



REAL ESTATE REPORT

Q3 2019

SANTA CLARA COUNTY

Dear Ping,

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.



PING DING

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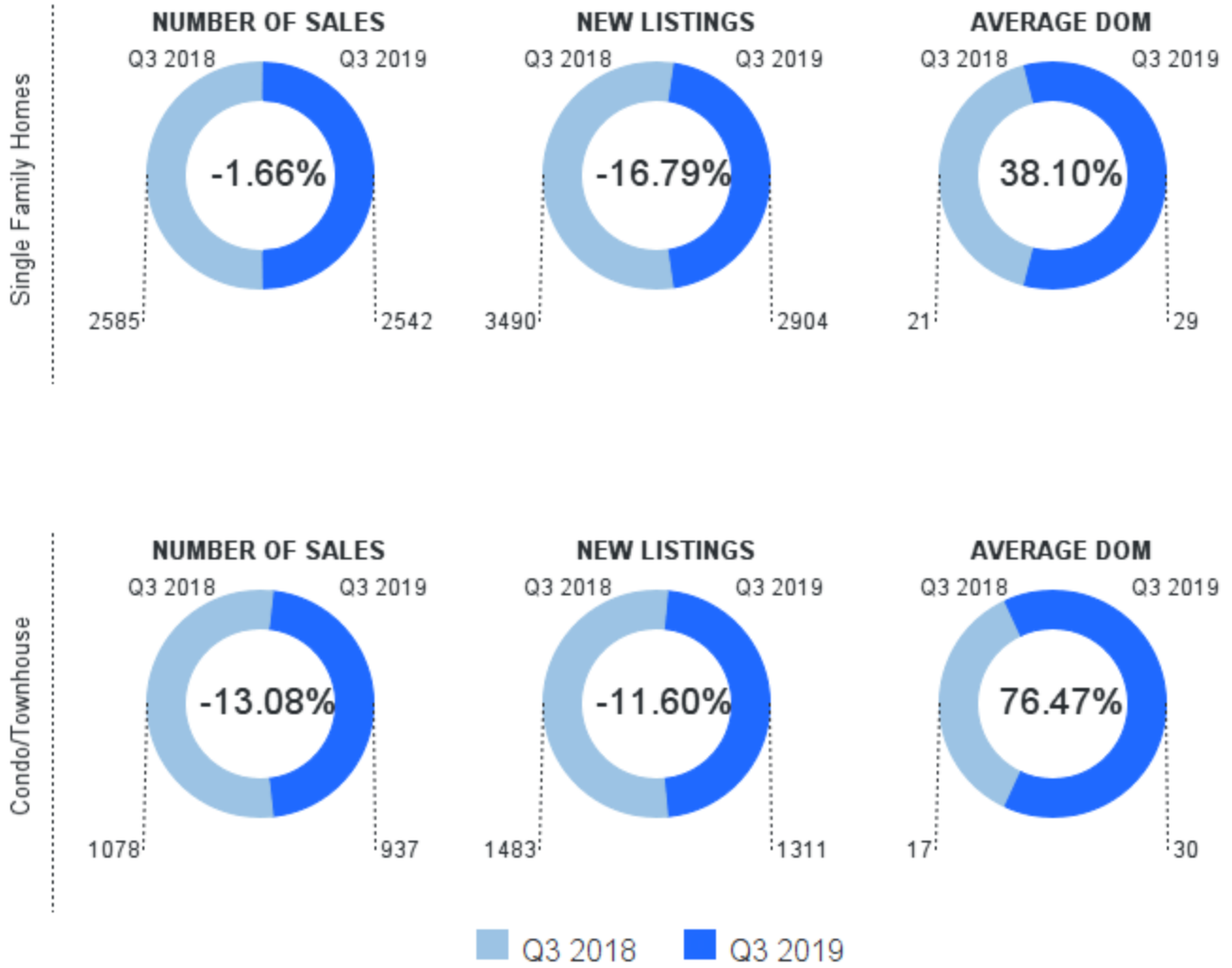
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SANTA CLARA COUNTY | Q3 2019

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SANTA CLARA COUNTY

Q3 2019

-5.02%

PROPERTIES SOLD
ALL PROPERTY TYPES

-2.42%

AVERAGE SOLD PRICE
ALL PROPERTY TYPES

-6.38%

MEDIAN SOLD PRICE
ALL PROPERTY TYPES

-15.24%

NEW LISTINGS
ALL PROPERTY TYPES

1.40%

AVERAGE LIST PRICE
ALL PROPERTY TYPES

0.01%

MEDIAN LIST PRICE
ALL PROPERTY TYPES

-3.93%

LIST/SELL PRICE RATIO
ALL PROPERTY TYPES

50.00%

AVERAGE DAYS ON MARKET
ALL PROPERTY TYPES

30.77%

MEDIAN DAYS ON MARKET
ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q3 2019	Q3 2018	% Change	Q3 2019	Q3 2018	% Change	Q3 2019	Q3 2018	% Change	Q3 2019	Q3 2018	% Change
Campbell	139	141	-1.42% ↓	109	118	-7.63% ↓	\$1.25 M	\$1.29 M	-3.79% ↓	24	14	71% ↑
Single Family Homes	94	95	-1.05% ↓	67	80	-16% ↓	\$1.38 M	\$1.42 M	-2.82% ↓	22	15	47% ↑
Condo/Townhouse	45	46	-2.17% ↓	42	38	11% ↑	\$847 K	\$840 K	0.83% ↑	29	12	142% ↑
Cupertino	122	104	17% ↑	88	84	4.76% ↑	\$1.90 M	\$1.97 M	-3.52% ↓	15	10	50% ↑
Single Family Homes	79	73	8.22% ↑	62	58	6.90% ↑	\$2.11 M	\$2.30 M	-8.08% ↓	14	9	56% ↑
Condo/Townhouse	43	31	39% ↑	26	26	0.00%	\$1.35 M	\$1.30 M	3.65% ↑	15	15	0.00%
Gilroy	187	206	-9.22% ↓	167	147	14% ↑	\$775 K	\$770 K	0.65% ↑	21	14	50% ↑
Single Family Homes	178	192	-7.29% ↓	160	134	19% ↑	\$788 K	\$792 K	-0.57% ↓	21	13	62% ↑
Condo/Townhouse	9	14	-36% ↓	7	13	-46% ↓	\$505 K	\$492 K	2.64% ↑	7	16	-56% ↓
Los Altos	105	92	14% ↑	97	69	41% ↑	\$3.20 M	\$3.25 M	-1.54% ↓	15	8	88% ↑
Single Family Homes	90	77	17% ↑	90	59	53% ↑	\$3.24 M	\$3.40 M	-4.57% ↓	15	8	88% ↑
Condo/Townhouse	15	15	0.00%	7	10	-30% ↓	\$1.35 M	\$1.67 M	-19% ↓	16	9	78% ↑
Los Altos Hills	31	23	35% ↑	17	20	-15% ↓	\$4.10 M	\$4.70 M	-13% ↓	22	18	22% ↑
Single Family Homes	31	23	35% ↑	17	20	-15% ↓	\$4.10 M	\$4.70 M	-13% ↓	22	18	22% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Los Gatos	147	196	-25% ↓	115	118	-2.54% ↓	\$1.85 M	\$1.63 M	14% ↑	20	20	0.00%
Single Family Homes	116	160	-28% ↓	93	92	1.09% ↑	\$1.98 M	\$2.00 M	-1.20% ↓	18	24	-25% ↓
Condo/Townhouse	31	36	-14% ↓	22	26	-15% ↓	\$1.27 M	\$953 K	33% ↑	26	15	73% ↑

SANTA CLARA COUNTY

REAL ESTATE SNAPSHOT | Q3 2019

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q3 2019	Q3 2018	% Change	Q3 2019	Q3 2018	% Change	Q3 2019	Q3 2018	% Change	Q3 2019	Q3 2018	% Change
Milpitas	175	226	-23% ↓	145	161	-9.94% ↓	\$990 K	\$1.06 M	-6.78% ↓	18	14	29% ↑
Single Family Homes	87	123	-29% ↓	81	97	-16% ↓	\$1.10 M	\$1.19 M	-7.56% ↓	13	15	-13% ↓
Condo/Townhouse	88	103	-15% ↓	64	64	0.00%	\$875 K	\$955 K	-8.38% ↓	27	13	108% ↑
Monte Sereno	18	14	29% ↑	11	17	-35% ↓	\$3.10 M	\$2.80 M	11% ↑	26	11	136% ↑
Single Family Homes	18	14	29% ↑	11	17	-35% ↓	\$3.10 M	\$2.80 M	11% ↑	26	11	136% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Morgan Hill	175	197	-11% ↓	155	160	-3.13% ↓	\$980 K	\$973 K	0.76% ↑	21	12	75% ↑
Single Family Homes	131	151	-13% ↓	132	130	1.54% ↑	\$1.04 M	\$1.04 M	0.58% ↑	20	12	67% ↑
Condo/Townhouse	44	46	-4.35% ↓	23	30	-23% ↓	\$700 K	\$695 K	0.79% ↑	24	12	100% ↑
Mountain View	165	164	0.61% ↑	134	124	8.06% ↑	\$1.64 M	\$1.65 M	-0.97% ↓	12	10	20% ↑
Single Family Homes	76	69	10% ↑	69	50	38% ↑	\$2.01 M	\$2.24 M	-10% ↓	10	10	0.00%
Condo/Townhouse	89	95	-6.32% ↓	65	74	-12% ↓	\$1.26 M	\$1.22 M	3.70% ↑	15	10	50% ↑
Palo Alto	144	157	-8.28% ↓	91	97	-6.19% ↓	\$2.85 M	\$2.85 M	0.00%	14	9	56% ↑
Single Family Homes	114	119	-4.20% ↓	75	70	7.14% ↑	\$3.08 M	\$3.19 M	-3.57% ↓	14	9	56% ↑
Condo/Townhouse	30	38	-21% ↓	16	27	-41% ↓	\$1.57 M	\$1.55 M	1.35% ↑	12	10	20% ↑
San Jose	2186	2706	-19% ↓	1847	1968	-6.15% ↓	\$962 K	\$1.03 M	-6.47% ↓	17	13	31% ↑
Single Family Homes	1489	1895	-21% ↓	1334	1390	-4.03% ↓	\$1.09 M	\$1.16 M	-6.47% ↓	15	13	15% ↑
Condo/Townhouse	697	811	-14% ↓	513	578	-11% ↓	\$700 K	\$775 K	-9.68% ↓	22	13	69% ↑
San Martin	15	20	-25% ↓	11	10	10% ↑	\$1.10 M	\$1.26 M	-13% ↓	20	33	-39% ↓
Single Family Homes	15	20	-25% ↓	11	10	10% ↑	\$1.10 M	\$1.26 M	-13% ↓	20	33	-39% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Santa Clara	268	282	-4.96% ↓	219	233	-6.01% ↓	\$1.23 M	\$1.30 M	-5.38% ↓	14	12	17% ↑
Single Family Homes	151	169	-11% ↓	143	145	-1.38% ↓	\$1.30 M	\$1.45 M	-10% ↓	14	13	7.69% ↑
Condo/Townhouse	117	113	3.54% ↑	76	88	-14% ↓	\$936 K	\$940 K	-0.44% ↓	16	11	45% ↑
Saratoga	99	111	-11% ↓	88	74	19% ↑	\$2.47 M	\$2.82 M	-12% ↓	19	15	27% ↑
Single Family Homes	89	94	-5.32% ↓	79	66	20% ↑	\$2.58 M	\$2.87 M	-10% ↓	18	15	20% ↑
Condo/Townhouse	10	17	-41% ↓	9	8	13% ↑	\$1.11 M	\$1.55 M	-28% ↓	33	17	94% ↑
Stanford	1	6	-83% ↓	1	5	-80% ↓	\$2.00 M	\$2.23 M	-10% ↓	37	13	185% ↑
Single Family Homes	1	4	-75% ↓	1	3	-67% ↓	\$2.00 M	\$2.74 M	-27% ↓	37	10	270% ↑
Condo/Townhouse	0	2		0	2		\$0	\$1.09 M		0	23	
Sunnyvale	235	328	-28% ↓	184	257	-28% ↓	\$1.46 M	\$1.56 M	-6.25% ↓	14	10	40% ↑
Single Family Homes	142	212	-33% ↓	117	163	-28% ↓	\$1.69 M	\$1.84 M	-8.03% ↓	14	11	27% ↑
Condo/Townhouse	93	116	-20% ↓	67	94	-29% ↓	\$1.10 M	\$1.24 M	-11% ↓	15	9	67% ↑
Total	4215	4973	-15% ↓	3479	3663	-5.02% ↓	\$1.10 M	\$1.18 M	-6.38% ↓	17	13	31% ↑
Single Family Homes	2904	3490	-17% ↓	2542	2585	-1.66% ↓	\$1.24 M	\$1.30 M	-4.81% ↓	16	13	23% ↑
Condo/Townhouse	1311	1483	-12% ↓	937	1078	-13% ↓	\$826 K	\$892 K	-7.40% ↓	21	12	75% ↑

REAL ESTATE SNAPSHOT

SANTA CLARA COUNTY

MARKET OVERVIEW

Q3 2019 | Single Family Homes 

-1.66%
PROPERTIES SOLD
SINGLE FAMILY HOMES

-2.73%
AVERAGE SOLD PRICE
SINGLE FAMILY HOMES

-4.81%
MEDIAN SOLD PRICE
SINGLE FAMILY HOMES

-16.79%
NEW LISTINGS
SINGLE FAMILY HOMES

0.70%
AVERAGE LIST PRICE
SINGLE FAMILY HOMES

-0.92%
MEDIAN LIST PRICE
SINGLE FAMILY HOMES

-3.45%
LIST/SELL PRICE RATIO
SINGLE FAMILY HOMES

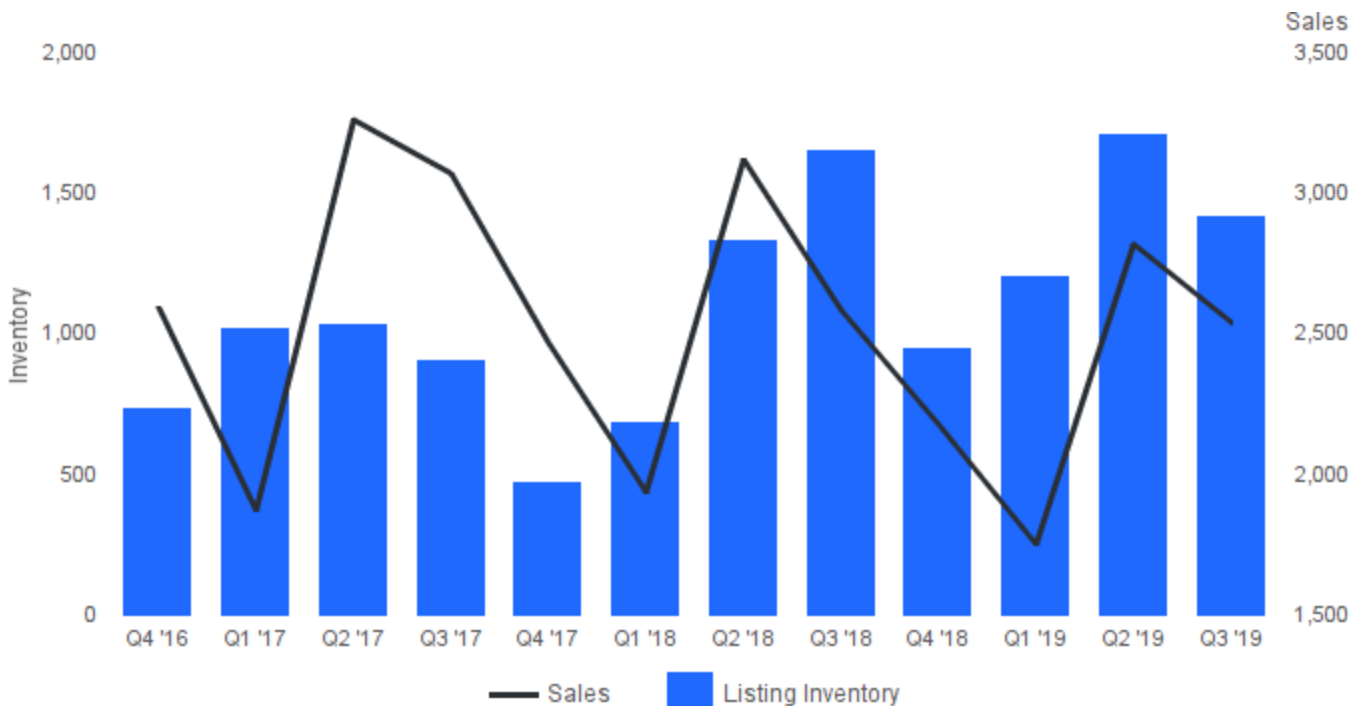
38.10%
AVERAGE DAYS ON MARKET
SINGLE FAMILY HOMES

23.08%
MEDIAN DAYS ON MARKET
SINGLE FAMILY HOMES

LISTING INVENTORY AND NUMBER OF SALES

Q3 2019 | Single Family Homes 

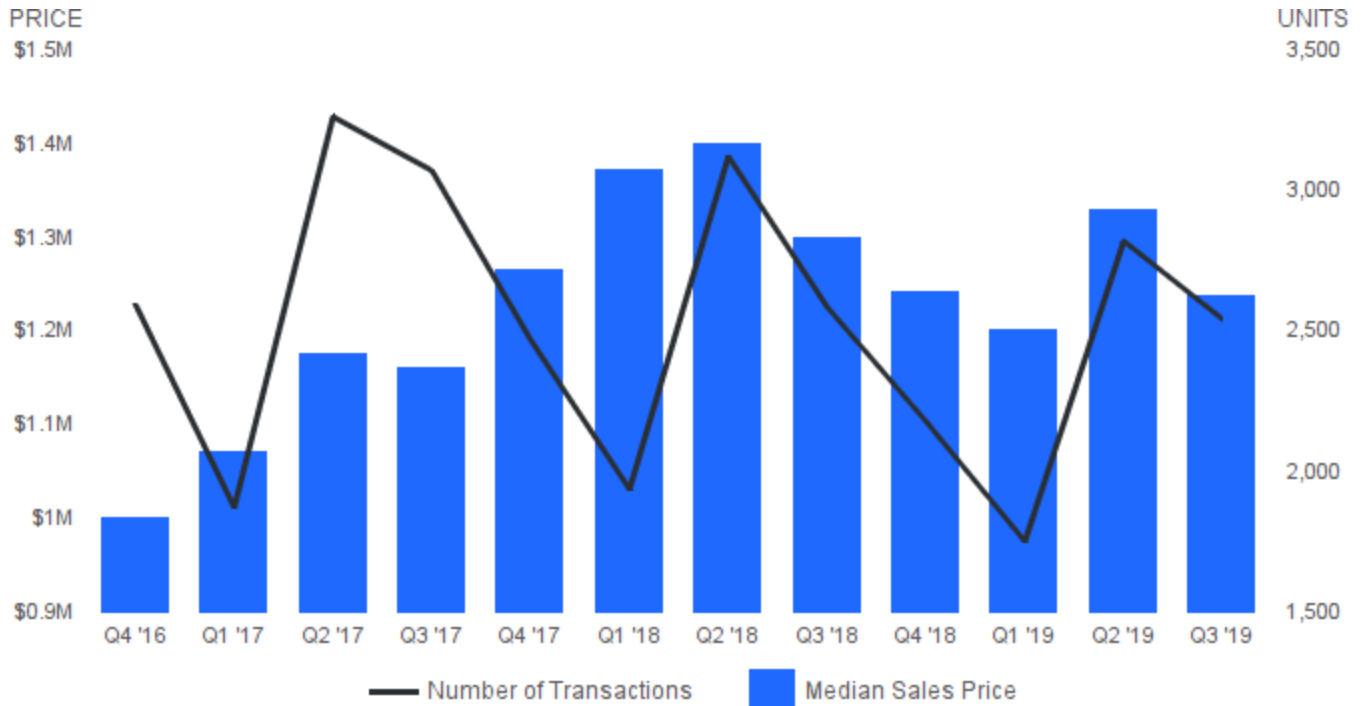
Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q3 2019 | Single Family Homes

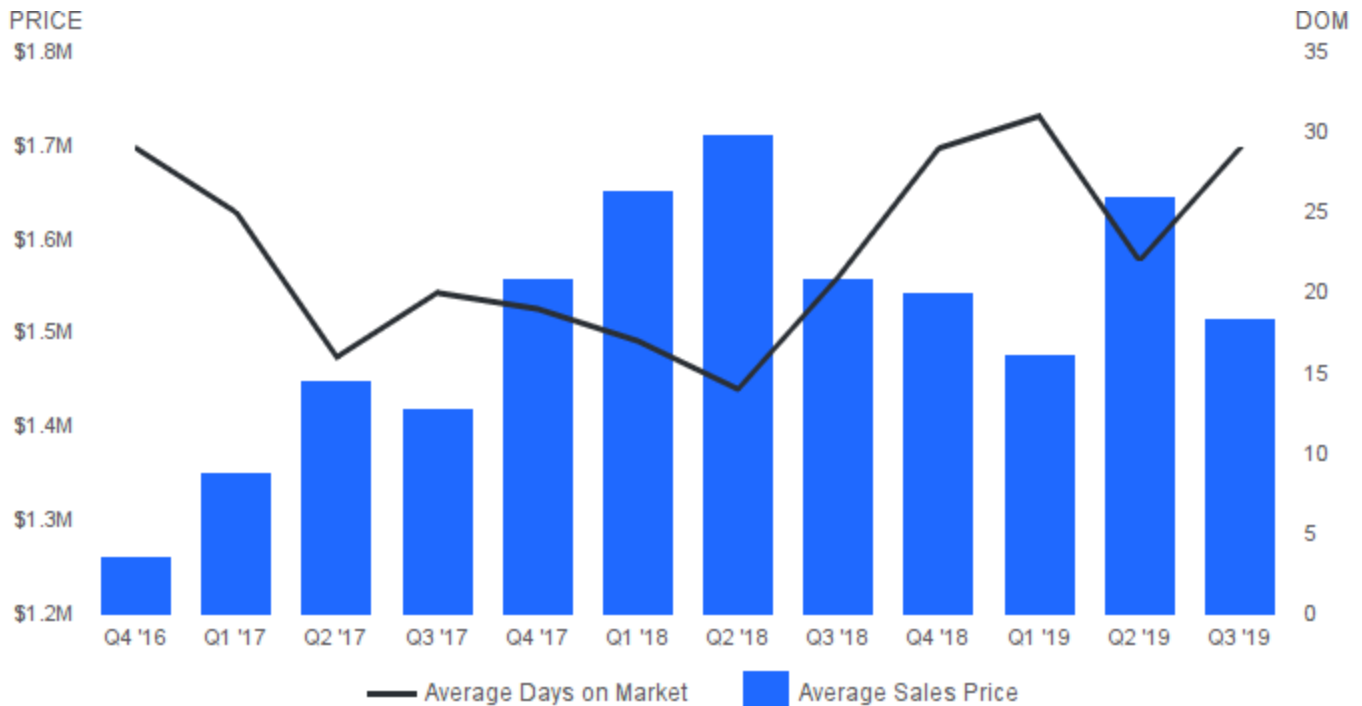
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q3 2019 | Single Family Homes

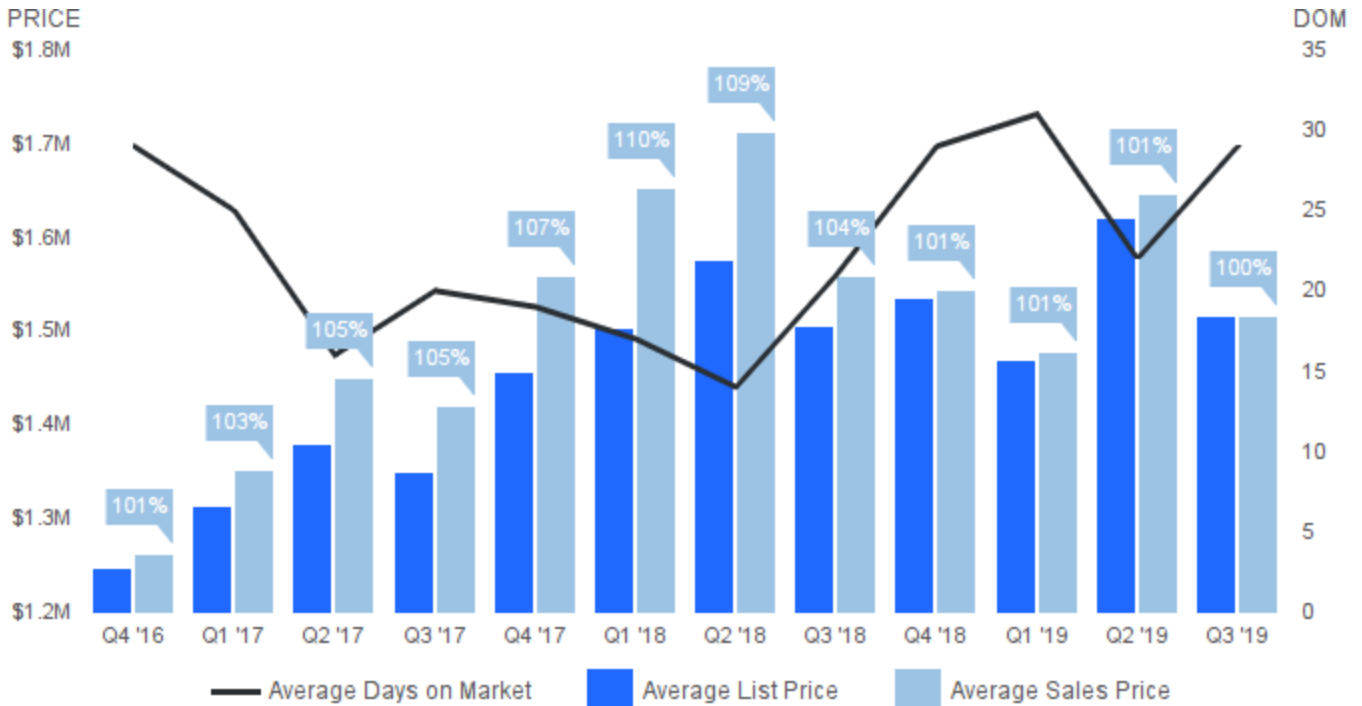
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q3 2019 | Single Family Homes 

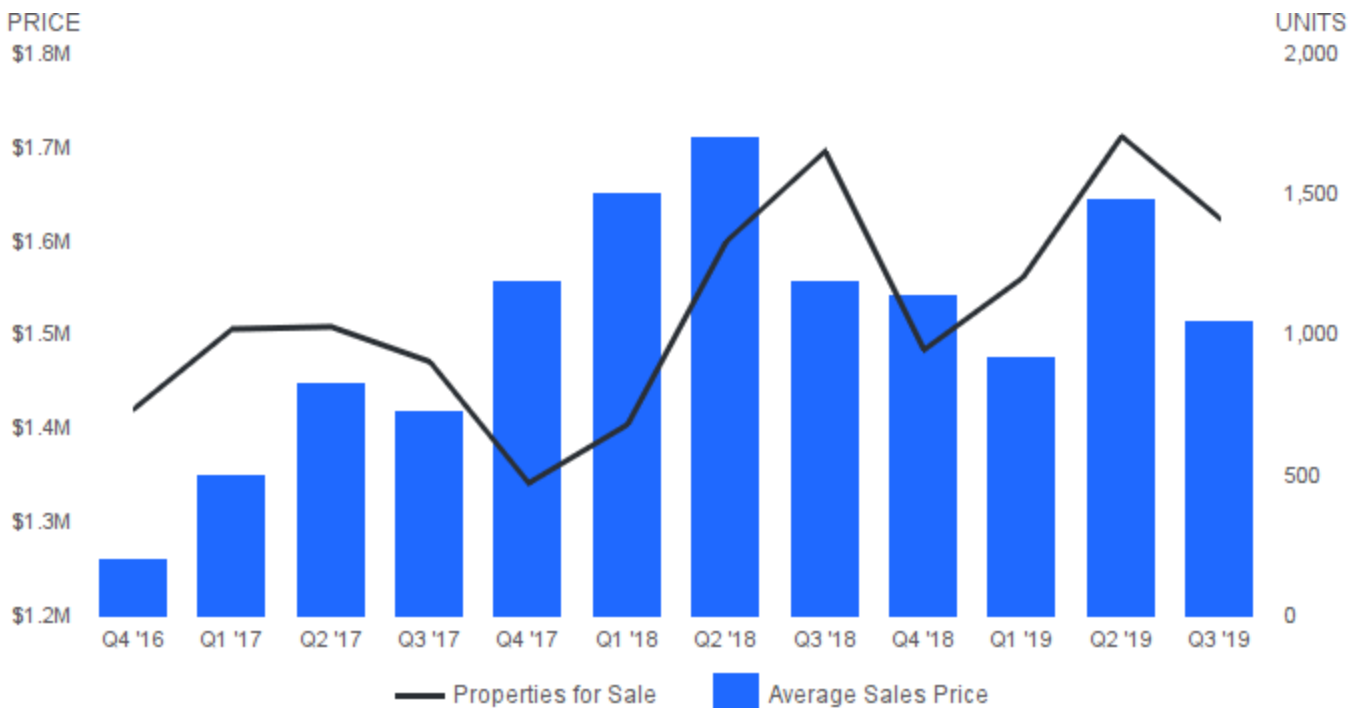
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q3 2019 | Single Family Homes 

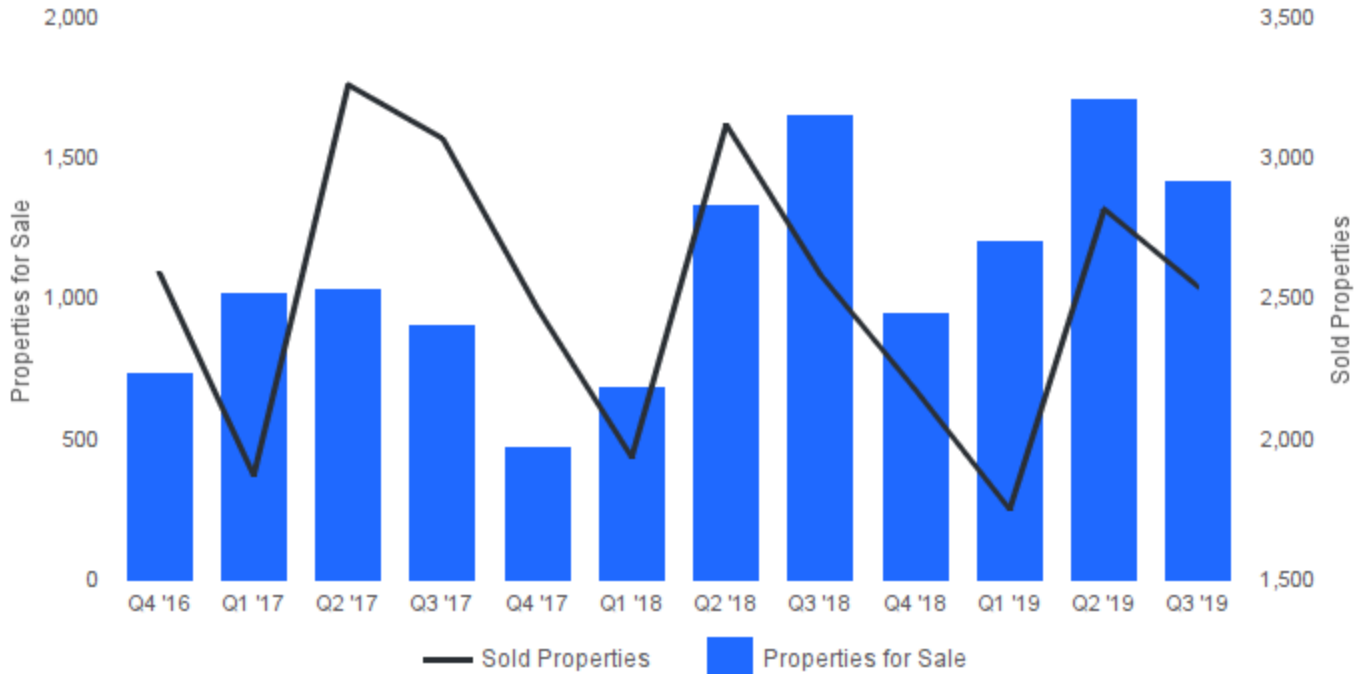
Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q3 2019 | Single Family Homes 

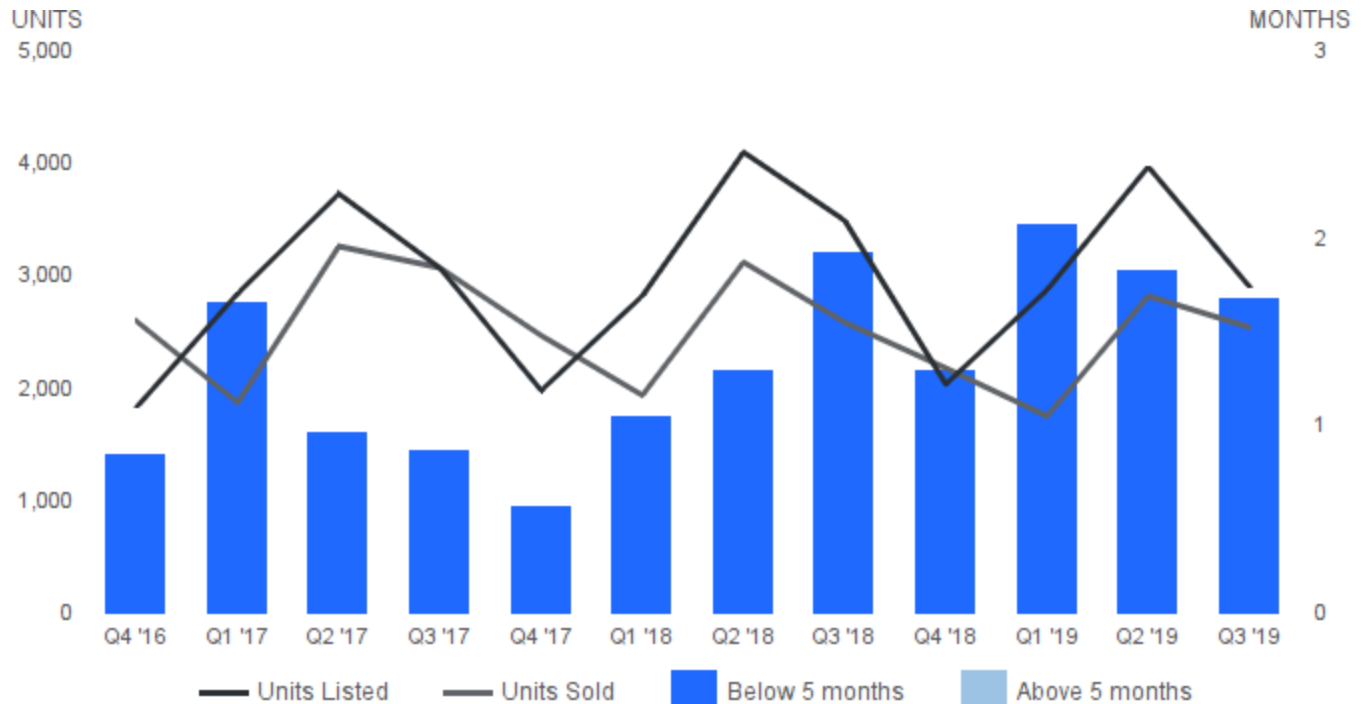
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q3 2019 | 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

Q3 2019 | Condo/Townhouse 

-13.08%

PROPERTIES SOLD
CONDO/TOWNHOUSE

-6.82%

AVERAGE SOLD PRICE
CONDO/TOWNHOUSE

-7.40%

MEDIAN SOLD PRICE
CONDO/TOWNHOUSE

-11.60%

NEW LISTINGS
CONDO/TOWNHOUSE

-1.74%

AVERAGE LIST PRICE
CONDO/TOWNHOUSE

-2.47%

MEDIAN LIST PRICE
CONDO/TOWNHOUSE

-5.07%

LIST/SELL PRICE RATIO
CONDO/TOWNHOUSE


76.47%

AVERAGE DAYS ON MARKET
CONDO/TOWNHOUSE

75.00%

MEDIAN DAYS ON MARKET
CONDO/TOWNHOUSE


LISTING INVENTORY AND NUMBER OF SALES

Q3 2019 | Condo/Townhouse 

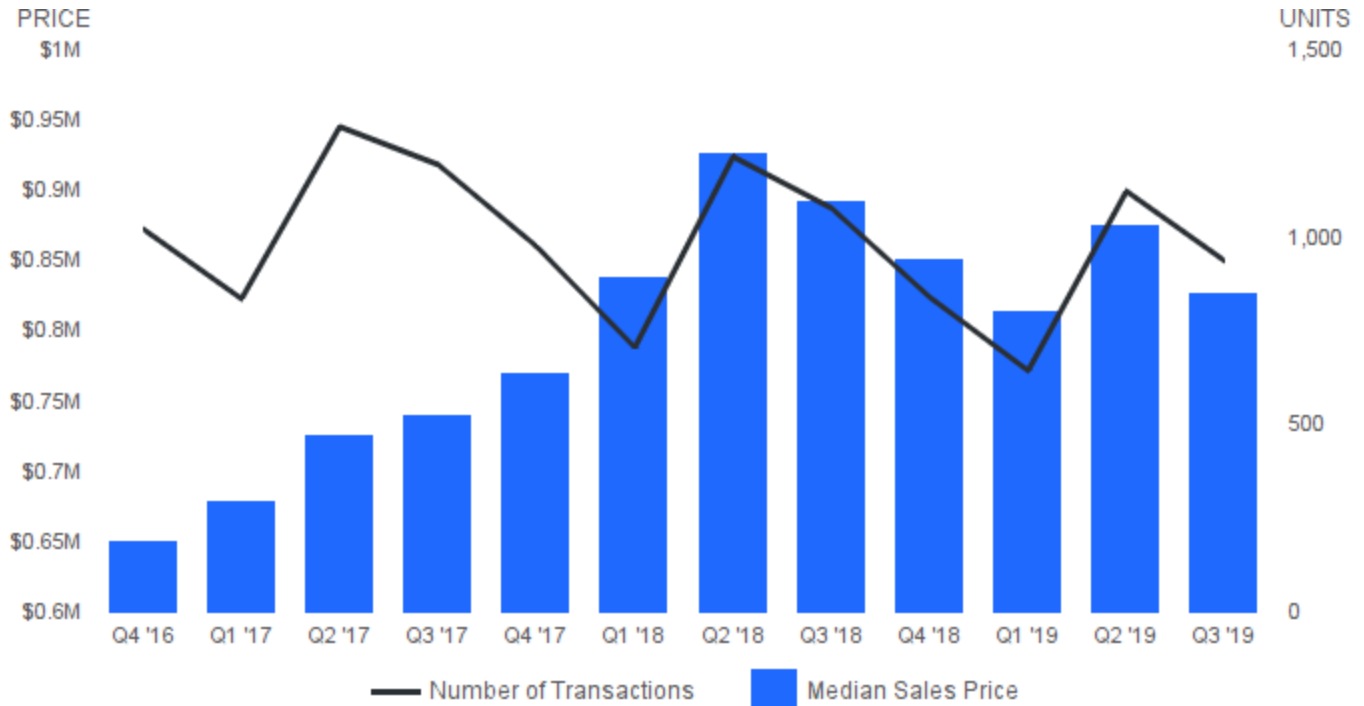
Quarterly inventory of properties for sale along with number of sales




MEDIAN SALES PRICE AND NUMBER OF SALES

Q3 2019 | Condo/Townhouse 

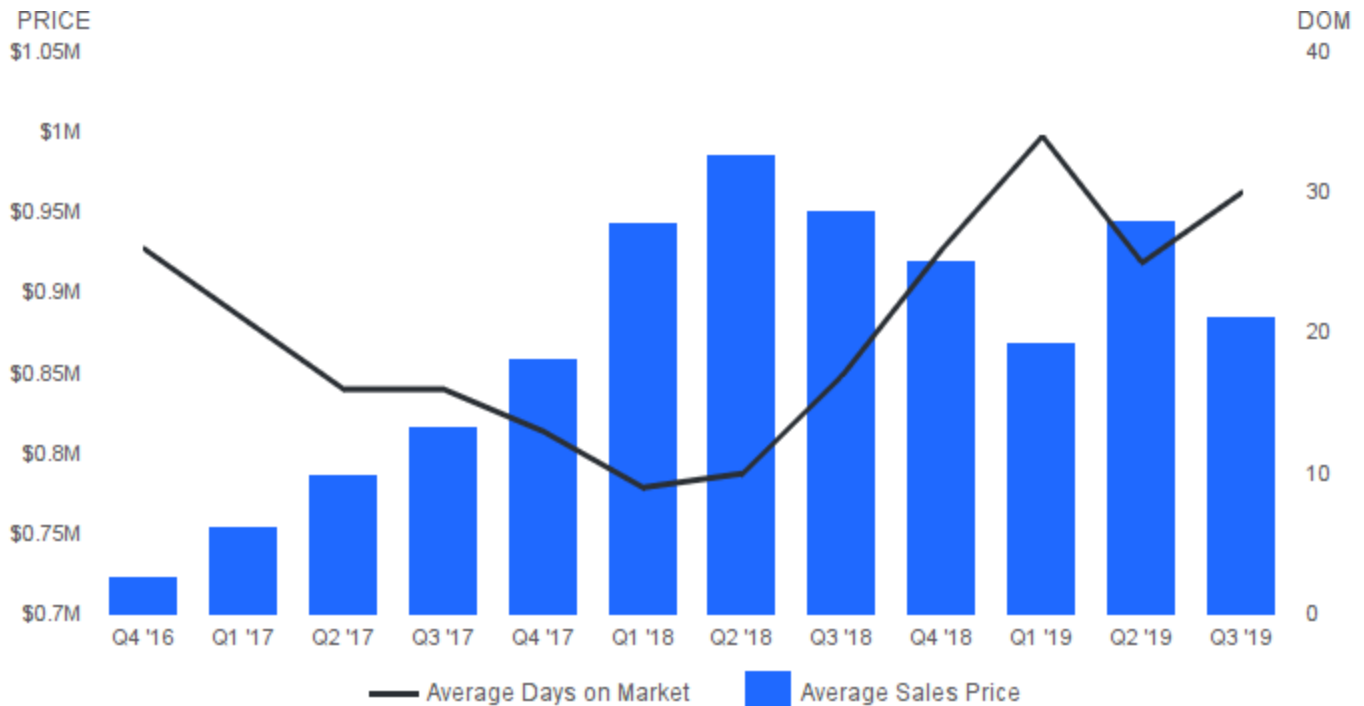
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q3 2019 | Condo/Townhouse 

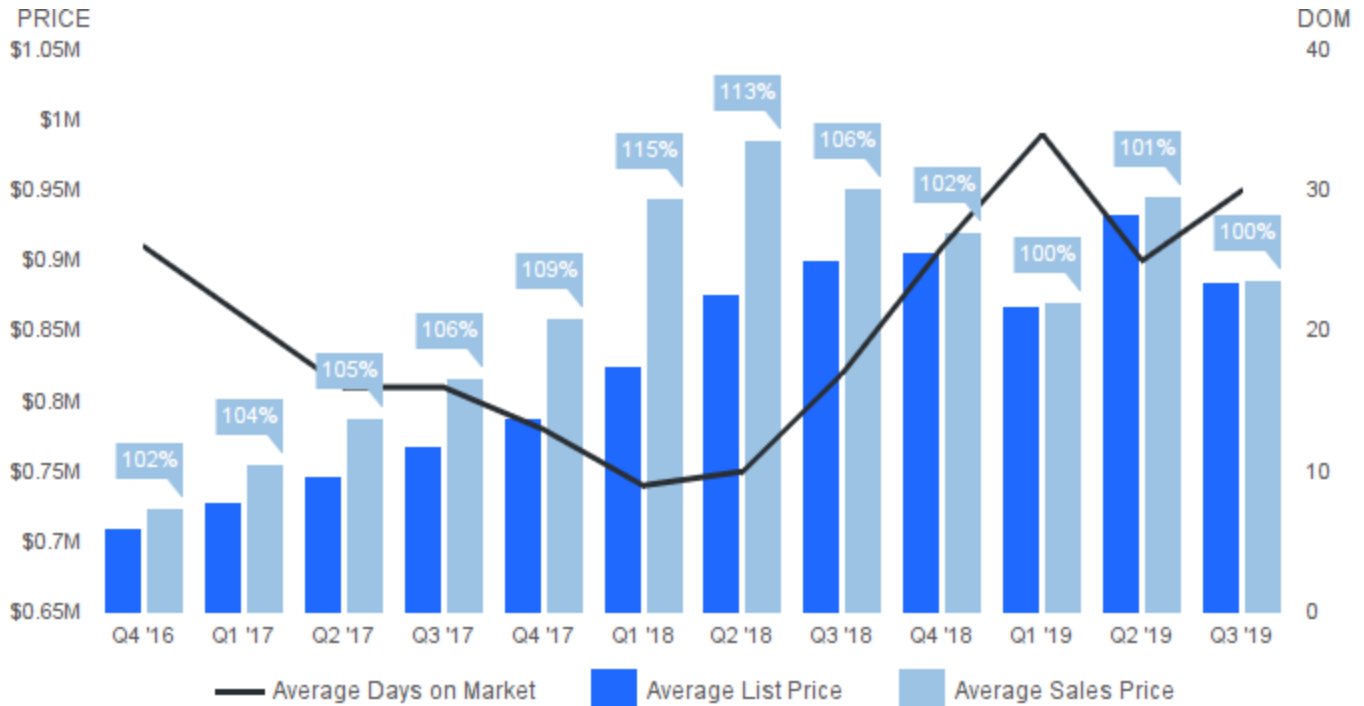
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q3 2019 | Condo/Townhouse ?

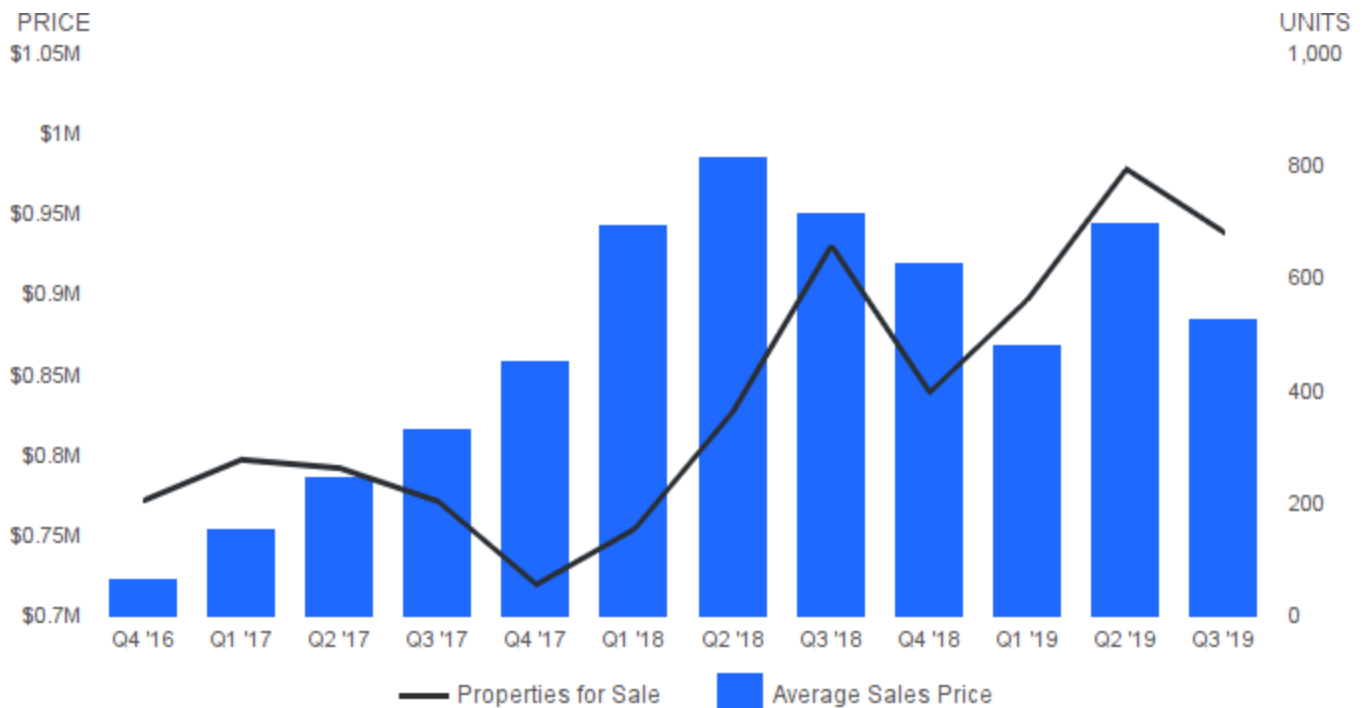
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q3 2019 | Condo/Townhouse ?

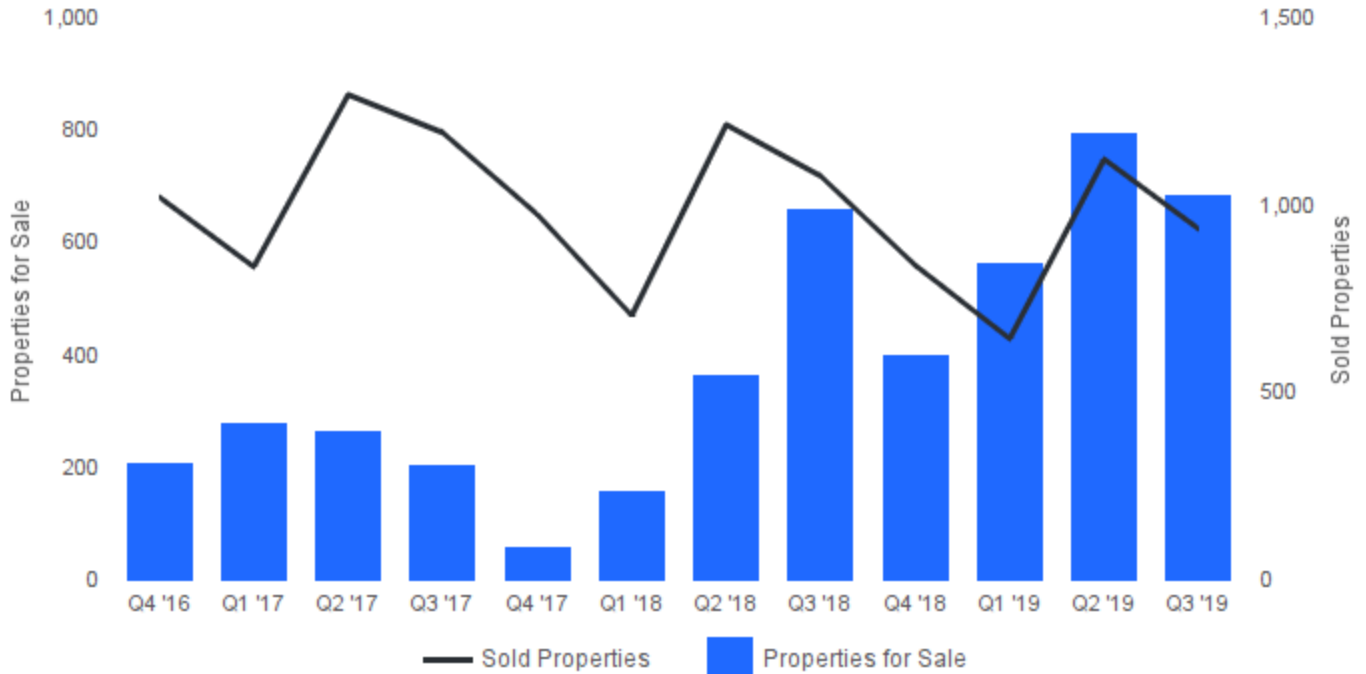
Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q3 2019 | Condo/Townhouse ?

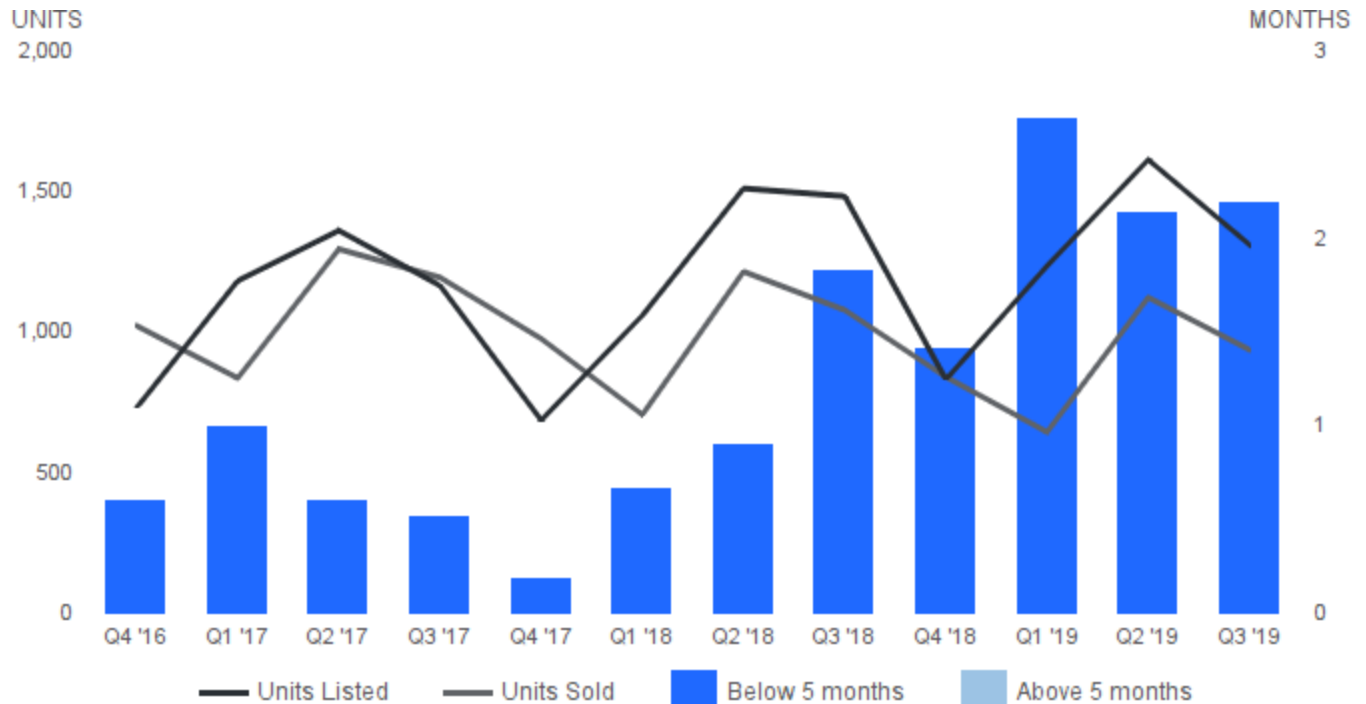
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q3 2019 | 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

Q3 2019

ALVISO

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

CAMPBELL

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

CUPERTINO

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

GILROY

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

LOS ALTOS

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

LOS ALTOS HILLS

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

LOS GATOS

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

MILPITAS

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

MONTE SERENO

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

MORGAN HILL

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

MOUNTAIN VIEW

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[Quarterly Report](#)

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STANFORD

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

SUNNYVALE

[Monthly Report](#)
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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 Residential Brokerage are independent contractor agents and are not employees of the Company.



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