

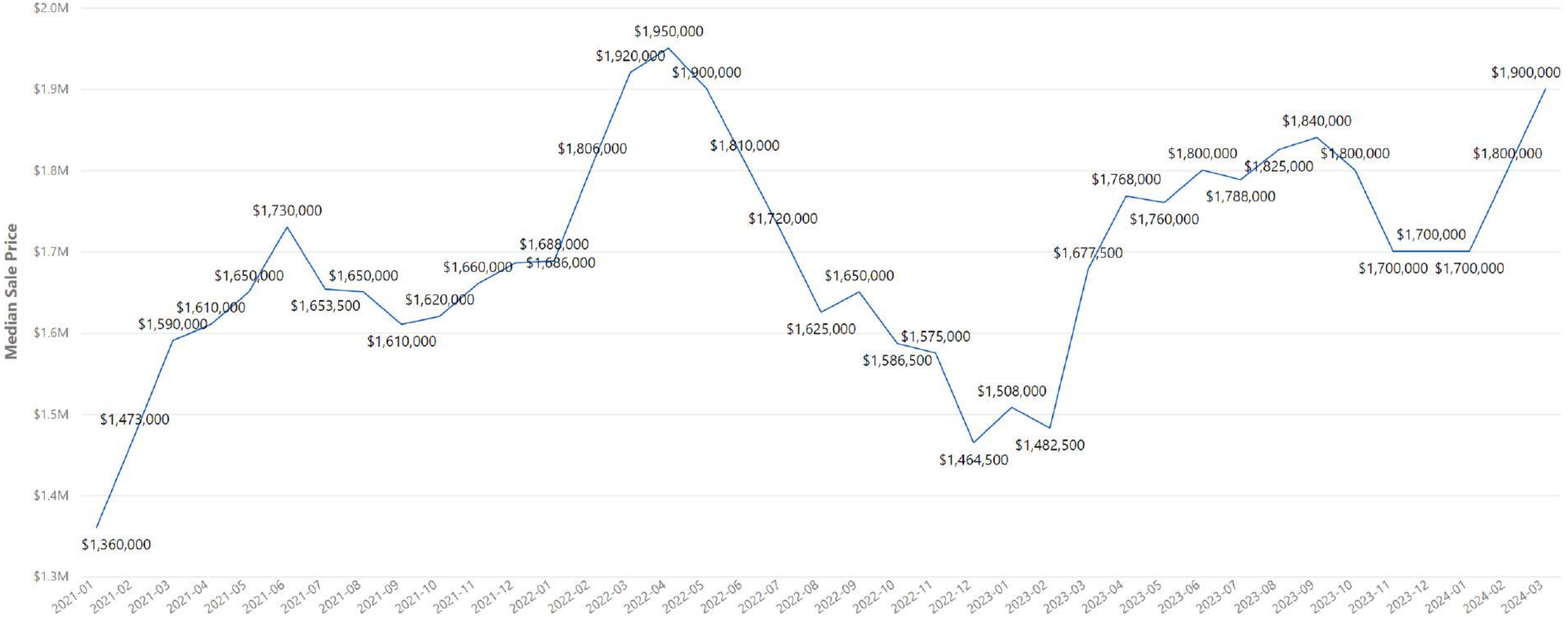
# Santa Clara County Market Minute Update



Statistics

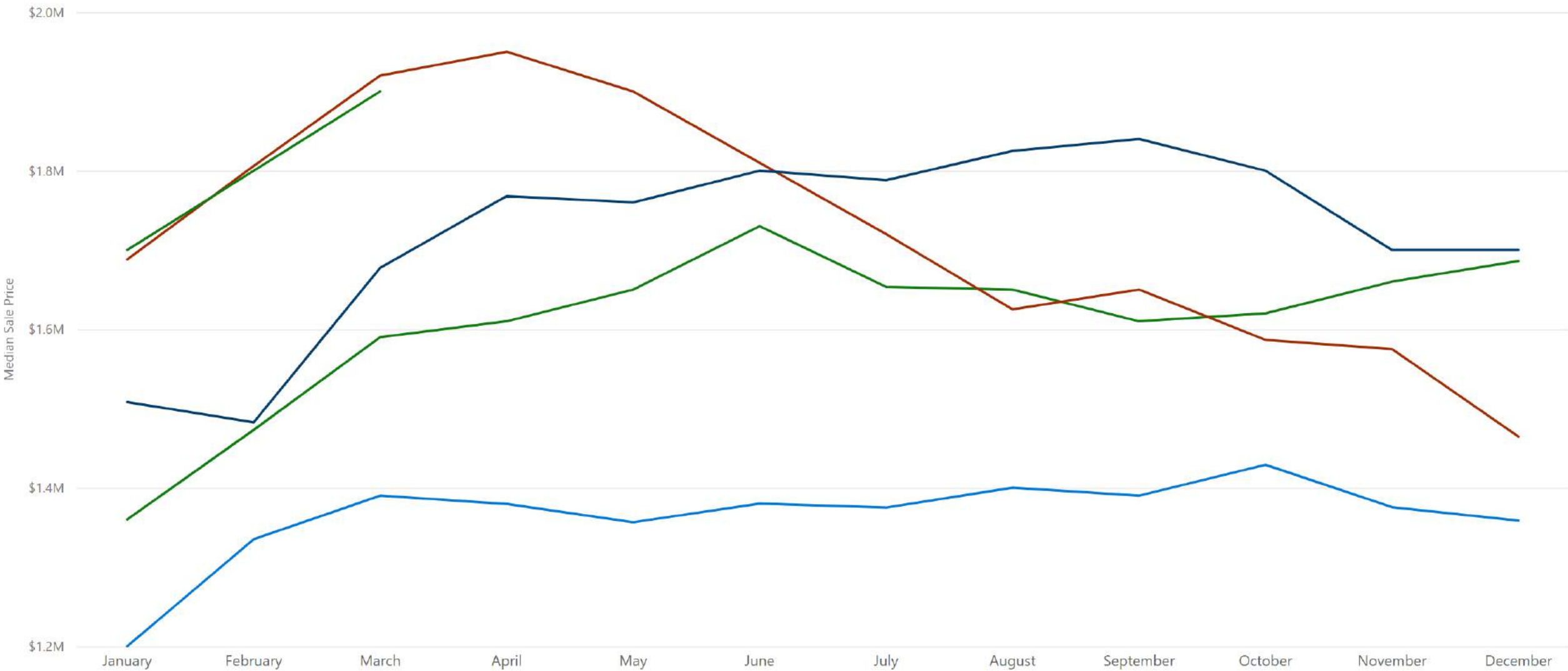
# Santa Clara County - Median Sale Price

CountyName ● Santa Clara



# Santa Clara County - Median Sale Price Since 2020

Year ● 2020 ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2020-2024

# Santa Clara County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Alviso	\$950,000	\$0	N/A
Los Altos Hills	\$6,075,000	\$4,615,500	32%
Cupertino	\$3,594,000	\$2,758,000	30%
Los Gatos	\$3,050,000	\$2,483,000	23%
Monte Sereno	\$4,550,000	\$3,726,000	22%
Santa Clara	\$1,950,000	\$1,600,000	22%
Morgan Hill	\$1,527,500	\$1,300,000	18%
San Jose	\$1,700,000	\$1,468,500	16%
Los Altos	\$4,276,613	\$4,000,000	7%
Campbell	\$2,000,000	\$1,880,000	6%
Milpitas	\$1,641,667	\$1,557,504	5%
Palo Alto	\$3,600,000	\$3,450,000	4%
Gilroy	\$1,100,000	\$1,070,000	3%
Sunnyvale	\$2,390,000	\$2,355,000	1%

# Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Stanford	\$2,905,000	\$3,600,000	-19%
San Martin	\$1,541,500	\$1,668,000	-8%
Mountain View	\$2,521,000	\$2,700,000	-7%
Saratoga	\$4,050,000	\$4,100,000	-1%

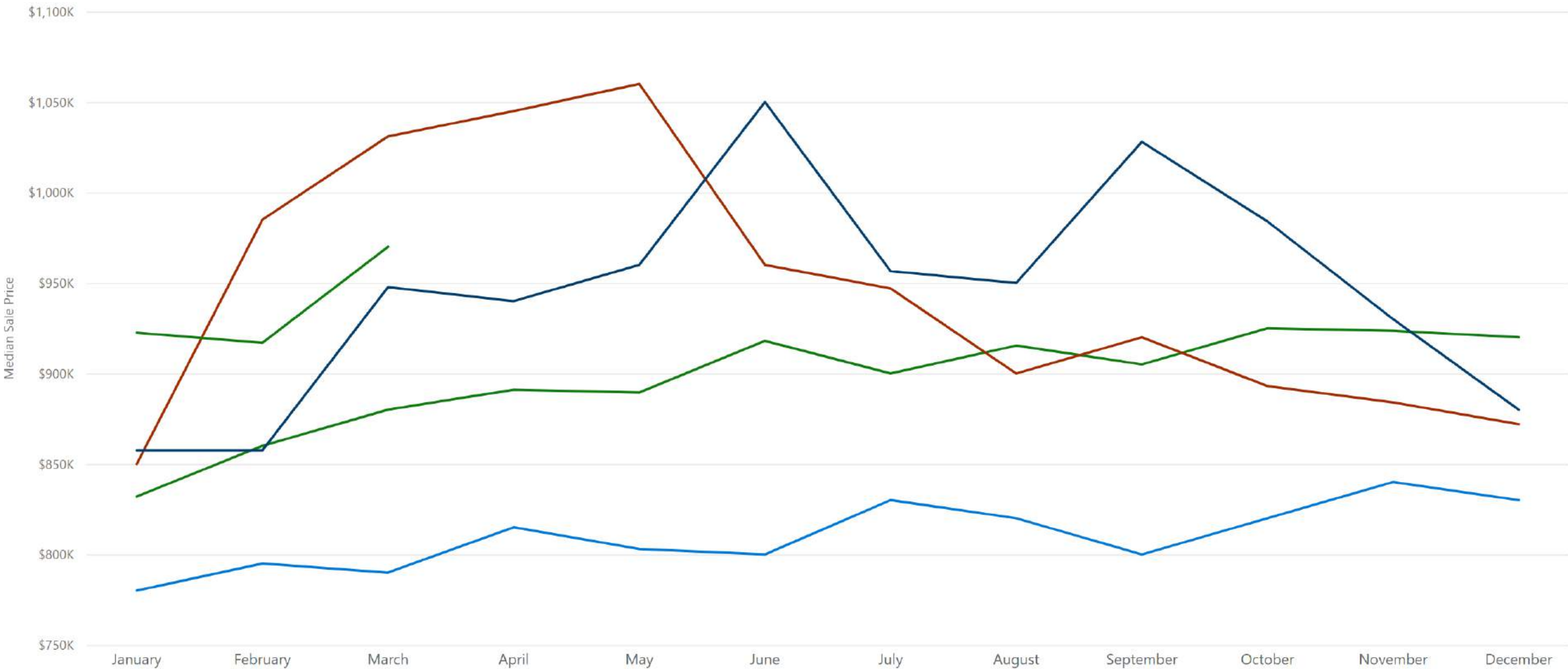
# Santa Clara County - Median Sale Price

CountyName ● Santa Clara



# Santa Clara County - Median Sale Price Since 2020

Year ● 2020 ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2020-2024

# Santa Clara County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Saratoga	\$1,769,000	\$1,175,000	51%
Santa Clara	\$1,370,000	\$985,000	39%
Campbell	\$1,176,000	\$940,000	25%
Milpitas	\$1,297,500	\$1,050,000	24%
Cupertino	\$1,390,000	\$1,180,000	18%
Sunnyvale	\$1,450,000	\$1,232,500	18%
Morgan Hill	\$980,000	\$868,500	13%
Mountain View	\$1,366,500	\$1,300,800	5%
Palo Alto	\$1,184,000	\$1,142,000	4%
Los Altos	\$1,850,000	\$1,800,000	3%
San Jose	\$847,500	\$830,944	2%



# Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Los Gatos	\$810,000	\$1,115,000	-27%

# Santa Clara County - Closed Sales

CountyName ● Santa Clara



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021-2024

# Santa Clara County - Increased Closed Sales

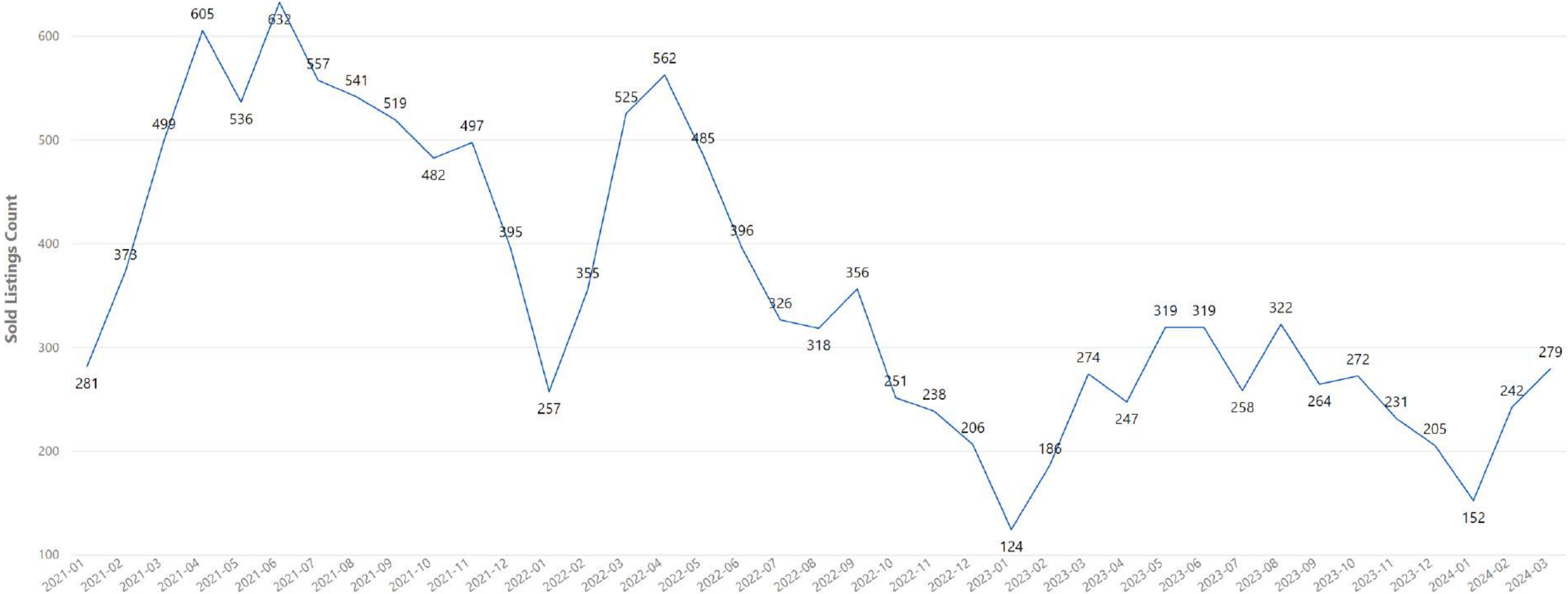
City	Sold This Year	Sold Last Year	% Sold Change
Alviso	1	0	N/A
Stanford	3	1	200%
San Martin	4	2	100%
Mountain View	14	9	56%
Saratoga	24	17	41%
Campbell	16	13	23%
Santa Clara	37	31	19%
Los Altos	20	19	5%
San Jose	341	334	2%
Cupertino	22	22	0%
Los Altos Hills	6	6	0%
Los Gatos	30	30	0%
Milpitas	16	16	0%

# Santa Clara County - Decreased Closed Sales

City	Sold This Year	Sold Last Year	% Sold Change
Monte Sereno	2	3	-33%
Gilroy	27	35	-23%
Sunnyvale	36	43	-16%
Palo Alto	31	35	-11%
Morgan Hill	26	28	-7%

# Santa Clara County - Closed Sales

CountyName ● Santa Clara



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021-2024

# Santa Clara County - Increased Closed Sales

City	Sold This Year	Sold Last Year	% Sold Change
Sunnyvale	31	18	72%
Campbell	14	9	56%
San Jose	154	144	7%
Cupertino	7	7	0%
Saratoga	2	2	0%

# Santa Clara County - Decreased Closed Sales

City	Sold This Year	Sold Last Year	% Sold Change
Los Gatos	3	12	-75%
Los Altos	1	3	-67%
Morgan Hill	5	8	-38%
Santa Clara	16	22	-27%
Palo Alto	8	9	-11%
Milpitas	18	19	-5%
Mountain View	20	21	-5%

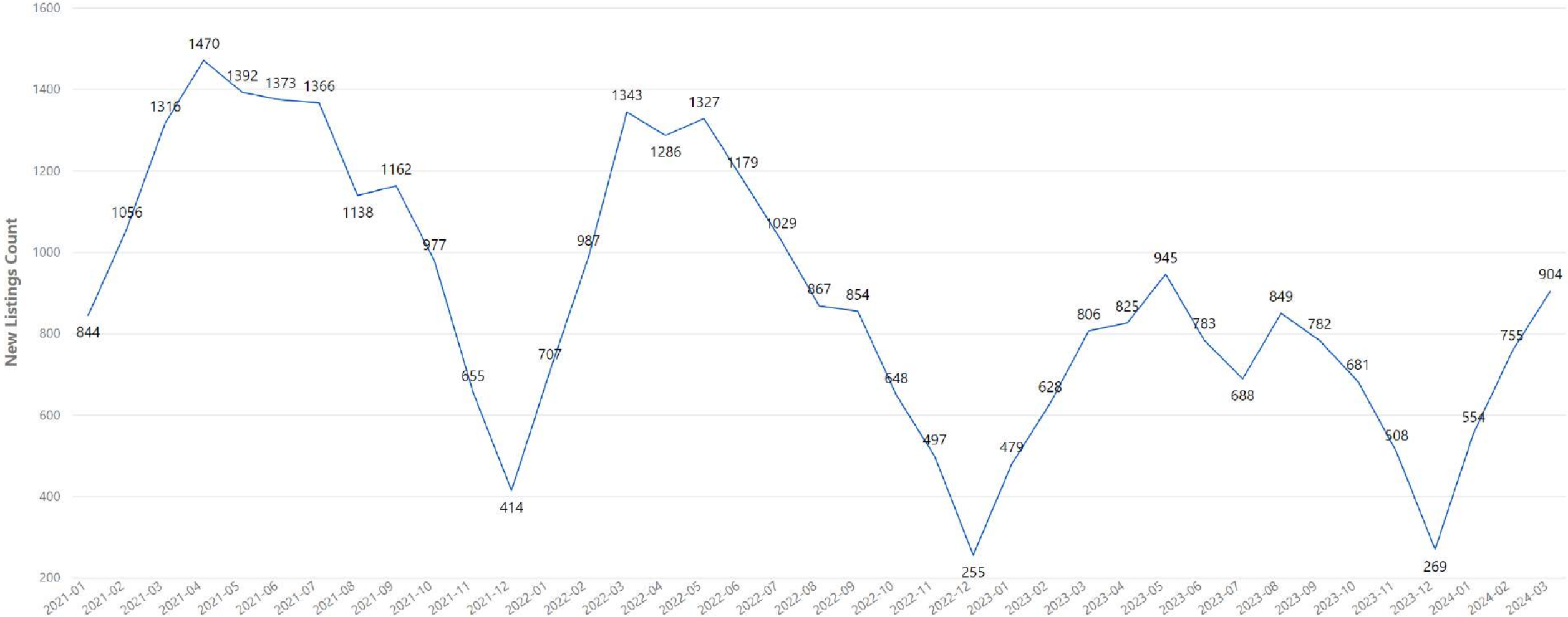
# Santa Clara County – Closed Sales Week Ending 04/06/2024





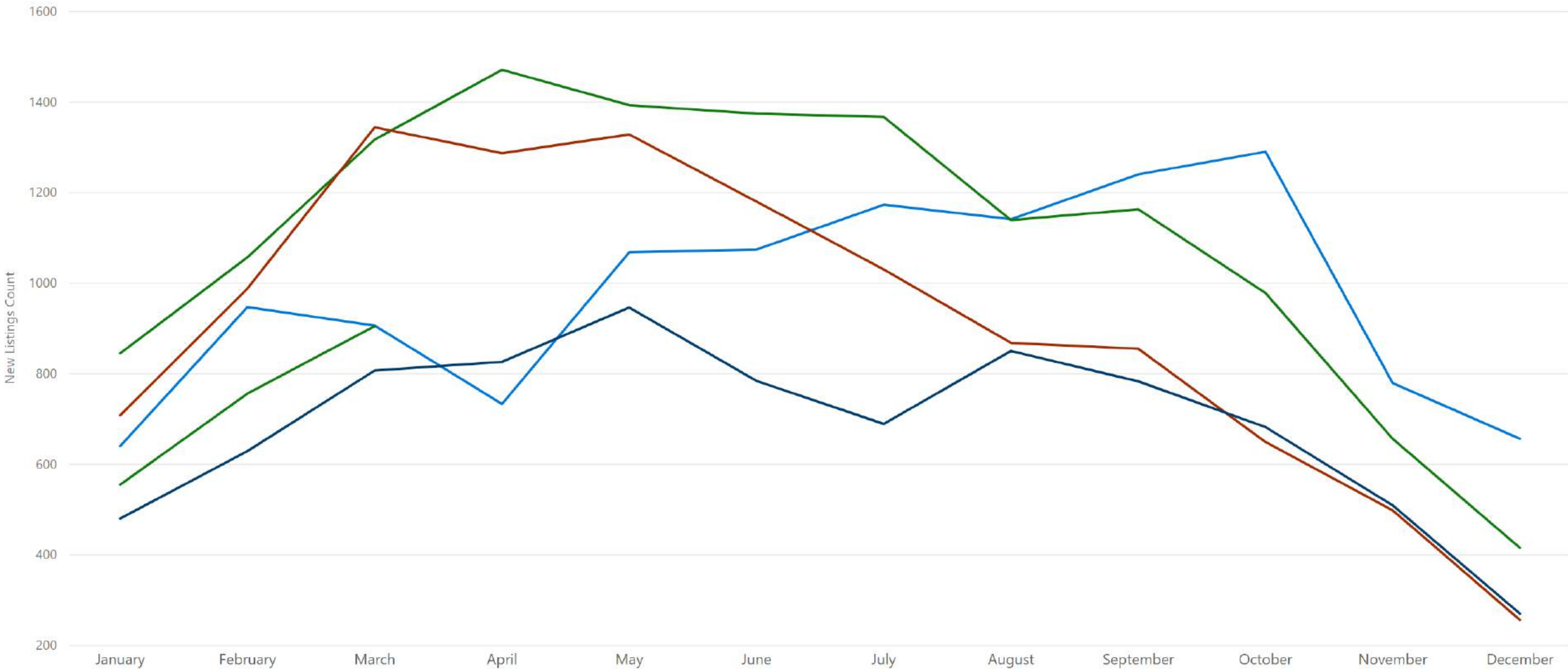
# Santa Clara County - New Listings

CountyName ● Santa Clara



# Santa Clara County - New Listings Since 2020

Year ● 2020 ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2020-2024

# Santa Clara County - Increased New Listings

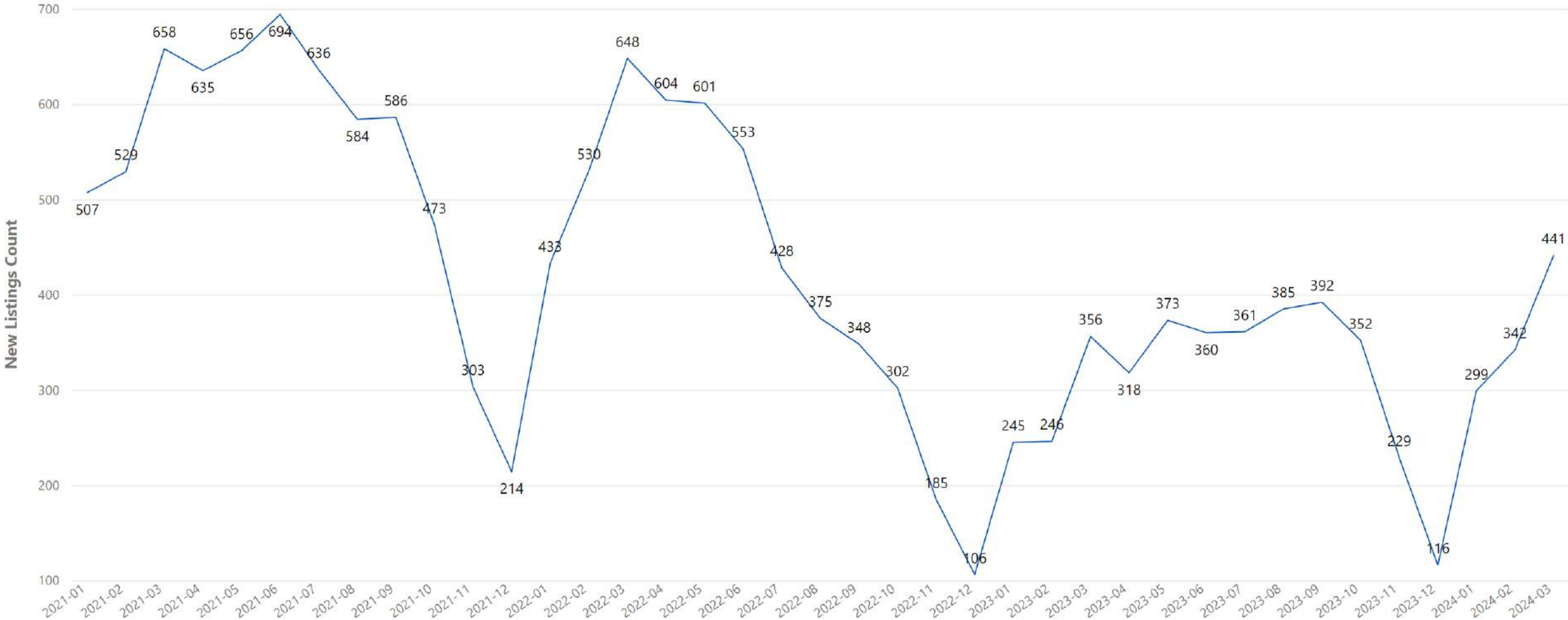
City	New Listings This Year	New Listings Last Year	% New Listings Change
San Martin	5	0	N/A
Mountain View	34	17	100%
Stanford	3	2	50%
Saratoga	30	20	50%
Santa Clara	52	36	44%
Los Gatos	59	44	34%
Los Altos Hills	13	10	30%
Cupertino	28	22	27%
Gilroy	43	34	26%
Palo Alto	51	43	19%
Campbell	24	21	14%
Milpitas	26	23	13%
Los Altos	27	25	8%
San Jose	420	412	2%

# Santa Clara County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Monte Sereno	5	7	-29%
Morgan Hill	34	37	-8%
Sunnyvale	50	53	-6%

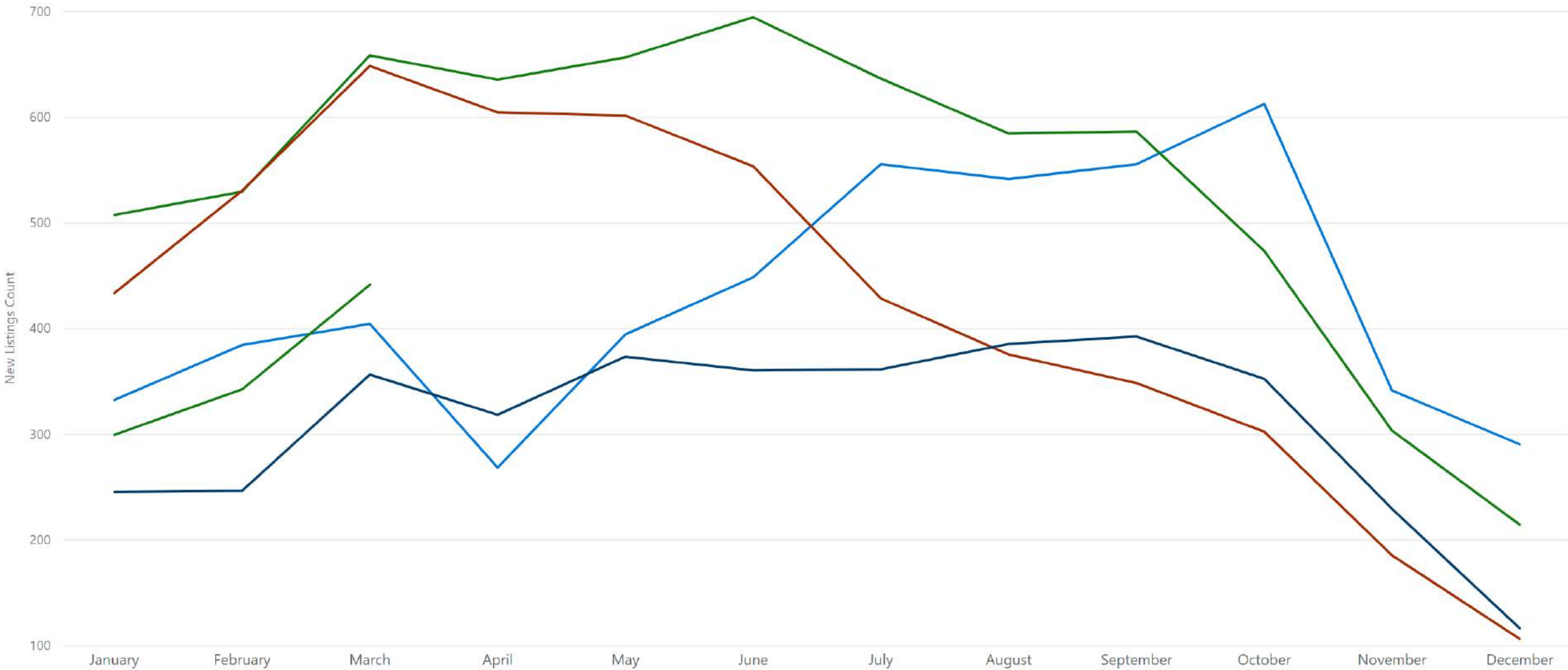
# Santa Clara County - New Listings

CountyName ● Santa Clara



# Santa Clara County - New Listings Since 2020

Year ● 2020 ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2020-2024

# Santa Clara County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Cupertino	12	6	100%
Los Altos	12	6	100%
Campbell	16	9	78%
Los Gatos	17	11	55%
Sunnyvale	41	27	52%
Milpitas	30	20	50%
Santa Clara	33	28	18%
San Jose	224	191	17%
Mountain View	25	24	4%
Gilroy	3	3	0%
Saratoga	5	5	0%
Palo Alto	13	13	0%

# Santa Clara County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Morgan Hill	10	13	-23%

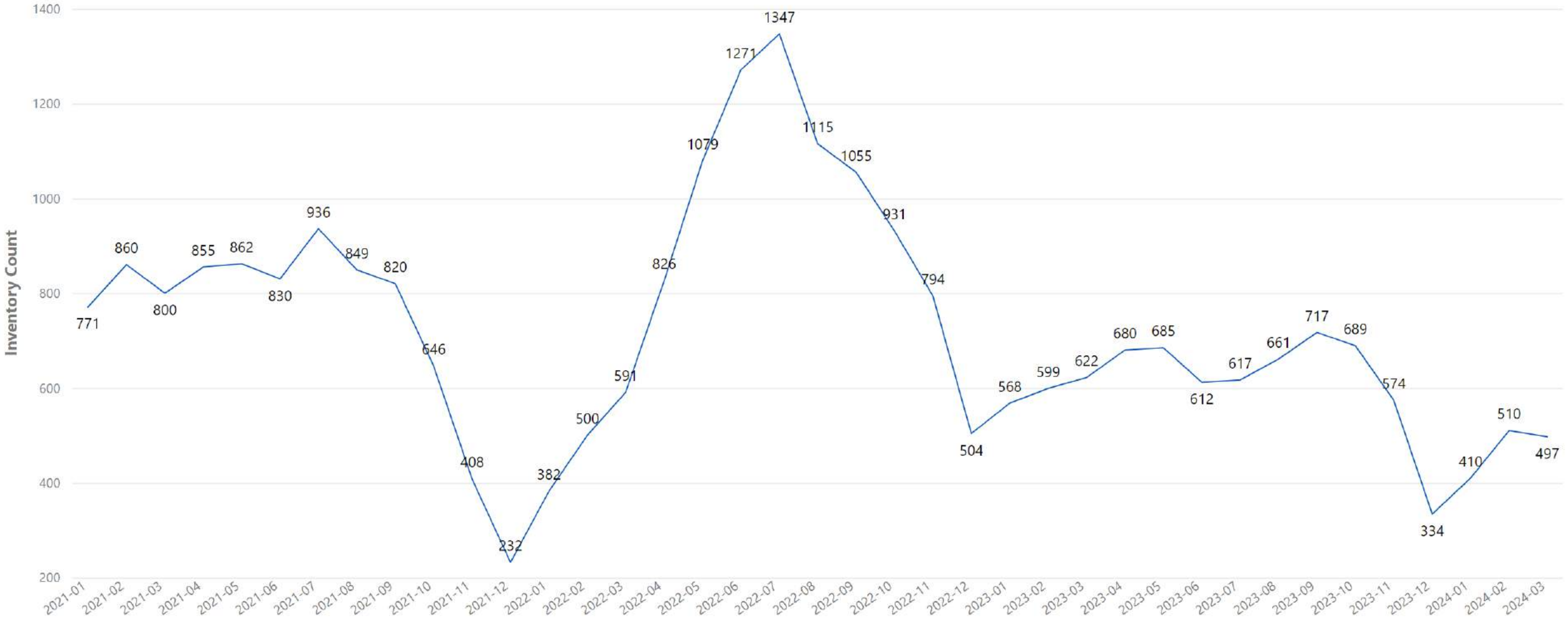


# Santa Clara County – New Listings Week Ending 04/06/2024



# Santa Clara County - Inventory

CountyName ● Santa Clara



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021-2024

# Santa Clara County - Increased Inventory

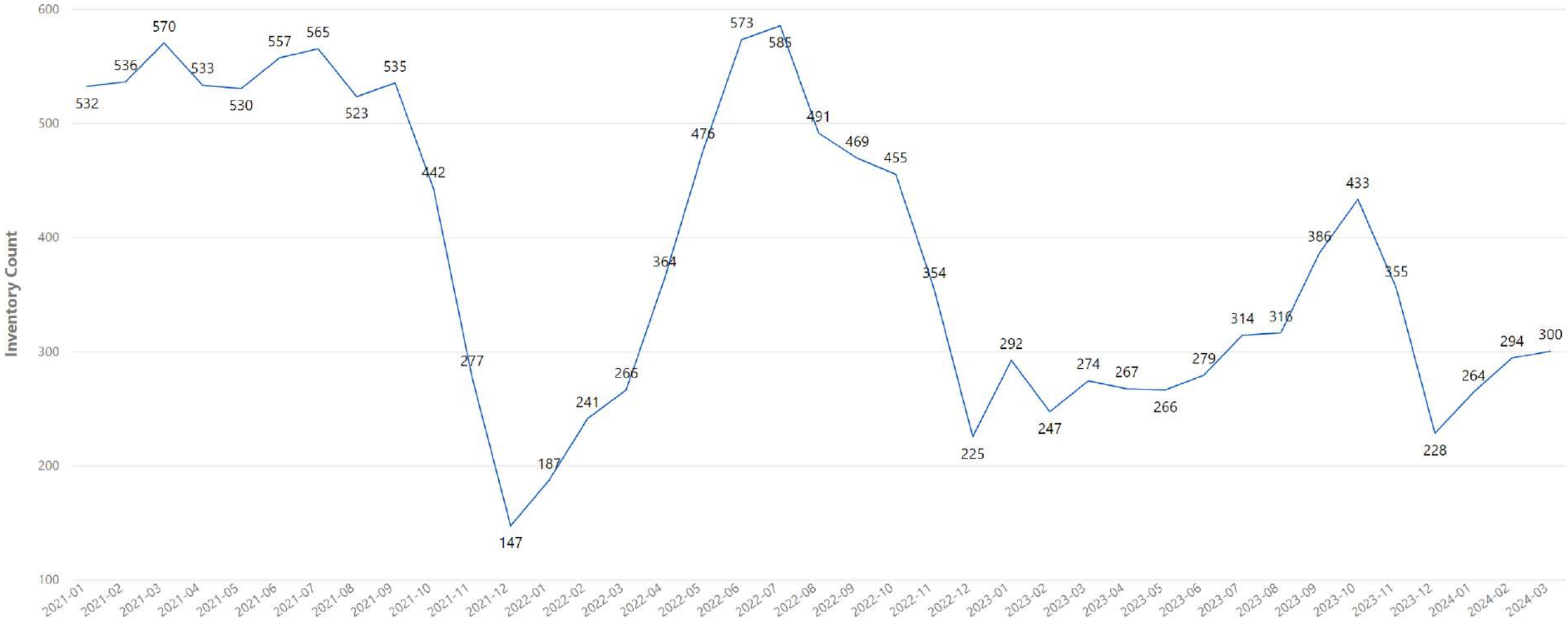
City	Inventory This Year	Inventory Last Year	% Inventory Change
San Martin	8	3	167%
Mountain View	23	10	130%
Los Gatos	48	45	7%
Los Altos Hills	15	15	0%
Milpitas	12	12	0%

# Santa Clara County - Decreased Inventory

City	Inventory This Year	Inventory Last Year	% Inventory Change
Stanford	1	4	-75%
Monte Sereno	3	8	-63%
Cupertino	7	12	-42%
Sunnyvale	18	29	-38%
Morgan Hill	29	41	-29%
San Jose	187	264	-29%
Campbell	13	18	-28%
Los Altos	14	19	-26%
Palo Alto	35	47	-26%
Saratoga	21	26	-19%
Santa Clara	21	25	-16%
Gilroy	41	44	-7%

# Santa Clara County - Inventory

CountyName ● Santa Clara



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021-2024

# Santa Clara County - Increased Inventory

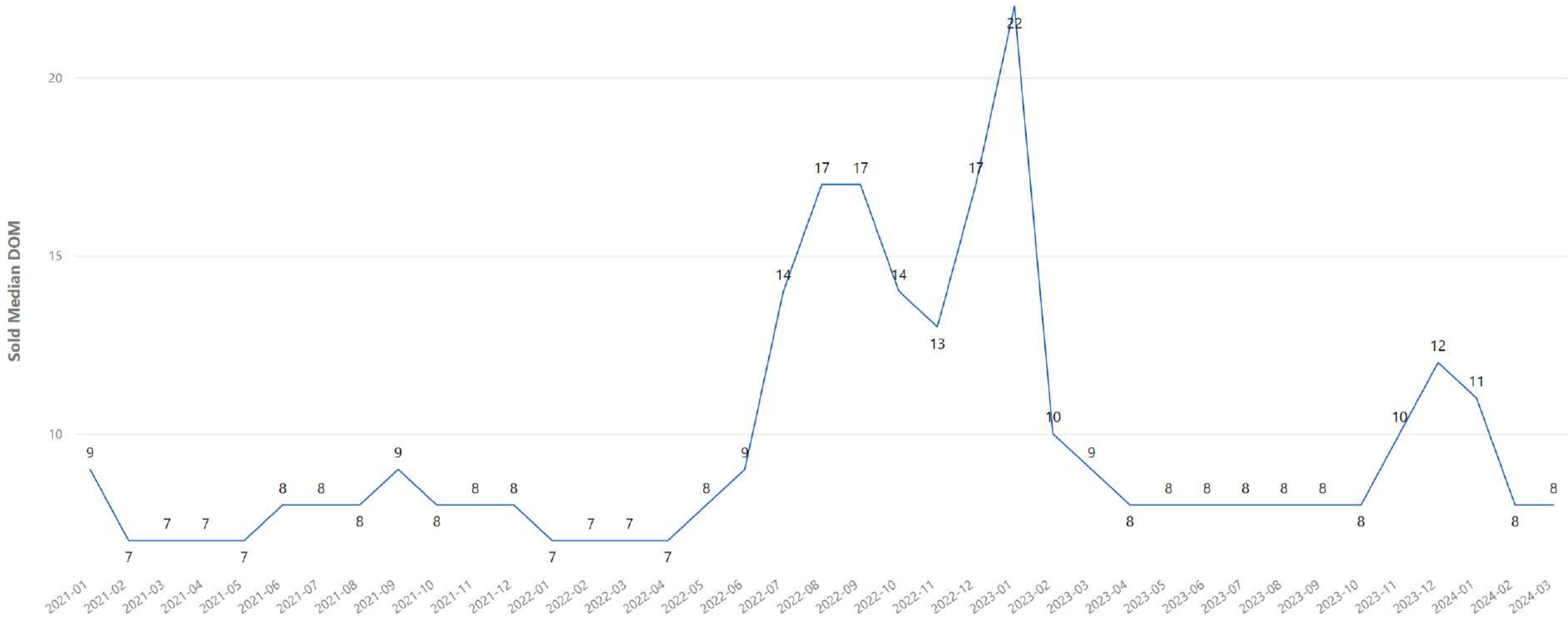
City	Inventory This Year	Inventory Last Year	% Inventory Change
Los Altos	17	7	143%
Cupertino	7	3	133%
Saratoga	3	2	50%
Milpitas	13	9	44%
Mountain View	28	20	40%
Campbell	8	6	33%
Palo Alto	18	15	20%
Santa Clara	23	20	15%
San Jose	152	139	9%
Stanford	1	1	0%

# Santa Clara County - Decreased Inventory

City	Inventory This Year	Inventory Last Year	% Inventory Change
Sunnyvale	10	20	-50%
Morgan Hill	9	15	-40%
Los Gatos	9	14	-36%
Gilroy	2	3	-33%

# Santa Clara County - Median Days On Market

CountyName ● Santa Clara





# Santa Clara County - Increased Median Days On Market

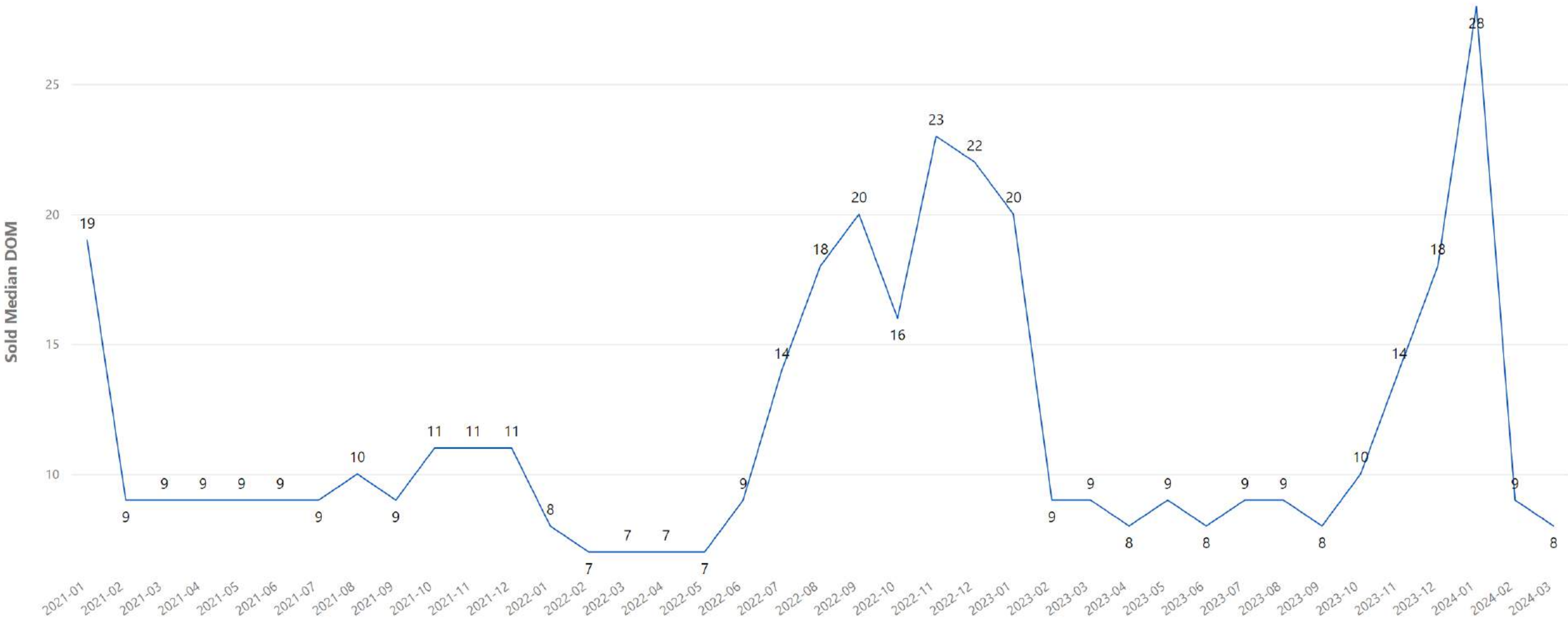
City	Median DOM	Median DOM Last Year	% Median DOM Change
Alviso	38	0	N/A
Monte Sereno	13	4	225%
Morgan Hill	12	9	33%
Campbell	8	7	14%
Santa Clara	7	7	0%

# Santa Clara County - Decreased Median Days On Market

City	Median DOM	Median DOM Last Year	% Median DOM Change
San Martin	9	61	-85%
Stanford	13	41	-68%
Gilroy	9	21	-57%
Los Altos Hills	13	24	-46%
Los Gatos	8	13	-38%
Milpitas	8	12	-33%
Mountain View	7	10	-30%
Los Altos	8	11	-27%
Sunnyvale	7	9	-22%
Saratoga	6	7	-14%
Cupertino	7	8	-13%
San Jose	7	8	-13%
Palo Alto	8	9	-11%

# Santa Clara County - Median Days On Market

CountyName ● Santa Clara



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021-2024

# Santa Clara County - Increased Median Days On Market

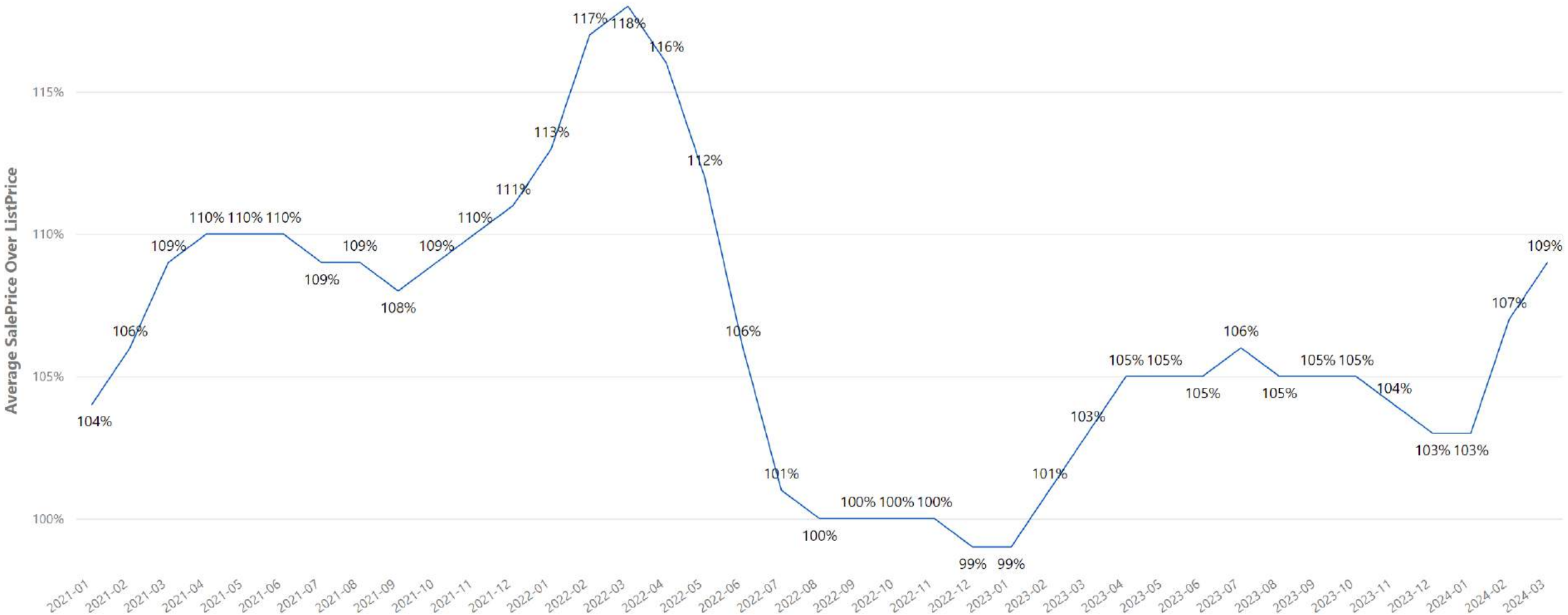
City	Median DOM	Median DOM Last Year	% Median DOM Change
Saratoga	17	6	183%
Los Gatos	21	9	133%
Milpitas	12	8	50%
Cupertino	14	10	40%
Santa Clara	9	8	13%
San Jose	9	9	0%

# Santa Clara County - Decreased Median Days On Market

City	Median DOM	Median DOM Last Year	% Median DOM Change
Los Altos	0	8	-100%
Palo Alto	8	26	-69%
Morgan Hill	9	19	-53%
Sunnyvale	7	14	-50%
Campbell	7	11	-36%
Mountain View	9	12	-25%

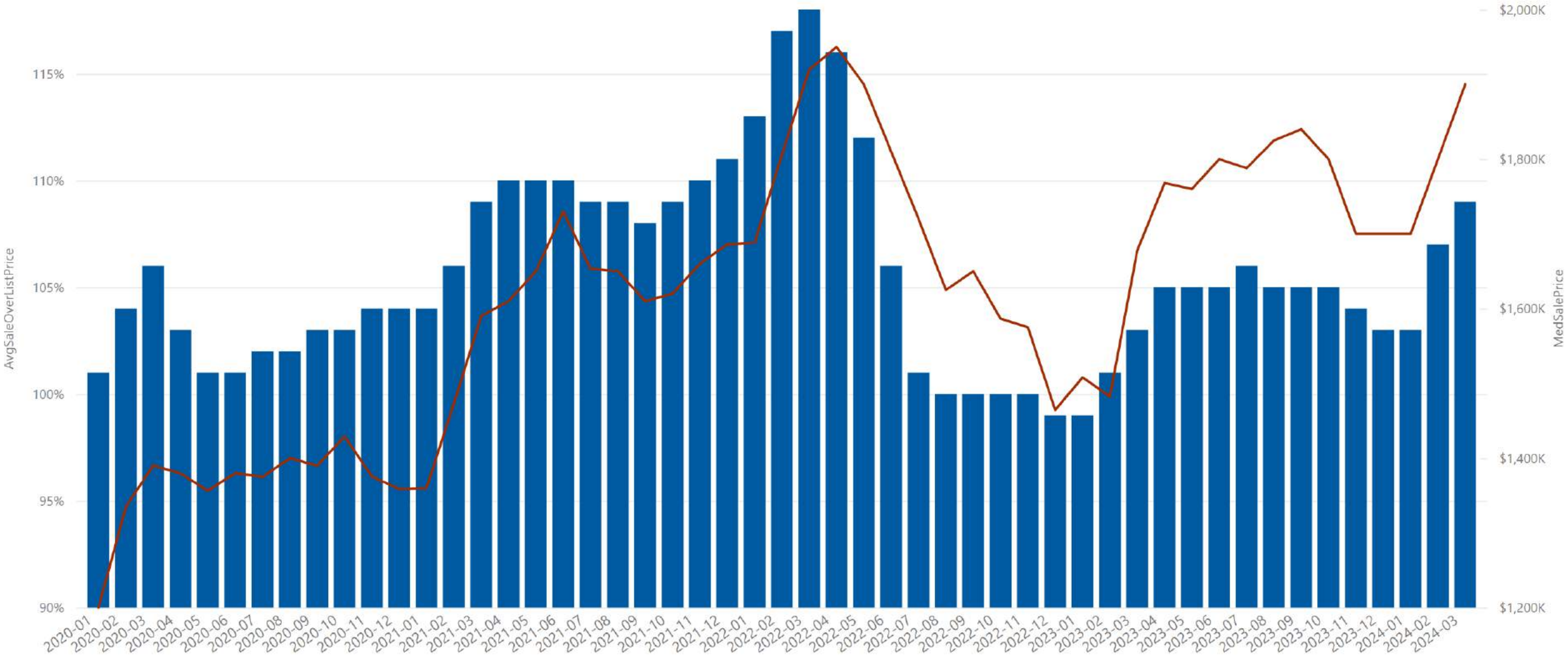
# Santa Clara County - Average Sale Price Over List Price

CountyName ● Santa Clara



# Santa Clara County - List Price Received vs Median Sale Price

● AvgSaleOverListPrice ● MedSalePrice



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2020-2024

# Santa Clara County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Alviso	96%	0%	N/A
Stanford	103%	82%	26%
Monte Sereno	112%	100%	12%
Milpitas	111%	101%	10%
Santa Clara	114%	106%	8%
Sunnyvale	114%	106%	8%
Palo Alto	108%	101%	7%
San Jose	110%	103%	7%
Los Altos	107%	101%	6%
Campbell	110%	104%	6%
Los Gatos	106%	101%	5%
Saratoga	106%	101%	5%
Mountain View	110%	105%	5%
San Martin	107%	104%	3%
Morgan Hill	102%	100%	2%



# Santa Clara County - Increased Sale To List Price

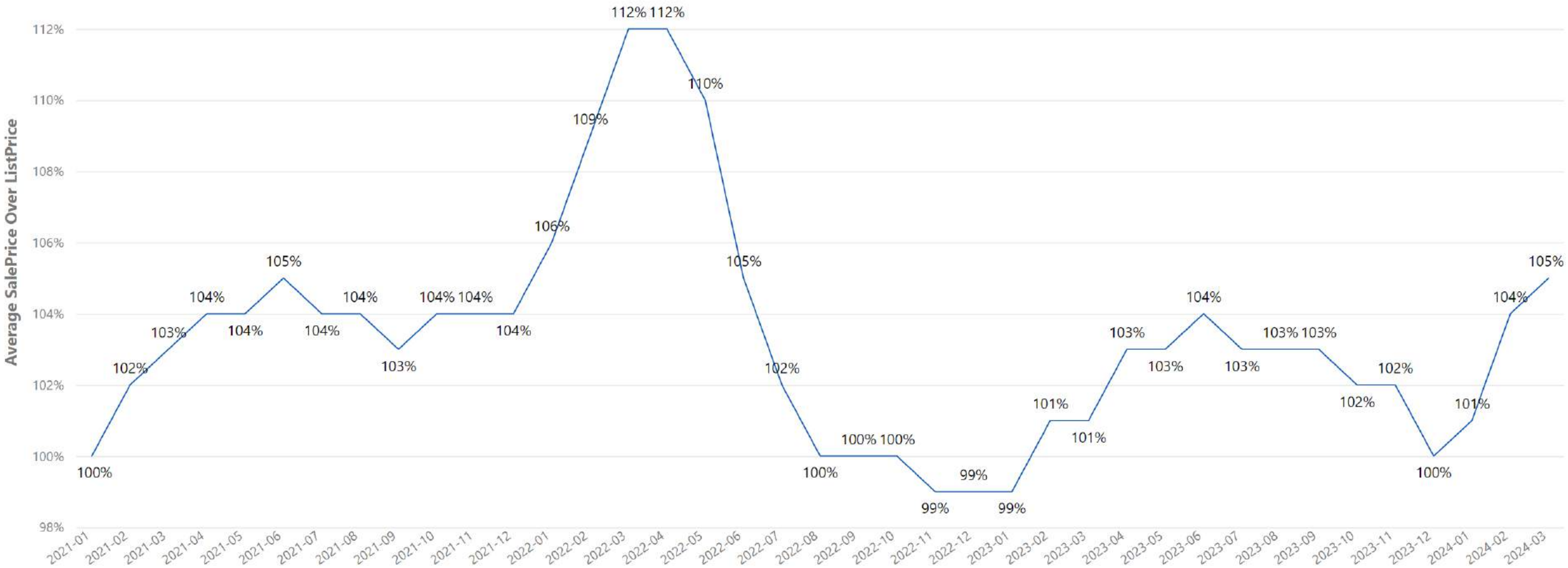
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Cupertino	109%	107%	2%
Gilroy	101%	100%	1%

# Santa Clara County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Los Altos Hills	97%	98%	-1%

# Santa Clara County - Average Sale Price Over List Price

CountyName ● Santa Clara



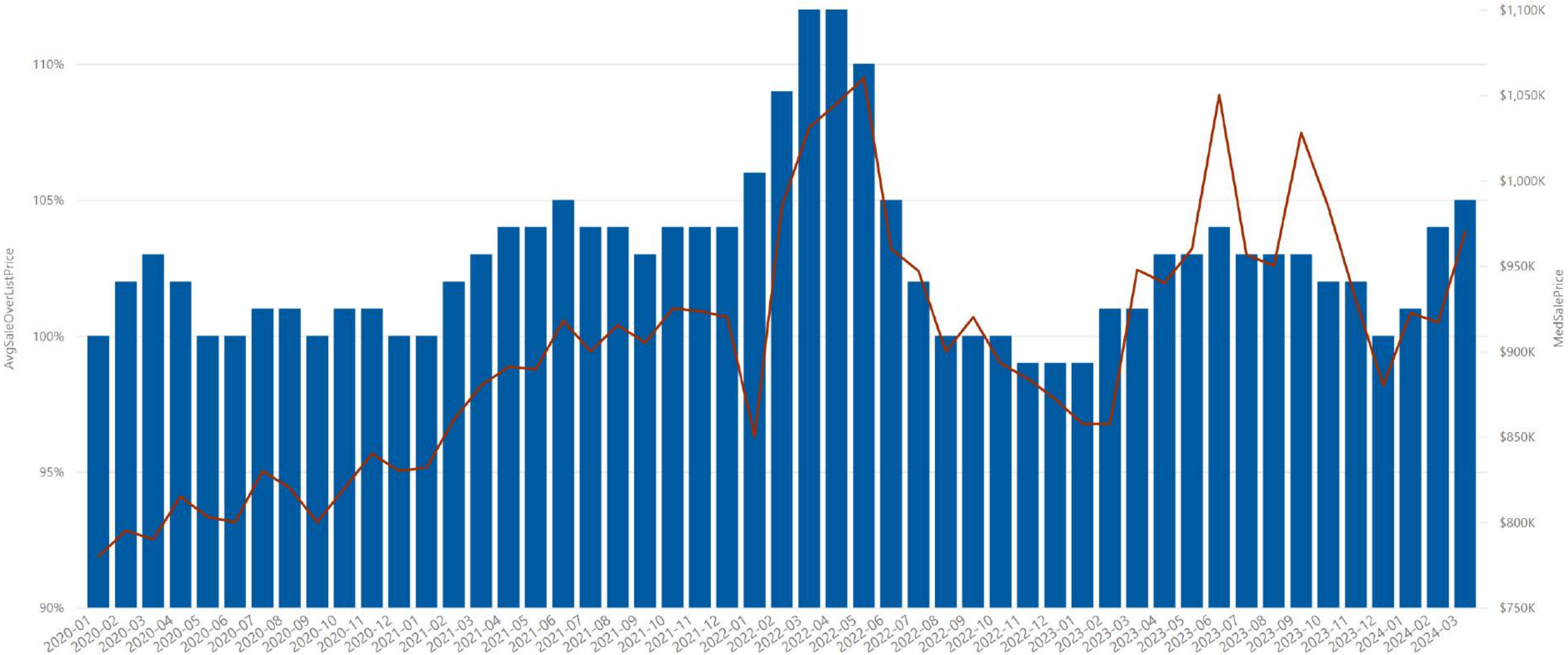
Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021-2024

# Santa Clara County - List Price Received vs Median Sale Price

● AvgSaleOverListPrice ● MedSalePrice



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2020-2024

# 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	117%	106%	10%
Saratoga	109%	101%	8%
Sunnyvale	110%	102%	8%
Campbell	108%	101%	7%
Palo Alto	106%	100%	6%
Santa Clara	108%	102%	6%
Mountain View	105%	101%	4%
San Jose	104%	101%	3%
Morgan Hill	101%	100%	1%
Milpitas	105%	104%	1%
Los Gatos	100%	100%	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
Los Altos	97%	101%	-4%

# Thank You

