

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



## TROYER & CABOT GROUP

Dear Friends and Los Altos Hills Homeowners:

We are pleased to present you with our *Los Altos Hills Real Estate Review* for the 1<sup>st</sup> Quarter, 2026 – the most comprehensive and up-to-date report for Los Altos Hills homeowners. This information is designed to help you understand the market trends and property valuations in Los Altos Hills, 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.

Prices in Los Altos Hills dropped slightly in the 1<sup>st</sup> quarter following the record highs of last year. The average price, though, remained over \$6 million. There were only 18 sales, just two more than the same quarter last year. There were 39 new listings in the 1<sup>st</sup> quarter compared to 49 in the same period last year. The ratio of sales to new listings this year was 49% compared to only 35% in the 1<sup>st</sup> quarter of 2025. Sellers are still reluctant to relinquish their low-interest loans, which continues to affect inventory. Despite the current economic instability (see our Outlook inside), buyers are drawn to Los Altos Hills 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 Hills 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.

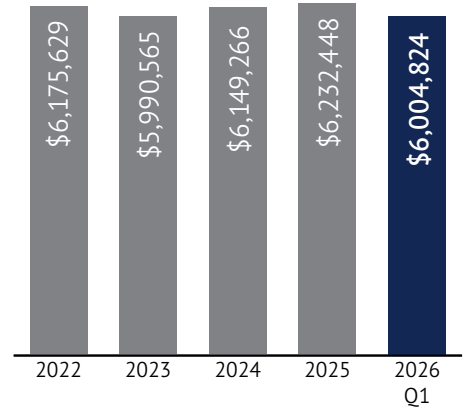
That partnership has already delivered exceptional results in the 1<sup>st</sup> quarter, while continuing our long-standing focus on local expertise and data-driven guidance. We remain the **#1 Realtor Team in Los Altos Hills**, having represented more than 250 buyers and sellers in the community.

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.

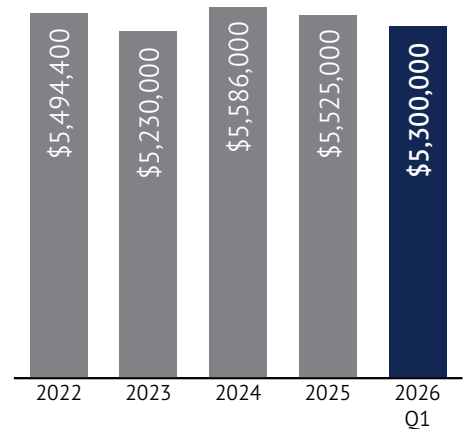
Sincerely,

David Troyer and Mike Cabot

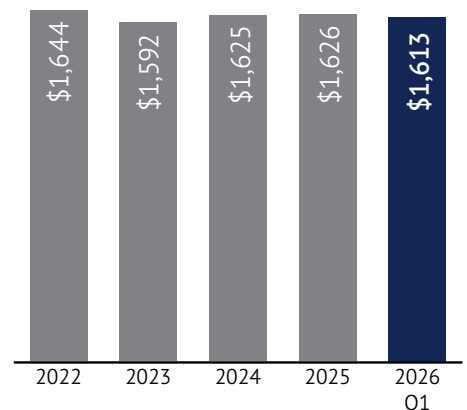
Average Price



Median Price



Price per Sq. Ft.





## 2026 Q1 LOS ALTOS HILLS HOME SALES

ADDRESS	BEDS/BATHS	SQ. FT.	ACRES	LIST PRICE	SALE PRICE	PRICE/SQ. FT.	LIST PRICE VS. SALE PRICE	DOM
26321 Alexander Pl	6/6+	9,218	1.01	\$18,800,000	\$18,150,000	\$1,969	97%	7
12690 Dianne Dr	6/6.5	7,199	1.02	\$8,946,000	\$8,355,000	\$1,161	93%	108
11913 Murietta Ln	4/3.5	3,070	1.72	\$5,980,000	\$6,400,000	\$2,085	107%	8
28100 Radcliffe Ln	5/4.5	4,392	1.43	\$5,488,000	\$6,150,000	\$1,400	112%	7
27464 Altamont Rd	4/3.5	4,928	4.24	\$6,498,000	\$6,125,000	\$1,243	94%	50
26939 Beatrice Ln	4/2.5	2,635	0.98	\$5,995,000	\$5,568,000	\$2,113	93%	125
23423 Toyonita Rd	5/4.5	4,054	1.00	\$5,875,000	\$5,475,000	\$1,351	93%	62
11637 Rebecca Ln	6/5	4,669	1.28	\$5,595,000	\$5,350,000	\$1,146	96%	10
<b>12911 Atherton Ct</b> 	<b>5/3.5</b>	<b>4,147</b>	<b>1.28</b>	<b>\$4,998,000</b>	<b>\$5,300,000</b>	<b>\$1,278</b>	<b>106%</b>	<b>7</b>
26951 Almaden Ct	3/2.5	2,246	1.04	\$5,300,000	\$5,167,500	\$2,301	98%	22
27769 Edgerton Rd	5/3.5	3,671	2.04	\$5,398,000	\$5,000,000	\$1,362	93%	35
27856 Black Mountain Rd	5/3.5	2,732	1.00	\$4,500,000	\$4,830,000	\$1,768	107%	15
12272 Windsor Ct	5/3	1,803	1.10	\$4,750,000	\$4,390,000	\$2,435	92%	51
24793 Northcrest Ln	4/2.5	2,567	1.79	\$3,995,000	\$4,114,500	\$1,603	103%	14
27000 Almaden Ct	4/2.5	2,790	0.51	\$3,499,999	\$3,950,000	\$1,416	113%	45
10915 Mora Dr	4/2.5	3,101	1.01	\$3,898,000	\$3,907,000	\$1,260	100%	14
28266 Christopher Ln	4/3.5	2,520	1.02	\$3,898,000	\$3,850,000	\$1,528	99%	13

 Sold by The Troyer Group

Information provided from MLS.

## 2026 LOS ALTOS HILLS TRENDS SUMMARY

	# Of Sales	High \$	Low \$	Median \$	Average \$	Median Days
<b>2026 Q1</b>	17	\$18,150,000	\$3,850,000	\$5,300,000	\$6,004,824	15
<b>2025</b>	108	\$19,500,000	\$1,300,000	\$5,462,500	\$6,232,448	11
<b>2024</b>	79	\$14,000,000	\$2,900,000	\$5,586,000	\$6,149,266	16
<b>2023</b>	52	\$16,250,019	\$3,280,000	\$5,230,000	\$6,065,010	11
<b>2022</b>	76	\$19,000,000	\$3,100,000	\$5,525,000	\$6,204,701	9
<b>2021</b>	128	\$21,000,000	\$2,750,000	\$5,162,500	\$5,794,390	11
<b>2020</b>	103	\$12,740,000	\$1,575,000	\$4,100,000	\$4,798,836	14
<b>2019</b>	53	\$8,798,800	\$2,400,000	\$4,200,000	\$4,498,349	23
<b>2018</b>	70	\$10,075,000	\$2,450,000	\$4,825,000	\$5,060,289	20
<b>2017</b>	94	\$25,000,000	\$2,038,000	\$3,881,000	\$4,732,844	14
<b>2016</b>	100	\$16,500,000	\$1,801,000	\$3,800,000	\$4,381,407	22
<b>2015</b>	95	\$25,000,000	\$1,650,000	\$3,625,000	\$4,382,057	14
<b>2014</b>	96	\$10,180,000	\$2,000,000	\$3,200,000	\$3,689,220	17

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

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

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

PRSR STD  
U.S. Postage  
PAID  
San Francisco, CA  
Permit No. 2001

Learn Your  
Home's Value



©2026 Intero, a Berkshire Hathaway Affiliate and wholly owned subsidiary of HomeServices of America, Inc. All rights reserved. The logo is a registered trademark of Intero Real Estate Services, Inc. If your home is currently listed for sale, this is not intended as a solicitation of that listing. Information in this report is deemed reliable, but not guaranteed. ©Marketing Designs, Inc. 650.802.0888 marketingdesigns.net



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

More Los Altos Hills home sellers choose David & 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 [troyercabot.com](http://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.

Your home is where our heart is



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

Average and Median Prices Down Slightly  
Few Homes For Sale  
Homes Sold Quickly

- 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 #1 reason home sellers choose The Troyer & Cabot Group: **No one sells more Los Altos/Los Altos Hills 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.**

**650.440.5076 | [troyercabot.com](http://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