

2026 LOS ALTOS HILLS 3RD 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 3rd 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 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.

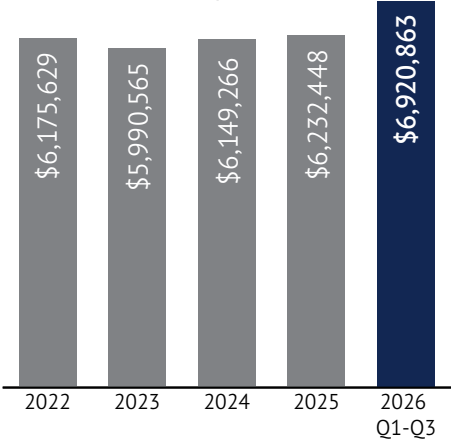
Demand for homes in the 3rd quarter was strong; however, inventory was limited as sellers continued to be reluctant to relinquish their low interest rate loans. The number of new listings, at just 36, was down from 45 in the same period last year. A record-breaking high sale for \$30 million occurred in the 3rd quarter along with 3 other sales for more than \$10 million. The previous high for a home here was \$25 million. As a result, the average price was up significantly for the quarter, as well as for the year. 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 35 years, an in-depth knowledge of this community, and our incredible team members who provide our clients with an unparalleled level of service in this industry.

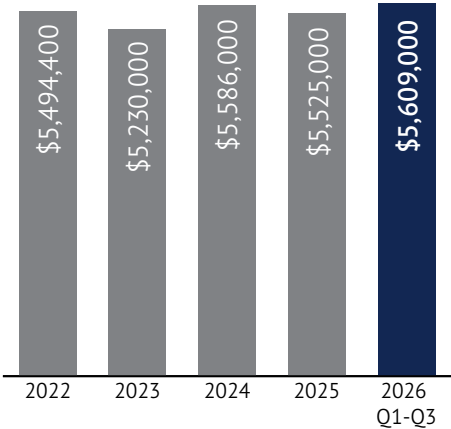
Having represented more than 256 buyers and sellers in Los Altos Hills, we have the experience and knowledge that it takes to successfully sell your home, or to find you the perfect home. Please contact us with any questions and for a free market analysis of your home. It would be our pleasure to represent you.

Sincerely,
David Troyer and Mike Cabot

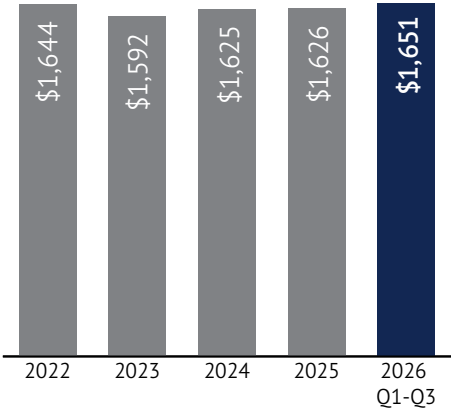
Average Price



Median Price



Price per Sq. Ft.



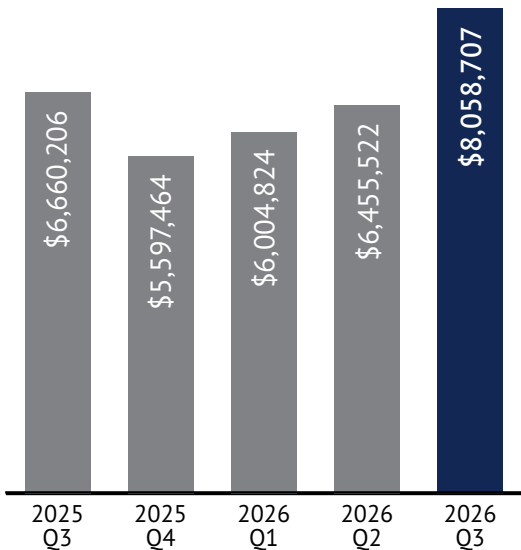
Sold by Troyer & Cabot Group in 2026

2026 LOS ALTOS HILLS 3RD QUARTER REAL ESTATE REVIEW

RECAP OF 3RD QUARTER 2026

- Record-setting price of \$30 million
- Average price in Q3 up 28% compared to 2025
- Average price Q3 YTD up 10% compared to 2025
- 4 sales over \$10 million in Q3
- Only 29% sold over list price in Q3

Average Price by Quarter



City	Average \$ through Q3
Atherton	\$13,893,537
Los Altos Hills	\$6,920,863
Woodside	\$6,373,960
Portola Valley	\$5,474,184
Los Altos	\$5,301,194
Monte Sereno	\$5,252,230
Palo Alto	\$4,932,899
Saratoga	\$4,654,309
Menlo Park	\$4,119,314
Los Gatos	\$2,991,289

Los Altos Hills commanded the second highest prices in Silicon Valley through the 3rd Quarter 2026. Data based on sales reported of single-family homes in the Multiple Listing Service.

NUMBER OF SALES

There were **28 sales in the 3rd quarter**, 35 sales in the 2nd quarter, and 17 sales in the 1st quarter. This total of 80 sales through the 3rd quarter is the exact same number of sales in the same period last year.

PRICES

Prices in the 3rd quarter were remarkably strong. This was particularly influenced by an all-time record-breaking sale for \$30 million. As a result, **the average price in the 3rd quarter rose sharply to \$8,058,707.** The median price in the 3rd quarter – a truer indication of values – was \$6,625,000, which represented a 21% increase compared to all of last year.

Year-to-date **through the 3rd quarter, the average price of \$6,920,863** compared to all of last year was up 10%. The median price of \$5,609,000 was up 2%.

In the 3rd quarter, there were 4 homes sold for more than \$10 million, 13 homes for \$7 million or more, and only 1 home that sold for less than \$4 million. Of the 28 sales, 8, or **29%, sold for more than list price**, including the second-most expensive sale in the quarter.

The average price per square foot in the 3rd quarter was \$1,688 – a 7% increase from last year when it was \$1,573. Through the 3rd quarter, the average price of \$1,651 was up 2% compared to last year.

LENGTH OF TIME TO SELL

Homes sold in an average of 31 days in the 3rd quarter with just 39% of the sales occurring in 2 weeks or less. The median days on market was 21. There were 6 sales that took 2 months or longer.

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 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 before the end of the year.

Steady demand, limited inventory, and strong buyer confidence continue to define the local market. 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 **17 homes currently available for sale**, plus another 4 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



2026 Q3 LOS ALTOS HILLS HOME SALES

ADDRESS	BEDS/BATHS	SQ. FT.	ACRES	LIST PRICE	SALE PRICE	PRICE/SQ. FT.	LIST PRICE VS. SALE PRICE	DOM
27500 La Vida Real	5/7+	20,982	8.03	\$36,999,000	\$30,000,000	\$1,430	81.08%	31
10718 Mora Dr	7/8+	8,877	1.26	\$17,000,000	\$17,500,000	\$1,971	102.94%	2
25600 Burke Ln	7/6	6,231	1.09	\$12,998,000	\$11,450,000	\$1,838	88.09%	63
26140 Rancho Manuella Ln	5/6.5	8,803	1.19	\$11,800,000	\$10,800,000	\$1,227	91.53%	130
12681 Miraloma Way	4/4.5	4,180	1.00	\$9,958,000	\$9,800,000	\$2,345	98.41%	26
26990 Taaffe Rd	5/4.5	5,015	1.25	\$9,998,000	\$9,750,000	\$1,944	97.52%	4
14170 Baleri Ranch Rd	5/4.5	5,180	1.37	\$9,350,000	\$9,350,000	\$1,805	100.00%	26
26541 Purissima Rd	4/5.5	4,990	1.16	\$9,250,000	\$9,300,000	\$1,864	100.54%	14
25933 Alicante Ln	5/5	4,025	1.00	\$7,988,000	\$8,900,000	\$2,211	111.42%	7
13321 La Paloma Rd	6/3.5	4,601	1.49	\$8,488,000	\$8,275,800	\$1,799	97.50%	7
11881 Francemont Dr 🏡	6/4+	4,890	1.62	\$7,498,000	\$7,500,000	\$1,534	100.03%	26
14220 Wild Plum Ln	5/3.5	4,955	1.11	\$7,750,000	\$7,000,000	\$1,413	90.32%	88
26201 Dori Ln	4/4.5	4,410	1.50	\$6,490,000	\$7,000,000	\$1,587	107.86%	13
13415 Country Way	4/3.5	3,701	1.00	\$6,800,000	\$6,750,000	\$1,824	99.27%	15
28100 Story Hill Ln	4/4.5	4,557	1.01	\$6,988,000	\$6,500,000	\$1,426	93.02%	64
12882 Viscaino Rd 🏡	6/6	5,024	1.21	\$6,398,000	\$6,250,000	\$1,244	97.69%	24
28505 Matadero Creek Ln	5/3.5	4,276	3.76	\$4,999,999	\$5,680,000	\$1,328	113.60%	16
10669 Magdalena Rd	5/3.5	3,811	1.00	\$5,998,888	\$5,650,000	\$1,483	94.18%	69
25900 Vinedo Ln	4/3	2,476	1.11	\$5,388,000	\$5,350,000	\$2,161	99.30%	11
27133 Adonna Ct	4/2.5	2,466	1.00	\$5,395,000	\$5,300,000	\$2,149	98.24%	7
25550 Moody Rd	5/4.5	3,752	1.01	\$5,298,000	\$5,298,000	\$1,412	100.00%	36
27500 Elena Rd	4/3	2,749	0.90	\$4,850,000	\$4,960,000	\$1,804	102.27%	7
11270 Page Mill Rd 🏡	4/3.5	3,576	3.30	\$5,350,000	\$4,900,000	\$1,370	91.59%	26
27220 Carrington Cir	4/3.5	3,790	1.00	\$5,198,000	\$4,850,000	\$1,280	93.31%	54
12800 Dianne Dr	4/2.5	2,292	1.11	\$4,998,000	\$4,850,000	\$2,116	97.04%	17
24721 Olive Tree Ln	4/3	3,268	1.30	\$4,620,000	\$4,620,000	\$1,414	100.00%	0
27690 Central Dr 🏡	3/2.5	2,649	2.80	\$4,498,000	\$4,350,000	\$1,642	96.71%	85
13100 Byrd Ln	3/2.5	2,242	1.93	\$3,495,000	\$3,710,000	\$1,655	106.15%	9

🏡 Sold by The Troyer & Cabot Group

Information provided from MLS.

2026 LOS ALTOS HILLS TRENDS SUMMARY

	# Of Sales	High \$	Low \$	Median \$	Average \$	Median Days
2026 Q1-Q3	80	\$30,000,000	\$3,251,000	\$5,609,000	\$6,920,863	15
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.

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Learn Your
Home's Value



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TROYER & CABOT GROUP #1 LOS ALTOS/LOS ALTOS HILLS TEAM 2025 \$4.6B+ IN SALES

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](https://www.troyercabot.com).

Your home is where our heart is



2026 LOS ALTOS HILLS 3RD QUARTER REVIEW

Record-Setting Price of \$30 Million

4 Sales Over \$10 Million

Inventory Down

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