



# Santa Clara County

Real Estate Market Minute | September 2025



# Santa Clara County -Residential - Single Family 2025 vs 2024

↑ 14

Median Days on Market  
Compared to 10

↓ 722

Closed Sales  
Compared to 761

↑

\$1.9M

Median Price  
Compared to \$1.8M

↓ 730

New Listings  
Compared to 802

↓ 102%

Sale to List Price Ratio  
Compared to 105%

# Santa Clara County -Residential - Common Interest 2025 vs 2024

↑ 26

Median Days on Market  
Compared to 15



**\$930.0K**

Median Price  
Compared to \$1.0M

↓ 275

Closed Sales  
Compared to 305

↓ 363

New Listings  
Compared to 419

↓ 100%

Sale to List Price Ratio  
Compared to 102%

# August 2025 Market Trends

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

# Market Trends – August 2025 in Santa Clara County

## Market Trend 1

After the largest single month decline in several years from June to July, the single family market median price rebounded a bit. Common interest prices continue to decline; great news for buyers.

## Market Trend 2

This time of year that we generally see a decline in transactions as well as new listings which was evident in both the single family and common interest markets in August.

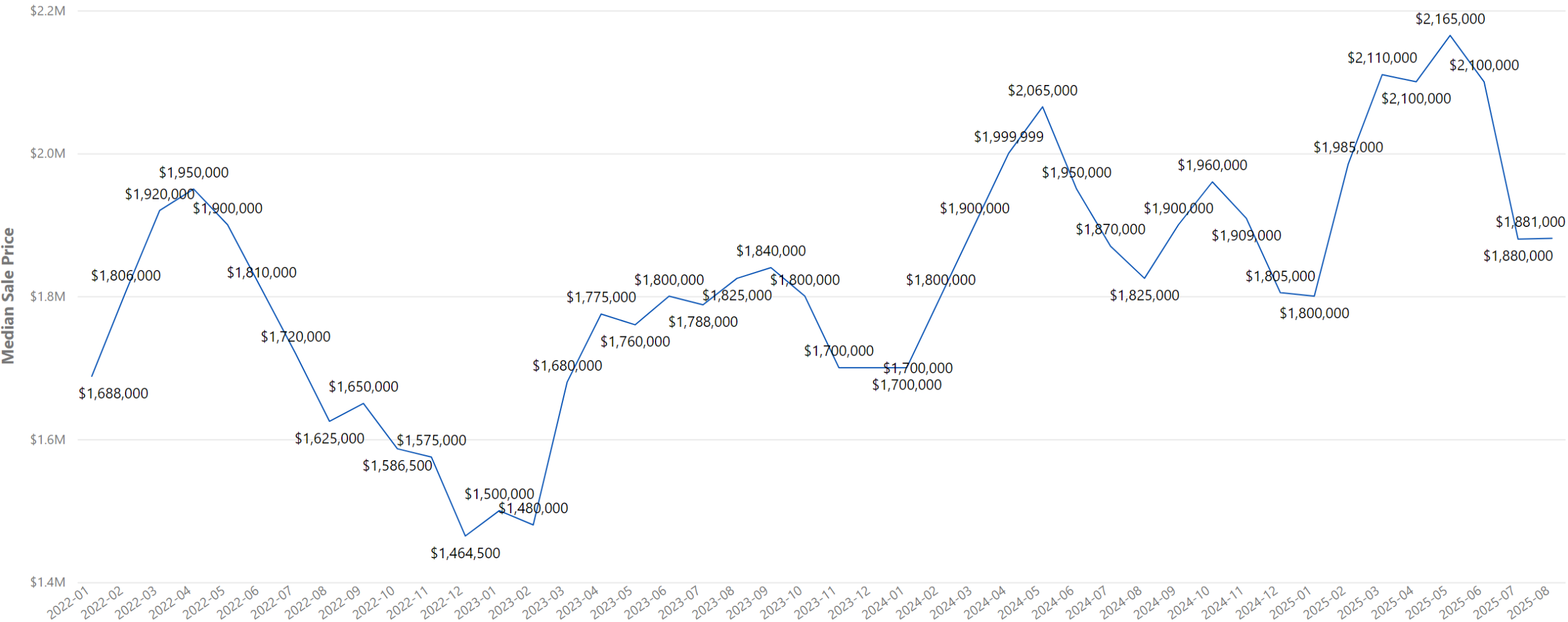
## Market Trend 3

Days on Market continues to creep up with a 2+ year high in the single family market, and seasonal highs in common interest. With a two year low for the sale to list price ratio, the signal is of less competition.

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	\$2,075,000	\$1,649,000	26%
Monte Sereno	\$4,668,000	\$3,850,000	21%
Los Altos Hills	\$6,498,000	\$5,800,000	12%
Gilroy	\$1,200,000	\$1,112,500	8%
Milpitas	\$1,801,000	\$1,675,000	8%
Saratoga	\$4,469,000	\$4,200,000	6%
Campbell	\$2,150,000	\$2,068,000	4%
Sunnyvale	\$2,780,000	\$2,700,000	3%

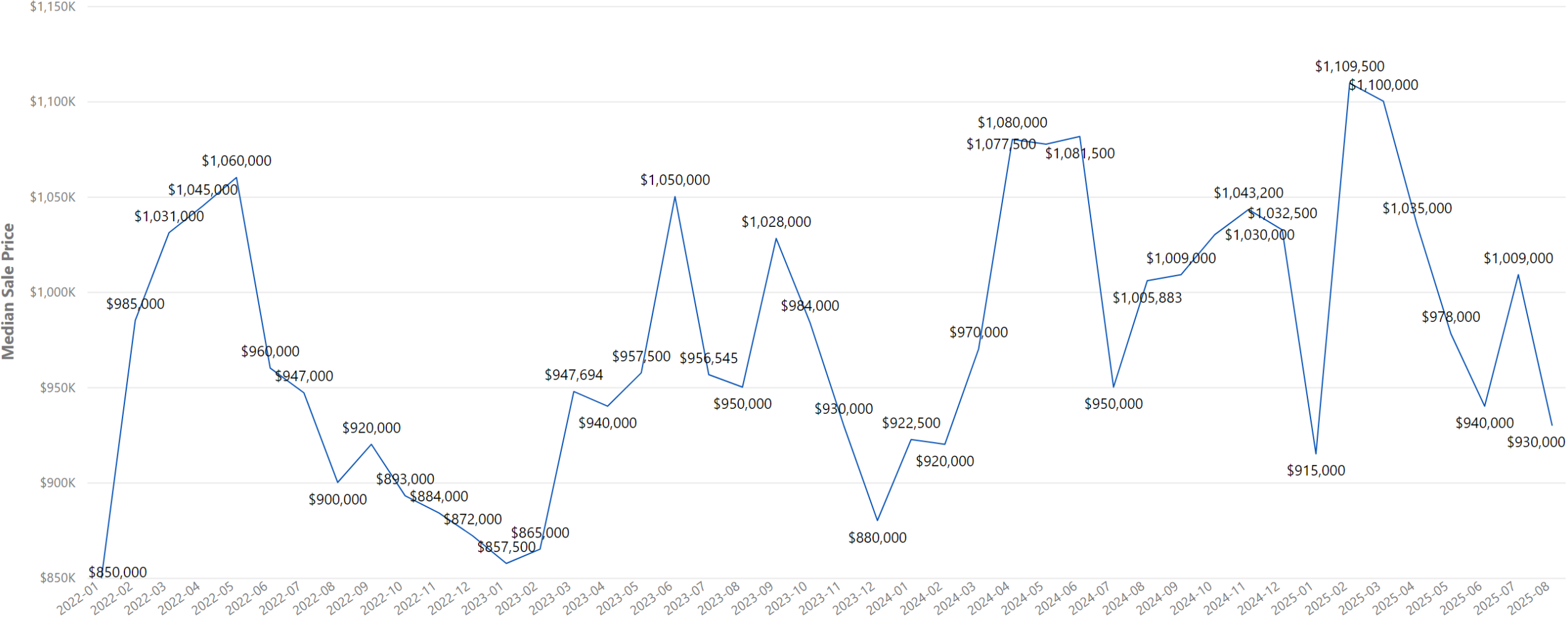
# Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Alviso	\$0	\$848,000	-100%
Stanford	\$3,000,000	\$3,325,000	-10%
Los Gatos	\$2,945,000	\$3,225,000	-9%
Santa Clara	\$1,944,000	\$2,060,000	-6%
Cupertino	\$3,297,850	\$3,410,000	-3%
Palo Alto	\$3,600,000	\$3,700,000	-3%
San Jose	\$1,557,500	\$1,600,000	-3%
Morgan Hill	\$1,400,000	\$1,420,000	-1%
Mountain View	\$2,573,800	\$2,607,500	-1%
Los Altos	\$4,200,000	\$4,230,000	-1%



# Santa Clara County - Median Sale Price

CountyName ● Santa Clara



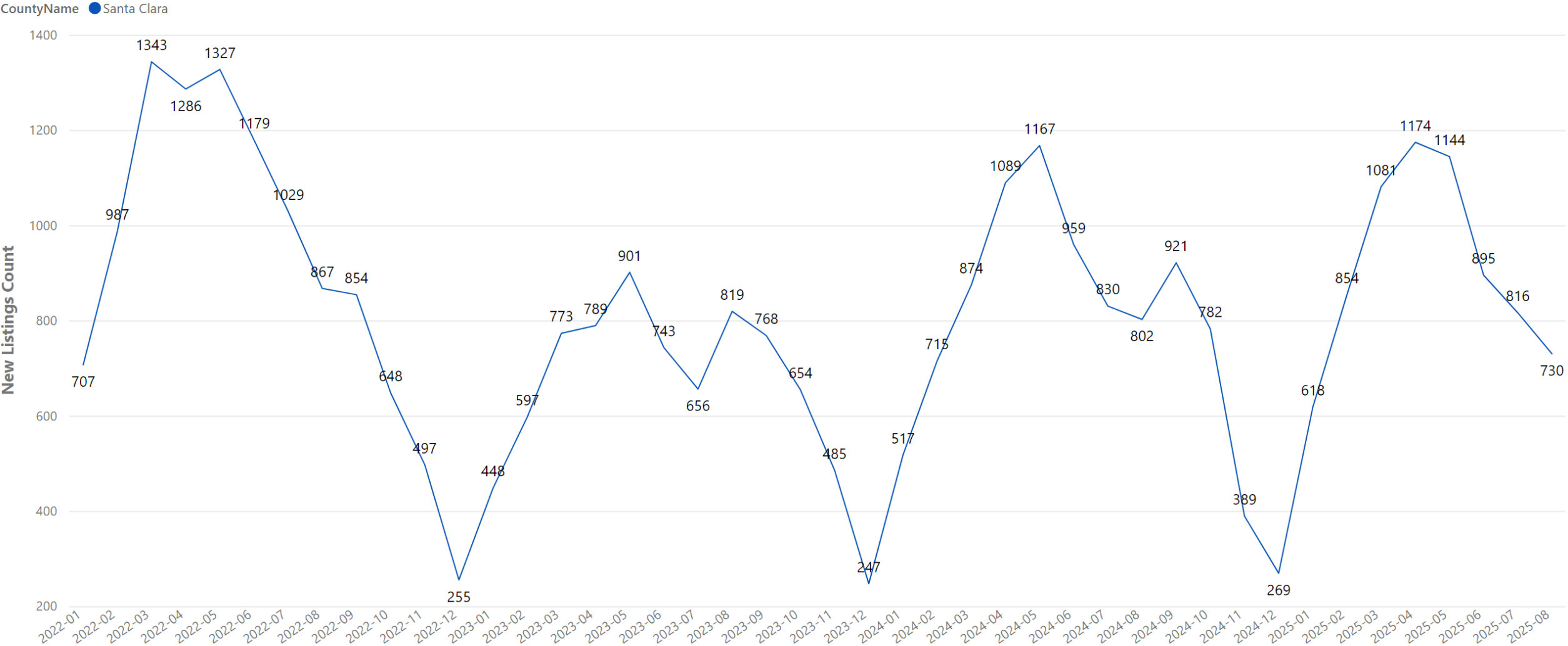
# Santa Clara County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Stanford	\$1,125,000	\$0	N/A
Palo Alto	\$1,725,000	\$1,200,000	44%
Mountain View	\$1,624,000	\$1,335,000	22%
Saratoga	\$1,700,000	\$1,400,000	21%
Los Altos	\$2,010,000	\$1,778,500	13%
Milpitas	\$1,205,000	\$1,100,000	10%
Sunnyvale	\$1,298,944	\$1,197,500	8%
Gilroy	\$580,000	\$563,000	3%

## Santa Clara County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Campbell	\$802,500	\$1,069,000	-25%
Los Gatos	\$1,456,250	\$1,772,442	-18%
Morgan Hill	\$855,000	\$927,500	-8%
Santa Clara	\$847,500	\$900,000	-6%
San Jose	\$792,000	\$830,000	-5%
Cupertino	\$1,269,500	\$1,295,000	-2%

# Santa Clara County - New Listings



# Santa Clara County - Increased New Listings

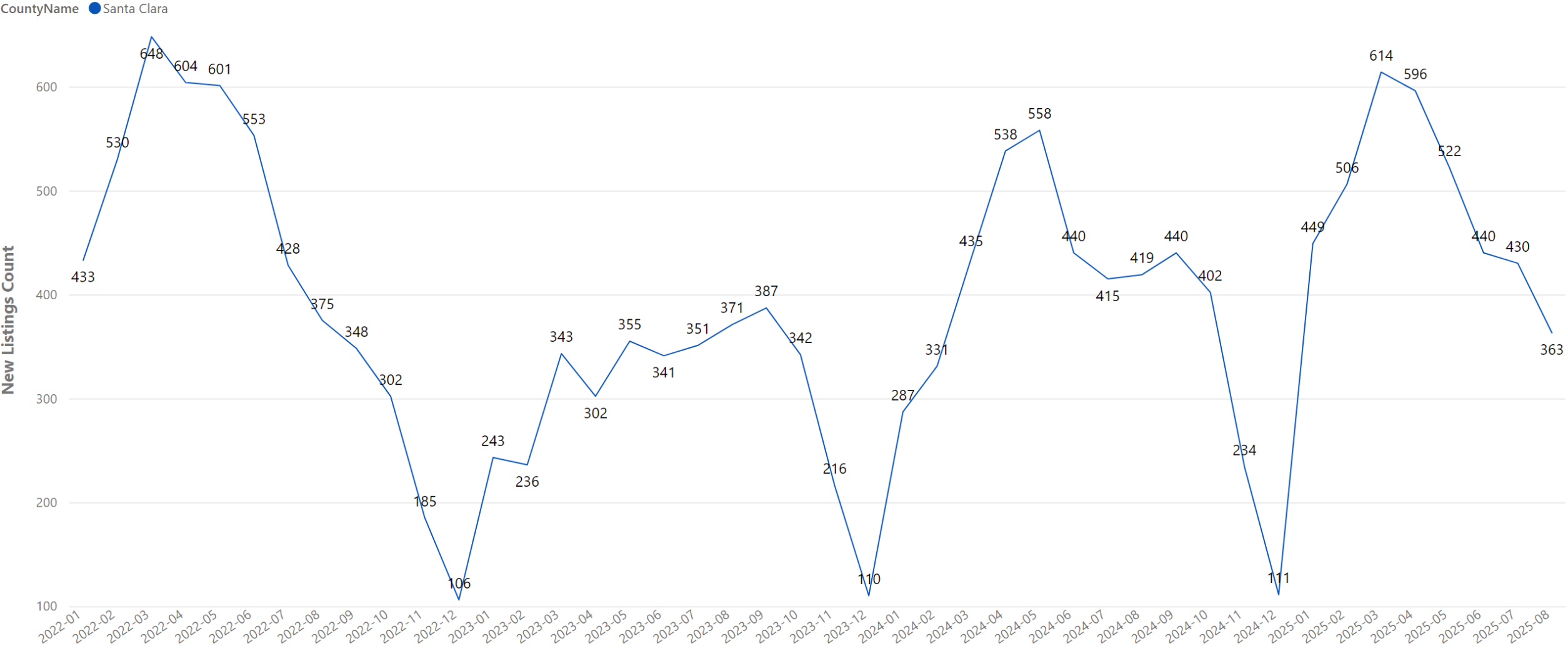
City	New Listings This Year	New Listings Last Year	% New Listings Change
Los Gatos	34	21	62%
Los Altos Hills	13	9	44%
Los Altos	34	25	36%
Sunnyvale	39	38	3%
San Martin	3	3	0%
Gilroy	44	44	0%



## Santa Clara County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Monte Sereno	3	6	-50%
Campbell	15	26	-42%
Saratoga	15	25	-40%
Cupertino	17	27	-37%
Morgan Hill	31	43	-28%
Milpitas	18	24	-25%
Mountain View	18	24	-25%
Santa Clara	27	35	-23%
Palo Alto	39	47	-17%
San Jose	380	403	-6%

# Santa Clara County - New Listings



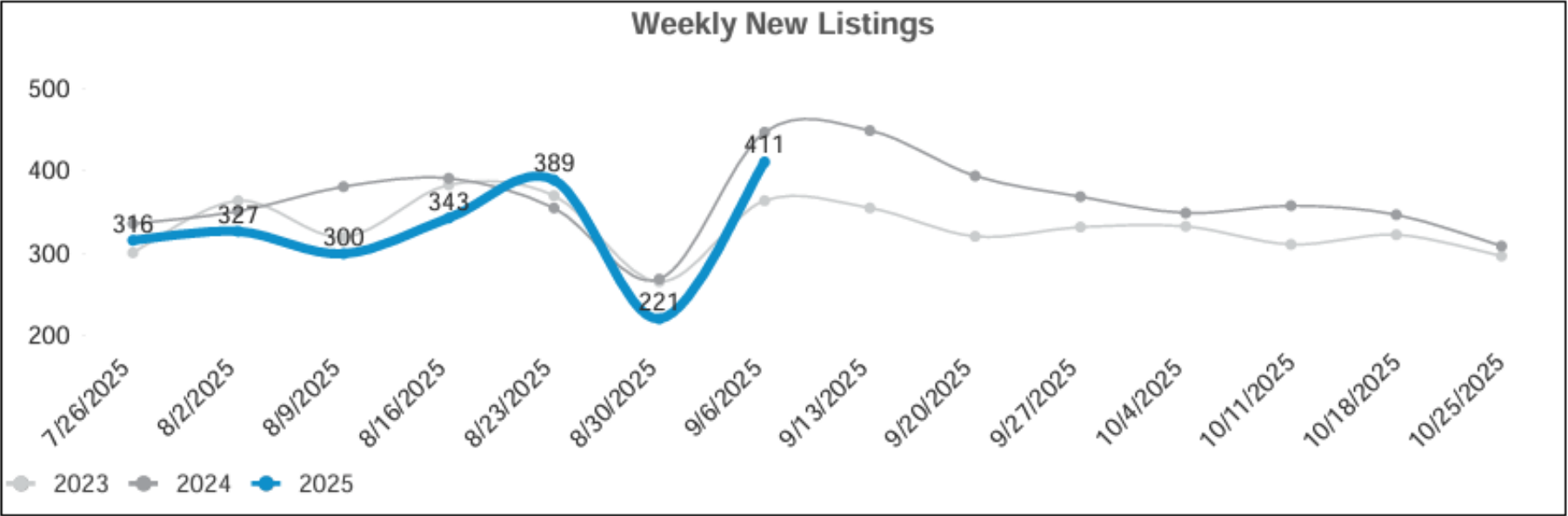
## Santa Clara County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Gilroy	3	1	200%
Saratoga	9	4	125%
Campbell	17	9	89%
Morgan Hill	13	9	44%
Palo Alto	13	11	18%
Cupertino	14	14	0%

# Santa Clara County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Los Gatos	10	18	-44%
Los Altos	5	8	-38%
Santa Clara	30	39	-23%
San Jose	172	218	-21%
Mountain View	24	28	-14%
Sunnyvale	30	34	-12%
Milpitas	23	25	-8%

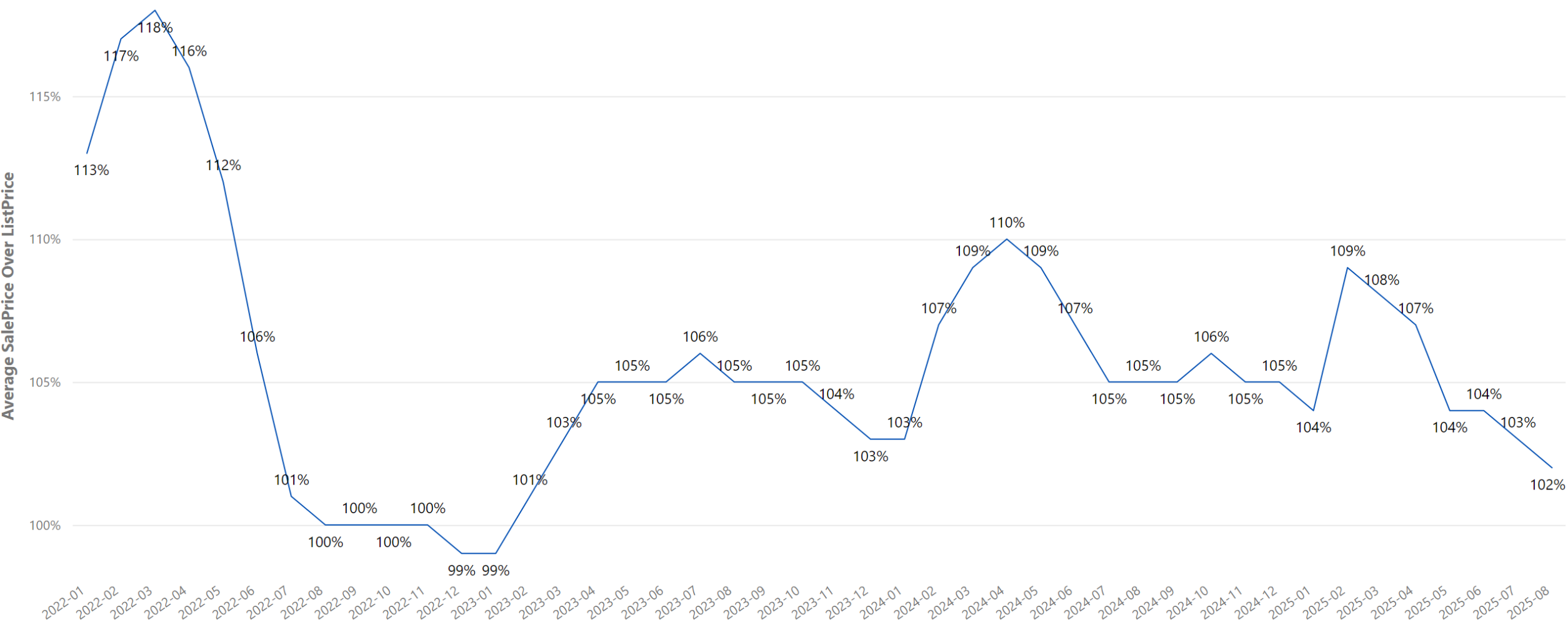
# Santa Clara County – New Listings Week Ending 9/6/2025





# Santa Clara County - Average Sale Price Over List Price

CountyName ● Santa Clara



# Santa Clara County - Increased Sale To List Price

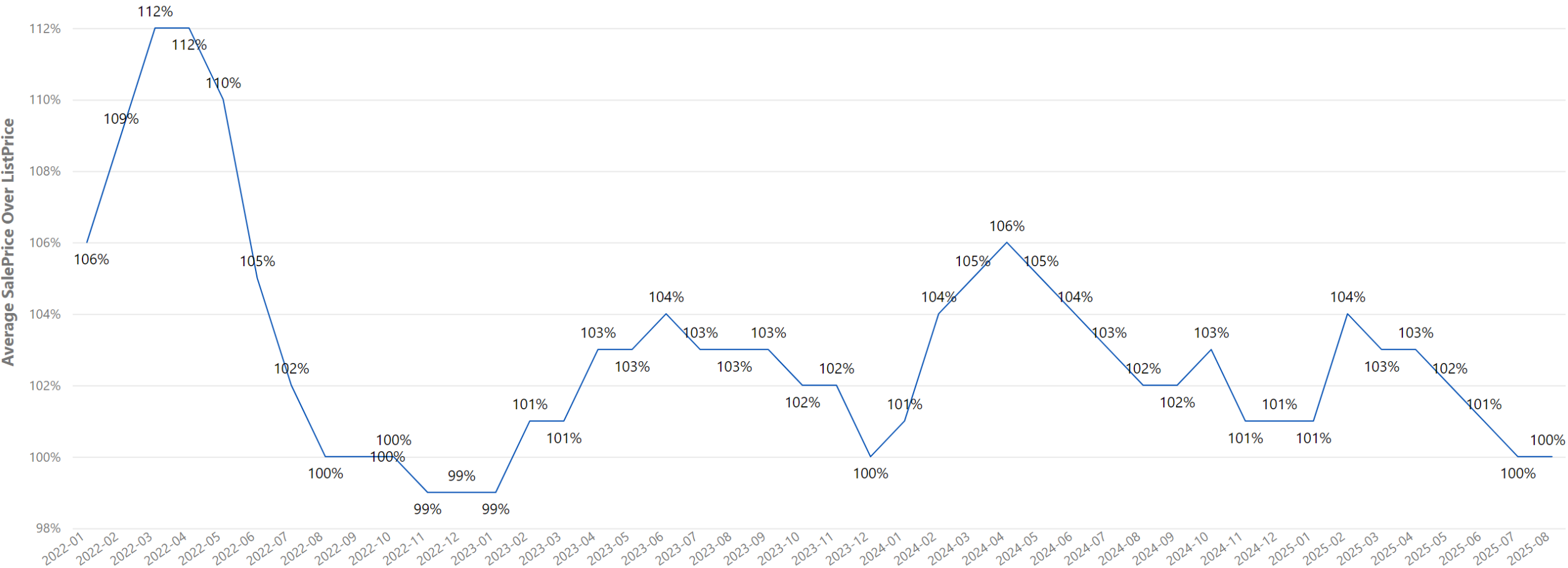
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Los Altos Hills	100%	96%	4%
Monte Sereno	104%	100%	4%
Cupertino	108%	104%	4%
Mountain View	106%	105%	1%
Los Altos	106%	106%	0%
Los Gatos	101%	101%	0%

# Santa Clara County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
San Martin	97%	105%	-8%
Santa Clara	103%	111%	-7%
Saratoga	96%	103%	-7%
Campbell	101%	108%	-6%
Sunnyvale	107%	111%	-4%
Stanford	94%	97%	-3%
Morgan Hill	99%	101%	-2%
San Jose	102%	104%	-2%
Milpitas	104%	106%	-2%
Gilroy	100%	101%	-1%
Palo Alto	104%	105%	-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
Stanford	100%	0%	N/A
Palo Alto	102%	98%	4%
Los Altos	101%	98%	3%
Gilroy	101%	99%	2%
Morgan Hill	102%	101%	1%
Santa Clara	102%	101%	1%
Mountain View	104%	103%	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
Milpitas	98%	103%	-5%
Saratoga	98%	101%	-3%
Sunnyvale	100%	103%	-3%
Cupertino	101%	104%	-3%
Los Gatos	99%	101%	-2%
Campbell	100%	102%	-2%
San Jose	100%	101%	-1%

# Thank You

