

# SANTA CLARA COUNTY

FOURTH QUARTER MARKET REPORT | 2017 VS. 2018

Q4		2017		2018		2017		2018	
	# of Sales	2,446	2,140	13%▼		Avg CDOM	21	31	▲48%
	Median Price	\$1,270,000	\$1,250,000	2%▼		MOI	0.4	1.0	▲150%

The upward trend of median sales price continued countywide in Santa Clara, however, the last quarter of 2018 had the lowest median sales price of the year, also down 2% from the same quarter of 2017. The number of sold units in 2018 dropped compared to the five past years, indication that the market is cooling off in this area and giving buyers more negotiating chances.

In the last quarter of 2018, Santa Clara County experienced a buyers' market, with sold prices lower than the asking prices. However, the overall upward trend during the year indicates that Santa Clara is still a sellers' market countywide, less advantageous for those looking to buy.

The total number of new listings dropped in the fourth quarter of the year compared to the third quarter. This number is still high though, compared to 2017, providing buyers with more choices and lessening the sense of urgency and competitive bidding.

The number of properties on the market rose, indication that buyers had more options when shopping compared to the last year.

## CAMPBELL

	Q4 2017	Q4 2018	% Change
# of Sales	88	62	-30%
Median Price (\$000)	1,500	1,349	-10%
Avg CDOM	16	29	81%
Months of Inventory	0.1	0.9	800%

## CUPERTINO

	Q4 2017	Q4 2018	% Change
# of Sales	52	52	0%
Median Price (\$000)	2,237	2,362	6%
Avg CDOM	17	24	41%
Months of Inventory	0.5	0.3	-40%

## GILROY

	Q4 2017	Q4 2018	% Change
# of Sales	155	117	-25%
Median Price (\$000)	730	760	4%
Avg CDOM	29	41	41%
Months of Inventory	0.5	1.6	220%

## LOS ALTOS

	Q4 2017	Q4 2018	% Change
# of Sales	85	62	-27%
Median Price (\$000)	3,220	3,450	7%
Avg CDOM	17	21	24%
Months of Inventory	0.1	0.2	100%

## LOS ALTOS HILLS

	Q4 2017	Q4 2018	% Change
# of Sales	23	9	-61%
Median Price (\$000)	3,500	5,200	49%
Avg CDOM	39	62	59%
Months of Inventory	1.8	4.3	139%

## LOS GATOS

	Q4 2017	Q4 2018	% Change
# of Sales	105	89	-15%
Median Price (\$000)	1,990	2,175	9%
Avg CDOM	40	56	40%
Months of Inventory	1.0	1.6	60%

## MONTE SERENO

	Q4 2017	Q4 2018	% Change
# of Sales	9	4	-56%
Median Price (\$000)	3,000	3,250	8%
Avg CDOM	63	16	-75%
Months of Inventory	0.3	1.5	400%

## MORGAN HILL

	Q4 2017	Q4 2018	% Change
# of Sales	141	86	-39%
Median Price (\$000)	965	970	1%
Avg CDOM	33	37	12%
Months of Inventory	0.7	1.7	143%

## MOUNTAIN VIEW

	Q4 2017	Q4 2018	% Change
# of Sales	51	59	16%
Median Price (\$000)	2,100	2,100	0%
Avg CDOM	10	20	100%
Months of Inventory	0.2	0.7	250%

## PALO ALTO

	Q4 2017	Q4 2018	% Change
# of Sales	85	82	-4%
Median Price (\$000)	3,200	2,979	-7%
Avg CDOM	14	25	79%
Months of Inventory	0.3	0.5	67%

## SAN JOSE

	Q4 2017	Q4 2018	% Change
# of Sales	1,233	1,126	-9%
Median Price (\$000)	1,100	1,100	0%
Avg CDOM	19	29	53%
Months of Inventory	0.3	0.9	200%

## SANTA CLARA

	Q4 2017	Q4 2018	% Change
# of Sales	136	114	-16%
Median Price (\$000)	1,400	1,300	-7%
Avg CDOM	13	26	100%
Months of Inventory	0.2	0.9	350%

## SARATOGA

	Q4 2017	Q4 2018	% Change
# of Sales	73	59	-19%
Median Price (\$000)	2,580	2,700	5%
Avg CDOM	27	52	93%
Months of Inventory	0.8	1.3	63%

## SUNNYVALE

	Q4 2017	Q4 2018	% Change
# of Sales	129	135	5%
Median Price (\$000)	1,856	1,760	-5%
Avg CDOM	10	26	160%
Months of Inventory	0.1	0.6	500%

