

2026 LOS ALTOS 3RD 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 3rd 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 35 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 this year has been **incredibly strong, driven by the lack of inventory and the strength of the stock market**, particularly in the AI sector. The average price through the 3rd quarter is up 3% to another record high. Confirming demand were 10 homes that sold for more than \$1 million over list price and by as much as \$1.52 million. Homes sold very quickly, especially in the 3rd quarter with half selling in 8 days or less. Some sellers continue to be reluctant to relinquish their low-interest loans but buyers are more eager than ever even though mortgage rates have climbed. The strength of the stock market outweighs that for many. Los Altos is such a great town and it is a 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 35 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.

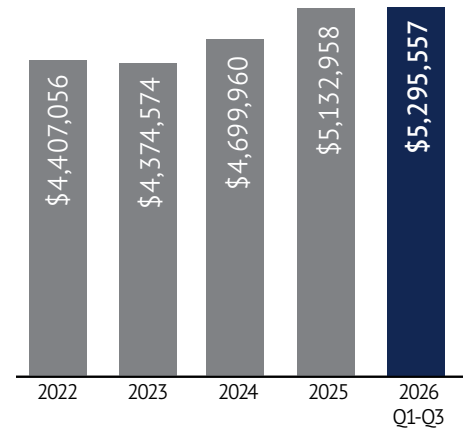
In today's market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience.

Having represented more than 897 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.

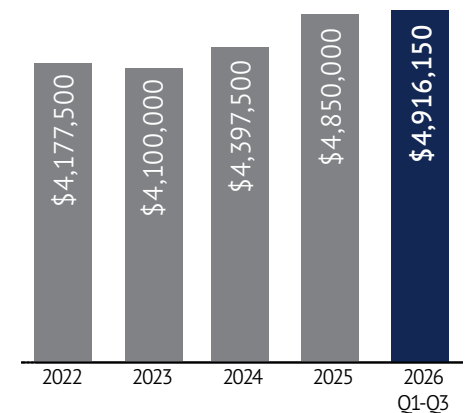
Sincerely,

David Troyer and Mike Cabot

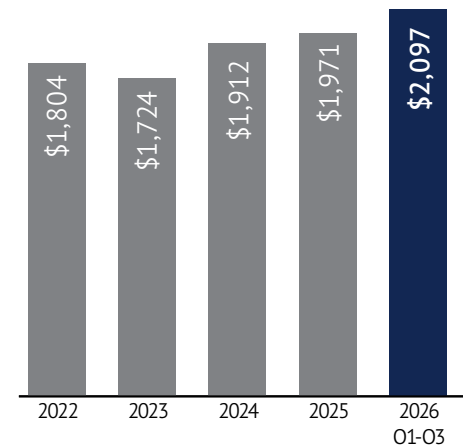
Average Price



Median Price



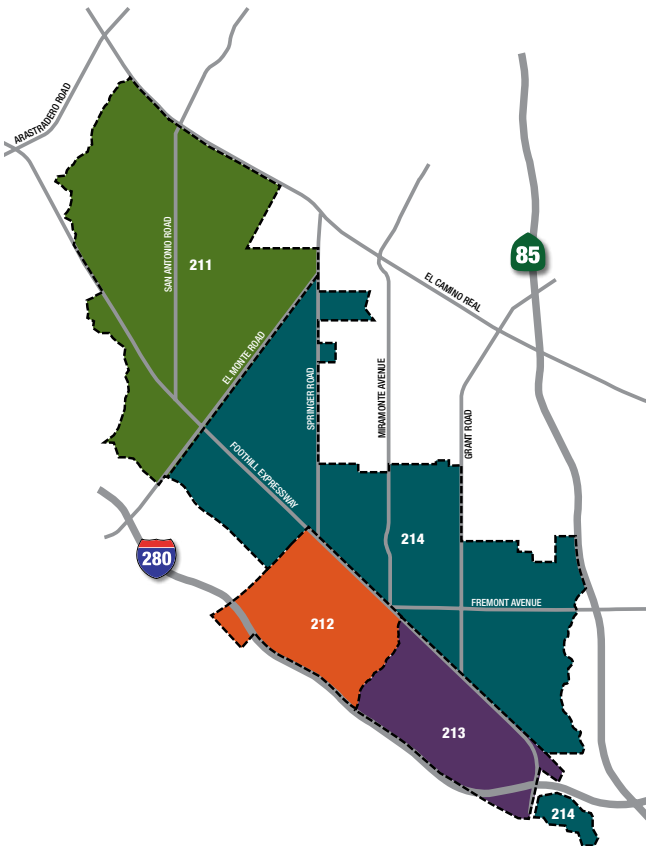
Price per Sq. Ft.



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RECAP OF 3RD QUARTER 2026

- Average Q3 price of \$5,585,673; up 15% compared to Q3 last year
- 64% sold over list price in Q3 compared to 54% in Q3 last year
- 69% sold in less than 2 weeks in Q3
- 15 sales for more than \$7 million in Q3 compared to 7 in Q3 last year
- YTD average price up 3% compared to all of last year



NUMBER OF SALES

There were 51 sales in the 1st quarter, 95 sales in the 2nd quarter, and **72 sales in the 3rd quarter**. This total of 218 sales through the 3rd quarter compares to 211 sales in the same period last year – a 3% increase.

In addition to the 72 single-family home sales in the 3rd quarter, there were **14 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

A **record-breaking price for an individual home occurred in the 3rd quarter at \$16 million**. The previous high was \$13.25 million.

The **average price for the 72 homes sold in the 3rd quarter was \$5,585,673**. 15 homes sold for more than \$7 million and 34 homes sold for more than \$5 million. Only 3 homes sold for less than \$3.1 million.

The **average price in the 3rd quarter was up 15%** compared to the same quarter last year. Year-to-date through the 3rd quarter, the average price of \$5,295,557 **was up 3% compared to all of last year**.

The **median price in the 3rd quarter was \$4,910,150**, representing a 14% increase compared to the same quarter last year. Year-to-date through the 3rd quarter, the **median price of \$4,916,150 was up 1% compared to all of last year**.

The **price per square foot through the 3rd quarter was \$2,097** – a 6% increase compared to all of 2025 and a new record high.

There were 46 homes, or 64%, that sold for more than list price in the 3rd quarter. On average, homes in the 3rd quarter sold for 107% of list price. It is important to also note that **10 homes sold for more than \$1 million over list price** and up to as much as \$1.52 million over list.

LENGTH OF TIME TO SELL

Homes sold very quickly in the 3rd quarter with half selling in just 8 days or less and 69% selling in less than 2 weeks. On average, homes in the 3rd quarter sold in 23 days.

OUTLOOK

As outlined in our Market Outlook at the beginning of the year and again in our 1st Half 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 before the end of the year.

Steady demand, limited inventory, and strong buyer confidence continue to define the local market. A clear indication is 10 homes selling for more than \$1 million over list price. With the continued strength of the stock market and the anticipated IPOs of several AI-related companies, buyer confidence is expected to remain strong.

With just 20 homes currently available for sale, plus another 3 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 – 3RD QUARTER

- Average price \$5,758,058
- Record-high Los Altos sale of \$16 million
- 65% sold for more than list price

The average price in the 3rd quarter was \$5,758,058, up from \$5,234,879 in the 2nd quarter, and \$5,739,400 in the 1st quarter. 13 homes, or 57%, sold for more than \$5 million and only 2 homes sold for less than \$3.2 million. The average price year-to-date in North Los Altos, of \$5,489,437, was 3% higher than it was in all of 2025. The record-breaking sale of \$16 million was in this area.

There were 23 sales in the 3rd quarter, compared to 39 sales in the 2nd quarter, and 15 sales in the 1st quarter. 65% of the homes sold for more than list price. Only 4 homes took longer than 3 weeks to sell.

The average price per square foot in North Los Altos in the 3rd quarter was \$2,287. This was 7% higher than it was in all of 2025.

COUNTRY CLUB – 3RD QUARTER

- Average price in Q3 of \$5,414,750
- 8 sales; 3 over list price
- Average price YTD down slightly since 2025

There were 8 sales in the Country Club in the 3rd quarter, compared to only 3 in the same period last year. Prices ranged from \$3,125,000 to \$8,200,000. There were 7 sales in the 2nd quarter and 6 sales in the 1st quarter. The 3rd quarter average price was \$5,414,750 and the median price was \$3,990,000, almost \$1 million higher than the 3rd quarter last year.

3 homes listed under \$4 million sold for more than list price. On average, homes sold for 102% of list price.

The average price per square foot in the Country Club in the 3rd quarter was \$1,713. This was 3% lower than it was in all of 2025.

LOS ALTOS SUMMARY BY AREA JANUARY – SEPTEMBER 2026

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
211	North Los Altos	77	\$16,000,000	\$1,740,000	\$5,126,000	\$5,489,437	8
212	Country Club	21	\$8,250,000	\$2,950,000	\$4,384,682	\$4,892,509	15
213	Highlands	24	\$6,960,000	\$3,400,000	\$4,594,400	\$4,623,314	11
214	South of El Monte	96	\$11,660,000	\$2,920,000	\$5,000,000	\$5,396,277	7
All of Los Altos		218	\$16,000,000	\$1,740,000	\$4,916,150	\$5,295,557	8

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

HIGHLANDS – 3RD QUARTER

- Average price in Q3 of \$4,621,400
- 4 of the 7 homes sold over list price in Q3
- Record-high average price YTD up 11% since 2025

Sales were strong in the 3rd quarter with 7 sales between \$3,550,000 and \$6,700,000. There were 13 sales in the 2nd quarter and 4 sales in the 1st quarter. Year-to-date through the 3rd quarter, the average price of \$4,623,314 was up 11% compared to all of 2025.

4 of the 7 homes sold in the 3rd quarter sold for more than list price and 1 sold at list price. On average, homes sold for 107% of list price.

The price per square foot in the Highlands in the 3rd quarter was \$1,837, which was 4% higher than all of 2025.

SOUTH OF EL MONTE – 3RD QUARTER

- Average price in Q3 was \$5,707,803
- 8 sales between \$7 million and \$11.66 million
- 71% sold over list price in Q3

The average price in the 3rd quarter was \$5,707,803, compared to \$5,403,347 in the 2nd quarter and \$4,979,108 in the 1st quarter. Year-to-date, the average price of \$5,396,277 was 6% higher than it was in all of 2025.

There were 34 sales in the 3rd quarter; 8 sales were for more than \$7 million and there was just 1 sale for less than \$3.6 million. Of the 34 sales, 71% sold for more than list price. On average, homes sold for 108% of list price.

Average price per square foot in the 3rd quarter was \$2,164, which was 11% higher than all of last year.

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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.

Your home is where our heart is



2026 LOS ALTOS 3RD QUARTER REVIEW

YTD Q3 Average Price Up 3%

Record-High \$16 Million Sale

64% Sold For More Than List Price

- 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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