

November 2024  
Santa Clara County  
Market Update

H R E G



# Overview

November 2024

New Listings

805

-2% Year-over-year

Closed Sales

999

+29% Year-over-year

Average Days-on-Market

25

+25% Year-over-year

Average Price Per SqFt

\$1,057

+5% Year-over-year

Median Sale Price

\$1.58M

+4% Year-over-year

Total Volume

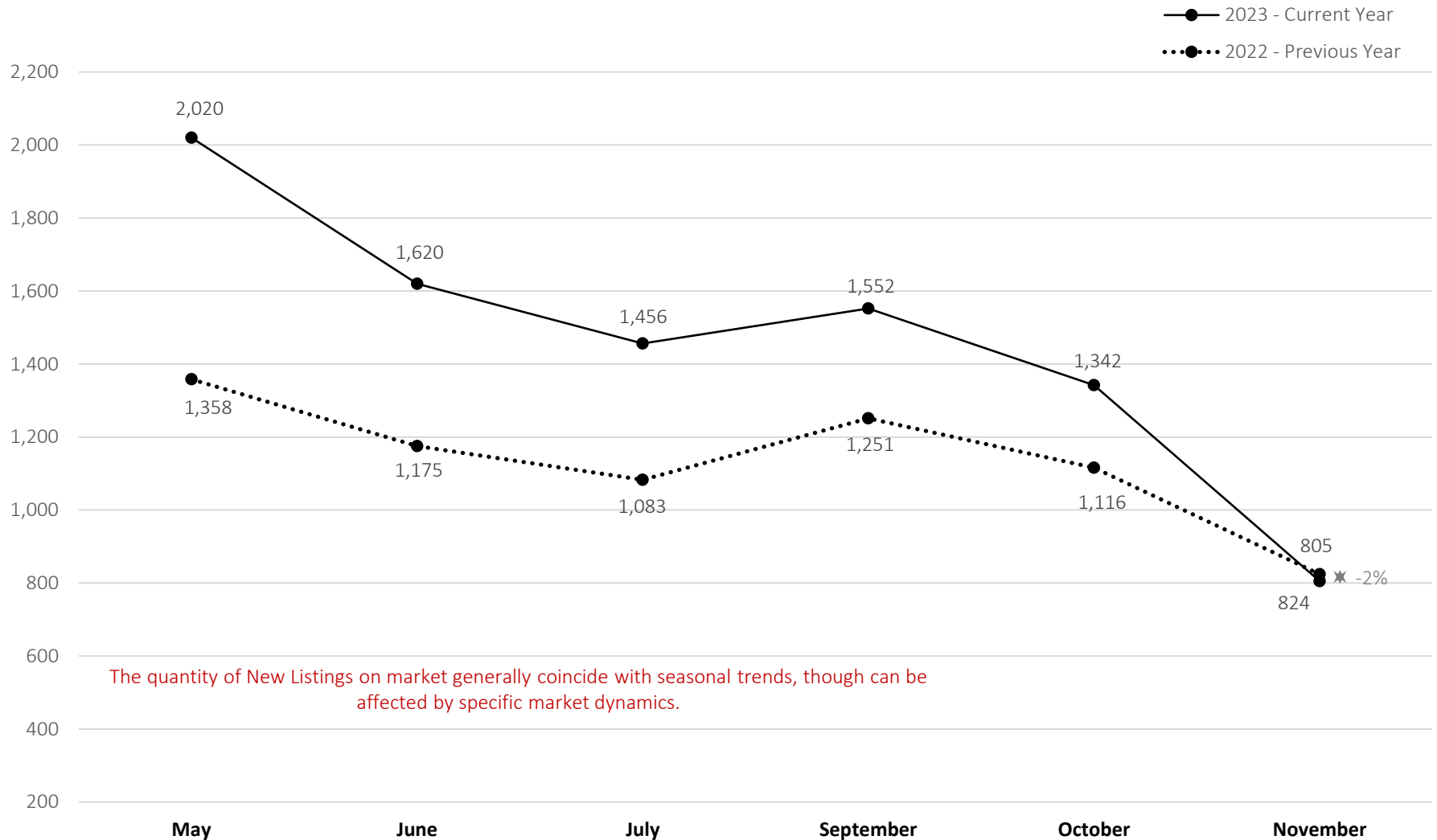
\$1.93B

+44% Year-over-year



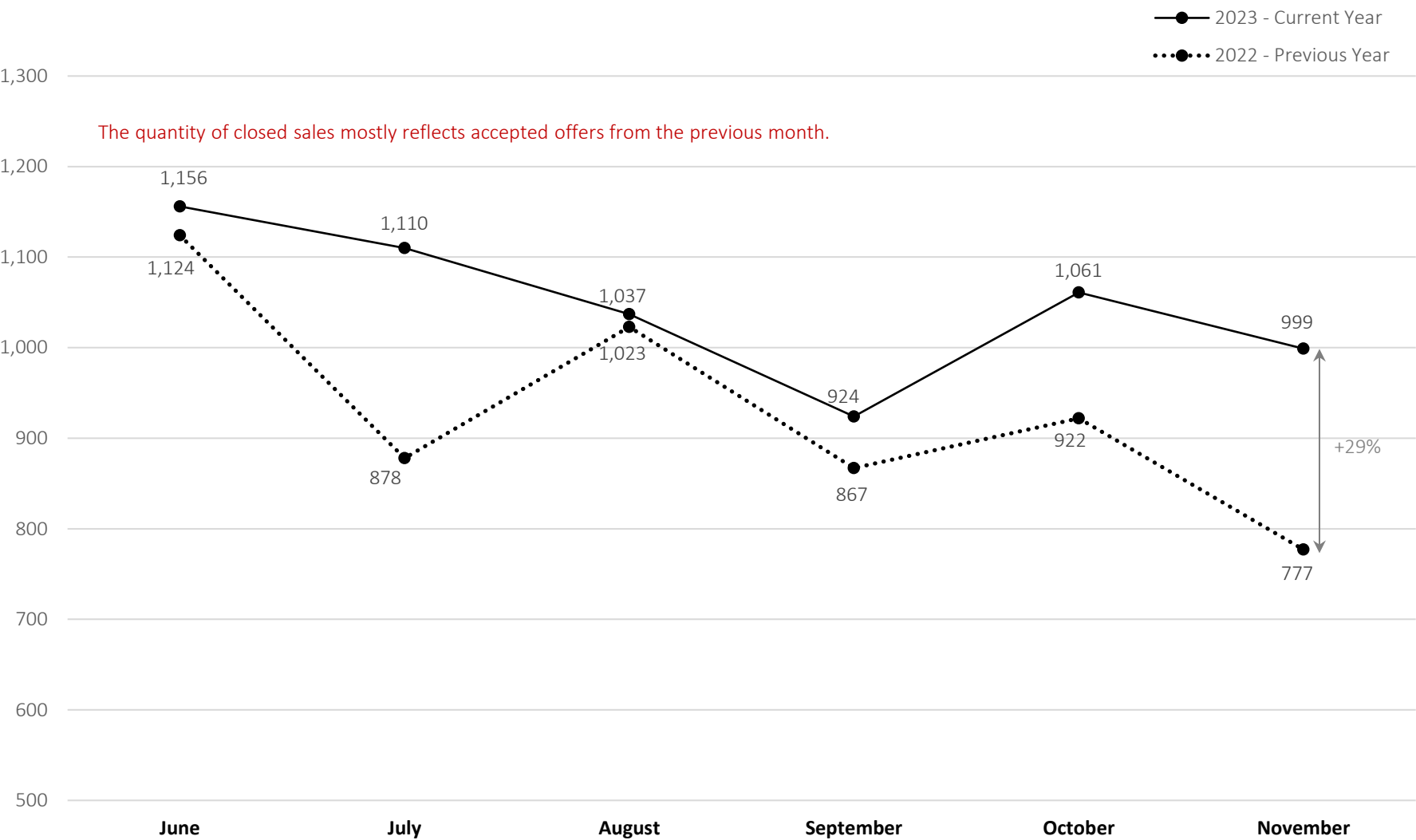
# New Listings

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



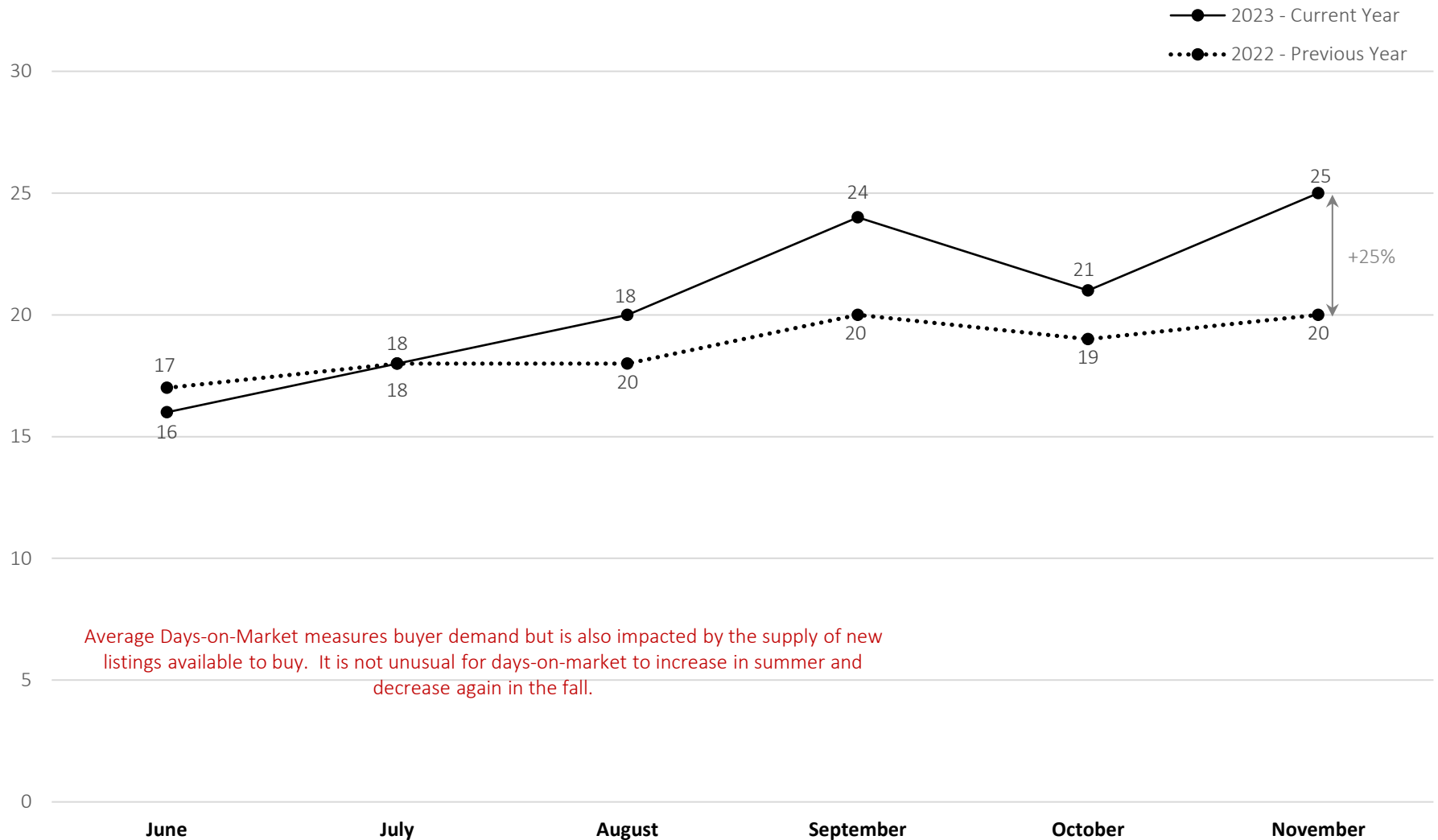
# Closed Sales

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



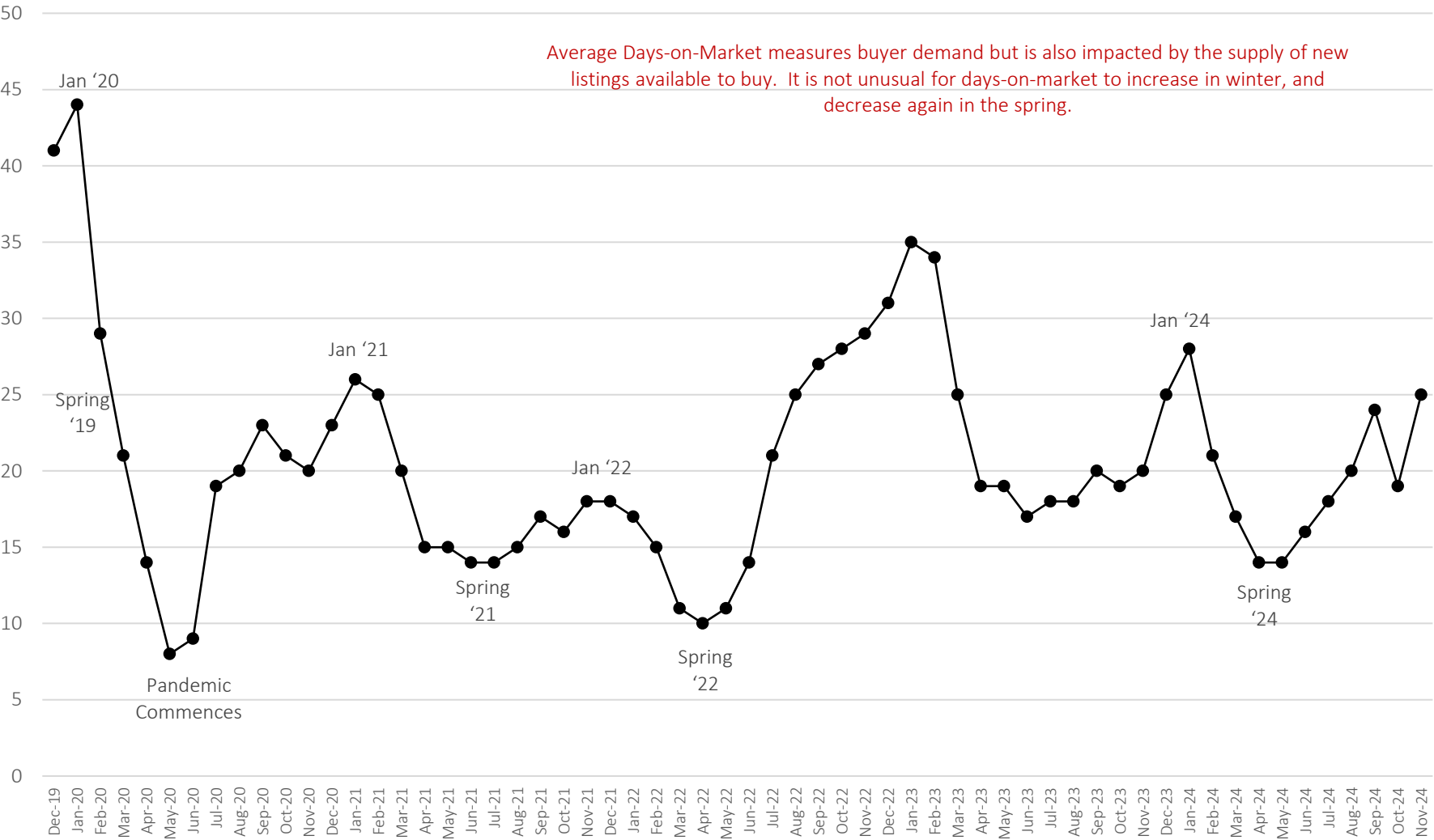
# Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



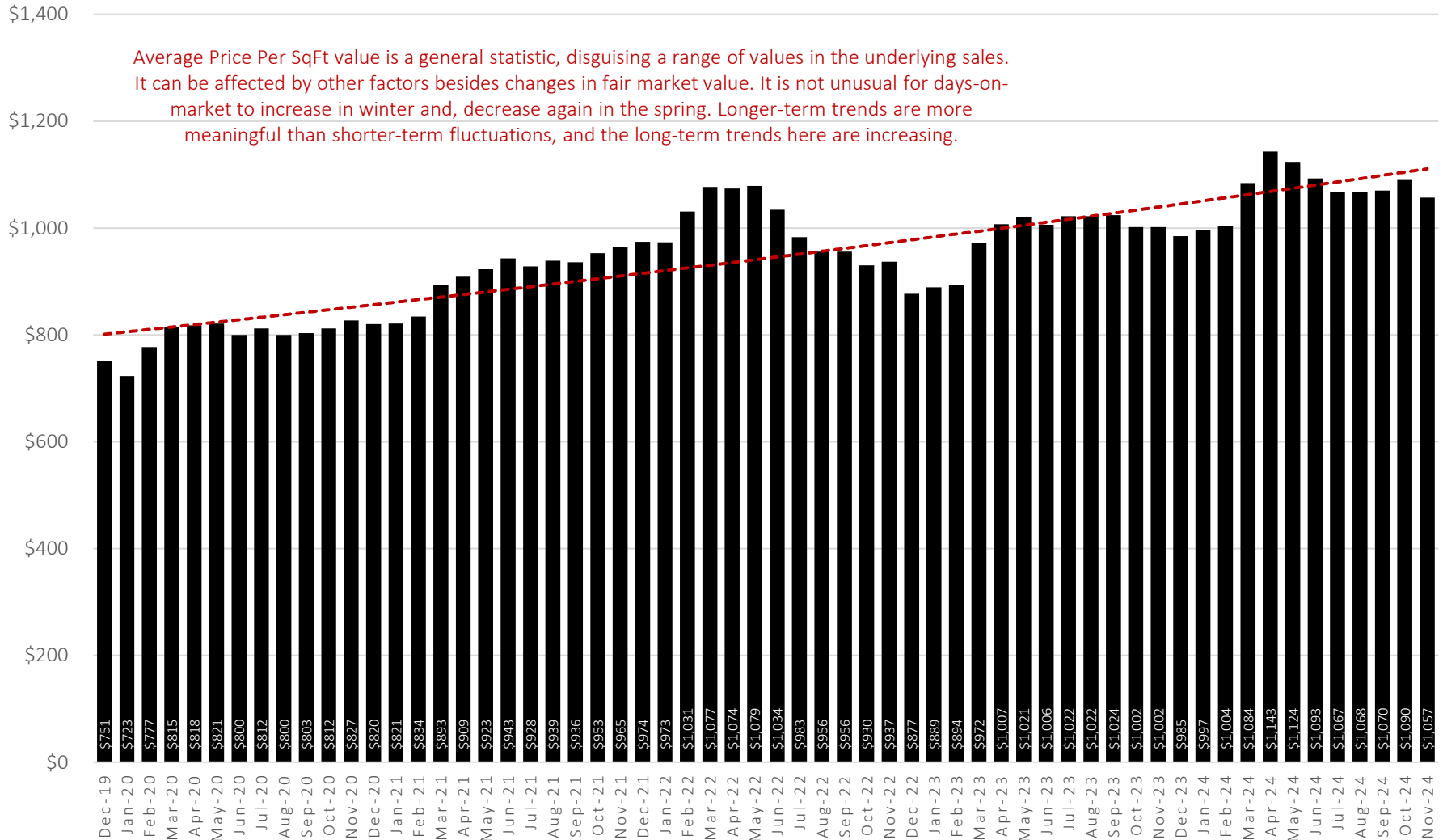
# Average Days-on-Market – Market Seasonality

BY MONTH, YEAR-OVER-YEAR, TRAILING 5 YEARS



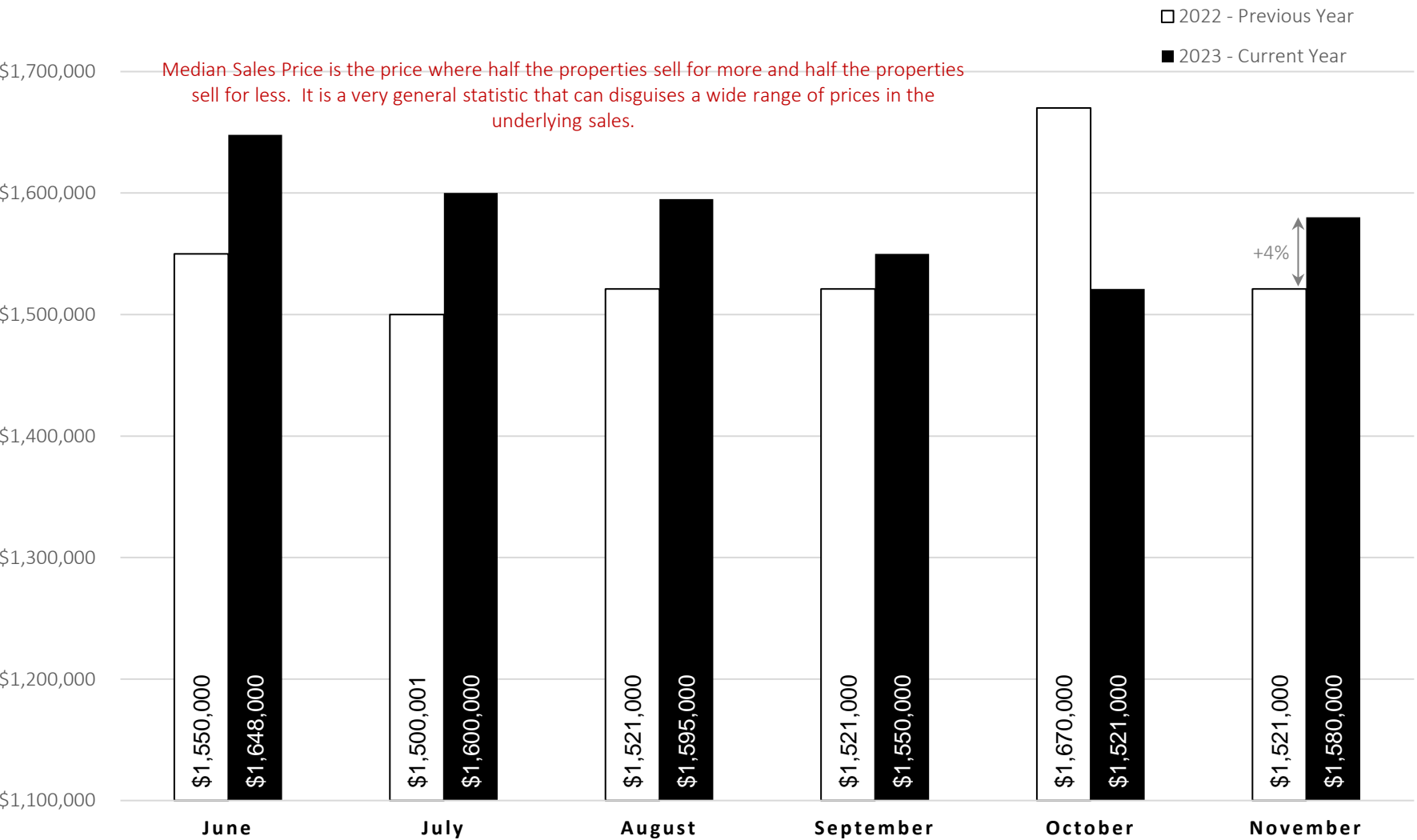
# Average Price Per SqFt – Property Value Trends

BY MONTH, TRAILING 5 YEARS



# Median Sales Price

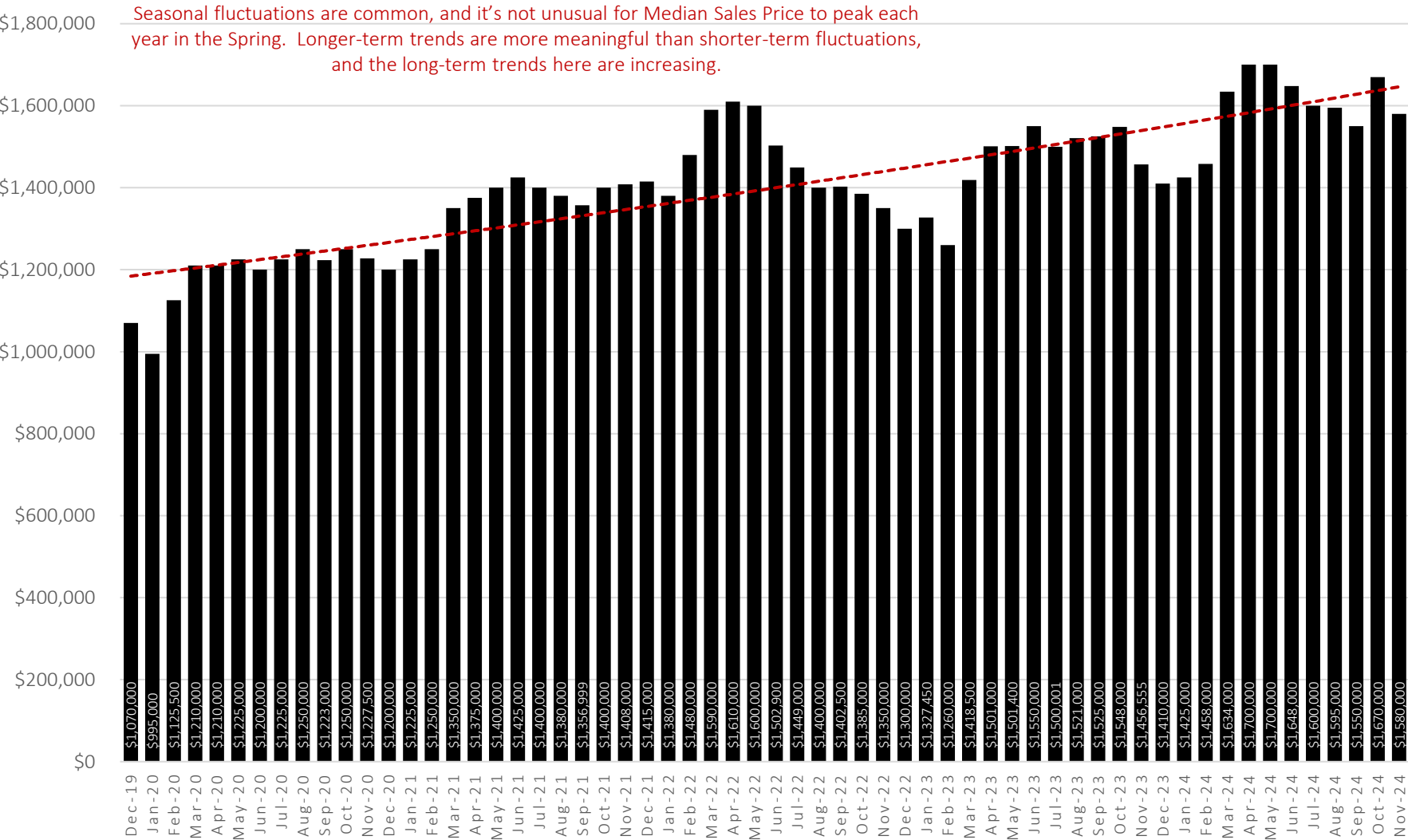
BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS





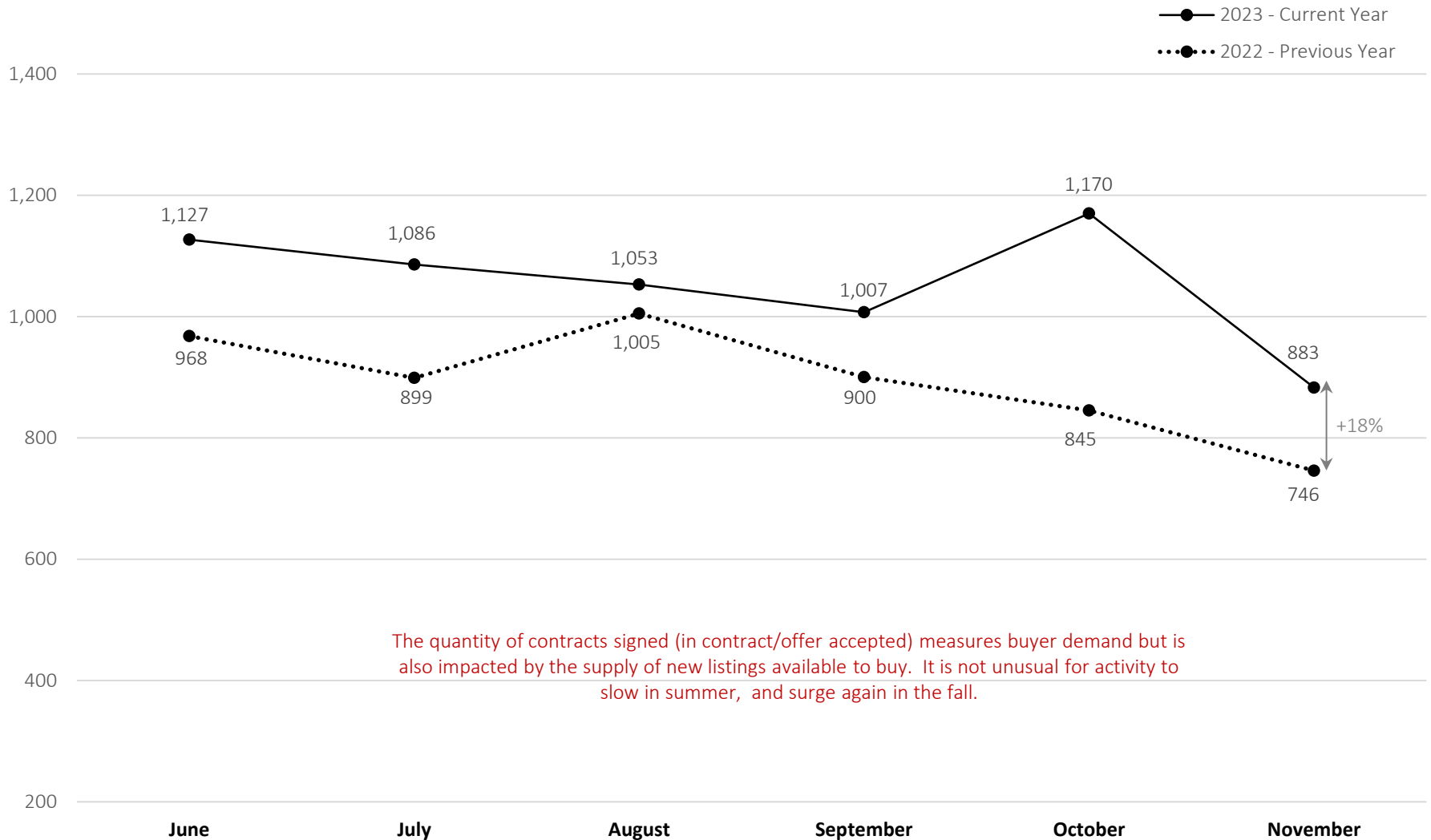
# Median Sales Price

BY MONTH, TRAILING 5 YEARS



# Contracts Signed

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS

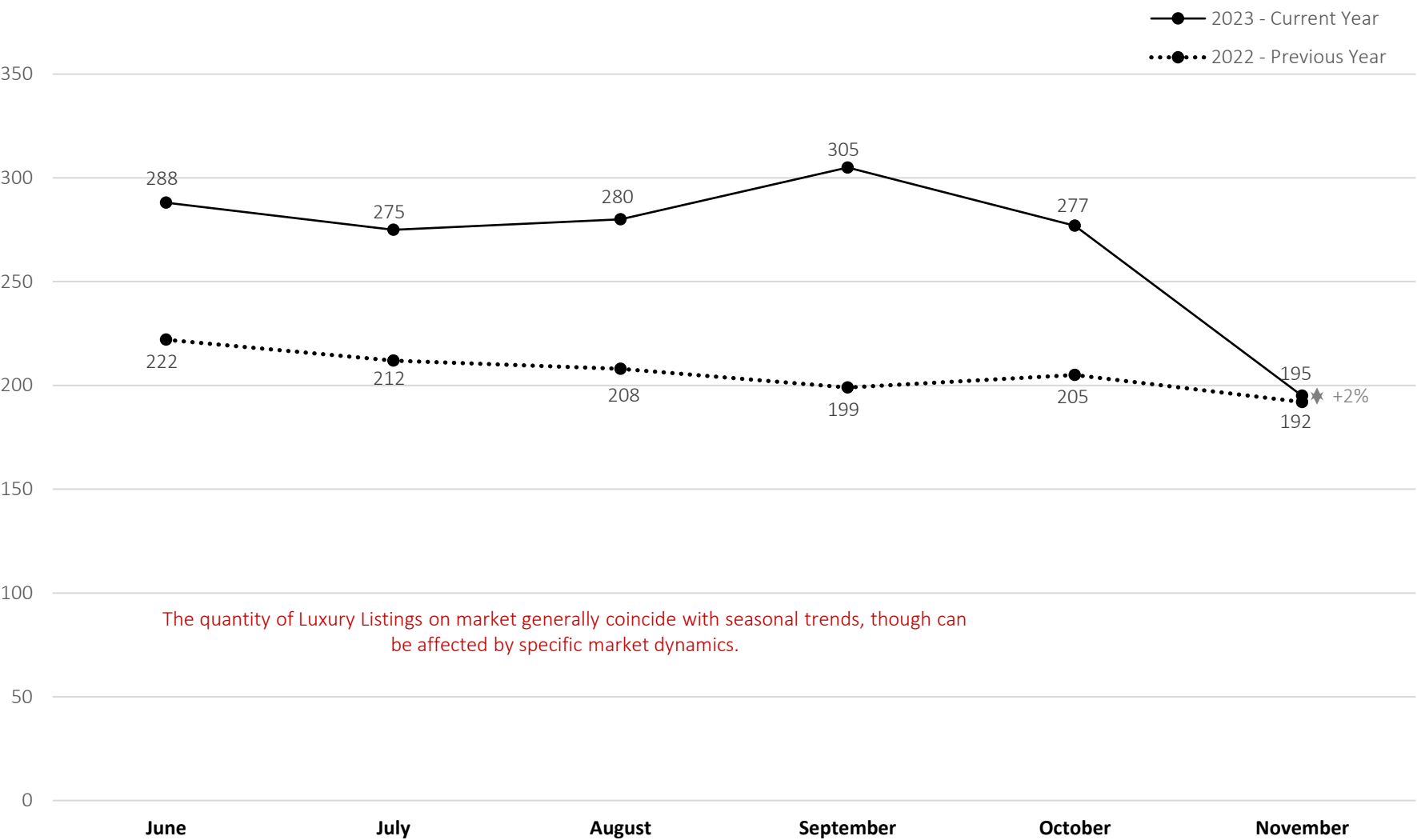


The quantity of contracts signed (in contract/offer accepted) measures buyer demand but is also impacted by the supply of new listings available to buy. It is not unusual for activity to slow in summer, and surge again in the fall.



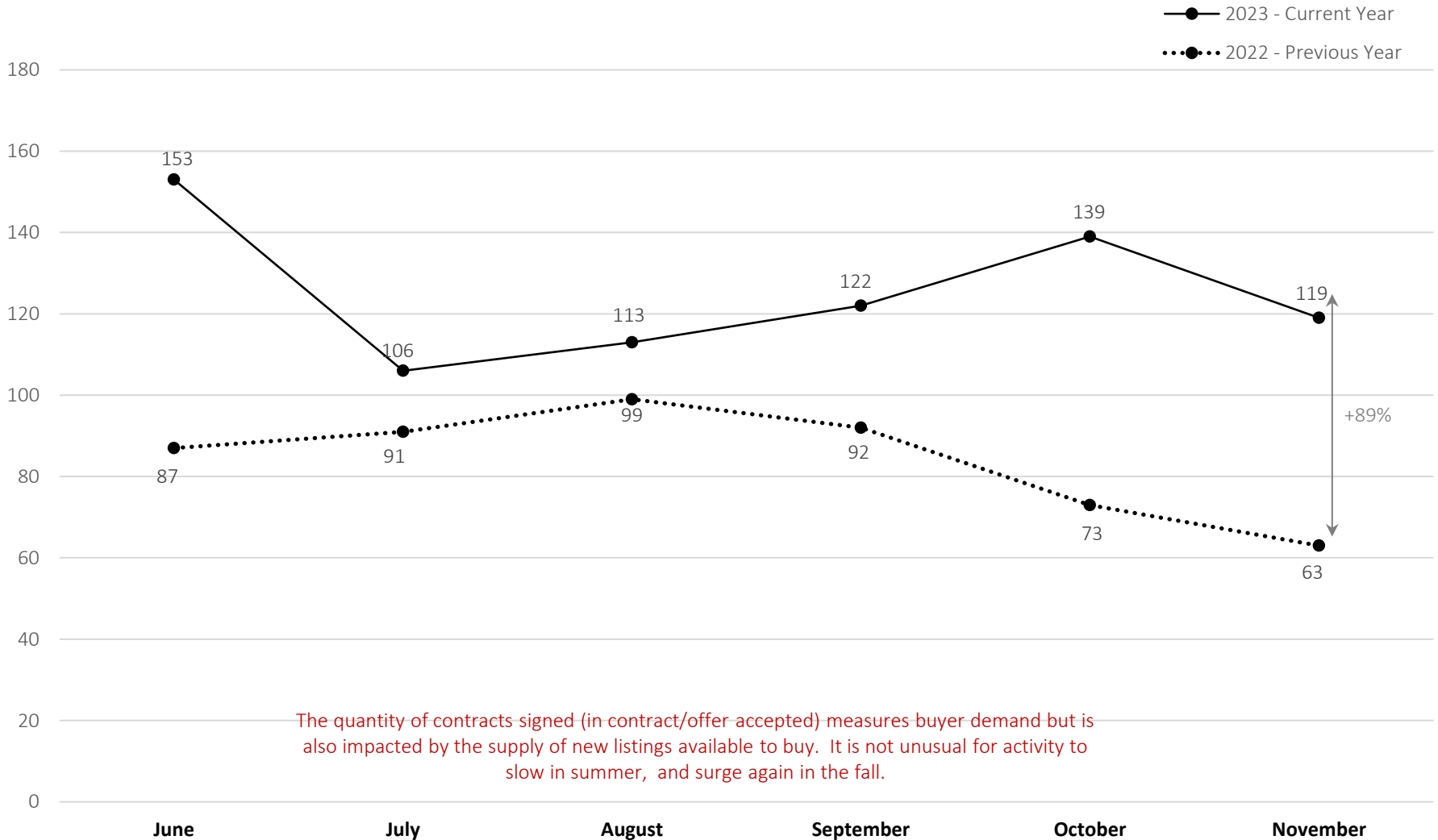
# Luxury Listings for Sale (\$3 Million+)

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



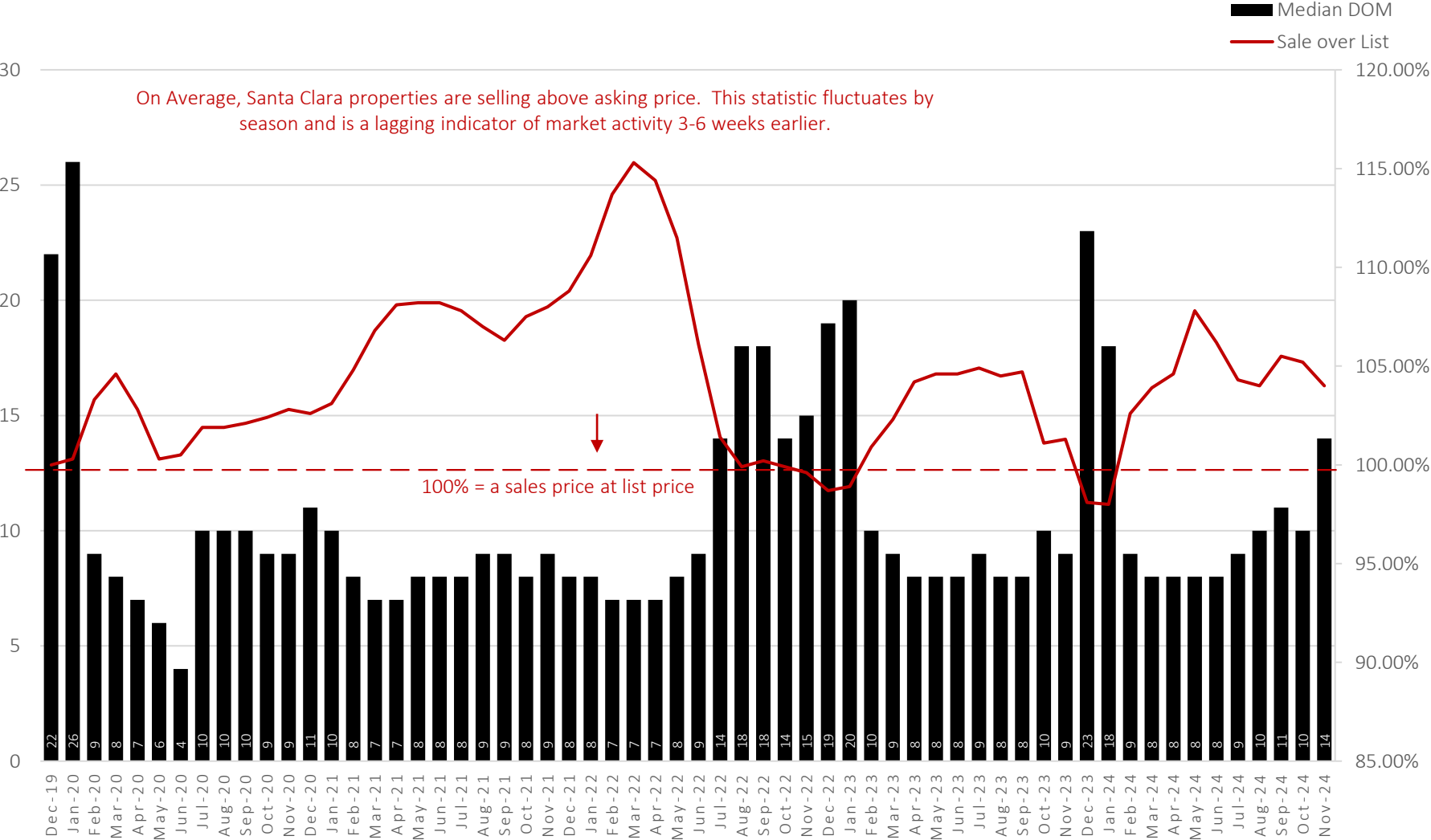
# Luxury Contracts Signed (\$3 Million+)

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



# Median Days-on-Market v. % List Price Received

BY MONTH, TRAILING 5 YEARS



# 30-Year Fixed Rate Mortgage Average in US

BY WEEK, TRAILING 50 YEARS



Santa Clara County  
November 2024

Data includes all single family, townhome, and condominium sales in Santa Francisco County sourced from MLSlistings. 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.



# 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 the San Francisco Bay Area with offices in Los Gatos and Saratoga. Under the same ownership, we have our sister offices of KW Coastal Estates and KW South Bay Commercial. Since its inception, the team has successfully represented more than 7,000 transactions, totaling more than \$8 billion in total sales.

The Hawley Real Estate Group is a professional real estate and design group serving buyers, sellers, and investors of property in the San Francisco Bay Area, spanning Santa Clara to Monterrey. The group is comprised of a mother and son realtor team, led by the firm's President and Founder, Mary Hawley. With more than \$65M+ in total sales, the firm closes ~10+ transactions annually. With design and project management experience, the team also specializes in property rehab in order to maximize return. We are approved for the seller finance rehab programs that allow our clients to leverage financing of their rehab through the contractor which is repaid close of escrow.



## The Hawley Real Estate Group

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Market report prepared by Matthew Hawley