2026 LOS ALTOS HILLS 1ST HALF 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 1st Half, 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.

Demand for homes in the 1st half was strong, however, inventory was limited as sellers continue to be reluctant to relinquish their low interest rate loans. The number of new listings, at 77, was down from 86 in the same period last year. **The average price was up just slightly to a new record high** and the median price was down just slightly compared to last year. Confirming demand were two main indicators: 37% of all sales were for more than list price and 50% sold in 2 weeks or less. Buyers continue to want to own properties in Los Altos Hills, making it an ideal seller's market.

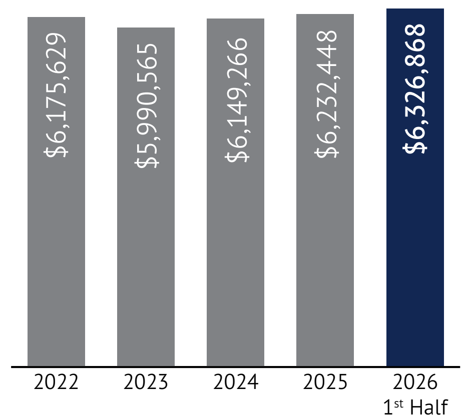
On a personal note, we are honored to once again be the **#1 Realtor Team in Los Altos & Los Altos Hills and #19 Large Team in the United States**, per *RealTrends* June 2026. We attribute our success to a passion for selling homes here for more than 30 years, an in-depth knowledge of this community,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

Having represented more than 252 buyers and sellers in Los Altos Hills, 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.

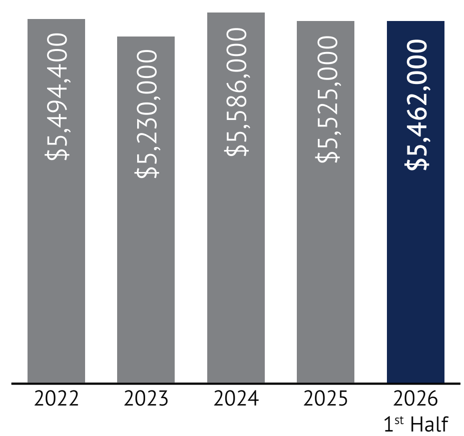
Sincerely,
David Troyer and Mike Cabot

Sold by Troyer & Cabot Group in 2026

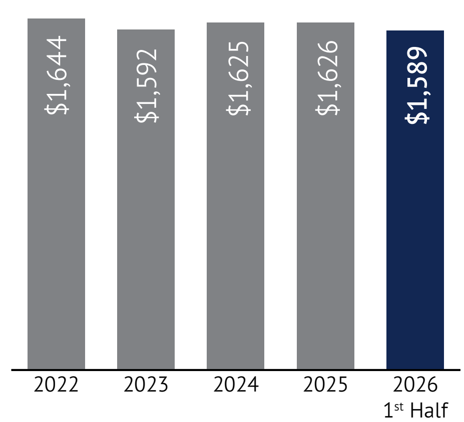
Average Price



Median Price



Price per Sq. Ft.



2026 LOS ALTOS HILLS 1ST HALF REAL ESTATE REVIEW

RECAP OF 1ST HALF 2026

- Prices adjust by 1%; average up, median down
- High end strong with 5 sales between $10.7 million and $18.1 million
- 37% sold over list price
- Half sold in 2 weeks or less

City	Average $ through Q2
Atherton	$13,354,589
Woodside	$7,123,680
Los Altos Hills	$6,326,868
Monte Sereno	$5,587,289
Los Altos	$5,162,791
Palo Alto	$5,079,065
Portola Valley	$4,785,402
Saratoga	$4,759,449
Menlo Park	$4,105,860
Los Gatos	$3,084,967

Los Altos Hills commanded the third highest prices in Silicon Valley through the 1st Half 2026. Data based on sales reported of single-family homes in the Multiple Listing Service.

NUMBER OF SALES

There were 51 sales in the 1st half, with only 17 in the 1st quarter, as reported through the Multiple Listing Service. The 1st half sales of 51 compares to 47 sales in the 1st half of 2025 and 33 in the 1st half of 2024. The **number of new listings was down 10%** compared to the same period last year.

PRICES

The average price was **$6,326,868, a 1.5% increase over last year and a new record high**. The median price was down a slight 1% to $5,462,000 compared to last year.

Contributing to the increase in average price was the high end of the market, which was strong with 5 sales between $10.7 million and $18.1 million. There were an additional 5 sales between $8 million and $10 million; there were no sales for less than $3.2 million. **37% of the sales were for more than list price**. This compares to 55% in the 1st quarter.

The price per square foot in the 1st half was $1,589; this compares to $1,620 in the 1st half of last year.

LENGTH OF TIME TO SELL

Half of the homes sold in 2 weeks or less, however, 20, or 39%, 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 troyercabot.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 Hills market remain firmly in place. Exceptional schools, generous lot sizes, 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 14 homes currently available for sale**, plus another 10 being marketed privately, conditions continue to favor sellers. If you are considering a move, this is an excellent time to explore your available opportunities. The 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

2026 2ND QUARTER **LOS ALTOS HILLS HOME SALES**

ADDRESS	BEDS/BATHS	SQ. FT.	ACRES	LIST PRICE	SALE PRICE	PRICE/SQ. FT.	LIST PRICE VS. SALE PRICE	DOM
25751 Elena Rd	7/9.5	11,206	2.12	$15,900,000	$15,250,000	$1,361	95.91%	236
27210 Ohlone Ln	5/5+	5,434	1.79	$10,995,000	$10,995,000	$2,023	100.00%	15
12728 La Cresta Dr*	**4/4.5**	**6,508**	**1.00**	**$9,332,000**	**$10,788,000**	**$1,658**	**115.60%**	**9**
26960 Orchard Hill Ln	7/7.5	4,983	1.00	$10,900,000	$10,700,000	$2,147	98.17%	293
420 Magdalena Ave	4/4.5	4,495	0.61	$9,500,000	$9,100,000	$2,024	95.79%	10
28500 Matadero Creek Ln	6/6+	8,270	4.40	$9,088,888	$9,088,888	$1,099	100.00%	0
26805 Palo Hills Dr	4/3.5	3,768	1.07	$8,595,000	$8,595,000	$2,281	100.00%	4
10340 W Loyola Dr	4/5+	5,822	1.36	$8,228,000	$8,228,000	$1,413	100.00%	38
25601 Fernhill Dr	6/4+	5,063	1.92	$7,300,000	$7,150,000	$1,412	97.95%	32
12950 Cortez Ln	5/4.5	4,495	1.01	$6,988,000	$7,100,000	$1,580	101.60%	7
24292 Elise Ct	**6/5+**	**7,598**	**1.00**	**$7,498,000**	**$7,056,000**	**$929**	**94.11%**	**36**
13057 La Cresta Dr	4/2+	3,598	1.08	$6,495,000	$6,580,000	$1,829	101.31%	7
26950 Orchard Hill Ln	4/3.5	3,592	1.00	$6,498,000	$6,550,000	$1,824	100.80%	5
23251 Partridge Ln	5/4.5	4,522		$6,495,000	$6,530,000	$1,444	100.54%	8
13918 Mir Mirou Dr	4/4	3,869	1.15	$6,695,000	$6,500,000	$1,680	97.09%	77
12800 Clausen Ct	5/5.5	5,088	1.21	$6,899,000	$6,250,000	$1,228	90.59%	80
24855 Prospect Ave	4/3	3,157	1.00	$6,494,000	$5,950,000	$1,885	91.62%	34
12361 Hilltop Dr	3/2.5	2,119	1.32	$5,500,000	$5,500,000	$2,596	100.00%	0
27000 Appaloosa Way	5/3	3,599	1.03	$5,098,000	$5,462,000	$1,518	107.14%	8
12390 Gigli Ct	5/3.5	3,900	2.73	$5,595,000	$5,325,000	$1,365	95.17%	61
26854 Robleda Ct	4/3	3,594	1.03	$4,795,000	$5,325,000	$1,482	111.05%	9
27994 Via Ventana Way	4/3.5	5,412	2.24	$5,500,000	$5,300,000	$979	96.36%	86
25845 Springhill Dr	**5/4**	**3,186**	**1.00**	**$4,998,000**	**$5,300,000**	**$1,664**	**106.04%**	**7**
25440 Crescent Ln	3/2.5	2,837	1.04	$4,495,000	$5,200,000	$1,833	115.68%	8
24821 Prospect Ave	4/3.5	2,354	0.99	$5,500,000	$4,930,000	$2,094	89.64%	28
12387 Stonebrook Dr	5/3.5	3,300	1.00	$5,588,000	$4,900,000	$1,485	87.69%	34
10950 Magdalena Rd	4/4	4,060	1.01	$4,195,000	$4,192,500	$1,033	99.94%	7
27240 Altamont Rd	3/3	2,832	1.15	$3,825,000	$4,085,000	$1,442	106.80%	9
11614 Dawson Dr	4/2.5	3,176	1.00	$4,008,888	$4,008,888	$1,262	100.00%	0
12544 Corbetta Ln	3/3	2,487	1.05	$3,998,000	$4,000,000	$1,608	100.05%	21
14278 Amherst Ct	5/2.5	2,474	1.34	$4,395,000	$3,998,000	$1,616	90.97%	42
25564 Fernhill Dr	4/3	2,979	1.00	$4,300,000	$3,900,000	$1,309	90.70%	41
26969 Moody Rd.	4/2	2,878	1.58	$3,400,000	$3,500,000	$1,216	102.94%	9
27869 Altamont Cir	3/2.5	2,468	0.57	$3,251,000	$3,251,000	$1,317	100.00%	0

Sold by The Troyer Group   * Represented buyer

Information provided from MLS.

2026 LOS ALTOS HILLS **TRENDS SUMMARY**

	# Of Sales	High $	Low $	Median $	Average $	Median Days
2026 1st H	51	$18,150,000	$3,251,000	$5,462,000	$6,326,868	14
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	52	$16,250,019	$3,280,000	$5,230,000	$6,065,010	11
2022	76	$19,000,000	$3,100,000	$5,525,000	$6,204,701	9
2021	128	$21,000,000	$2,750,000	$5,162,500	$5,794,390	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	$4,498,349	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

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

2026 LOS ALTOS HILLS
1ST HALF REAL ESTATE REVIEW

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

Learn Your Home's Value

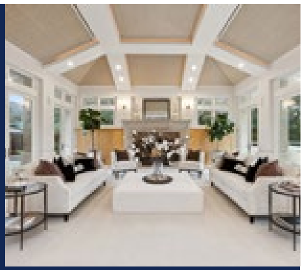
TROYER & CABOT GROUP

#1 LOS ALTOS/LOS ALTOS HILLS TEAM 2025

$4.6B+ IN SALES

Your home is where our heart is

THE TROYER & CABOT GROUP



2026 LOS ALTOS HILLS 1ST HALF REVIEW

Prices Fairly Steady

5 Sales for More Than $10 Million

37% Sold Over List Price

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/Los Altos Hills 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.

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