

2026 LOS ALTOS 1ST HALF 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 1st Half, 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.

Demand for homes in the 1st half was **exceptionally strong, however, inventory was limited** as sellers continue to be reluctant to relinquish their low interest rate loans. The average price was up just slightly from last year and still over \$5 million; the median price was up 1% to \$4.92 million. Confirming demand were two main indicators: 68% of all sales were for more than list price and 77% sold in 2 weeks or less. Buyers continue to want to own properties in this great town, making it an ideal seller's market.

On a personal note, we are honored to once again be the **#1 Realtor Team in Los Altos and #19 Large Team in the United States**, per *RealTrends* June 2026. We attribute our success to a passion for selling homes here for more than 30 years, an in-depth knowledge of this community, and our incredible team who provides our clients with an unparalleled level of service in this industry.

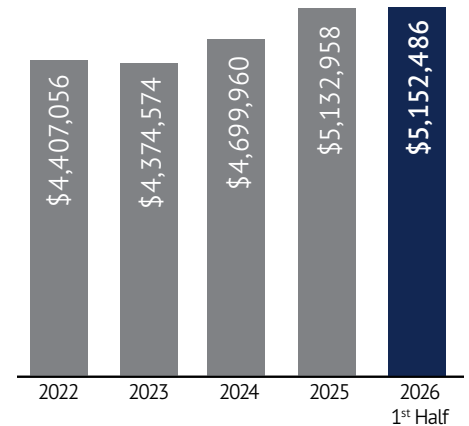
In today's market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience.

Having represented more than 890 buyers and sellers in Los Altos, we have the experience and knowledge that it takes to successfully sell your home, or to find you the perfect home. Please contact us with any questions and for a free market analysis of your home. It would be our pleasure to represent you.

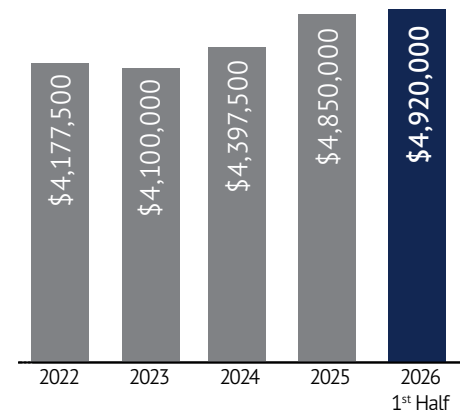
Sincerely,

David Troyer and Mike Cabot

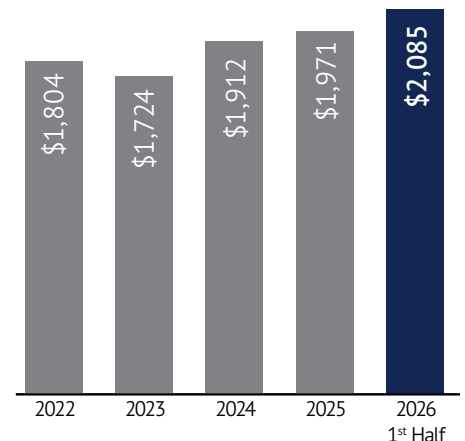
Average Price



Median Price



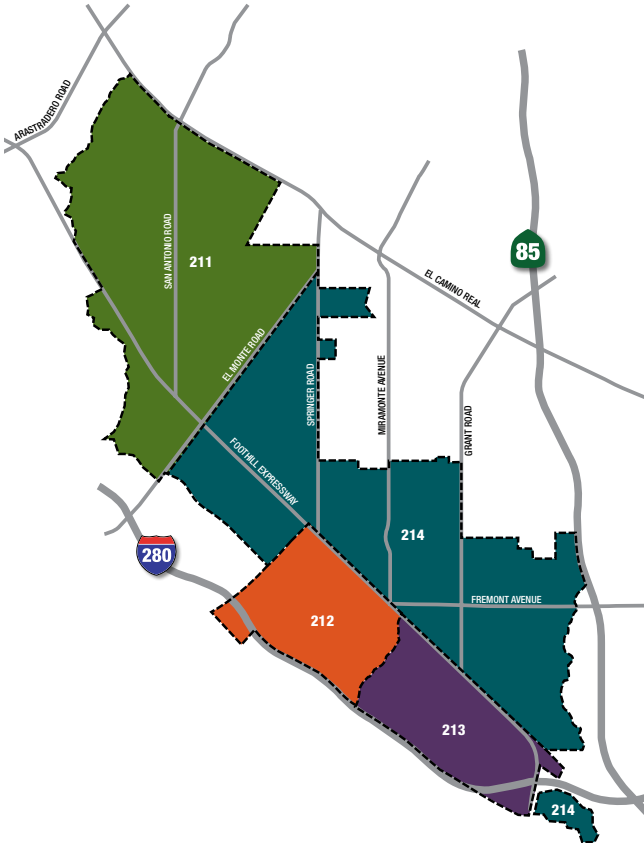
Price per Sq. Ft.



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RECAP OF 1ST HALF 2026

- Average price steady with last year; up just slightly
- Average price exceeded \$5.1 million
- Median price exceeded \$4.9 million; up 1% from last year
- Homes sold very quickly
- 68% sold over list price



NUMBER OF SALES

There were **146 sales** of single-family homes reported through the Multiple Listing Service in the 1st half of 2026. This compares to 140 in the 1st half of 2025 and 123 sales in the 1st half of 2024. After years of declining inventory, **the number of homes available for sale has increased**, resulting in more sales.

In addition to the 146 single-family home sales, there were **32 condo/townhome sales**. 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

Prices were steady. The average increased less than 1% since last year to \$5,152,486. The median price increased 1% in the 1st half to \$4.92 million, which compares to \$5.1 million in the 1st half of last year. In both North and South Los Altos, both the average and median prices remained over \$5 million, as they were last year.

Unlike last year's 1st half, which had 3 sales between \$11.5 million and \$12 million, there have been no sales over \$10 million this year, however, there were 9 sales between \$8 million and \$10 million. The vast majority of the homes, 49%, sold for \$5 million or more. 68% of the homes sold for more than list price, which compares to 71% in the 1st half of last year.

The **price per square foot in the 1st half was \$2,085 – a new record high** and the first time exceeding \$2K per square foot.

LENGTH OF TIME TO SELL

Strong demand was evidenced by how quickly homes sold with a median days on market of just 8. **77% sold in 2 weeks or less** and 43% sold in one week or less. Only 13% took longer than 30 days to sell.

OUTLOOK

As outlined in our Market Outlook at the beginning of the year and again in our 1st Quarter Report (both available on the Market Data tab at troycercabot.com), continued buyer demand was anticipated throughout 2026, and that is exactly what has unfolded. The limited supply of available homes has remained the defining characteristic of the market, and there is little indication that inventory will increase significantly during the second half of the year.

With the continued strength of the stock market and the anticipated IPOs of several AI-related companies, buyer confidence is expected to remain strong. Financial market fluctuations and geopolitical events could still create periods of uncertainty, but the underlying fundamentals that have long supported the Los Altos market remain firmly in place. Exceptional schools, a vibrant downtown, proximity to many of the world's leading technology companies, and a limited supply of homes continue to drive demand and support home values.

With just **16 homes currently available for sale**, plus another 5 being marketed privately, conditions continue to favor sellers. If you are considering a move, **this is an excellent time to explore your available opportunities.** Troyer & Cabot Group has a long history of efficiently preparing homes for market, positioning them to achieve exceptional results, and guiding clients through every step of the process. Please contact us to schedule a confidential consultation, without obligation, to learn what today's market could mean for you.

Learn Your
Home's Value



NORTH LOS ALTOS – 1ST HALF

- Highest average sales price in Los Altos
- 54 total sales, 39 in the 2nd quarter
- 81% sold for list price or more

The average price in the 1st quarter was \$5,739,400 and \$5,234,879 in the 2nd quarter resulting in a 1st half average price of \$5,375,024, which was 9% lower than the same period last year. There were 15 sales for \$6 million or more, including 6 sales for more than \$8 million. The highest priced sale in all of Los Altos at \$9,555,000 was in this area.

There were just 15 sales in the 1st quarter and 39 sales in the 2nd quarter. This low number was due to the few number of homes for sale.

A significant 81% of the homes in the 1st half sold for list price or more. The average price per square foot in North Los Altos in the 1st half was a new record at \$2,183. This was 6% higher than it was in the 1st half of 2025.

COUNTRY CLUB – 1ST HALF

- Median price up; average price down from 2025
- 7 of the 13 sales were for more than list price
- 5 sales were for more than \$5 million

There were 13 sales, compared to 16 sales in the 1st half of 2025. Of the 13 sales, 7 were for more than list price, indicating a high level of demand. The average price, at \$4,571,129, was down 8% and the median price was up 13% compared to all of 2025 and rising above \$4 million for the first time. While not a record high for the area, there was one sale for \$8.25 million that sold for list price in just 6 days.

Of the 13 sales, 8 sold in 12 days or less, another clear indication of demand. Only one home sold for less than \$3 million. The average price per square foot was \$1,916 – a dramatic record high for the area.

LOS ALTOS SUMMARY BY AREA JANUARY – JUNE 2026

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
211	North Los Altos	54	\$9,555,000	\$1,740,000	\$5,045,250	\$5,375,024	8
212	Country Club	13	\$8,250,000	\$2,950,000	\$4,384,682	\$4,571,129	8
213	Highlands	17	\$6,960,000	\$3,400,000	\$4,600,000	\$4,624,102	11
214	South of El Monte	62	\$9,300,000	\$2,950,000	\$5,087,500	\$5,225,440	8
All of Los Altos		146	\$9,555,000	\$1,740,000	\$4,920,000	\$5,152,486	8

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

HIGHLANDS – 1ST HALF

- Dramatic new record-high prices
- No sales for less than \$3.4 million
- 53% sold over list price

There were just 4 sales in the 1st quarter and then 13 sales in the 2nd quarter. The total of 17 sales compares to 14 sales in the 1st half of 2025. The average price, at \$4,624,102, was up 11% from 2025 and the median price at \$4,600,000 was up 15%. No homes sold for less than \$3 million and only 2 sold for less than \$4 million.

Of the 17 sales, 9 were for more than list price, including the most expensive sale at \$6,960,000, which sold for 75% over list price. This area did take longer for homes to sell.

The average price per square foot in the 1st half was \$1,693, which was 4% lower than it was last year.

SOUTH OF EL MONTE – 1ST HALF

- Record-high average and median prices
- 9 sales for \$7 million or more
- 73% sold over list price

There were 62 sales in the 1st half of 2026 compared to 65 in the 1st half of 2025. There were 26 sales in the 1st quarter and then 36 sales in the 2nd quarter. The average price was up 3% compared to 2025 and the median price was up 6% exceeding \$5 million for the first time.

Of the 62 sales, 45, or 73%, sold over list price. Another clear indication of demand was how quickly homes sold – 81% sold in 2 weeks or less. There were 2 sales for more than \$8 million and 1 sale for less than \$3 million.

Price per square foot in the 1st half was \$2,142, which was a new record high and the first time exceeding \$2K per square foot.

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Learn Your
Home's Value



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TROYER & CABOT GROUP #1 LOS ALTOS TEAM 2025 \$4.6B+ 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 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.



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Average Price Steady; Median Price Up

68% Sold Over List Price

Homes Sold Very 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 market, the team's knowledge, relationships, and results speak for themselves.
- The number one reason home sellers choose The Troyer & Cabot Group: **No one has sold more Los Altos homes than David Troyer and Mike Cabot.**

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.

Want more reasons? Check out David and Mike's reviews on Yelp and at troyercabot.com.

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