

Market Update

MAY 2025

HAIYAN REAL ESTATE TEAM

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KW Bay Area Estates

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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.

Why Buying Real Estate Is Still the Best Long-Term Investment



Lately, it feels like every headline about the housing market comes with a side of doubt. Are prices going up or down? Are we headed for a crash? Will rates ever come down? And all the media noise may leave you wondering: does it really make sense to buy a home right now?

But here's one thing that doesn't get enough airtime. Real estate has always been about the long game. And when you look at the big picture, not just the latest clickbait headlines, it's easy to see why so many people say it's still the best investment you can make – even now.

[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 1,060 closed sales at a median price of \$1.7m. There was a total of 1,926 new listings with an average of 20 days on the market without price reduction and with an average price per square foot of \$1,133.



Overview

May 2025

New Listings

1,926

+5.5% Year-over-Year

Closed Sales

1,060

-21.1% Year-over-Year

Average Days-on-Market

20

+42.9% Year-over-Year

Average Price Per SqFt

\$1,133

+0.9% Year-over-Year

Median Sale Price

\$1.7M

+3.1% Year-over-Year

Total Volume

\$2.2B

-17.5% Year-over-Year

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.



SFH

Single Family Homes

1,319

New Listings

770

Closed Sales

18

Average
Days-on-Market

\$1,259

Average Price
Per SqFt

\$2.1M

Median Sale Price

\$1.9B

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

600

New Listings

290

Closed Sales

24

Average
Days-on Market

\$797

Average Price
Per SqFt

\$981K

Median Sale Price

\$313M

Total Volume

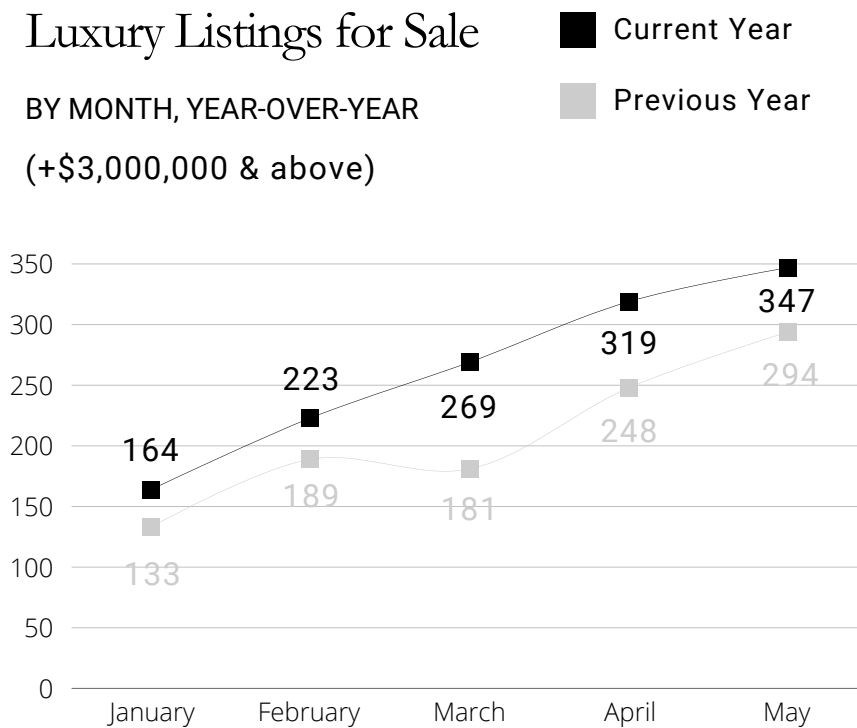
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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

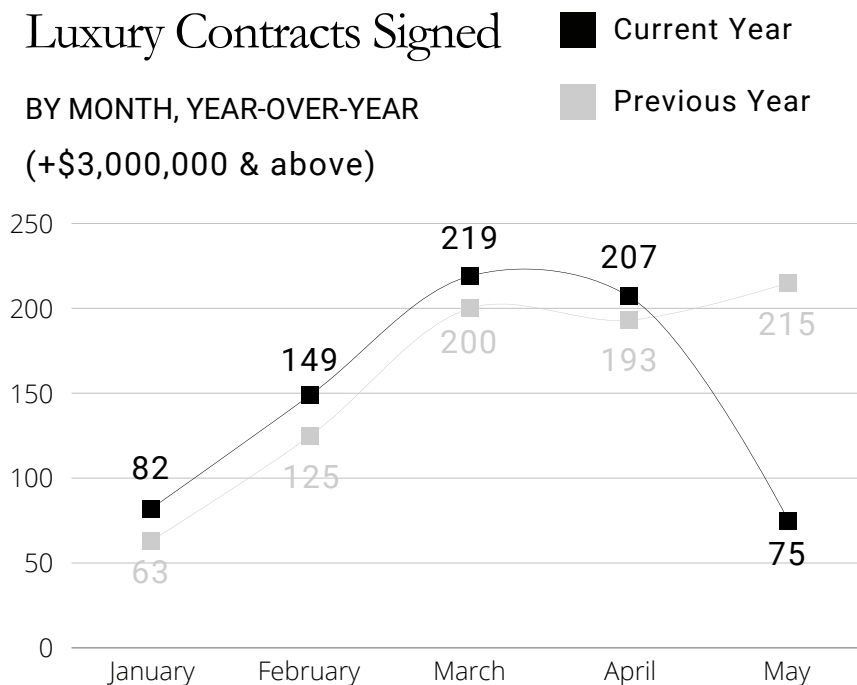
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

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



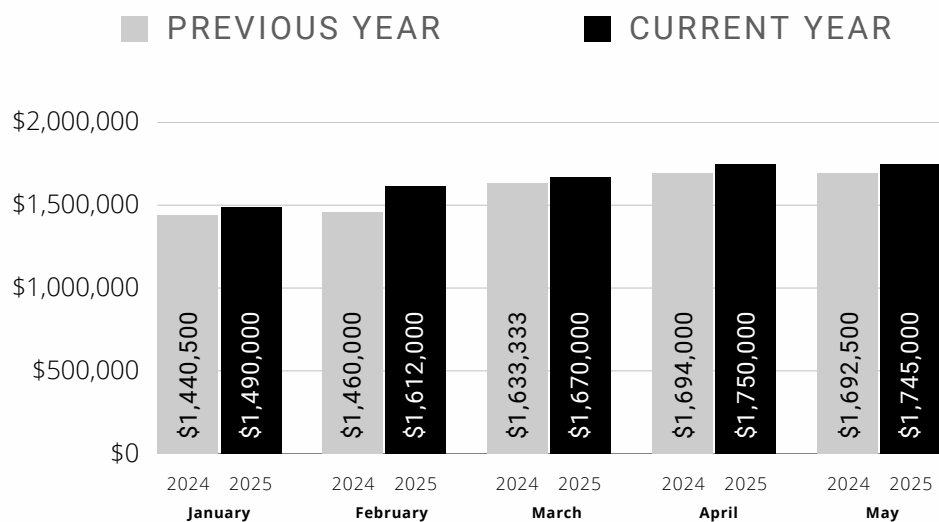
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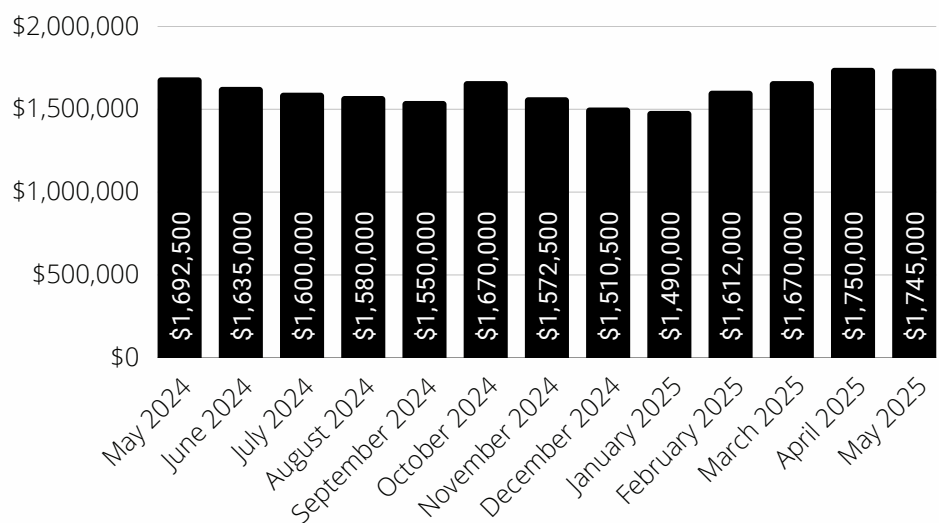


Median Sales Price

BY MONTH, YEAR-OVER-YEAR



BY MONTH

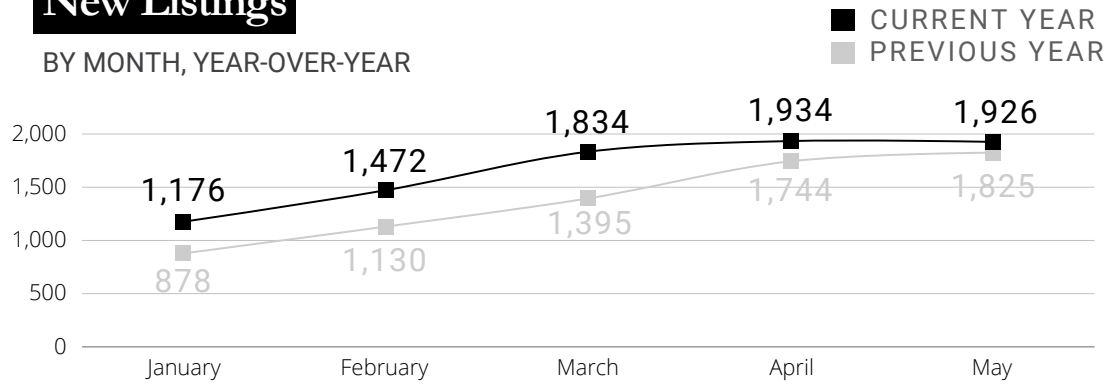


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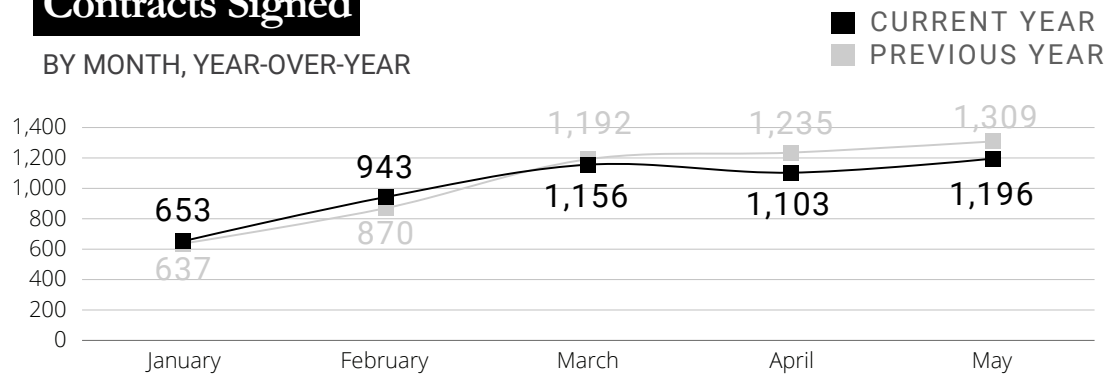
New Listings

BY MONTH, YEAR-OVER-YEAR



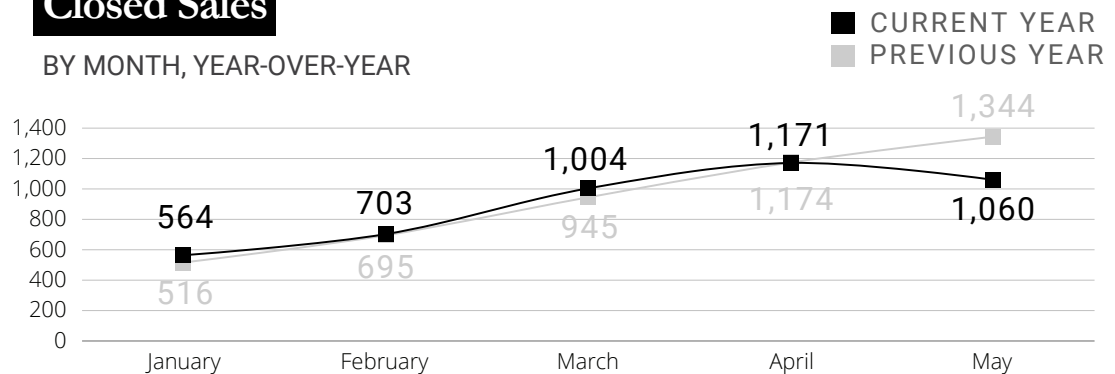
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



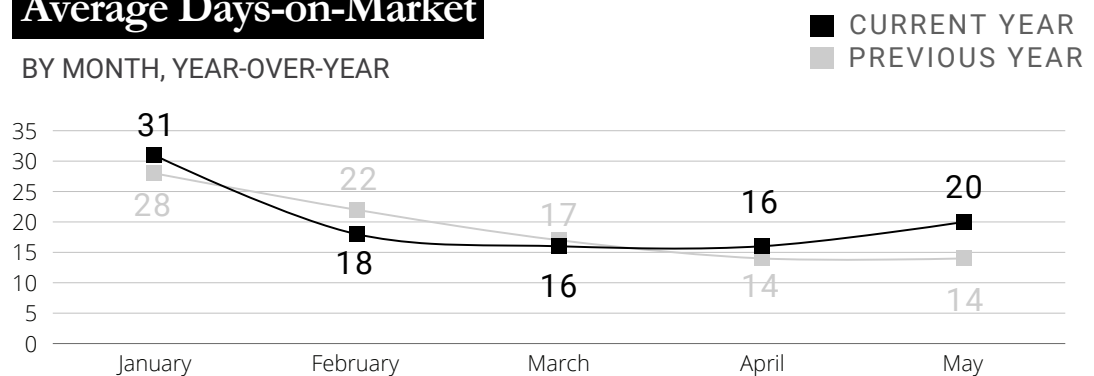
Closed Sales

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 480 closed sales at a median price of \$1.7m. There was a total of 771 new listings with an average of 21 days on the market without price reduction and with an average price per square foot of \$1,133.



Overview

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May 2025

New Listings

771

+6.8% Year-over-Year

Closed Sales

480

-2.6% Year-over-Year

Average Days-on-Market

21

+23.5% Year-over-Year

Average Price Per SqFt

\$1,133

-2.9% Year-over-Year

Median Sale Price

\$1.7M

-4.4% Year-over-Year

Total Volume

\$1.1B

-5.2% Year-over-Year

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.



SFH

Single Family Homes

596

New Listings

380

Closed Sales

18

Average
Days-on-Market

\$1,218

Average Price
Per SqFt

\$2M

Median Sale Price

\$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

175

New Listings

100

Closed Sales

33

Average
Days-on Market

\$812

Average Price
Per SqFt

\$925K

Median Sale Price

\$105M

Total Volume

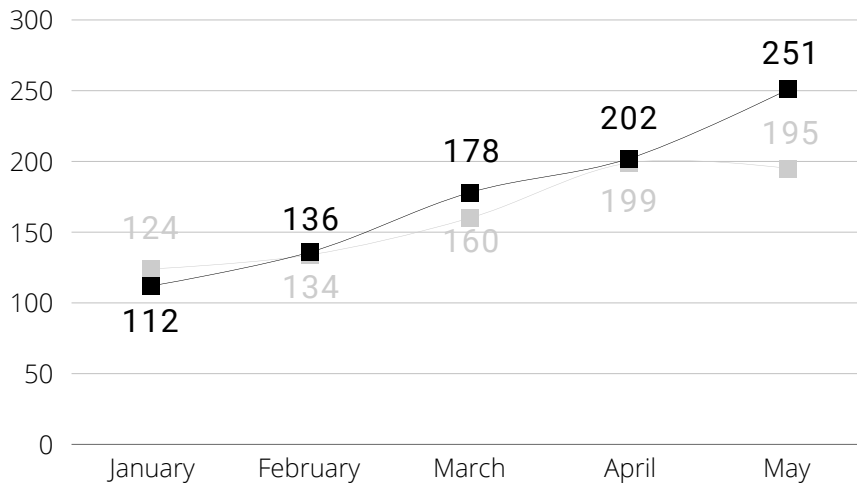
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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

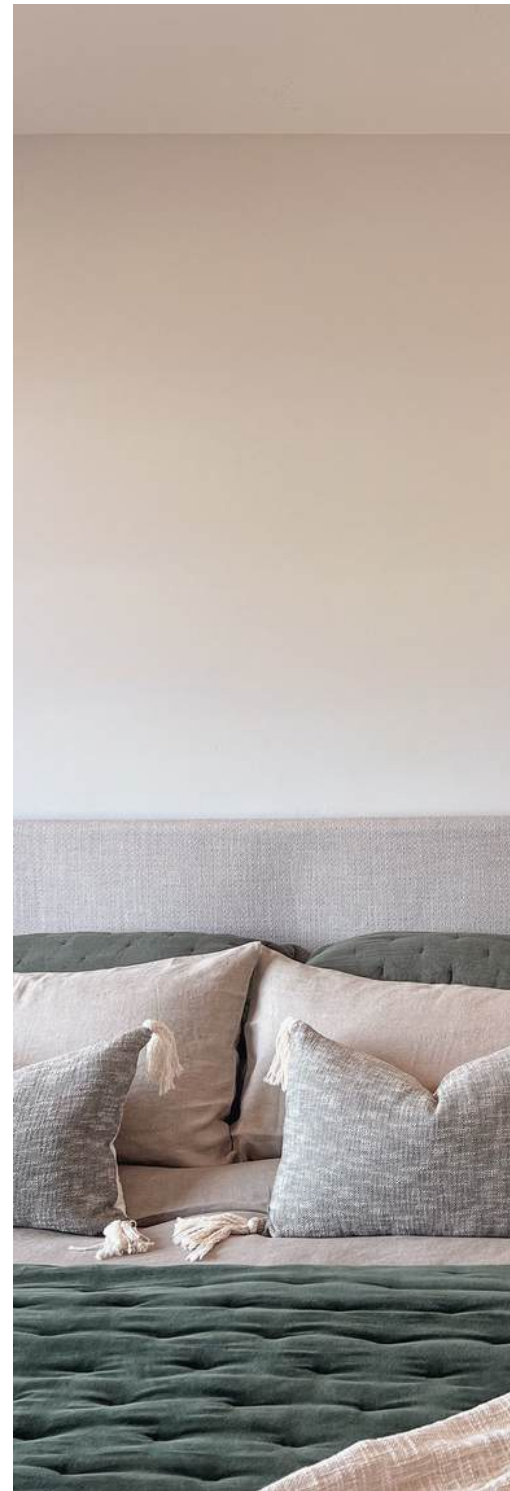
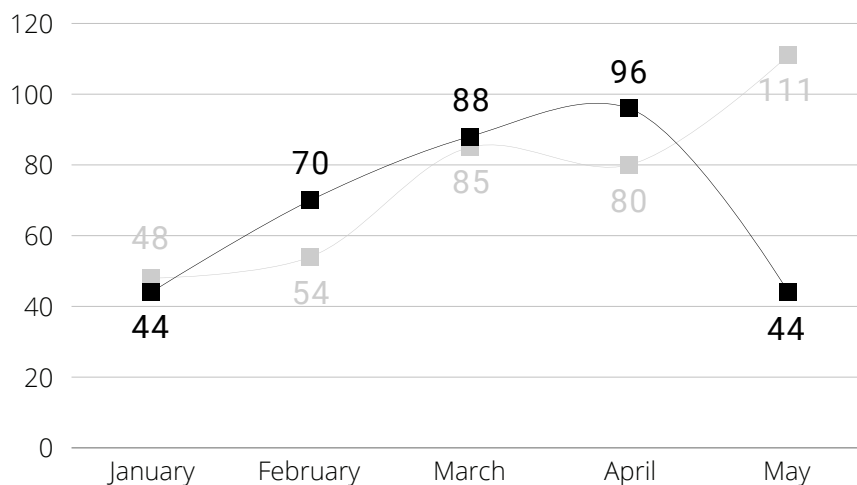
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

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



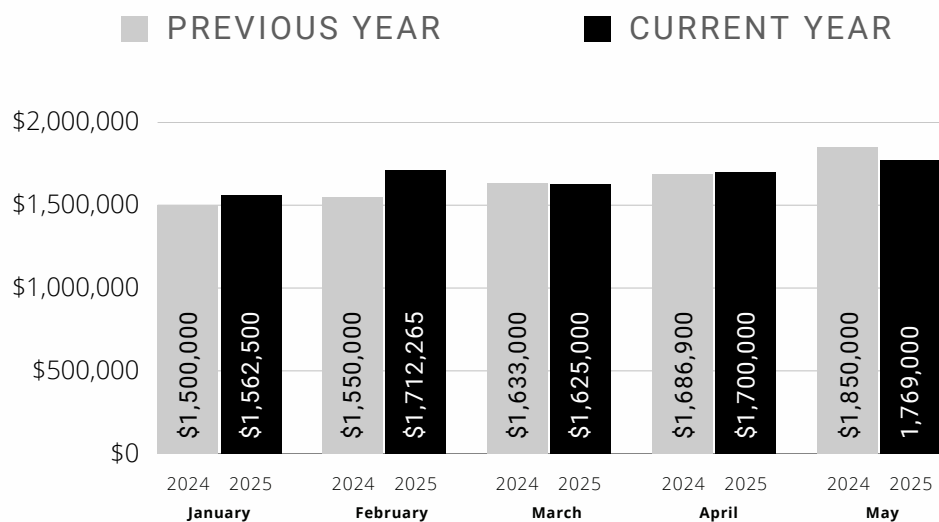
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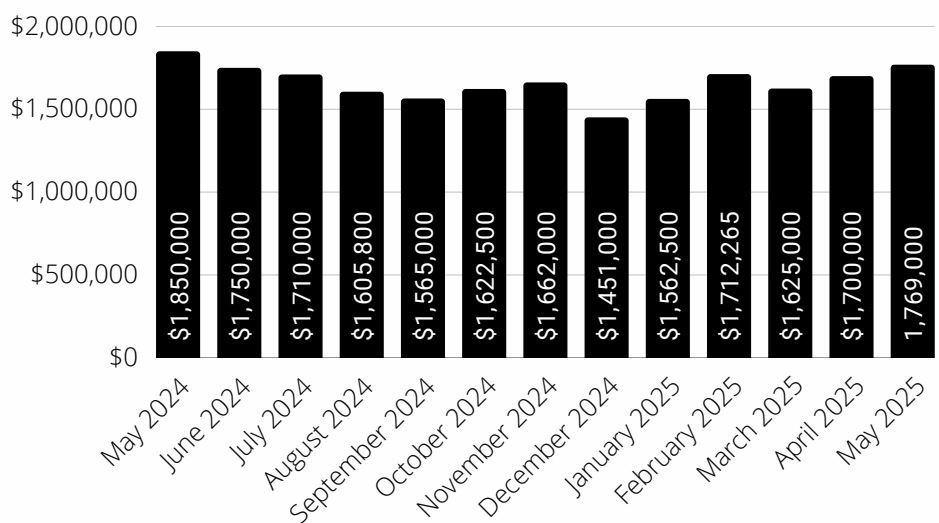


Median Sales Price

BY MONTH, YEAR-OVER-YEAR



BY MONTH

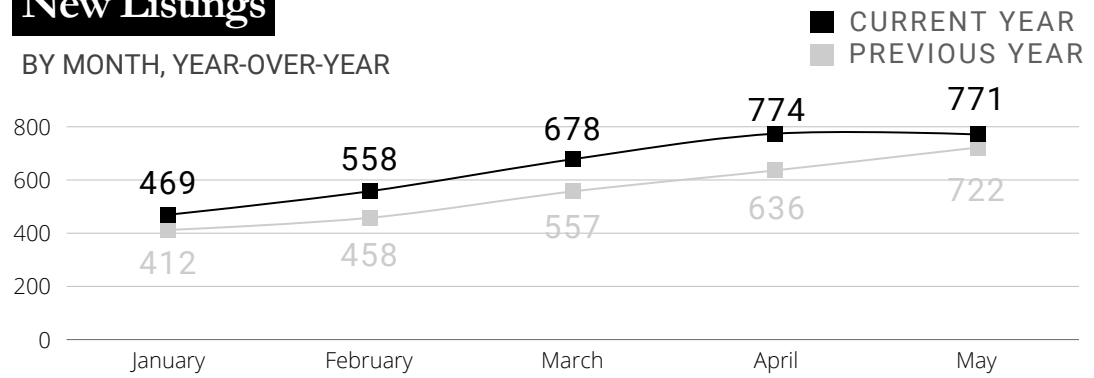


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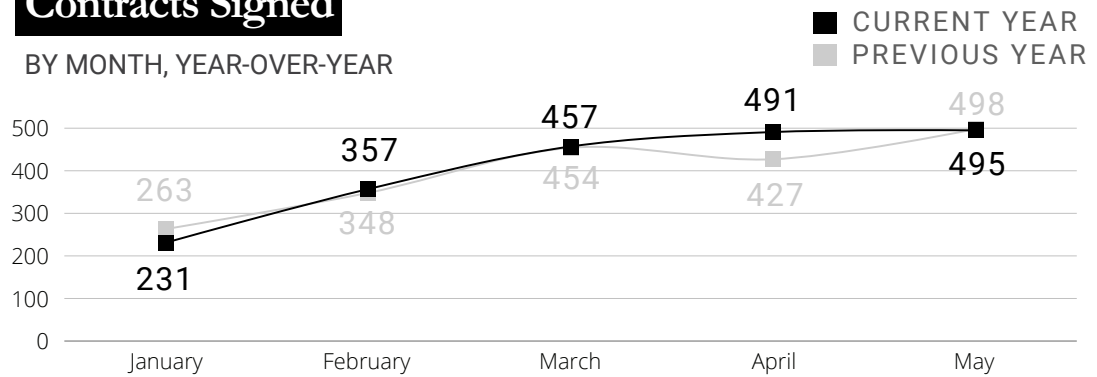
New Listings

BY MONTH, YEAR-OVER-YEAR



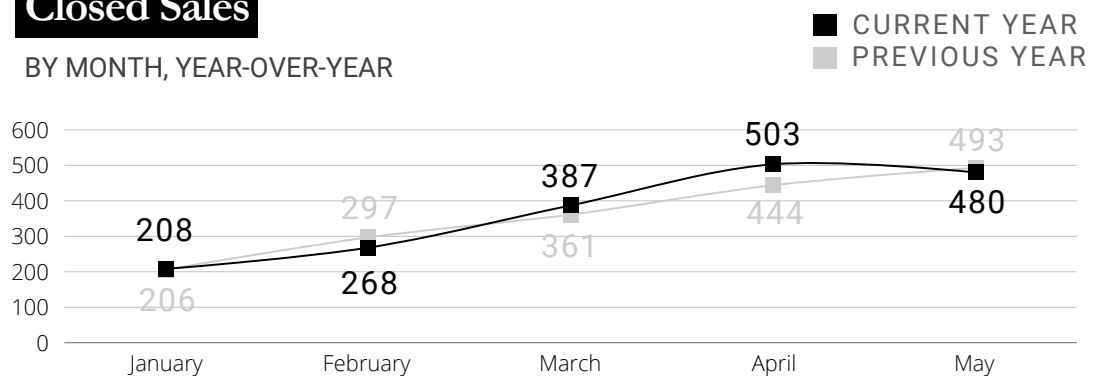
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



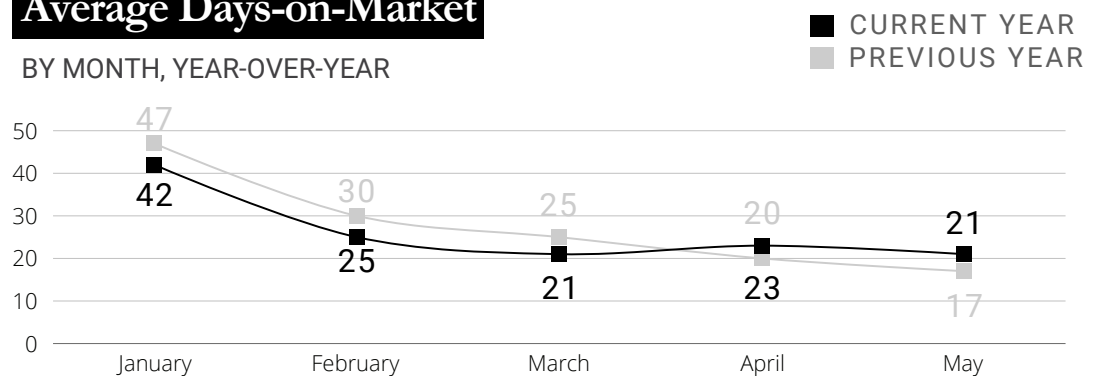
Closed Sales

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 418 closed sales at a median price of \$1.5m. There was a total of 656 new listings with an average of 32 days on the market without price reduction and with an average price per square foot of \$1,071.



Overview

May 2025

New Listings

656

+0.5% Year-over-Year

Closed Sales

418

-8.5% Year-over-Year

Average Days-on-Market

32

-5.9% Year-over-Year

Average Price Per SqFt

\$1,071

+3.1% Year-over-Year

Median Sale Price

\$1.5M

+10.1% Year-over-Year

Total Volume

\$817M

+2.5% Year-over-Year

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.



SFH

Single Family Homes

332

New Listings

218

Closed Sales

21

Average
Days-on-Market

\$1,103

Average Price
Per SqFt

\$1.8M

Median Sale Price

\$535M

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

324

New Listings

200

Closed Sales

44

Average
Days-on Market

\$1,037

Average Price
Per SqFt

\$1.2M

Median Sale Price

\$281M

Total Volume

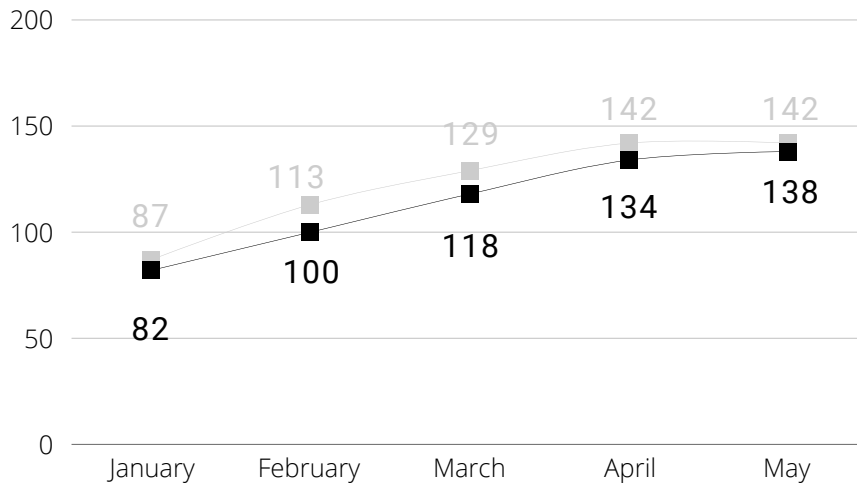
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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

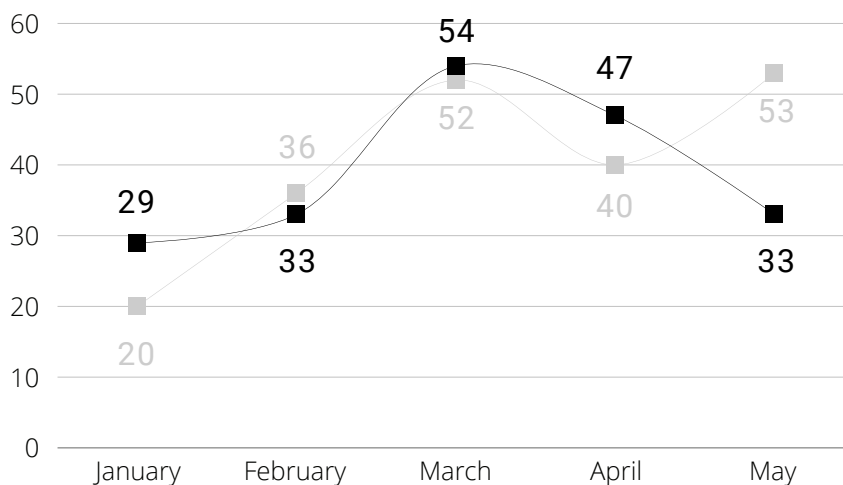
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

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



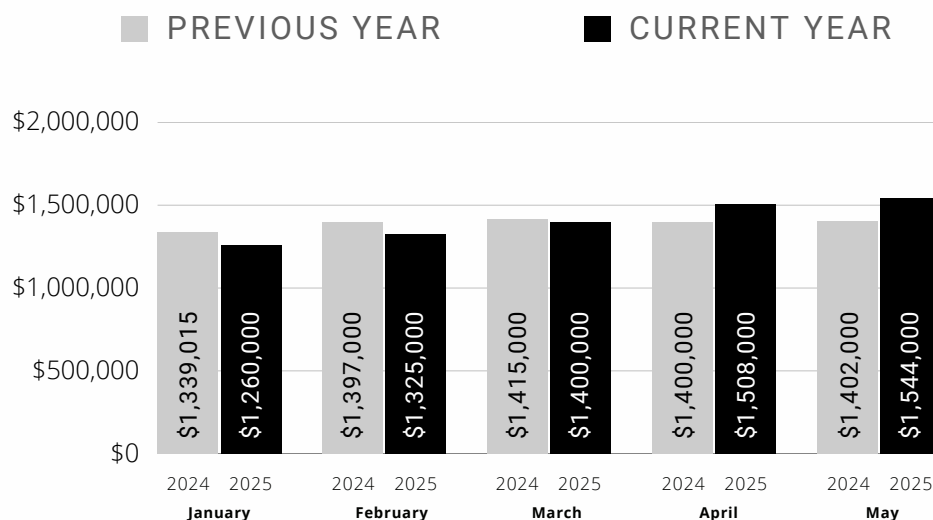
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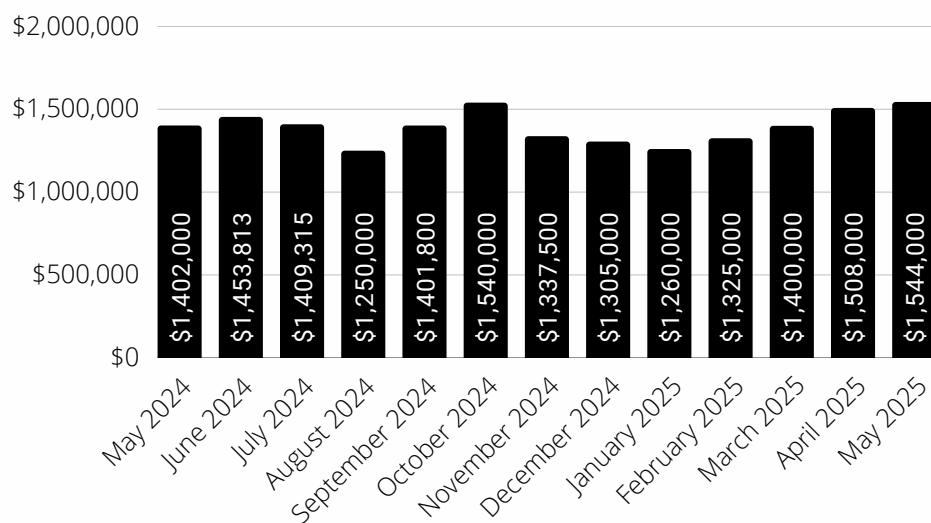


Median Sales Price

BY MONTH, YEAR-OVER-YEAR



BY MONTH

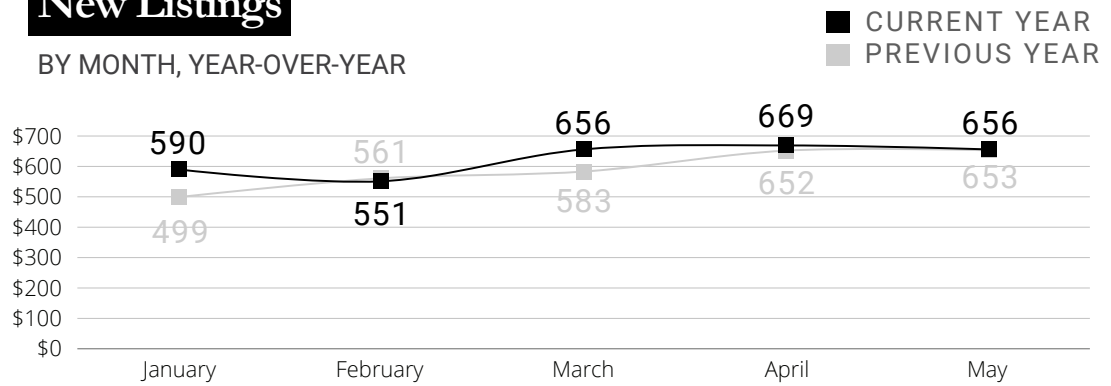


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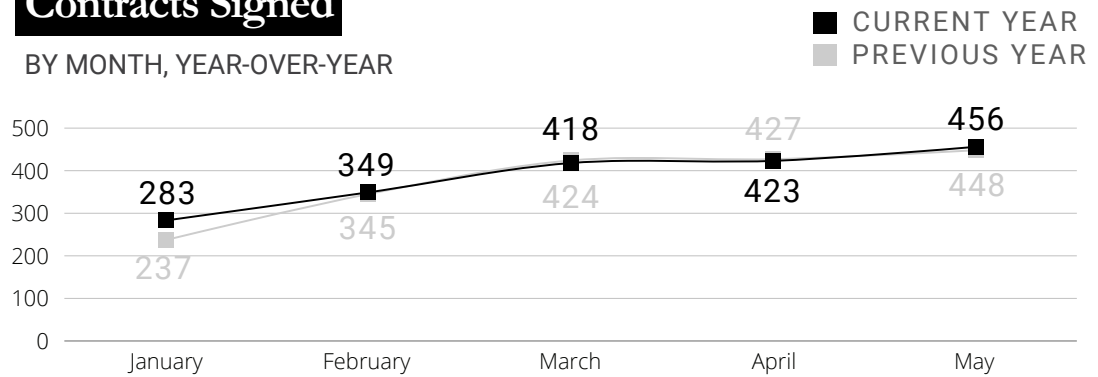
New Listings

BY MONTH, YEAR-OVER-YEAR



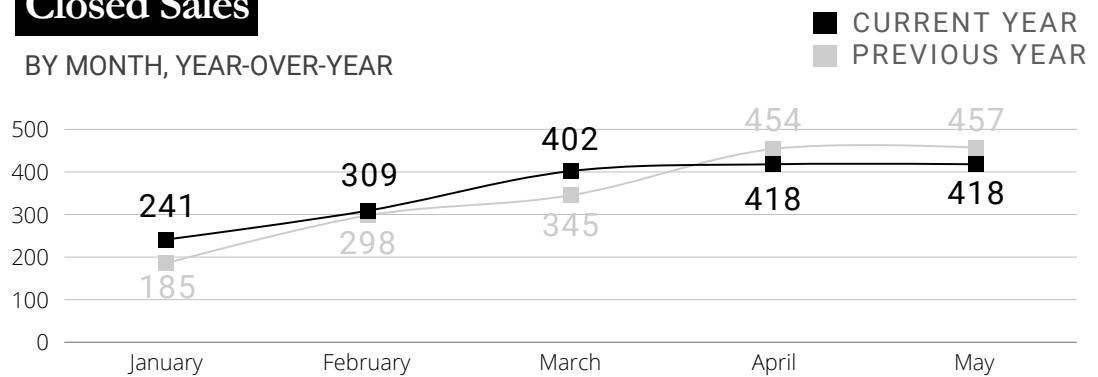
Contracts Signed

BY MONTH, YEAR-OVER-YEAR



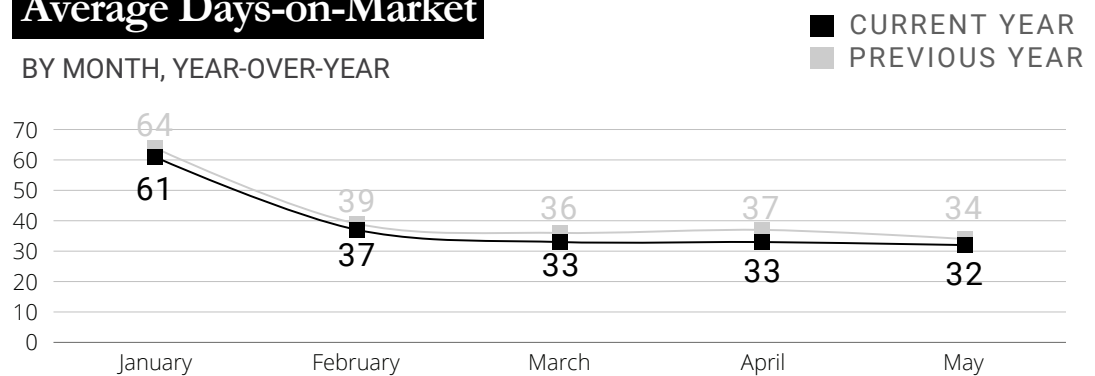
Closed Sales

BY MONTH, YEAR-OVER-YEAR



Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR





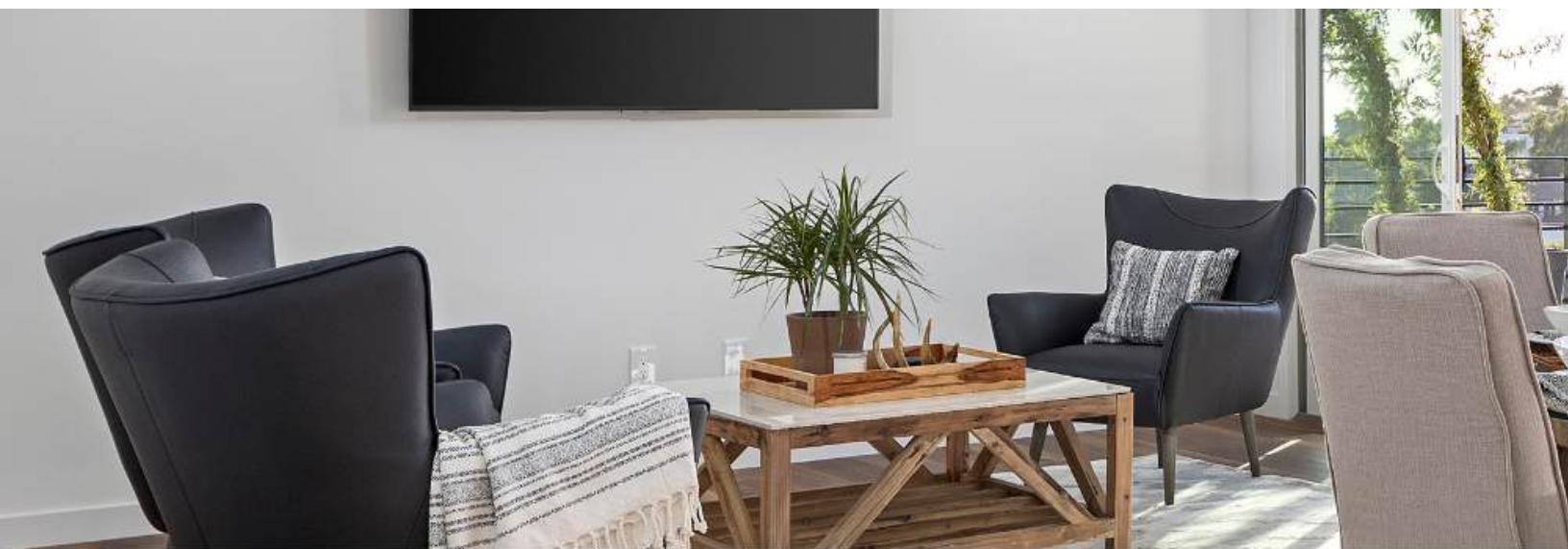
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Alameda County

What's in the Alameda County data?

The market for Single Family Homes, Condo, and Townhomes units saw 904 closed sales at a median price of \$1.1m. There was a total of 1,789 new listings with an average of 24 days on the market without price reduction and with an average price per square foot of \$753.



Overview

May 2025

New Listings

1,789

+2.8% Year-over-Year

Closed Sales

904

-11.9% Year-over-Year

Average Days-on-Market

24

+33.3% Year-over-Year

Average Price Per SqFt

\$753

-4.3% Year-over-Year

Median Sale Price

\$1.1M

-5% Year-over-Year

Total Volume

\$1.1B

-14.3% Year-over-Year

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.



SFH

Single Family Homes

1,310

New Listings

716

Closed Sales

22

Average
Days-on-Market

\$791

Average Price
Per SqFt

\$1.3M

Median Sale Price

\$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

479

New Listings

188

Closed Sales

32

Average
Days-on Market

\$609

Average Price
Per SqFt

\$702K

Median Sale Price

\$143M

Total Volume

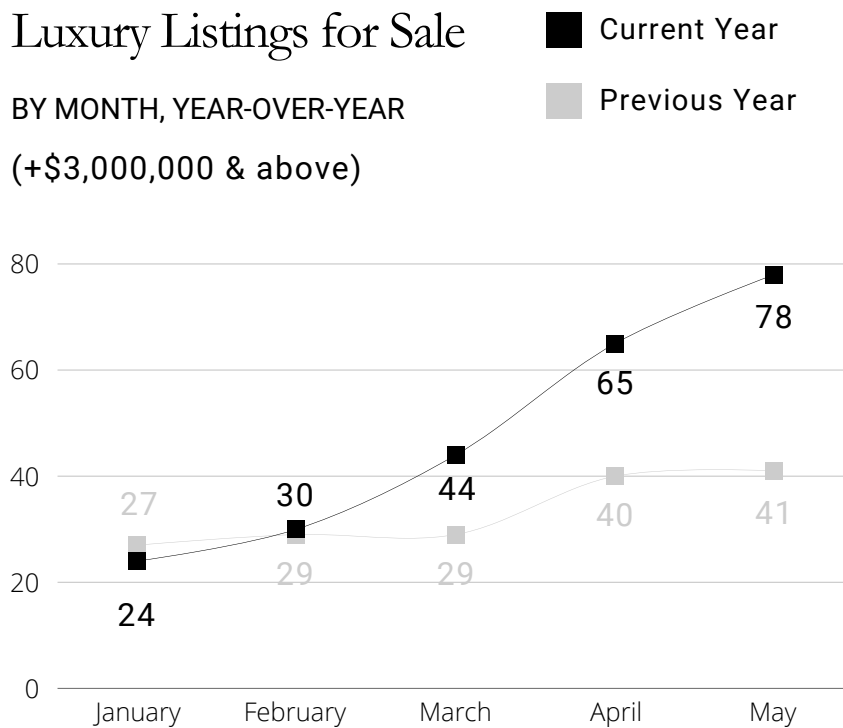
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Luxury Listings for Sale

BY MONTH, YEAR-OVER-YEAR

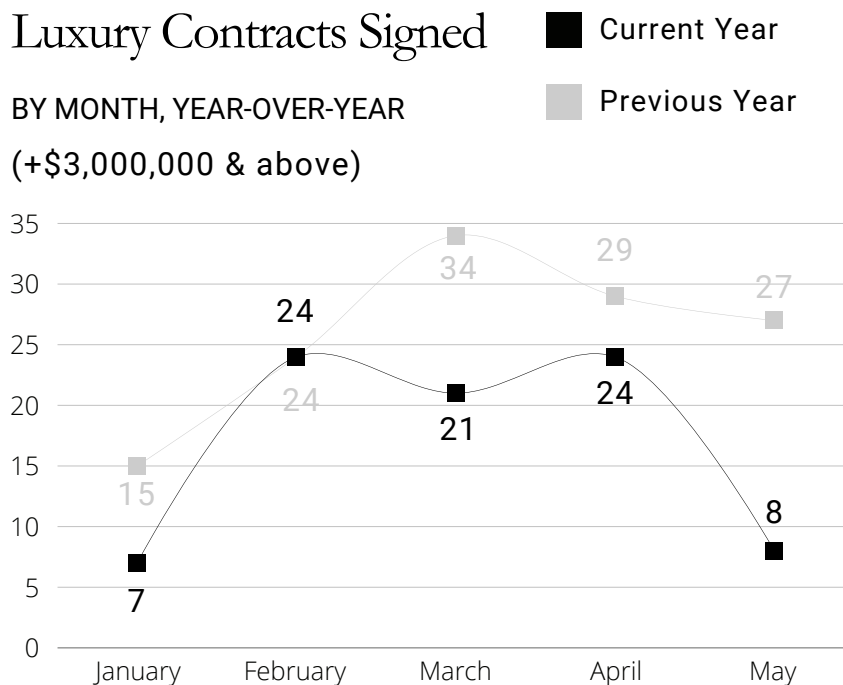
(+\$3,000,000 & above)



Luxury Contracts Signed

BY MONTH, YEAR-OVER-YEAR

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



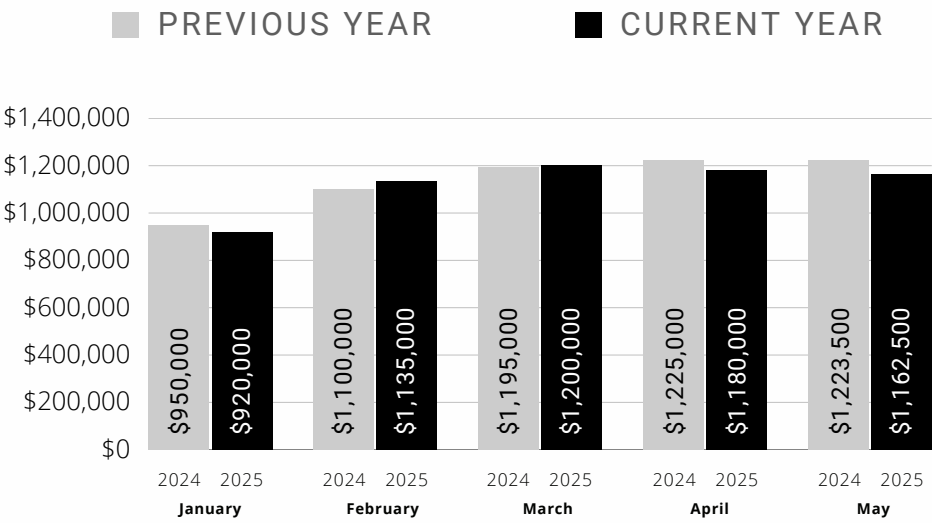
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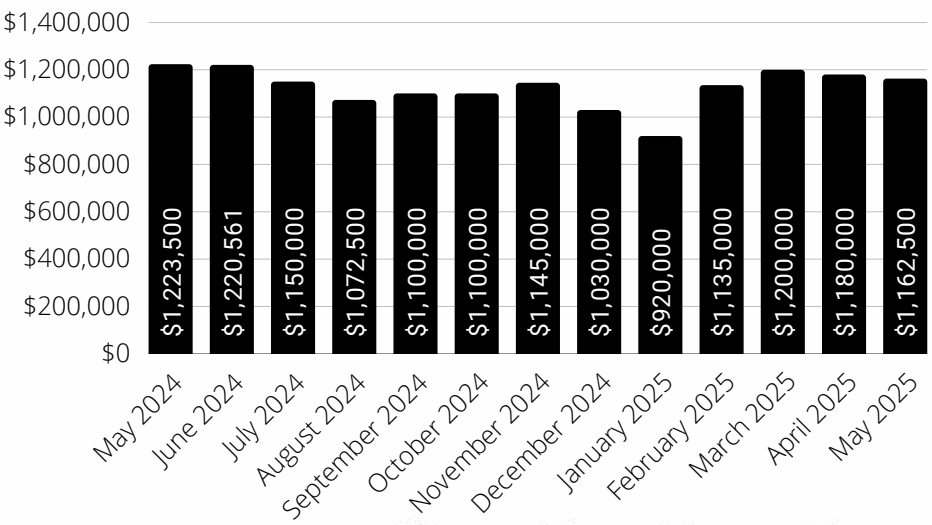


Median Sales Price

BY MONTH, YEAR-OVER-YEAR



BY MONTH

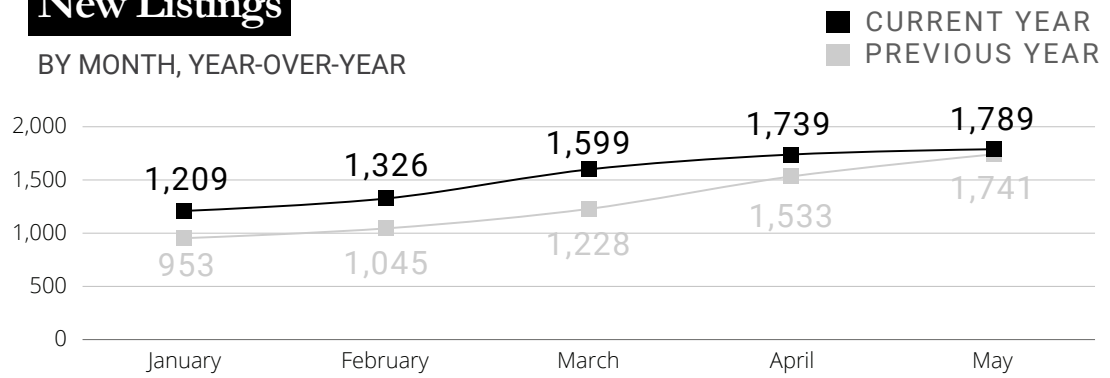


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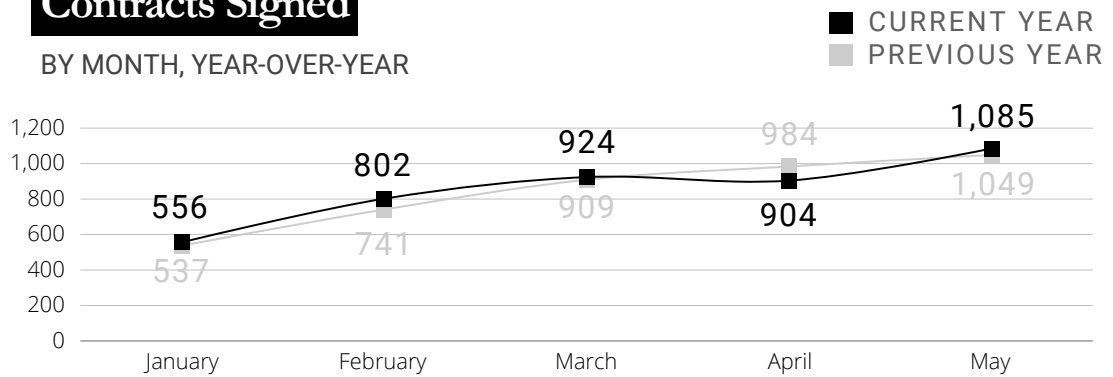
New Listings

BY MONTH, YEAR-OVER-YEAR



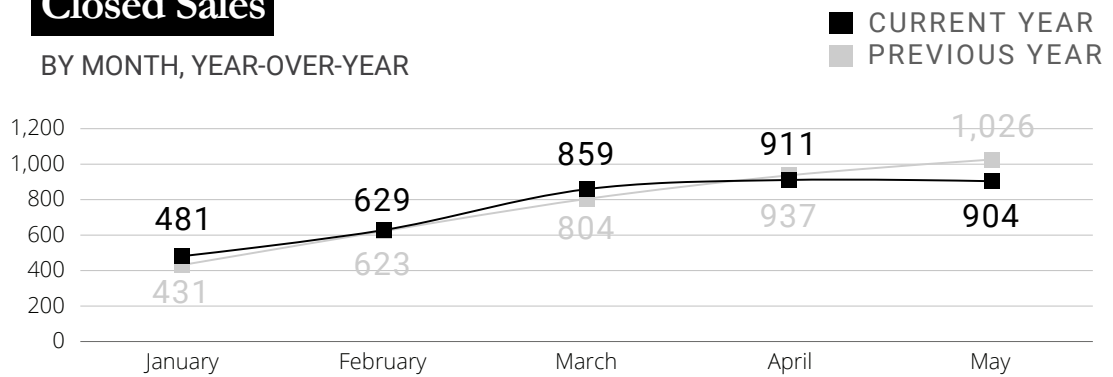
Contracts Signed

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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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 Commercial South Bay.

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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