



Santa Clara County

Real Estate Market Minute | December 2025

Santa Clara County -Residential - Single Family 2025 vs 2024

↑ 12

Median Days on Market
Compared to 10



\$1.9M

Median Price
Compared to \$1.9M

↓ 578

Closed Sales
Compared to 700

↓ 361

New Listings
Compared to 389

↓ 104%

Sale to List Price Ratio
Compared to 105%

Santa Clara County -Residential - Common Interest 2025 vs 2024

↑ 25

Median Days on Market
Compared to 19



\$972.5K

Median Price
Compared to \$1.0M

↓ 224

Closed Sales
Compared to 306

↓ 223

New Listings
Compared to 234

↓ 100%

Sale to List Price Ratio
Compared to 101%

November 2025 Market Trends

Aculist provides real estate content for your sales and marketing needs.

Market Trends – November 2025 in Santa Clara County

Market Trend 1

Prices in the single family market have stayed consistently strong over the last five months, staying in a tight 4% range while the common interest market had an increase for the 3rd straight month.

Market Trend 2

In both the single family and common interest markets, the number of new listings was the lowest (save December) over the past two years, and closed sales were lower than the prior two years.

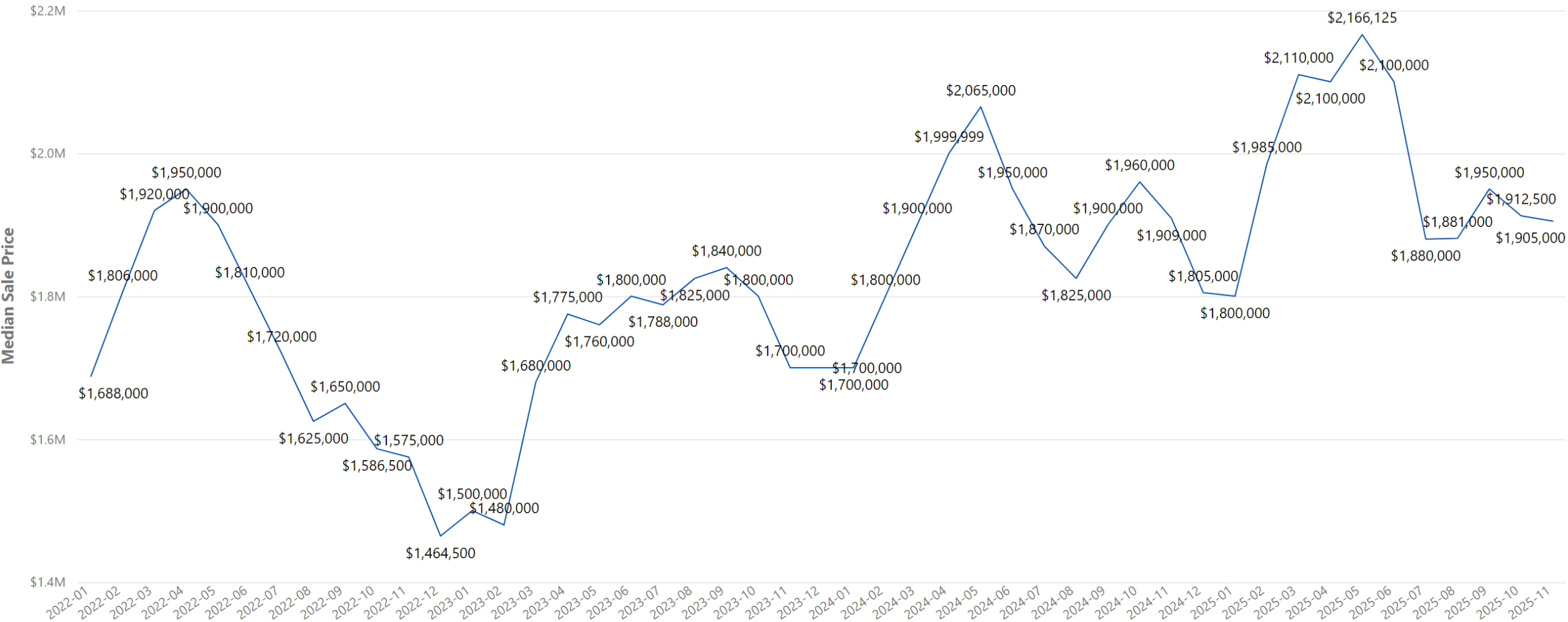
Market Trend 3

While we see Days on Market increasing in the single family market and relatively high in the common interest market, consistent, 100%+ sale to list price ratios suggest that there is still quite a bit of demand in the marketplace.

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



Santa Clara County - Increased Median Price

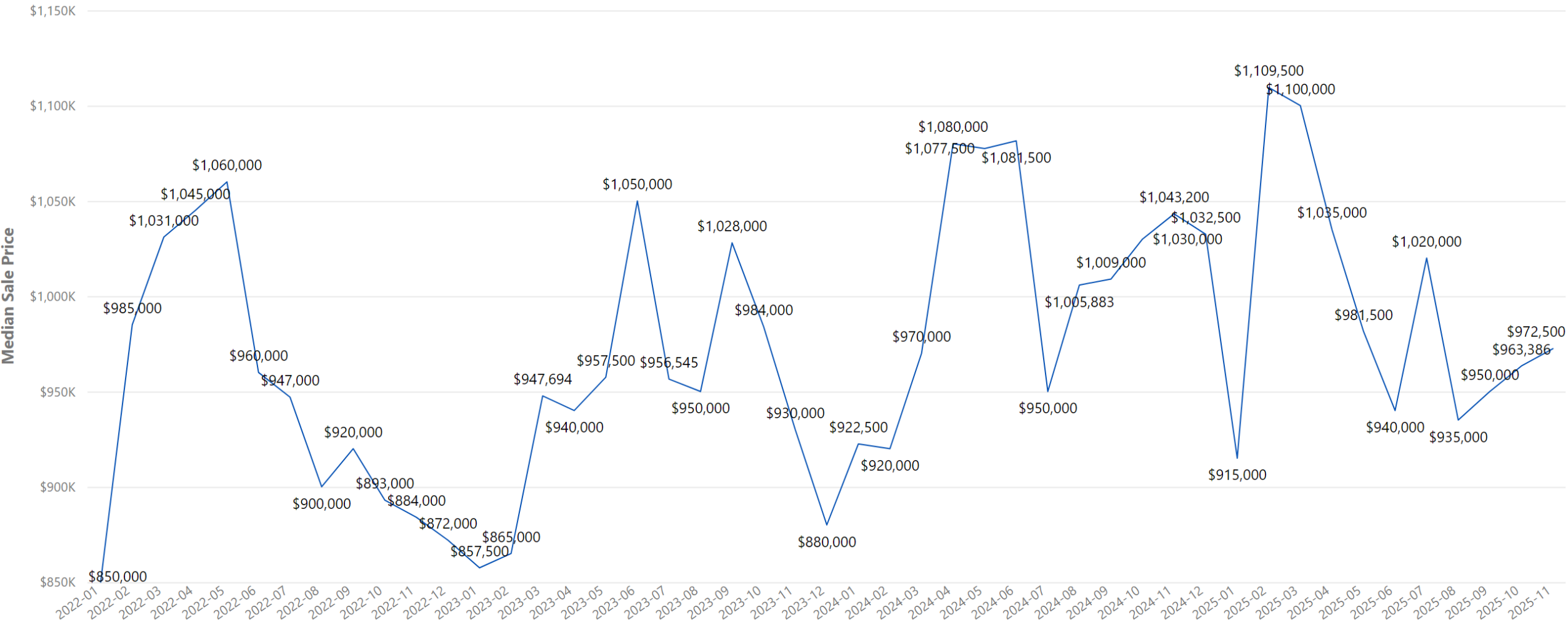
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
San Martin	\$2,425,500	\$1,875,000	29%
Morgan Hill	\$1,649,444	\$1,367,500	21%
Monte Sereno	\$3,975,000	\$3,647,000	9%
Campbell	\$2,136,000	\$1,970,000	8%
Saratoga	\$4,412,500	\$4,084,000	8%
Santa Clara	\$1,820,000	\$1,750,000	4%
Cupertino	\$3,390,000	\$3,265,000	4%
Gilroy	\$1,168,000	\$1,135,000	3%
Los Altos Hills	\$5,775,000	\$5,620,000	3%
Los Altos	\$4,615,000	\$4,550,000	1%

Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Alviso	\$0	\$1,522,000	-100%
Stanford	\$0	\$3,150,000	-100%
Watsonville	\$0	\$945,000	-100%
Los Gatos	\$2,525,000	\$2,850,000	-11%
Mountain View	\$2,435,000	\$2,722,500	-11%
Milpitas	\$1,635,000	\$1,700,000	-4%
San Jose	\$1,657,500	\$1,700,000	-3%
Palo Alto	\$3,575,250	\$3,661,000	-2%
Sunnyvale	\$2,565,000	\$2,620,000	-2%

Santa Clara County - Median Sale Price

CountyName ● Santa Clara



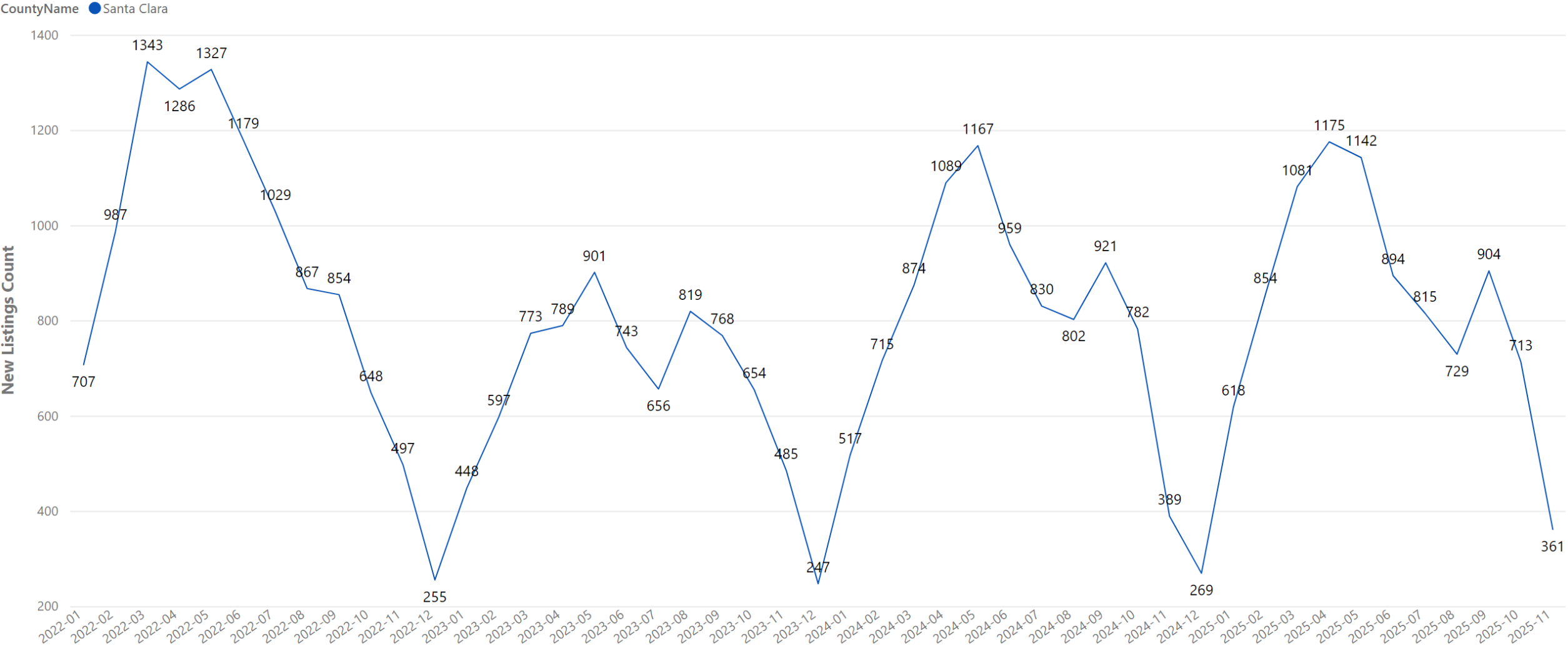
Santa Clara County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Gilroy	\$600,000	\$0	N/A
Campbell	\$1,300,000	\$899,888	44%
Los Altos	\$2,312,500	\$1,700,000	36%
Mountain View	\$1,392,500	\$1,175,000	19%
Saratoga	\$1,439,774	\$1,330,000	8%
Sunnyvale	\$1,410,000	\$1,338,000	5%
Los Gatos	\$1,475,000	\$1,454,350	1%

Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
San Jose	\$805,000	\$927,000	-13%
Cupertino	\$1,112,500	\$1,275,000	-13%
Santa Clara	\$845,000	\$950,000	-11%
Palo Alto	\$1,792,000	\$1,957,000	-8%
Milpitas	\$1,175,000	\$1,197,050	-2%
Morgan Hill	\$857,444	\$860,000	0%

Santa Clara County - New Listings



Santa Clara County - Increased New Listings

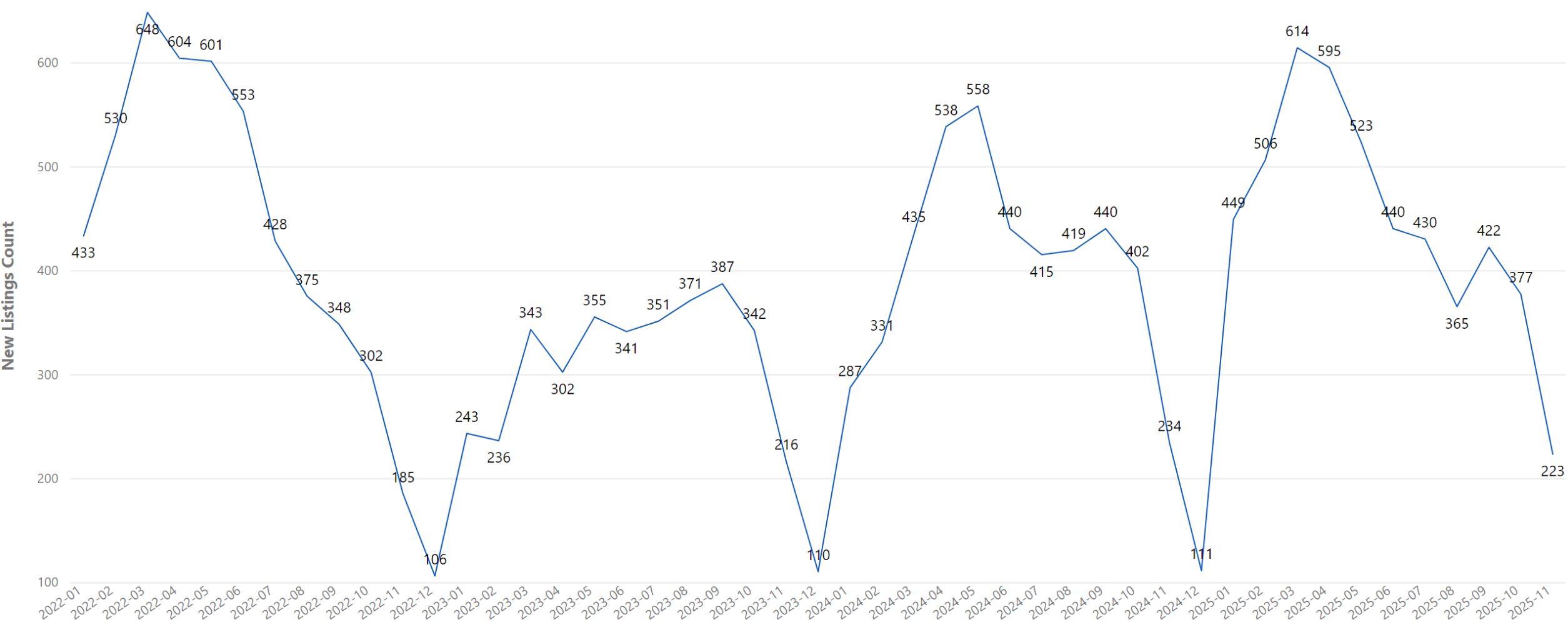
City	New Listings This Year	New Listings Last Year	% New Listings Change
San Martin	4	1	300%
Palo Alto	16	9	78%
Campbell	7	4	75%
Los Altos Hills	7	4	75%
Morgan Hill	28	18	56%
Santa Clara	21	16	31%
Sunnyvale	20	16	25%
Los Gatos	13	12	8%
Cupertino	10	10	0%

Santa Clara County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Milpitas	6	13	-54%
Saratoga	11	20	-45%
Los Altos	8	14	-43%
Mountain View	10	12	-17%
Gilroy	15	18	-17%
San Jose	185	218	-15%

Santa Clara County - New Listings

CountyName ● Santa Clara



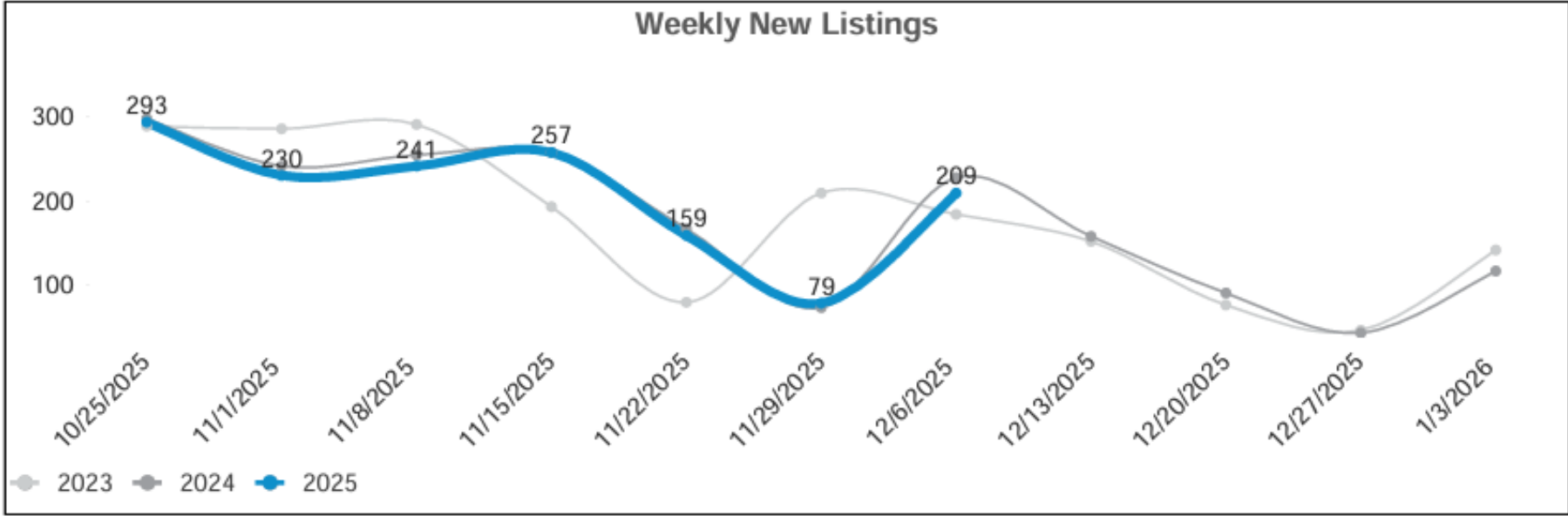
Santa Clara County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Morgan Hill	16	6	167%
Palo Alto	6	3	100%
Mountain View	19	11	73%
Milpitas	16	10	60%
Sunnyvale	22	15	47%
Gilroy	1	1	0%
Los Altos	4	4	0%
Santa Clara	14	14	0%

Santa Clara County - Decreased New Listings

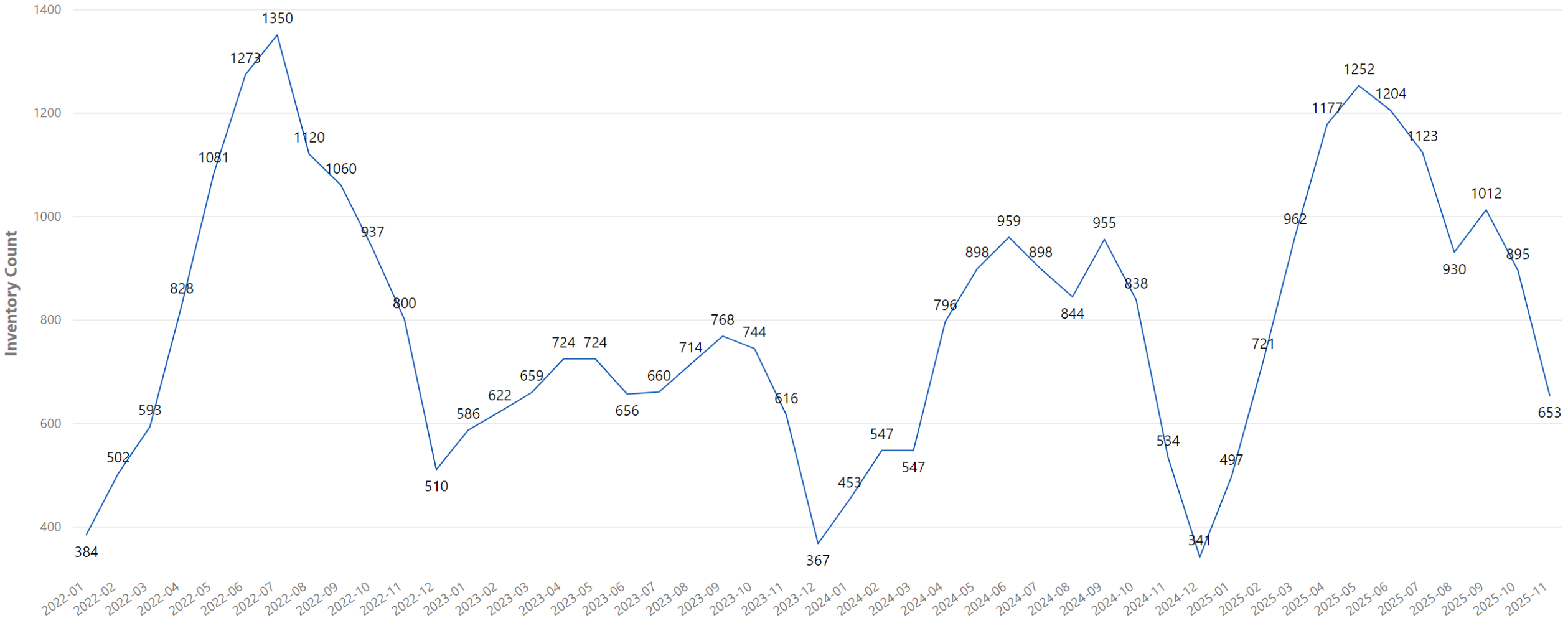
City	New Listings This Year	New Listings Last Year	% New Listings Change
Cupertino	1	10	-90%
Saratoga	1	6	-83%
Campbell	4	9	-56%
Los Gatos	9	13	-31%
San Jose	110	131	-16%

Santa Clara County – New Listings Week Ending 12/06/2025



Santa Clara County - Inventory

CountyName ● Santa Clara



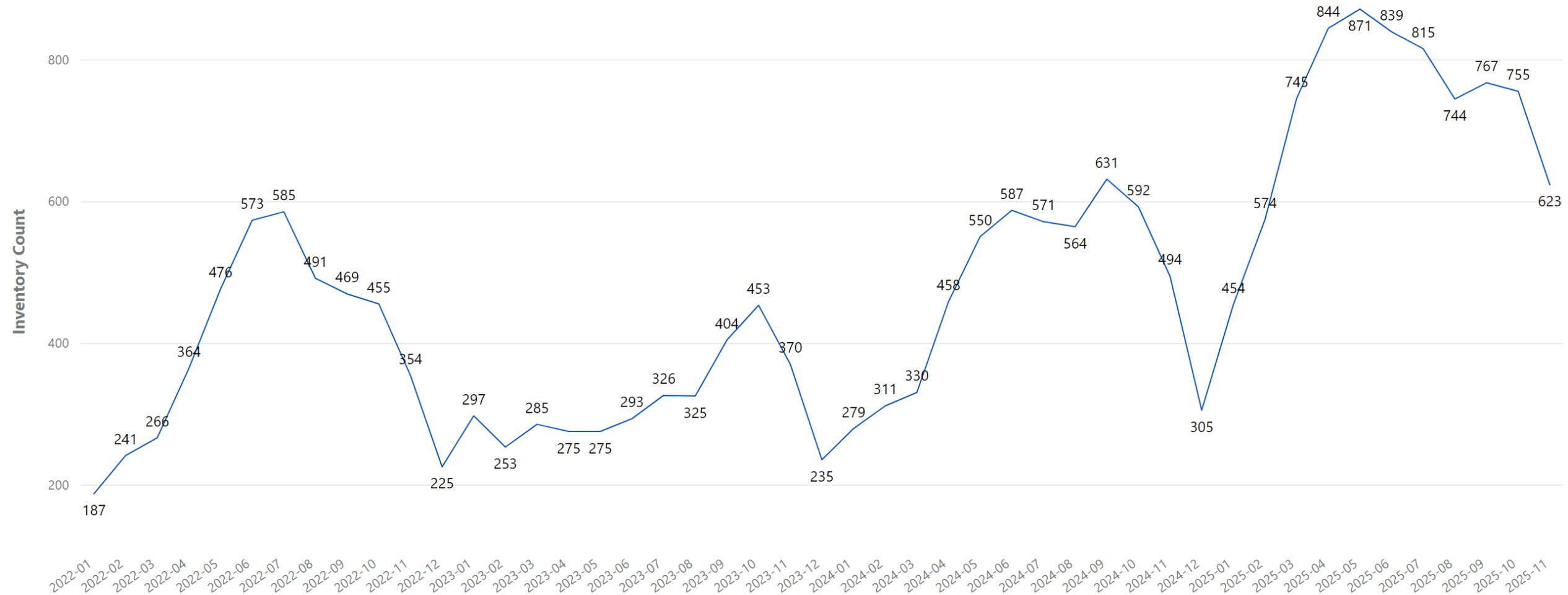
Data as of 12/8/2025

Aculist@2025

Residential Single Family: 2022-2025

Santa Clara County - Inventory

CountyName ● Santa Clara

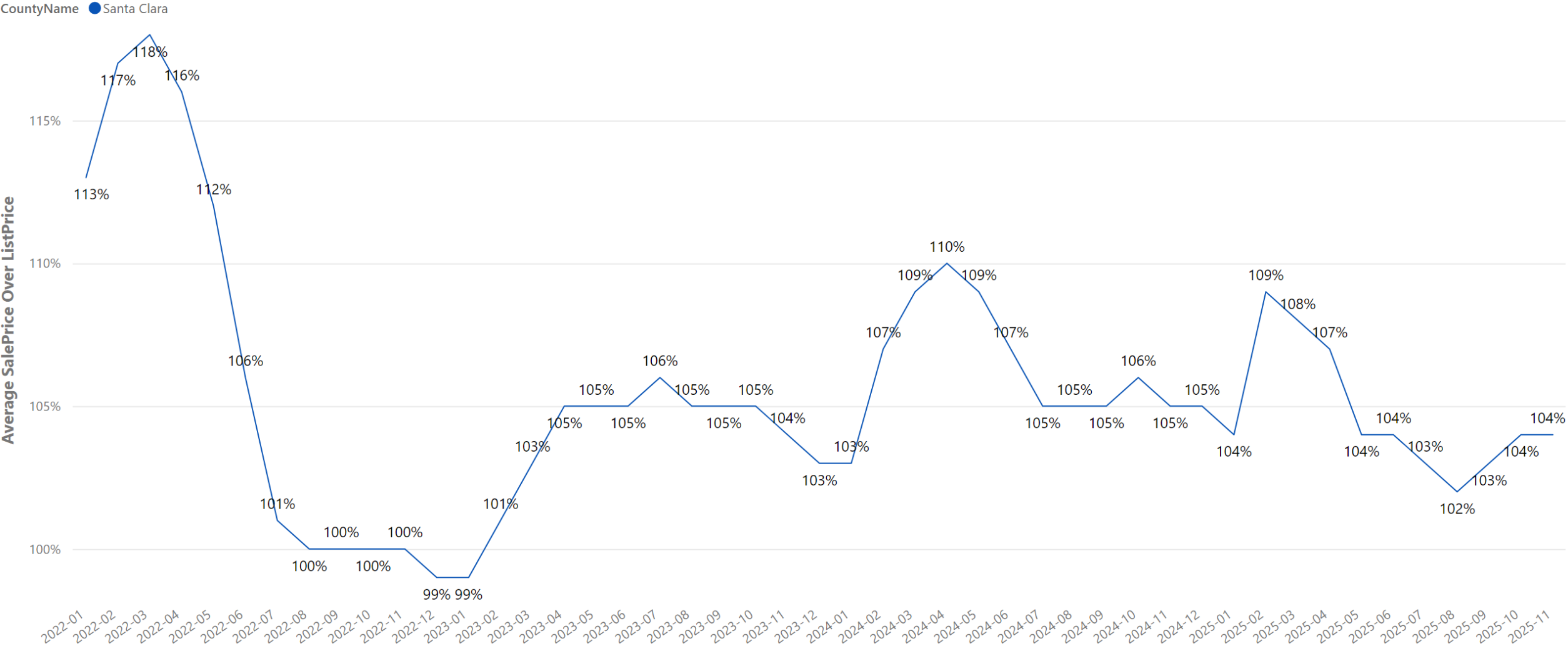


Data as of 12/8/2025

Aculist@2025

Residential Common Interest: 2022-2025

Santa Clara County - Average Sale Price Over List Price



Santa Clara County - Increased Sale To List Price

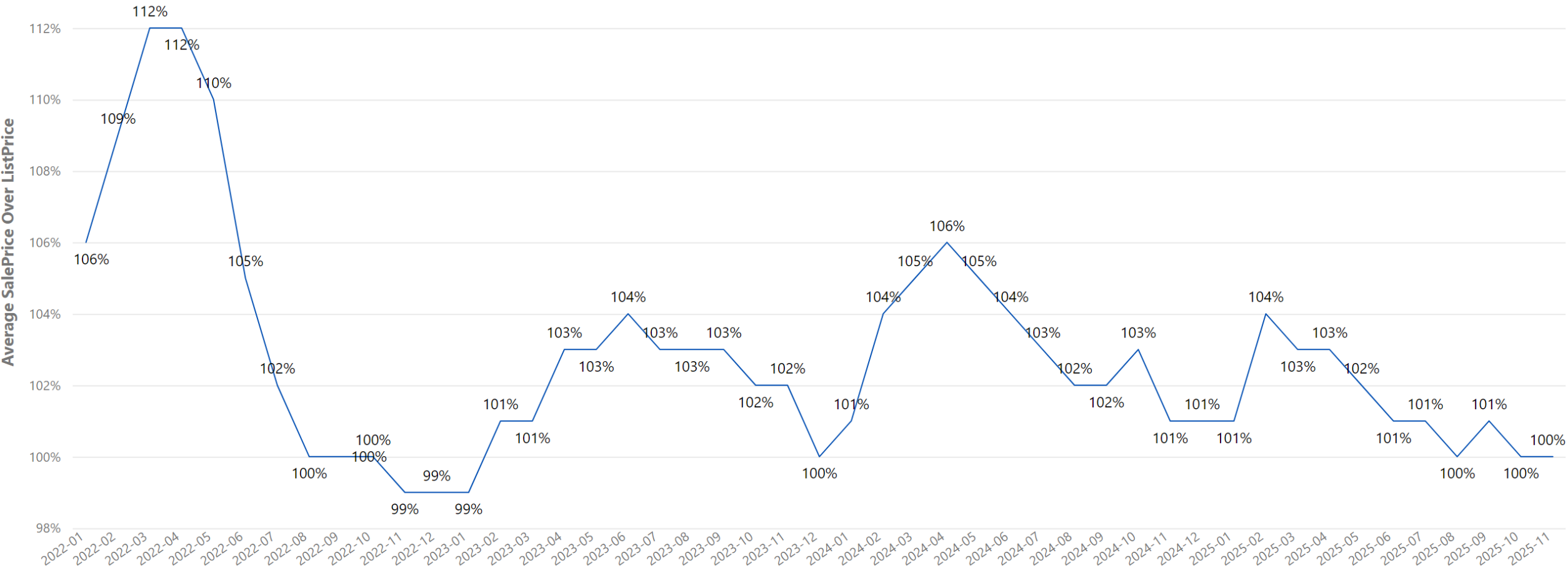
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Palo Alto	107%	105%	2%
Los Altos	107%	107%	0%
Mountain View	108%	108%	0%
San Martin	96%	96%	0%
Santa Clara	106%	106%	0%
Saratoga	103%	103%	0%

Santa Clara County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Milpitas	104%	110%	-5%
Gilroy	99%	102%	-3%
San Jose	103%	105%	-2%
Los Altos Hills	99%	100%	-1%
Los Gatos	100%	101%	-1%
Morgan Hill	100%	101%	-1%
Monte Sereno	102%	103%	-1%
Cupertino	106%	107%	-1%
Campbell	107%	108%	-1%
Sunnyvale	109%	110%	-1%

Santa Clara County - Average Sale Price Over List Price

CountyName ● Santa Clara



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	101%	0%	N/A
Los Gatos	106%	101%	5%
Mountain View	102%	101%	1%
Campbell	101%	101%	0%
Milpitas	102%	102%	0%
San Jose	100%	100%	0%
Sunnyvale	103%	103%	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%	107%	-9%
Palo Alto	99%	107%	-7%
Los Altos	97%	101%	-4%
Saratoga	99%	103%	-4%
Santa Clara	100%	102%	-2%
Morgan Hill	99%	100%	-1%

Thank You

