



Santa Clara County

Real Estate Market Minute | October 2025

Santa Clara County -Residential - Single Family 2025 vs 2024

↑ 11

Median Days on Market
Compared to 10

↑ 700

Closed Sales
Compared to 639

↑

\$2.0M

Median Price
Compared to \$1.9M

↓ 908

New Listings
Compared to 921

↓ 103%

Sale to List Price Ratio
Compared to 105%

Santa Clara County -Residential - Common Interest 2025 vs 2024

↑ 26

Median Days on Market
Compared to 13



\$950.0K

Median Price
Compared to \$1.0M

↓ 284

Closed Sales
Compared to 286

↓ 421

New Listings
Compared to 440

↓ 101%

Sale to List Price Ratio
Compared to 102%

September 2025 Market Trends

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

Market Trends – September 2025 in Santa Clara County

Market Trend 1

Over the past few years, we have seen an increase in the median price for single family and common interest homes from August to September – this year was no different.

Market Trend 2

Despite a feeling that recent economic factors would motivate buyers and sellers, we saw seasonal declines in the number of closed sales, but an uptick in new listings in both markets.

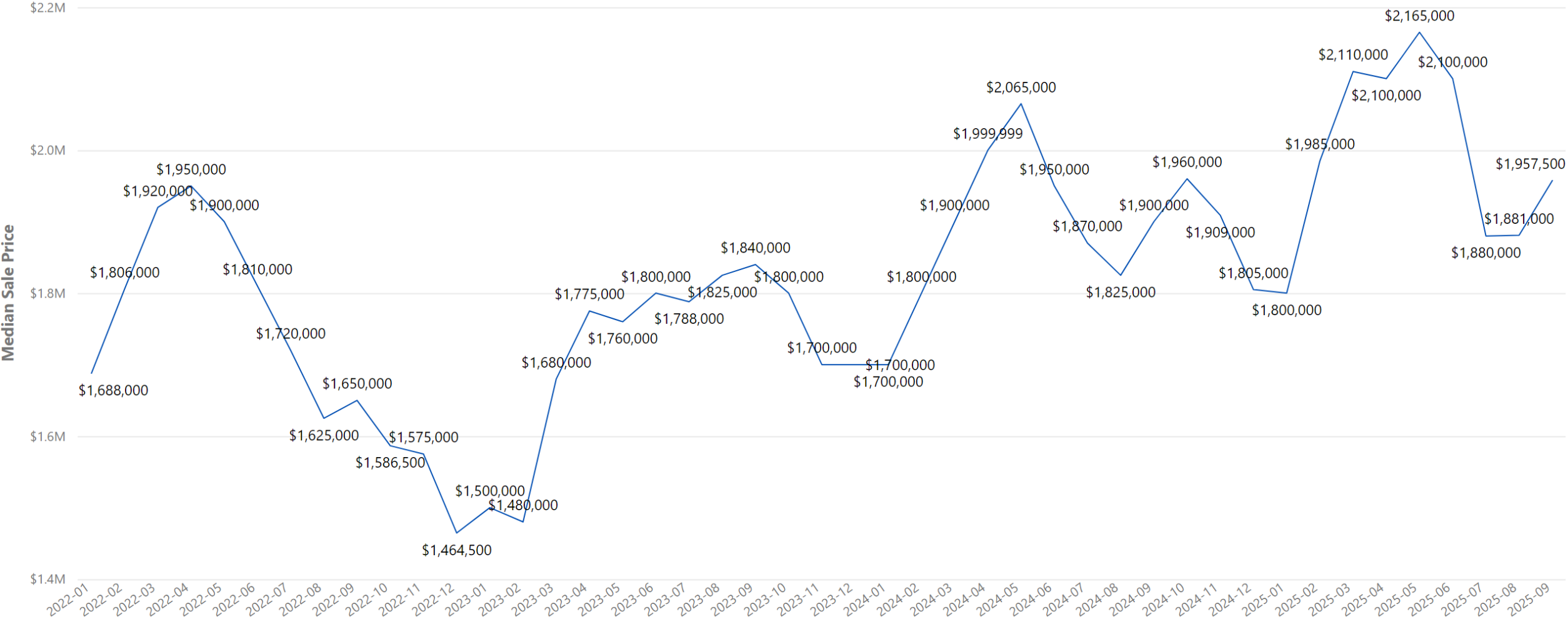
Market Trend 3

After a bit of a summer slump, we see days on market decreasing and sale to list price ratios increasing, or staying the same, suggesting a return of competition and increased demand.

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

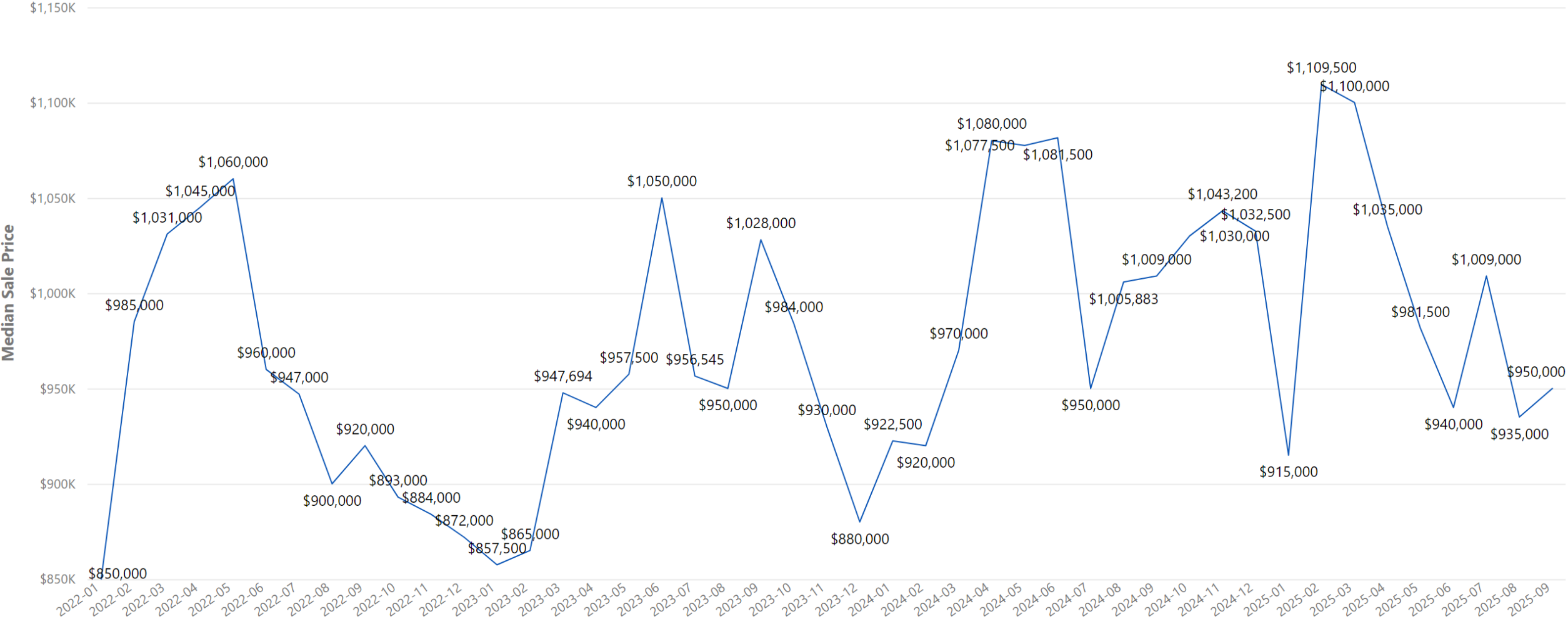
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Stanford	\$2,800,000	\$0	N/A
San Martin	\$1,350,000	\$1,000,000	35%
Morgan Hill	\$1,500,000	\$1,280,000	17%
Palo Alto	\$4,365,000	\$3,750,000	16%
Santa Clara	\$2,178,000	\$1,910,000	14%
Monte Sereno	\$6,275,000	\$5,505,000	14%
Los Gatos	\$3,112,500	\$2,748,888	13%
Cupertino	\$3,066,420	\$2,712,500	13%
Sunnyvale	\$2,691,500	\$2,500,000	8%
Milpitas	\$1,680,000	\$1,575,000	7%
Los Altos	\$4,858,300	\$4,625,000	5%
Saratoga	\$4,394,000	\$4,266,750	3%
San Jose	\$1,650,000	\$1,616,000	2%
Campbell	\$2,134,000	\$2,100,000	2%

Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Alviso	\$0	\$1,259,999	-100%
Los Altos Hills	\$5,675,500	\$6,634,000	-14%
Mountain View	\$2,684,000	\$2,955,000	-9%
Gilroy	\$1,100,000	\$1,132,500	-3%

Santa Clara County - Median Sale Price

CountyName ● Santa Clara



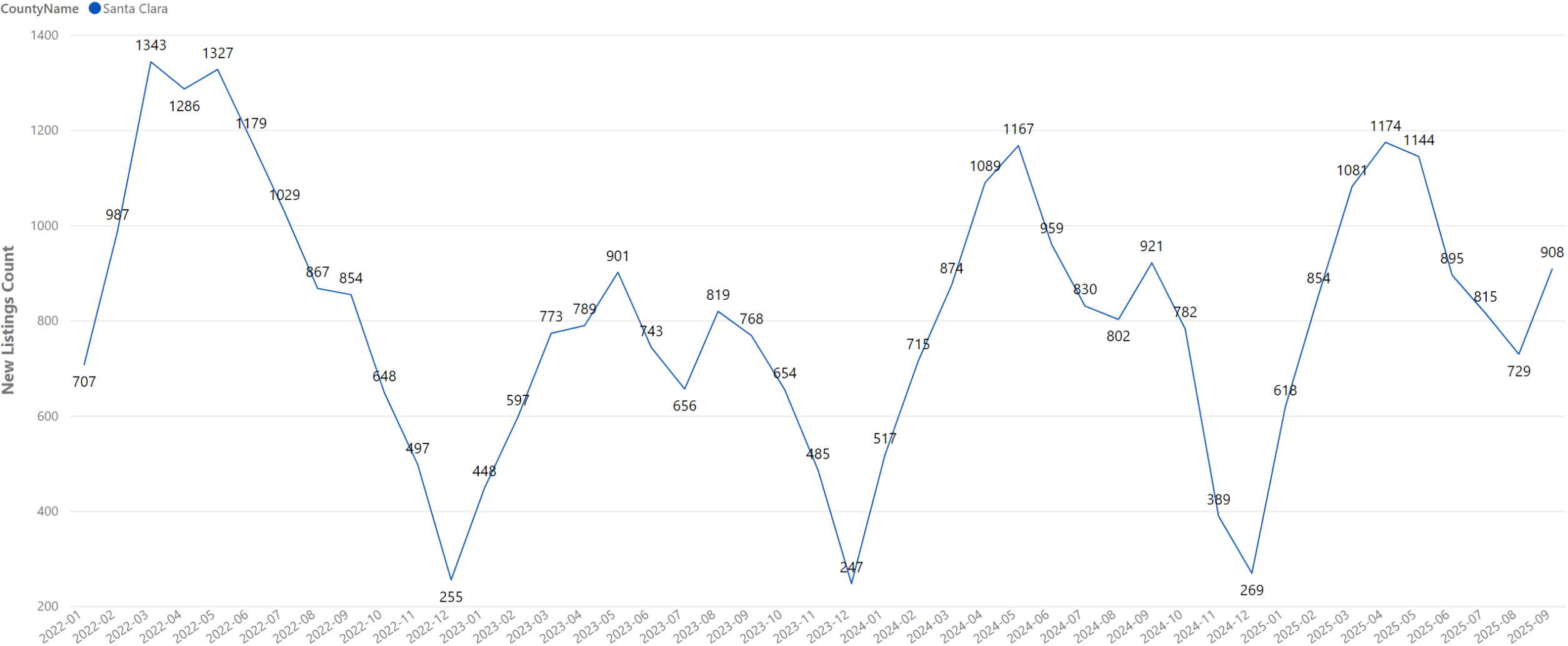
Santa Clara County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Gilroy	\$618,500	\$380,000	63%
Campbell	\$1,375,000	\$1,027,500	34%
Los Altos	\$2,899,000	\$2,313,000	25%
Morgan Hill	\$915,000	\$870,000	5%
Milpitas	\$1,115,000	\$1,077,000	4%
Los Gatos	\$1,659,000	\$1,635,000	1%

Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Mountain View	\$1,054,150	\$1,340,000	-21%
Santa Clara	\$1,050,000	\$1,329,000	-21%
Cupertino	\$1,228,000	\$1,525,500	-20%
Sunnyvale	\$1,350,000	\$1,500,000	-10%
Palo Alto	\$1,080,000	\$1,168,500	-8%
Saratoga	\$1,779,848	\$1,846,573	-4%
San Jose	\$818,000	\$830,000	-1%

Santa Clara County - New Listings



Santa Clara County - Increased New Listings

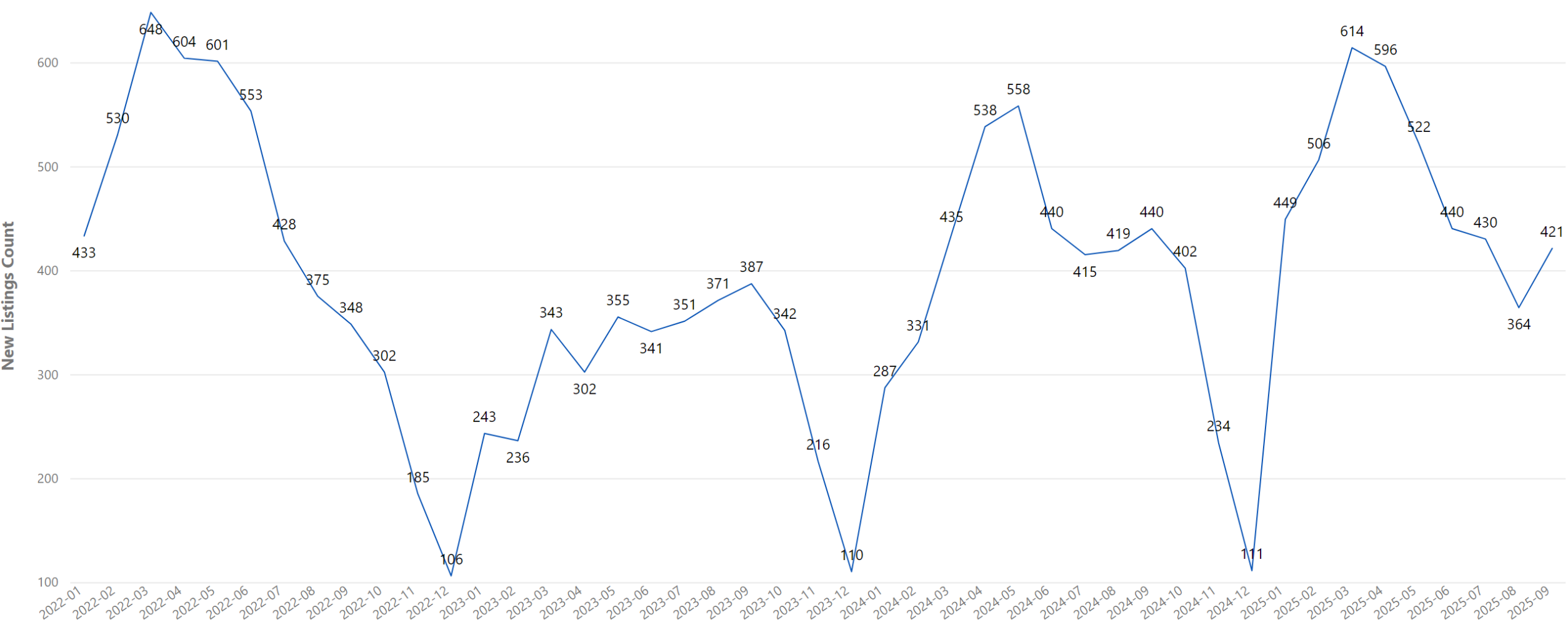
City	New Listings This Year	New Listings Last Year	% New Listings Change
Saratoga	37	23	61%
Los Altos Hills	20	17	18%
Santa Clara	51	44	16%
Los Altos	36	32	13%
Palo Alto	49	44	11%
Sunnyvale	52	50	4%
San Jose	457	448	2%
Alviso	1	1	0%
San Martin	3	3	0%
Campbell	23	23	0%

Santa Clara County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Los Gatos	31	53	-42%
Monte Sereno	3	5	-40%
Milpitas	13	20	-35%
Morgan Hill	32	40	-20%
Gilroy	48	55	-13%
Mountain View	30	34	-12%
Cupertino	22	24	-8%

Santa Clara County - New Listings

CountyName ● Santa Clara



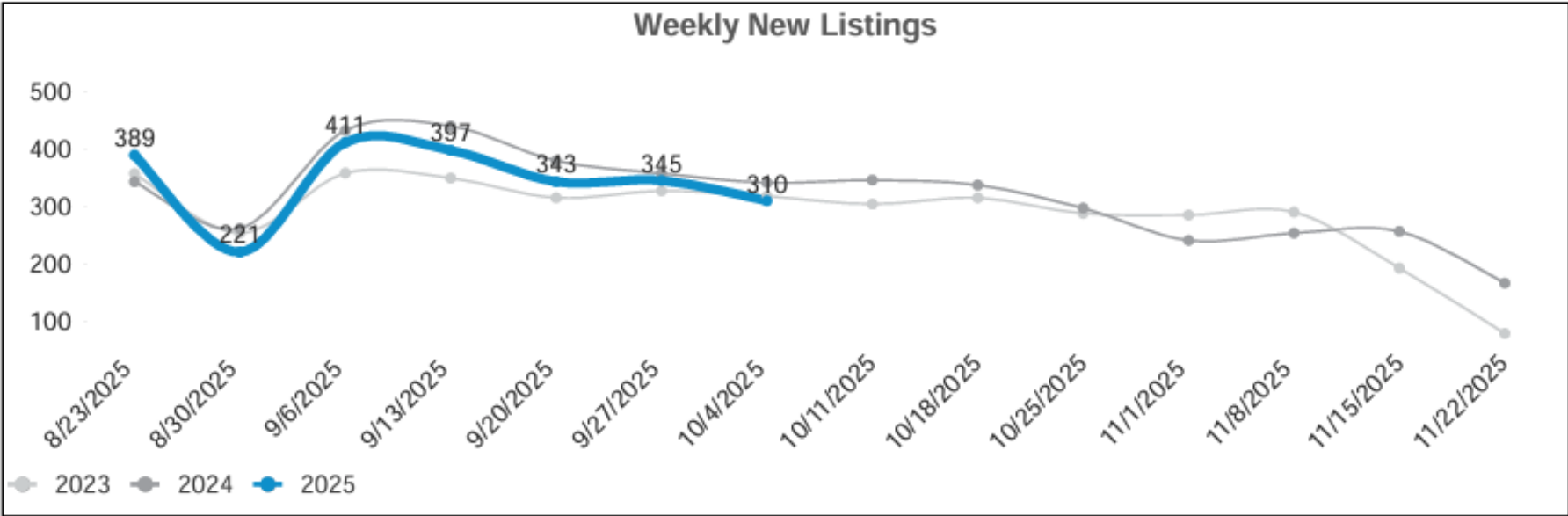
Santa Clara County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Gilroy	3	1	200%
Sunnyvale	47	38	24%
Morgan Hill	14	12	17%
Mountain View	41	37	11%
Stanford	1	1	0%
Cupertino	9	9	0%

Santa Clara County - Decreased New Listings

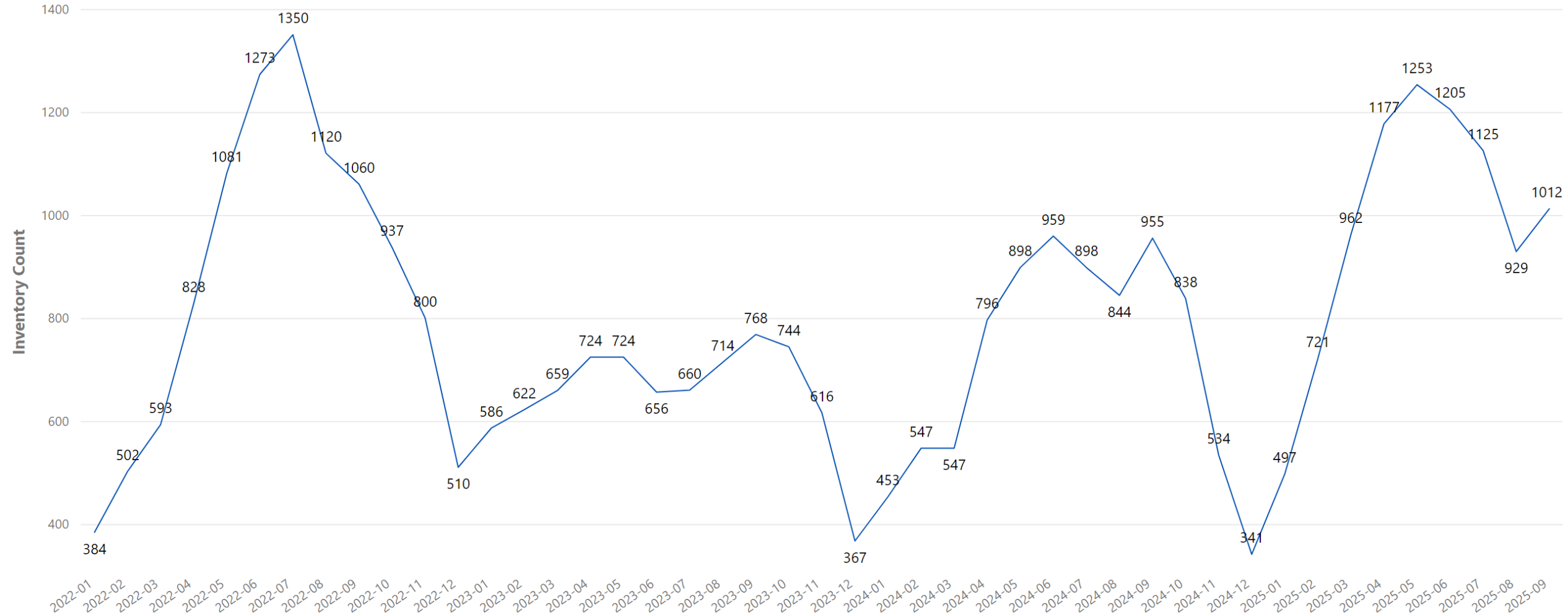
City	New Listings This Year	New Listings Last Year	% New Listings Change
Saratoga	3	6	-50%
Palo Alto	8	16	-50%
Los Gatos	9	17	-47%
Los Altos	8	10	-20%
Santa Clara	34	38	-11%
Milpitas	26	29	-10%
Campbell	15	16	-6%
San Jose	203	210	-3%

Santa Clara County – New Listings Week Ending 10/04/2025



Santa Clara County - Inventory

CountyName ● Santa Clara



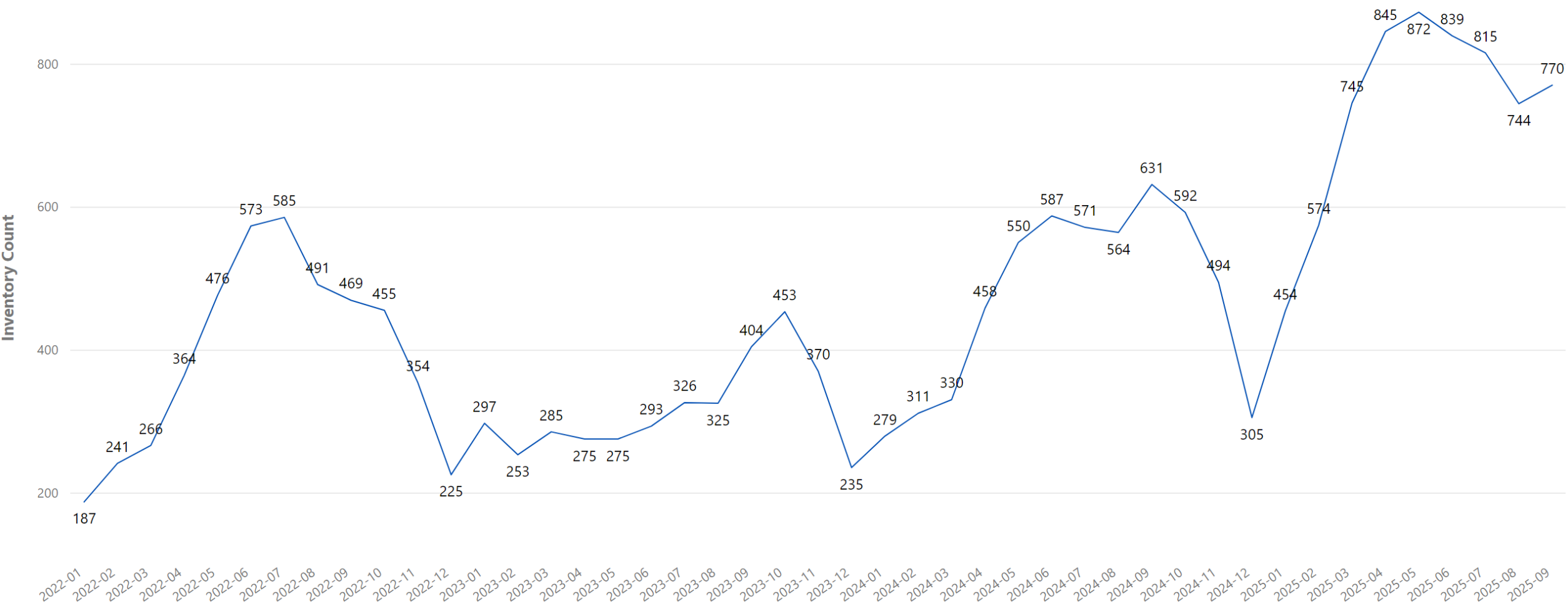
Data as of 10/6/2025

Aculist@2025

Residential Single Family: 2022-2025

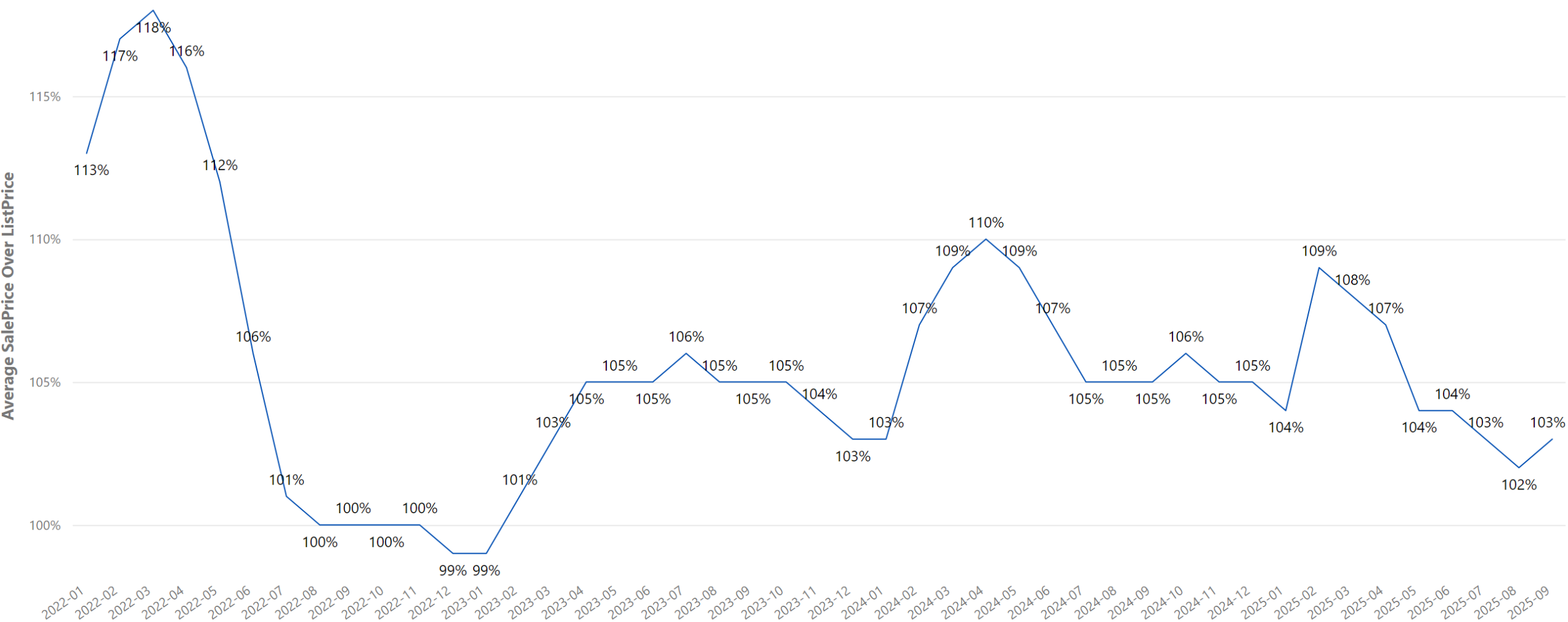
Santa Clara County - Inventory

CountyName ● Santa Clara



Santa Clara County - Average Sale Price Over List Price

CountyName ● Santa Clara



Santa Clara County - Increased Sale To List Price

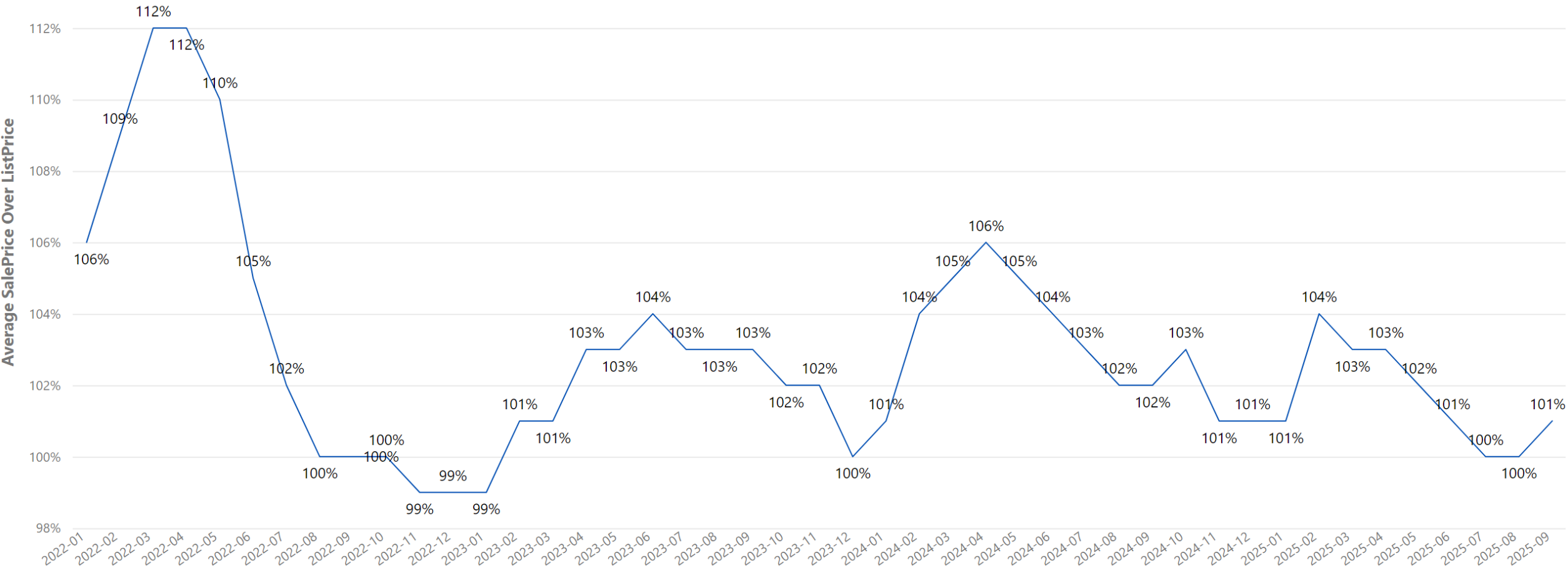
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Stanford	82%	0%	N/A
Milpitas	107%	104%	3%
Palo Alto	107%	104%	3%
Gilroy	100%	99%	1%
Los Altos	105%	104%	1%
Cupertino	107%	106%	1%
Campbell	105%	105%	0%
Santa Clara	108%	108%	0%

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 Gatos	100%	110%	-9%
Monte Sereno	101%	109%	-7%
Sunnyvale	106%	113%	-6%
San Martin	99%	105%	-6%
Mountain View	102%	108%	-6%
Los Altos Hills	100%	103%	-3%
Morgan Hill	98%	100%	-2%
Saratoga	103%	105%	-2%
San Jose	103%	104%	-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
Palo Alto	108%	101%	7%
Campbell	104%	102%	2%
Mountain View	103%	102%	1%
Gilroy	101%	101%	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	100%	109%	-8%
Saratoga	98%	104%	-6%
Morgan Hill	99%	104%	-5%
Sunnyvale	102%	106%	-4%
Los Gatos	100%	103%	-3%
Santa Clara	100%	102%	-2%
Los Altos	101%	103%	-2%
San Jose	100%	101%	-1%
Milpitas	102%	103%	-1%

Thank You

