



REAL ESTATE REPORT

Q1 2020

SANTA CLARA COUNTY

Dear Client,

Welcome to your latest Quarterly Report, with up-to-date real estate data for a specific market area. The Quarterly Report offers insight into residential real estate sales activity and regional trends. It complements the Area Report, giving you a broader look at the real estate market. If you are interested in receiving the Area Report, please let me know. I would be happy to set that up for you.

The market summary below offers a look at sales activity for the prior quarter and year, along with current and past year-to-date statistics. The graphs cover several different aspects of the real estate market. Note how some of the graphs break out trends by price increments. Please contact me if you would like more information on your current market.



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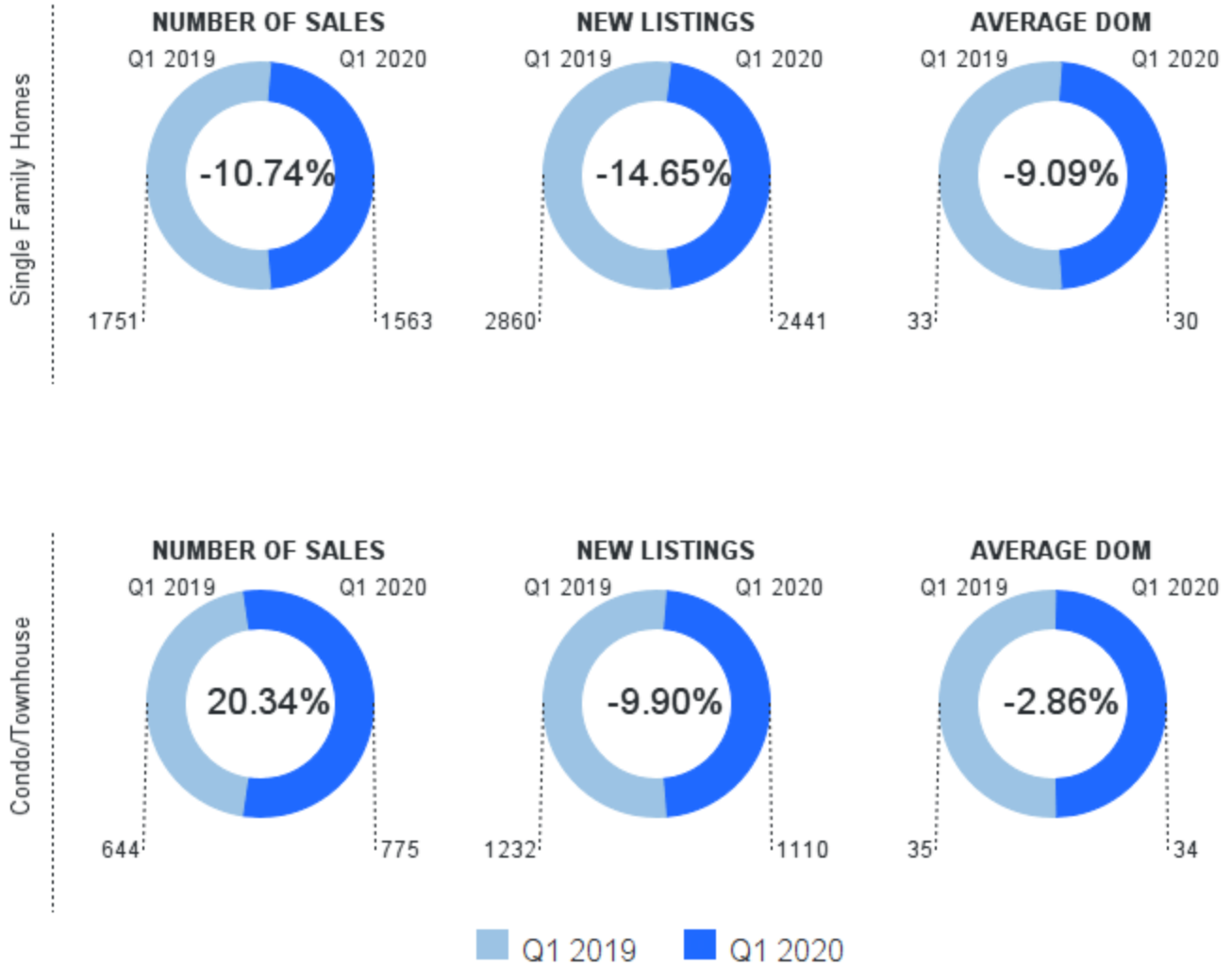
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COLDWELL BANKER
REALTY

SANTA CLARA COUNTY | Q1 2020

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SANTA CLARA COUNTY

Q1 2020

-2.38%

PROPERTIES SOLD
ALL PROPERTY TYPES

2.60%

AVERAGE SOLD PRICE
ALL PROPERTY TYPES

5.99%

MEDIAN SOLD PRICE
ALL PROPERTY TYPES

-13.22%

NEW LISTINGS
ALL PROPERTY TYPES

0.58%

AVERAGE LIST PRICE
ALL PROPERTY TYPES

2.22%

MEDIAN LIST PRICE
ALL PROPERTY TYPES

2.39%

LIST/SELL PRICE RATIO
ALL PROPERTY TYPES

-6.06%

AVERAGE DAYS ON MARKET
ALL PROPERTY TYPES

-31.25%

MEDIAN DAYS ON MARKET
ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change
Alviso	1	2	-50% ↓	1	0	↑	\$700 K	\$0	↑	10	0	↑
Single Family Homes	1	2	-50% ↓	1	0	↑	\$700 K	\$0	↑	10	0	↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Campbell	103	96	7.29% ↑	77	68	13% ↑	\$1.32 M	\$1.35 M	-2.22% ↓	9	13	-31% ↓
Single Family Homes	61	63	-3.17% ↓	44	47	-6.38% ↓	\$1.50 M	\$1.45 M	3.28% ↑	9	11	-18% ↓
Condo/Townhouse	42	33	27% ↑	33	21	57% ↑	\$922 K	\$900 K	2.42% ↑	9	21	-57% ↓
Cupertino	103	105	-1.90% ↓	61	54	13% ↑	\$2.10 M	\$2.03 M	3.45% ↑	9	11	-18% ↓
Single Family Homes	73	84	-13% ↓	44	44	0.00%	\$2.38 M	\$2.22 M	6.79% ↑	9	11	-18% ↓
Condo/Townhouse	30	21	43% ↑	17	10	70% ↑	\$1.26 M	\$1.27 M	-0.59% ↓	9	13	-31% ↓
Gilroy	151	151	0.00%	88	95	-7.37% ↓	\$785 K	\$768 K	2.27% ↑	23	22	4.55% ↑
Single Family Homes	142	138	2.90% ↑	84	90	-6.67% ↓	\$815 K	\$789 K	3.36% ↑	23	21	9.52% ↑
Condo/Townhouse	9	13	-31% ↓	4	5	-20% ↓	\$500 K	\$460 K	8.59% ↑	39	24	63% ↑
Los Altos	92	96	-4.17% ↓	46	46	0.00%	\$3.17 M	\$3.23 M	-1.71% ↓	10	8	25% ↑
Single Family Homes	81	87	-6.90% ↓	40	39	2.56% ↑	\$3.30 M	\$3.45 M	-4.35% ↓	10	9	11% ↑
Condo/Townhouse	11	9	22% ↑	6	7	-14% ↓	\$1.61 M	\$1.70 M	-5.59% ↓	10	7	43% ↑
Los Altos Hills	27	17	59% ↑	14	3	367% ↑	\$4.43 M	\$4.20 M	5.44% ↑	32	15	113% ↑
Single Family Homes	27	17	59% ↑	14	3	367% ↑	\$4.43 M	\$4.20 M	5.44% ↑	32	15	113% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

SANTA CLARA COUNTY

REAL ESTATE SNAPSHOT | Q1 2020

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change
Los Gatos	153	163	-6.13% ↓	87	98	-11% ↓	\$1.80 M	\$1.91 M	-5.76% ↓	12	19	-37% ↓
Single Family Homes	122	133	-8.27% ↓	65	80	-19% ↓	\$2.05 M	\$2.30 M	-11% ↓	12	16	-25% ↓
Condo/Townhouse	31	30	3.33% ↑	22	18	22% ↑	\$1.25 M	\$1.05 M	19% ↑	11	27	-59% ↓
Milpitas	129	177	-27% ↓	89	107	-17% ↓	\$1.00 M	\$960 K	4.17% ↑	12	20	-40% ↓
Single Family Homes	68	85	-20% ↓	46	64	-28% ↓	\$1.22 M	\$1.06 M	15% ↑	11	16	-31% ↓
Condo/Townhouse	61	92	-34% ↓	43	43	0.00%	\$818 K	\$824 K	-0.70% ↓	17	21	-19% ↓
Monte Sereno	12	14	-14% ↓	4	2	100% ↑	\$2.06 M	\$2.68 M	-23% ↓	8	0	↑
Single Family Homes	12	14	-14% ↓	4	2	100% ↑	\$2.06 M	\$2.68 M	-23% ↓	8	0	↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Morgan Hill	189	171	11% ↑	109	89	22% ↑	\$935 K	\$920 K	1.63% ↑	16	20	-20% ↓
Single Family Homes	143	135	5.93% ↑	86	71	21% ↑	\$1.03 M	\$995 K	3.02% ↑	14	20	-30% ↓
Condo/Townhouse	46	36	28% ↑	23	18	28% ↑	\$730 K	\$673 K	8.55% ↑	30	19	58% ↑
Mountain View	141	159	-11% ↓	87	71	23% ↑	\$1.75 M	\$1.33 M	32% ↑	9	13	-31% ↓
Single Family Homes	74	61	21% ↑	48	27	78% ↑	\$2.15 M	\$2.55 M	-16% ↓	8	15	-47% ↓
Condo/Townhouse	67	98	-32% ↓	39	44	-11% ↓	\$1.10 M	\$1.03 M	6.80% ↑	10	10	0.00%
Palo Alto	136	147	-7.48% ↓	66	79	-16% ↓	\$2.96 M	\$2.69 M	9.93% ↑	9	12	-25% ↓
Single Family Homes	102	122	-16% ↓	50	66	-24% ↓	\$3.20 M	\$2.81 M	14% ↑	10	11	-9.09% ↓
Condo/Townhouse	34	25	36% ↑	16	13	23% ↑	\$1.71 M	\$1.25 M	37% ↑	9	15	-40% ↓
San Jose	1758	2125	-17% ↓	1264	1331	-5.03% ↓	\$978 K	\$950 K	2.95% ↑	10	16	-38% ↓
Single Family Homes	1163	1460	-20% ↓	825	964	-14% ↓	\$1.19 M	\$1.06 M	12% ↑	9	16	-44% ↓
Condo/Townhouse	595	665	-11% ↓	439	367	20% ↑	\$685 K	\$728 K	-5.91% ↓	13	18	-28% ↓
San Martin	17	17	0.00%	11	6	83% ↑	\$780 K	\$800 K	-2.50% ↓	12	19	-37% ↓
Single Family Homes	17	17	0.00%	11	6	83% ↑	\$780 K	\$800 K	-2.50% ↓	12	19	-37% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Santa Clara	246	289	-15% ↓	154	170	-9.41% ↓	\$1.26 M	\$1.25 M	1.00% ↑	10	13	-23% ↓
Single Family Homes	155	183	-15% ↓	88	122	-28% ↓	\$1.43 M	\$1.38 M	3.82% ↑	8	12	-33% ↓
Condo/Townhouse	91	106	-14% ↓	66	48	38% ↑	\$896 K	\$873 K	2.69% ↑	14	21	-33% ↓
Saratoga	88	115	-23% ↓	50	45	11% ↑	\$2.40 M	\$2.48 M	-3.07% ↓	15	14	7.14% ↑
Single Family Homes	73	104	-30% ↓	42	38	11% ↑	\$2.64 M	\$2.61 M	1.19% ↑	18	11	64% ↑
Condo/Townhouse	15	11	36% ↑	8	7	14% ↑	\$964 K	\$1.53 M	-37% ↓	9	28	-68% ↓
Stanford	3	4	-25% ↓	3	6	-50% ↓	\$2.05 M	\$2.76 M	-26% ↓	95	40	138% ↑
Single Family Homes	3	3	0.00%	2	6	-67% ↓	\$2.33 M	\$2.76 M	-16% ↓	59	40	48% ↑
Condo/Townhouse	0	1	↓	1	0	↑	\$525 K	\$0	↑	95	0	↑
Sunnyvale	201	243	-17% ↓	127	125	1.60% ↑	\$1.44 M	\$1.51 M	-4.14% ↓	9	14	-36% ↓
Single Family Homes	123	151	-19% ↓	69	82	-16% ↓	\$1.93 M	\$1.72 M	12% ↑	8	13	-38% ↓
Condo/Townhouse	78	92	-15% ↓	58	43	35% ↑	\$1.21 M	\$1.15 M	5.04% ↑	11	16	-31% ↓
Total	3551	4092	-13% ↓	2338	2395	-2.38% ↓	\$1.15 M	\$1.09 M	5.99% ↑	10	15	-33% ↓
Single Family Homes	2441	2860	-15% ↓	1563	1751	-11% ↓	\$1.34 M	\$1.20 M	11% ↑	9	14	-36% ↓
Condo/Townhouse	1110	1232	-9.90% ↓	775	644	20% ↑	\$790 K	\$814 K	-2.95% ↓	13	18	-28% ↓

REAL ESTATE SNAPSHOT

SANTA CLARA COUNTY

MARKET OVERVIEW

Q1 2020 | Single Family Homes 

-10.74%

PROPERTIES SOLD
SINGLE FAMILY HOMES

7.52%

AVERAGE SOLD PRICE
SINGLE FAMILY HOMES

11.23%

MEDIAN SOLD PRICE
SINGLE FAMILY HOMES

-14.65%

NEW LISTINGS
SINGLE FAMILY HOMES

5.14%

AVERAGE LIST PRICE
SINGLE FAMILY HOMES

7.08%

MEDIAN LIST PRICE
SINGLE FAMILY HOMES

3.04%

LIST/SELL PRICE RATIO
SINGLE FAMILY HOMES

-9.09%

AVERAGE DAYS ON MARKET
SINGLE FAMILY HOMES

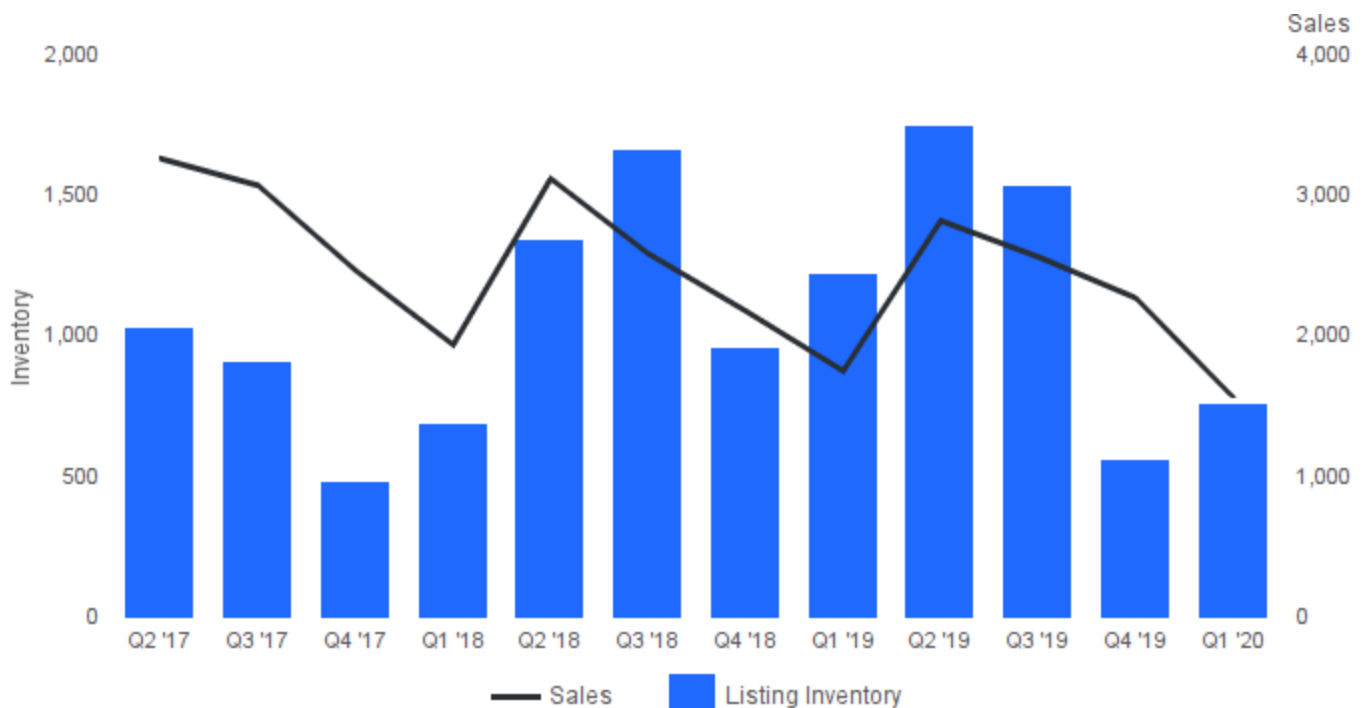
-37.50%

MEDIAN DAYS ON MARKET
SINGLE FAMILY HOMES

LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | Single Family Homes 

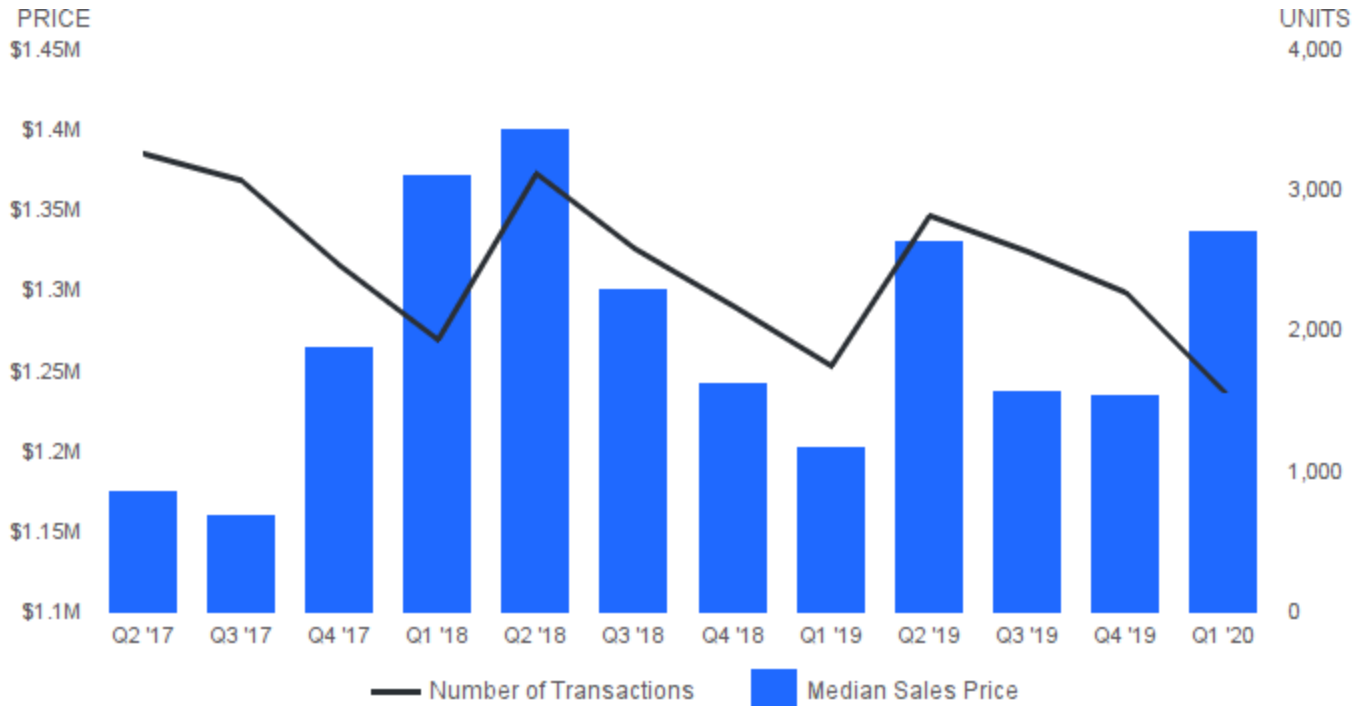
Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | Single Family Homes 

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | Single Family Homes 

Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.

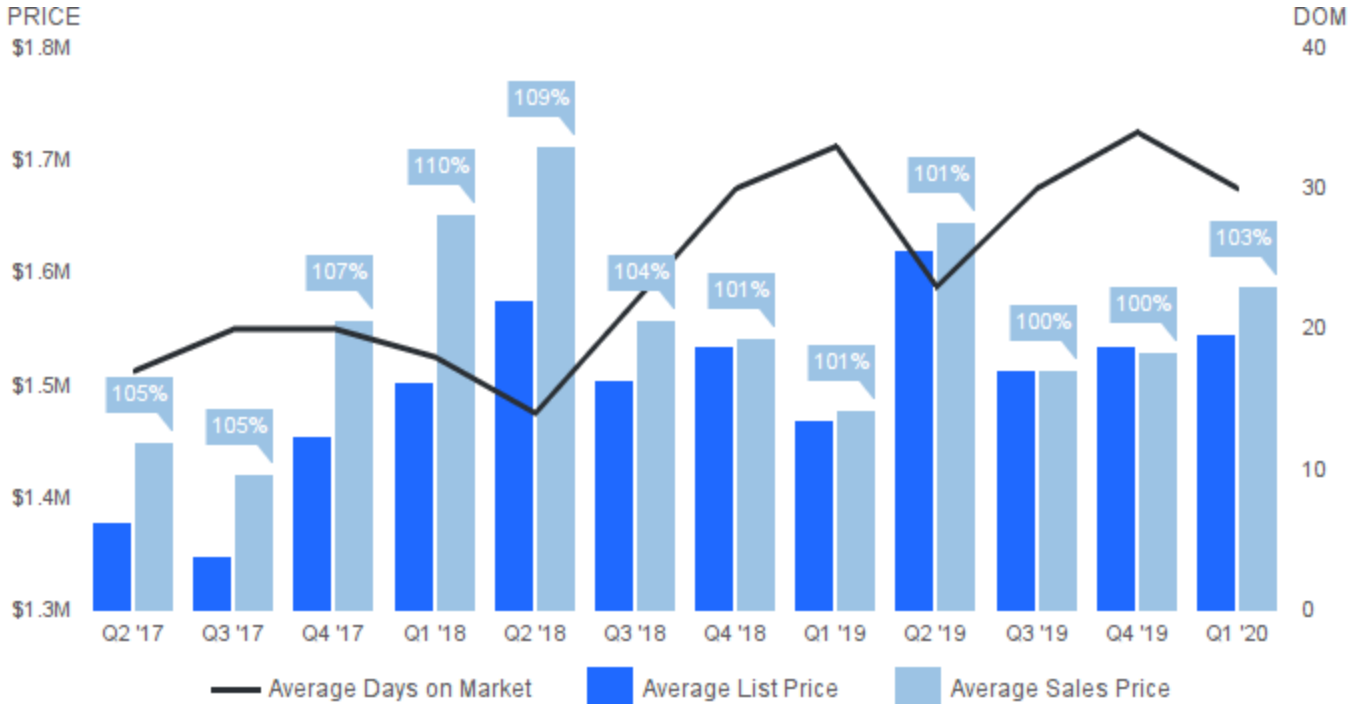


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | Single Family Homes 

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Days on Market | Average days on market for all properties sold.

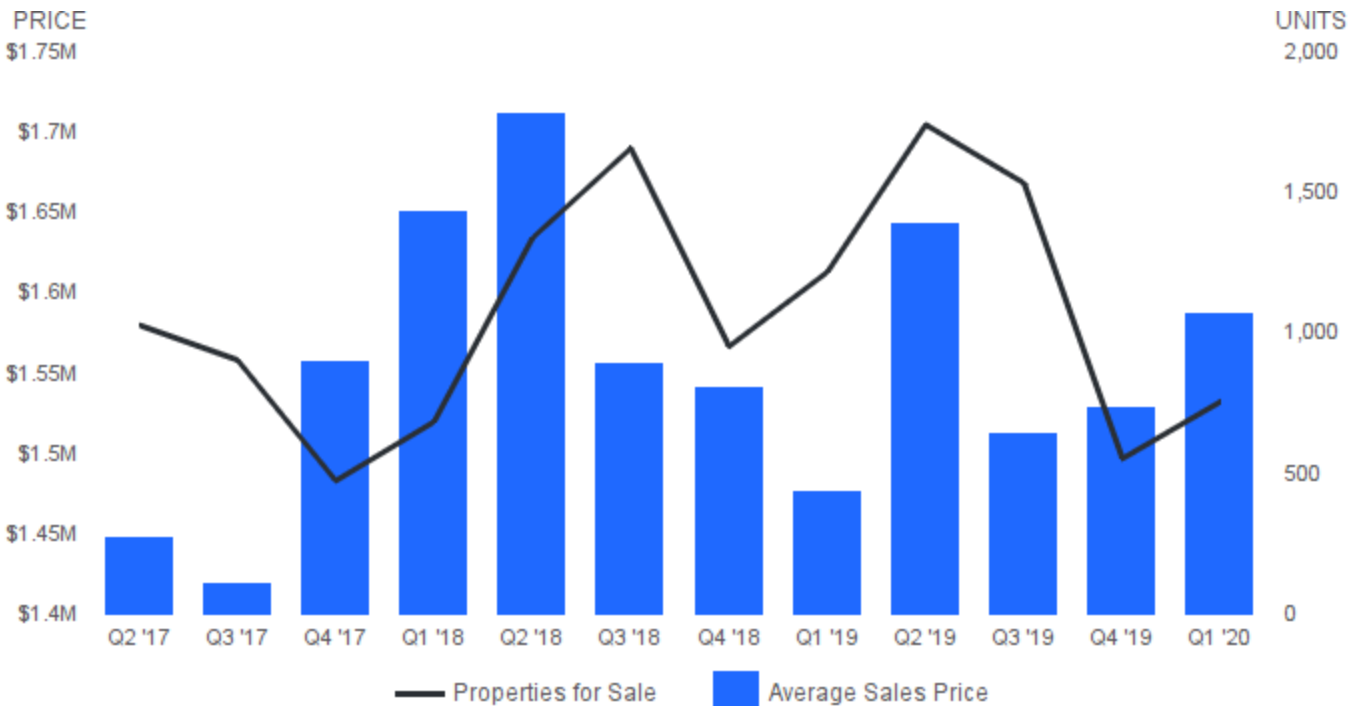


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | Single Family Homes 

Average Sales Price | Average sales price for all properties sold.

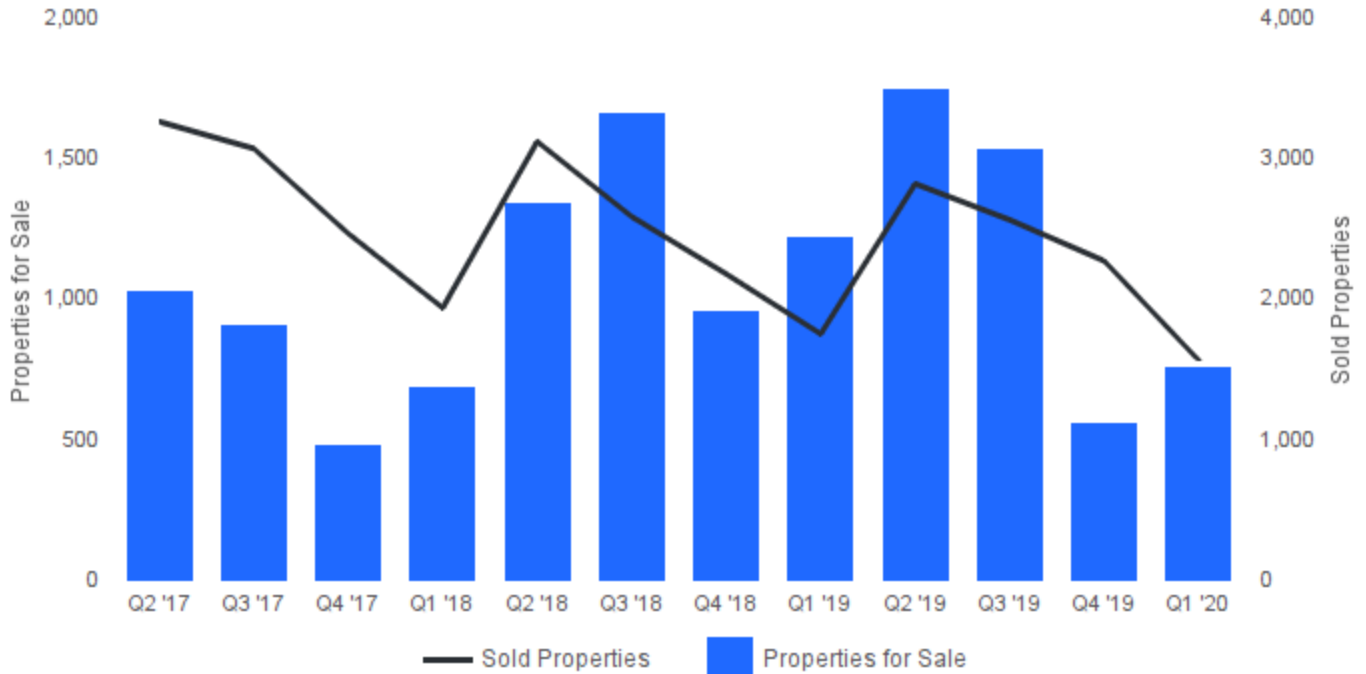
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | Single Family Homes 

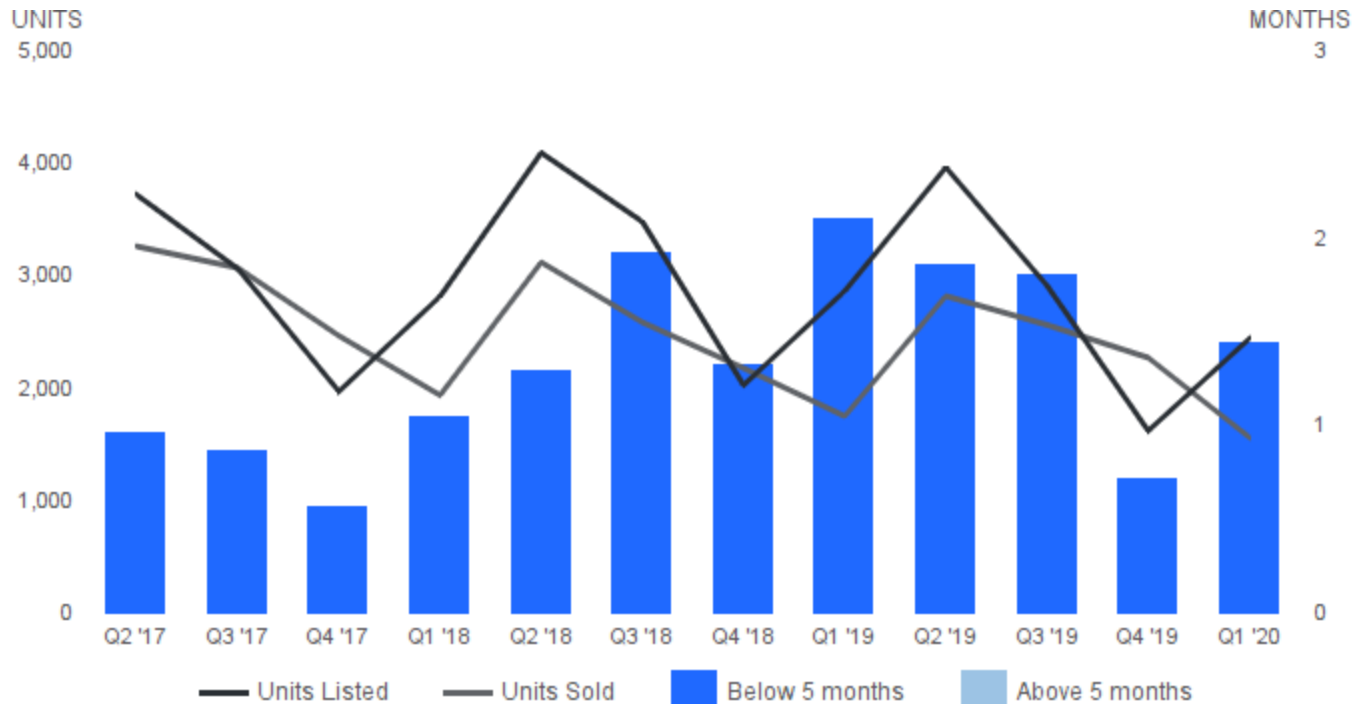
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q1 2020 | Single Family Homes 


Months Supply of Inventory | Properties for sale divided by number of properties sold.
Units Listed | Number of properties listed for sale at the end of month.
Units Sold | Number of properties sold.



REAL ESTATE SNAPSHOT

SANTA CLARA COUNTY

MARKET OVERVIEW

Q1 2020 | Condo/Townhouse 

20.34%

PROPERTIES SOLD
CONDO/TOWNHOUSE

-0.69%

AVERAGE SOLD PRICE
CONDO/TOWNHOUSE

-2.95%

MEDIAN SOLD PRICE
CONDO/TOWNHOUSE

-9.90%

NEW LISTINGS
CONDO/TOWNHOUSE

-1.84%

AVERAGE LIST PRICE
CONDO/TOWNHOUSE

-3.18%

MEDIAN LIST PRICE
CONDO/TOWNHOUSE

1.20%

LIST/SELL PRICE RATIO
CONDO/TOWNHOUSE

-2.86%

AVERAGE DAYS ON MARKET
CONDO/TOWNHOUSE

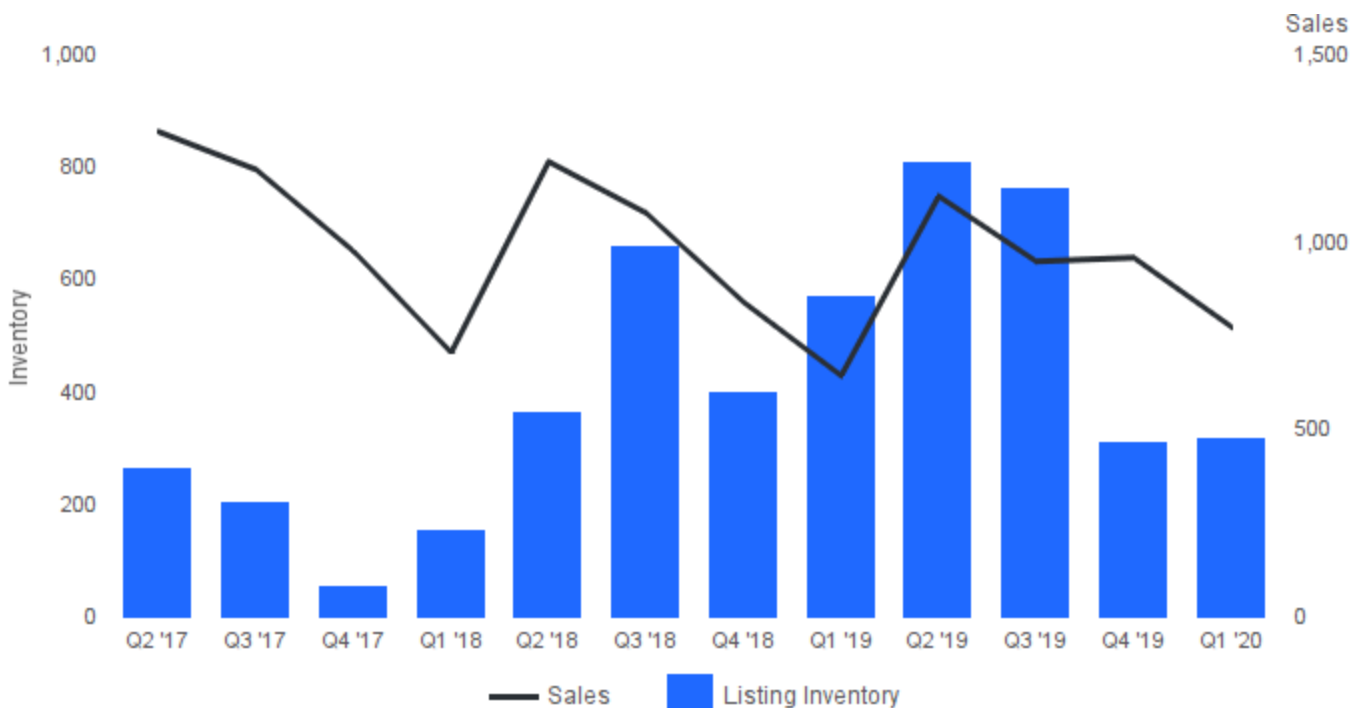
-26.32%

MEDIAN DAYS ON MARKET
CONDO/TOWNHOUSE


LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | Condo/Townhouse 

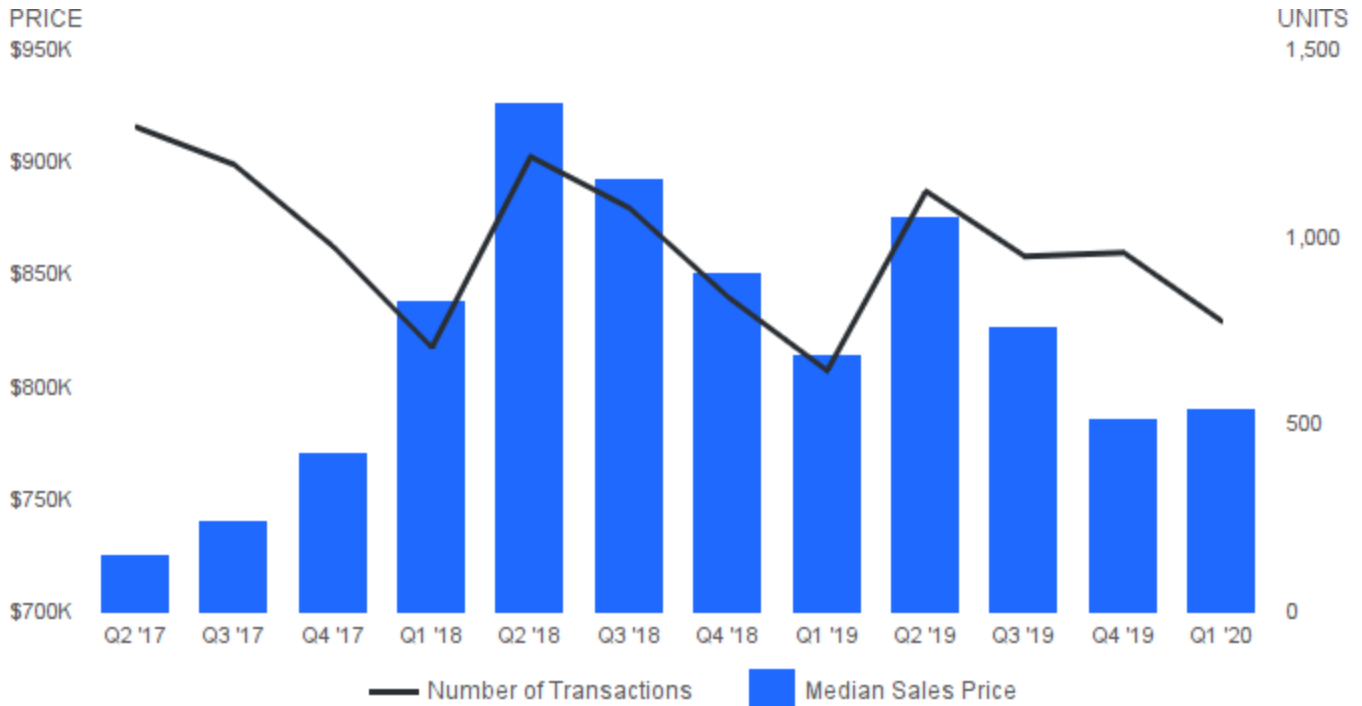
Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | Condo/Townhouse 

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.




AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | Condo/Townhouse 

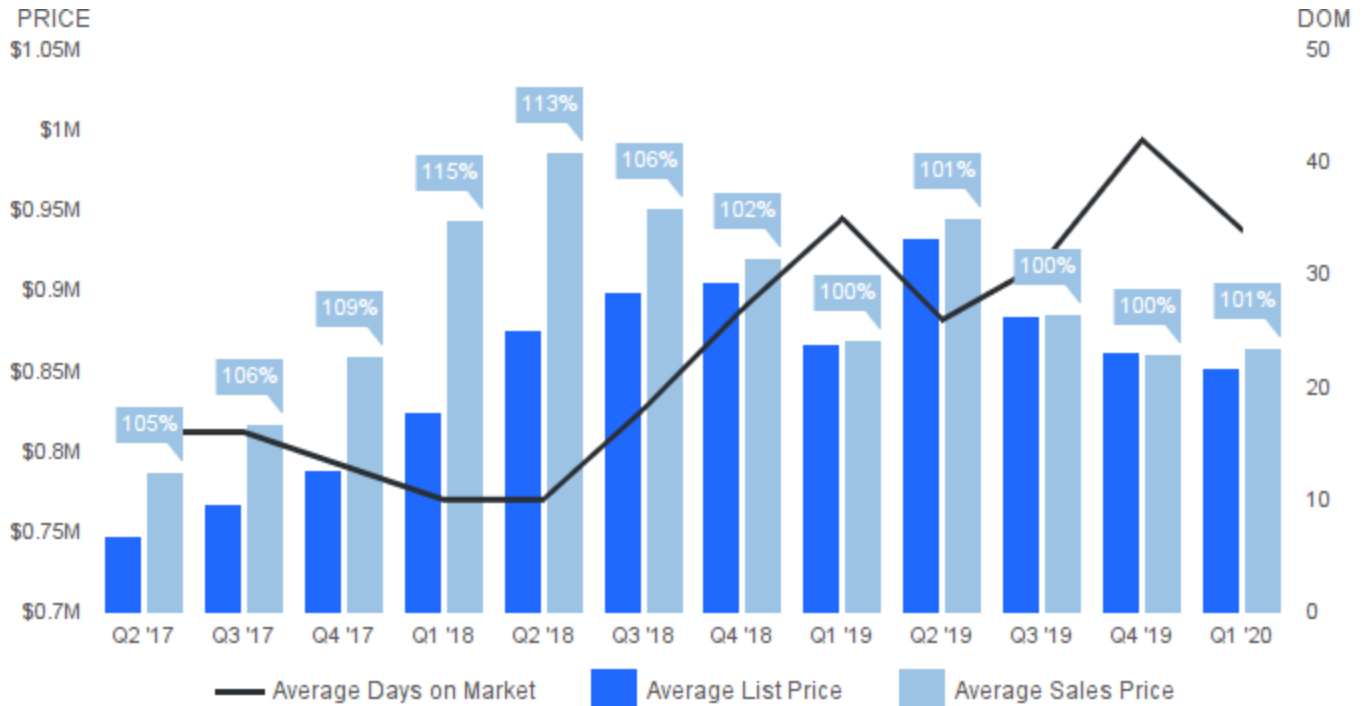
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | Condo/Townhouse 

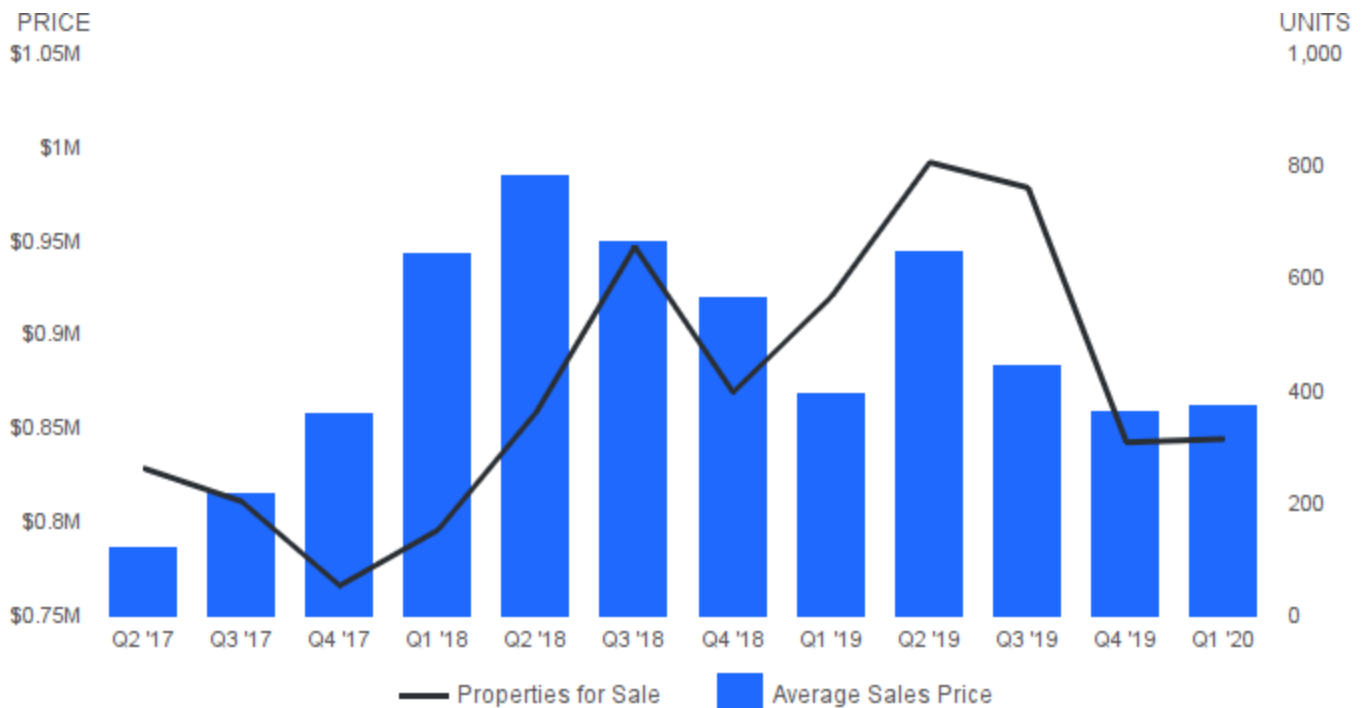
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | Condo/Townhouse 

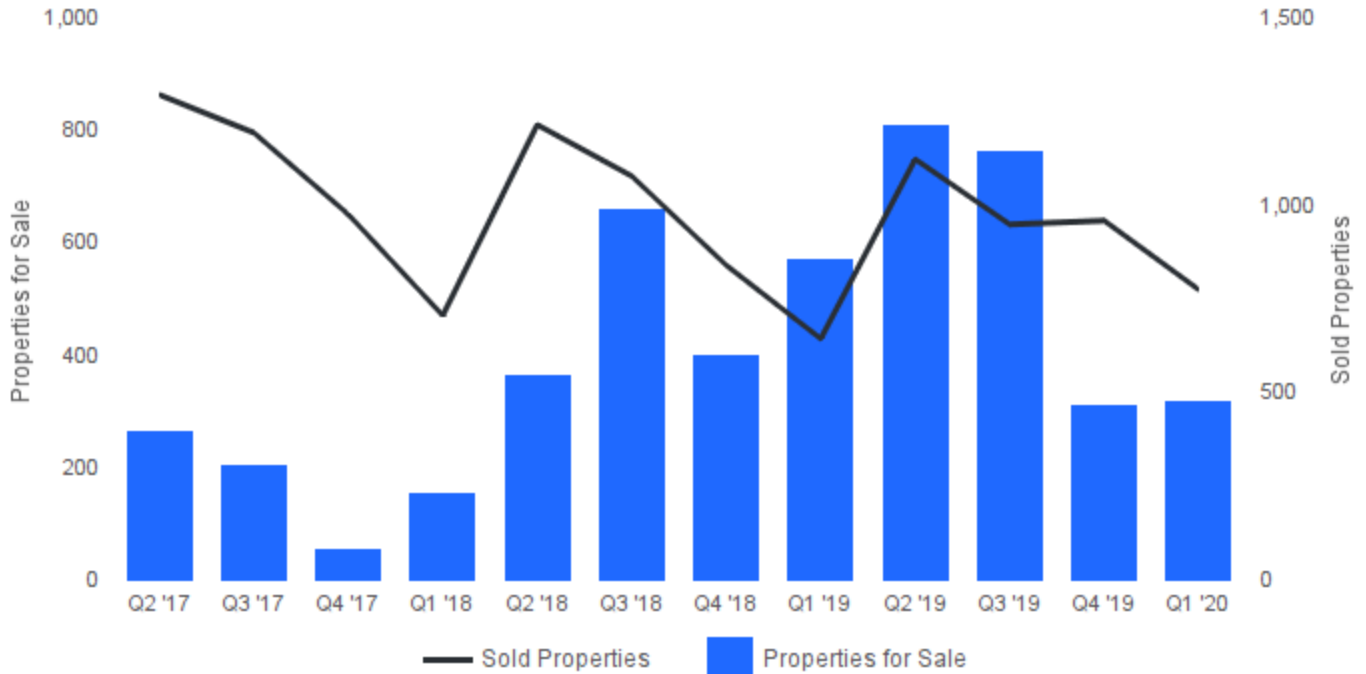
Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | Condo/Townhouse ?

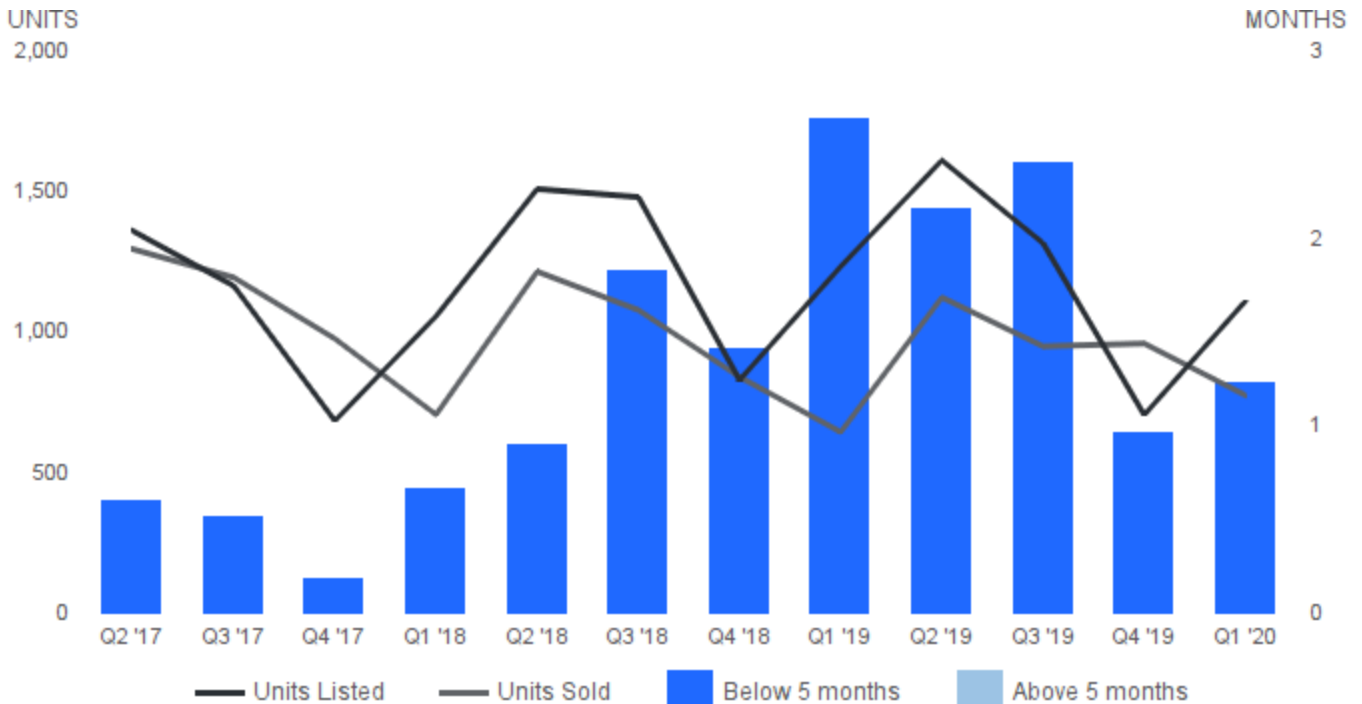
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q1 2020 | Condo/Townhouse ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.
Units Listed | Number of properties listed for sale at the end of month.
Units Sold | Number of properties sold.



ADDITIONAL REPORTS

SANTA CLARA COUNTY

Q1 2020

ALVISO

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[Quarterly Report](#)

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[Monthly Report](#)
[Quarterly Report](#)

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[Monthly Report](#)
[Quarterly Report](#)

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[Monthly Report](#)
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LOS ALTOS

[Monthly Report](#)
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LOS ALTOS HILLS

[Monthly Report](#)
[Quarterly Report](#)

LOS GATOS

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SUNNYVALE

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MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

Cities, areas, neighborhoods or property types within a county that are not represented indicate there is not enough sold data to produce a monthly or quarterly report for that specific city. If you are interested in information for a specific city, area, neighborhood and/or property type, please contact a Coldwell Banker Independent Sales Associate.

The statistics presented in the Quarterly Report are compiled based on figures and data generated by [IDC Global](#) and [Datafloat](#) and may not be completely accurate. All information should be independently verified for accuracy. Properties may or may not be listed by the office/agent presenting the information. Not intended as a solicitation if your property is already listed by another broker. Real estate agents affiliated with Coldwell Banker Realty are independent contractor agents and are not employees of the Company.



COLDWELL BANKER
REALTY

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