

2025 LOS ALTOS HILLS REAL ESTATE REVIEW



TROYER CABOT GROUP

Dear Neighbors and Los Altos Hills Homeowners:

We are pleased to present the *Los Altos Hills Real Estate Review for 2025* – the most comprehensive and up-to-date report for Los Altos Hills homeowners. Designed as a clear, data-driven resource, this report provides insight into current market trends and property valuations in Los Altos Hills, a community where David lives and our team has sold homes for 29 years. The data included is based on sales of homes publicly marketed through the Multiple Listing Service (MLS) and does not include private off-market transactions.

Earlier this month we announced that Mike Cabot has joined the team, and the Troyer & Cabot Group was formally introduced with a new web site launched at www.troyercabot.com. This partnership expands the depth of our experience, analytical insight, and strategic perspective brought to every client relationship, while maintaining our same long-standing focus on Los Altos Hills and commitment to data-driven guidance.

Here in Los Altos Hills, record-breaking prices were once again achieved. **For the first time, the average home price surpassed \$6.2 million.** Sales activity increased dramatically, even as inventory remained limited. Strong demand drove multiple-offer situations, sales above list price, and faster sales. Entering 2026, the momentum is strong, supported by a stock market already setting new highs and an exceptionally tight supply of homes, with just 5 currently available – conditions that continue to favor sellers.

In a market as competitive as Los Altos Hills, one of the most important things you can do when buying or selling a home is to be represented by agents with local experience. **Having represented more than 250 buyers and sellers in Los Altos Hills** we have the experience and knowledge that it takes to successfully sell your home in 2026, or to find you the perfect home. Please contact us with any questions on this or for a free market analysis of your home. It would be our pleasure to represent you in any of your real estate needs.

Sincerely,

David Troyer & Mike Cabot



Sold by Troyer & Cabot Group in 2025

2025 LOS ALTOS HILLS REAL ESTATE REVIEW

PRICES

Prices reached record highs in 2025 exceeding \$6.2 million for the first time and remaining above \$6 million for 3 out of the last 4 years. The high end of the market was very strong with 9 sales for more than \$10 million. Six of these homes sold in the second half of the year, however the two most expensive sales were in the first half, which resulted in the average price being \$6,310,395.

The majority of the sales, 49%, were between \$4 million and \$7 million. 15% were between \$7 million and \$10 million.

There were **53 homes, or 41%, that sold for more than list price**; this compares to 39% in 2024 and 35% in 2023. As the year went on, fewer homes sold over list price: 55% in the first half and 44% in the second half.

NUMBER OF SALES

Sales increased by 62% in 2025, following a 46% increase in 2024. There were **128 homes sold** as reported through the Multiple Listing Service in 2025; there were also 2 parcels of vacant land that sold for \$5,300,000 and \$6,500,000.

LENGTH OF TIME TO SELL

Homes sold very quickly in 2025. Half of all homes sold in 11 days or less; 20% sold in 7 days or less, which is a clear indication of demand. However, there were still 5 homes that were on the market for 100 days or more, each of which had a significant price reduction prior to selling.

There was a direct **correlation between days on market and price**. For the 21 homes that were not accurately priced when listed and therefore required a price reduction, the average days on market was 73. All other homes had average days on market of just 13. Setting the correct price based on local market knowledge and market conditions is essential to obtaining maximum value and a timely sale.



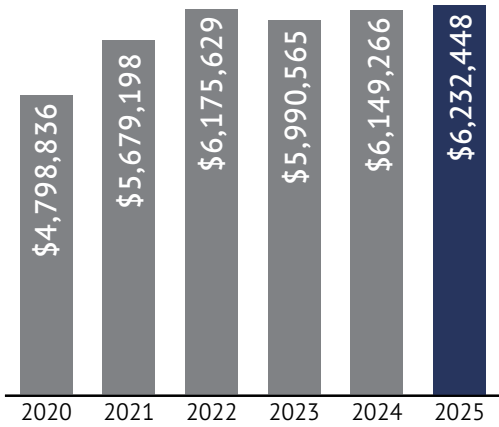
City	Average \$
Atherton	\$11,803,183
Los Altos Hills	\$6,232,448
Woodside	\$5,863,539
Portola Valley	\$5,573,720
Los Altos	\$5,132,958
Monte Sereno	\$4,856,363
Palo Alto	\$4,634,607
Saratoga	\$4,550,685
Menlo Park	\$3,713,066
Los Gatos	\$2,903,324

Los Altos Hills commanded the second highest prices in Silicon Valley in 2025. Data based on sales reported of single-family homes in the Multiple Listing Service.

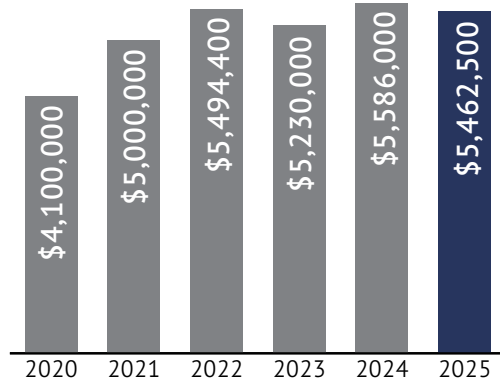
RECAP OF 2025

- Record high average price exceeds \$6.2 million
- Median price down ever so slightly
- 49% sold over list price (compared to 39% in 2024)
- High end very strong; 9 sales for more than \$10 million
- Only 4 sales for less than \$3 million
- 61% sold in 2 weeks or less
- 62% increase in number of sales

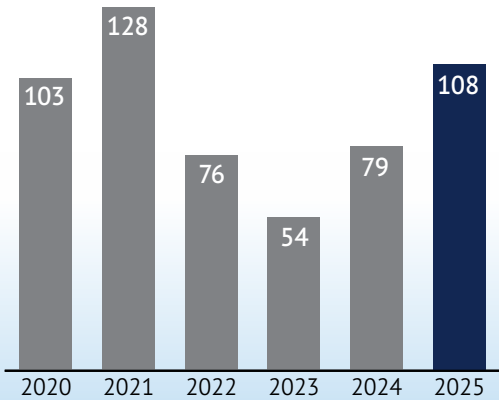
Average Sale Price



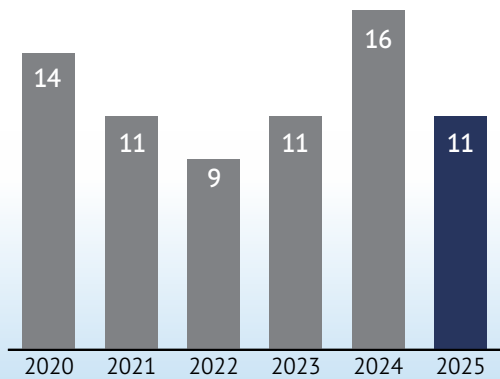
Median Sale Price



Number of Sales

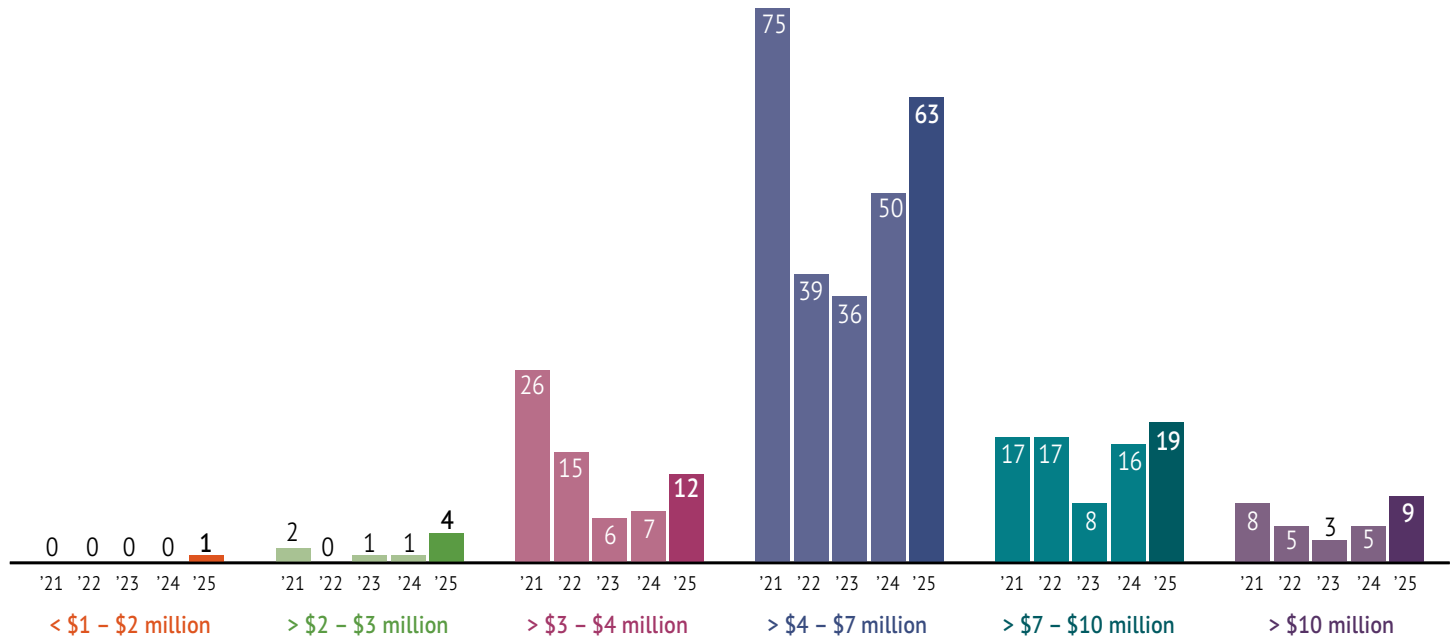


Median Days on Market



A LOOK AT THE TRENDS IN 2025

LOS ALTOS HILLS PRICE TRENDS, 2021 – 2025

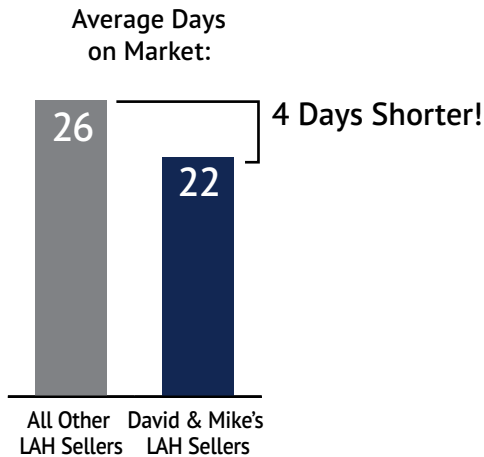


LOS ALTOS HILLS TRENDS SUMMARY

	# Of Sales	High \$	Low \$	Median \$	Average \$	Median Days
2025	108	\$19,500,000	\$1,300,000	\$5,462,500	\$6,232,448	11
2024	79	\$14,000,000	\$2,900,000	\$5,586,000	\$6,149,266	16
2023	54	\$16,250,019	\$2,530,000	\$5,230,000	\$5,990,565	11
2022	76	\$19,000,000	\$3,100,000	\$5,494,400	\$6,175,629	9
2021	128	\$21,000,000	\$2,750,000	\$5,000,000	\$5,679,198	11
2020	103	\$12,740,000	\$1,575,000	\$4,100,000	\$4,798,836	14
2019	53	\$8,798,800	\$2,400,000	\$4,200,000	\$4,455,959	23
2018	70	\$10,075,000	\$2,450,000	\$4,825,000	\$5,060,289	20
2017	94	\$25,000,000	\$2,038,000	\$3,881,000	\$4,732,844	14
2016	100	\$16,500,000	\$1,801,000	\$3,800,000	\$4,381,407	22
2015	95	\$25,000,000	\$1,650,000	\$3,625,000	\$4,382,057	14
2014	96	\$10,180,000*	\$2,000,000	\$3,200,000	\$3,689,220	17
2013	114	\$7,950,000	\$1,250,000	\$2,796,500	\$3,069,500	26
2012	114	\$11,100,000	\$974,000	\$2,602,500	\$2,924,073	29

*Actual prices for 2 sales in excess of \$9 million were not disclosed. Data is based on sales reported to the Multiple Listing Service and does not include any off-market sales.

WANT TO SELL YOUR HOME FAST? DAVID TROYER AND MIKE CABOT CAN DO THAT.



Year after year, The Troyer & Cabot Group has been the real estate agents of choice in Los Altos and Los Altos Hills – setting the highest standards of integrity and professionalism combined with the latest technology and exceptional customer service. Solid market knowledge, excellent property preparation, strategic pricing, plus strong negotiating skills are at the heart of their success. True experts in Los Altos Hills, David as a homeowner here for years, and both David and Mike true techies at heart, they use traditional marketing plus a wide variety of technology and social media avenues to keep buyers and sellers informed about Los Altos Hills and the local market.

The Troyer & Cabot Group has an extensive online presence using videos and social media postings about each home they are marketing and new listings that become available to their buyers. Plus, they continually update their website, troycabot.com, which is a link to all these resources and the perfect place to stay in touch for both buyers and sellers. While technology is great, **David and Mike are still strong believers in one-on-one personal contact** with each and every client.



DAVID AND MIKE'S 2025 LOS ALTOS HILLS SALES

*Represented the buyer.



11921 Hilltop Drive



12791 Normandy Lane



25600 Willow Pond Lane



12580 La Cresta Drive



11525 Old Ranch Lane



26896 Alejandro Drive



10495 Albertsworth Lane*



27696 Vogue Court



11981 Magdalena Avenue



26350 Taafe Road



25603 Fernhill Drive



13038 Vista Del Valle Court



26385 Altamont Road

Why do more Los Altos Hills Home sellers choose David & Mike?

- David and Mike combine decades of experience, local expertise, and proven success to deliver exceptional results for every client.
- The Troyer & Cabot Group provides a full team of specialists who expertly manage every step of the home sale process, ensuring nothing is overlooked.
- Staging, property inspections, home inspections, and pest inspections are all paid for by David and Mike.
- In-house Project Managers oversee every detail with precision and budget-conscious care. Explore their stunning Troyer & Cabot Transformations™ at troyercabot.com.
- The Troyer & Cabot Group invests in the most comprehensive marketing program in the industry, backed by a full-time Marketing Manager and professional advertising agency.
- A dedicated in-house staff manages logistics and communication, allowing David and Mike to focus entirely on strategy, negotiation, and your experience.
- With a combined 35 years of experience specializing in the Los Altos Hills market, the team's knowledge, relationships, and results speak for themselves.
- The number one reason home sellers choose The Troyer & Cabot Group: **No one sells more Los Altos Hills/Los Altos homes than David Troyer and Mike Cabot.**



TROYER CABOT GROUP

Your home is where our heart is

Selling a home can be stressful if you choose the wrong agent.
Be sure Troyer & Cabot Group is one of your choices to interview.
You have nothing to lose.

650.440.5076

WANT MORE REASONS?

Check out David and Mike's reviews on  and at troyercabot.com

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The Troyer & Cabot Group • Intero
496 First Street, Suite 100
Los Altos, CA 94022

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Learn Your
Home's Value



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TROYER & CABOT GROUP #1 TEAM LOS ALTOS HILLS/ LOS ALTOS, 2025



OUTLOOK... In our report to you last year, we anticipated a more balanced market. It turns out it was indeed a seller's market with record-high average prices. Demand for Los Altos Hills homes was exceptional and we expect


that demand to continue into 2026. Property values are projected to show continued growth, and the number of home sales is anticipated to increase at a moderate pace.

Mortgage rates are forecasted to remain around the low-6% range through 2026, with many analysts expecting them to hover near 6.0%–6.5% on a 30-year fixed mortgage and only modest declines through the end of the year. Periodic dips below 6 percent could provide a modest boost to buyer confidence and transaction activity.


That said, in Silicon Valley, interest rates typically play a smaller role than in many other markets. Buyers often rely on significant financial flexibility – including cash holdings, equity from prior sales, or stock-based compensation – reducing dependence on conventional mortgage financing. As a result, local market behavior continues to be driven primarily by inventory, competition, schools, and the appeal of individual properties rather than rate volatility.

For buyers, decisiveness will remain critical when well-located, well-priced homes come to market. Sellers continue to benefit from solid demand, but results will depend on careful pricing, presentation, and timing – areas where Troyer & Cabot Group provides a clear advantage.

Your home is where our heart is



**THE
TROYER
CABOT
GROUP**



2025 LOS ALTOS HILLS REAL ESTATE

Record High Average Price

Sales up Sharply

High End Strong

As always, real estate is a deeply local business, with conditions varying significantly from one area of town to the next. By staying attuned to these local nuances and understanding the latest trends – guided by Troyer & Cabot Group, buyers and sellers can navigate the 2026 market with confidence. We remain optimistic on the long-term value of owning a home in Los Altos Hills, which continues to be one of the best places to live in the Bay Area. If you would like more information on any of the information in this report, or if you would like to discuss your specific real estate needs, please give us a call.

The Troyer & Cabot Group represented buyers and sellers of 14 Los Altos Hills homes in 2025. It's results like this that place **The Troyer & Cabot Group as the #2 Large Team in Northern California and #14 in the United States**, per *RealTrends*, 2025.

650.440.5076 | troyercabot.com

DAVID TROYER
650.440.5076
DAVID@TROYERCABOT.COM
TROYERCABOT.COM
Lic. #01234450

INTERO
A Berkshire Hathaway Affiliate



MIKE CABOT
650.440.5076
MIKE@TROYERCABOT.COM
TROYERCABOT.COM
Lic. #01372263

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