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Luxury
BAY AREA ESTATES

Market Update

MAY 2026

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■ *Santa Clara County*

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■ *San Mateo County*

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■ *San Francisco County*

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[Jump to Monterey County Report](#)

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What's your home really worth in today's market?

That's really the question you should be asking yourself.

Our market is incredibly diverse, and rapidly changing. Values vary not just by neighborhood, but by street. Your home isn't necessarily worth what your neighbors' home is. At the end of the day, it's the current market that sets the value of your home.

So, do you know what your home is worth **in today's market?**

I can help...

Contact me for a confidential, no obligation assessment of your home's value.

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The Mid-Year Housing Market Update: Why Forecasts Changed in 2026



If the housing market feels confusing right now, you're not alone. Mortgage rates have risen. Home sales haven't picked up like expected. And many buyers and sellers are wondering when things are going to feel easier or be more affordable.

The truth is: a lot changed over the first half of this year.

Back at the end of 2025, economists were forecasting a much stronger housing market for 2026. They expected mortgage rates to come down, affordability to improve more dramatically, and home sales to rebound.

[READ MORE](#)



Smart Strategies for a *Smooth* Mortgage Application

Secure Your Dream Home Today

Navigating the mortgage application process can be a breeze with a little preparation. To ensure a successful application and closing, consider these helpful tips for what to avoid.



1 Avoid major purchases like furniture, cars, or vacations to keep your credit profile stable.

2 Maintain your current employment to show financial stability.

3 Always consult your mortgage professional before making large financial moves.

4 Avoid paying off debts or collections without professional advice.

5 Use verified funds for deposits to prevent closing delays.

6 Don't have your credit report pulled too many times - this can hurt your credit score.



Keep your financial habits steady for the **best mortgage** outcomes.

Start Your Smooth Mortgage Journey –

Reach Out to Us!

Santa Clara County

What's in the Santa Clara County data?

The market for Single Family Homes, Condo, and Townhomes units saw 1,152 closed sales at a median price of \$1.6m. There was a total of 1,806 new listings with an average of 23 days on the market without price reduction and with an average price per square foot of \$1,125.



Overview

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May 2026

New Listings

1,806

+1.9% Year-over-Year

Closed Sales

1,152

+7.7% Year-over-Year

Average Days-on-Market

23

+21.1% Year-over-Year

Average Price Per SqFt

\$1,125

-0.7% Year-over-Year

Median Sale Price

\$1.6M

-5.6% Year-over-Year

Total Volume

\$2.4B

+8.5% Year-over-Year

Data includes all single family, townhome, and condominium sales in Santa Clara County sourced from InfoSparks & MLS Listings. The most recent month's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



SFH

Single Family Homes

1,222

New Listings

820

Closed Sales

19

Average
Days-on-Market

\$1,267

Average Price
Per SqFt

\$2M

Median Sale Price

\$2.1B

Total Volume

Data includes all single family, townhome, and condominium sales in Santa Clara County sourced from MLS Listings. The most recent quarter's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.





CONDO

Condo & Townhomes

583

New Listings

332

Closed Sales

32

Average
Days-on Market

\$774

Average Price
Per SqFt

\$961K

Median Sale Price

\$345M

Total Volume

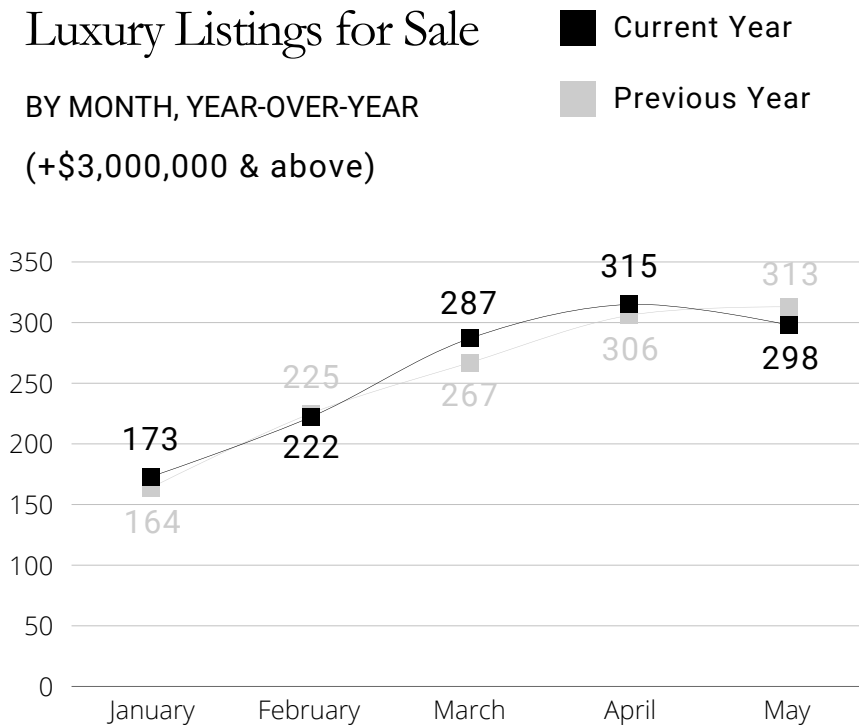
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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

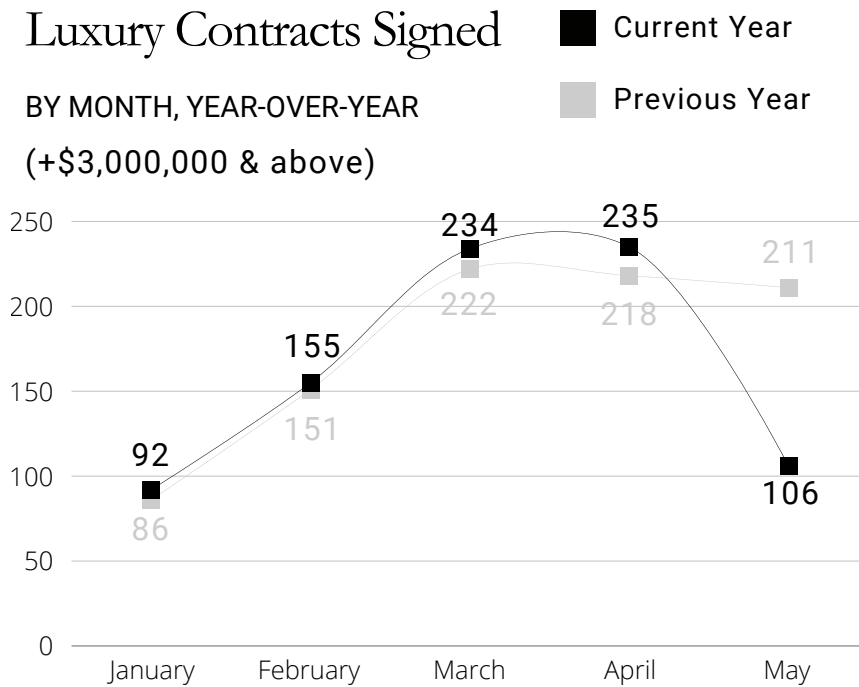
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

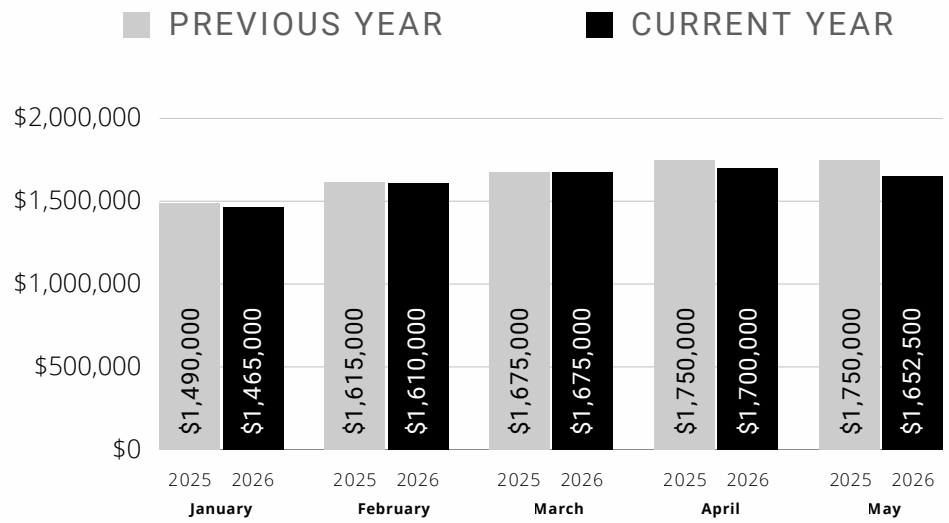
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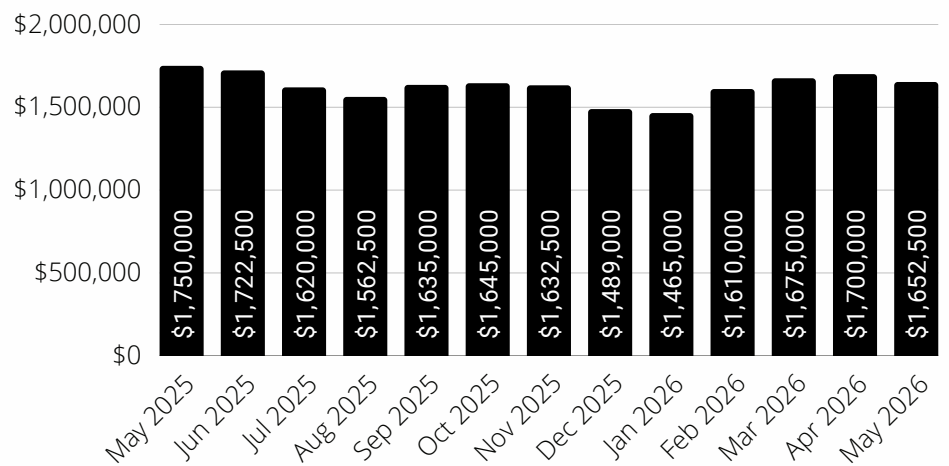


Median Sales Price

BY MONTH, YEAR-OVER-YEAR

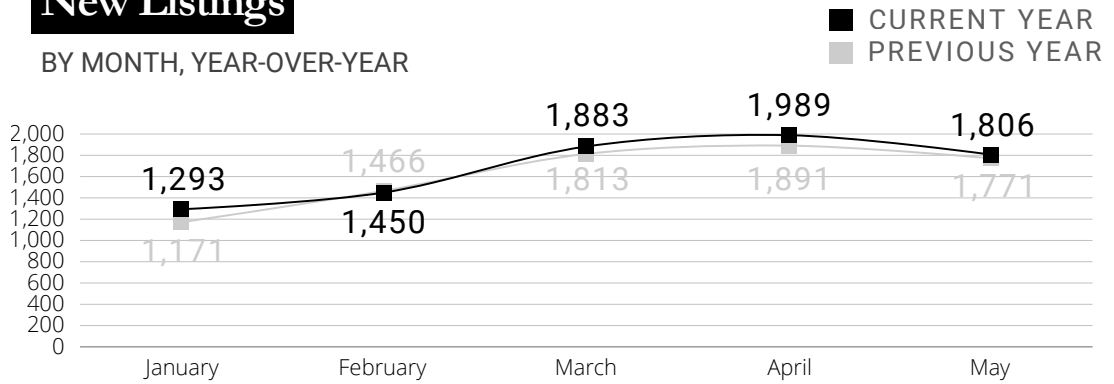


BY MONTH



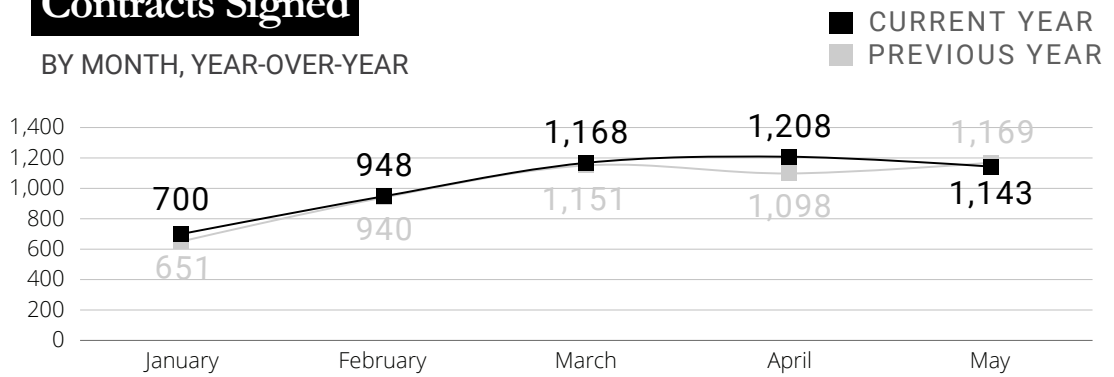
New Listings

BY MONTH, YEAR-OVER-YEAR



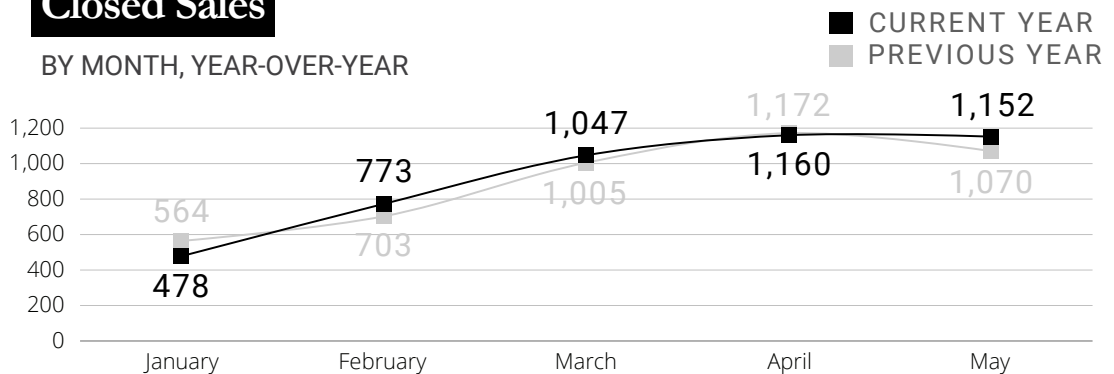
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



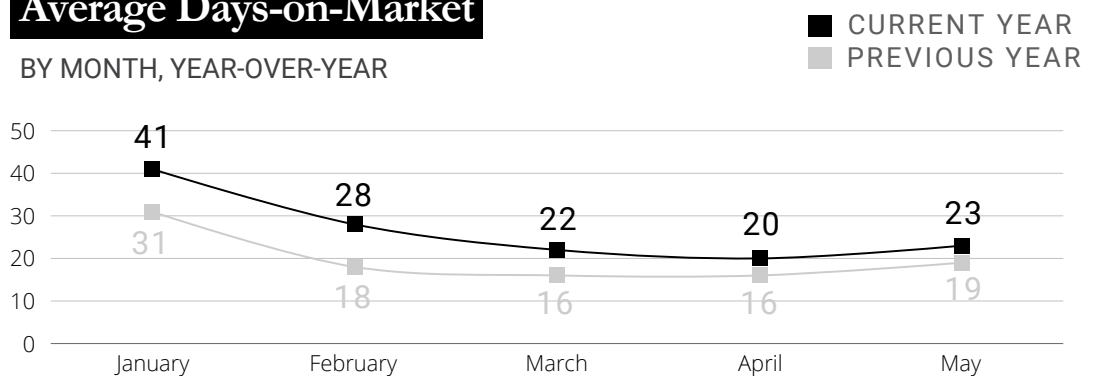
Closed Sales

BY MONTH, YEAR-OVER-YEAR



Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR



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San Mateo County

What's in the San Mateo County data?

The market for Single Family Homes, Condo, and Townhomes units saw 479 closed sales at a median price of \$1.8m. There was a total of 703 new listings with an average of 24 days on the market without price reduction and with an average price per square foot of \$1,199.



Overview

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May 2026

New Listings

703

-3.4% Year-over-Year

Closed Sales

479

-1.2% Year-over-Year

Average Days-on-Market

24

+4.4% Year-over-Year

Average Price Per SqFt

\$1,199

+6.1% Year-over-Year

Median Sale Price

\$1.8M

+2.3% Year-over-Year

Total Volume

\$1.2B

+12.9% Year-over-Year

Data includes all single family, townhome, and condominium sales in San Mateo County sourced from InfoSparks & MLS Listings. The most recent month's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



SFH

Single Family Homes

540

New Listings

374

Closed Sales

22

Average
Days-on-Market

\$1,303

Average Price
Per SqFt

\$2.2M

Median Sale Price

\$1.1B

Total Volume

Data includes all single family, townhome, and condominium sales in San Mateo County sourced from MLS Listings. The most recent quarter's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.





CONDO

Condo & Townhomes

163

New Listings

105

Closed Sales

34

Average
Days-on Market

\$829

Average Price
Per SqFt

\$1.1M

Median Sale Price

\$127M

Total Volume

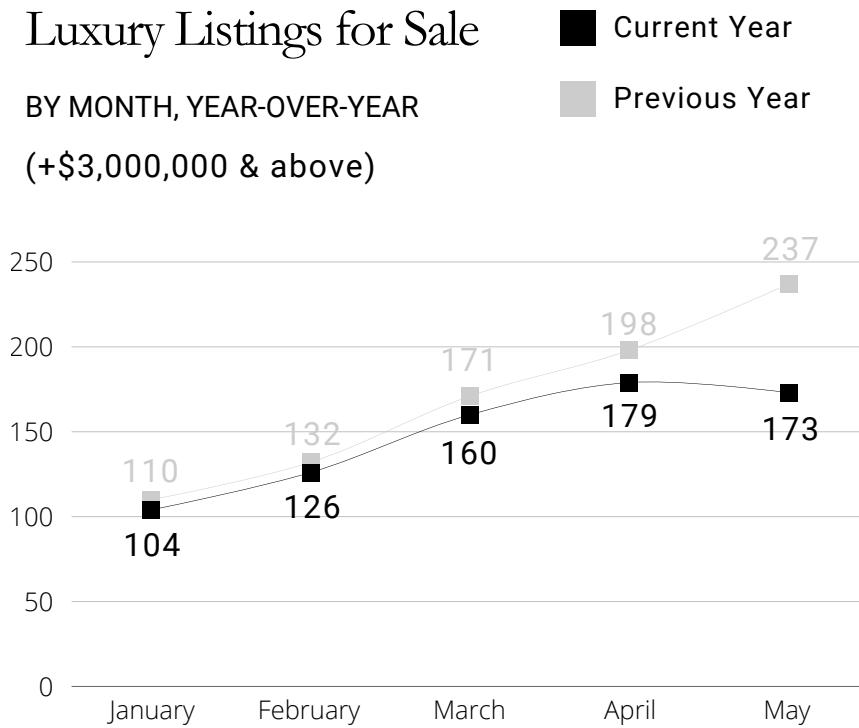
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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

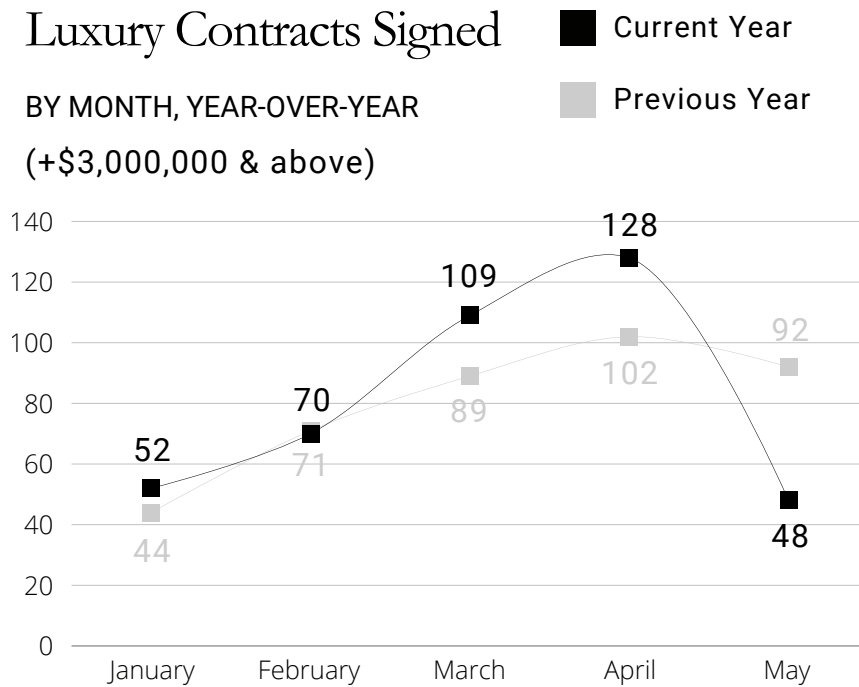
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

(+\$3,000,000 & above)



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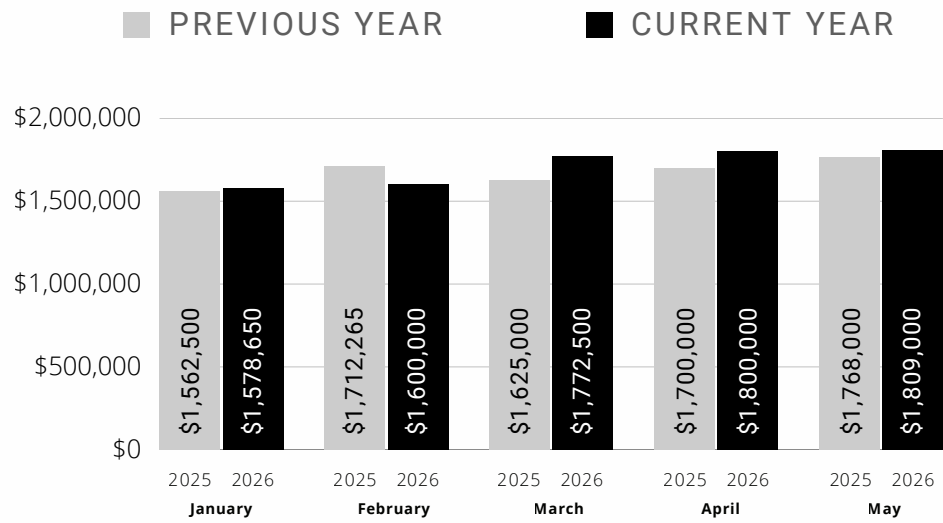
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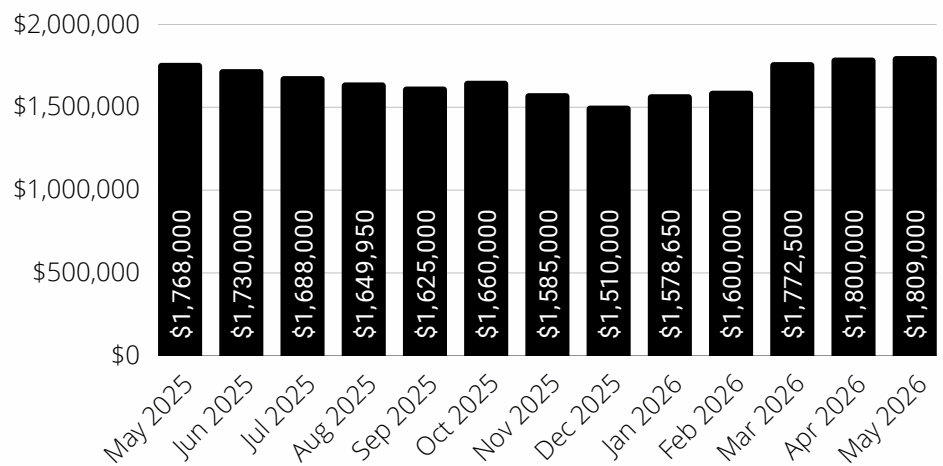


Median Sales Price

BY MONTH, YEAR-OVER-YEAR

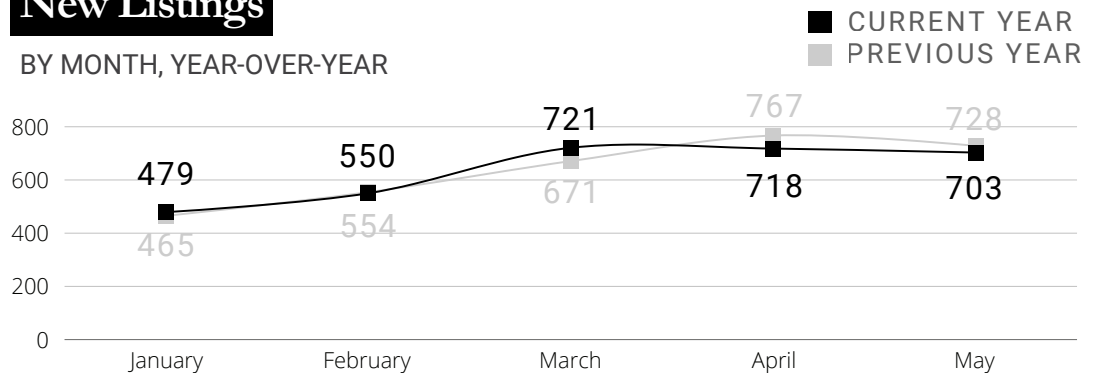


BY MONTH



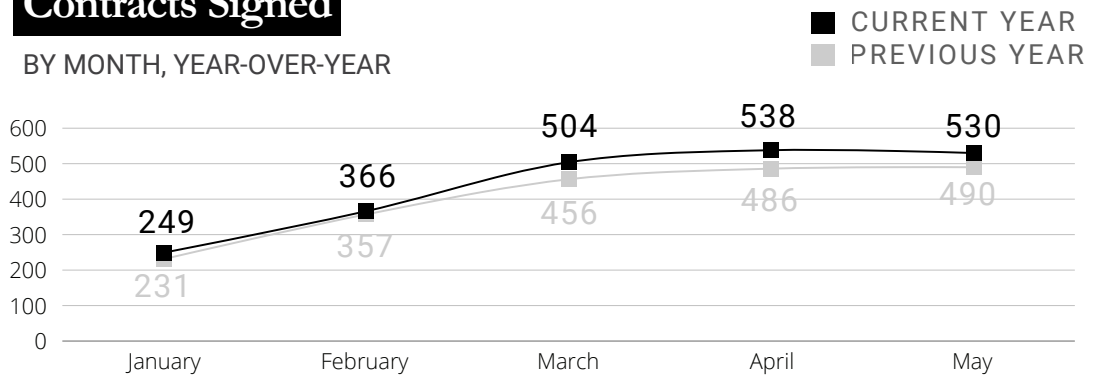
New Listings

BY MONTH, YEAR-OVER-YEAR



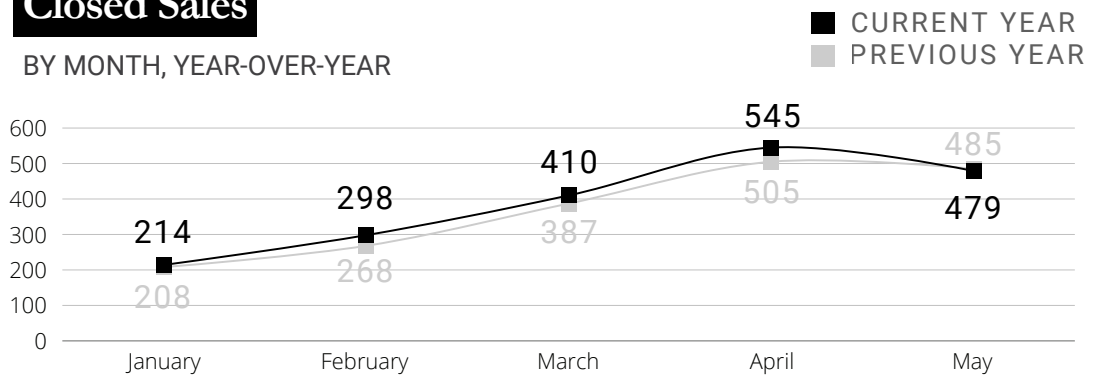
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



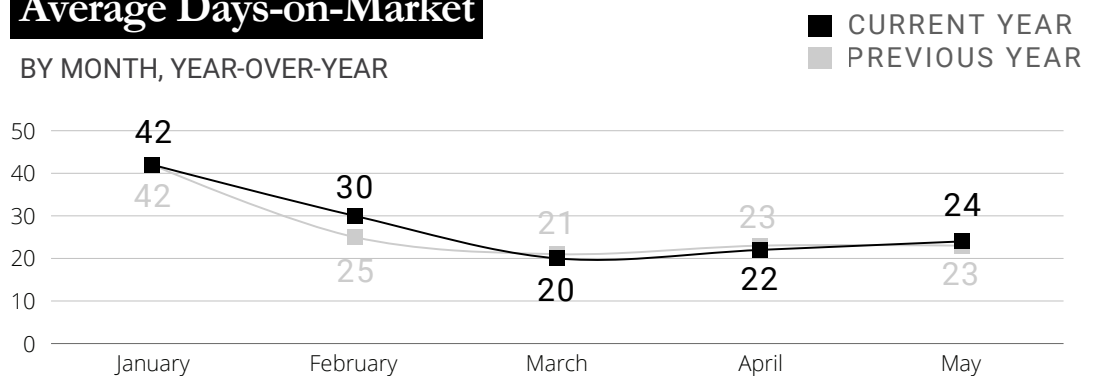
Closed Sales

BY MONTH, YEAR-OVER-YEAR



Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR



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San Francisco County

What's in the San Francisco County data?

The market for Single Family Homes, Condo, and Townhomes units saw 501 closed sales at a median price of \$1.7m. There was a total of 623 new listings with an average of 23 days on the market without price reduction and with an average price per square foot of \$1,214.



Overview

May 2026

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New Listings

623

-6.0% Year-over-Year

Closed Sales

501

+14.9% Year-over-Year

Average Days-on-Market

23

-30.3% Year-over-Year

Average Price Per SqFt

\$1,214

+13.1% Year-over-Year

Median Sale Price

\$1.7M

+13.6% Year-over-Year

Total Volume

\$1.1B

+32.1% Year-over-Year

Data includes all single family, townhome, and condominium sales in San Francisco County sourced from InfoSparks & MLS Listings. The most recent month's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



SFH

Single Family Homes

297

New Listings

259

Closed Sales

15

Average
Days-on-Market

\$1,265

Average Price
Per SqFt

\$2.2M

Median Sale Price

\$749M

Total Volume

Data includes all single family, townhome, and condominium sales in San Francisco County sourced from MLS Listings. The most recent quarter's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.





CONDO

Condo & Townhomes

326

New Listings

242

Closed Sales

32

Average
Days-on Market

\$1,158

Average Price
Per SqFt

\$1.3M

Median Sale Price

\$378M

Total Volume

Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

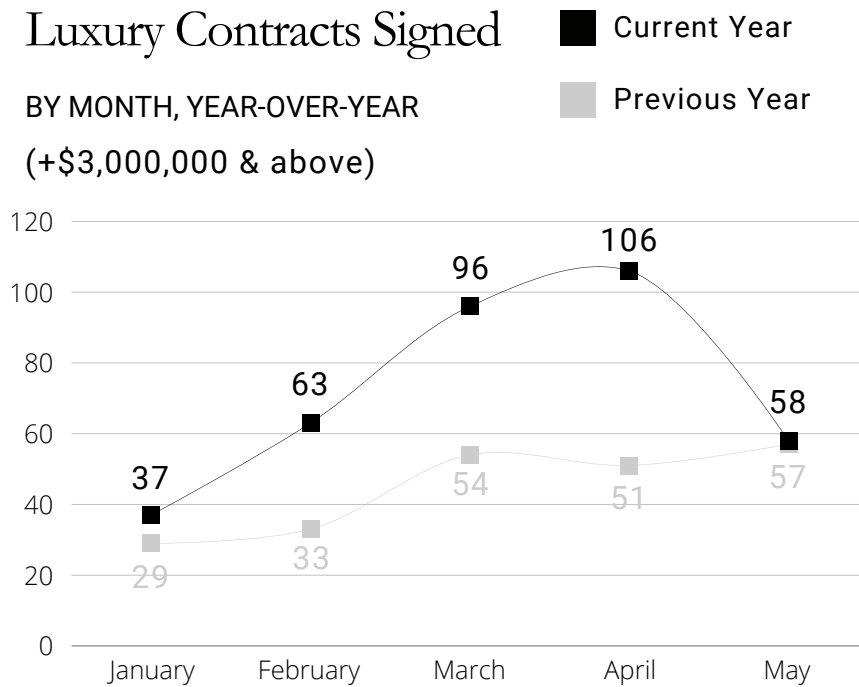
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

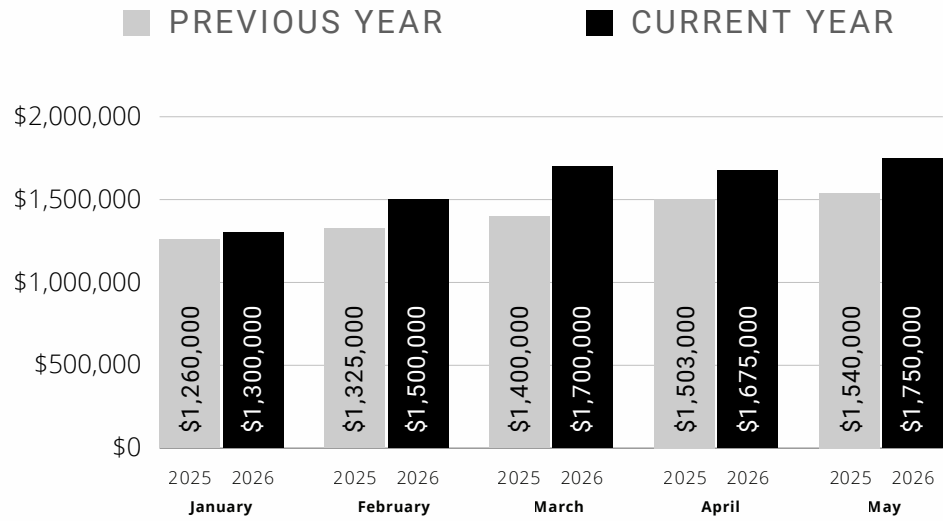
(+\$3,000,000 & above)



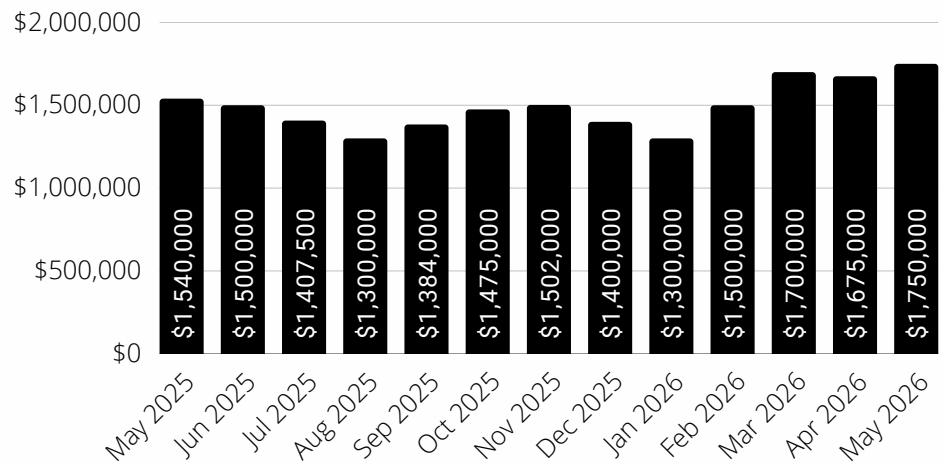


Median Sales Price

BY MONTH, YEAR-OVER-YEAR

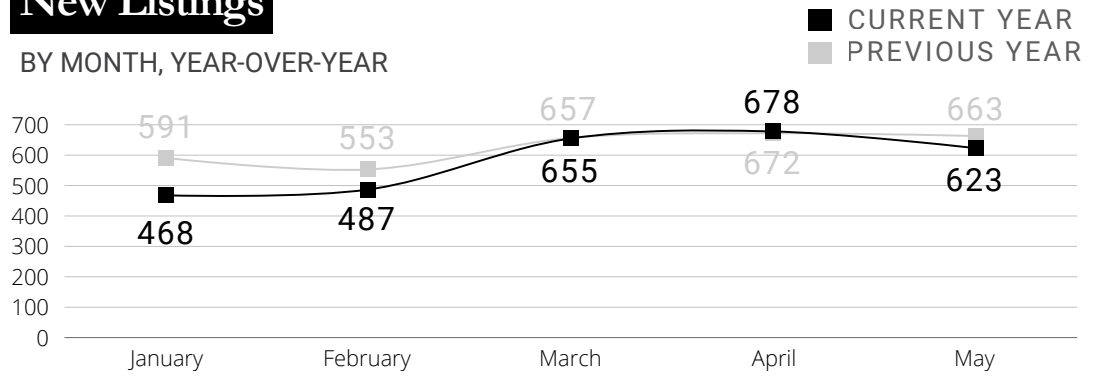


BY MONTH



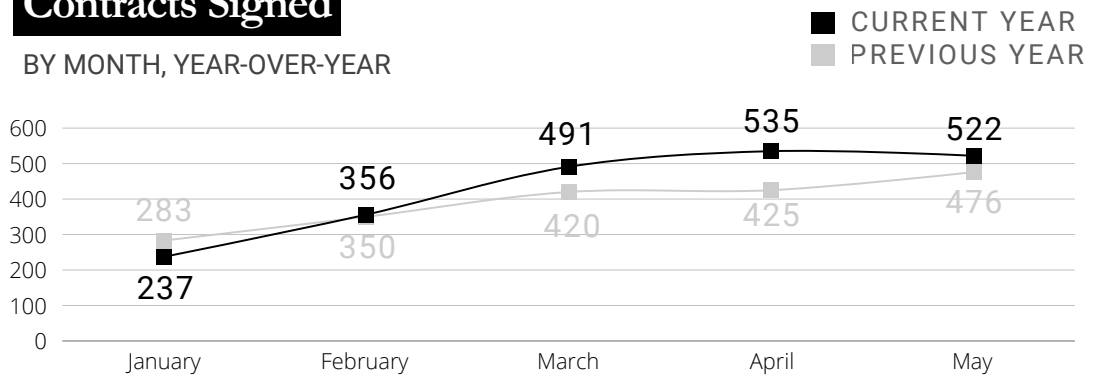
New Listings

BY MONTH, YEAR-OVER-YEAR



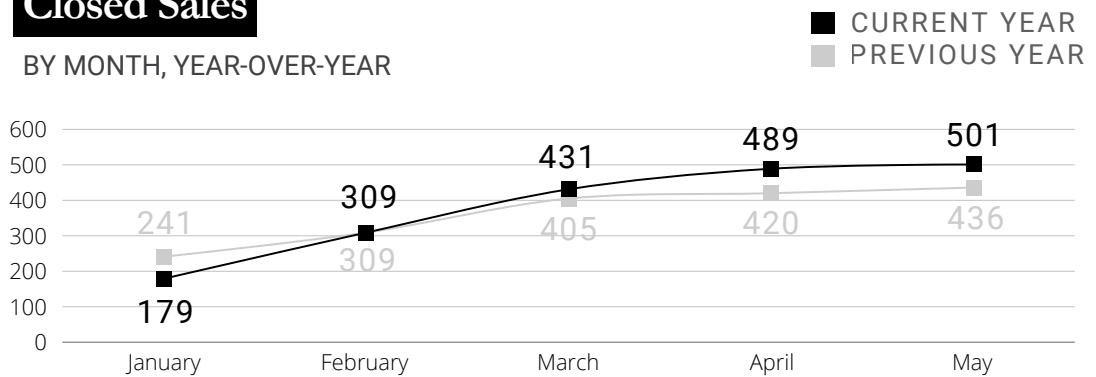
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



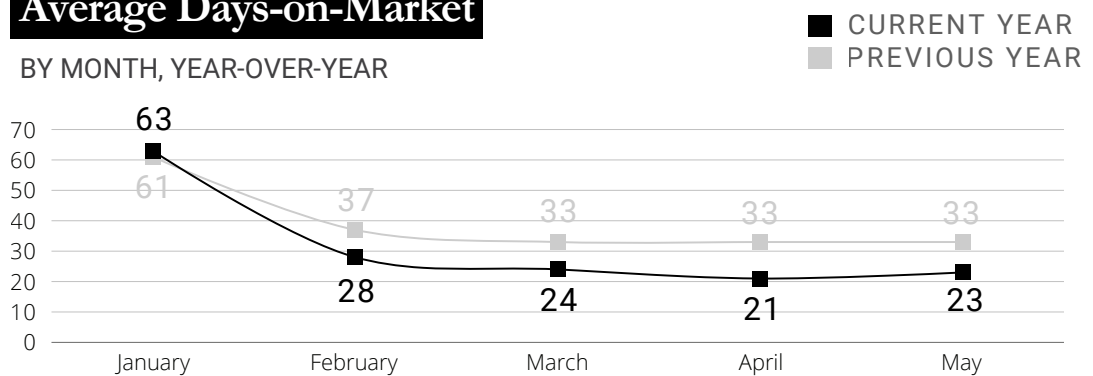
Closed Sales

BY MONTH, YEAR-OVER-YEAR



Average Days-on-Market

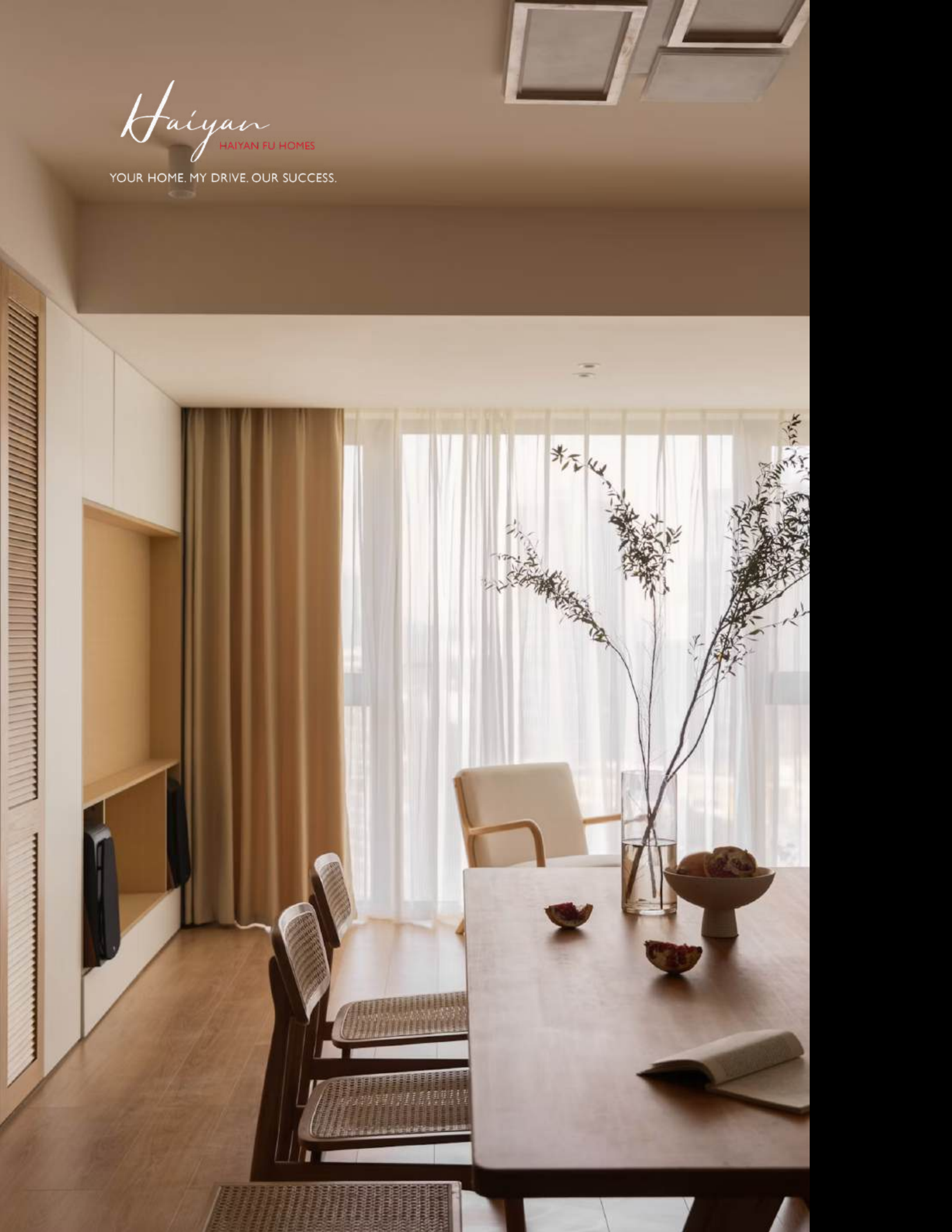
BY MONTH, YEAR-OVER-YEAR



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Alameda County

What's in the Alameda County data?

The market for Single Family Homes, Condo, and Townhomes units saw 943 closed sales at a median price of \$1.2m. There was a total of 1,562 new listings with an average of 24 days on the market without price reduction and with an average price per square foot of \$740.



Overview

May 2026

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New Listings

1,562

-8.5% Year-over-Year

Closed Sales

943

+2.5% Year-over-Year

Average Days-on-Market

24

+0% Year-over-Year

Average Price Per SqFt

\$740

-1.5% Year-over-Year

Median Sale Price

\$1.2M

+7.4% Year-over-Year

Total Volume

\$1.3B

+8.8% Year-over-Year

Data includes all single family, townhome, and condominium sales in Alameda County sourced from InfoSparks & MLS Listings. The most recent month's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



SFH

Single Family Homes

1,131

New Listings

735

Closed Sales

21

Average
Days-on-Market

\$791

Average Price
Per SqFt

\$1.3M

Median Sale Price

\$1.1B

Total Volume

Data includes all single family, townhome, and condominium sales in Alameda County sourced from MLS Listings. The most recent quarter's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.





CONDO

Condo & Townhomes

430

New Listings

208

Closed Sales

38

Average
Days-on Market

\$563

Average Price
Per SqFt

\$670K

Median Sale Price

\$150M

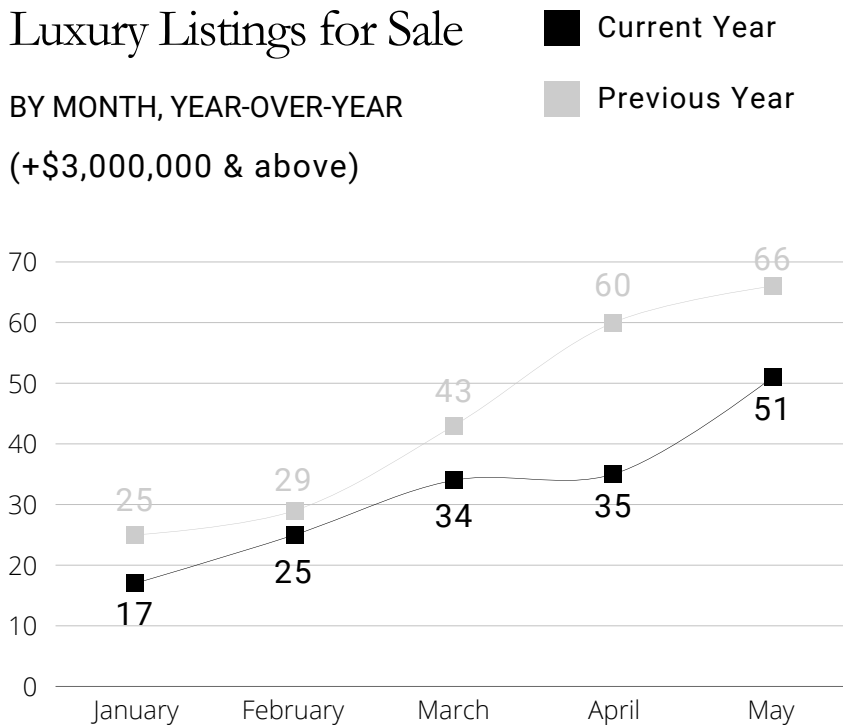
Total Volume

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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

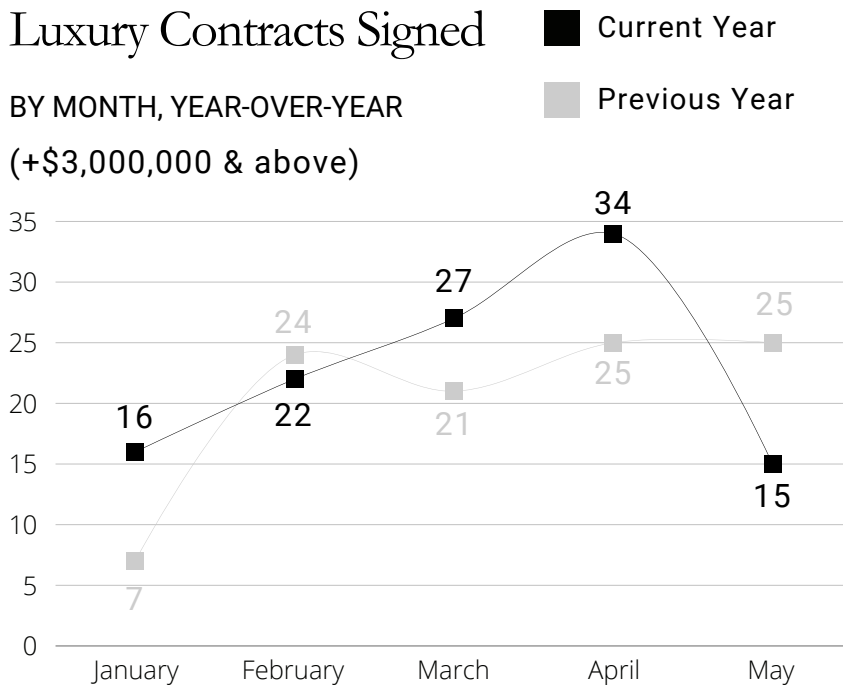
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

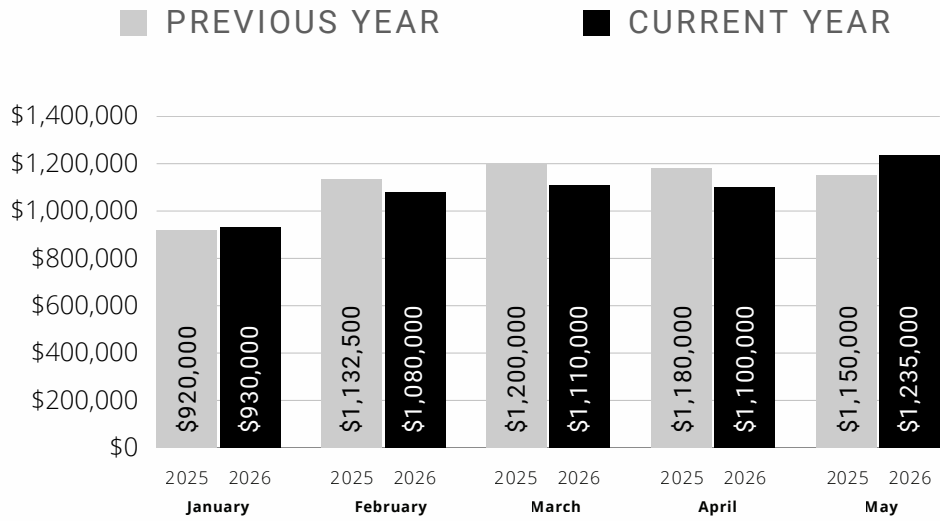
(+\$3,000,000 & above)



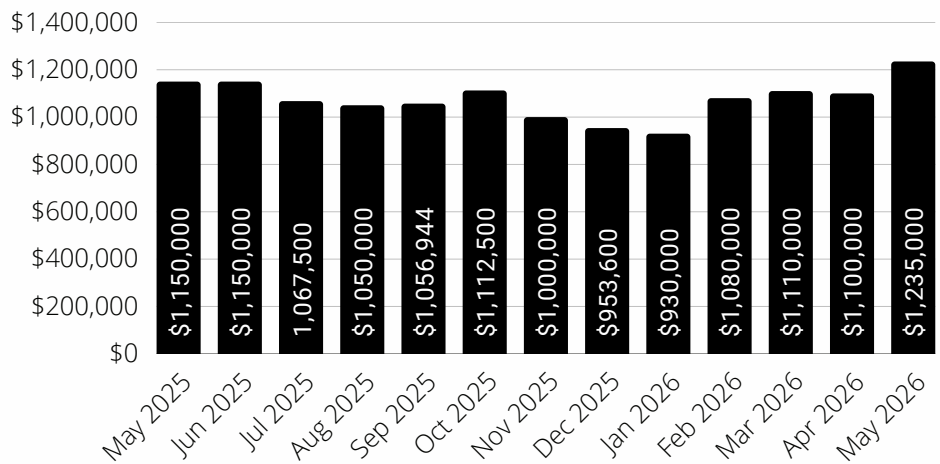


Median Sales Price

BY MONTH, YEAR-OVER-YEAR

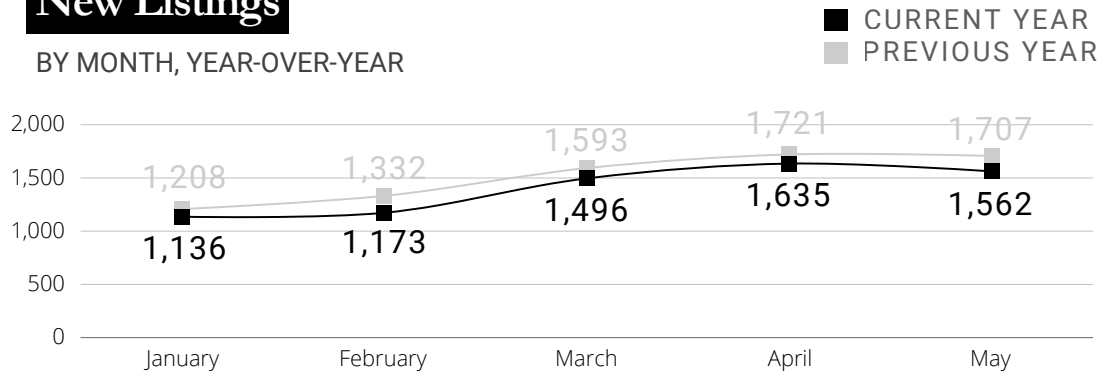


BY MONTH



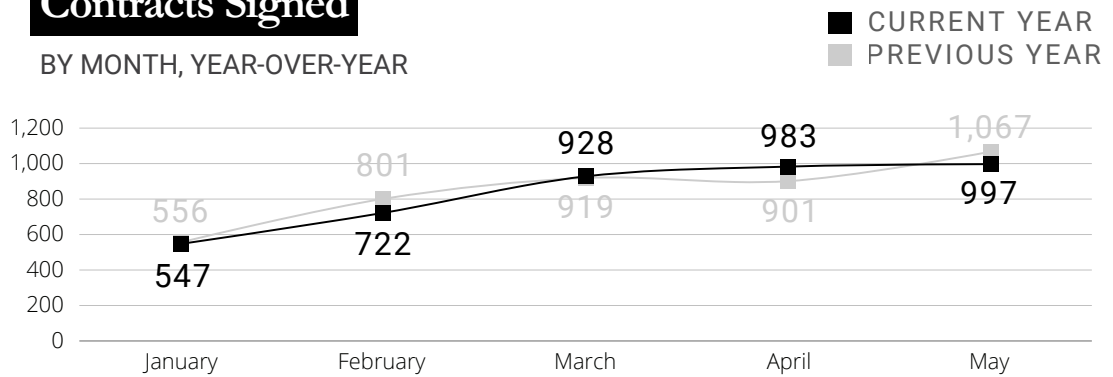
New Listings

BY MONTH, YEAR-OVER-YEAR



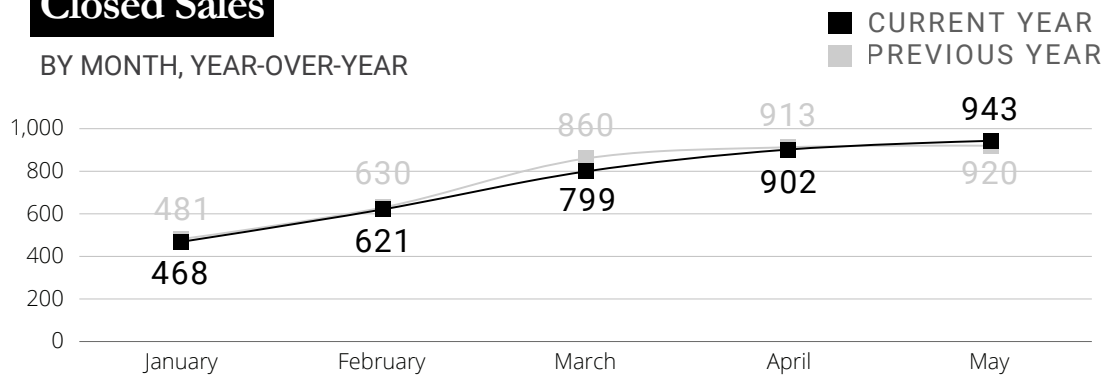
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



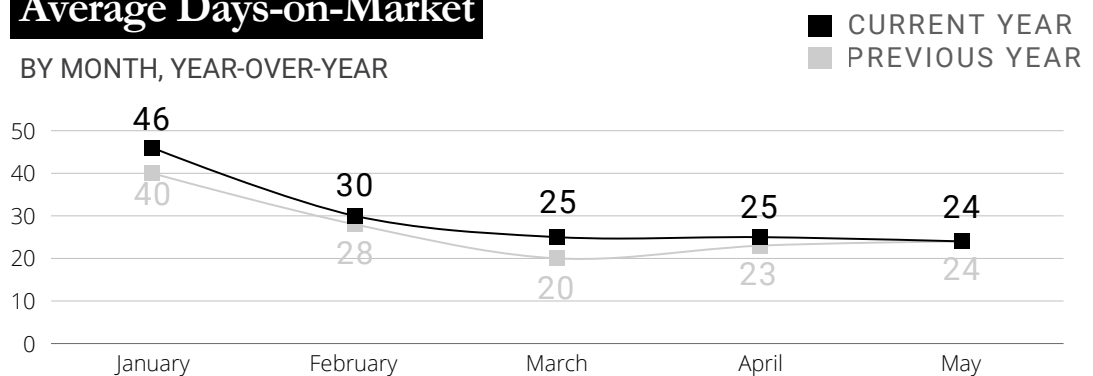
Closed Sales

BY MONTH, YEAR-OVER-YEAR



Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR



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Santa Cruz County

What's in the Santa Cruz County data?

The market for Single Family Homes, Condo, and Townhomes units saw 161 closed sales at a median price of \$1.1m. There was a total of 299 new listings with an average of 29 days on the market without price reduction and with an average price per square foot of \$817.



Overview

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May 2026

New Listings

299

-12.8% Year-over-Year

Closed Sales

161

-0.6% Year-over-Year

Average Days-on-Market

29

-6.5% Year-over-Year

Average Price Per SqFt

\$817

+2.0% Year-over-Year

Median Sale Price

\$1.1M

-4.2% Year-over-Year

Total Volume

\$210M

-4.6% Year-over-Year

Data includes all single family, townhome, and condominium sales in Santa Cruz County sourced from InfoSparks & MLS Listings. The most recent month's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



SFH

Single Family Homes

241

New Listings

133

Closed Sales

26

Average
Days-on-Market

\$831

Average Price
Per SqFt

\$1.2M

Median Sale Price

\$186M

Total Volume

Data includes all single family, townhome, and condominium sales in Santa Cruz County sourced from MLS Listings. The most recent quarter's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.





CONDO

Condo & Townhomes

58

New Listings

28

Closed Sales

43

Average
Days-on Market

\$750

Average Price
Per SqFt

\$855K

Median Sale Price

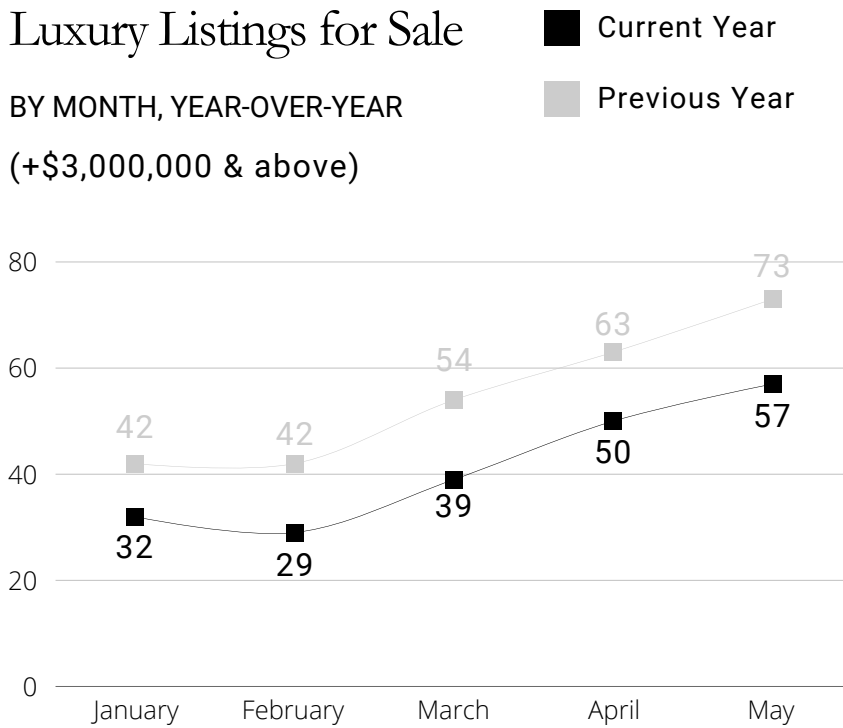
\$23M

Total Volume

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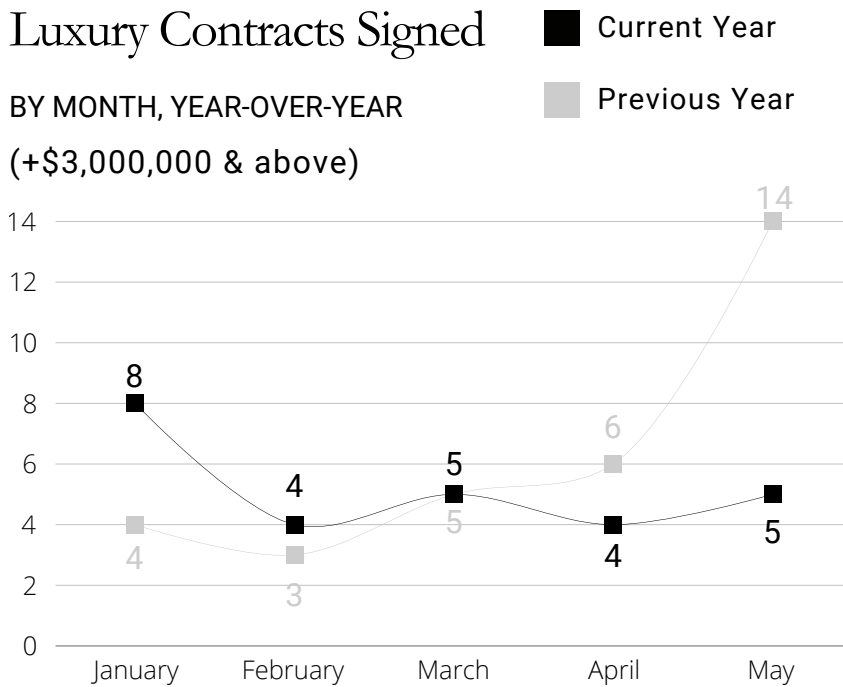
Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR
(+\$3,000,000 & above)

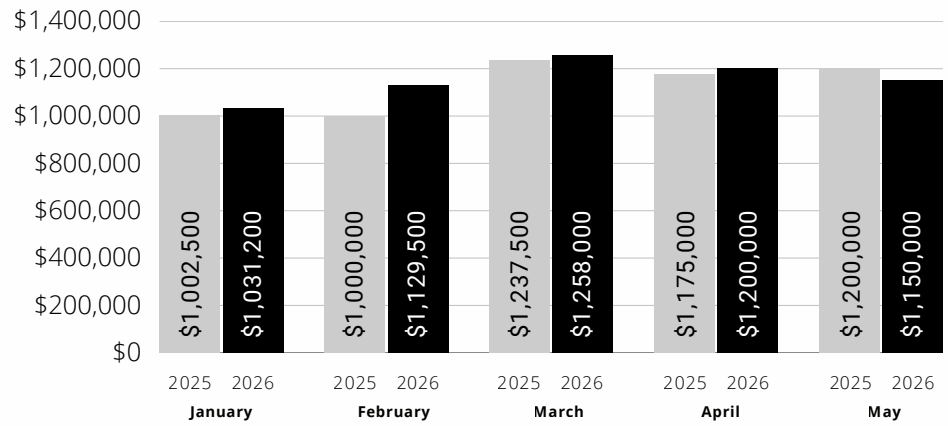




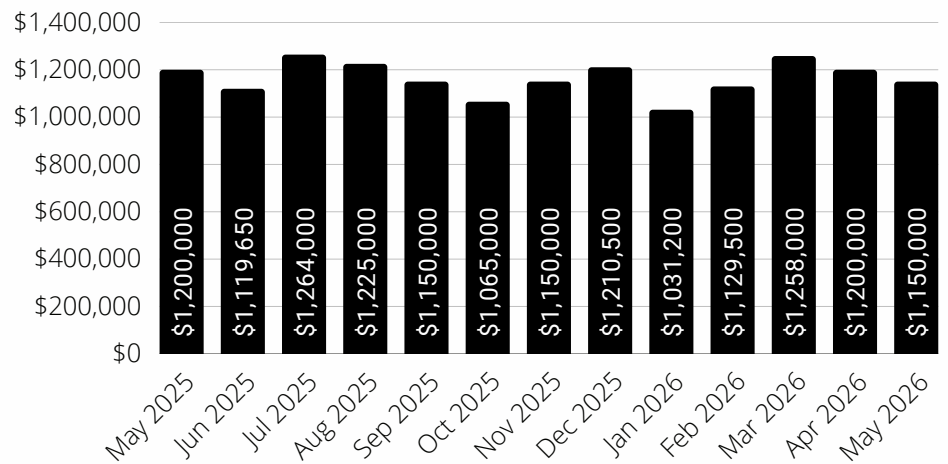
Median Sales Price

BY MONTH, YEAR-OVER-YEAR

■ PREVIOUS YEAR ■ CURRENT YEAR

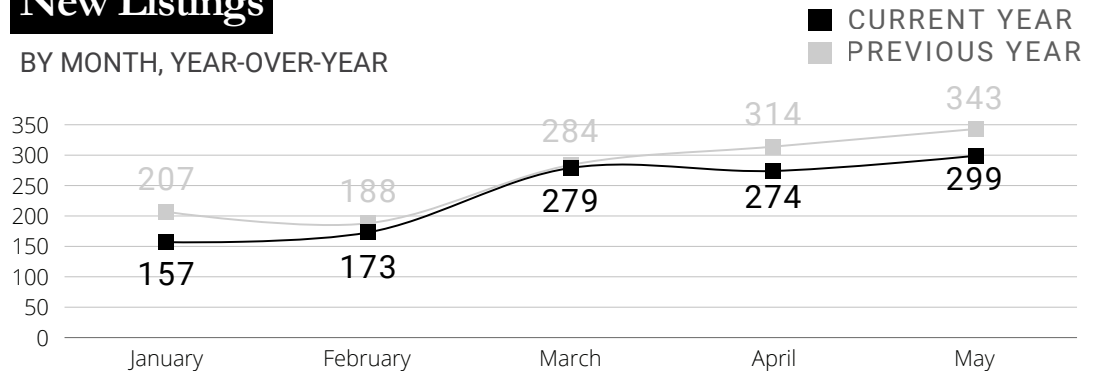


BY MONTH



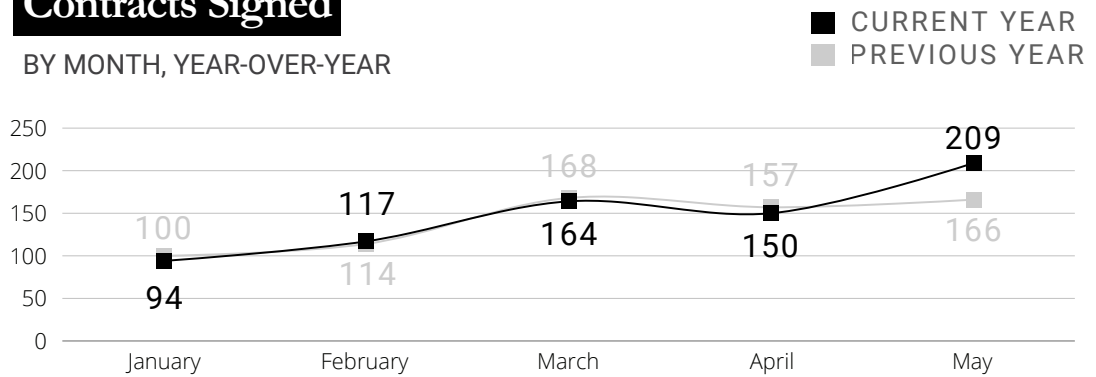
New Listings

BY MONTH, YEAR-OVER-YEAR



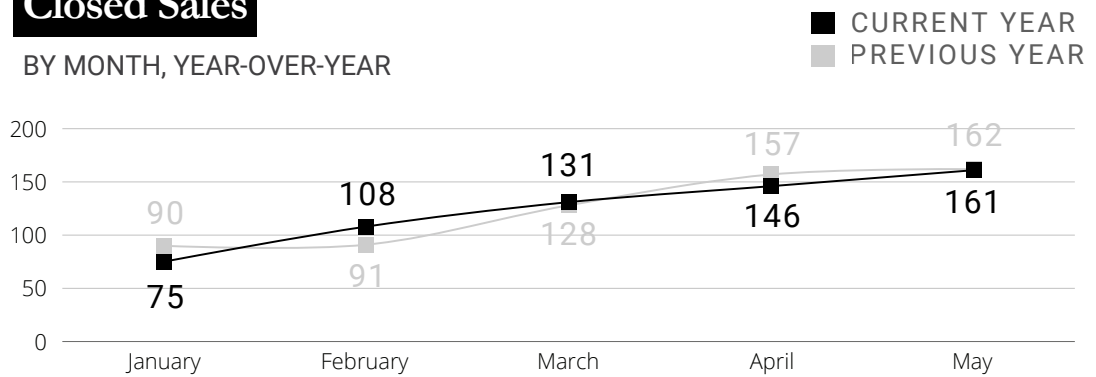
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



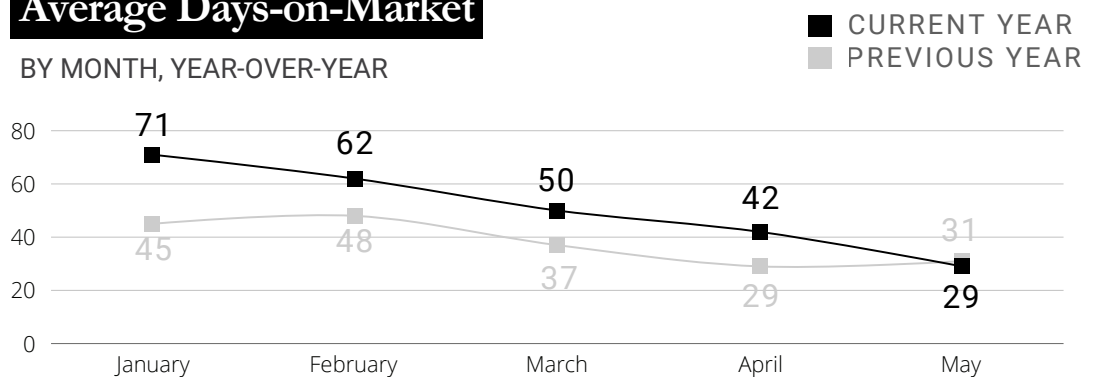
Closed Sales

BY MONTH, YEAR-OVER-YEAR



Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR





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Monterey County

What's in the Monterey County data?

The market for Single Family Homes, Condo, and Townhomes units saw 221 closed sales at a median price of \$925k. There was a total of 277 new listings with an average of 40 days on the market without price reduction and with an average price per square foot of \$770.



Overview

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May 2026

New Listings

277

+10.4% Year-over-Year

Closed Sales

221

+42.6% Year-over-Year

Average Days-on-Market

40

+2.6% Year-over-Year

Average Price Per SqFt

\$770

-0.1% Year-over-Year

Median Sale Price

\$925K

+5.7% Year-over-Year

Total Volume

\$295M

+39.7% Year-over-Year

Data includes all single family, townhome, and condominium sales in Monterey County sourced from InfoSparks & MLS Listings. The most recent month's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.



SFH

Single Family Homes

244

New Listings

199

Closed Sales

40

Average
Days-on-Market

\$792

Average Price
Per SqFt

\$961K

Median Sale Price

\$276M

Total Volume

Data includes all single family, townhome, and condominium sales in Monterey County sourced from MLS Listings. The most recent quarter's data is based on available numbers, but may change with late reported activity. Data from sources deemed reliable but may contain errors and are subject to revision.





CONDO

Condo & Townhomes

33

New Listings

22

Closed Sales

42

Average
Days-on Market

\$574

Average Price
Per SqFt

\$642K

Median Sale Price

\$18M

Total Volume

Haiyan

HAIYAN FU HOMES

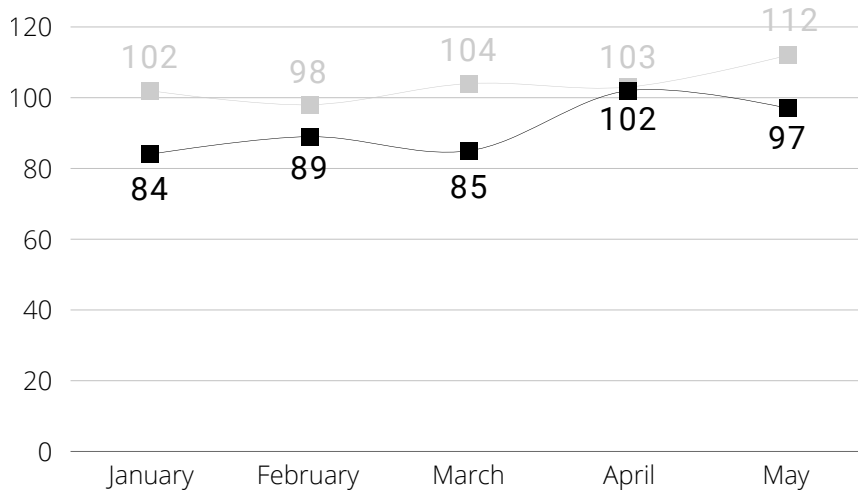
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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

(+\$3,000,000 & above)

■ Current Year
■ Previous Year

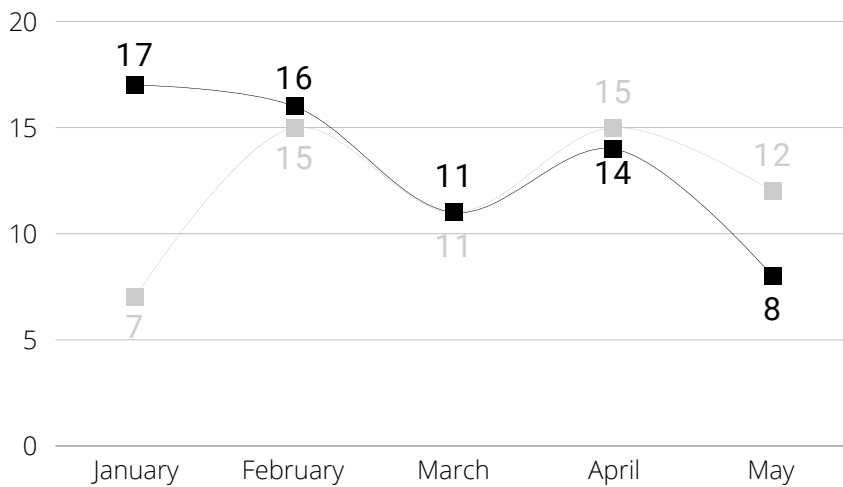


Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

(+\$3,000,000 & above)

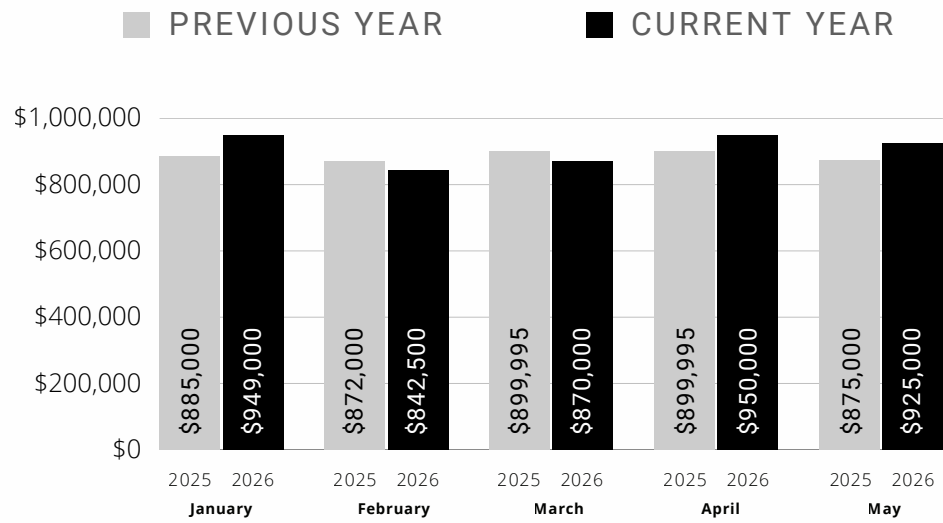
■ Current Year
■ Previous Year



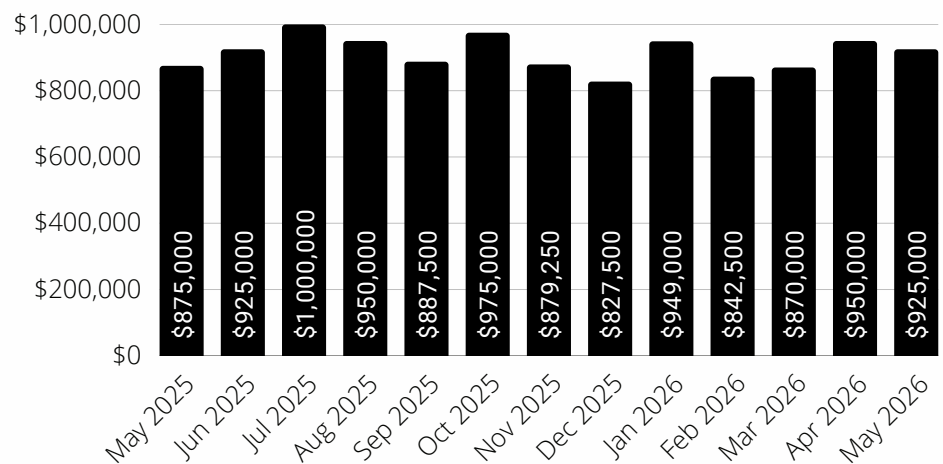


Median Sales Price

BY MONTH, YEAR-OVER-YEAR

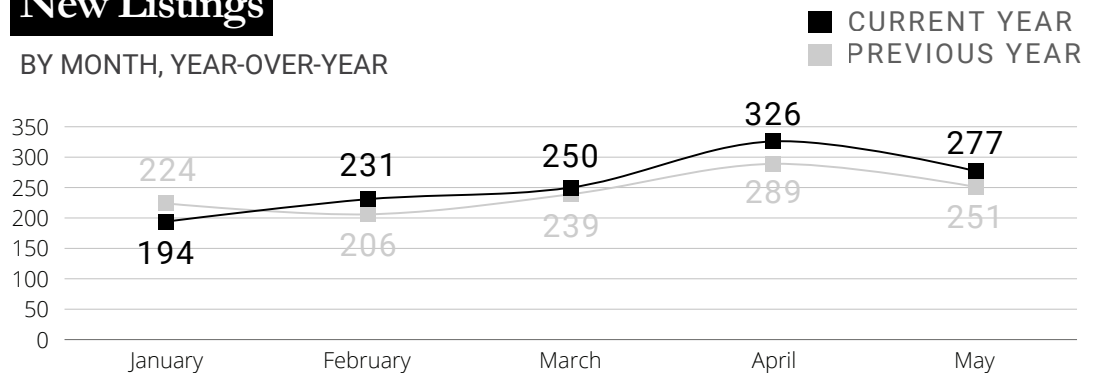


BY MONTH



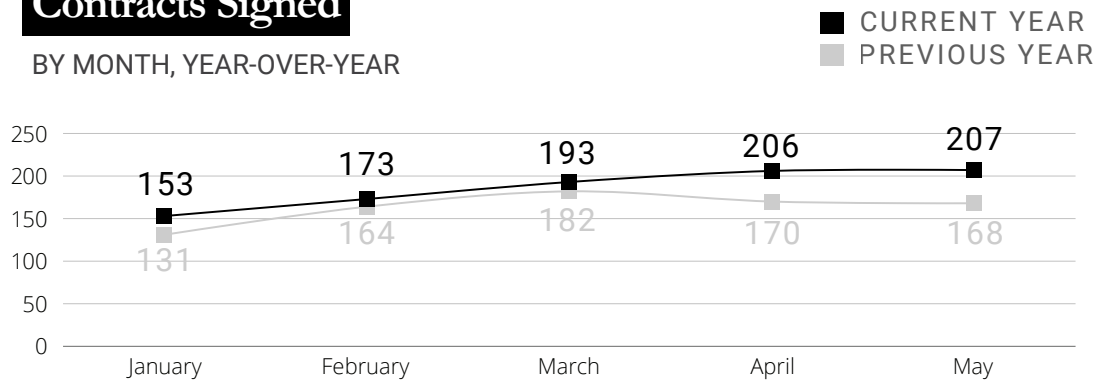
New Listings

BY MONTH, YEAR-OVER-YEAR



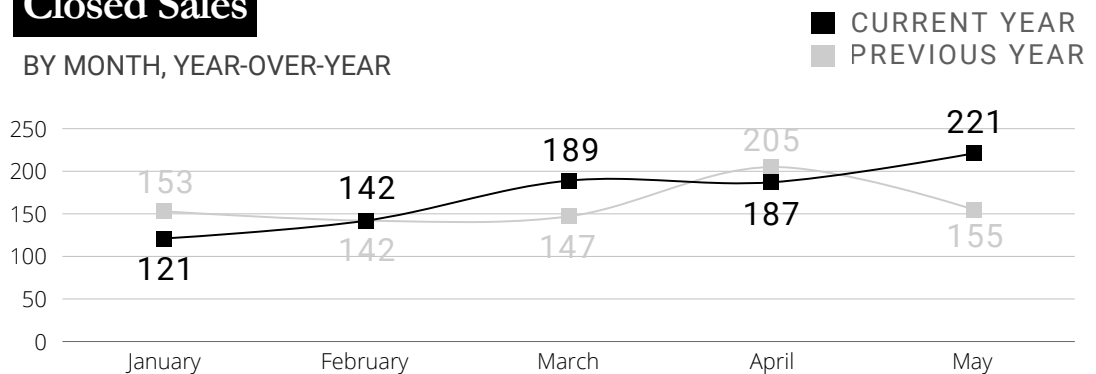
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



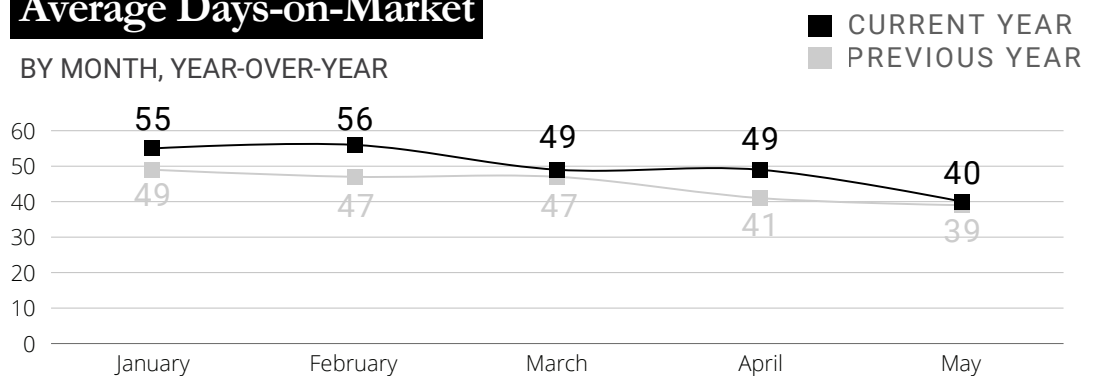
Closed Sales

BY MONTH, YEAR-OVER-YEAR



Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR





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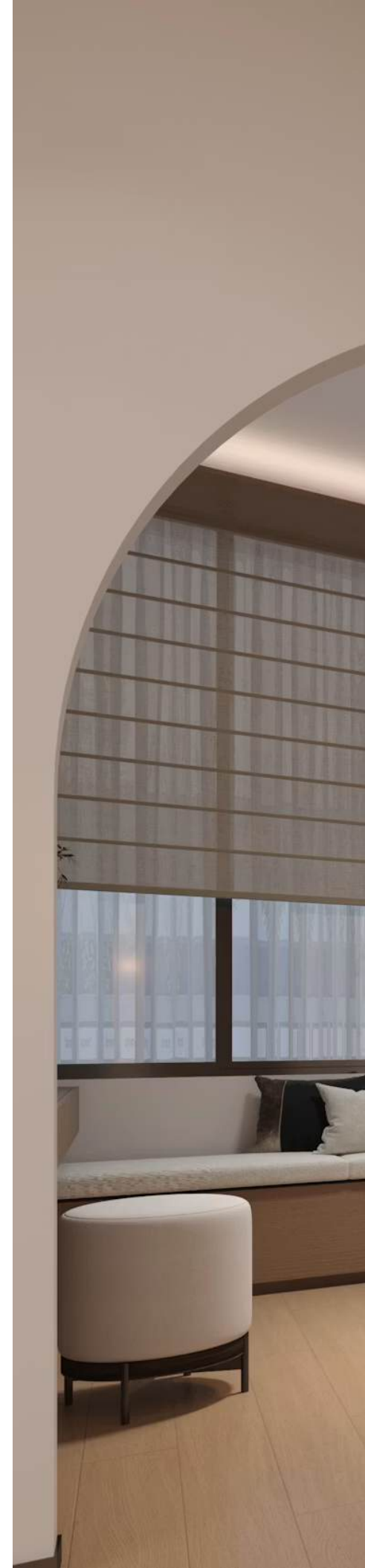
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Dedicated to Success

Being an independently owned and operated franchise of Keller Williams, KW Bay Area Estates has the position as the Bay Area's foremost luxury real estate services firm with the execution of best-in-class customer service. KWBAE's unparalleled team consists of more than 250 associates and professionals strategically located in Los Gatos and Saratoga. Under the same ownership, we have our division of KW South Bay Commercial.

With uncompromising principles, KW Bay Area Estates has established a new standard of excellence within the industry. The company's growth has been strategic and exciting. Since its inception, the team has successfully represented more than 10,000 transactions, totalling more than \$13 billion in closed sales volume.

Dedicated to upholding unparalleled standards for integrity and client care, they strive to create a culture where agents thrive while developing their own businesses to their maximum potential. KW Bay Area Estates has distributed to their associates over \$2.7 million in profit share.



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