

Market Report

Palo Alto

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Palo Alto *area*

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What's your home really worth in today's market?

That's the question you should be asking yourself.

Our market is incredibly diverse and rapidly changing. Values vary not just by neighborhood but by street. Your home isn't necessarily worth what your neighbors' home is. It's the current market that sets the value of your home.

So, do you know what your home is worth in **today's market?**

I can help...

Contact me for a confidential, no obligation assessment of your home's value.

How To Find the Best Deal Possible on a Home Right Now



Want to know how to find the best deal possible in today's housing market? Here's the secret. Focus on homes that have been sitting on the market for a while.

Because when a listing lingers, sellers tend to get more realistic – and, more willing to negotiate. And that's where the savviest buyers are finding homes other buyers overlook.

[READ MORE](#)



Smart Strategies for a *Smooth* Mortgage Application

Secure Your Dream Home Today

Navigating the mortgage application process can be a breeze with a little preparation. To ensure a successful application and closing, consider these helpful tips for what to avoid.



1 Avoid major purchases like furniture, cars, or vacations to keep your credit profile stable.

2 Maintain your current employment to show financial stability.

3 Always consult your mortgage professional before making large financial moves.

4 Avoid paying off debts or collections without professional advice.

5 Use verified funds for deposits to prevent closing delays.

6 Don't have your credit report pulled too many times - this can hurt your credit score.



Keep your financial habits steady for the **best mortgage** outcomes.

Start Your Smooth Mortgage Journey –

Reach Out to Us!



American Home Shield Has You Covered When the Unexpected Happens.

What is a Home Warranty?

More Than Insurance— Total Peace of Mind

A home warranty is a service plan that covers the repair or replacement costs when your home's systems and appliances break down due to normal wear and tear. While home insurance protects against disasters, a home warranty fills in the gaps by covering everyday issues, helping safeguard both your home and your budget.





How Does a Home Warranty Work?

When Something Breaks, We've Got You Covered

When something breaks down, there's only one name to remember—American Home Shield. Submit your service request online, 24/7, and we'll take care of the rest. After paying a set service fee, one of our local repair Pros will come to your home, assess the problem, and repair or replace the covered item.

Protect Your Home Today

Learn more about American Home Shield Home Warranties at



www.AHS.com



1-800-555-1234

Home Renovations That Can Make a **BIG IMPACT** According to Experts

In 2024, the homebuying market faces significant challenges—high prices, steep interest rates, and limited housing inventory. For many, renovating their current home is a more attractive option than purchasing a new one. While the LIRA report predicts a decline in renovation spending, experts emphasize that small-scale updates or targeted larger projects can still deliver major benefits.



What to Consider When Choosing a Home Renovation Project

Before diving into a renovation, it's essential to plan carefully and budget wisely. Working with reputable professionals is key, especially those offering financing options and transferable warranties. Sharing your budget with contractors upfront and involving designers early ensures that your renovation runs smoothly and achieves both financial and functional success. A detailed plan will keep the project on track and help avoid costly surprises.

6 Renovation Projects That Make a Big Impact



Bathroom Upgrades

Bathrooms are a safe investment. Simple changes like a new vanity, upgraded flooring, or fresh lighting can completely transform the space. For a luxurious touch, consider adding a freestanding tub for a spa-like experience.



Kitchen Renovations

The kitchen is a crucial space for resale value. Opening up the space or adding functional features can make a big difference. Smaller updates, like upgrading appliances, cabinets, or flooring, can give your kitchen a fresh, modern feel.



Big Design Impacts

Bold design choices, such as statement wallpaper, unique lighting, or striking color palettes, can refresh any room. Layering textiles or mixing traditional and modern styles creates a space that feels cohesive and impactful.



Health-Forward Changes

Renovations focusing on health are becoming increasingly popular. Use non-toxic materials free from Red List chemicals like BPA and VOCs. Consider adding air purifiers, water filtration systems, and better ventilation to create a healthier living environment.



Exterior Upgrades

First impressions matter, and curb appeal can greatly impact your home's value. Exterior upgrades like siding, roofing, and landscaping enhance both aesthetics and security. Adding outdoor living spaces, such as a garden or entertainment area, boosts appeal even more.



Creating Spaces Unique to Your Family

Tailor renovations to your family's lifestyle. Flexible spaces that accommodate work-from-home needs, growing children, or future buyers will add lasting value. Think about both how your family uses the space and how it will appeal to future buyers.

**Want to know how Home Concierge
can help with your listing?**

Contact Us Today!

Project Spotlight:

ANENBERG-ESSERT FAMILY ADU IN CAMPBELL

Enhancing Property Value and Family Living Space with an Acton ADU

The Anenberg-ESSERT family in Campbell collaborated with Acton ADU to create a versatile, comfortable, and valuable addition to their property. This ADU project is a shining example of how a well-designed accessory dwelling unit can increase property value and serve a family's unique needs.



Goals and Vision

The family envisioned an ADU that would function as an independent living space for family members, enhance their property's worth, and provide seamless integration with the main home. They wanted a space that balanced privacy with connectivity, feeling like a natural extension of their residence.

Design and Construction Details



Constructed at 747 square feet, this ADU was designed with modern, high-quality finishes to serve both aesthetic and practical needs. Key features include:



Vaulted Ceilings

Creates a spacious, open atmosphere.



Fully Equipped Kitchen

Modern amenities for everyday convenience.



Senior-Friendly Living

Safe, independent space for elderly family members.



Open Living Area

Multipurpose area for relaxation and entertainment.

Results and Impact

The completion of the Anenberg-Essert ADU led to several valuable outcomes:



Increased Property Value

The ADU addition significantly boosted property value.



Modern Comforts

High-end finishes and amenities enhance both function and style.



Flexible Living Space

A versatile space for family, guests, or as a rental.



Enhanced Family Living

The ADU enriches the Anenberg-Essert family's home with both privacy and connection.

Thinking about how an ADU could fit into your family's lifestyle or property investment strategy?

Trust Acton ADU to guide you every step of the way.

LEARN MORE

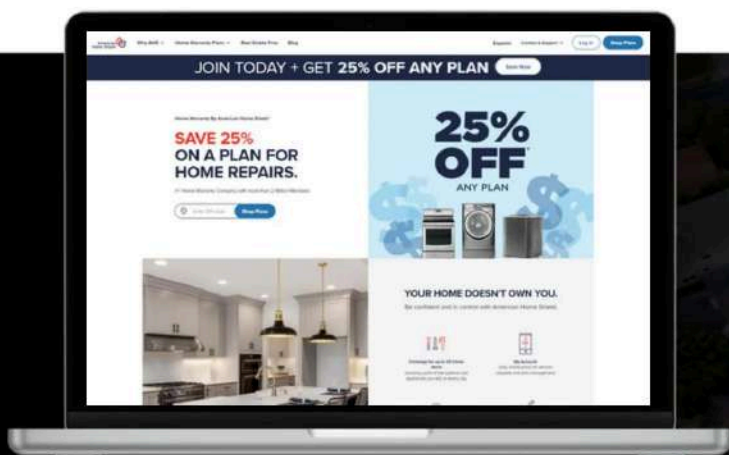
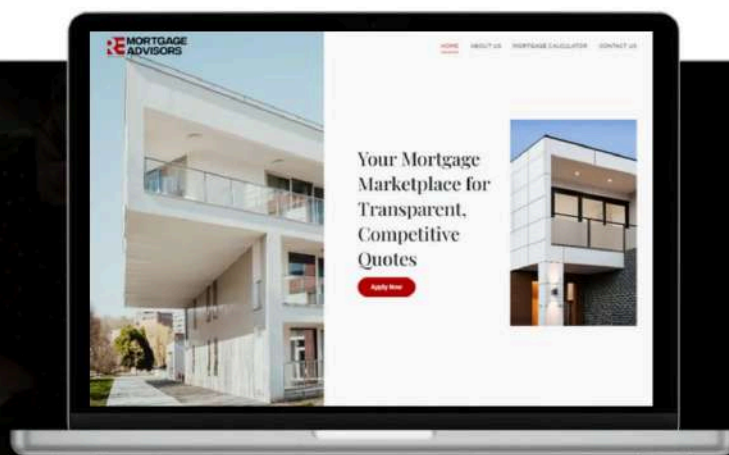
Vendor Directory

When it comes to home ownership, knowing who you can trust is crucial. That's why we've curated a select list of trusted vendors who are ready to help with your home goals.

**RE MORTGAGE
ADVISORS**

CLICK HERE

for your mortgage needs



**American
Home Shield**

CLICK HERE

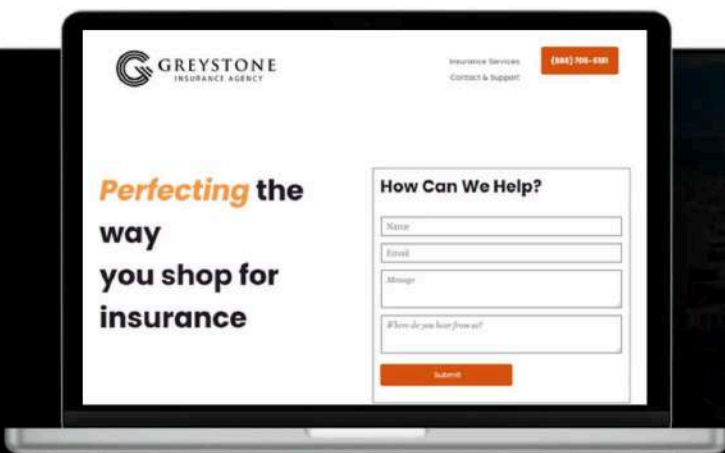
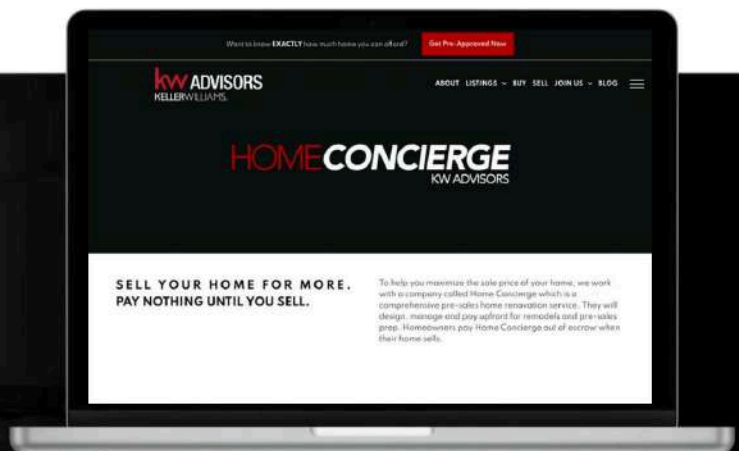
for your home warranty needs



ActonADU
Lic. #638333

CLICK HERE

for your all-in-one solution to ADUs
(Accessory Dwelling Units)



GREYSTONE
INSURANCE AGENCY

CLICK HERE

for your insurance needs

Palo Alto

What's in the Palo Alto data?

There were 41 single-family homes for sale, providing 2.1 months of inventory. There were 16 new listings, and 20 homes sold at a median price of \$3.6m. The median overbid percentage was at 106%, with an average of 20 days on the market.

There were 25 condo and townhome units for sale, providing 5 months of inventory. There were 5 new listings and 5 units sold at a median sale price of \$1.8m. The median overbid percentage was at 99.4%, with an average of 93 days on the market.





SFH

Single-Family Homes

16

New Listings

20

Sold Listings

2.1

Months of Inventory

\$3.6M

Median Sale Price

106%

Median Sale vs List

20

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

5

New Listings

5

Sold Listings

5

Months of Inventory

\$1.8M

Median Sale Price

99.4%

Median Sale vs List

93

Avg Days on Market

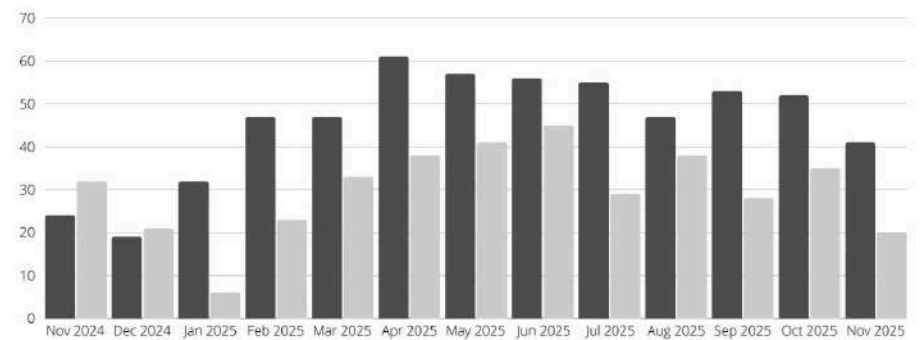




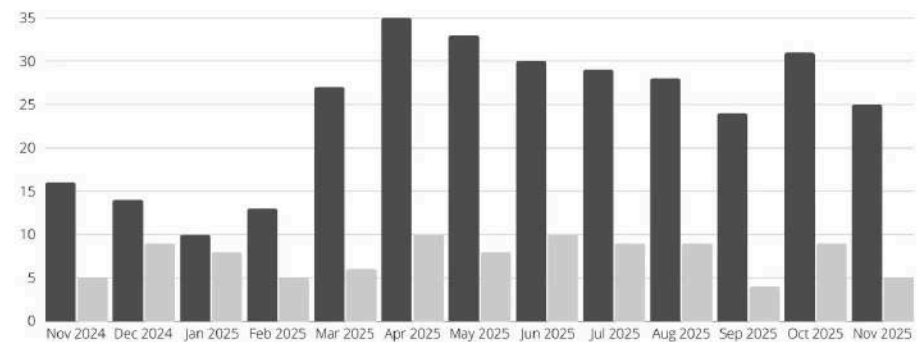
Palo Alto

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

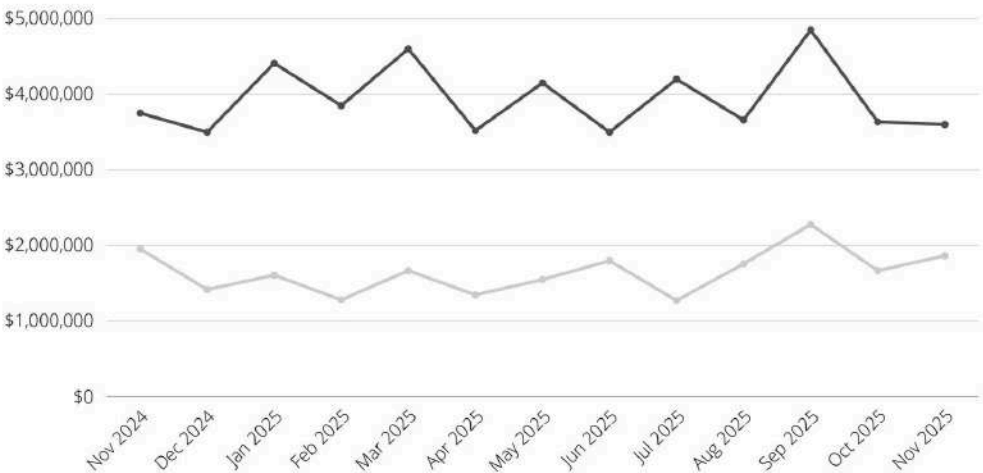
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$3.7m last November 2024, to \$3.6m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$1.9m last November 2024, to \$1.8m as of November 2025.



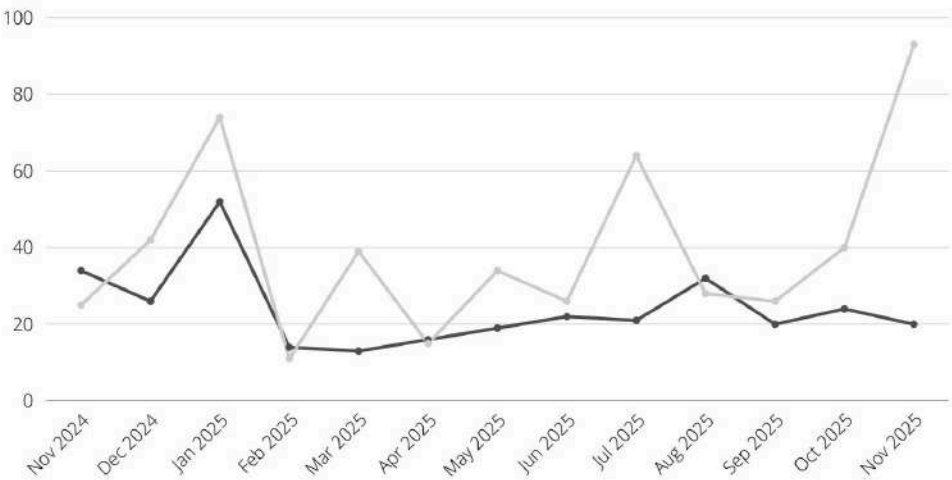
AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 34 days last November 2024, to 20 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 25 days in November 2024, to 93 days as of November 2025.



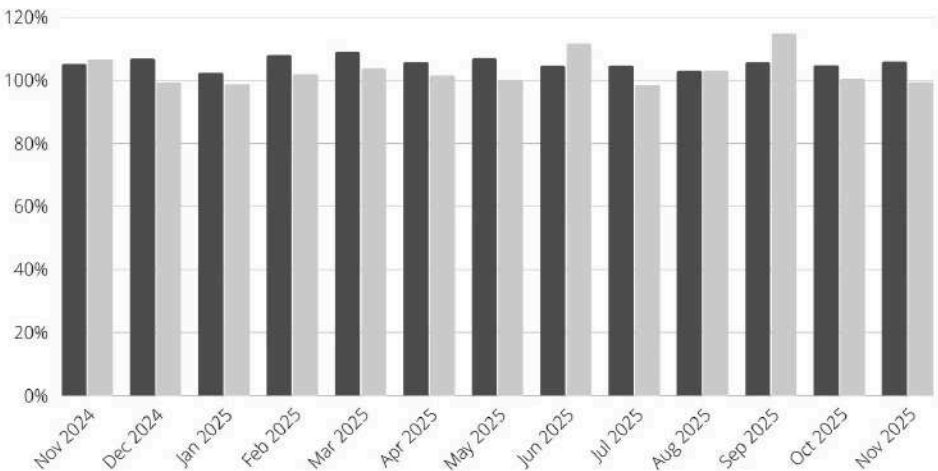
Overbids

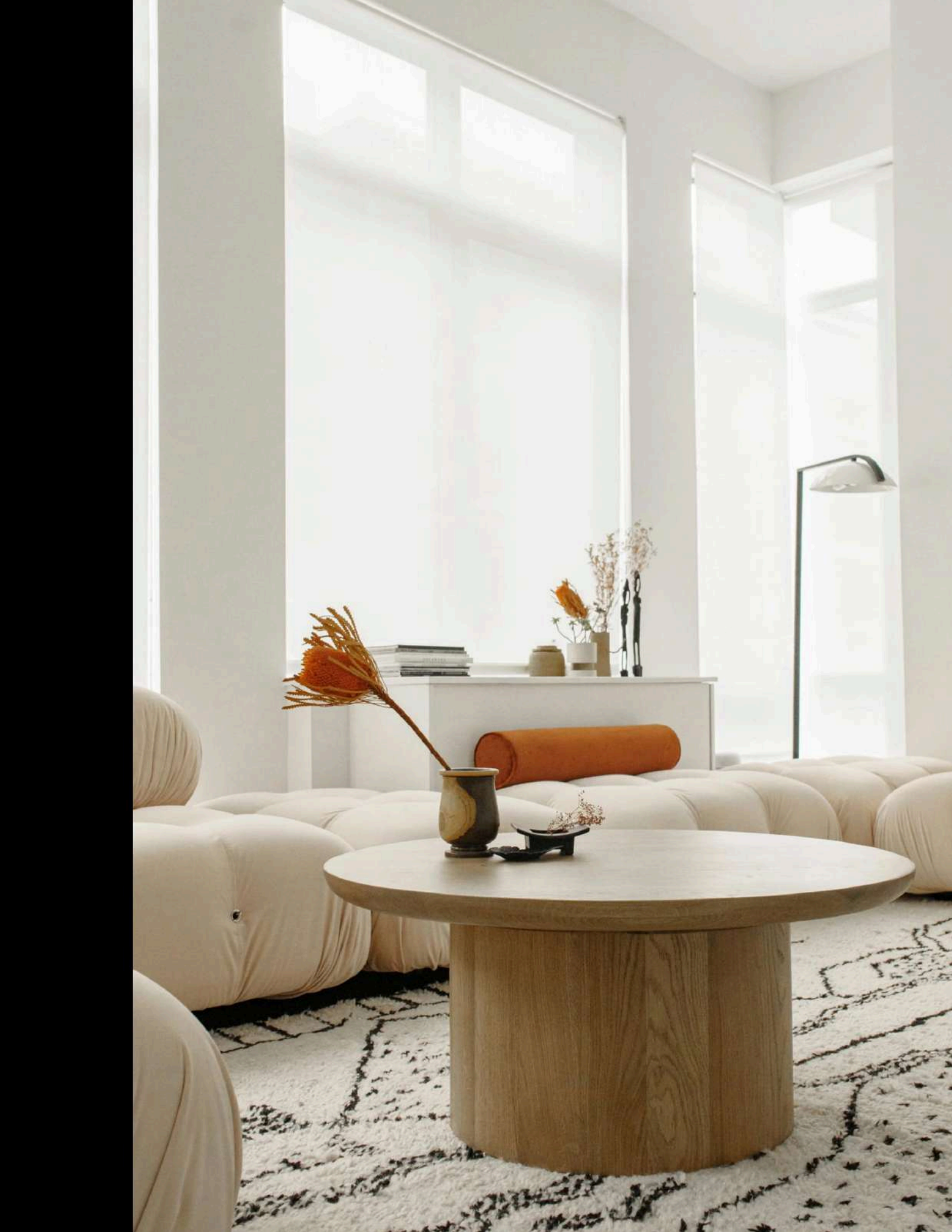
Single-Family Homes

The overbid percentage has increased from 105.2% last November 2024, to 106% a year later.

Condos & Townhomes

The overbid percentage has decreased from 106.7% last November 2024, to 99.4% a year later.





Redwood City

What's in the Redwood City data?

There were 38 single-family homes for sale, providing 1.4 months of inventory. There were 21 new listings, and 28 homes sold at a median price of \$2.2m. The median overbid percentage was at 104.1%, with an average of 29 days on the market.

There were 27 condo and townhome units for sale, providing 27 months of inventory. There were 5 new listings and 1 unit sold at a median sale price of \$700k. The median overbid percentage was at 96%, with an average of 55 days on the market.





SFH

Single-Family Homes

21

New Listings

28

Sold Listings

1.4

Months of Inventory

\$2.2M

Median Sale Price

104.1%

Median Sale vs List

29

Avg Days on Market

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CONDO

Condo & Townhomes

5

New Listings

1

Sold Listing

27

Months of Inventory

\$700K

Median Sale Price

96%

Median Sale vs List

55

Avg Days on Market

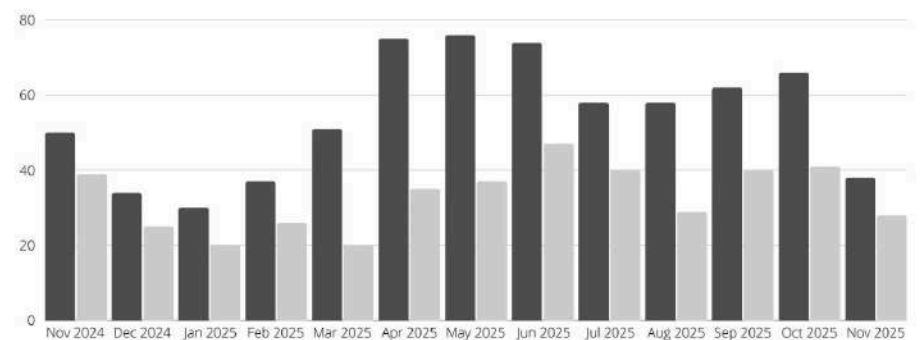




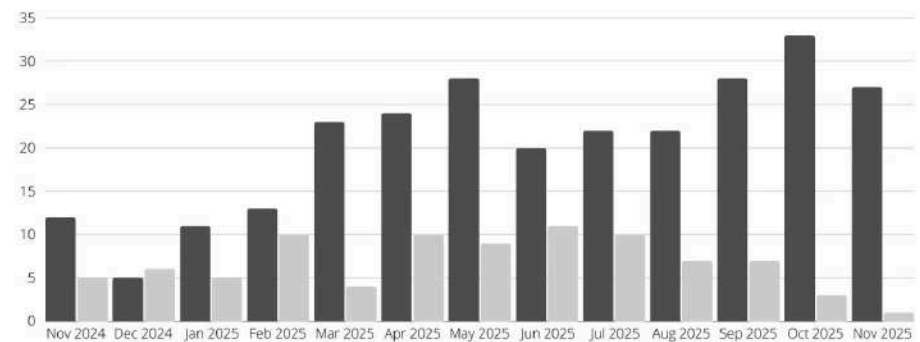
Redwood City

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

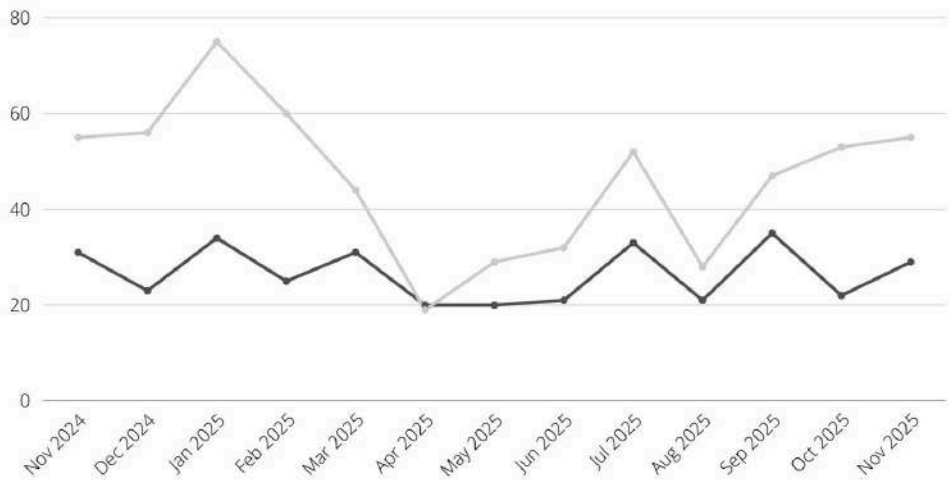
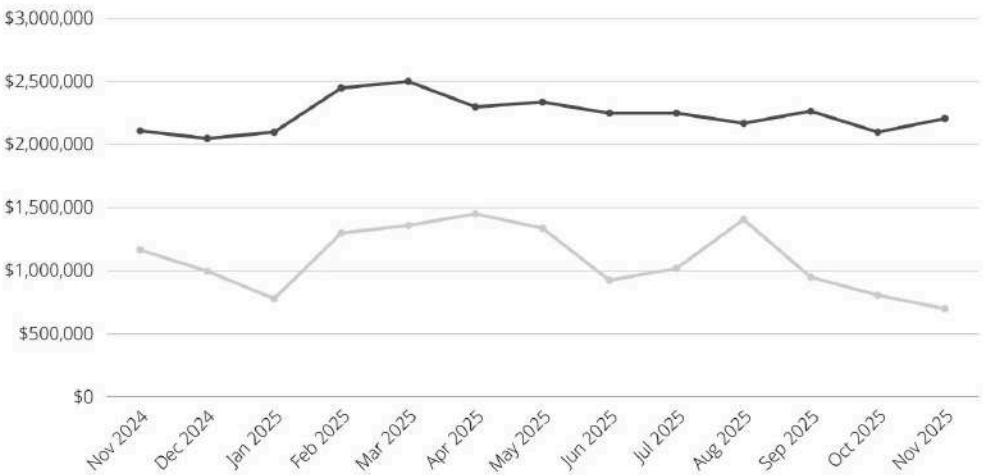
Median Sales Price

Single-Family Homes

The median sale price has increased from \$2.1m last November 2024, to \$2.2m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$1.1m last November 2024, to \$700k as of November 2025.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 31 days last November 2024, to 29 days as of November 2025.

Condos & Townhomes

The average time spent on the market remained the same from 55 days in November 2024, to 55 days as of November 2025.

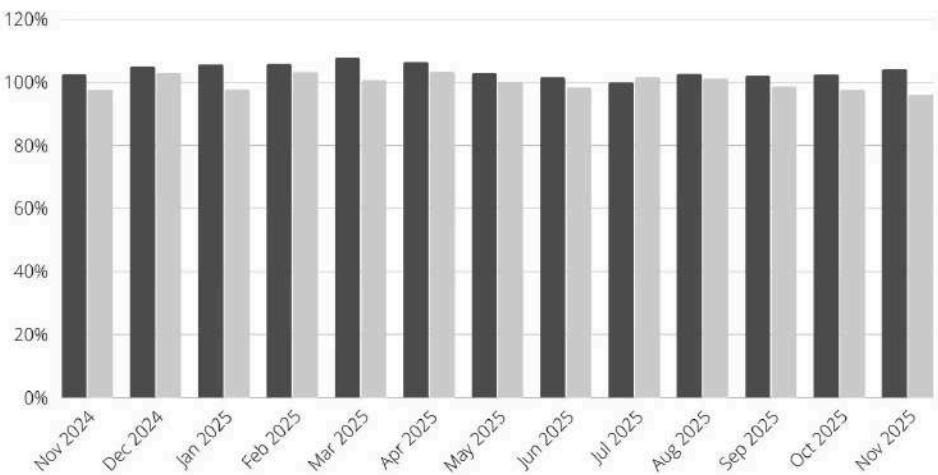
Overbids

Single-Family Homes

The overbid percentage has increased from 102.6% last November 2024, to 104.1% a year later.

Condos & Townhomes

The overbid percentage has decreased from 97.7% last November 2024, to 96% a year later.





Portola Valley

What's in the Portola Valley data?

There were 19 single-family homes for sale, providing 2.7 months of inventory. There was 1 new listing, and 7 homes sold at a median price of \$3.5m. The median overbid percentage was at 103.2%, with an average of 120 days on the market.

There was no data for condo and townhouse units for this month.





SFH

Single-Family Homes

1

New Listing

7

Sold Listings

2.7

Months of Inventory

\$3.5M

Median Sale Price

103.2%

Median Sale vs List

120

Avg Days on Market

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CONDO

Condo & Townhomes

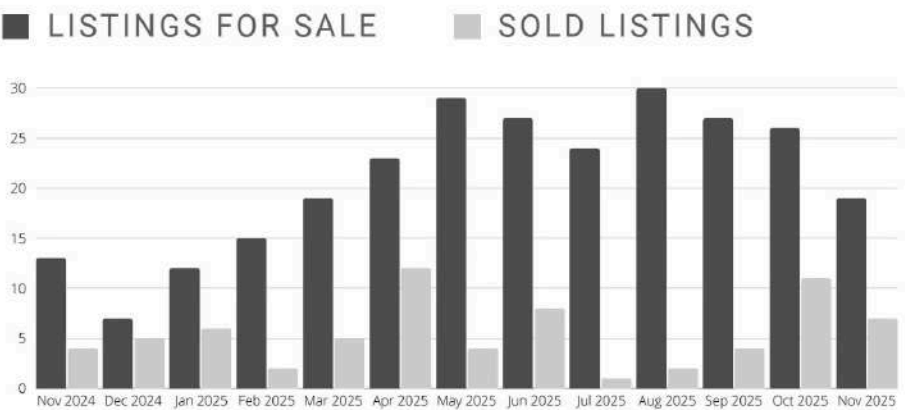
No data available for
November 2025.





Portola Valley

NOVEMBER 2024 - NOVEMBER 2025



Single-Family Homes
Last 12 months, year-over-year.

No data for this month.



Condos & Townhomes
Last 12 months, year-over-year.

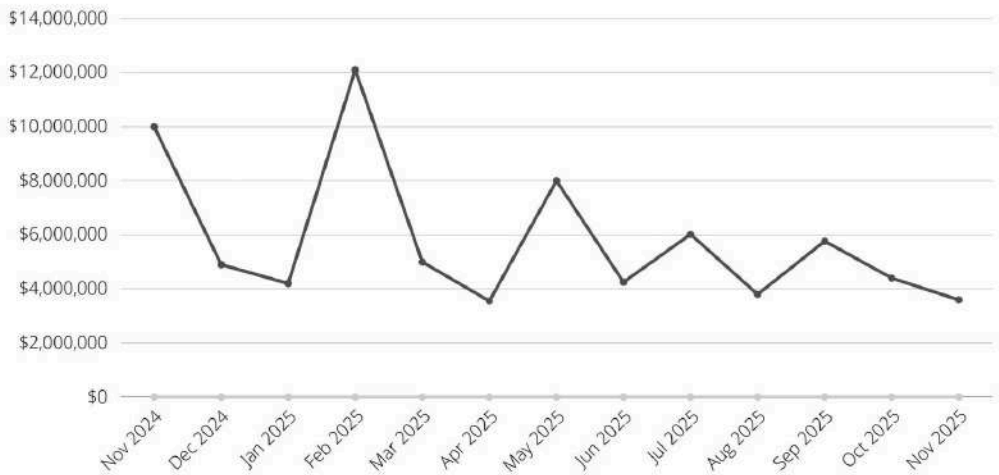
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$10m last November 2024, to \$3.5m as of November 2025.

Condos & Townhomes

No data for this month.



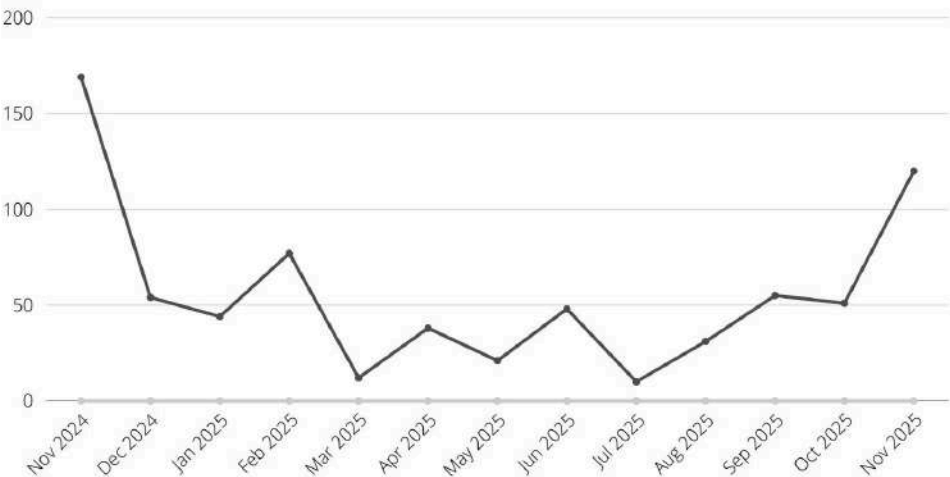
AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 169 days last November 2024, to 120 days as of November 2025.

Condos & Townhomes

No data for this month.



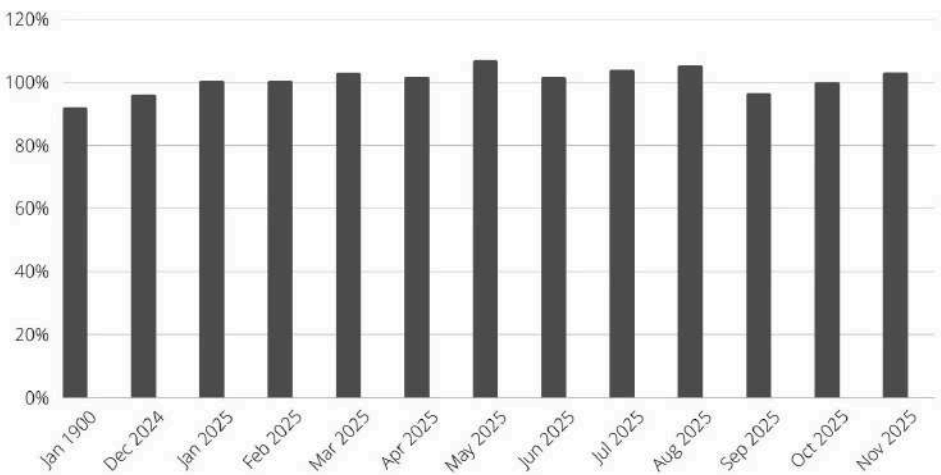
Overbids

Single-Family Homes

The overbid percentage has increased from 92% last November 2024, to 103.2% a year later.

Condos & Townhomes

No data for this month.





Menlo Park

What's in the Menlo Park data?

There were 27 single-family homes for sale, providing 1.7 months of inventory. There were 12 new listings, and 16 homes sold at a median price of \$3.8m. The median overbid percentage was at 101.1%, with an average of 19 days on the market.

There were 17 condo and townhome units for sale, providing 8.5 months of inventory. There were 4 new listings and 2 units sold at a median sale price of \$1.4m. The median overbid percentage was at 100.4%, with an average of 16 days on the market.





SFH

Single-Family Homes

12

New Listings

16

Sold Listings

1.7

Months of Inventory

\$3.8M

Median Sale Price

101.1%

Median Sale vs List

19

Avg Days on Market

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CONDO

Condo & Townhomes

4

New Listings

2

Sold Listings

8.5

Months of Inventory

\$1.4M

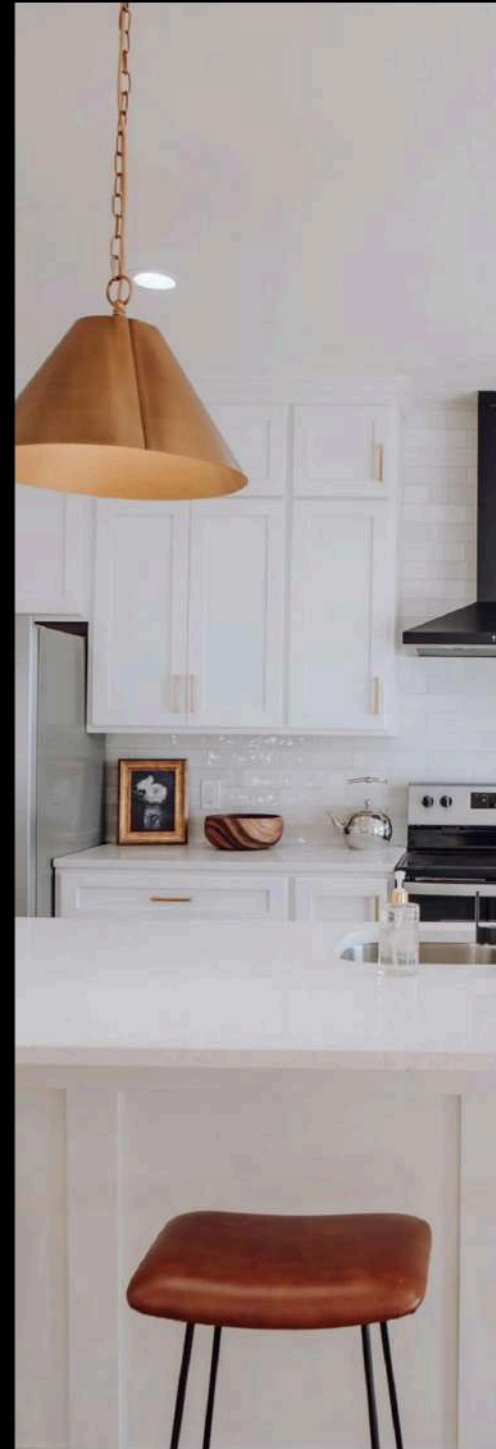
Median Sale Price

100.4%

Median Sale vs List

16

Avg Days on Market

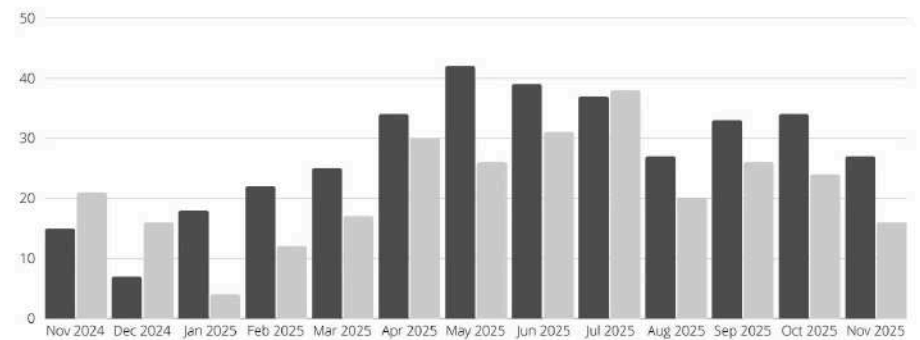




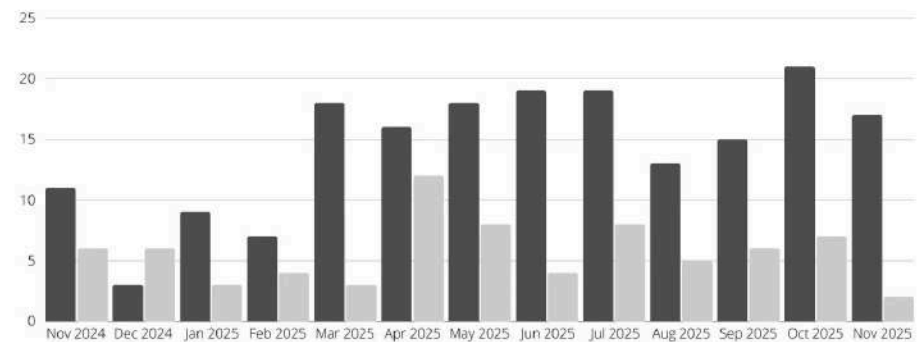
Menlo Park

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

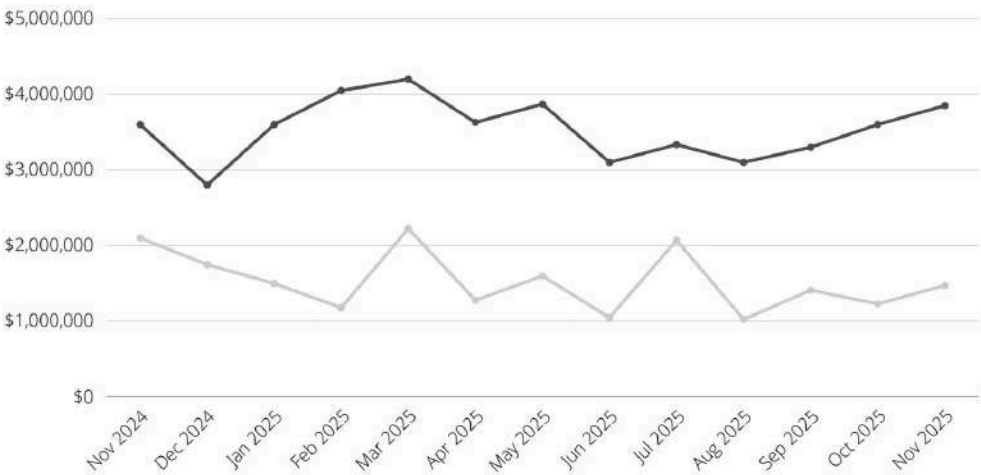
Median Sales Price

Single-Family Homes

The median sale price has increased from \$3.6m last November 2024, to \$3.8m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$2.1m last November 2024, to \$1.4m as of November 2025.



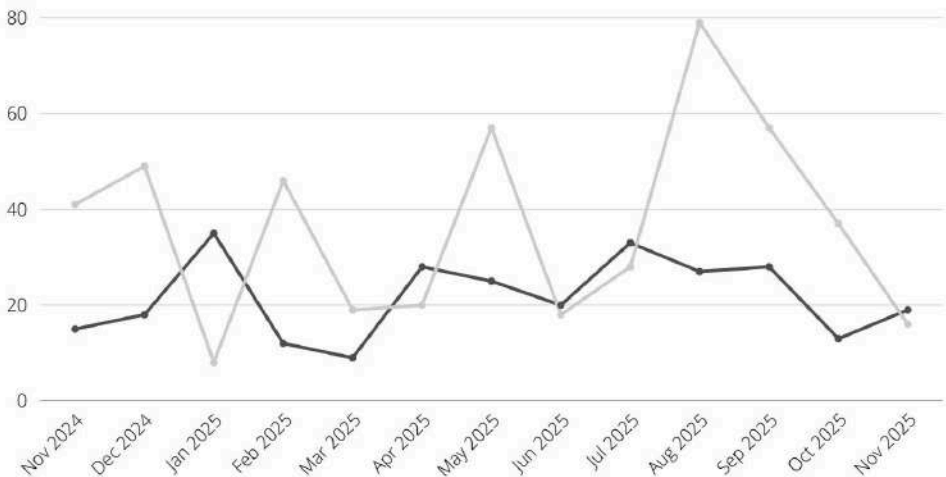
AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 15 days last November 2024, to 19 days as of November 2025.

Condos & Townhomes

The average time spent on the market went down from 41 days in November 2024, to 16 days as of November 2025.



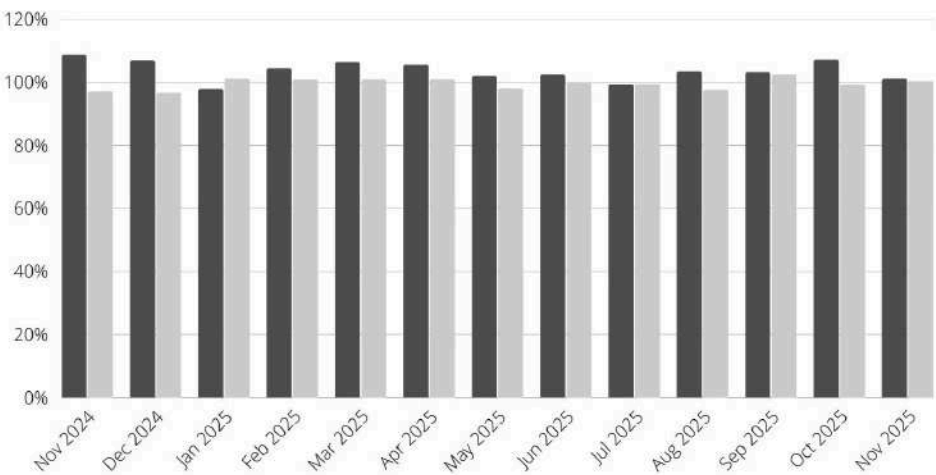
Overbids

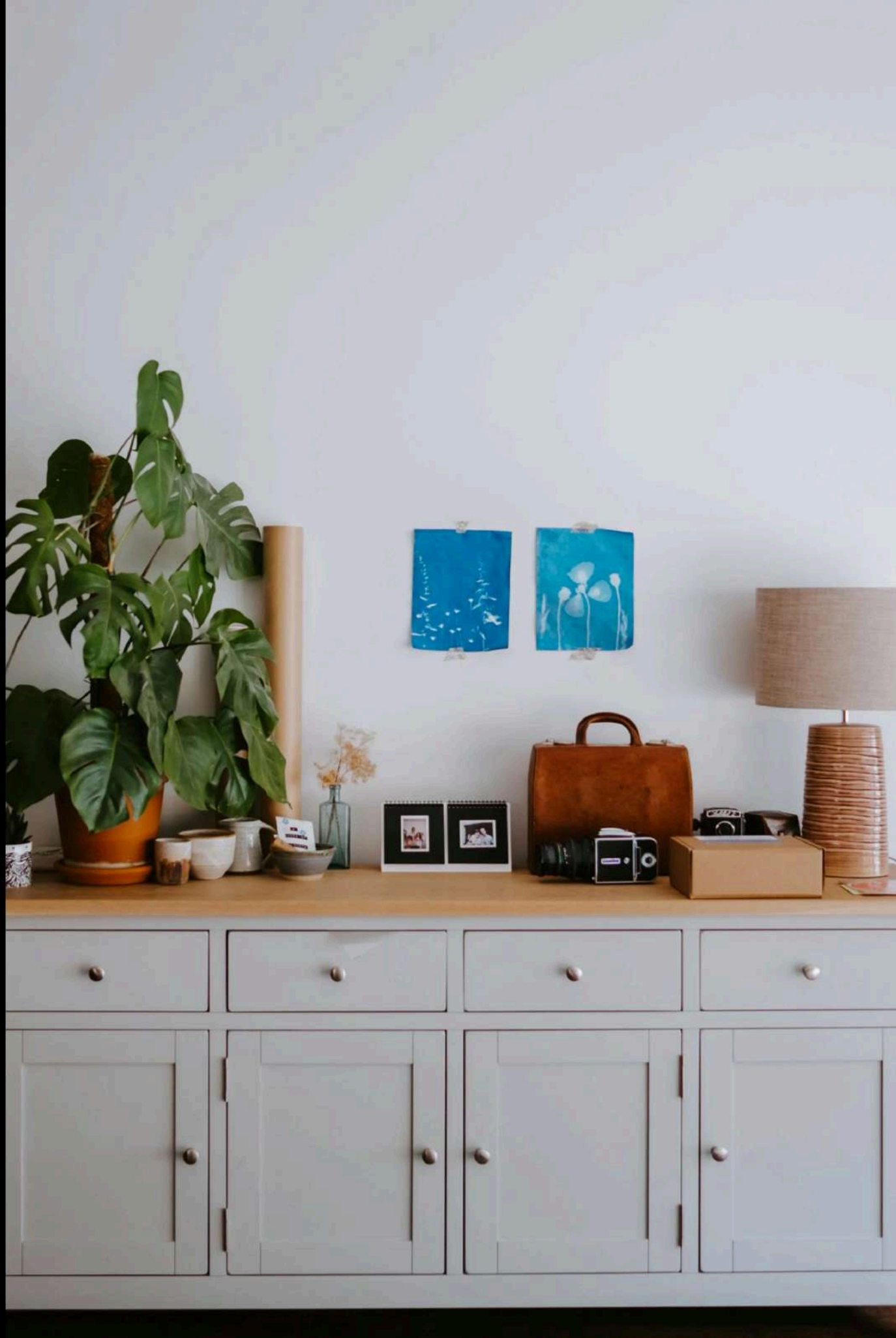
Single-Family Homes

The overbid percentage has decreased from 108.8% last November 2024, to 101.1% a year later.

Condos & Townhomes

The overbid percentage has increased from 97.2% last November 2024, to 100.4% a year later.





Atherton

What's in the Atherton data?

There were 11 single-family homes for sale, providing 2.8 months of inventory. There were 4 new listings, and 4 homes sold at a median price of \$14.9m. The median overbid percentage was at 111.3%, with an average of 52 days on the market.

There was no data for condo and townhouse units for this month.





SFH

Single-Family Homes

4

New Listings

4

Sold Listings

2.8

Months of Inventory

\$14.9M

Median Sale Price

111.3%

Median Sale vs List

52

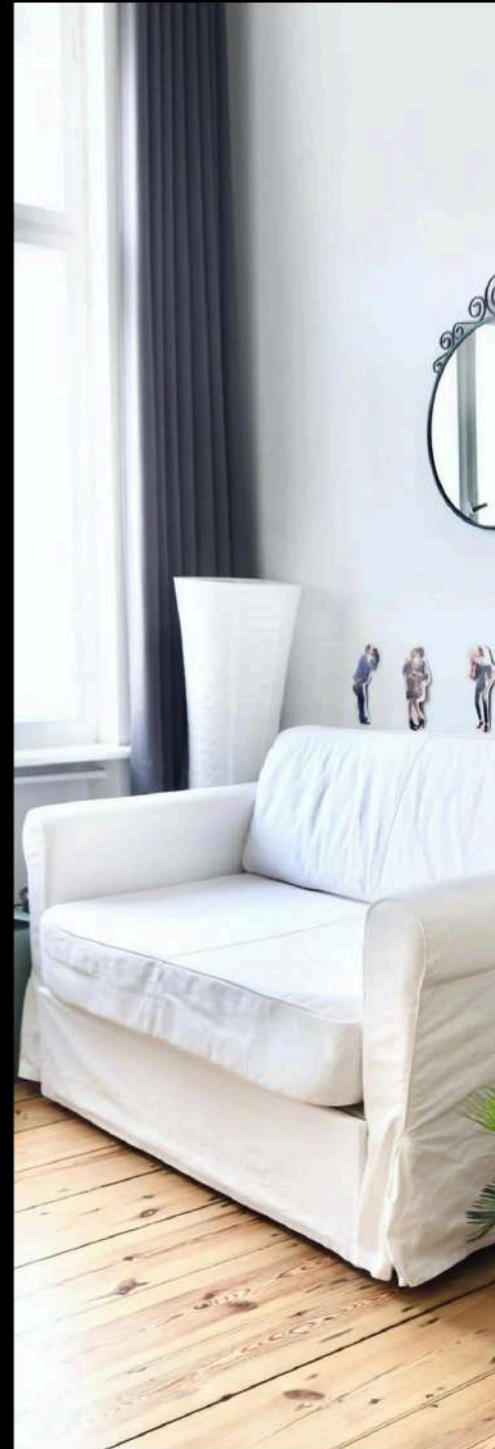
Avg Days on Market

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CONDO

Condo & Townhomes

No data available for
November 2025.





Atherton

NOVEMBER 2024 - NOVEMBER 2025



Single-Family Homes
Last 12 months, year-over-year.

No data for this month.



Condos & Townhomes
Last 12 months, year-over-year.

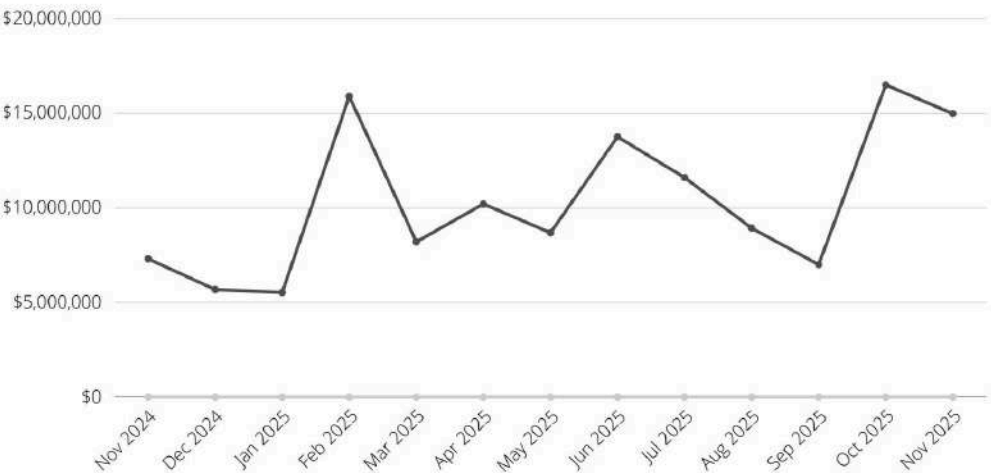
Median Sales Price

Single-Family Homes

The median sale price has increased from \$7.3m last November 2024, to \$14.9m as of November 2025.

Condos & Townhomes

No data for this month.



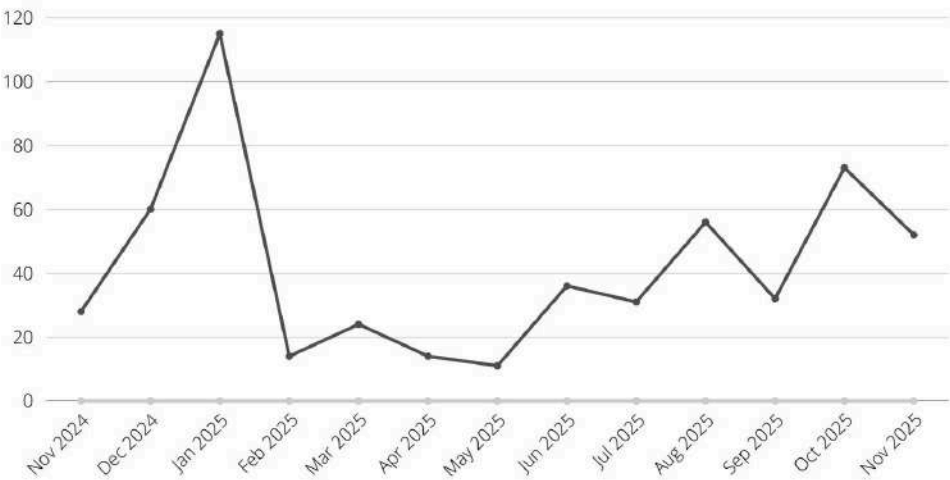
AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 28 days last November 2024, to 52 days as of November 2025.

Condos & Townhomes

No data for this month.



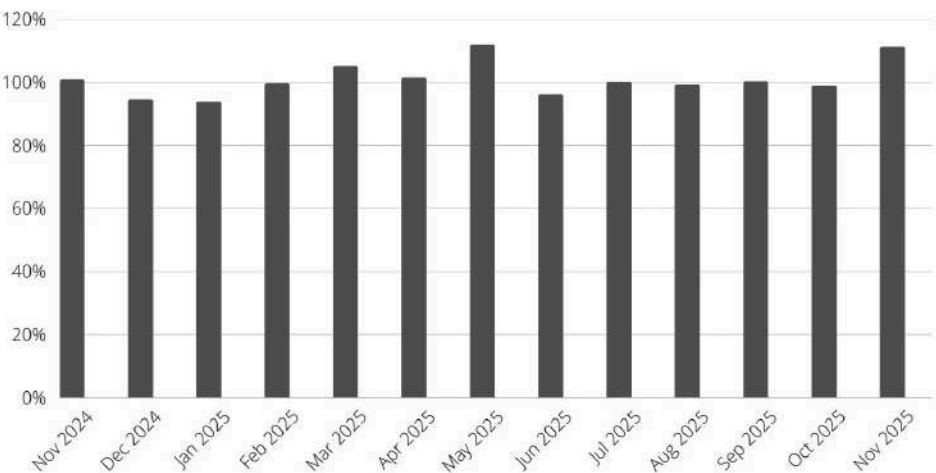
Overbids

Single-Family Homes

The overbid percentage has increased from 100.9% last November 2024, to 111.3% a year later.

Condos & Townhomes

No data for this month.





Los Altos

What's in the Los Altos data?

There were 26 single-family homes for sale, providing 1.5 months of inventory. There were 7 new listings, and 17 homes sold at a median price of \$4.5m. The median overbid percentage was at 107%, with an average of 22 days on the market.

There were 12 condo and townhome units for sale, providing 4 months of inventory. There were 3 new listings and 3 units sold at a median sale price of \$2.8m. The median overbid percentage was at 97.5%, with an average of 38 days on the market.





SFH

Single-Family Homes

7

New Listings

17

Sold Listings

1.5

Months of Inventory

\$4.5M

Median Sale Price

107%

Median Sale vs List

22

Avg Days on Market

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CONDO

Condo & Townhomes

3

New Listings

3

Sold Listings

4

Months of Inventory

\$2.8M

Median Sale Price

97.5%

Median Sale vs List

38

Avg Days on Market

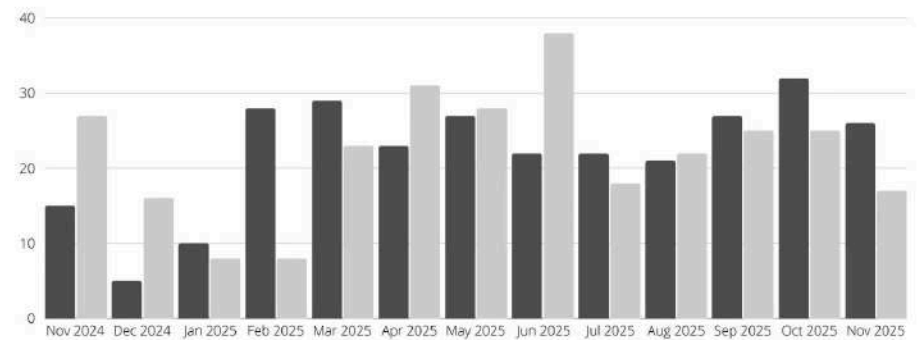




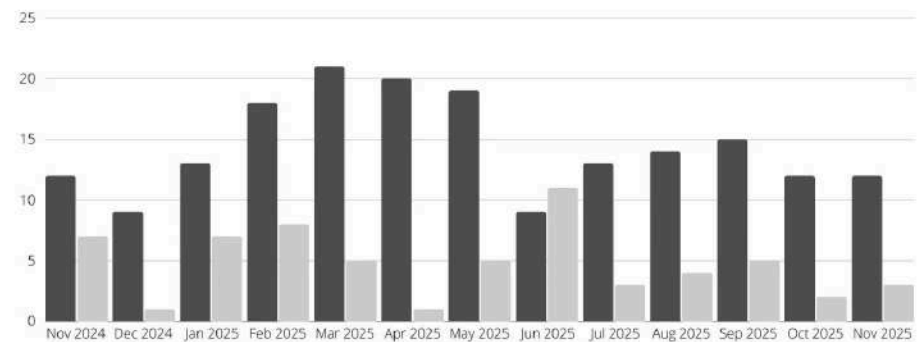
Los Altos

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

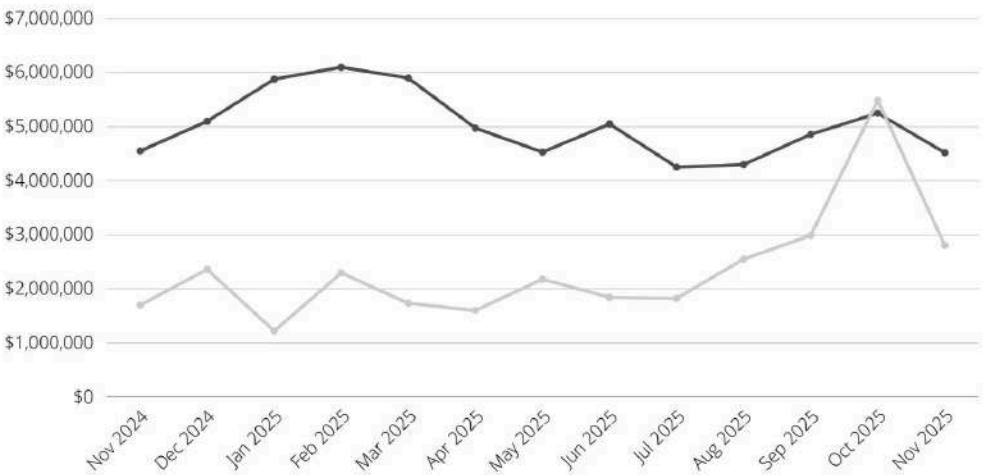
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$4.55m last November 2024, to \$4.52m as of November 2025.

Condos & Townhomes

The median sale price has increased from \$1.7m last November 2024, to \$2.8m as of November 2025.



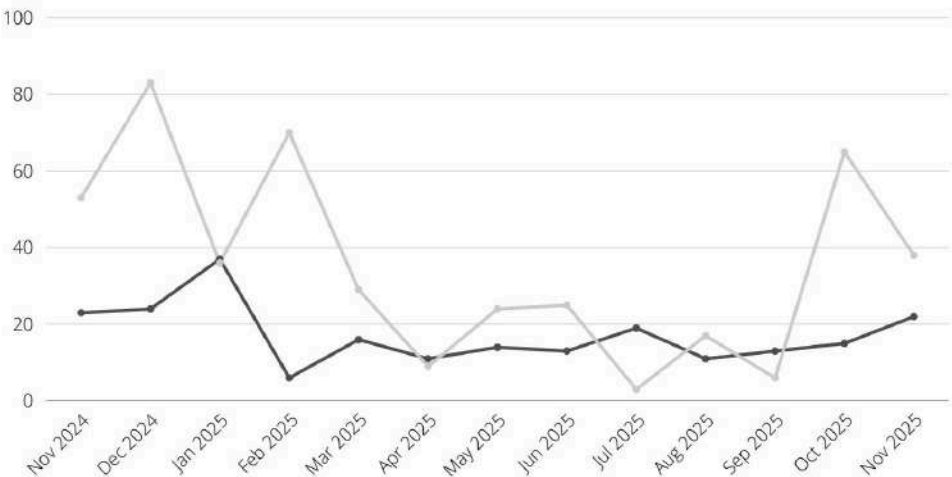
AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 23 days last November 2024, to 22 days as of November 2025.

Condos & Townhomes

The average time spent on the market went down from 53 days in November 2024, to 38 days as of November 2025.



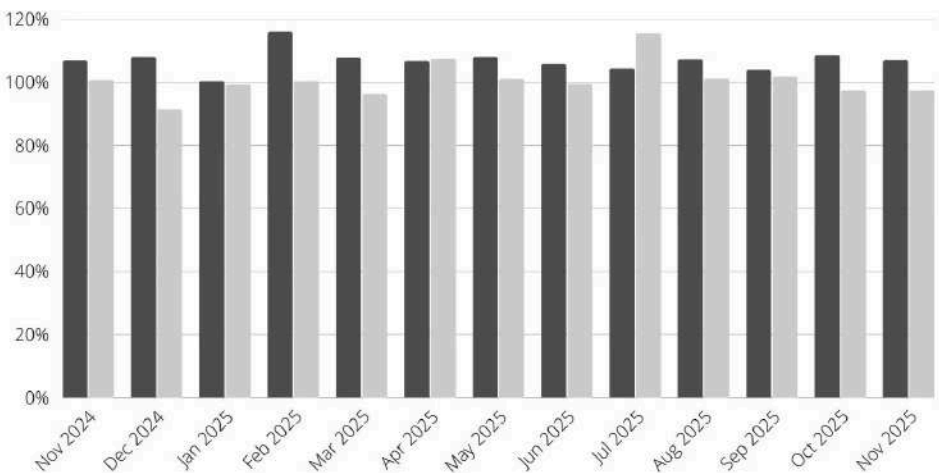
Overbids

Single-Family Homes

The overbid percentage has increased from 106.9% last November 2024, to 107% a year later.

Condos & Townhomes

The overbid percentage has decreased from 100.7% last November 2024, to 97.5% a year later.





San Jose

What's in the San Jose data?

There were 351 single-family homes for sale, providing 1.7 months of inventory. There were 170 new listings, and 210 homes sold at a median price of \$1.7m. The median overbid percentage was at 102.4%, with an average of 26 days on the market.

There were 357 condo and townhome units for sale, providing 5.3 months of inventory. There were 91 new listings and 68 units sold at a median sale price of \$815k. The median overbid percentage was at 100.4%, with an average of 43 days on the market.





SFH

Single-Family Homes

170

New Listings

210

Sold Listings

1.7

Months of Inventory

\$1.7M

Median Sale Price

102.4%

Median Sale vs List

26

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

91

New Listings

68

Sold Listings

5.3

Months of Inventory

\$815K

Median Sale Price

100.4%

Median Sale vs List

43

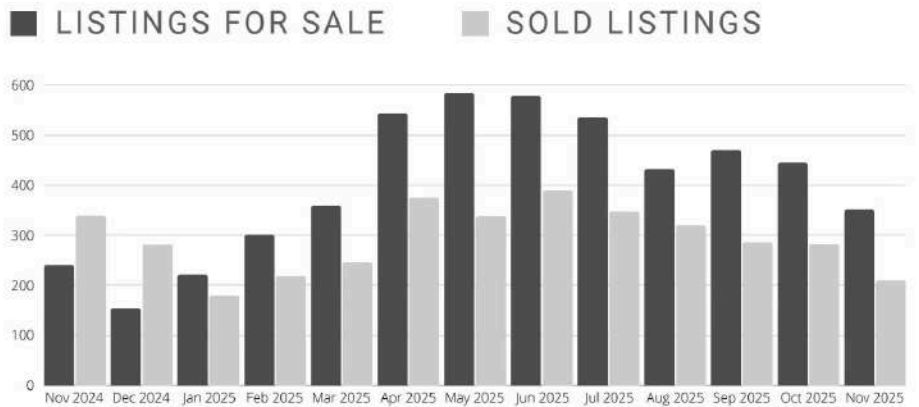
Avg Days on Market



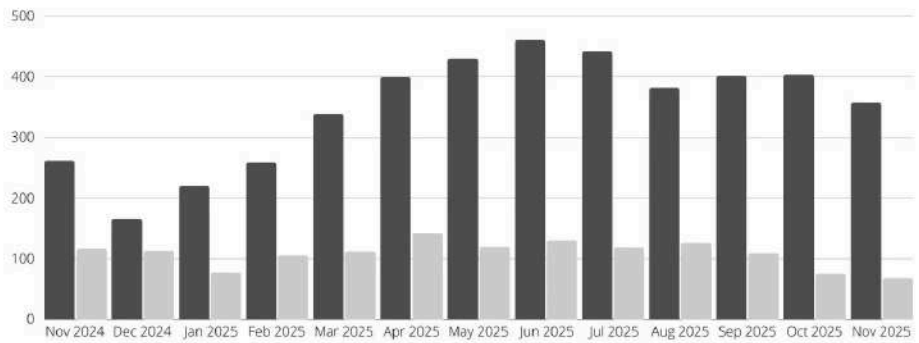


San Jose

NOVEMBER 2024 - NOVEMBER 2025



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

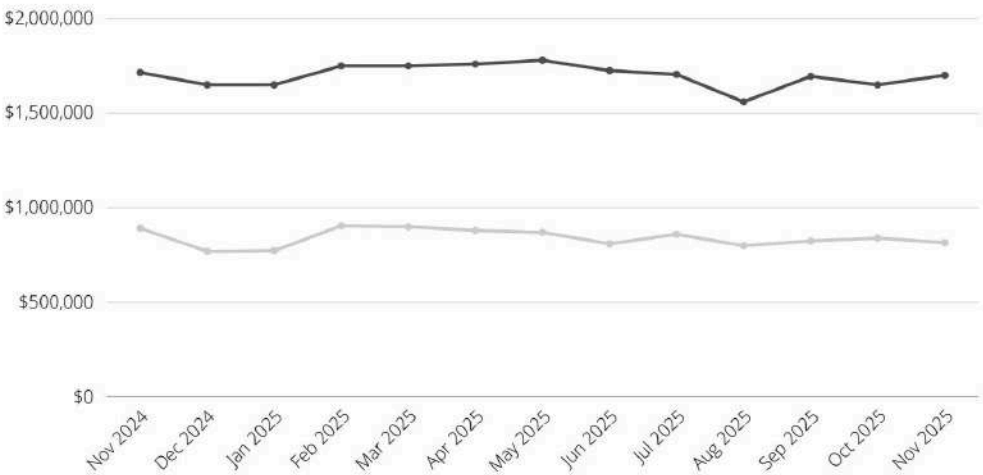
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$1.71m last November 2024, to \$1.70m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$892k last November 2024, to \$815k as of November 2025.



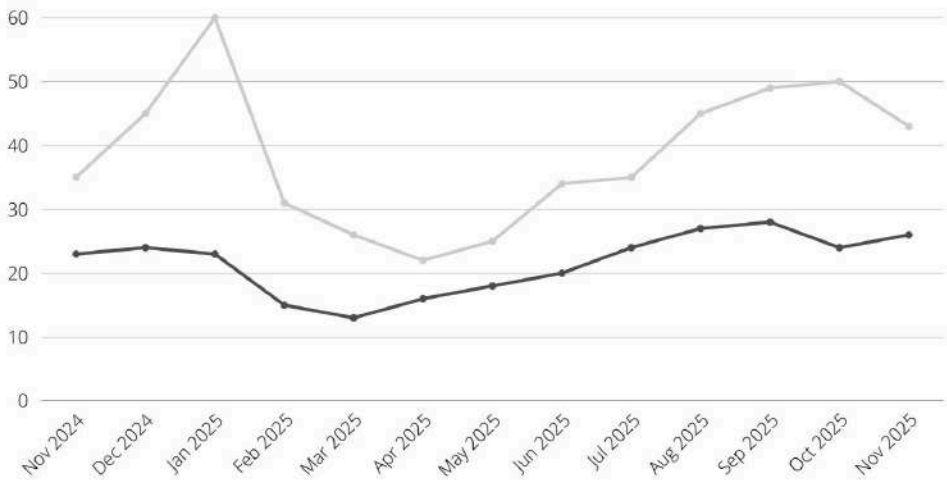
AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 23 days last November 2024, to 26 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 35 days in November 2024, to 43 days as of November 2025.



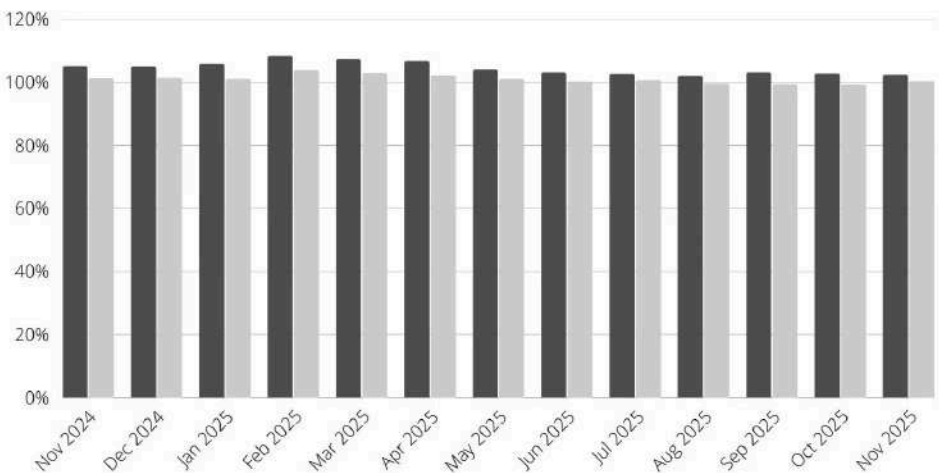
Overbids

Single-Family Homes

The overbid percentage has decreased from 105.1% last November 2024, to 102.4% a year later.

Condos & Townhomes

The overbid percentage has decreased from 101.3% last November 2024, to 100.4% a year later.





Mountain View

What's in the Mountain View data?

There were 15 single-family homes for sale, providing 1.4 months of inventory. There were 10 new listings, and 11 homes sold at a median price of \$2.4m. The median overbid percentage was at 108.8%, with an average of 23 days on the market.

There were 48 condo and townhome units for sale, providing 3.4 months of inventory. There were 16 new listings and 14 units sold at a median sale price of \$1.3m. The median overbid percentage was at 103.4%, with an average of 29 days on the market.





SFH

Single-Family Homes

10

New Listings

11

Sold Listings

1.4

Months of Inventory

\$2.4M

Median Sale Price

108.8%

Median Sale vs List

23

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

16

New Listings

14

Sold Listings

3.4

Months of Inventory

\$1.3M

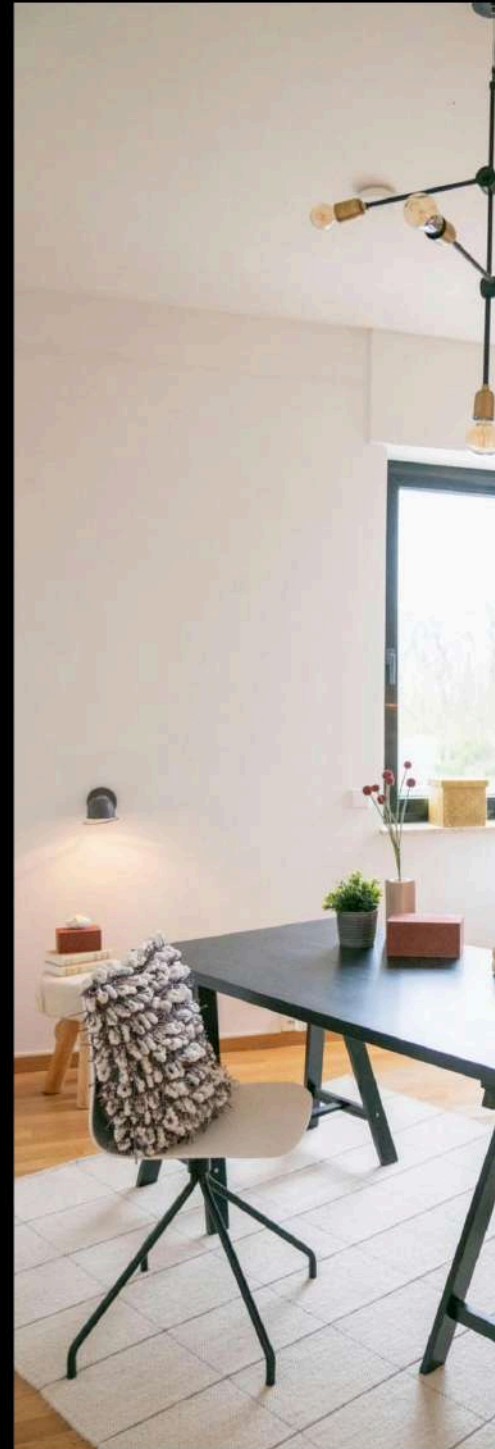
Median Sale Price

103.4%

Median Sale vs List

29

Avg Days on Market

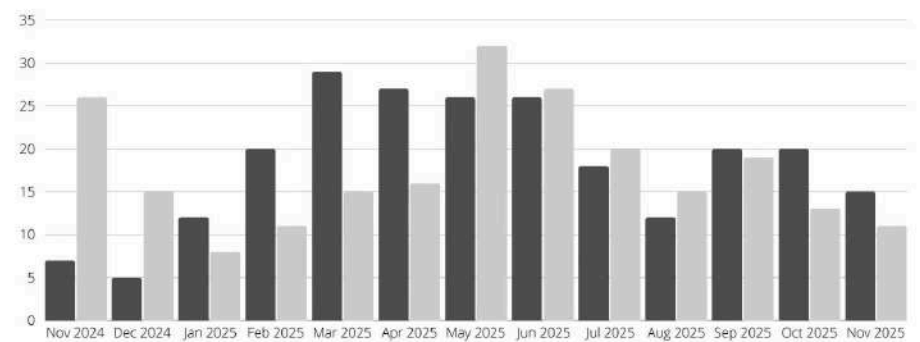




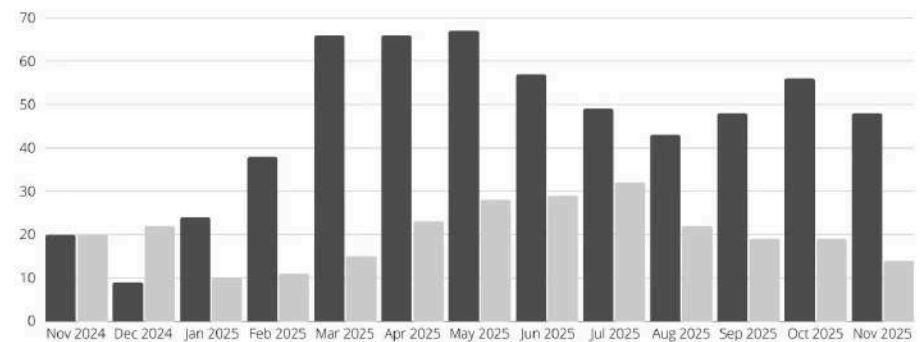
Mountain View

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

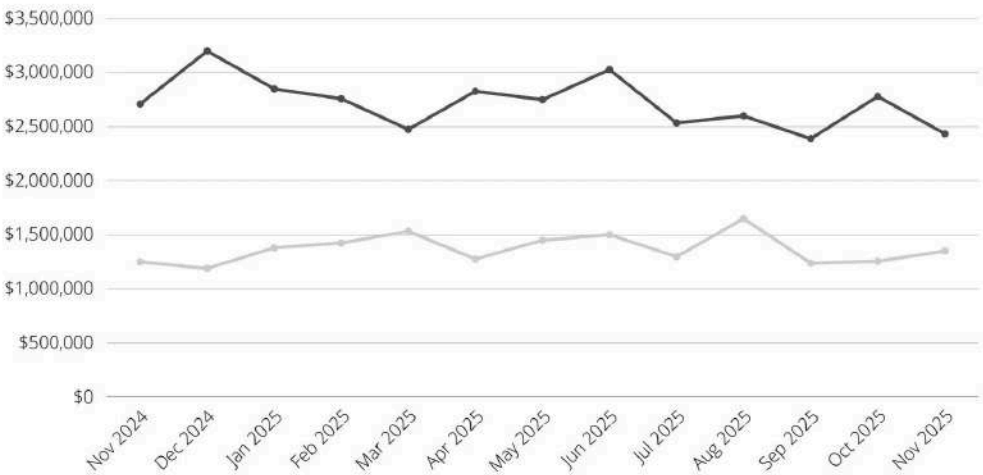
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$2.7m last November 2024, to \$2.4m as of November 2025.

Condos & Townhomes

The median sale price has increased from \$1.2m last November 2024, to \$1.3m as of November 2025.



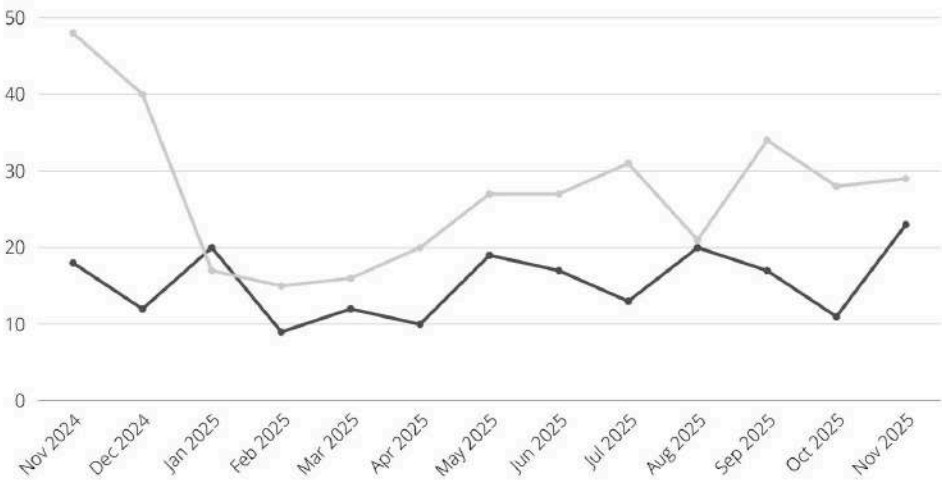
AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 18 days last November 2024, to 23 days as of November 2025.

Condos & Townhomes

The average time spent on the market went down from 48 days in November 2024, to 29 days as of November 2025.



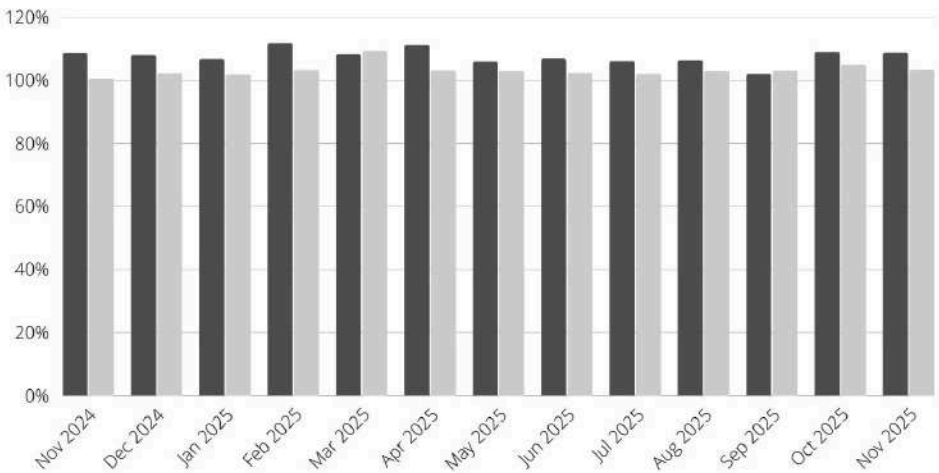
Overbids

Single-Family Homes

The overbid percentage has increased from 108.7% last November 2024, to 108.8% a year later.

Condos & Townhomes

The overbid percentage has increased from 100.6% last November 2024, to 103.4% a year later.



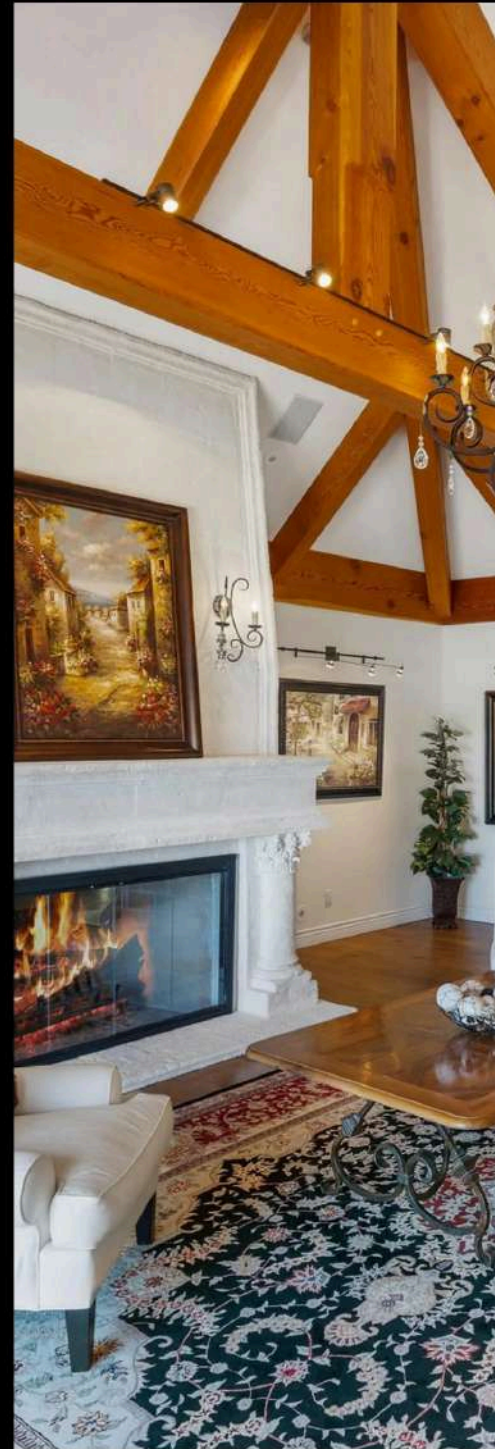


San Mateo County

What's in the San Mateo County data?

There were 393 single-family homes for sale, providing 2.1 months of inventory. There were 184 new listings, and 184 homes sold at a median price of \$2m. The median overbid percentage was at 104.8%, with an average of 31 days on the market.

There were 210 condo and townhome units for sale, providing 4 months of inventory. There were 49 new listings and 53 units sold at a median sale price of \$859k. The median overbid percentage was at 98.1%, with an average of 64 days on the market.





SFH

Single-Family Homes

184

New Listings

184

Sold Listings

2.1

Months of Inventory

\$2M

Median Sale Price

104.8%

Median Sale vs List

31

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

49

New Listings

53

Sold Listings

4

Months of Inventory

\$859K

Median Sale Price

98.1%

Median Sale vs List

64

Avg Days on Market



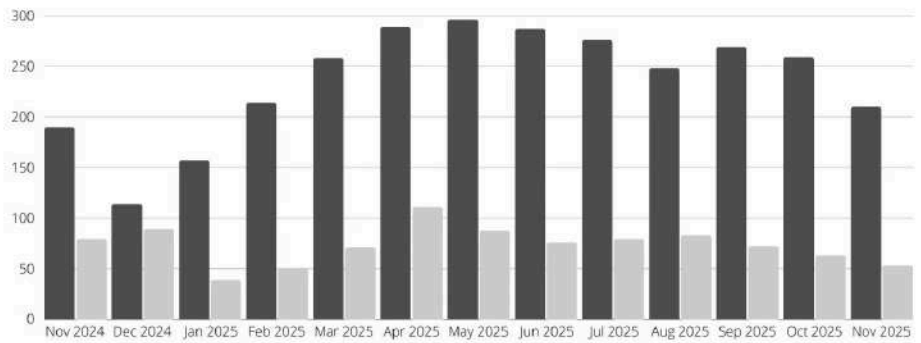


San Mateo

NOVEMBER 2024 - NOVEMBER 2025



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

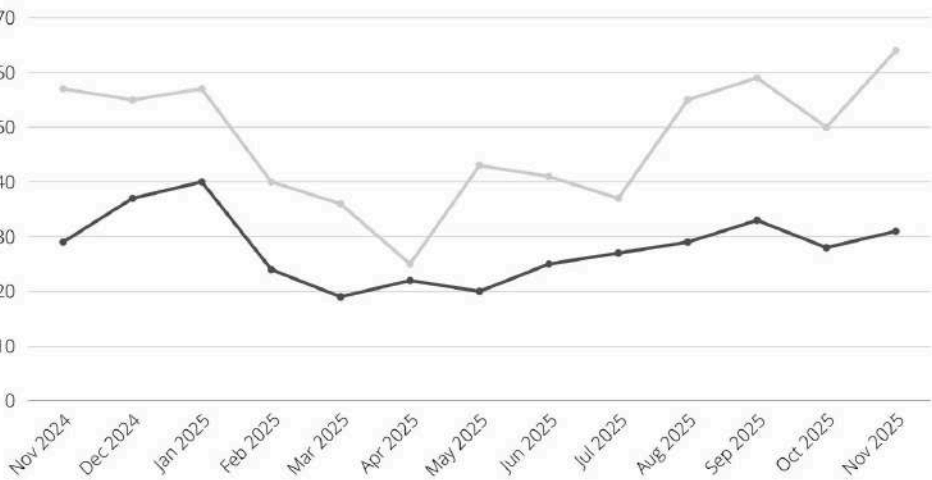
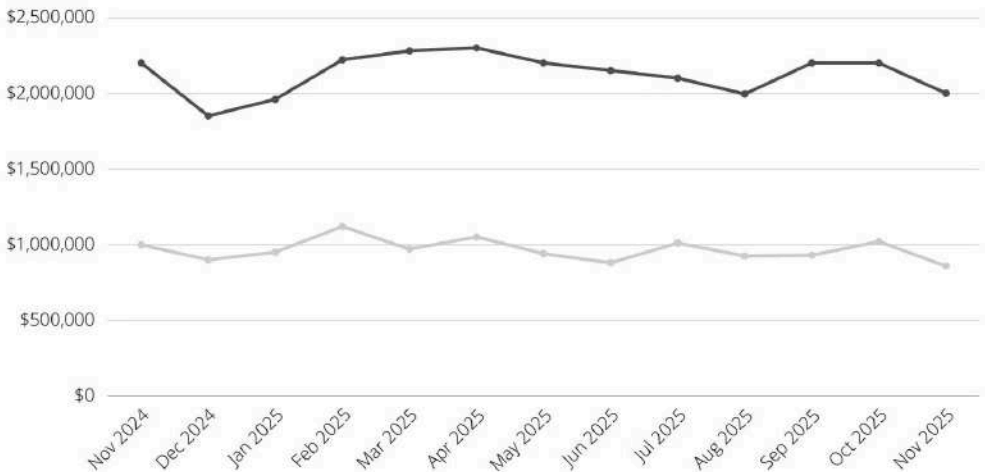
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$2.2m last November 2024, to \$2m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$998k last November 2024, to \$859k as of November 2025.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 29 days last November 2024, to 31 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 57 days in November 2024, to 64 days as of November 2025.

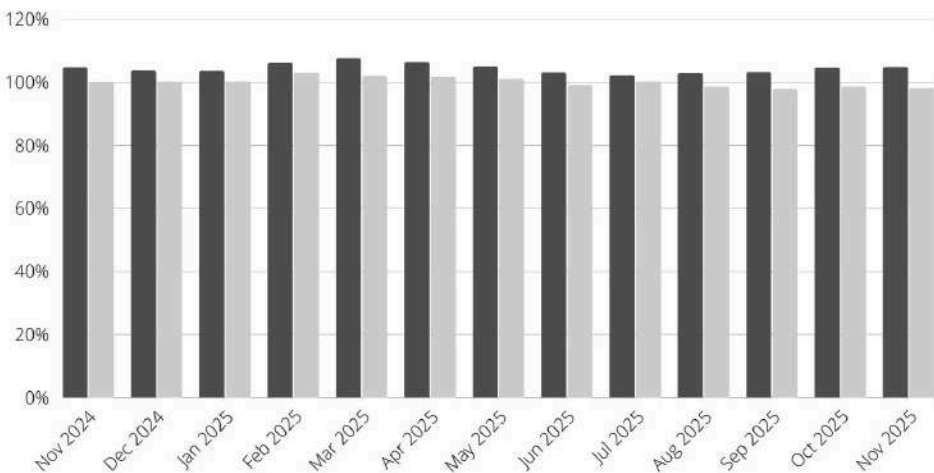
Overbids

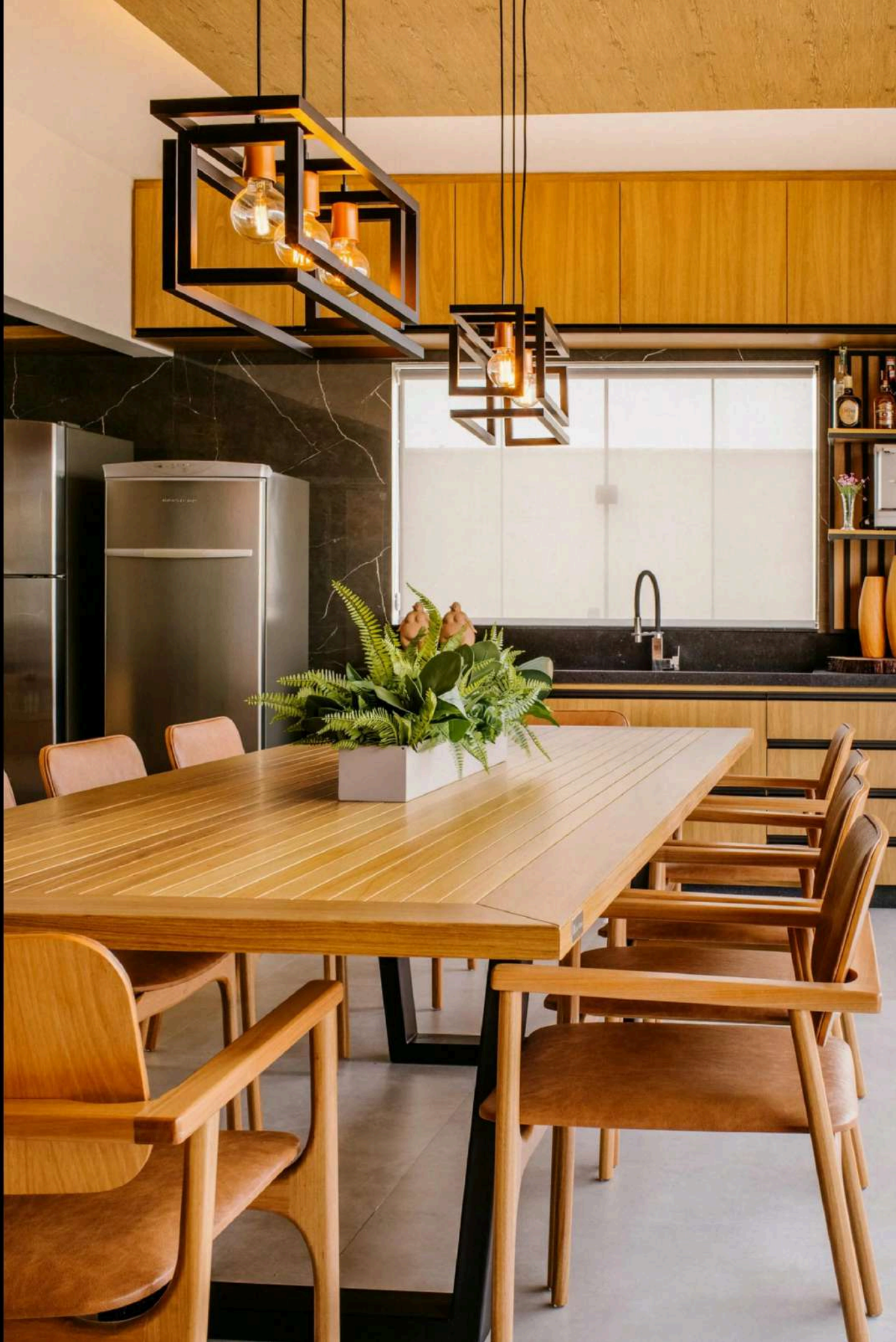
Single-Family Homes

The overbid percentage has increased from 104.7% last November 2024, to 104.8% a year later.

Condos & Townhomes

The overbid percentage has decreased from 100.2% last November 2024, to 98.1% a year later.





Santa Clara County

What's in the Santa Clara County data?

There were 779 single-family homes for sale, providing 2 months of inventory. There were 340 new listings, and 399 homes sold at a median price of \$1.9m. The median overbid percentage was at 103.3%, with an average of 26 days on the market.

There were 640 condo and townhome units for sale, providing 4.5 months of inventory. There were 168 new listings and 142 units sold at a median sale price of \$960k. The median overbid percentage was at 100.9%, with an average of 42 days on the market.





SFH

Single-Family Homes

340

New Listings

399

Sold Listings

2

Months of Inventory

\$1.9M

Median Sale Price

103.3%

Median Sale vs List

26

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

168

New Listings

142

Sold Listings

4.5

Months of Inventory

\$960K

Median Sale Price

100.9%

Median Sale vs List

42

Avg Days on Market

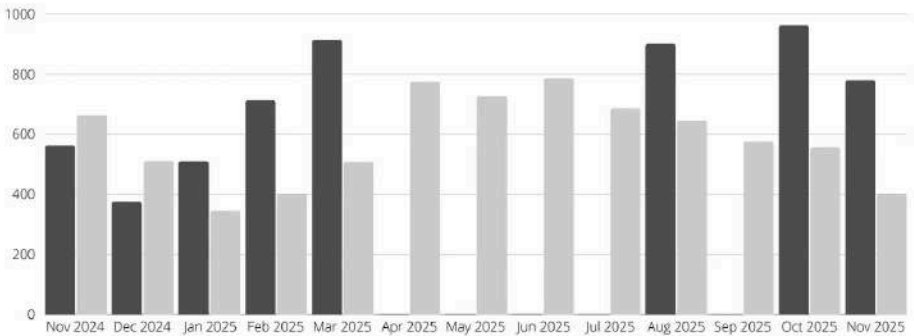




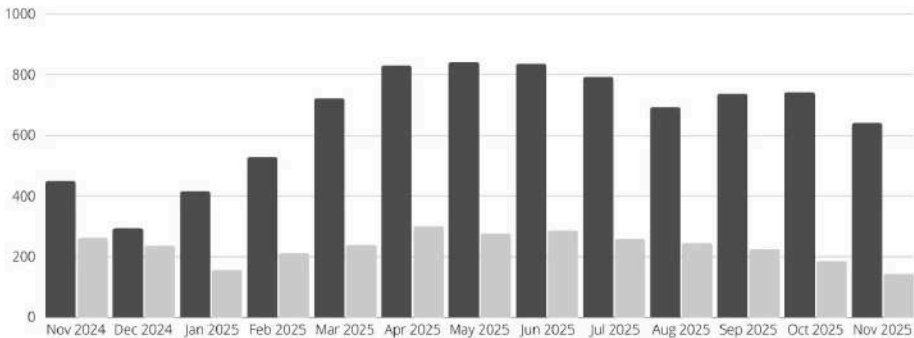
Santa Clara County

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

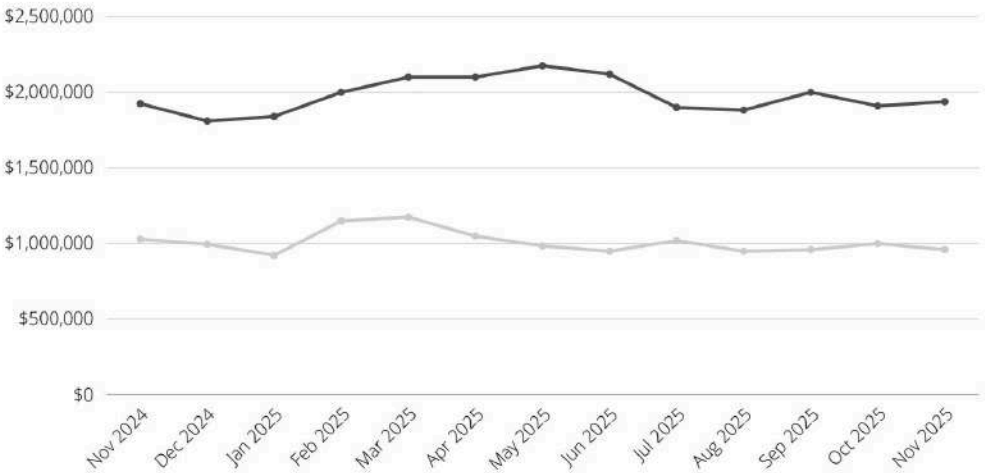
Median Sales Price

Single-Family Homes

The median sale price has increased from \$1.92m last November 2024, to \$1.93m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$1m last November 2024, to \$960k as of November 2025.



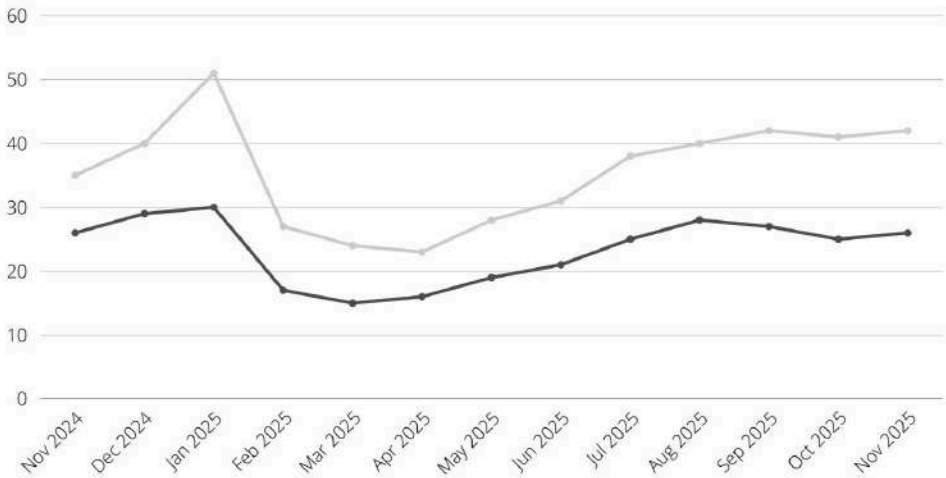
AVG Days On the Market

Single-Family Homes

The average time spent on the market remained the same from 26 days last November 2024, to 26 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 35 days in November 2024, to 42 days as of November 2025.



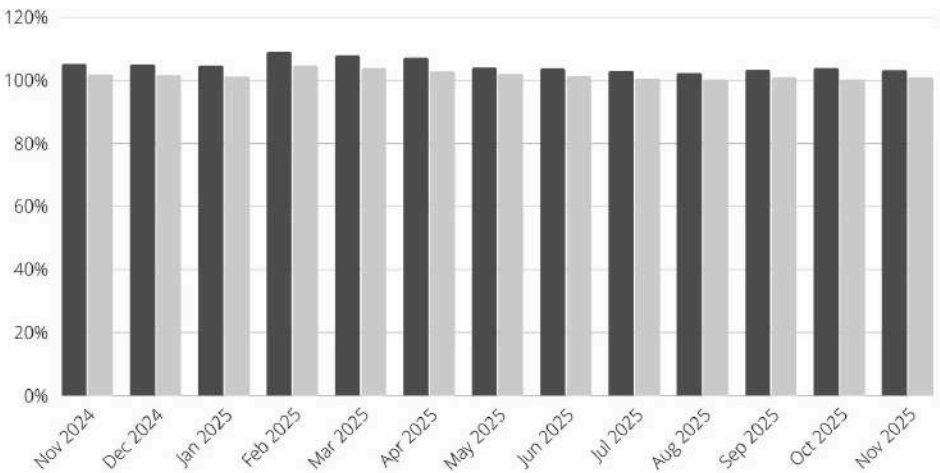
Overbids

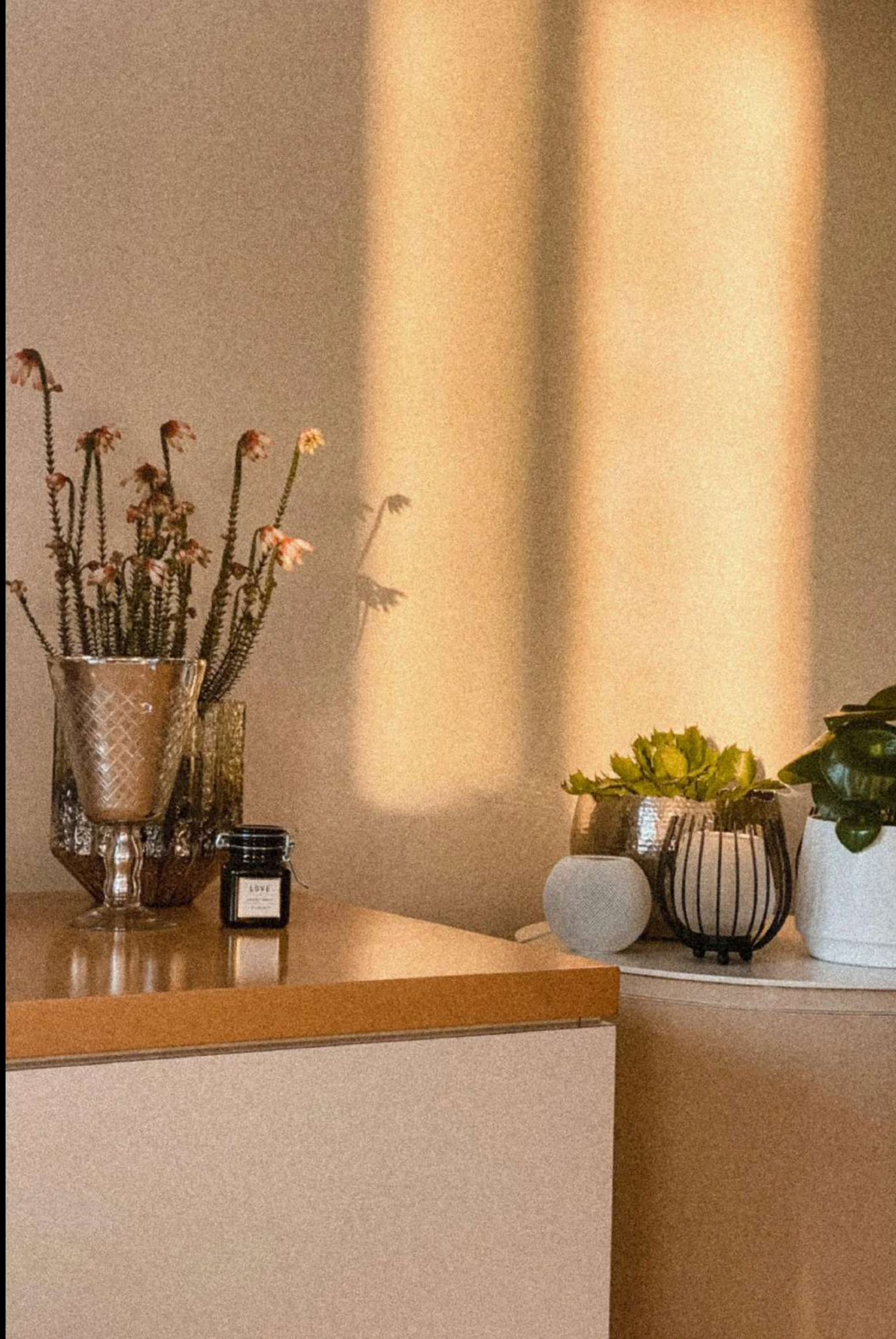
Single-Family Homes

The overbid percentage has decreased from 105.2% last November 2024, to 103.3% a year later.

Condos & Townhomes

The overbid percentage has decreased from 101.8% last November 2024, to 100.9% a year later.





Monterey County

What's in the Monterey County data?

There were 465 single-family homes for sale, providing 5.5 months of inventory. There were 140 new listings, and 84 homes sold at a median price of \$900k. The median overbid percentage was at 97.6%, with an average of 53 days on the market.

There were 75 condo and townhome units for sale, providing 4.2 months of inventory. There were 22 new listings and 18 units sold at a median sale price of \$1m. The median overbid percentage was at 95.6%, with an average of 85 days on the market.





SFH

Single-Family Homes

140

New Listings

84

Sold Listings

5.5

Months of Inventory

\$900K

Median Sale Price

97.6%

Median Sale vs List

53

Avg Days on Market

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CONDO

Condo & Townhomes

22

New Listings

18

Sold Listings

4.2

Months of Inventory

\$1M

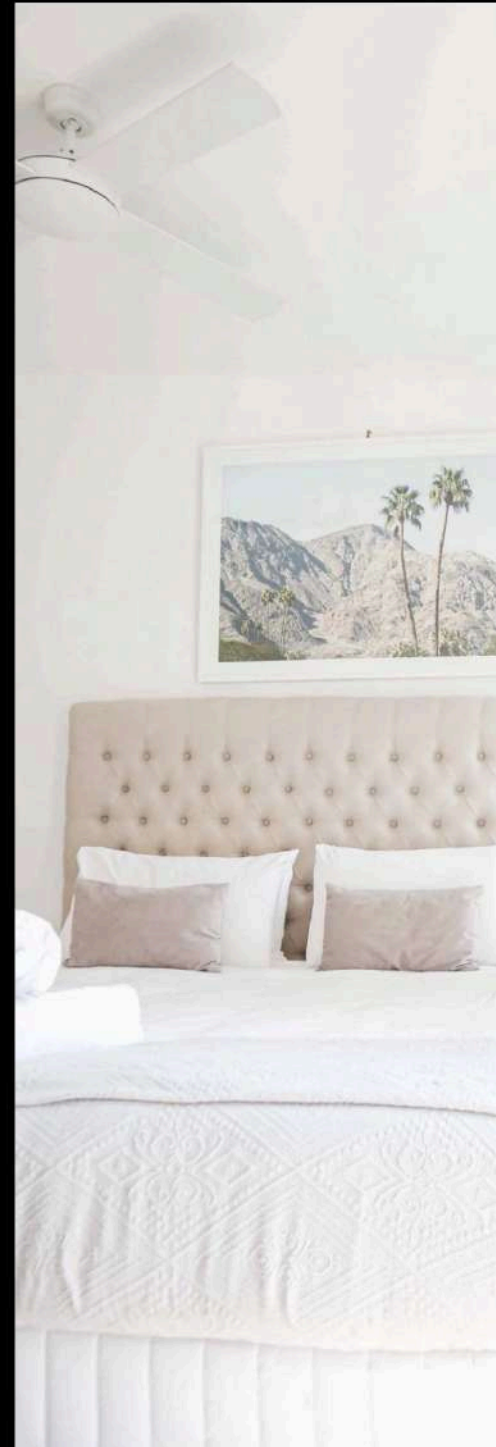
Median Sale Price

95.6%

Median Sale vs List

85

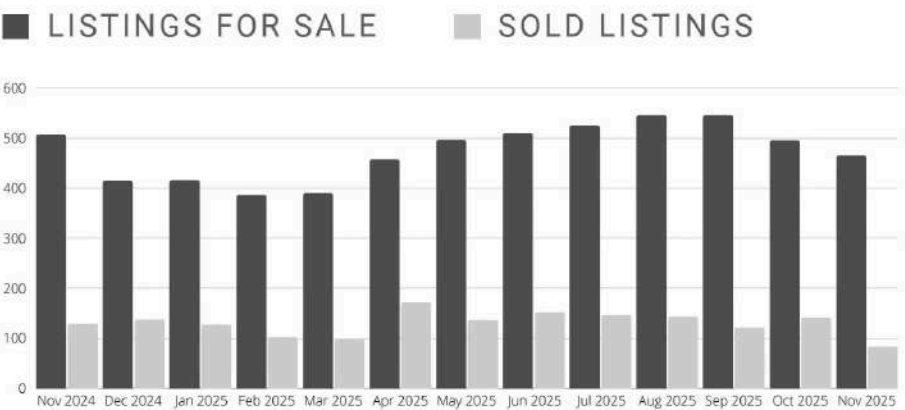
Avg Days on Market



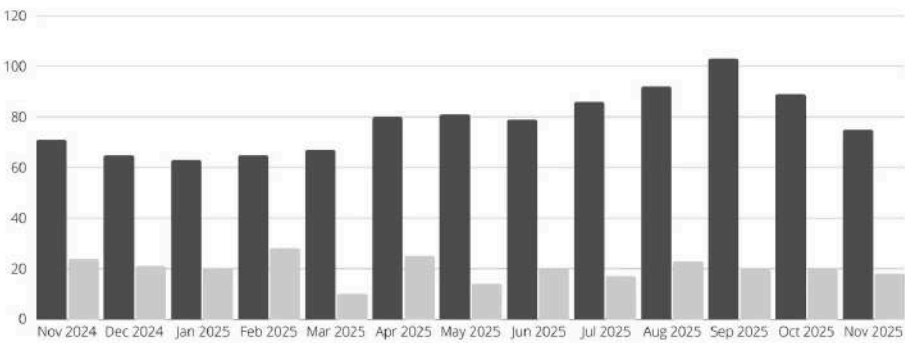


Monterey County

NOVEMBER 2024 - NOVEMBER 2025



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

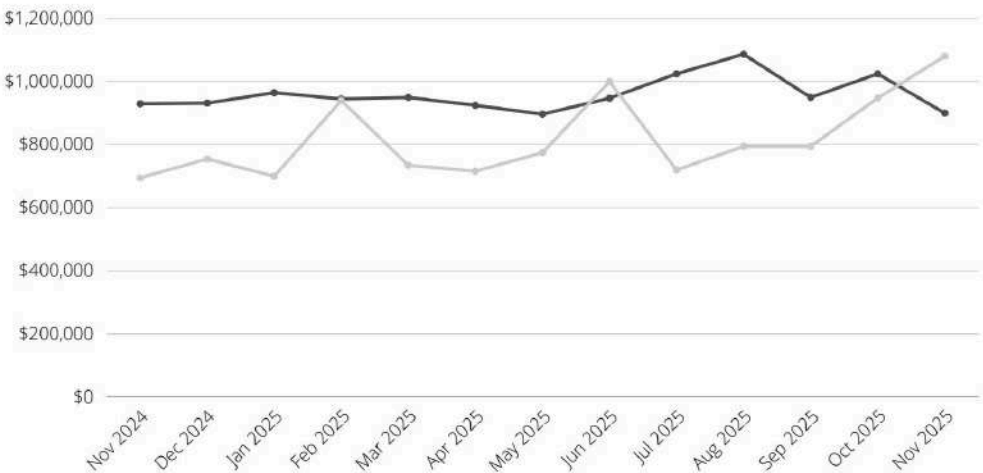
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$930k last November 2024, to \$900k as of November 2025.

Condos & Townhomes

The median sale price has increased from \$695k last November 2024, to \$1m as of November 2025.



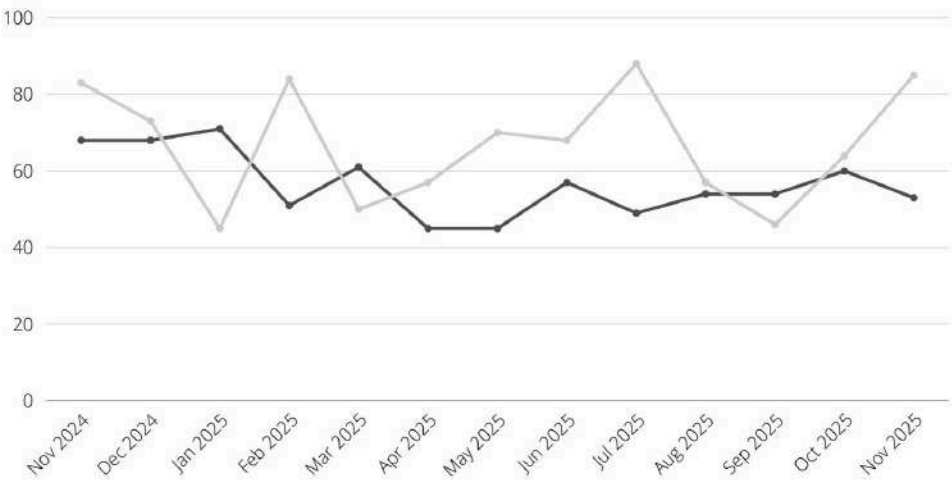
AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 68 days last November 2024, to 53 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 83 days in November 2024, to 85 days as of November 2025.



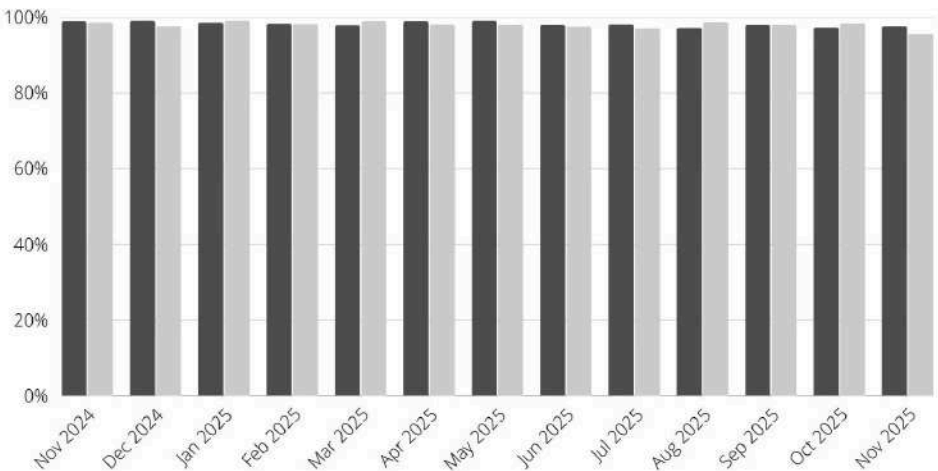
Overbids

Single-Family Homes

The overbid percentage has decreased from 98.9% last November 2024, to 97.6% a year later.

Condos & Townhomes

The overbid percentage has decreased from 98.6% last November 2024, to 95.6% a year later.





Santa Cruz County

What's in the Santa Cruz County data?

There were 380 single-family homes for sale, providing 6.2 months of inventory. There were 77 new listings, and 61 homes sold at a median price of \$1.3m. The median overbid percentage was at 95.9%, with an average of 70 days on the market.

There were 116 condo and townhome units for sale, providing 9.7 months of inventory. There were 21 new listings and 12 units sold at a median sale price of \$760k. The median overbid percentage was at 102.6%, with an average of 66 days on the market.





SFH

Single-Family Homes

77

New Listings

61

Sold Listings

6.2

Months of Inventory

\$1.3M

Median Sale Price

95.9%

Median Sale vs List

70

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

21

New Listings

12

Sold Listings

9.7

Months of Inventory

\$760K

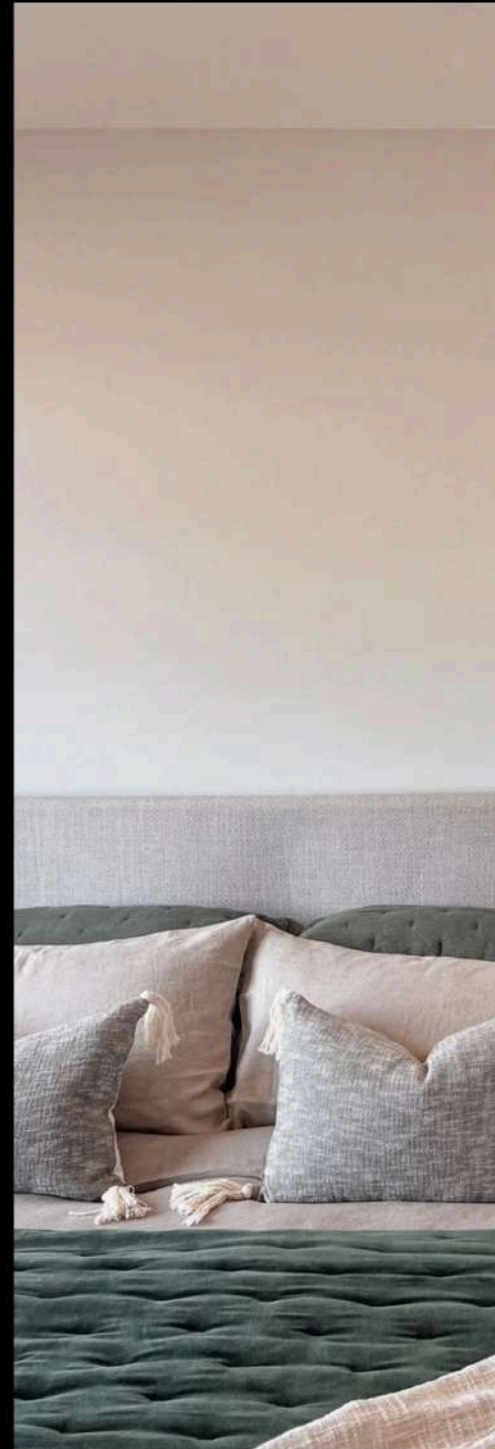
Median Sale Price

102.6%

Median Sale vs List

66

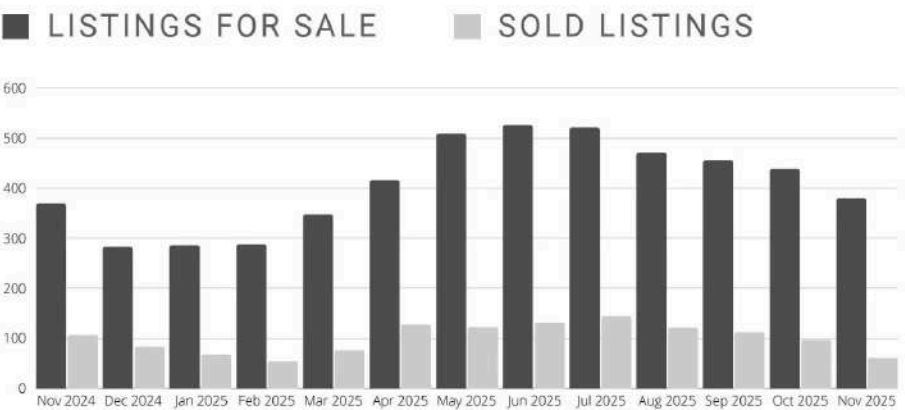
Avg Days on Market



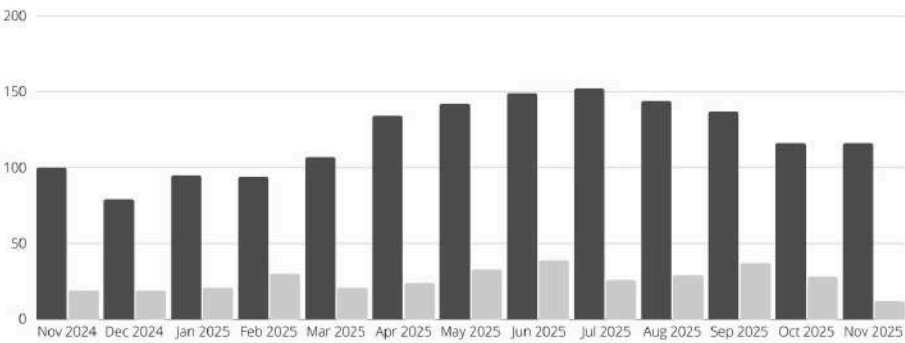


Santa Cruz County

NOVEMBER 2024 - NOVEMBER 2025



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

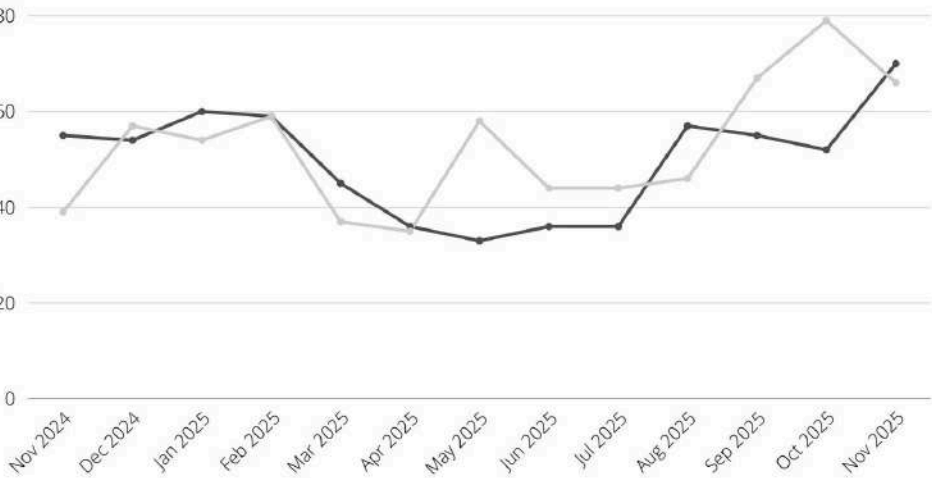
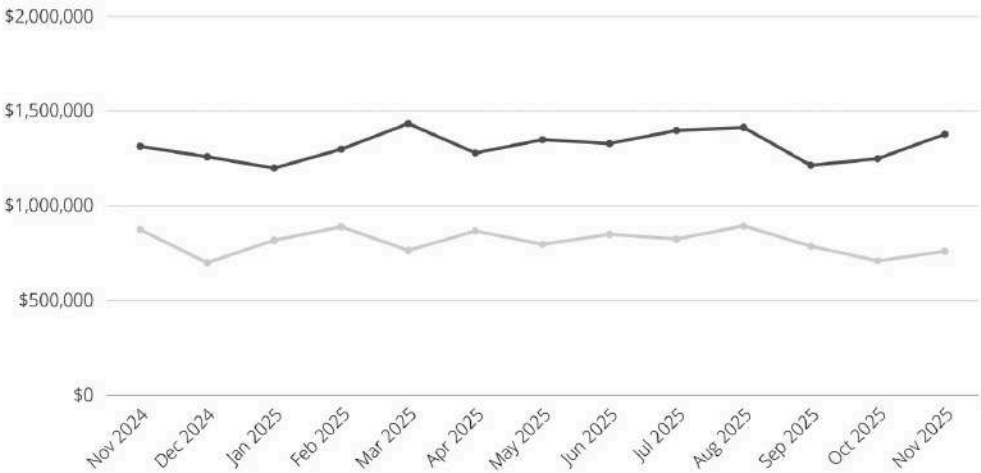
Median Sales Price

Single-Family Homes

The median sale price has increased from \$1.31m last November 2024, to \$1.37m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$875k last November 2024, to \$760k as of November 2025.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 55 days last November 2024, to 70 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 39 days in November 2024, to 66 days as of November 2025.

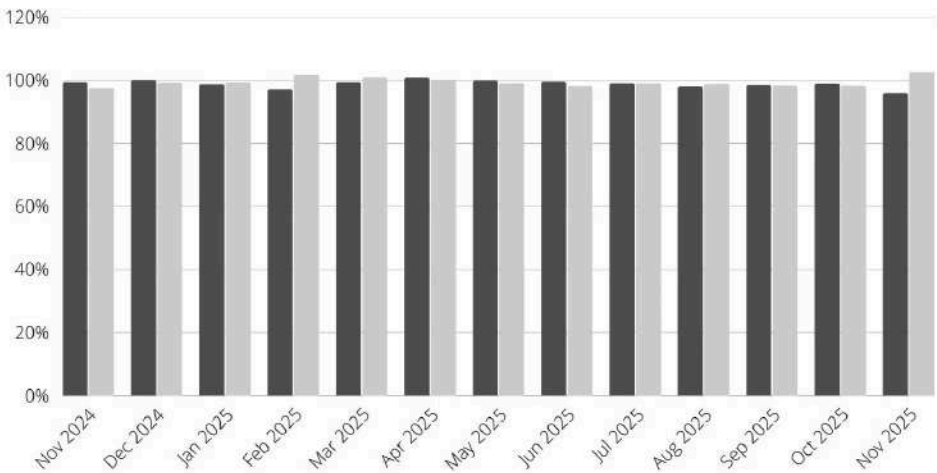
Overbids

Single-Family Homes

The overbid percentage has decreased from 99.4% last November 2024, to 95.9% a year later.

Condos & Townhomes

The overbid percentage has increased from 97.6% last November 2024, to 102.6% a year later.





East Palo Alto

What's in the East Palo Alto data?

There were 16 single-family homes for sale, providing 5.3 months of inventory. There were 6 new listings, and 3 homes sold at a median price of \$1.3m. The median overbid percentage was at 98.6%, with an average of 58 days on the market.

There were 2 condo and townhome units for sale, providing 0 months of inventory. There was 1 new listing and 0 units sold at a median sale price of \$0. The median overbid percentage was at 0%, with an average of 0 days on the market.





SFH

Single-Family Homes

6

New Listings

3

Sold Listings

5.3

Months of Inventory

\$1.3M

Median Sale Price

98.6%

Median Sale vs List

58

Avg Days on Market

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CONDO

Condo & Townhomes

1

New Listing

0

Sold Listings

0

Months of Inventory

\$0

Median Sale Price

0%

Median Sale vs List

0

Avg Days on Market

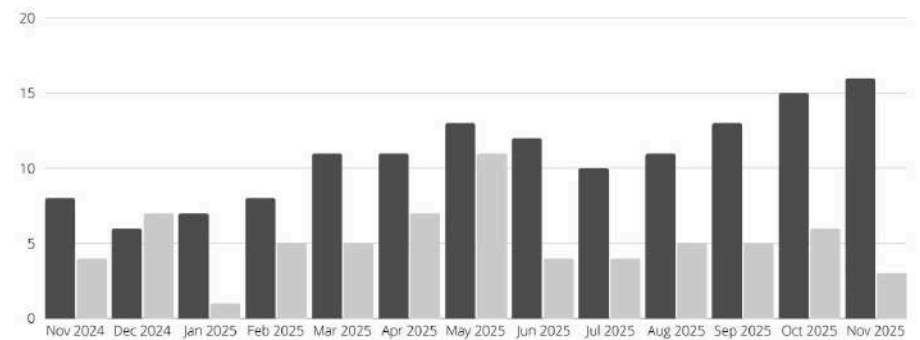




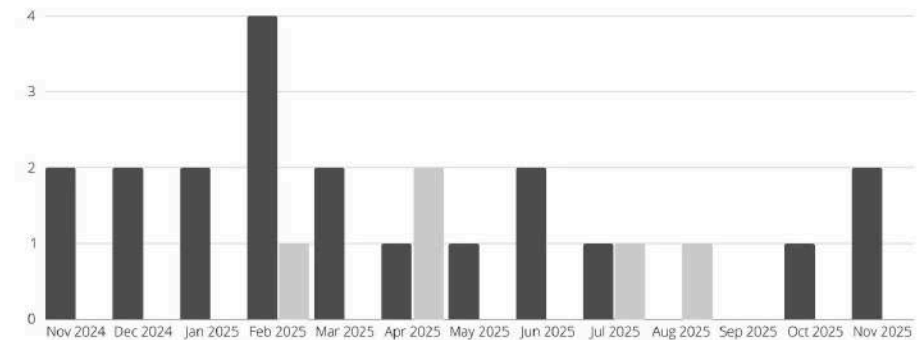
East Palo Alto

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.

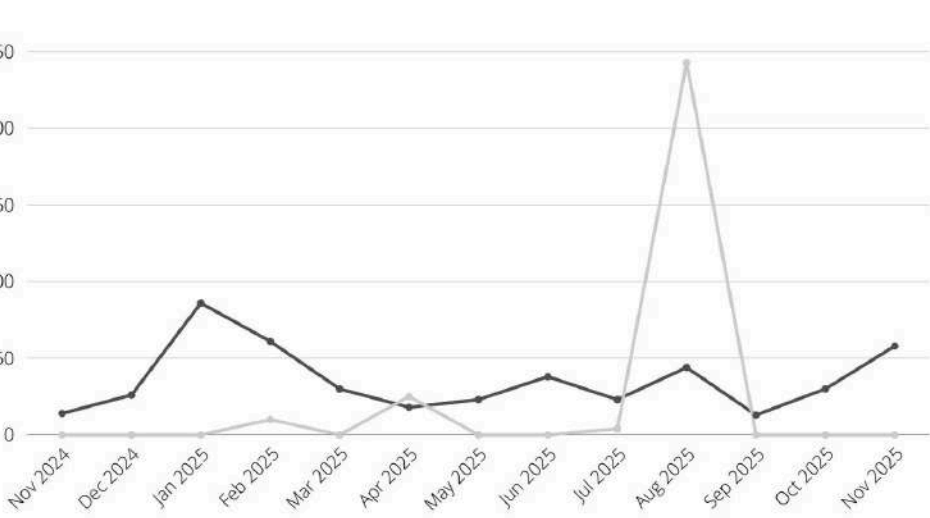
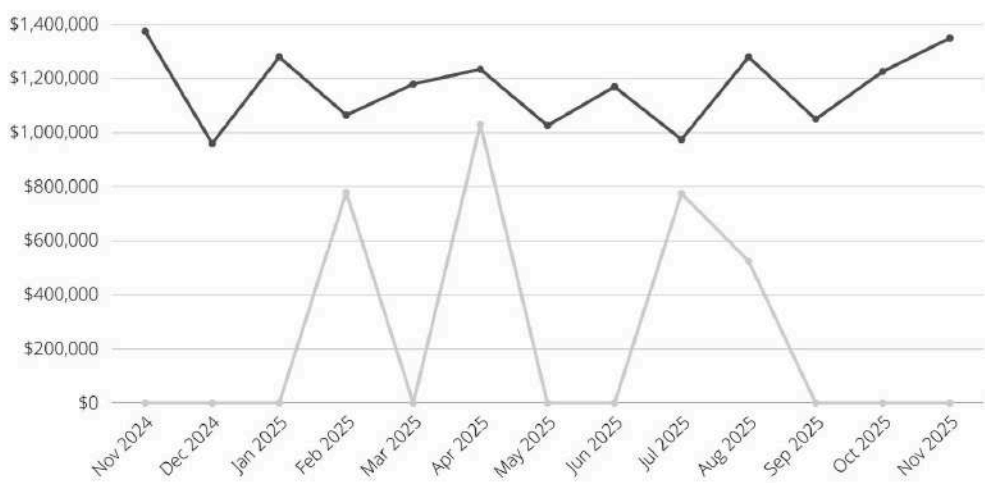


Condos & Townhomes
Last 12 months, year-over-year.

Median Sales Price

Single-Family Homes
The median sale price has decreased from \$1.37m last November 2024, to \$1.35m as of November 2025.

Condos & Townhomes
The median sale price has remained the same from \$0 last November 2024, to \$0 as of November 2025.



AVG Days On the Market

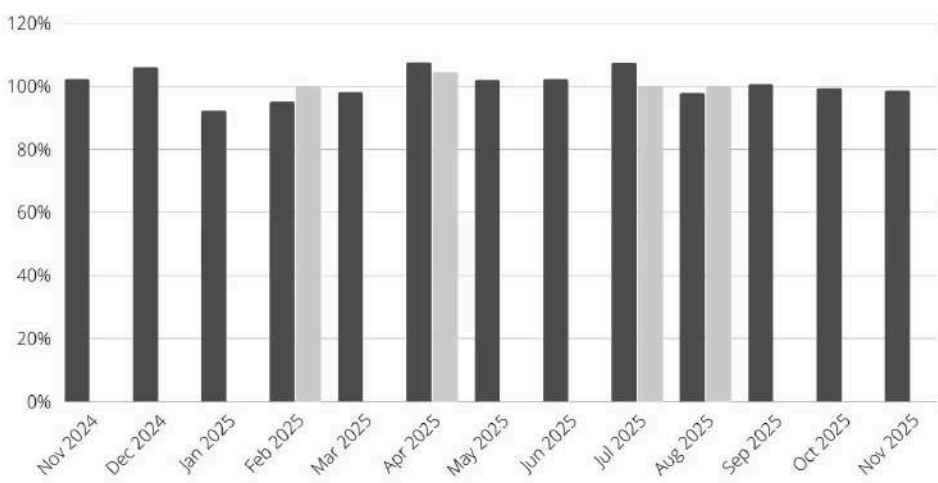
Single-Family Homes
The average time spent on the market went up from 14 days last November 2024, to 58 days as of November 2025.

Condos & Townhomes
The average time spent on the market remained the same from 0 days in November 2024, to 0 days as of November 2025.

Overbids

Single-Family Homes
The overbid percentage has decreased from 102.3% last November 2024, to 98.6% a year later.

Condos & Townhomes
The overbid percentage has remained the same from 0% last November 2024, to 0% a year later.





Sunnyvale

What's in the Sunnyvale data?

There were 25 single-family homes for sale, providing 1.2 months of inventory. There were 19 new listings, and 21 homes sold at a median price of \$2.5m. The median overbid percentage was at 111.1%, with an average of 16 days on the market.

There were 44 condo and townhome units for sale, providing 4.4 months of inventory. There were 12 new listings and 10 units sold at a median sale price of \$1.2m. The median overbid percentage was at 103.5%, with an average of 40 days on the market.





SFH

Single-Family Homes

19

New Listings

21

Sold Listings

1.2

Months of Inventory

\$2.5M

Median Sale Price

111.1%

Median Sale vs List

16

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

12

New Listings

10

Sold Listings

4.4

Months of Inventory

\$1.2M

Median Sale Price

103.5%

Median Sale vs List

40

Avg Days on Market

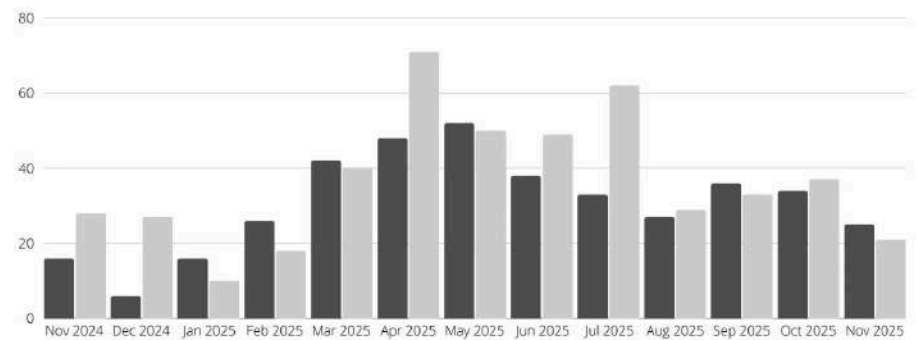




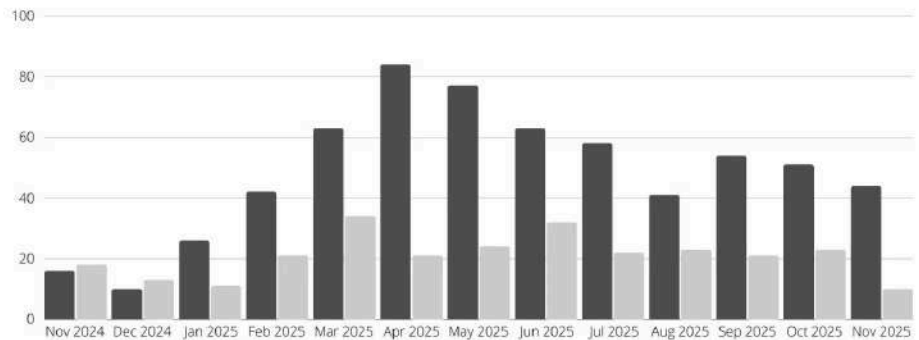
Sunnyvale

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

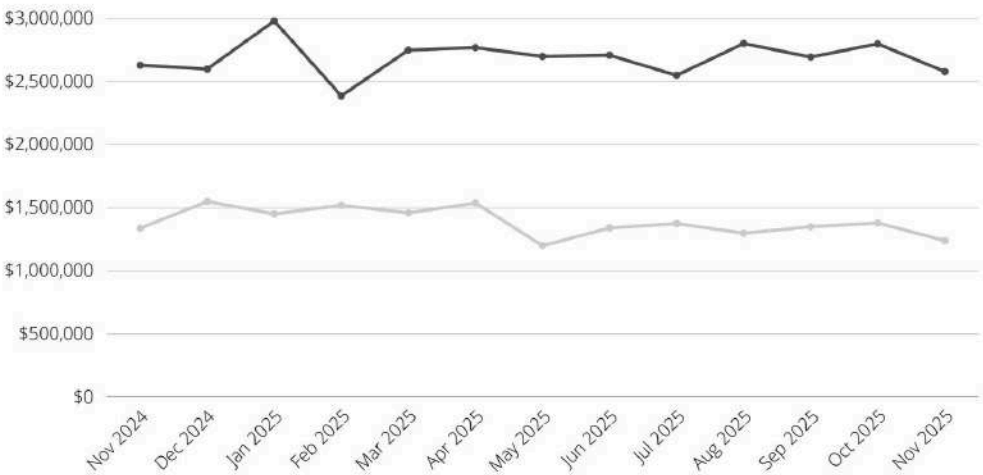
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$2.6m last November 2024, to \$2.5m as of November 2025.

Condos & Townhomes

The median sale price has decreased from \$1.3m last November 2024, to \$1.2m as of November 2025.



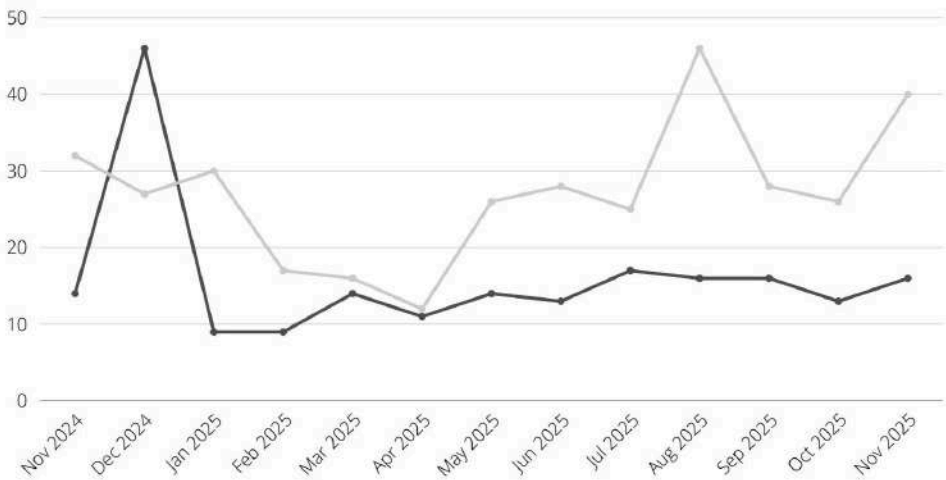
AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 14 days last November 2024, to 16 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 32 days in November 2024, to 40 days as of November 2025.



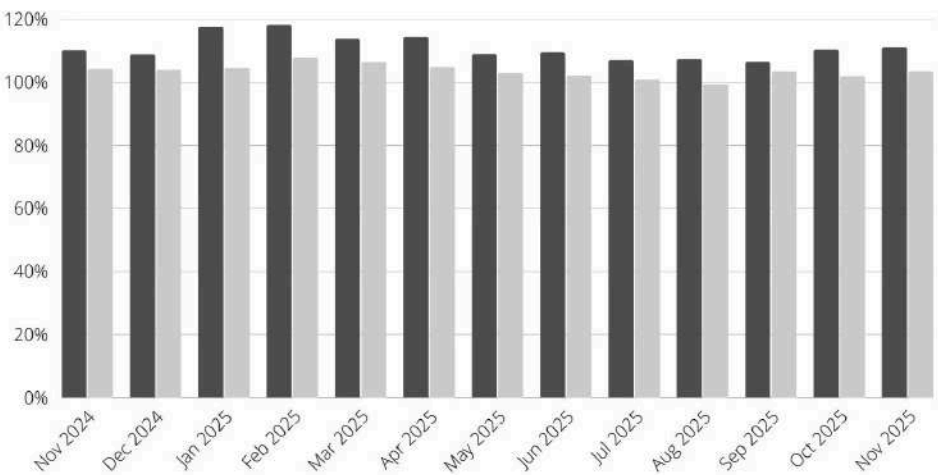
Overbids

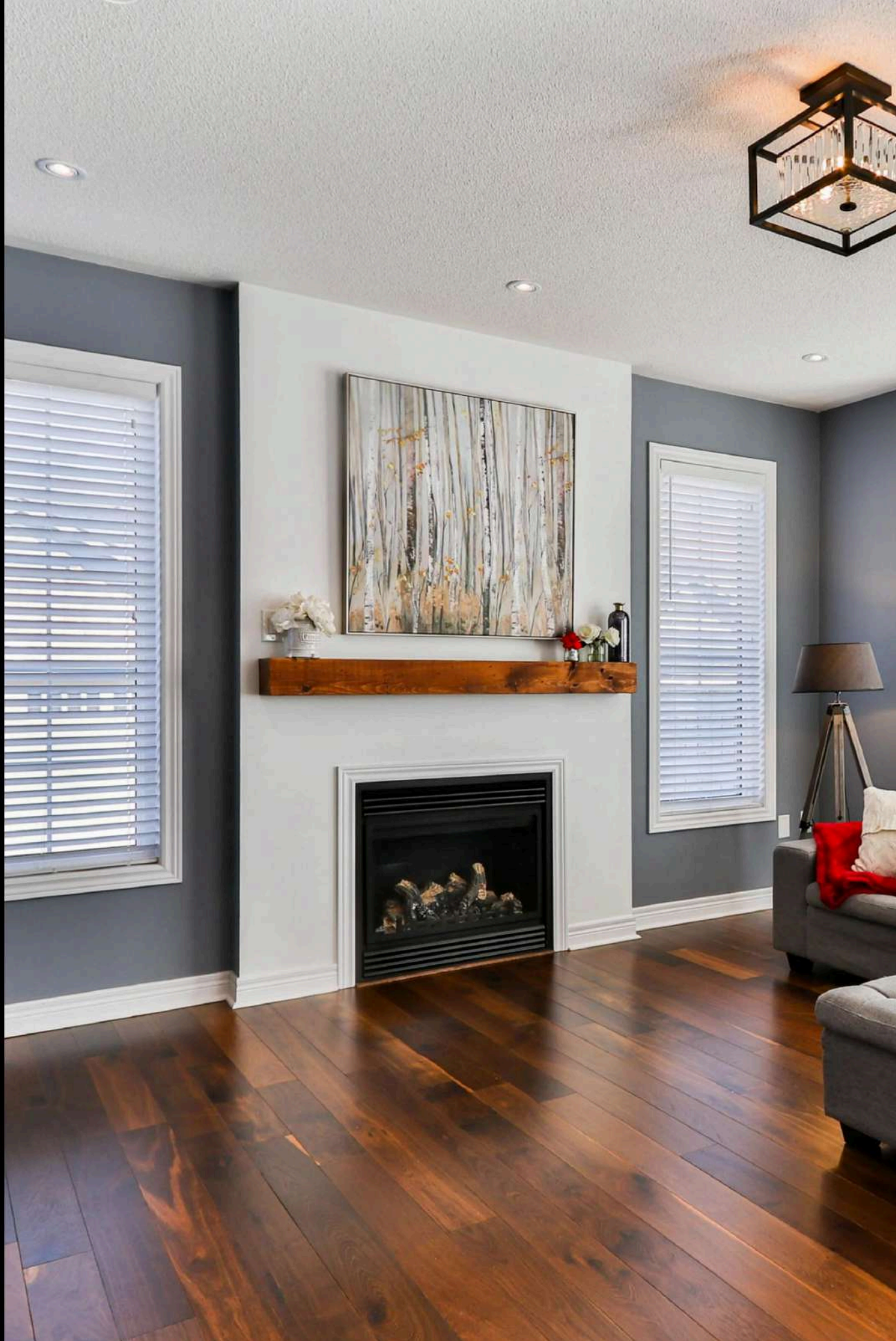
Single-Family Homes

The overbid percentage has increased from 110.1% last November 2024, to 111.1% a year later.

Condos & Townhomes

The overbid percentage has decreased from 104.2% last November 2024, to 103.5% a year later.



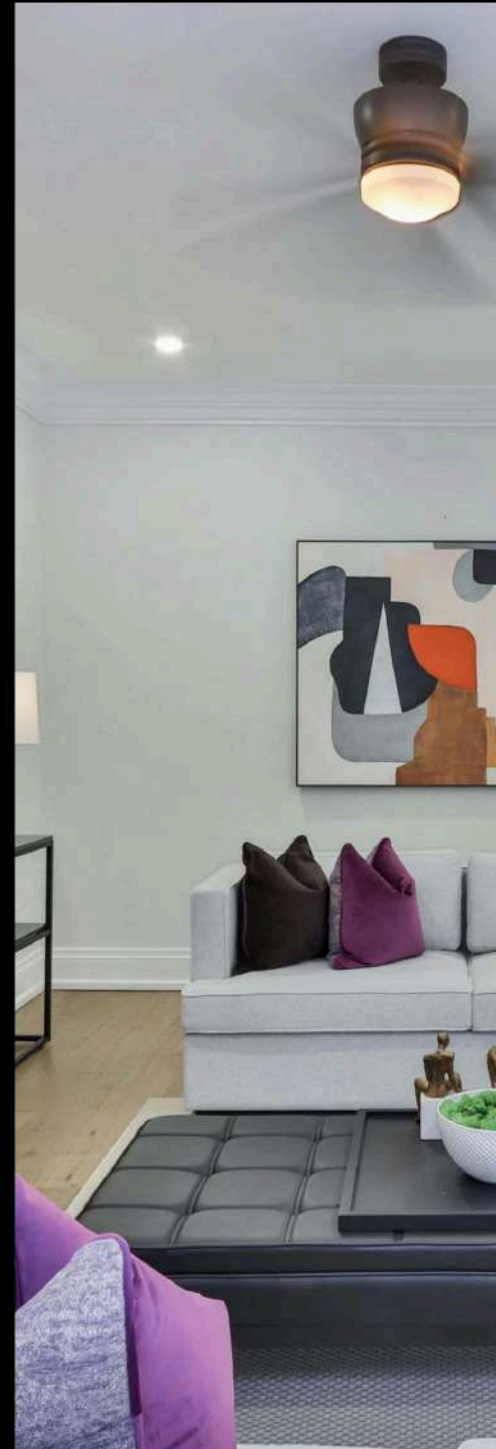


Santa Clara City

What's in the Santa Clara City data?

There were 25 single-family homes for sale, providing 1.3 months of inventory. There were 24 new listings, and 19 homes sold at a median price of \$1.7m. The median overbid percentage was at 105.3%, with an average of 23 days on the market.

There were 38 condo and townhome units for sale, providing 3.2 months of inventory. There were 11 new listings and 12 units sold at a median sale price of \$1m. The median overbid percentage was at 99.8%, with an average of 37 days on the market.





SFH

Single-Family Homes

24

New Listings

19

Sold Listings

1.3

Months of Inventory

\$1.7M

Median Sale Price

105.3%

Median Sale vs List

23

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from November 2024 to November 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

CONDO

Condo & Townhomes

11

New Listings

12

Sold Listings

3.2

Months of Inventory

\$1M

Median Sale Price

99.8%

Median Sale vs List

37

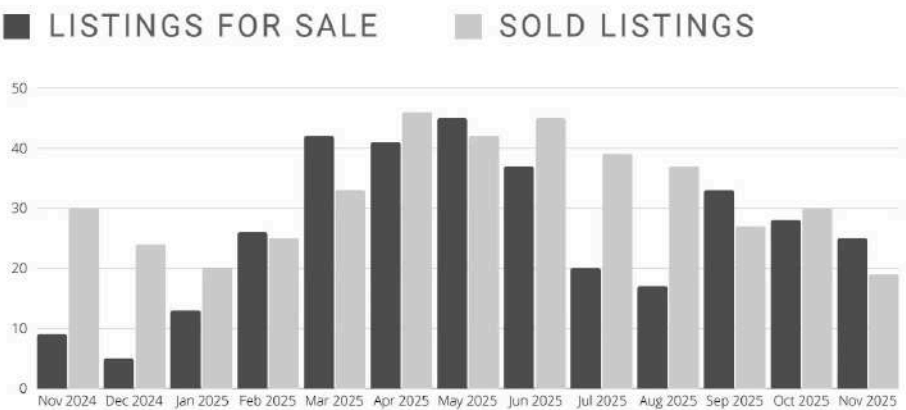
Avg Days on Market



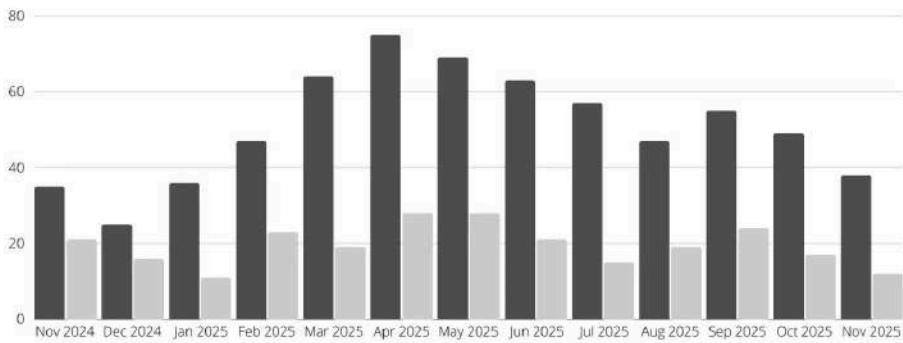


Santa Clara City

NOVEMBER 2024 - NOVEMBER 2025



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

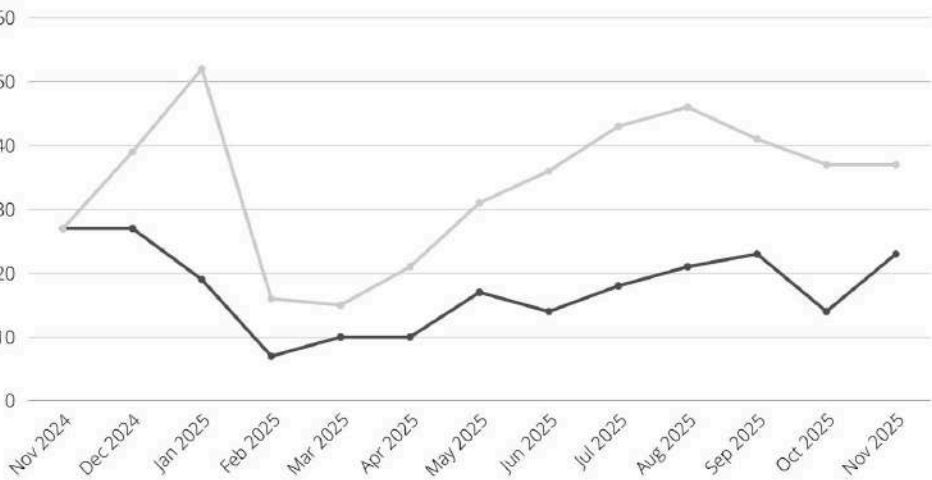
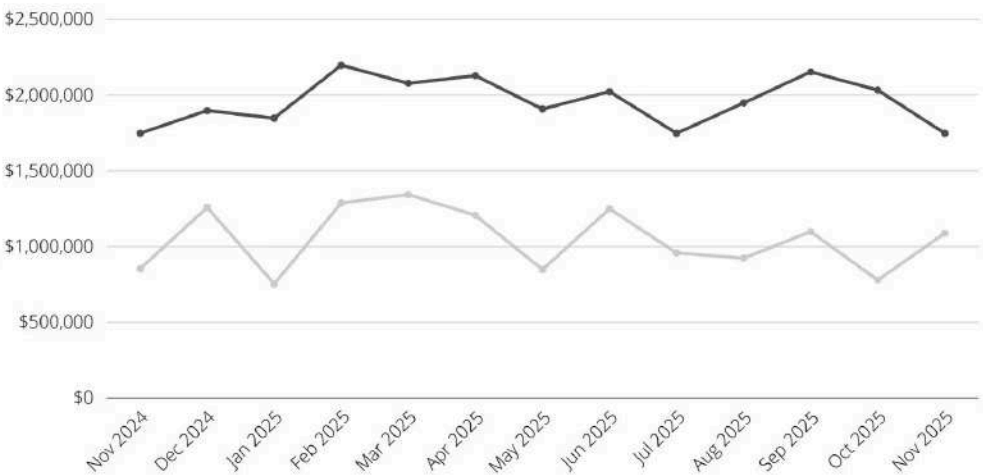
Median Sales Price

Single-Family Homes

The median sale price has remained the same from \$1.7m last November 2024, to \$1.7m as of November 2025.

Condos & Townhomes

The median sale price has increased from \$855k last November 2024, to \$1m as of November 2025.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 27 days last November 2024, to 23 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 27 days in November 2024, to 37 days as of November 2025.

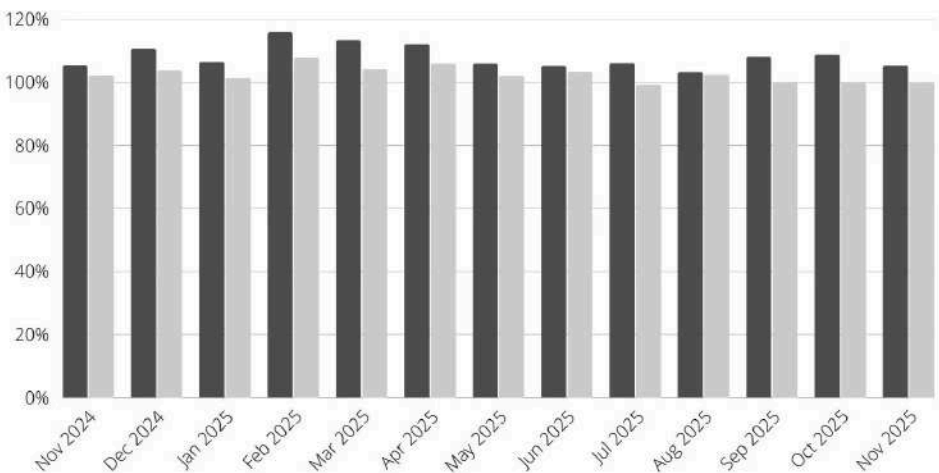
Overbids

Single-Family Homes

The overbid percentage has decreased from 105.4% last November 2024, to 105.3% a year later.

Condos & Townhomes

The overbid percentage has decreased from 102.1% last November 2024, to 99.8% a year later.





Saratoga

What's in the Saratoga data?

There were 32 single-family homes for sale, providing 2.9 months of inventory. There were 12 new listings, and 11 homes sold at a median price of \$4.8m. The median overbid percentage was at 103.5%, with an average of 30 days on the market.

There were 18 condo and townhome units for sale, providing 9 months of inventory. There was 1 new listing and 2 units sold at a median sale price of \$2.2m. The median overbid percentage was at 98.6%, with an average of 124 days on the market.





SFH

Single-Family Homes

12

New Listings

11

Sold Listings

2.9

Months of Inventory

\$4.8M

Median Sale Price

103.5%

Median Sale vs List

30

Avg Days on Market

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CONDO

Condo & Townhomes

1

New Listing

2

Sold Listings

9

Months of Inventory

\$2.2M

Median Sale Price

98.6%

Median Sale vs List

124

Avg Days on Market

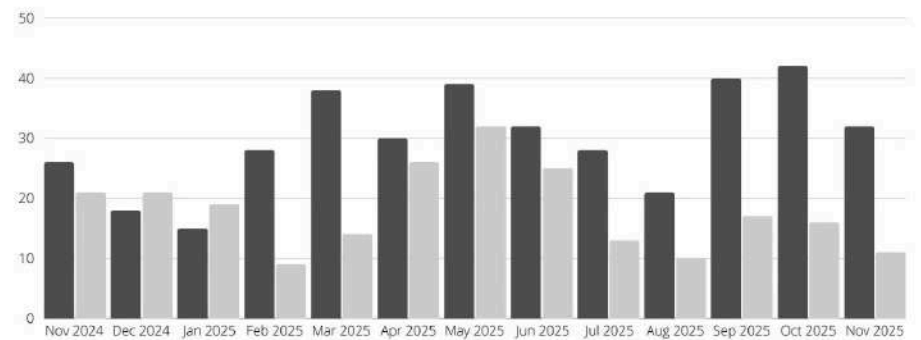




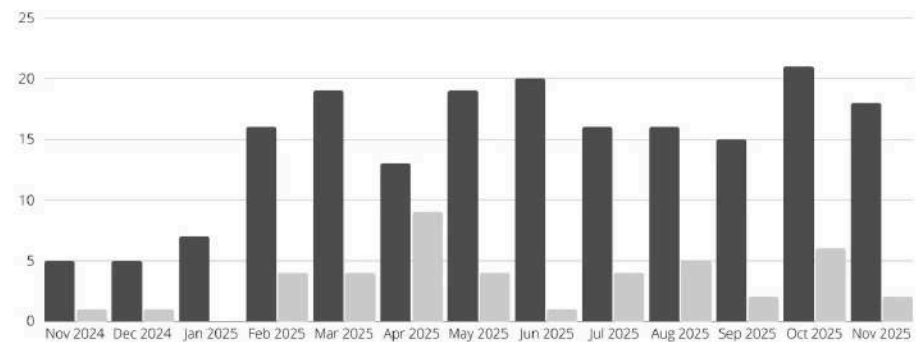
Saratoga

NOVEMBER 2024 - NOVEMBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



Single-Family Homes
Last 12 months, year-over-year.



Condos & Townhomes
Last 12 months, year-over-year.

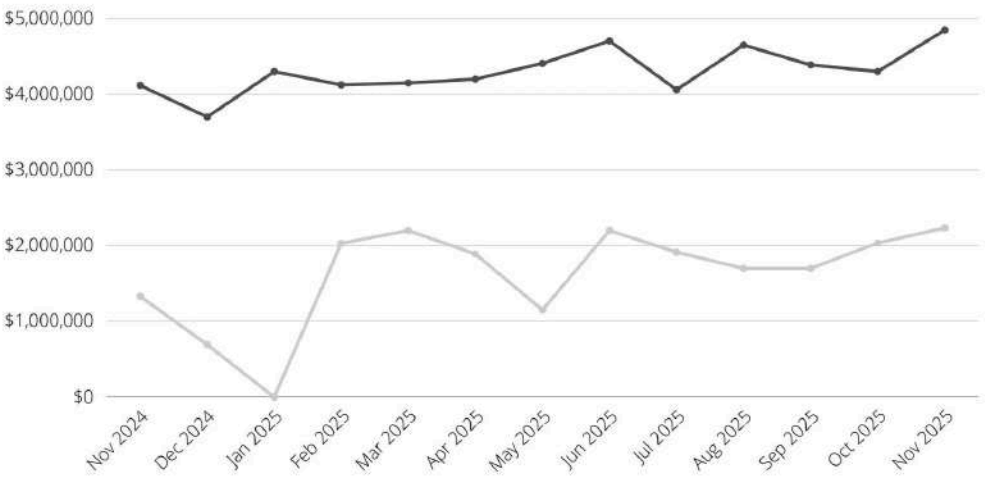
Median Sales Price

Single-Family Homes

The median sale price has increased from \$4.1m last November 2024, to \$4.8m as of November 2025.

Condos & Townhomes

The median sale price has increased from \$1.3m last November 2024, to \$2.2m as of November 2025.



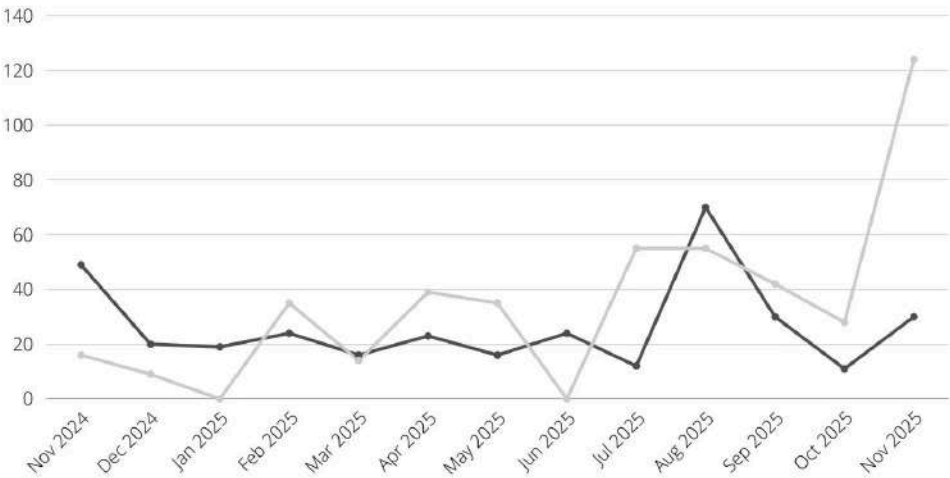
AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 49 days last November 2024, to 30 days as of November 2025.

Condos & Townhomes

The average time spent on the market went up from 16 days in November 2024, to 124 days as of November 2025.



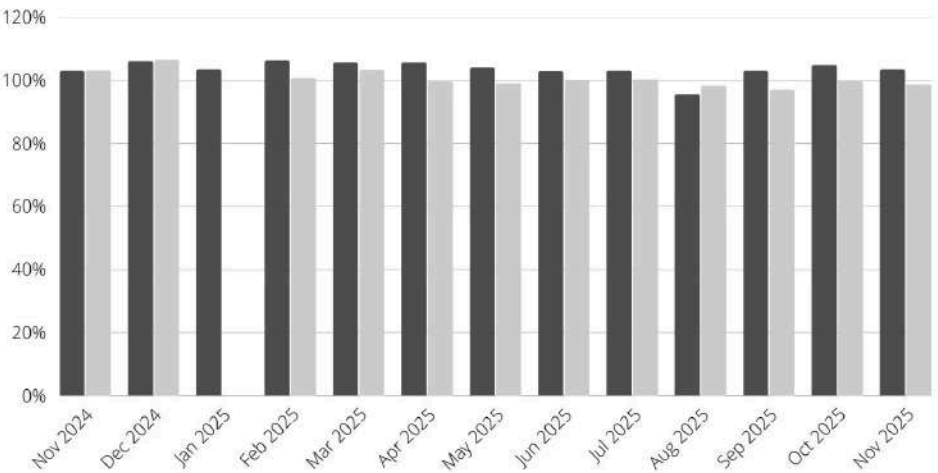
Overbids

Single-Family Homes

The overbid percentage has increased from 103.1% last November 2024, to 103.5% a year later.

Condos & Townhomes

The overbid percentage has decreased from 103.2% last November 2024, to 98.6% a year later.







Palo Alto

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