

# 2026 LOS ALTOS 1<sup>ST</sup> QUARTER REAL ESTATE REVIEW



## TROYER & CABOT GROUP

Dear Friends and Los Altos Homeowners:

We are pleased to present you with our *Los Altos Real Estate Review* for the 1<sup>st</sup> Quarter, 2026 – the most comprehensive and up-to-date report for Los Altos homeowners. This information is designed to help you understand the market trends and property valuations in Los Altos, a town in which we have specialized in selling homes for more than 30 years. The data included in this report is based on sales of single-family homes that were publicly marketed through the Multiple Listing Service (MLS) and does not include homes that were sold off-market in private sales.

It was a strong 1<sup>st</sup> quarter with **record high prices compared to last year**. Demand this year has been incredibly strong, although the inventory of homes for sale was very low, which resulted in these higher prices. Both the average and median prices were up with the median price exceeding \$5 million, however the prices were not nearly as strong as they were in the 1<sup>st</sup> quarter of last year. Read more about this in “Prices” inside. Many sellers are still reluctant to relinquish their low-interest loans, which has affected inventory. Buyers continue to be drawn to Los Altos and **it is still a seller’s market**.

At the start of this year, we formally introduced the Troyer & Cabot Group – a true partnership between David Troyer and Mike Cabot, built on decades of shared experience in the Los Altos market. This is not a traditional team structure, but a hands-on collaboration where both David and Mike are actively involved in every client relationship, bringing a deeper level of insight, strategy, and accountability to each sale.

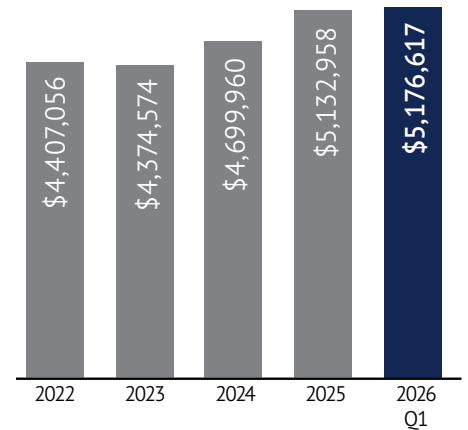
That partnership has already delivered exceptional results in the 1<sup>st</sup> quarter, while continuing our long-standing focus on local expertise and data-driven guidance. We remain the **#1 Realtor Team in Los Altos**, having represented more than 880 buyers and sellers in the community.

Whether you are considering selling your home or searching for the right opportunity, we would be honored to represent you. Please reach out anytime with questions or for a personalized market analysis.

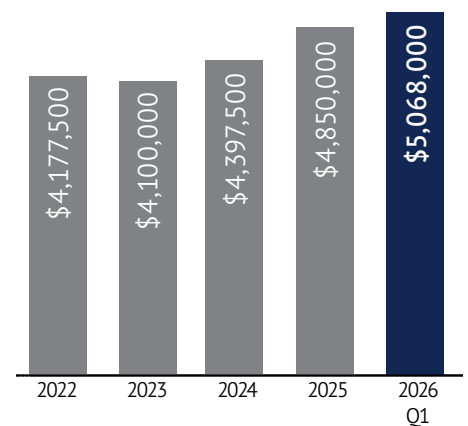
Sincerely,

David Troyer and Mike Cabot

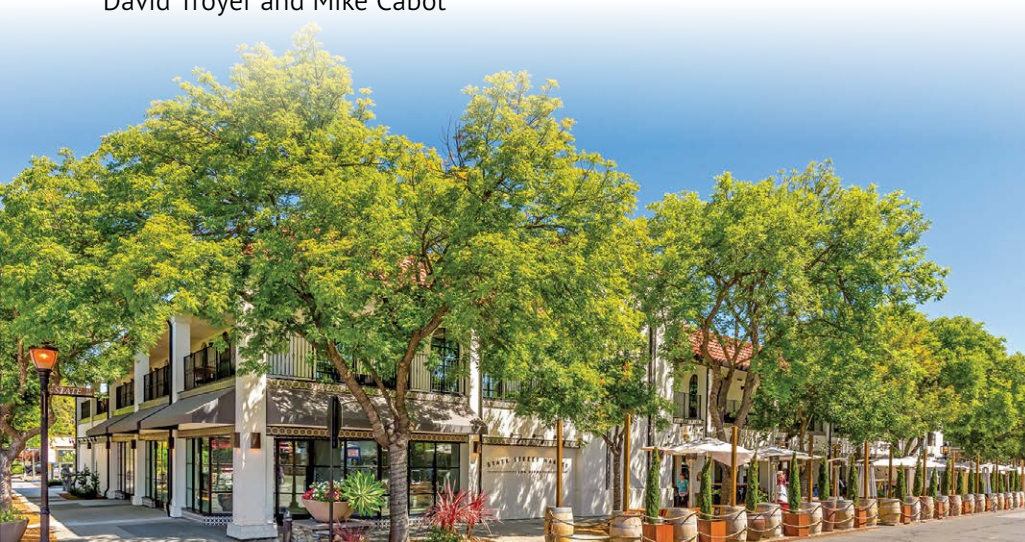
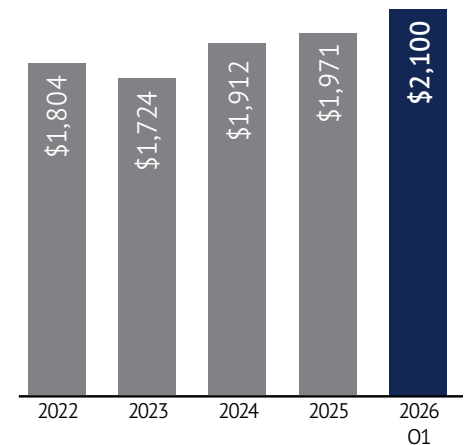
Average Price



Median Price



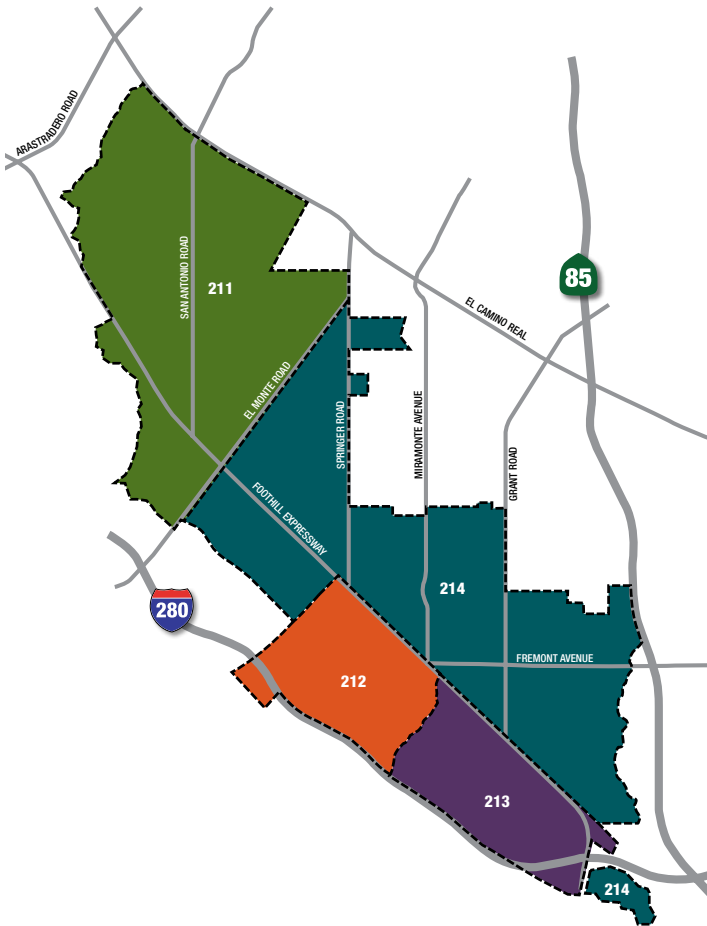
Price per Sq. Ft.



# 2026 LOS ALTOS 1<sup>ST</sup> QUARTER REAL ESTATE REVIEW

## RECAP OF 1<sup>ST</sup> QUARTER 2026

- Average Q1 price of \$5,176,617; up 1% compared to last year
- Median Q1 price of \$5,068,000; up 4% compared to last year
- 69% sold over list price in Q1
- 76% sold in less than 2 weeks in Q1
- 4 sales for more than \$7 million



## NUMBER OF SALES

There were **51 sales** of single-family homes reported through the Multiple Listing Service in the 1<sup>st</sup> quarter. This was a 19% increase compared to the 43 sales in the same quarter in 2025; there were 41 sales in the 1<sup>st</sup> quarter of 2023.

In addition to the 51 single-family home sales, there were strong sales for **condos/townhomes with 14**. This compares to 19 condo/townhome sales in the 1<sup>st</sup> quarter of 2025 and only 4 each in the 1<sup>st</sup> quarter of 2024 and 2023. If you would like further details on condo/townhome sales this year, which are not included in this report, we would be happy to provide them to you.

## PRICES

While prices were record high in the 1<sup>st</sup> quarter compared to all of last year, they were much lower compared to the 1<sup>st</sup> quarter of 2025. This year the average price was \$5,176,617; this compares to \$5,940,821 in the 1<sup>st</sup> quarter of 2025 representing a 13% decline. Attributing to that high average price in 2025 were 2 sales in the \$11 million range. This year, the highest price was \$8.5 million.

The **median price exceeded \$5 million**. At \$5,068,000, this was 4% higher than last year. Like the average price, the median price was also 13% lower than it was in the 1<sup>st</sup> quarter of 2025 when it reached \$5,810,000.

There were **4 sales for more than \$7 million** with a high of \$8.5 million. One of these homes sold for list price and the other 3 sold over list price; they all sold in 9 days or less.

The total number of homes that sold over list price was high with **35, or 69%**. This compares to 67% in the 1<sup>st</sup> quarter of last year.

The **price per square foot in the 1<sup>st</sup> quarter was \$2,100** – a 6.5% increase compared to last year, a record high, and the first time exceeding \$2,000 per square foot.

## LENGTH OF TIME TO SELL

Homes sold very quickly in the 1<sup>st</sup> quarter with 39% selling in just 7 days or less and 76% selling in less than 2 weeks. On average, homes in the 1<sup>st</sup> quarter sold in 17 days.

## OUTLOOK

As we reported to you at the beginning of the year in our annual report (find it on the Market Data tab at [troycabot.com](http://troycabot.com)), we anticipated continued demand in 2026, which is exactly what we saw. Q1 2026 did see noticeable volatility in the financial markets, with meaningful swings driven by geopolitical events, energy shocks, and shifting economic expectations. As a result, it's too early to determine how this may affect our local market going forward. Real estate in Los Altos remains highly sought-after, and limited inventory continues to support strong pricing. Buyers may become more cautious, but the fundamentals of the local market – top schools, a thriving community, and proximity to major tech employers – remain key drivers of demand.

With only **28 homes listed for sale** (plus 5 being discreetly marketed), **this is an exceptional opportunity to entrust your property sale to the Troyer & Cabot Group**. Our team boasts a proven track record in preparing homes for sale and an unwavering commitment to securing expected prices or exceeding them. We encourage you to get in touch with us now to review your individual circumstances – as a seller or a buyer. There is never any obligation.

## NORTH LOS ALTOS – 1<sup>ST</sup> QUARTER

- Average price \$5,739,400
- Average price up 3% since 2025
- 73% sold for more than list price

The average price in the 1<sup>st</sup> quarter was \$5,739,400, which was 3% higher than last year. There were 6 sales for \$6 million or more, including the highest price in the 1<sup>st</sup> quarter at \$8.5 million.

The median price of \$5,500,000 increased even more at 4% compared to last year when it was \$5,300,000.

11 of the 15 homes sold, or 73%, sold for more than list price; only two sold for less than list price. The average price per square foot in North Los Altos in the 1<sup>st</sup> quarter was \$2,389, an 11% increase compared to all of last year. Only 2 homes took longer than 9 days to sell.

## COUNTRY CLUB – 1<sup>ST</sup> QUARTER

- 6 sales compared to 4 in Q1 last year
- Average price of \$5,222,447
- 67% sold in 8 days or less

There were 6 sales in the 1<sup>st</sup> quarter, compared to 4 in the same quarter last year. Demand was strong with 4 homes selling in 8 days or less and 3 homes selling for more than list price.

The average price of \$5,222,447 was 5% higher than last year's average of \$4,976,000. The median price was up 23% from last year to \$4,775,000.

## LOS ALTOS SUMMARY BY AREA JANUARY – MARCH 2026

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
211	North Los Altos	15	\$8,500,000	\$4,250,000	\$5,500,000	\$5,739,400	8
212	Country Club	6	\$8,250,000	\$3,850,000	\$4,775,000	\$5,222,447	8
213	Highlands	4	\$4,725,000	\$3,550,000	\$4,425,000	\$4,281,250	24
214	South of El Monte	26	\$7,200,000	\$3,170,800	\$4,747,500	\$4,979,108	7
	All of Los Altos	51	\$8,500,000	\$3,170,800	\$5,068,000	\$5,176,617	8

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

## HIGHLANDS – 1<sup>ST</sup> QUARTER

- Limited data with just 4 sales
- Average and median prices over \$4 million
- Homes took longer to sell

There were 4 sales in the 1<sup>st</sup> quarter of 2026, compared to 3 in the 1<sup>st</sup> quarter last year. This limited data is not enough to determine any trends in this area at this time. Two homes sold for more than list price and only one sold in 9 days; the others took up to 65 days.

The average price of \$4,281,250 reflected a 3% increase compared to all of last year. The median price of \$4,425,000 reflected a 10% increase.

The average price per square foot was \$1,472, a 16% decline compared to last year.

## SOUTH OF EL MONTE – 1<sup>ST</sup> QUARTER

- Average price \$4,979,108
- Average price down 2% since 2025
- 73% sold over list price

There were 26 sales and only 4 homes sold for less than \$4 million; 7 homes sold for \$6 million or more, including 1 for more than \$7 million.

The average price at \$4,979,108 was 2% lower than it was in all of 2025. The median price was 1% lower to \$4,747,500.

Price per square foot in the 1<sup>st</sup> quarter was an average of \$2,085, an increase of 8% compared to last year. 81% of the homes sold in less than 2 weeks and 73% sold over list price.

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## TROYER & CABOT GROUP #1 LOS ALTOS TEAM 2025 \$4.4B+ IN SALES

More Los Altos home sellers choose David and Mike.  
Here's why:

- 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 troycabot.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.

Your home is where our heart is



### 2026 LOS ALTOS 1<sup>ST</sup> QUARTER REVIEW

Average and Median Prices Up  
69% Sold Over List Price  
76% Sold in Less Than 2 Weeks

- 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 #1 reason home sellers choose The Troyer & Cabot Group: **No one sells more Los Altos homes than David Troyer and Mike Cabot.**

Selling a home can be stressful.  
Be sure to contact David and Mike.  
You have nothing to lose.

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