



Santa Clara County

Real Estate Market Minute | November 2025

Santa Clara County -Residential - Single Family 2025 vs 2024

↑ 11

Median Days on Market
Compared to 9



\$1.9M

Median Price
Compared to \$2.0M

↓ 757

Closed Sales
Compared to 769

↓ 712

New Listings
Compared to 782

↓ 104%

Sale to List Price Ratio
Compared to 106%

Santa Clara County -Residential - Common Interest 2025 vs 2024

↑ 26

Median Days on Market
Compared to 15



\$964.2K

Median Price
Compared to \$1.0M

↑ 294

Closed Sales
Compared to 293

↓ 378

New Listings
Compared to 402

↓ 100%

Sale to List Price Ratio
Compared to 103%

October 2025 Market Trends

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

Market Trends – October 2025 in Santa Clara County

Market Trend 1

Prices remain strong in the single family market, even with the typical decline from September to October. In the common interest market we saw a 2nd month of increased median price.

Market Trend 2

We have come to expect an increase in closed sales from September to October, especially single family homes, but not this year especially in common interest which was the lowest in five years.

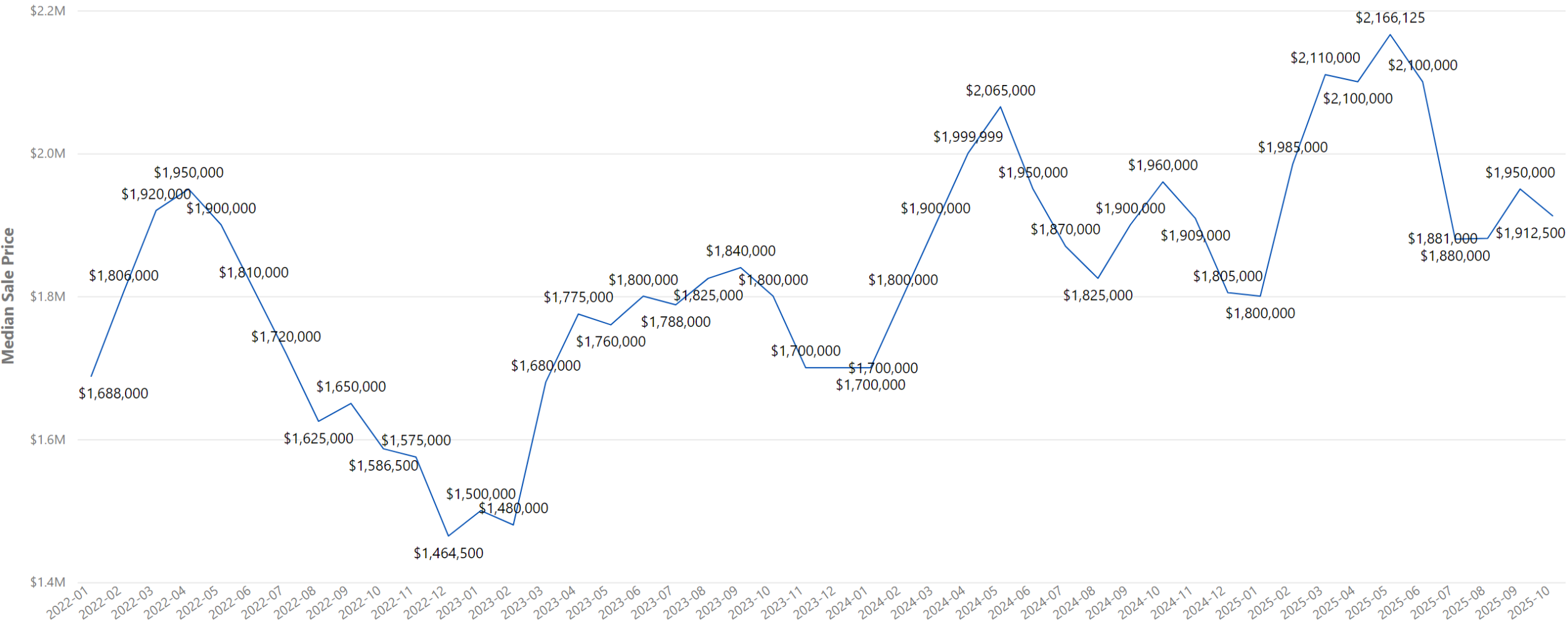
Market Trend 3

If you thought that demand would trend down as we roll in to the end of the year, we saw Days on Market decreasing and sale to list price ratios increasing – or staying the same – in both markets.

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

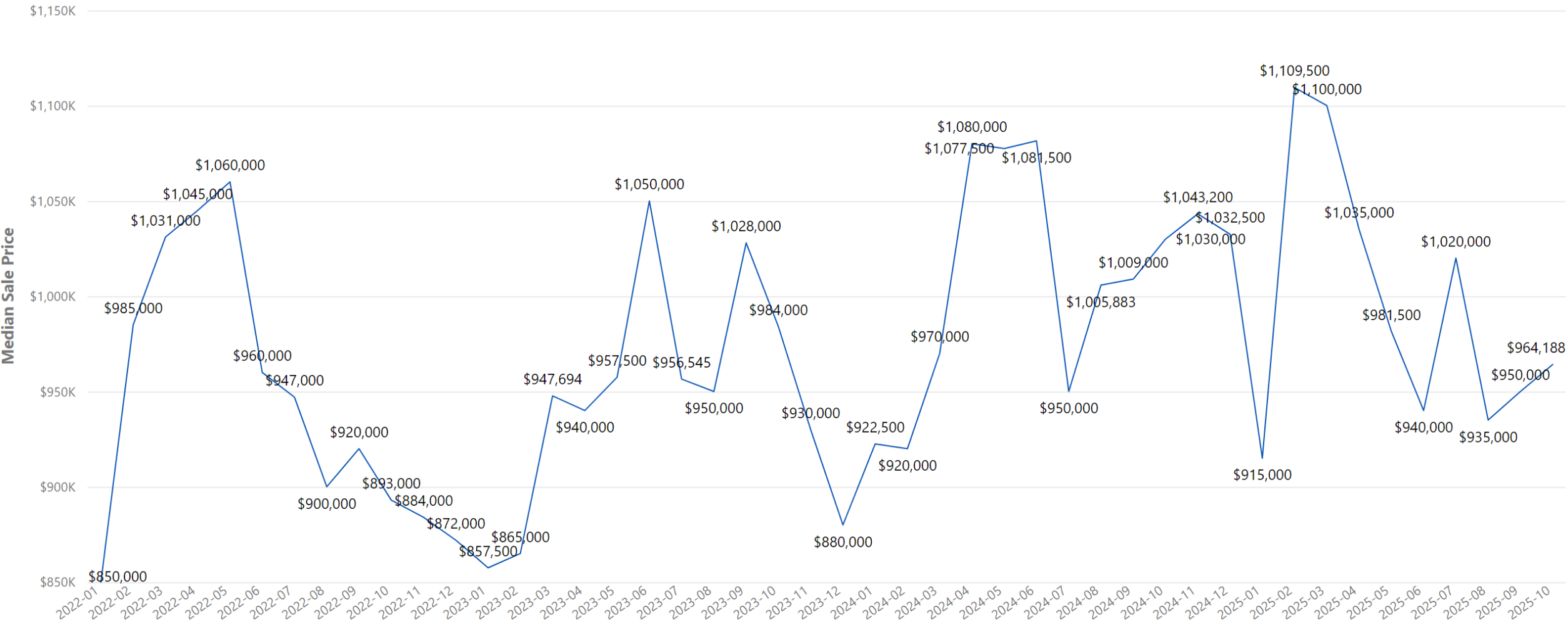
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Alviso	\$1,260,000	\$948,000	33%
Milpitas	\$1,771,500	\$1,400,000	27%
Los Altos	\$5,150,000	\$4,331,500	19%
Los Gatos	\$3,200,000	\$2,887,500	11%
Cupertino	\$3,585,000	\$3,300,000	9%
Santa Clara	\$2,020,000	\$1,890,000	7%
Sunnyvale	\$2,736,500	\$2,575,000	6%
Morgan Hill	\$1,580,000	\$1,515,000	4%
Mountain View	\$2,790,000	\$2,680,000	4%

Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Monte Sereno	\$4,200,000	\$6,750,000	-38%
San Martin	\$1,632,500	\$2,440,000	-33%
Los Altos Hills	\$4,570,000	\$5,200,000	-12%
Stanford	\$2,998,000	\$3,175,000	-6%
Campbell	\$2,050,000	\$2,160,000	-5%
Saratoga	\$4,112,500	\$4,302,500	-4%
San Jose	\$1,600,000	\$1,668,000	-4%
Palo Alto	\$3,758,000	\$3,850,000	-2%
Gilroy	\$1,132,500	\$1,140,000	-1%

Santa Clara County - Median Sale Price

CountyName ● Santa Clara



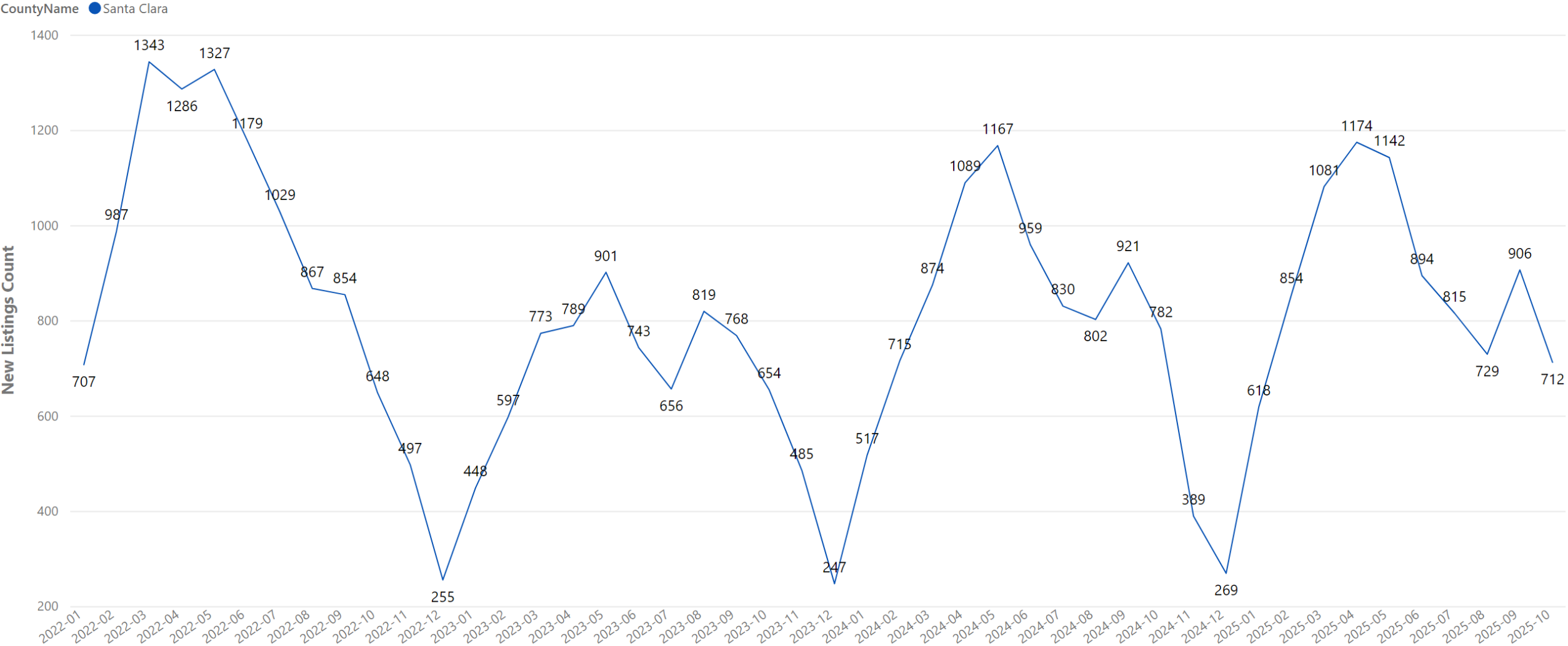
Santa Clara County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Morgan Hill	\$935,500	\$720,000	30%
Cupertino	\$1,250,000	\$1,150,000	9%
San Jose	\$815,500	\$810,000	1%

Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Santa Clara	\$800,000	\$1,160,000	-31%
Saratoga	\$1,992,744	\$2,800,000	-29%
Gilroy	\$599,000	\$836,000	-28%
Campbell	\$905,000	\$1,160,625	-22%
Milpitas	\$1,088,000	\$1,310,000	-17%
Los Altos	\$1,500,000	\$1,771,000	-15%
Sunnyvale	\$1,367,500	\$1,490,000	-8%
Mountain View	\$1,157,500	\$1,255,500	-8%
Palo Alto	\$1,405,000	\$1,500,000	-6%
Los Gatos	\$1,648,444	\$1,730,000	-5%

Santa Clara County - New Listings



Santa Clara County - Increased New Listings

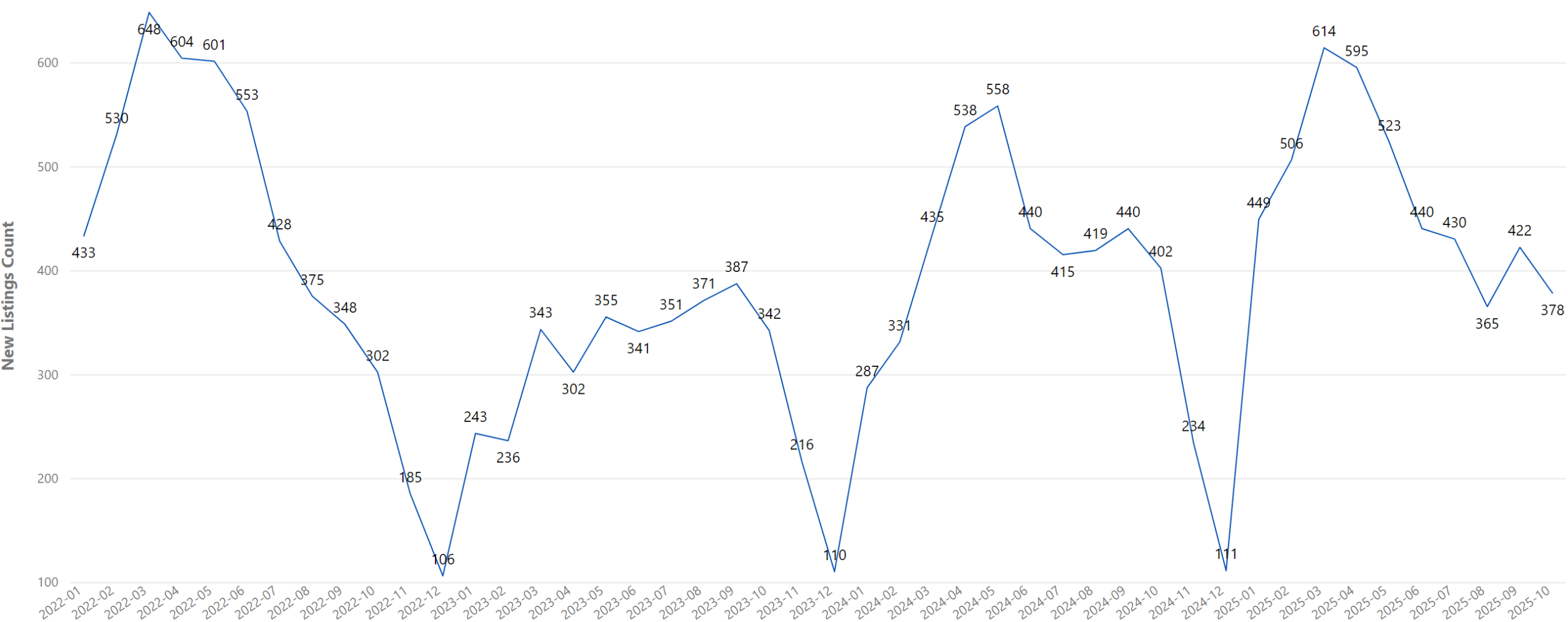
City	New Listings This Year	New Listings Last Year	% New Listings Change
Alviso	3	0	N/A
Monte Sereno	6	2	200%
San Martin	2	1	100%
Cupertino	23	16	44%
Campbell	18	15	20%
Santa Clara	29	25	16%
Morgan Hill	33	31	6%
Palo Alto	38	37	3%
Sunnyvale	39	38	3%

Santa Clara County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Los Gatos	18	33	-45%
Gilroy	35	53	-34%
Mountain View	21	29	-28%
Los Altos Hills	7	9	-22%
Los Altos	25	29	-14%
Milpitas	21	24	-13%
San Jose	373	417	-11%
Saratoga	21	22	-5%

Santa Clara County - New Listings

CountyName ● Santa Clara



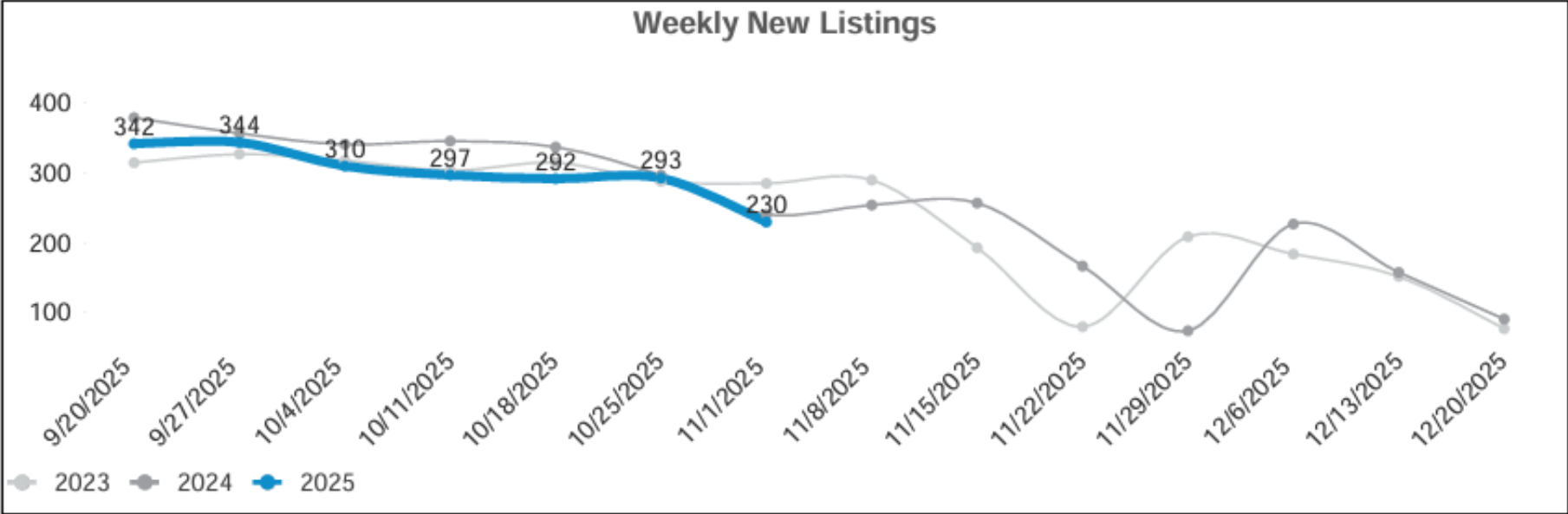
Santa Clara County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Gilroy	6	1	500%
Saratoga	9	2	350%
Palo Alto	18	11	64%
Sunnyvale	36	27	33%
Mountain View	36	29	24%
Los Altos	6	5	20%

Santa Clara County - Decreased New Listings

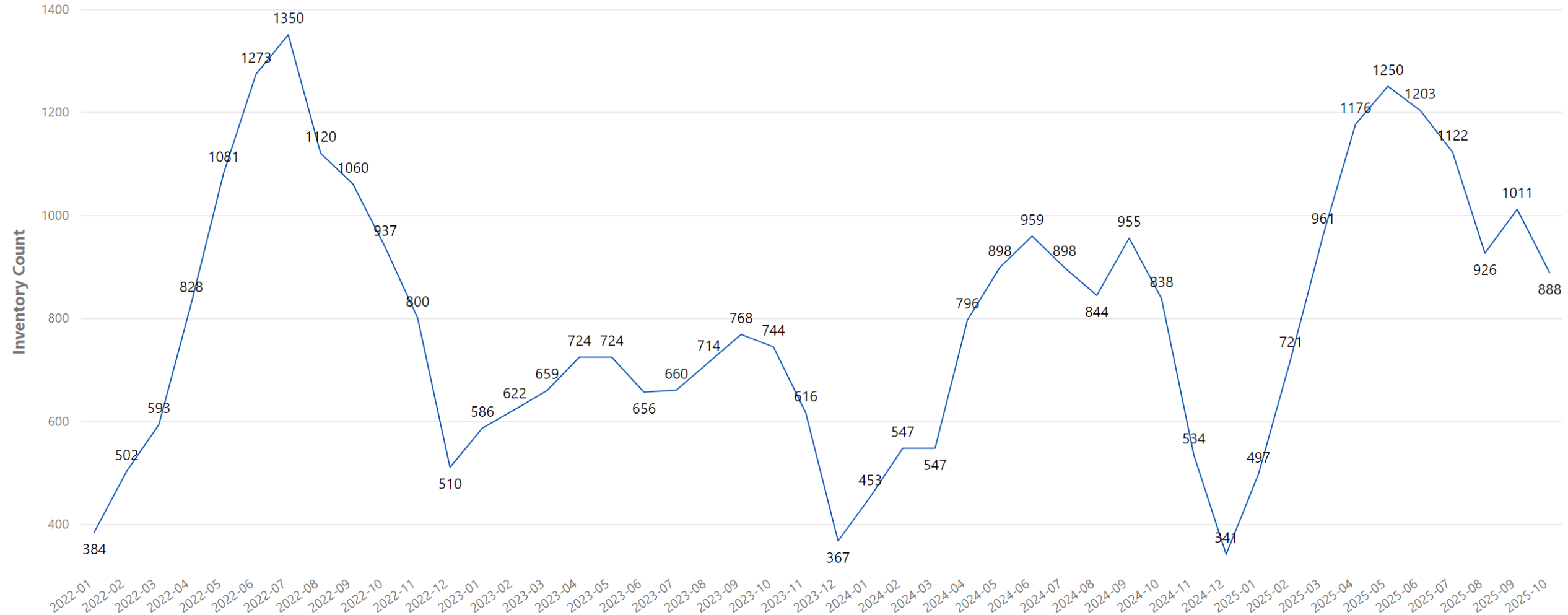
City	New Listings This Year	New Listings Last Year	% New Listings Change
Morgan Hill	7	19	-63%
Milpitas	20	31	-35%
Los Gatos	13	18	-28%
Santa Clara	29	38	-24%
Campbell	10	13	-23%
San Jose	178	196	-9%
Cupertino	10	11	-9%

Santa Clara County – New Listings Week Ending 11/01/2025



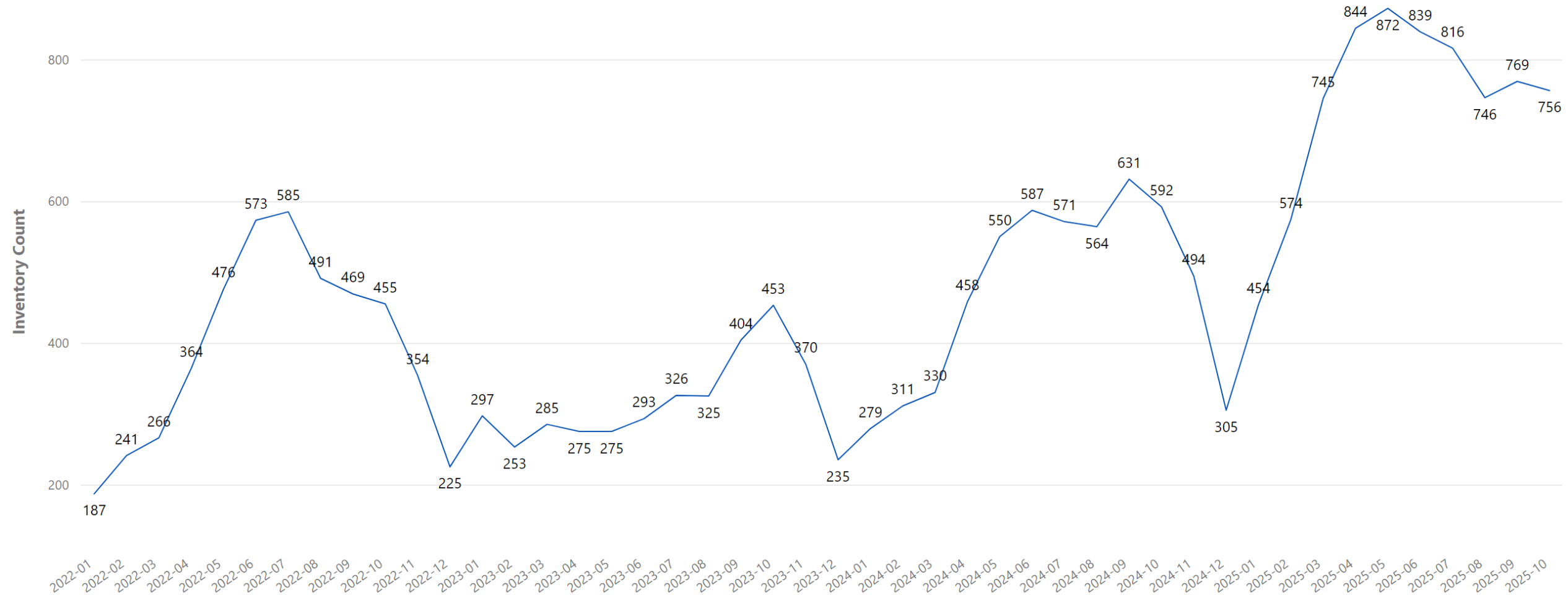
Santa Clara County - Inventory

CountyName ● Santa Clara



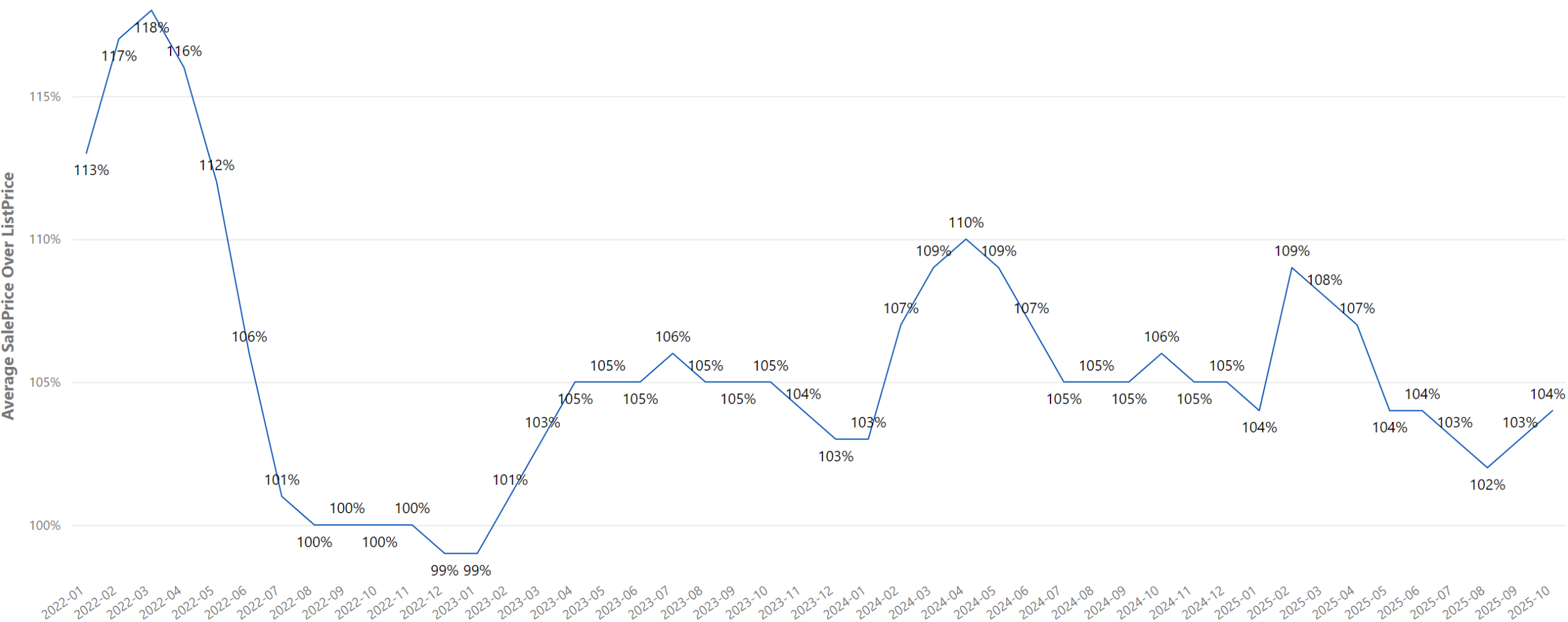
Santa Clara County - Inventory

CountyName ● Santa Clara



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
Stanford	100%	95%	5%
Cupertino	106%	106%	0%

Santa Clara County - Decreased Sale To List Price

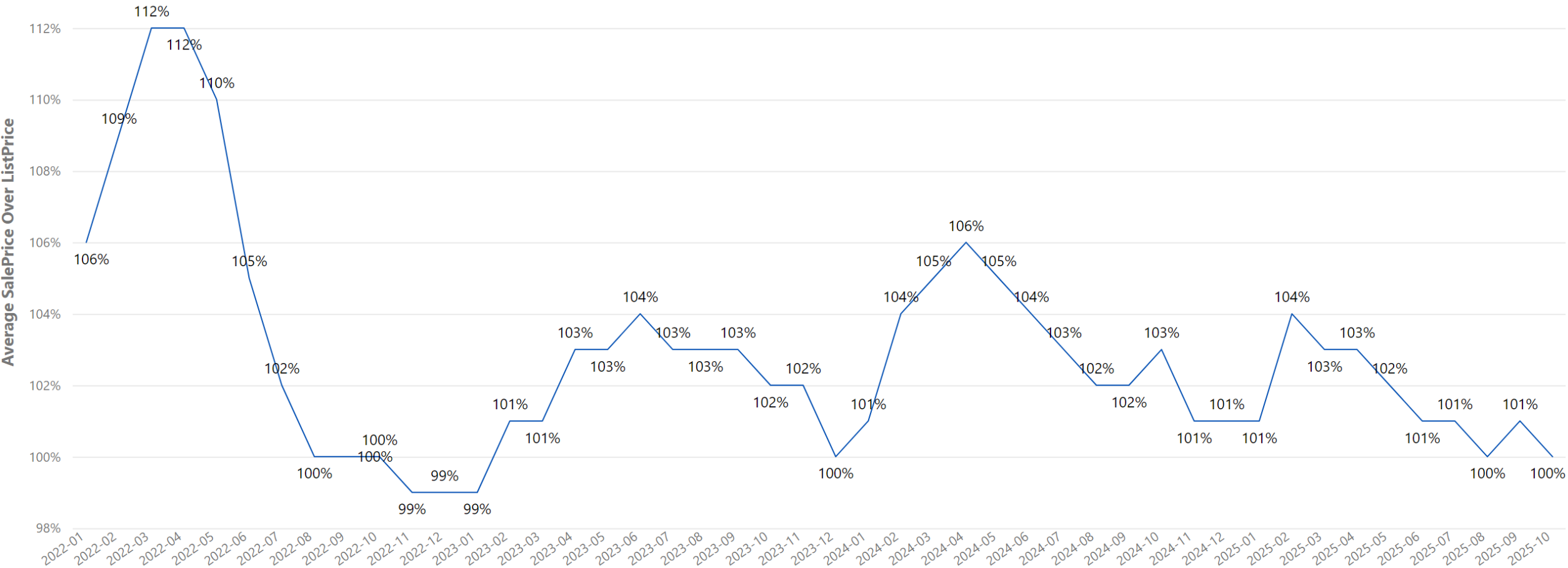
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Monte Sereno	98%	108%	-9%
Milpitas	101%	108%	-6%
San Martin	94%	99%	-5%
Los Gatos	99%	103%	-4%
Alviso	101%	105%	-4%
Los Altos Hills	97%	100%	-3%
Gilroy	98%	101%	-3%
San Jose	103%	106%	-3%
Sunnyvale	110%	113%	-3%
Saratoga	103%	105%	-2%
Palo Alto	104%	106%	-2%
Santa Clara	109%	111%	-2%
Morgan Hill	99%	100%	-1%
Campbell	108%	109%	-1%
Los Altos	108%	109%	-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
Mountain View	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
Cupertino	102%	99%	3%
Campbell	101%	101%	0%
Los Gatos	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
Sunnyvale	101%	107%	-6%
Gilroy	96%	100%	-4%
Santa Clara	99%	103%	-4%
Milpitas	101%	105%	-4%
Los Altos	97%	100%	-3%
San Jose	99%	102%	-3%
Palo Alto	100%	103%	-3%
Morgan Hill	99%	101%	-2%
Mountain View	103%	105%	-2%
Saratoga	100%	101%	-1%

Thank You

