

2025 LOS ALTOS REAL ESTATE REVIEW



TROYER & CABOT GROUP

Dear Friends and Los Altos Homeowners:

We are pleased to present the *Los Altos Real Estate Review for 2025* – the most comprehensive and up-to-date report for Los Altos homeowners. Designed as a clear, data-driven resource, this report provides insight into current market trends and property valuations in Los Altos, a community where our team has sold homes for 29 years. The data included is based on sales of single-family 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 and commitment to data-driven guidance.

Here in Los Altos, record-breaking prices were once again achieved. **For the first time, the average home price surpassed \$5 million.** Sales activity increased, 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 7 currently available – conditions that continue to favor sellers.

In a market as competitive as Los Altos, 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 877 buyers and sellers in Los Altos** 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



2025 LOS ALTOS REAL ESTATE REVIEW



RECAP OF 2025

- Record-high average up 9% to more than \$5.1 million
- Record-high median price up 10% to \$4.85 million
- Number of sales up for third year in a row
- 67% sold over list price (the same as in 2024)
- Homes sold very quickly; 76% sold in 2 weeks or less

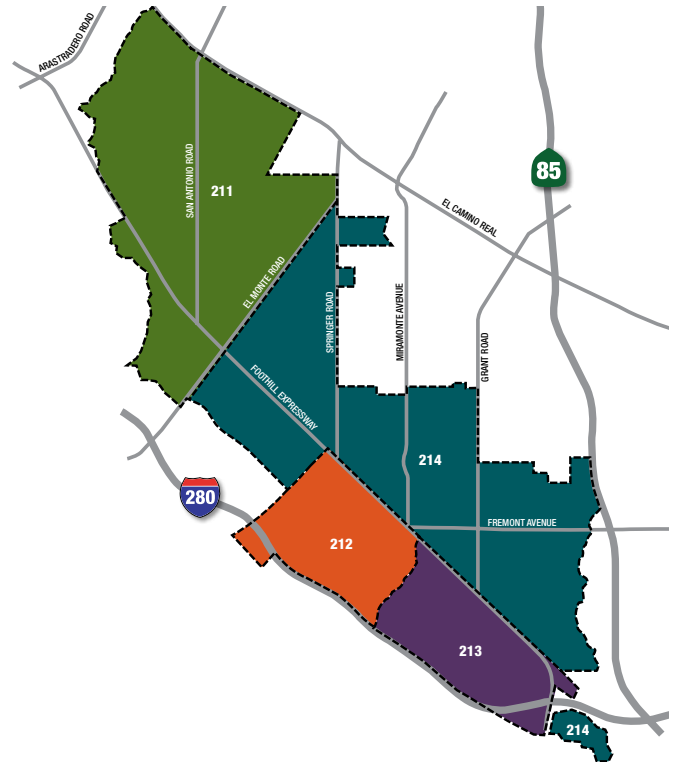
PRICES

Prices once again **soared to record highs in 2025**. After four years with an average price above \$4 million, **for the first time the average price exceeded \$5 million**. Prices escalated in the first quarter of the year with an average of more than \$5.9 million, then dropping to \$4.8 million+ in the second and third quarters, and \$5.1 million in the fourth quarter.

The median price followed suit, reaching a new record of \$4,850,000. It too was the strongest in the first quarter at \$5,810,000.

131 homes, or **47%, sold for \$5 million or more**; this compares to just 34% in 2024. The highest end of the market was strong with 28 sales for \$7 million or more, compared to 15 sales in 2024.

There were 186 homes, or **67%, that sold for more than list price**. Another 19 homes sold at list price and 73 homes sold for less than list price. There were only 6 homes that sold for less than \$3 million (the lowest price was \$2.5 million).



NUMBER OF SALES

In 2025, **sales increased 5%** after a 27% increase in 2024 from the all-time low in 2023. There were **278 single-family homes** reported through the Multiple Listing Service. In addition to the single-family home sales, there were **63 condo/townhome sales** – just slightly higher than in 2024. If you would like further details on condo/townhome sales in 2025, which are not included in this report, we would be happy to provide them to you.

The number of new listings, at 344, was the highest it has been since the height of the pandemic in 2021. In general, there has been a steady decline of new listings since 2012, which has been a factor in the steady increase in prices since then.

LENGTH OF TIME TO SELL

Homes sold very fast in 2025, as they have for the past 6 years with a median days on market of just 8. The greatest percentage, **40%, sold in 7 days or less** while another 36% sold within 8 to 14 days. There were only 30 homes that were on the market for more than 30 days before selling.

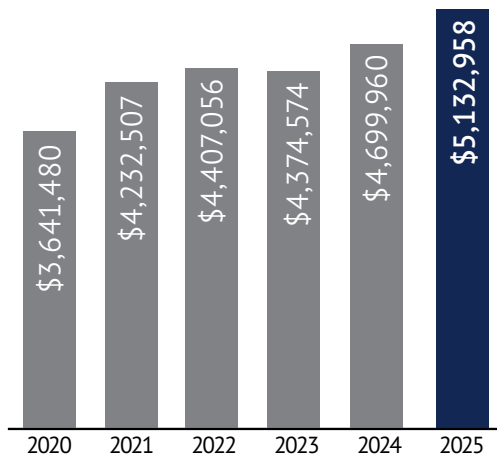
There was a direct **correlation between days on market and price**. For the 30 homes that required a price reduction, the average days on market was 53; all other homes had an average days on market of just 11. Setting the correct price based on local market knowledge and market conditions is essential to obtaining maximum value and a timely sale.

2025 LOS ALTOS SUMMARY BY AREA

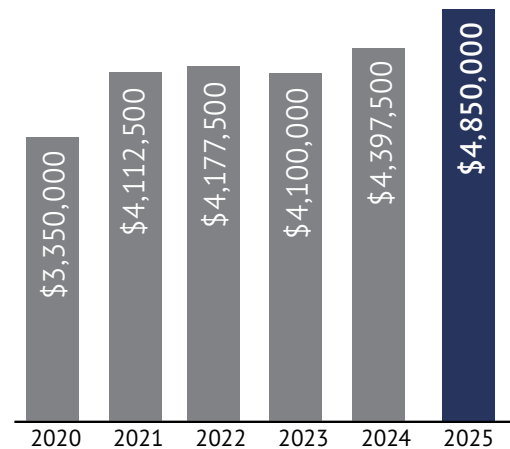
Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
211	North Los Altos	96	\$11,700,000	\$2,530,000	\$5,300,000	\$5,587,275	8
212	Country Club	24	\$11,200,000	\$2,960,000	\$3,887,500	\$4,976,000	15
213	Highlands	32	\$6,100,000	\$3,000,000	\$4,008,750	\$4,164,479	9
214	South of El Monte	126	\$12,000,000	\$2,820,000	\$4,800,000	\$5,062,672	8
	All of Los Altos	278	\$12,000,000	\$2,530,000	\$4,850,000	\$5,132,958	8

Data is based on sales reported to the Multiple Listing Service and does not include any off-market sales.

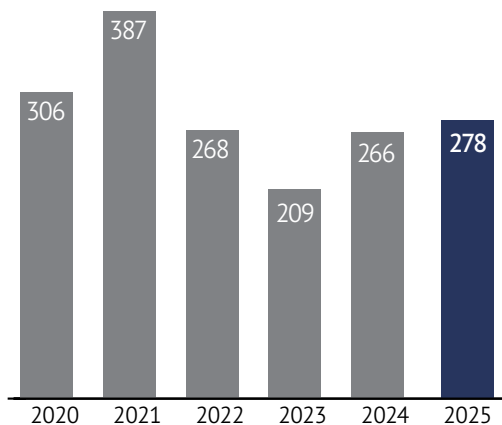
Average Sale Price



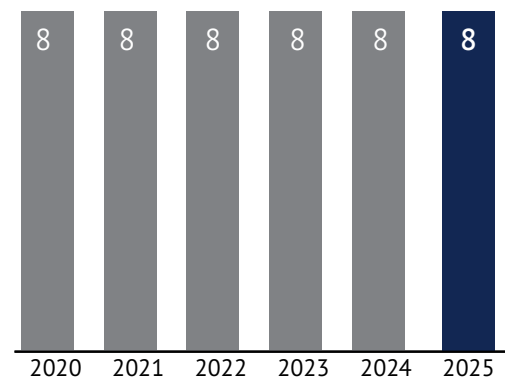
Median Sale Price



Number of Sales



Median Days on Market



NORTH LOS ALTOS

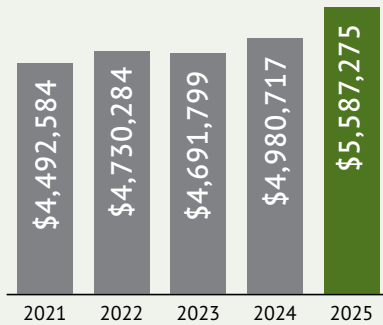
- Record-high average of more than \$5.5 million
- 70% sold for more than list price
- 65% sold for \$5 million or more

The average price represented a 12% increase from 2024 and a new record high. The median price increased by 13%, also reaching a record high.

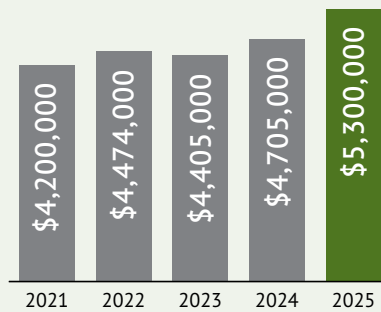
There were 96 sales, of which 48% were in the first half and 52% were in the second half. There have only been 5 years since 2002 in which the number of sales was lower. In 2025, 67 of the homes, or 70%, sold for more than list price.

This area had 15 sales over \$7 million, including one for more than \$11 million.

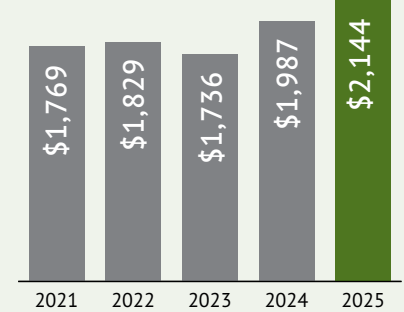
Average Sale Price



Median Sale Price



\$/Sq. Ft.



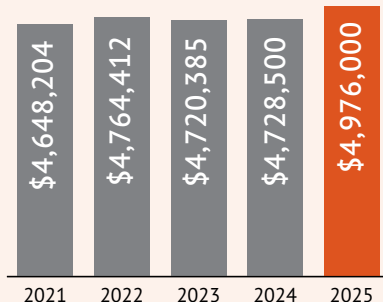
COUNTRY CLUB

- Record-high average price of almost \$5 million
- 50% sold over list price
- 50% sold in 12 days or less

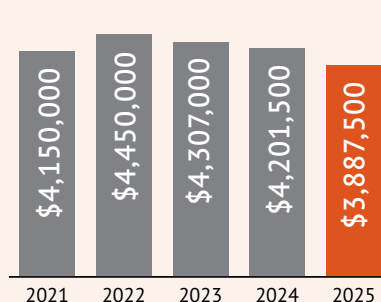
The average price was up 5% to \$4,976,000 after 3 continuous years around \$4.7 million. The median price, however, was down 7%. The number of sales was up a significant 41% to 24 sales. The high-end was particularly strong with 8 sales for more than \$6 million, including one sale for more than \$11 million.

Half of the homes sold for more than list price and half sold in just 12 days or less. These are all clear indications of strong demand for this area.

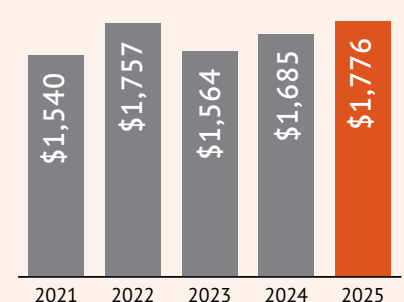
Average Sale Price



Median Sale Price



\$/Sq. Ft.



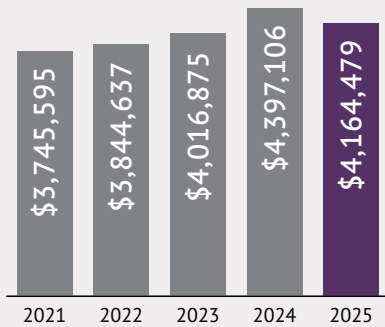
HIGHLANDS

- Decline in average price but still over \$4 million
- 59% sold over list price
- Number of sales highest since 2021

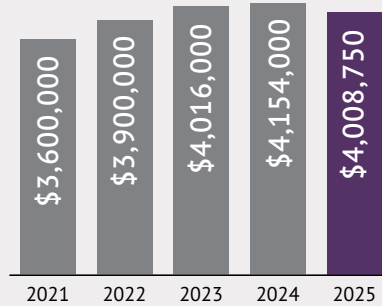
For the third year in a row, the average and median prices remained over \$4 million. This is more than double what prices were just 10 years ago.

There were 32 sales, 19 of which sold for more than list price. The high end was strong with 5 sales for more than \$5 million and there were no sales for less than \$3 million. Homes sold quickly with 66% selling in 12 days or less.

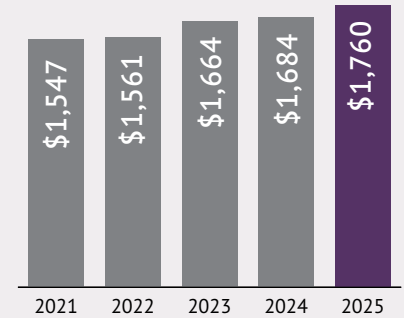
Average Sale Price



Median Sale Price



\$/Sq. Ft.



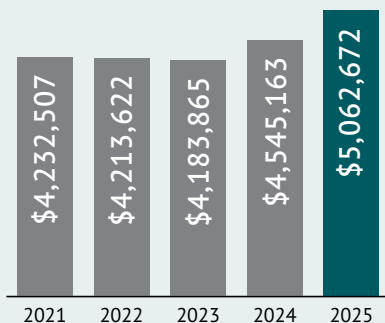
SOUTH OF EL MONTE

- Average price up 9% to new record over \$5 million
- 90% sold in 2 weeks or less
- 70% sold over list price

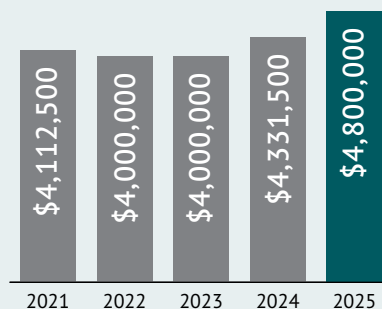
For the first time, the average price exceeded \$5 million. This represented an 11% increase. The median price also reached a record high of \$4.8 million, also representing an 11% increase.

The highest end of the market was particularly strong with 25 sales for more than \$5 million, including 3 for more than \$10 million. The highest price in all of Los Altos in 2025, at \$12 million, was in this area.

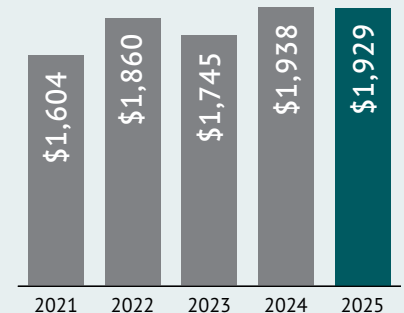
Average Sale Price



Median Sale Price



\$/Sq. Ft.



DAVID AND MIKE'S 2025 LOS ALTOS SALES

*Represented the buyer



356 Covington Rd*



501 Cherry Ave



656 Benvenue Ave



340 W Portola Ave



24139 Summerhill Ave



17 Oak St*



230 Yerba Buena Ave



771 Nash Rd



1204 Eureka Ct



1555 Montebello Oaks St



1310 Holly Ave



743 Santa Rita Ave



1385 Montclair Ct



1644 Kensington Ave



1378 Pritchett Ct



614 Palm Ave



1281 Windimer Dr



665 Belden Ct



933 Lundy Ln*



1231 Gronwall Ln



1708 William Henry Ct



743 Edge Ln*



1700 Holt Ave



384 Cuesta Dr



920 Damian Way



1025 Border Rd



1406 Highland View Ct



1621 Christina Dr



425 First St #32*



114 Cuesta Dr #7



4388 El Camino Real #338

THE TROYER & CABOT GROUP | #1 LOS ALTOS TEAM 2025

Why do more Los Altos Home sellers choose David and 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 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 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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Learn Your
Home's Value



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TROYER & CABOT GROUP #1 TEAM IN 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 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, particularly in highly competitive neighborhoods. 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



2025 LOS ALTOS REAL ESTATE

Record High Prices
Average Price Over \$5 million
67% Sold Over List Price

As always, real estate is a deeply local business, with conditions varying significantly from one neighborhood 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, 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 38 Los Altos 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.

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