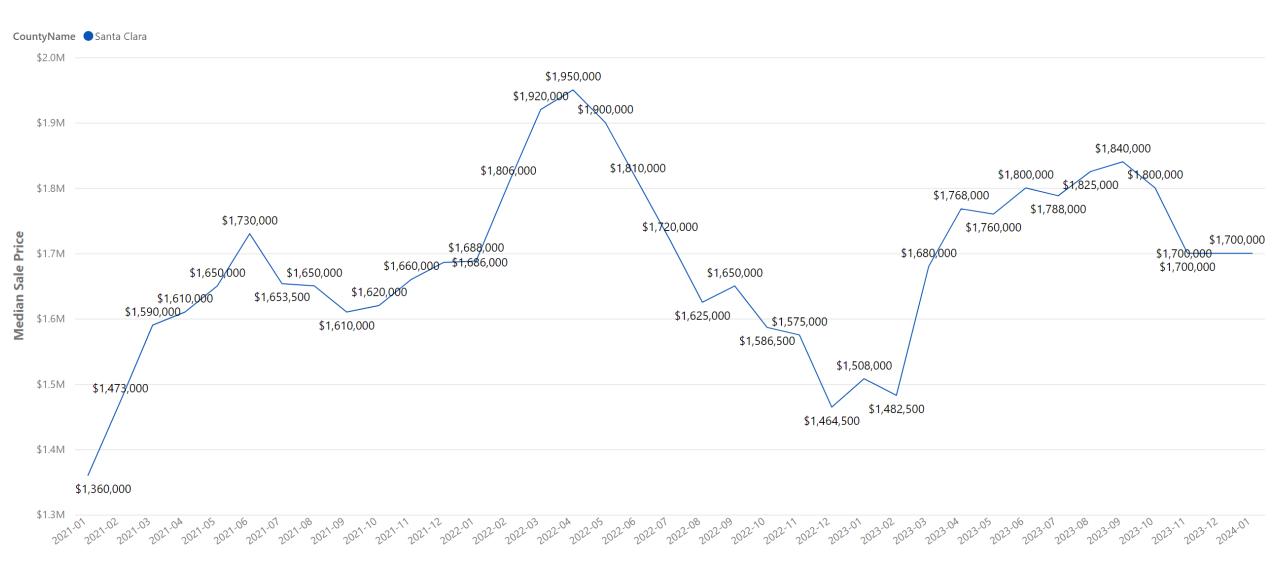
Santa Clara County Market Minute Update



February 2024

POWER ON POWER OFF EMAIL INTERNET WORLD NO

Santa Clara County - Median Sale Price





Santa Clara County - Increased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|-----------------|-------------------|---|----------------------------|
| Alviso | \$1,200,000 | \$0 | N/A |
| Watsonville | \$1,500,000 | \$0 | N/A |
| Morgan Hill | \$1,487,500 | \$1,087,087 | 37% |
| Monte Sereno | \$4,314,400 | \$3,250,000 | 33% |
| Mountain View | \$2,415,000 | \$1,980,000 | 22% |
| Campbell | \$1,840,000 | \$1,550,000 | 19% |
| Saratoga | \$4,140,000 | \$3,500,000 | 18% |
| Los Altos | \$4,099,000 | \$3,473,000 | 18% |
| San Jose | \$1,525,000 | \$1,314,750 | 16% |
| Santa Clara | \$1,700,000 | \$1,487,500 | 14% |
| Cupertino | \$2,730,000 | \$2,450,000 | 11% |
| Sunnyvale | \$2,377,500 | \$2,184,000 | 9% |
| Gilroy | \$1,000,000 | \$925,000 | 8% |
| Los Altos Hills | \$6,047,500 | \$5,597,500 | 8% |
| Palo Alto | \$3,350,000 | \$3,170,000 | 6% |
| Milpitas | \$1,400,000 | \$1,335,000 Data as of 2/6/2024 | 5% |

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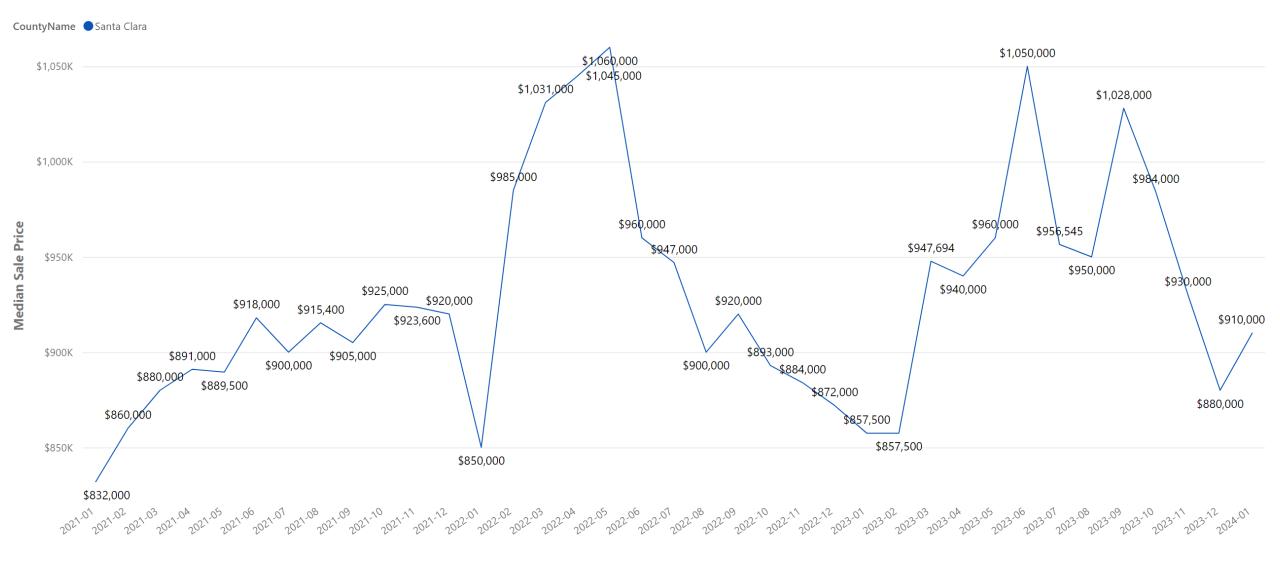
Residential Single Family: January 2023/2024

Santa Clara County - Decreased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|------------|-------------------|-----------------------------|----------------------------|
| San Martin | \$0 | \$1,495,000 | -100% |
| Los Gatos | \$2,250,000 | \$3,550,000 | -37% |



Santa Clara County - Median Sale Price





Santa Clara County - Increased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Cupertino | \$1,285,000 | \$0 | N/A |
| Gilroy | \$506,500 | \$0 | N/A |
| Palo Alto | \$1,243,332 | \$0 | N/A |
| Los Gatos | \$1,757,500 | \$1,040,000 | 69% |
| Mountain View | \$1,382,590 | \$1,015,000 | 36% |
| Milpitas | \$1,075,000 | \$930,000 | 16% |
| San Jose | \$769,500 | \$756,944 | 2% |
| Santa Clara | \$1,095,000 | \$1,080,000 | 1% |
| Campbell | \$920,000 | \$915,000 | 1% |

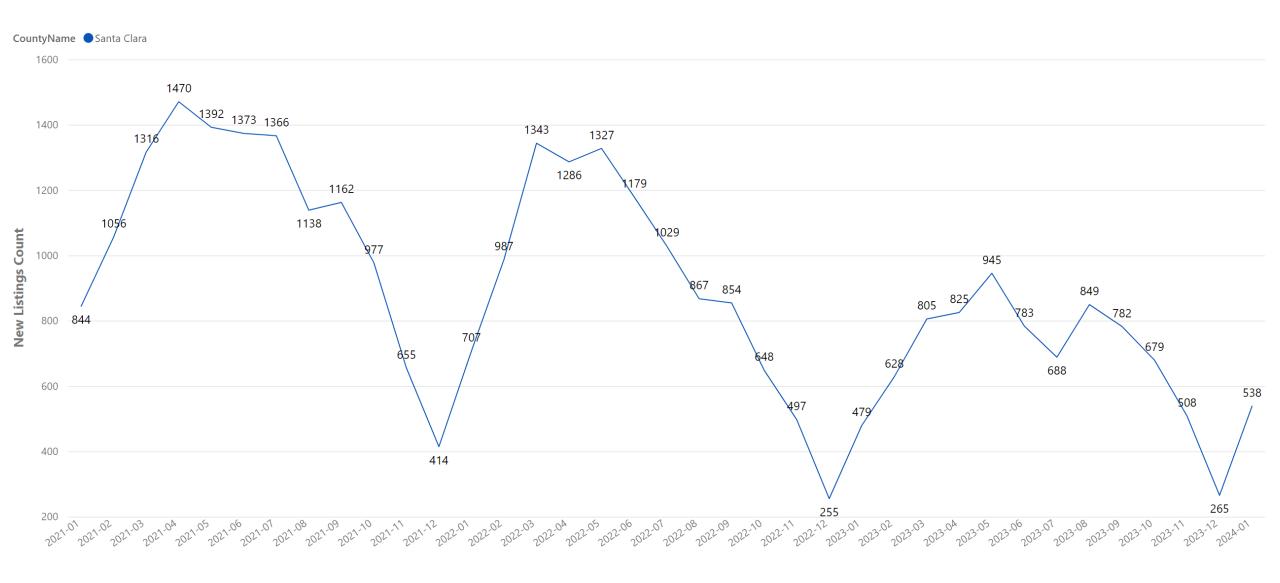


Santa Clara County - Decreased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|-------------|-------------------|-----------------------------|----------------------------|
| Saratoga | \$960,000 | \$1,950,000 | -51% |
| Sunnyvale | \$975,000 | \$1,240,000 | -21% |
| Los Altos | \$1,200,000 | \$1,450,000 | -17% |
| Morgan Hill | \$760,000 | \$807,500 | -6% |



Santa Clara County - New Listings





Data as of 2/6/2024

Santa Clara County - Increased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|-----------------|------------------------|------------------------|-----------------------|
| Cupertino | 21 | 9 | 133% |
| Campbell | 12 | 6 | 100% |
| Morgan Hill | 32 | 16 | 100% |
| Los Altos Hills | 8 | 5 | 60% |
| Saratoga | 10 | 7 | 43% |
| San Jose | 280 | 243 | 15% |
| Palo Alto | 32 | 30 | 7% |
| Sunnyvale | 39 | 38 | 3% |
| San Martin | 3 | 3 | 0% |

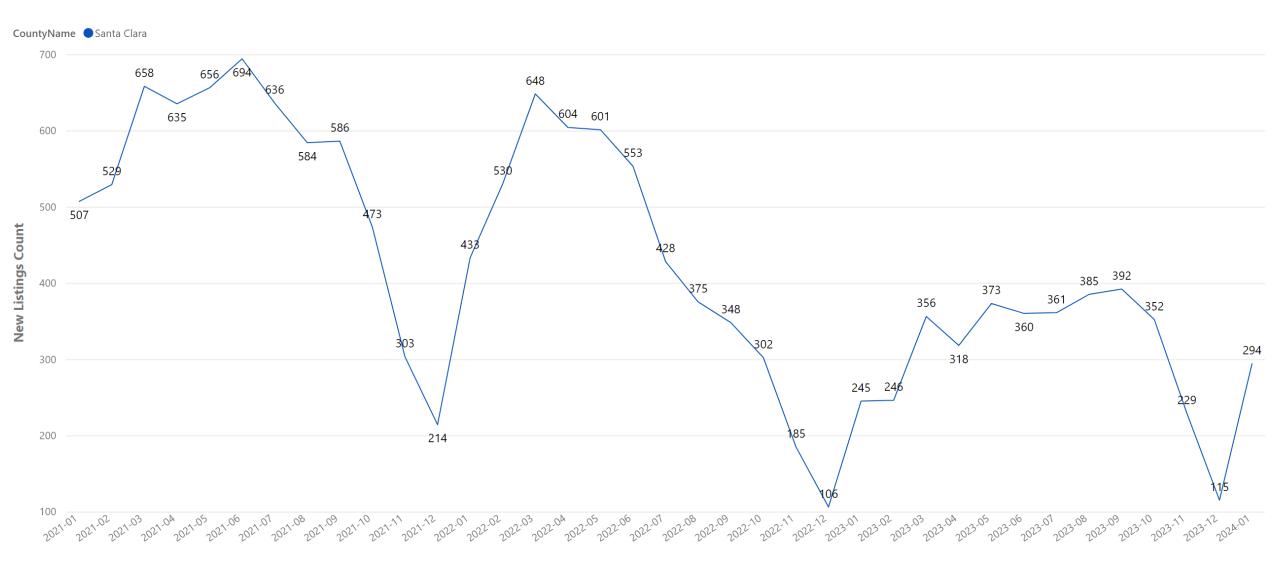


Santa Clara County - Decreased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Monte Sereno | 1 | 2 | -50% |
| Santa Clara | 20 | 25 | -20% |
| Milpitas | 13 | 16 | -19% |
| Los Altos | 14 | 17 | -18% |
| Gilroy | 23 | 27 | -15% |
| Los Gatos | 17 | 19 | -11% |
| Mountain View | 13 | 14 | -7% |



Santa Clara County - New Listings





Santa Clara County - Increased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Los Altos | 3 | 1 | 200% |
| Palo Alto | 13 | 5 | 160% |
| Cupertino | 11 | 5 | 120% |
| Mountain View | 26 | 19 | 37% |
| Milpitas | 15 | 11 | 36% |
| San Jose | 161 | 134 | 20% |
| Sunnyvale | 26 | 22 | 18% |
| Los Gatos | 8 | 7 | 14% |
| Saratoga | 2 | 2 | 0% |

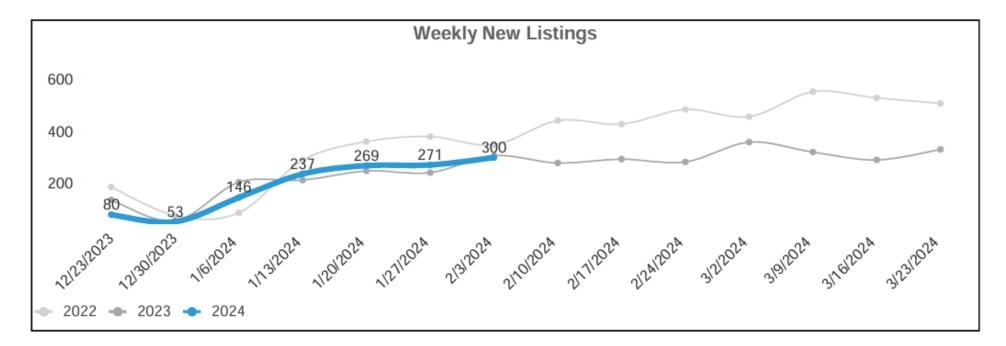


Santa Clara County - Decreased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|-------------|------------------------|------------------------|-----------------------|
| Morgan Hill | 3 | 8 | -63% |
| Gilroy | 2 | 4 | -50% |
| Campbell | 5 | 6 | -17% |
| Santa Clara | 19 | 21 | -10% |



Santa Clara County – New Listings Week Ending 02/03/2024

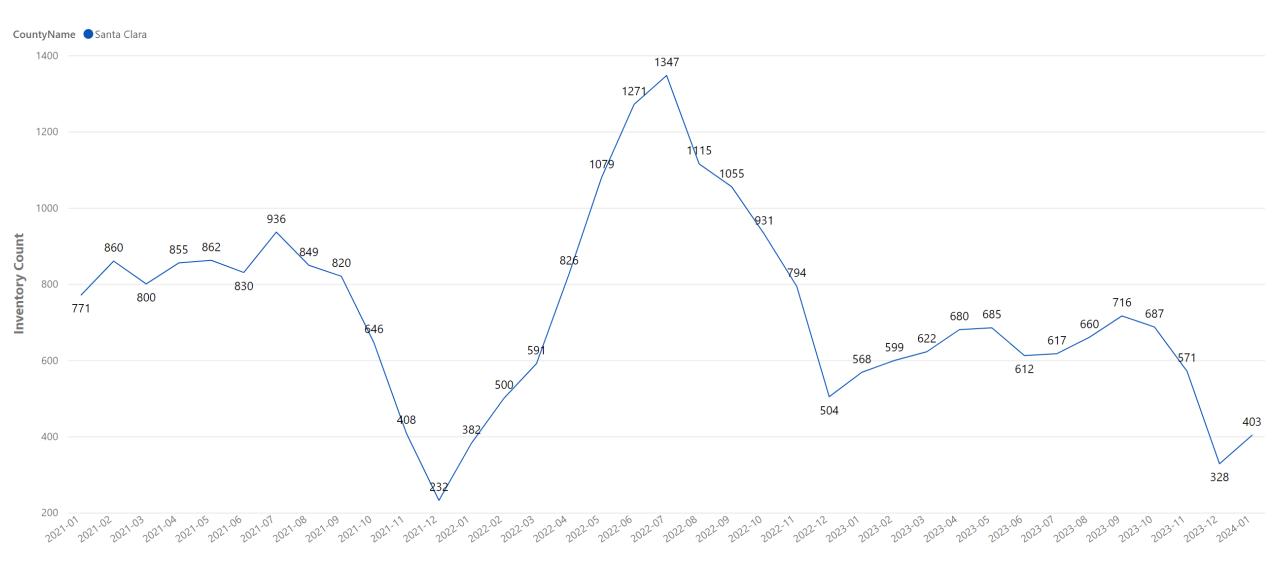




Data as of 02/04/2024

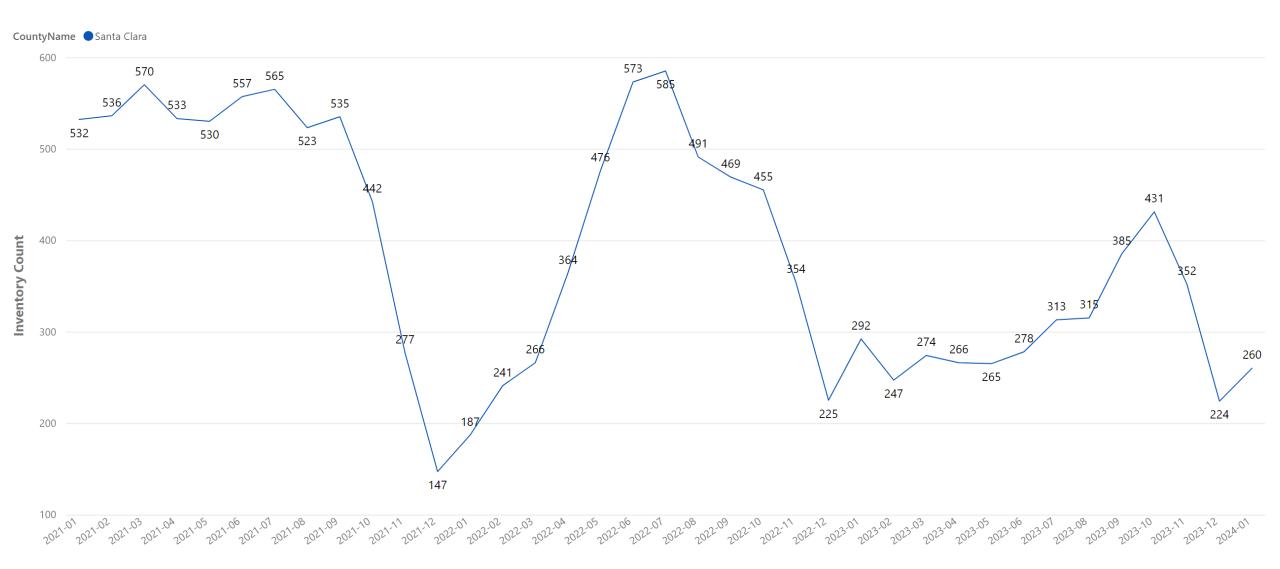
*Data for All Classes 2022-2024

Santa Clara County - Inventory





Santa Clara County - Inventory





Data as of 2/6/2024

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 |
|-----------------|----------------------|--------------------------------|-------------------------------|
| Alviso | 96% | 0% | N/A |
| Watsonville | 94% | 0% | N/A |
| Santa Clara | 110% | 99% | 11% |
| Monte Sereno | 106% | 97% | 9% |
| Sunnyvale | 107% | 99% | 8% |
| Los Altos Hills | 98% | 92% | 7% |
| Palo Alto | 103% | 97% | 6% |
| Los Altos | 102% | 97% | 5% |
| Campbell | 104% | 99% | 5% |
| San Jose | 104% | 99% | 5% |
| Mountain View | 105% | 101% | 4% |
| Morgan Hill | 99% | 96% | 3% |
| Milpitas | 102% | 100% | 2% |
| Gilroy | 99% | 99% | 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 |
|-----------|----------------------|--------------------------------|-------------------------------|
| Cupertino | 97% | 101% | -4% |
| Los Gatos | 96% | 99% | -3% |
| Saratoga | 100% | 101% | -1% |



Santa Clara County - Average Sale Price Over List Price

CountyName Santa Clara





Data as of 2/6/2024

Residential Common Interest: 2021-2024

Santa Clara County - Increased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Cupertino | 103% | 0% | N/A |
| Gilroy | 100% | 0% | N/A |
| Palo Alto | 104% | 0% | N/A |
| Saratoga | 96% | 89% | 8% |
| Campbell | 101% | 96% | 5% |
| Mountain View | 102% | 98% | 4% |
| Sunnyvale | 104% | 100% | 4% |
| Santa Clara | 102% | 99% | 3% |
| Milpitas | 103% | 100% | 3% |
| Los Altos | 93% | 91% | 2% |
| Los Gatos | 100% | 99% | 1% |
| Morgan Hill | 100% | 100% | 0% |
| San Jose | 100% | 100% | 0% |



Thank You



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