

KW ADVISORS
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February 2026

Market Report

Palo Alto

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Palo Alto

area

Palo Alto

[Jump to Palo Alto Report](#)

Redwood City

[Jump to Redwood City Report](#)

Portola Valley

[Jump to Portola Valley Report](#)

Menlo Park

[Jump to Menlo Park Report](#)

Atherton

[Jump to Atherton Report](#)

Los Altos

[Jump to Los Altos Report](#)

San Jose

[Jump to San Jose Report](#)

Mountain View

[Jump to Mountain View Report](#)

San Mateo County

[Jump to San Mateo County Report](#)

Santa Clara County

[Jump to Santa Clara County Report](#)

- **Monterey County**
[Jump to Monterey County Report](#)

- **Santa Cruz County**
[Jump to Santa Cruz County Report](#)

- **East Palo Alto**
[Jump to East Palo Alto Report](#)

- **Sunnyvale**
[Jump to Sunnyvale Report](#)

- **Santa Clara City**
[Jump to Santa Clara City Report](#)

- **Saratoga**
[Jump to Saratoga Report](#)



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.

Home Insurance Costs Are Rising: What Buyers Should Plan For



Buying a home is one of the biggest purchases you'll ever make. And homeowner's insurance is what protects that investment. Think of it as your safety net. NerdWallet explains it:

- **Covers Repairs and Rebuilding Costs:** If your home is damaged by fire, storms, or other covered events, it helps pay for repairs and possibly even a full rebuild, if that's deemed necessary.
- **Protects Your Belongings:** It can also cover personal items like furniture, electronics, jewelry, and clothing if they're stolen or damaged.
- **Provides Liability Coverage:** And, if someone gets injured on your property, your policy can help cover medical bills or legal expenses.

But that peace of mind does come with a cost, and lately those costs have been rising.

[READ MORE](#)





**RE MORTGAGE
ADVISORS**
NMLS ID 2368909

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!



Lic. #638333

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

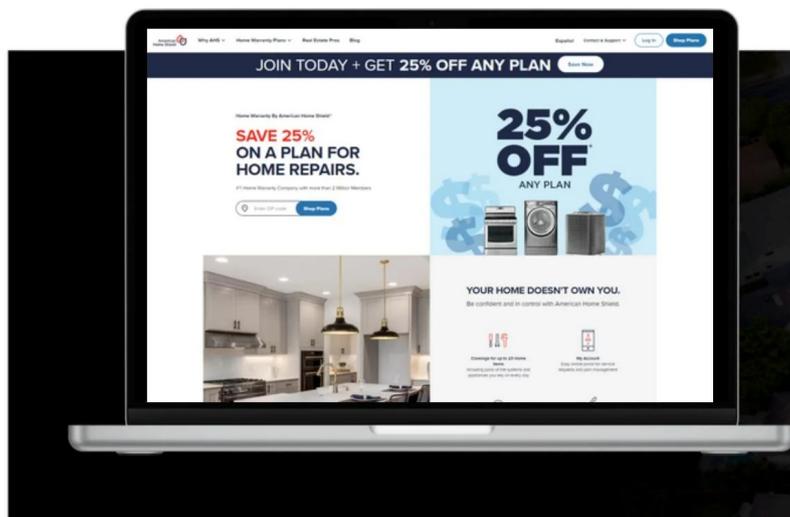
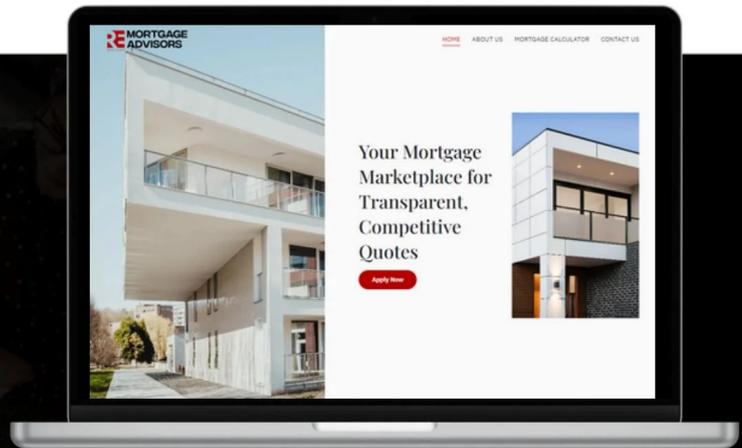
When it comes to home ownership, knowing who you can trust is crucial. That's why we've curated a select list of trusted vendors who are ready to help with your home goals.



**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)



[CLICK HERE](#)

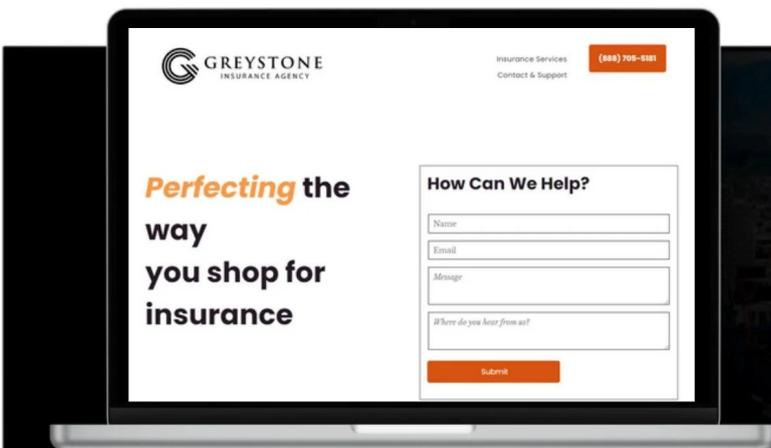
for your home renovation needs



HOME CONCIERGE
KW ADVISORS

**SELL YOUR HOME FOR MORE.
PAY NOTHING UNTIL YOU SELL.**

To help you maximize the sale price of your home, we work with a company called Home Concierge which is a comprehensive pre-sales home renovation service. They will design, manage and pay upfront for remodels and pre-sales prep. Homeowners pay Home Concierge out of escrow when their home sells.



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for your insurance needs

Palo Alto

What's in the Palo Alto data?

There were 28 single-family homes for sale, providing 2.3 months of inventory. There were 33 new listings, and 12 homes sold at a median price of \$3.4m. The median overbid percentage was at 103.5%, with an average of 45 days on the market.

There were 21 condo and townhome units for sale, providing 2.6 months of inventory. There were 30 new listings and 8 units sold at a median sale price of \$1.3m. The median overbid percentage was at 103.1%, with an average of 22 days on the market.





SFH

Single-Family Homes

33

New Listings

12

Sold Listings

2.3

Months of Inventory

\$3.4M

Median Sale Price

103.5%

Median Sale vs List

45

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

30

New Listings

8

Sold Listings

2.6

Months of Inventory

\$1.3M

Median Sale Price

103.1%

Median Sale vs List

22

Avg Days on Market

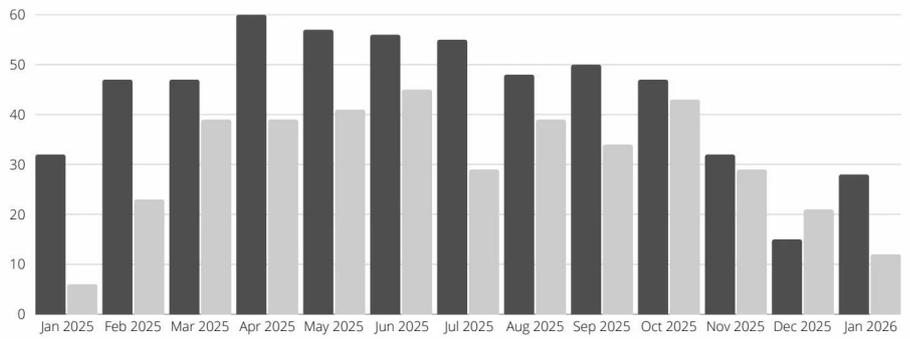




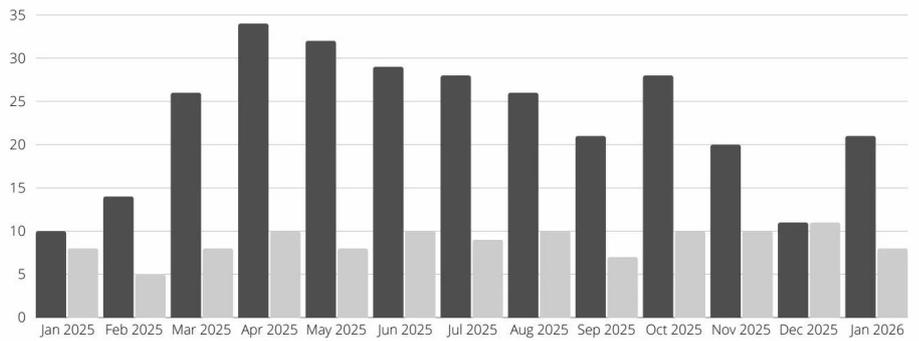
Palo Alto

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

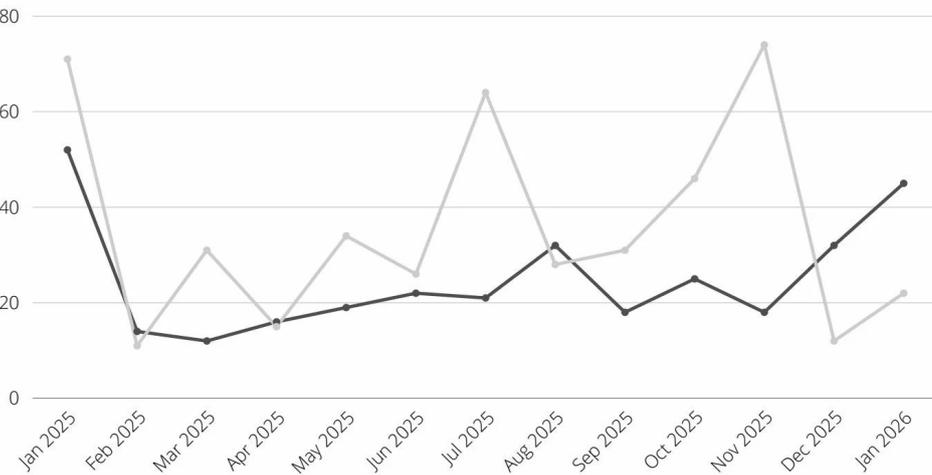
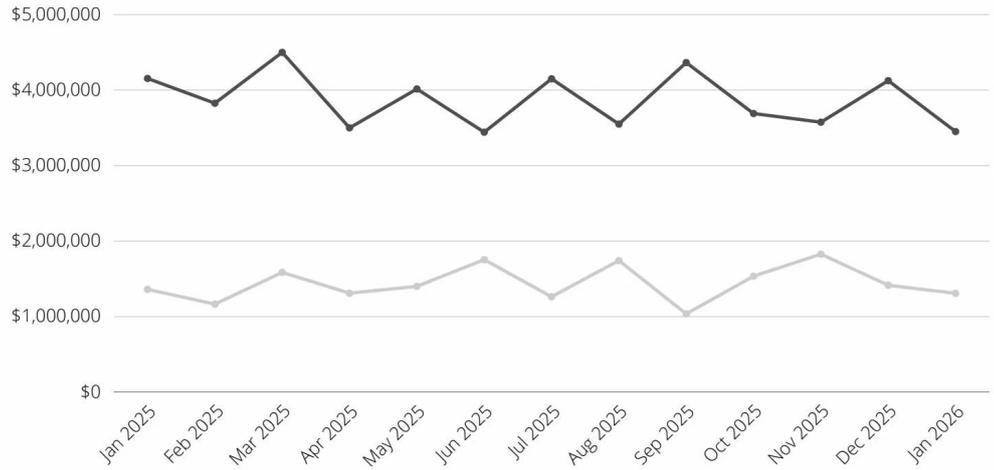
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$4.1m last January 2025, to \$3.4m as of January 2026.

Condos & Townhomes

The median sale price has decreased from \$1.36m last January 2025, to \$1.3m as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 52 days last January 2025, to 45 days as of January 2026.

Condos & Townhomes

The average time spent on the market went down from 71 days in January 2025, to 22 days as of January 2026.

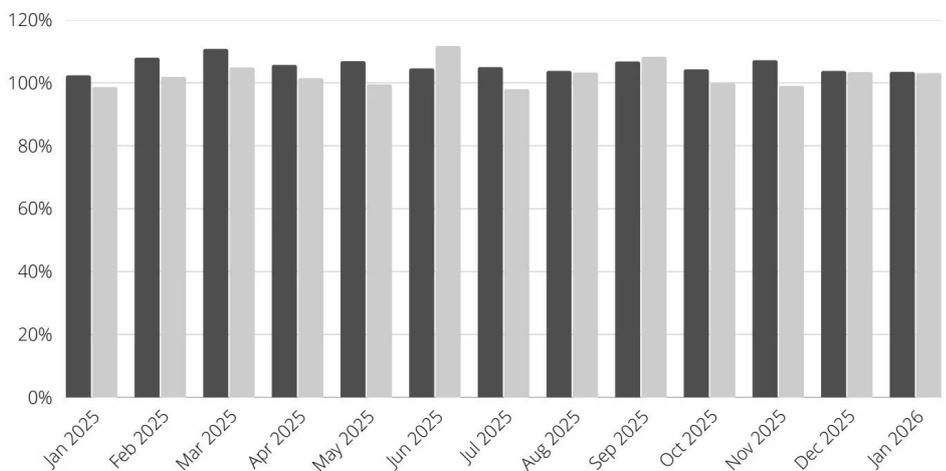
Overbids

Single-Family Homes

The overbid percentage has increased from 102.4% last January 2025, to 103.5% a year later.

Condos & Townhomes

The overbid percentage has increased from 98.7% last January 2025, to 103.1% a year later.



[Back to Table of Contents](#)



Redwood City

What's in the Redwood City data?

There were 31 single-family homes for sale, providing 1.6 months of inventory. There were 40 new listings, and 20 homes sold at a median price of \$2.3m. The median overbid percentage was at 100.2%, with an average of 31 days on the market.

There were 18 condo and townhome units for sale, providing 9 months of inventory. There were 14 new listings and 2 units sold at a median sale price of \$897k. The median overbid percentage was at 98.2%, with an average of 35 days on the market.





SFH

Single-Family Homes

40

New Listings

20

Sold Listings

1.6

Months of Inventory

\$2.3M

Median Sale Price

100.2%

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 January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

14

New Listings

2

Sold Listings

9

Months of Inventory

\$897K

Median Sale Price

98.2%

Median Sale vs List

35

Avg Days on Market

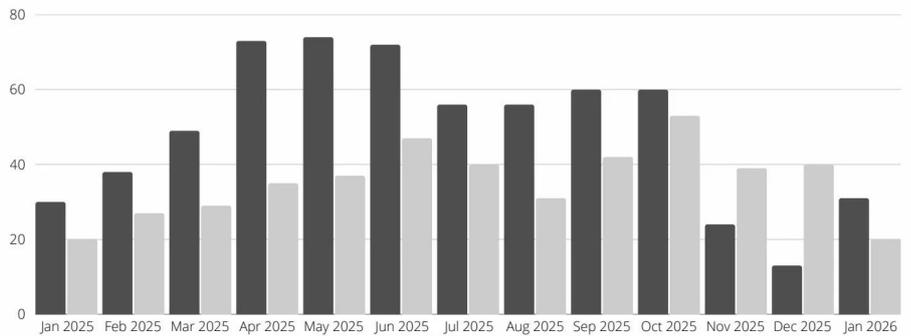




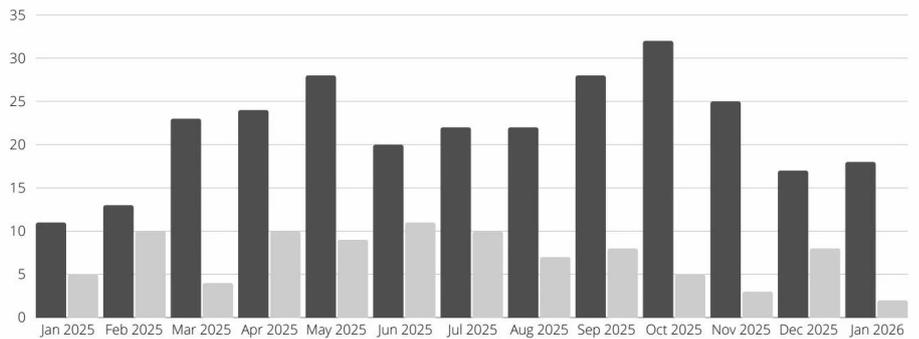
Redwood City

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

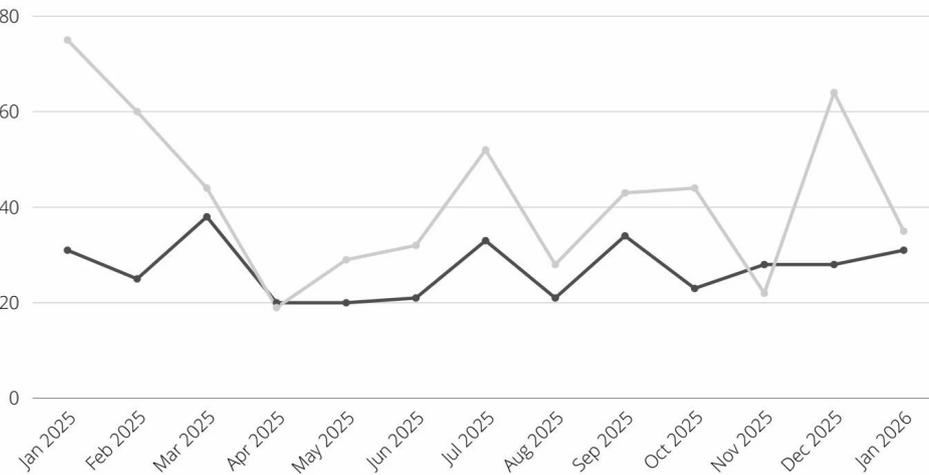
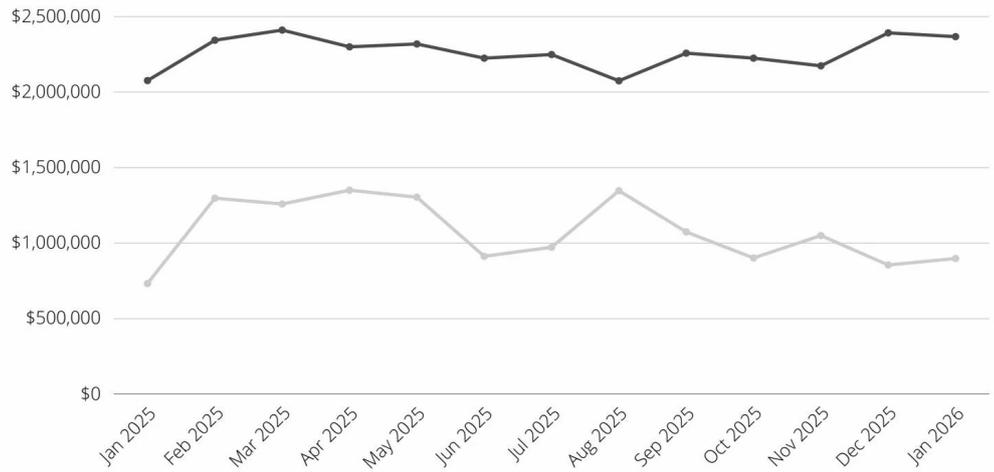
Median Sales Price

Single-Family Homes

The median sale price has increased from \$2m last January 2025, to \$2.3m as of January 2026.

Condos & Townhomes

The median sale price has increased from \$732k last January 2025, to \$897k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market remained the same from 31 days last January 2025, to 31 days as of January 2026.

Condos & Townhomes

The average time spent on the market went down from 75 days in January 2025, to 35 days as of January 2026.

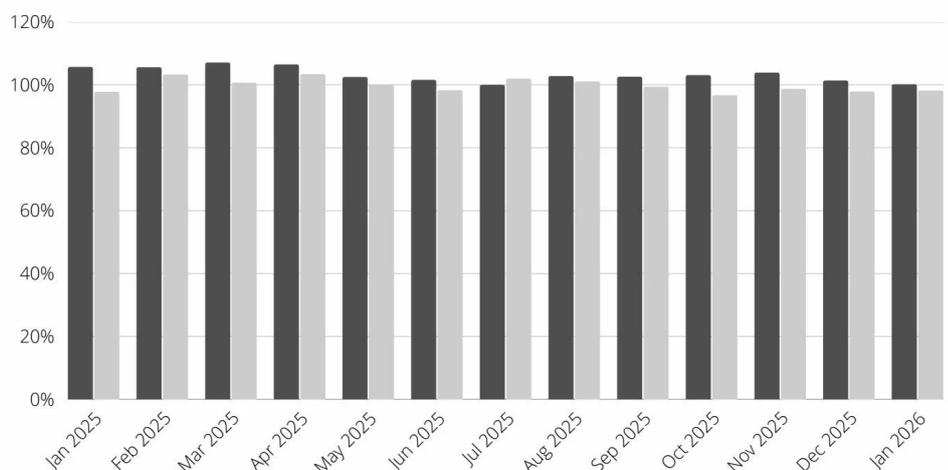
Overbids

Single-Family Homes

The overbid percentage has decreased from 105.7% last January 2025, to 100.2% a year later.

Condos & Townhomes

The overbid percentage has increased from 97.8% last January 2025, to 98.2% a year later.



[Back to Table of Contents](#)



Portola Valley

What's in the Portola Valley data?

There were 7 single-family homes for sale, providing 3.5 months of inventory. There were 4 new listings, and 2 homes sold at a median price of \$9.2m. The median overbid percentage was at 97%, with an average of 127 days on the market.

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





SFH

Single-Family Homes

4

New Listings

2

Sold Listings

3.5

Months of Inventory

\$9.2M

Median Sale Price

97%

Median Sale vs List

127

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

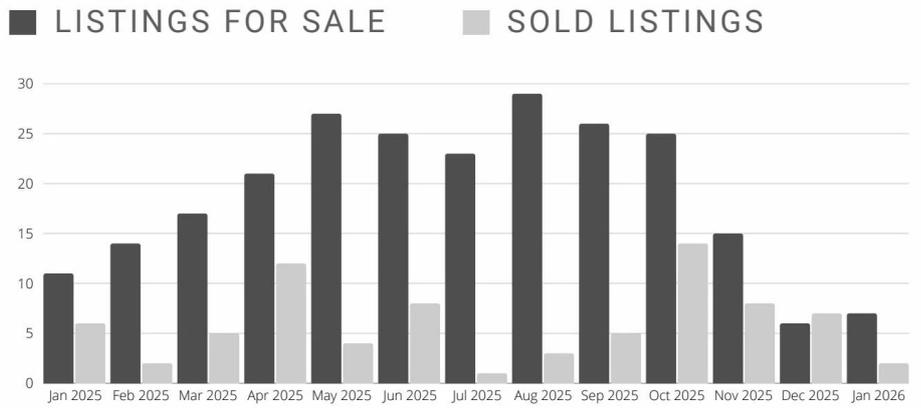
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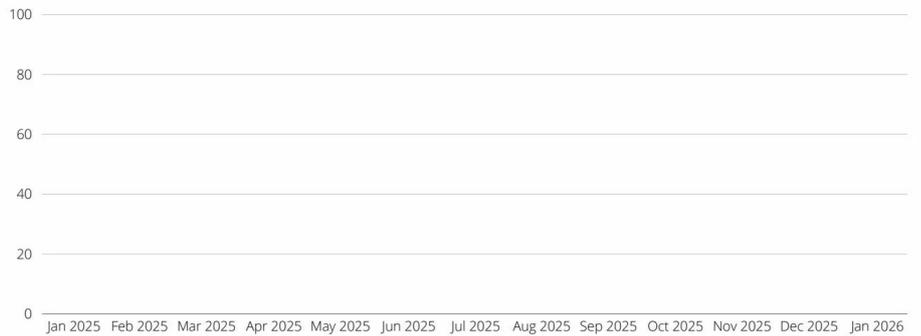
Portola Valley

JANUARY 2025 TO JANUARY 2026



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

No data for this month.



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

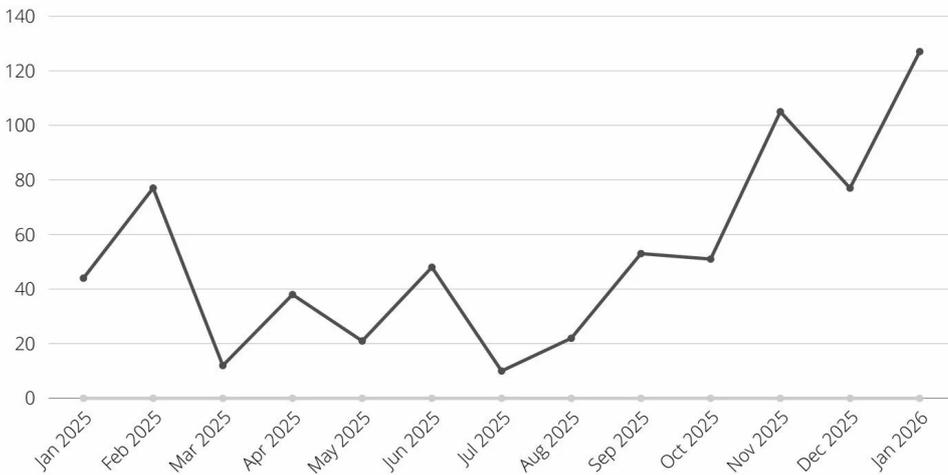
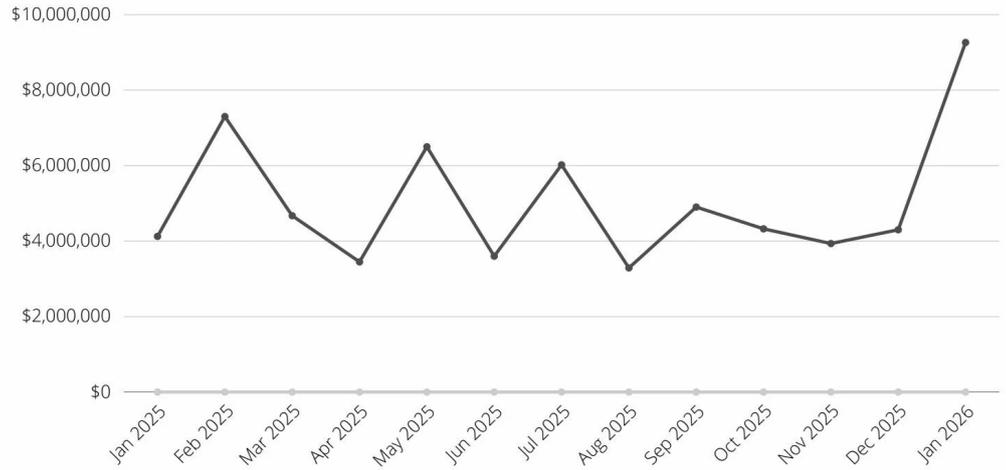
Median Sales Price

Single-Family Homes

The median sale price has increased from \$4.1m last January 2025, to \$9.2m as of January 2026.

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 44 days last January 2025, to 127 days as of January 2026.

Condos & Townhomes

No data for this month.

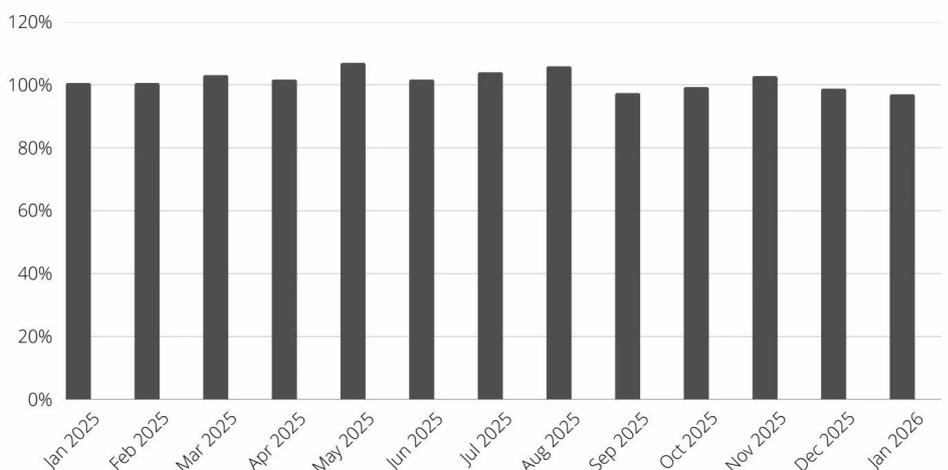
Overbids

Single-Family Homes

The overbid percentage has decreased from 100.6% last January 2025, to 97% a year later.

Condos & Townhomes

No data for this month.



[Back to Table of Contents](#)



Menlo Park

What's in the Menlo Park data?

There were 17 single-family homes for sale, providing 1.5 months of inventory. There were 29 new listings, and 11 homes sold at a median price of \$3.1m. The median overbid percentage was at 101.9%, with an average of 25 days on the market.

There were 14 condo and townhome units for sale, providing 2.8 months of inventory. There were 11 new listings and 5 units sold at a median sale price of \$1.9m. The median overbid percentage was at 101.2%, with an average of 60 days on the market.





SFH

Single-Family Homes

29

New Listings

11

Sold Listings

1.5

Months of Inventory

\$3.1M

Median Sale Price

101.9%

Median Sale vs List

25

Avg Days on Market

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CONDO

Condo & Townhomes

11

New Listings

5

Sold Listings

2.8

Months of Inventory

\$1.9M

Median Sale Price

101.2%

Median Sale vs List

60

Avg Days on Market

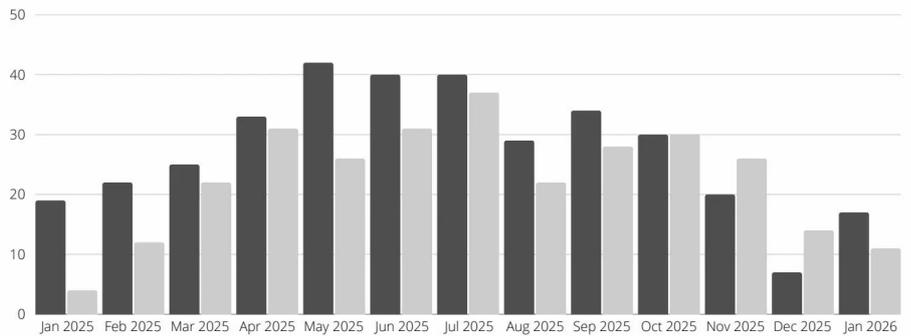




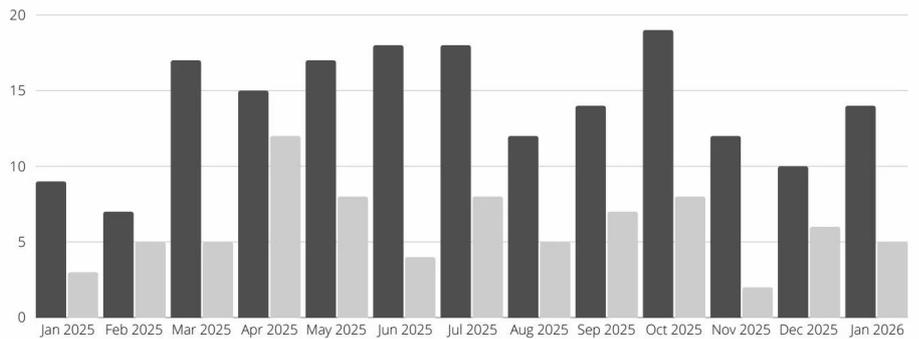
Menlo Park

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

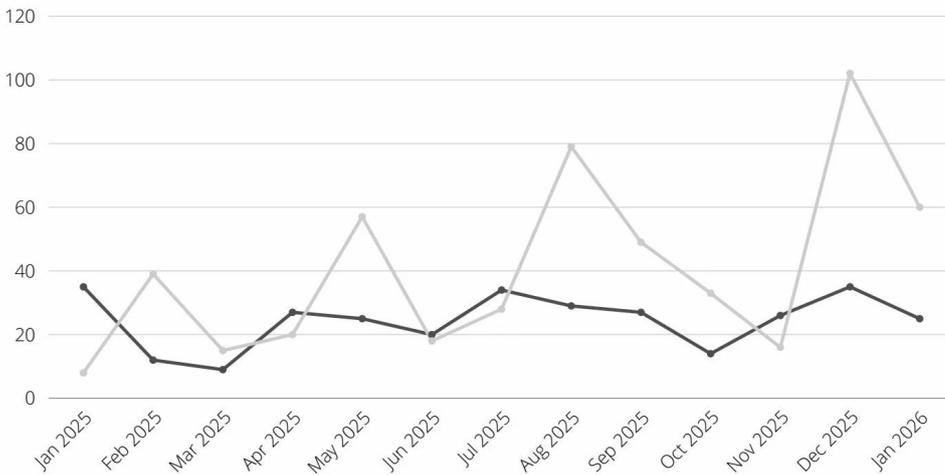
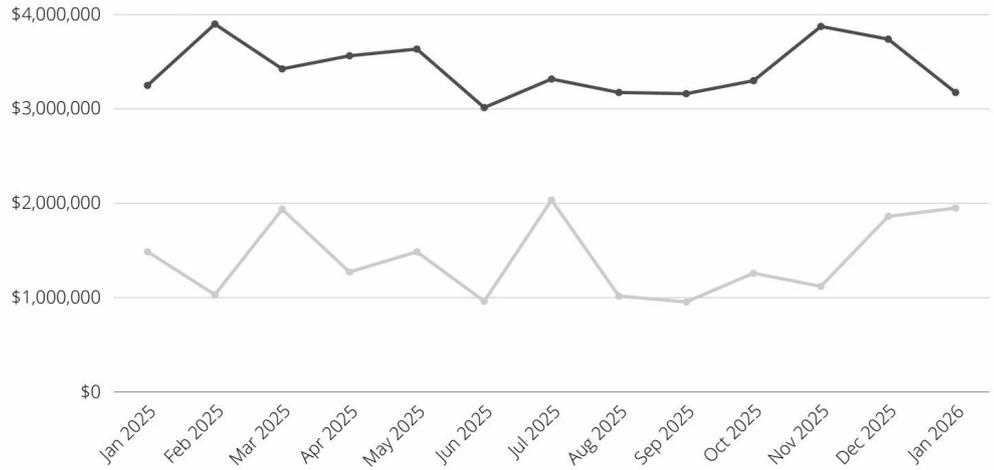
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$3.2m last January 2025, to \$3.1m as of January 2026.

Condos & Townhomes

The median sale price has increased from \$1.4m last January 2025, to \$1.9m as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 35 days last January 2025, to 25 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 8 days in January 2025, to 60 days as of January 2026.

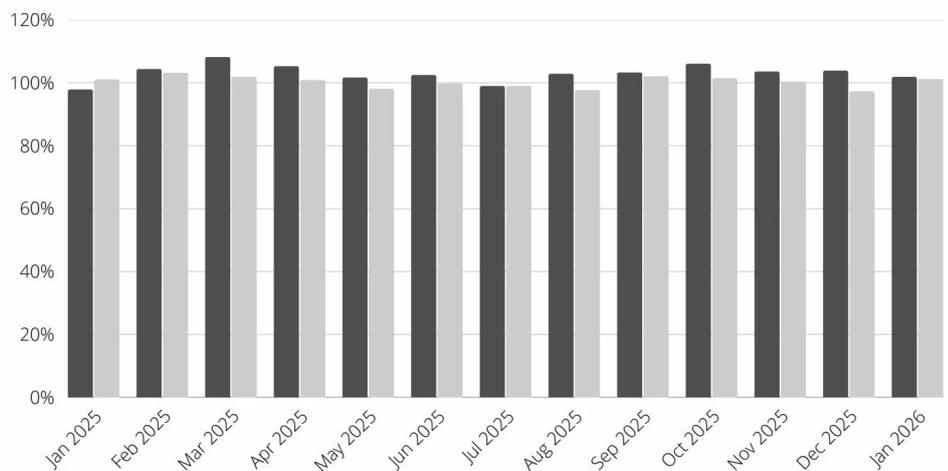
Overbids

Single-Family Homes

The overbid percentage has increased from 97.9% last January 2025, to 101.9% a year later.

Condos & Townhomes

The overbid percentage has increased from 101.1% last January 2025, to 101.2% a year later.



[Back to Table of Contents](#)



Atherton

What's in the Atherton data?

There were 4 single-family homes for sale, providing 2 months of inventory. There were 3 new listings, and 2 homes sold at a median price of \$25.2m. The median overbid percentage was at 98.8%, with an average of 48 days on the market.

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





SFH

Single-Family Homes

3

New Listings

2

Sold Listings

2

Months of Inventory

\$25.2M

Median Sale Price

98.8%

Median Sale vs List

48

Avg Days on Market

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CONDO

Condo & Townhomes

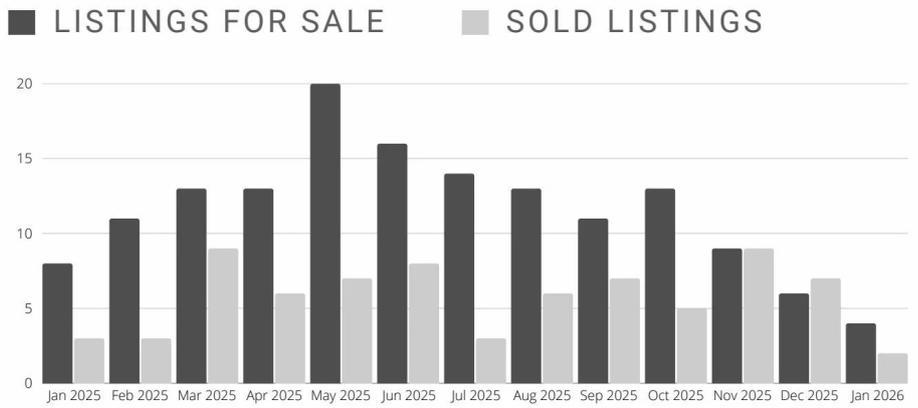
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January 2026.





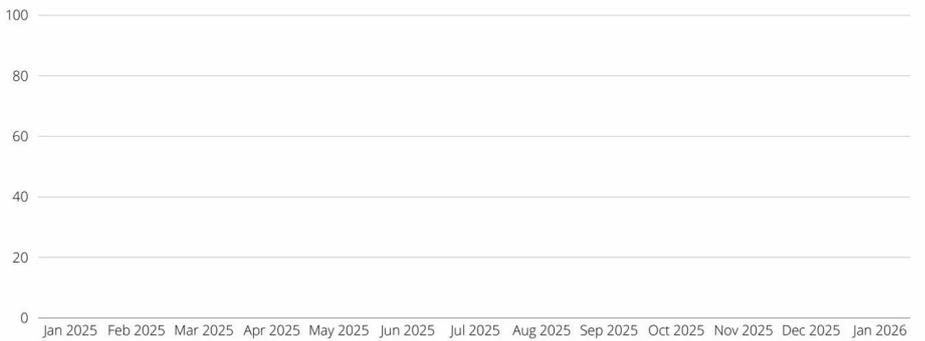
Atherton

JANUARY 2025 TO JANUARY 2026



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

No data for this month.



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

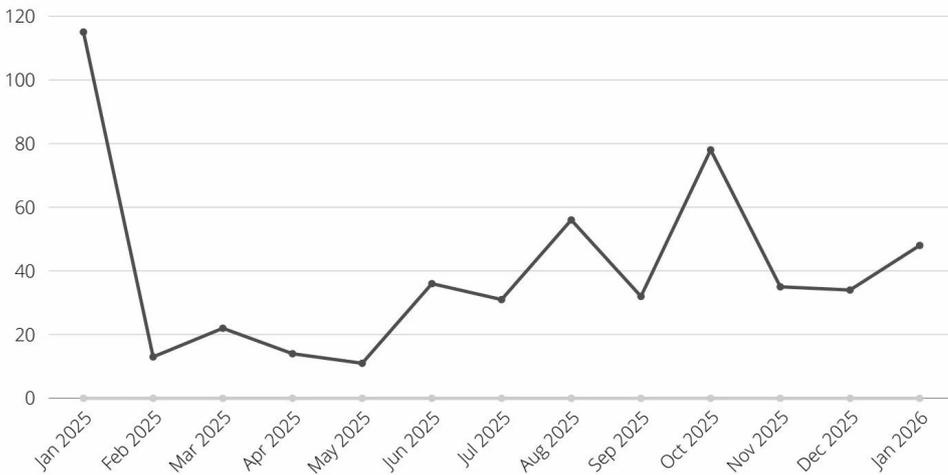
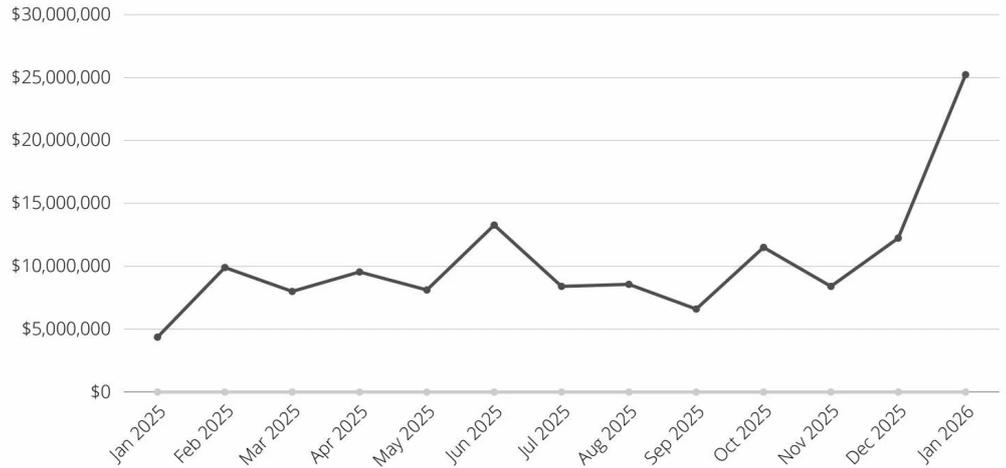
Median Sales Price

Single-Family Homes

The median sale price has increased from \$4.3m last January 2025, to \$25.2m as of January 2026.

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 115 days last January 2025, to 48 days as of January 2026.

Condos & Townhomes

No data for this month.

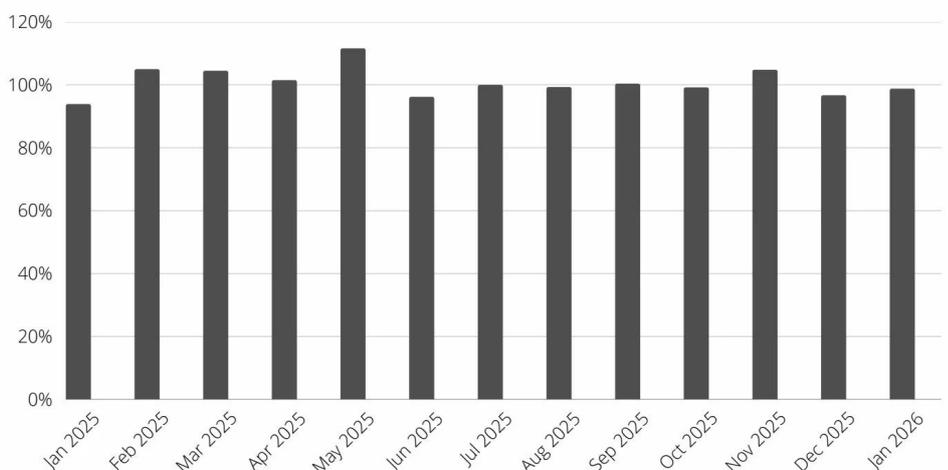
Overbids

Single-Family Homes

The overbid percentage has increased from 93.9% last January 2025, to 98.8% a year later.

Condos & Townhomes

No data for this month.



[Back to Table of Contents](#)



Los Altos

What's in the Los Altos data?

There were 18 single-family homes for sale, providing 6 months of inventory. There were 27 new listings, and 3 homes sold at a median price of \$4.5m. The median overbid percentage was at 101%, with an average of 48 days on the market.

There were 15 condo and townhome units for sale, providing 7.5 months of inventory. There were 12 new listings and 2 units sold at a median sale price of \$1.5m. The median overbid percentage was at 98.3%, with an average of 36 days on the market.





SFH

Single-Family Homes

27

New Listings

3

Sold Listings

6

Months of Inventory

\$4.5M

Median Sale Price

101%

Median Sale vs List

48

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

12

New Listings

2

Sold Listings

7.5

Months of Inventory

\$1.5M

Median Sale Price

98.3%

Median Sale vs List

36

Avg Days on Market



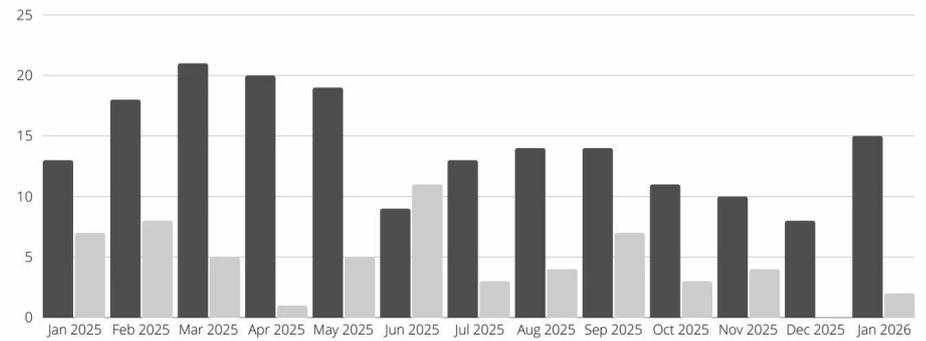


Los Altos

JANUARY 2025 TO JANUARY 2026



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



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

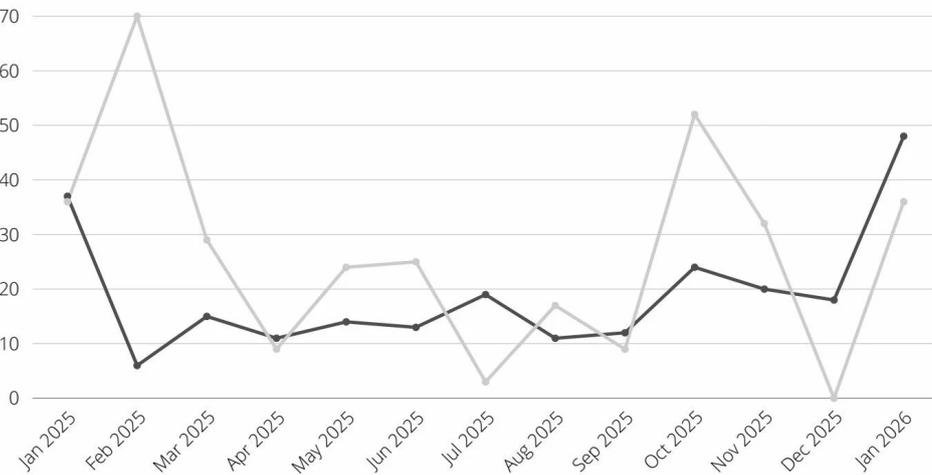
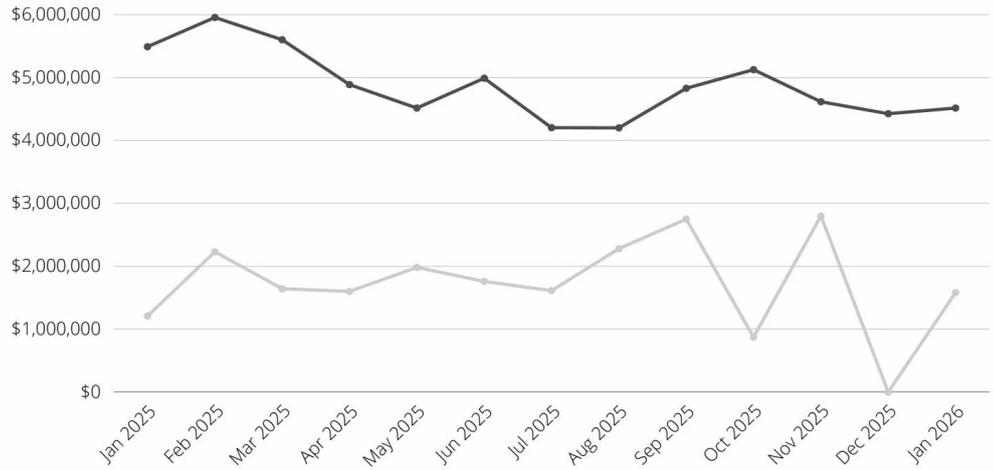
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$5.4m last January 2025, to \$4.5m as of January 2026.

Condos & Townhomes

The median sale price has increased from \$1.2m last January 2025, to \$1.5m as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 37 days last January 2025, to 48 days as of January 2026.

Condos & Townhomes

The average time spent on the market remained the same from 36 days in January 2025, to 36 days as of January 2026.

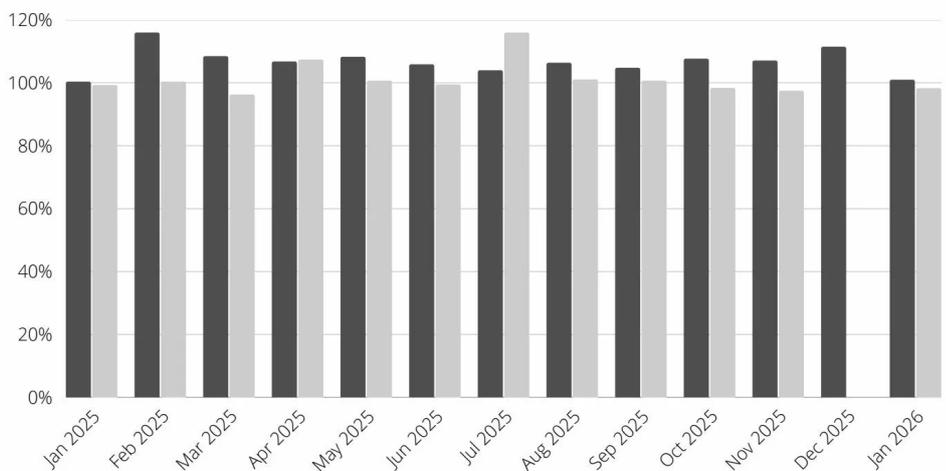
Overbids

Single-Family Homes

The overbid percentage has increased from 100.4% last January 2025, to 101% a year later.

Condos & Townhomes

The overbid percentage has decreased from 99.3% last January 2025, to 98.3% a year later.



[Back to Table of Contents](#)



San Jose

What's in the San Jose data?

There were 249 single-family homes for sale, providing 2 months of inventory. There were 323 new listings, and 124 homes sold at a median price of \$1.5m. The median overbid percentage was at 102.3%, with an average of 32 days on the market.

There were 259 condo and townhome units for sale, providing 3.6 months of inventory. There were 211 new listings and 72 units sold at a median sale price of \$770k. The median overbid percentage was at 99.7%, with an average of 62 days on the market.





SFH

Single-Family Homes

323

New Listings

124

Sold Listings

2

Months of Inventory

\$1.5M

Median Sale Price

102.3%

Median Sale vs List

32

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

211

New Listings

72

Sold Listings

3.6

Months of Inventory

\$770K

Median Sale Price

99.7%

Median Sale vs List

62

Avg Days on Market

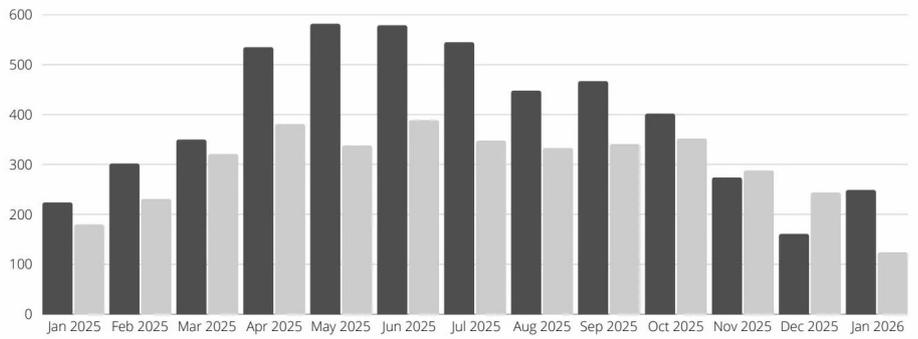




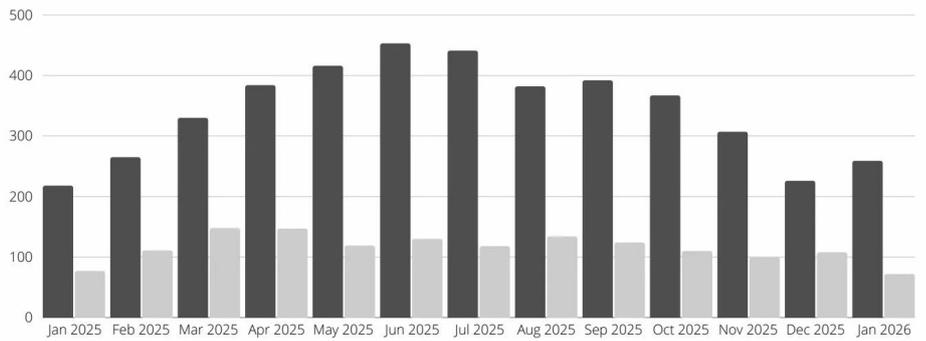
San Jose

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

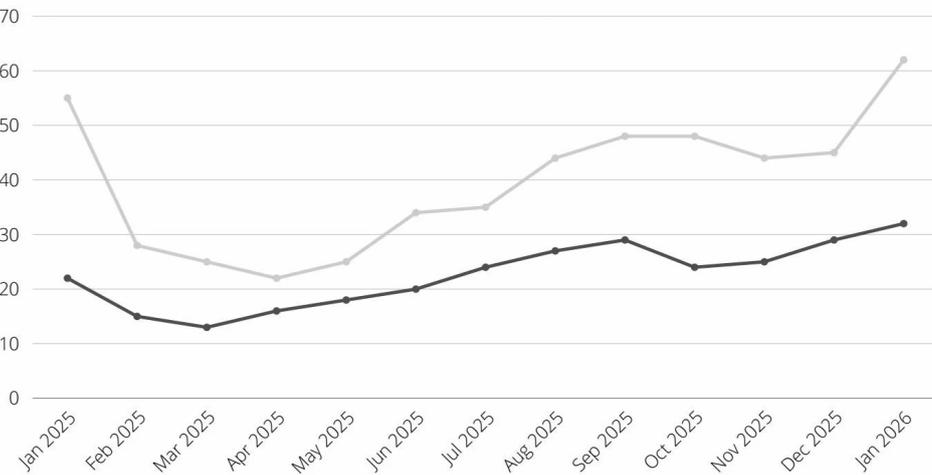
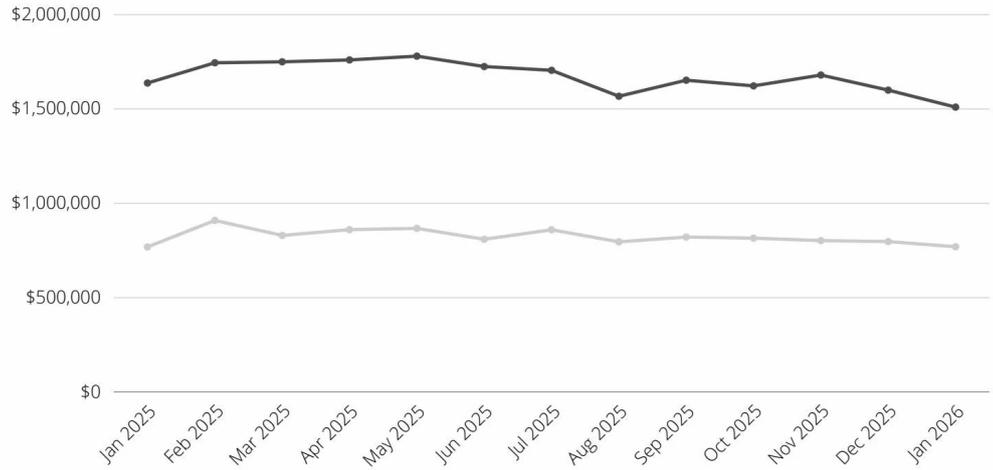
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$1.6m last January 2025, to \$1.5m as of January 2026.

Condos & Townhomes

The median sale price has increased from \$769k last January 2025, to \$770k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 22 days last January 2025, to 32 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 55 days in January 2025, to 62 days as of January 2026.

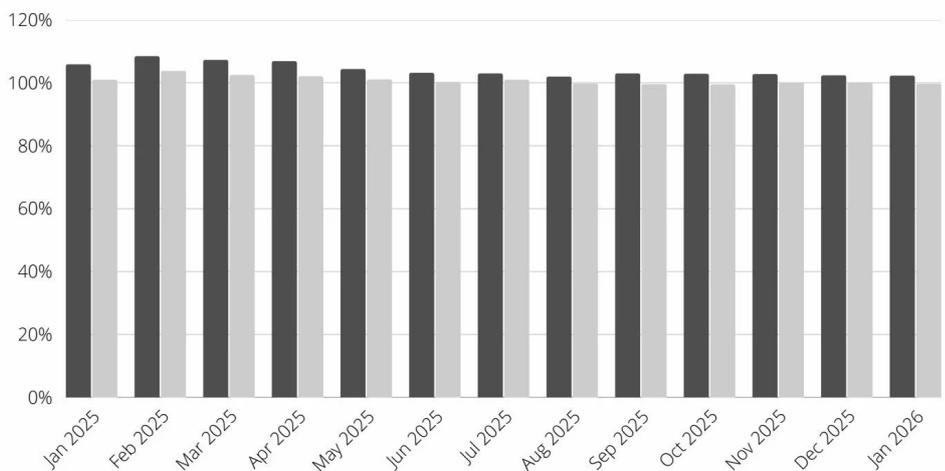
Overbids

Single-Family Homes

The overbid percentage has decreased from 105.9% last January 2025, to 102.3% a year later.

Condos & Townhomes

The overbid percentage has decreased from 101% last January 2025, to 99.7% a year later.



[Back to Table of Contents](#)



Mountain View

What's in the Mountain View data?

There were 14 single-family homes for sale, providing 2 months of inventory. There were 21 new listings, and 7 homes sold at a median price of \$2.7m. The median overbid percentage was at 113.6%, with an average of 13 days on the market.

There were 33 condo and townhome units for sale, providing 2.8 months of inventory. There were 41 new listings and 12 units sold at a median sale price of \$1.4m. The median overbid percentage was at 101.3%, with an average of 39 days on the market.





SFH

Single-Family Homes

21

New Listings

7

Sold Listings

2

Months of Inventory

\$2.7M

Median Sale Price

113.6%

Median Sale vs List

13

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

41

New Listings

12

Sold Listings

2.8

Months of Inventory

\$1.4M

Median Sale Price

101.3%

Median Sale vs List

39

Avg Days on Market

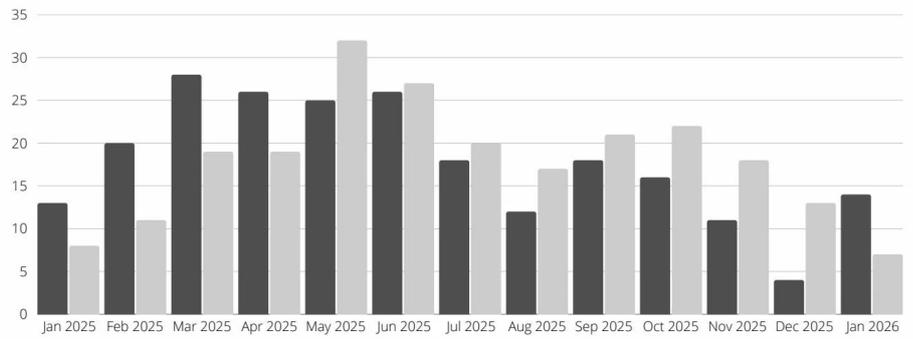




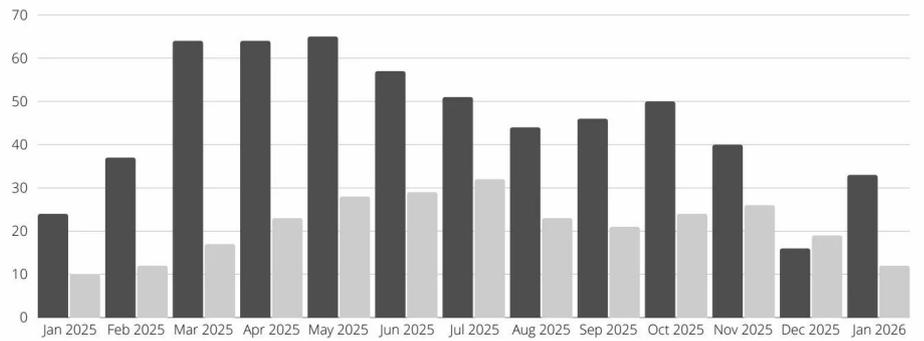
Mountain View

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

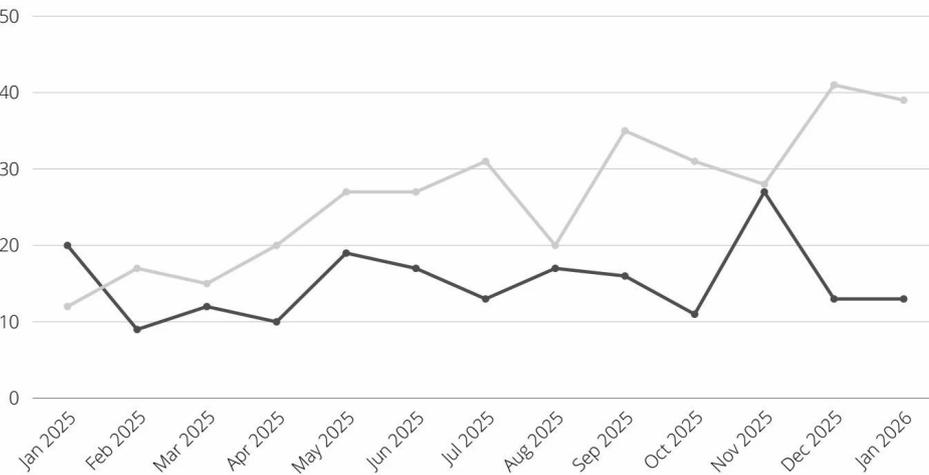
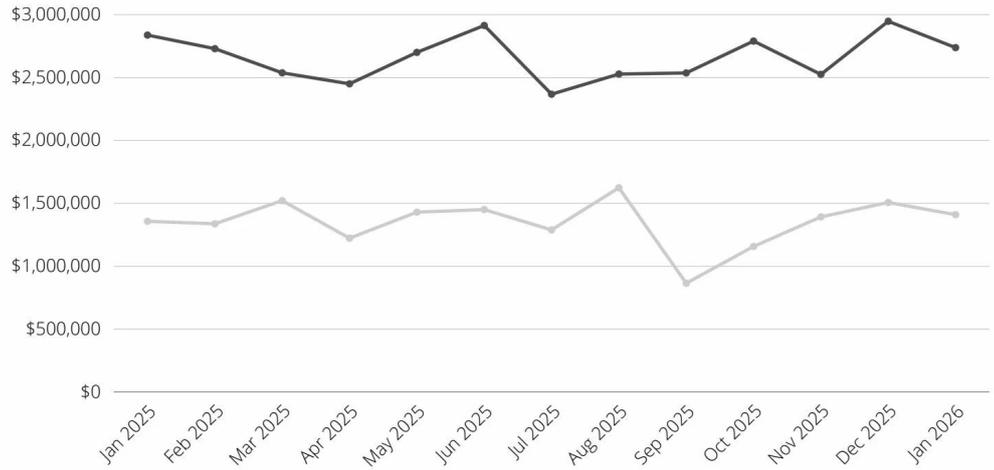
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$2.8m last January 2025, to \$2.7m as of January 2026.

Condos & Townhomes

The median sale price has increased from \$1.3m last January 2025, to \$1.4m as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 20 days last January 2025, to 13 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 12 days in January 2025, to 39 days as of January 2026.

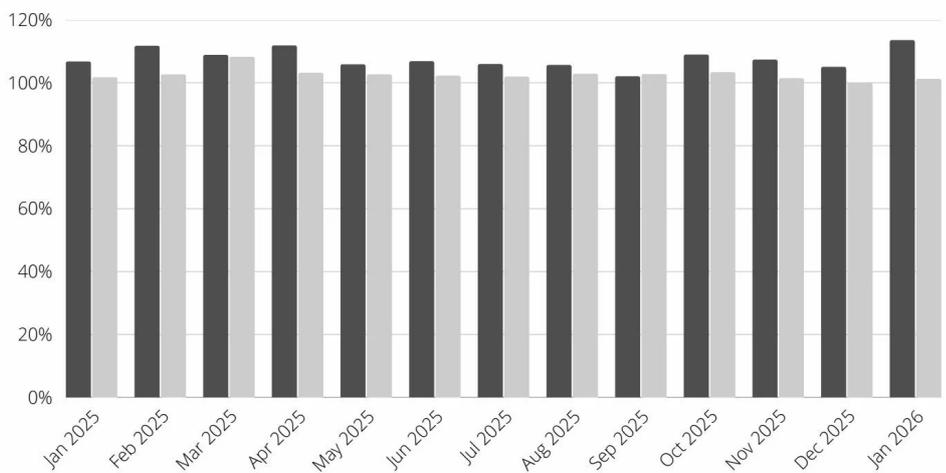
Overbids

Single-Family Homes

The overbid percentage has increased from 106.8% last January 2025, to 113.6% a year later.

Condos & Townhomes

The overbid percentage has decreased from 101.8% last January 2025, to 101.3% a year later.



[Back to Table of Contents](#)



San Mateo County

What's in the San Mateo County data?

There were 247 single-family homes for sale, providing 1.9 months of inventory. There were 271 new listings, and 130 homes sold at a median price of \$1.9m. The median overbid percentage was at 103.1%, with an average of 38 days on the market.

There were 152 condo and townhome units for sale, providing 3.5 months of inventory. There were 109 new listings and 44 units sold at a median sale price of \$891k. The median overbid percentage was at 97.7%, with an average of 66 days on the market.





SFH

Single-Family Homes

271

New Listings

130

Sold Listings

1.9

Months of Inventory

\$1.9M

Median Sale Price

103.1%

Median Sale vs List

38

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

109

New Listings

44

Sold Listings

3.5

Months of Inventory

\$891K

Median Sale Price

97.7%

Median Sale vs List

66

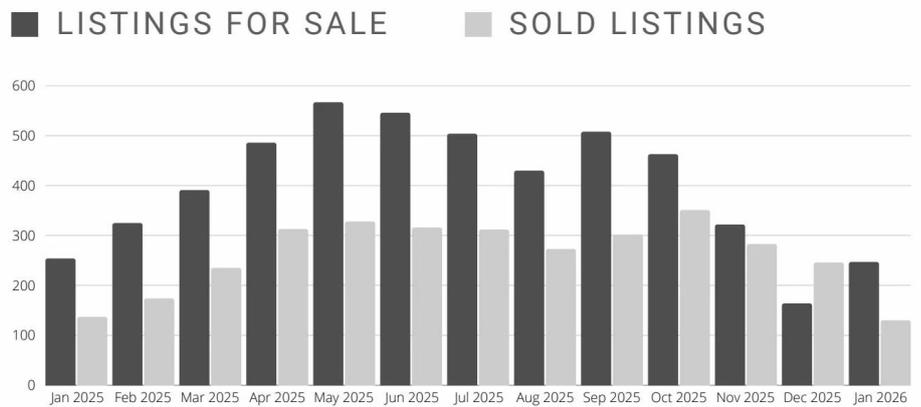
Avg Days on Market



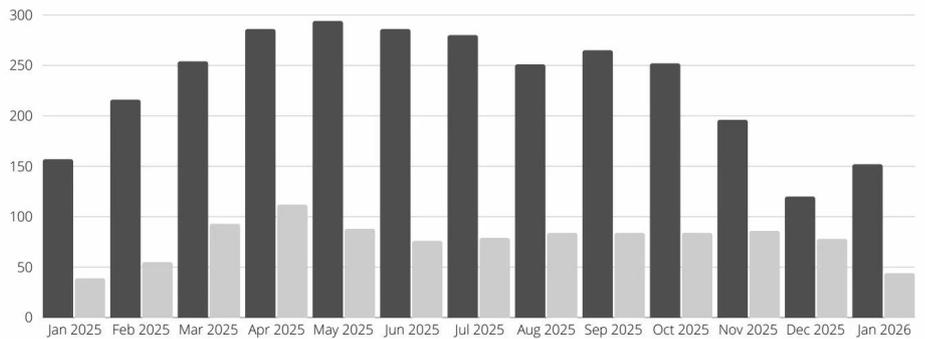


San Mateo

JANUARY 2025 TO JANUARY 2026



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



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

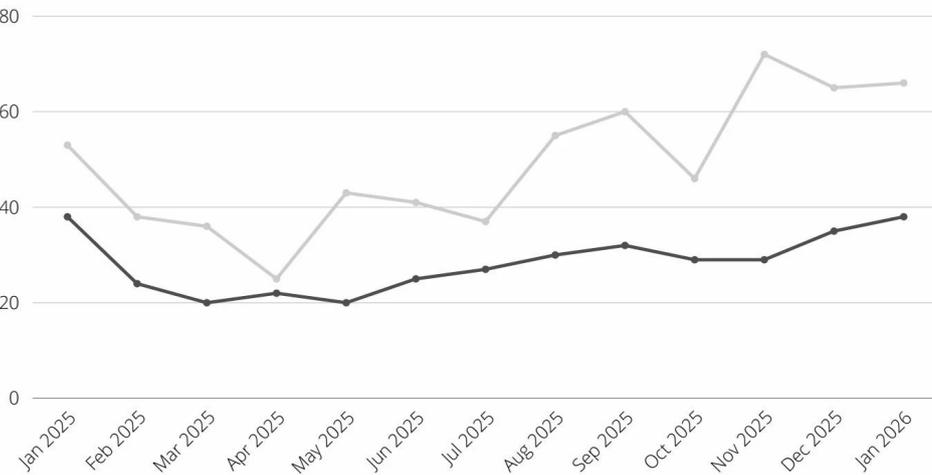
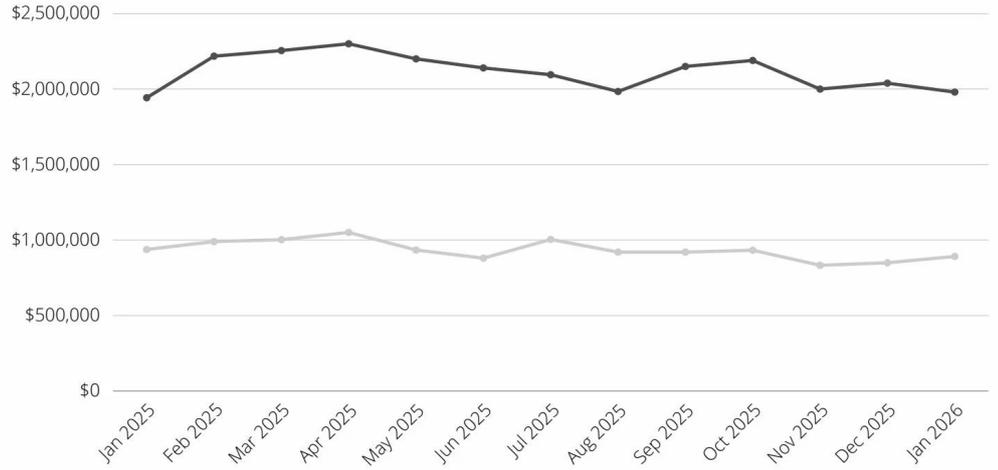
Median Sales Price

Single-Family Homes

The median sale price has increased from \$1.94m last January 2025, to \$1.98m as of January 2026.

Condos & Townhomes

The median sale price has decreased from \$937k last January 2025, to \$891k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market remained the same from 38 days last January 2025, to 38 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 53 days in January 2025, to 66 days as of January 2026.

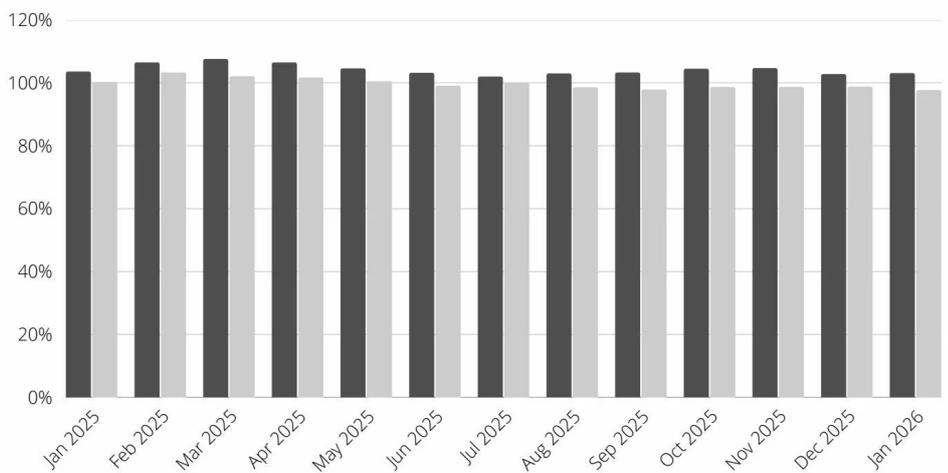
Overbids

Single-Family Homes

The overbid percentage has decreased from 103.6% last January 2025, to 103.1% a year later.

Condos & Townhomes

The overbid percentage has decreased from 100.3% last January 2025, to 97.7% a year later.



[Back to Table of Contents](#)



Santa Clara County

What's in the Santa Clara County data?

There were 534 single-family homes for sale, providing 2 months of inventory. There were 660 new listings, and 269 homes sold at a median price of \$1.7m. The median overbid percentage was at 103.2%, with an average of 34 days on the market.

There were 498 condo and townhome units for sale, providing 3.7 months of inventory. There were 464 new listings and 136 units sold at a median sale price of \$896k. The median overbid percentage was at 100%, with an average of 61 days on the market.





SFH

Single-Family Homes

660

New Listings

269

Sold Listings

2

Months of Inventory

\$1.7M

Median Sale Price

103.2%

Median Sale vs List

34

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

464

New Listings

136

Sold Listings

3.7

Months of Inventory

\$896K

Median Sale Price

100%

Median Sale vs List

61

Avg Days on Market

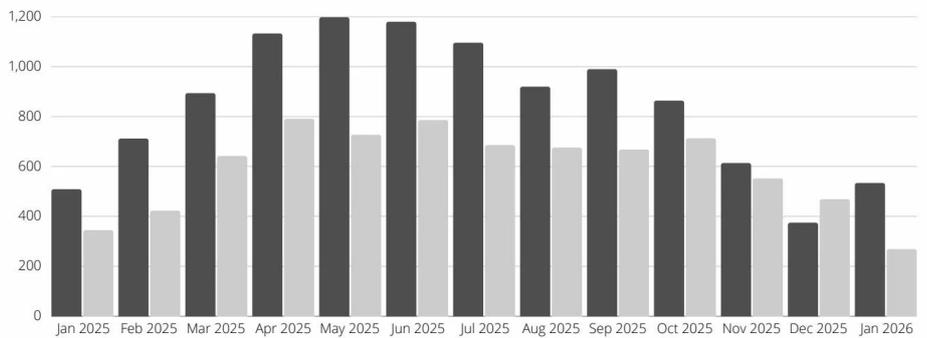




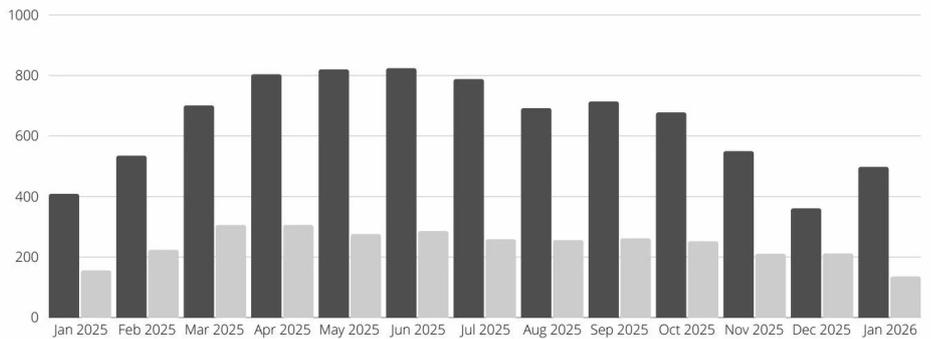
Santa Clara County

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

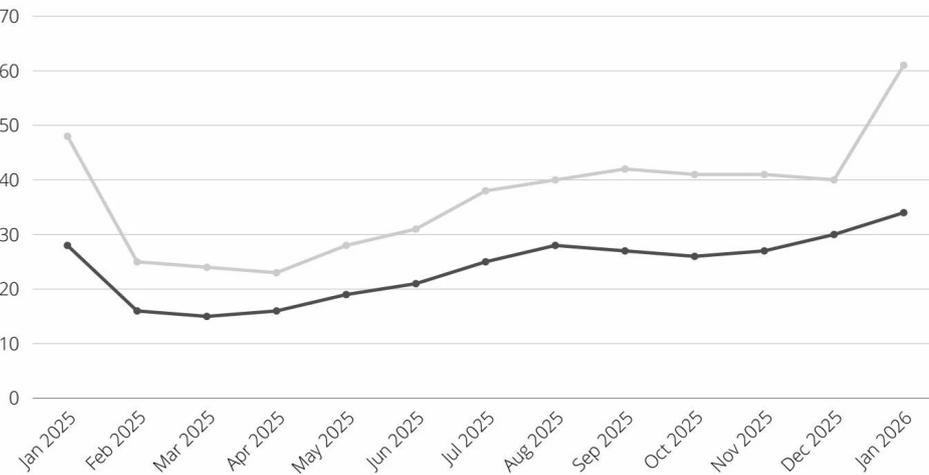
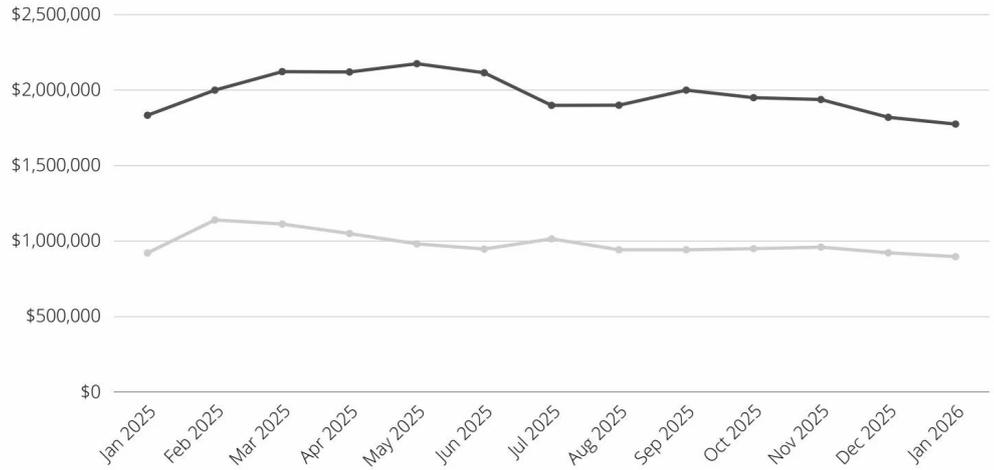
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$1.8m last January 2025, to \$1.7m as of January 2026.

Condos & Townhomes

The median sale price has decreased from \$921k last January 2025, to \$896k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 28 days last January 2025, to 34 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 48 days in January 2025, to 61 days as of January 2026.

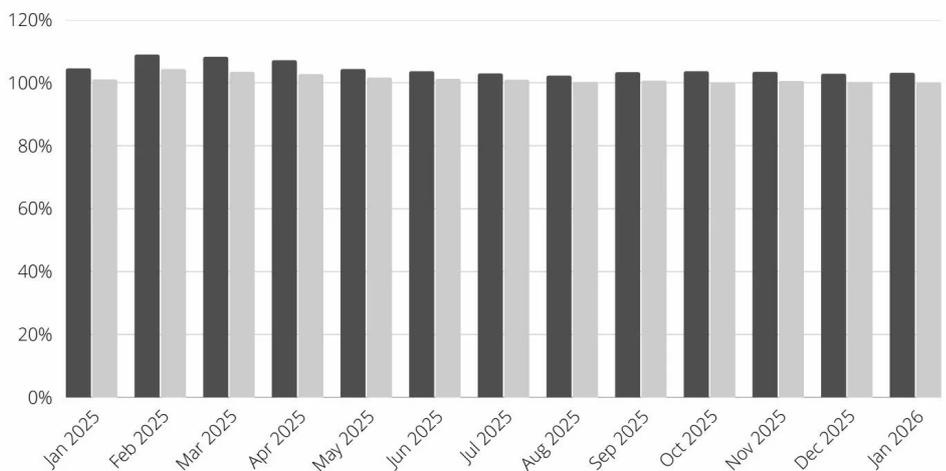
Overbids

Single-Family Homes

The overbid percentage has decreased from 104.6% last January 2025, to 103.2% a year later.

Condos & Townhomes

The overbid percentage has decreased from 101.1% last January 2025, to 100% a year later.



[Back to Table of Contents](#)



Monterey County

What's in the Monterey County data?

There were 23 single-family homes for sale, providing 1.4 months of inventory. There were 37 new listings, and 17 homes sold at a median price of \$2.2m. The median overbid percentage was at 108.2%, with an average of 13 days on the market.

There were 35 condo and townhome units for sale, providing 3.9 months of inventory. There were 30 new listings and 9 units sold at a median sale price of \$737k. The median overbid percentage was at 100.1%, with an average of 38 days on the market.





SFH

Single-Family Homes

37

New Listings

17

Sold Listings

1.4

Months of Inventory

\$2.2M

Median Sale Price

108.2%

Median Sale vs List

13

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

30

New Listings

9

Sold Listings

3.9

Months of Inventory

\$737K

Median Sale Price

100.1%

Median Sale vs List

38

Avg Days on Market

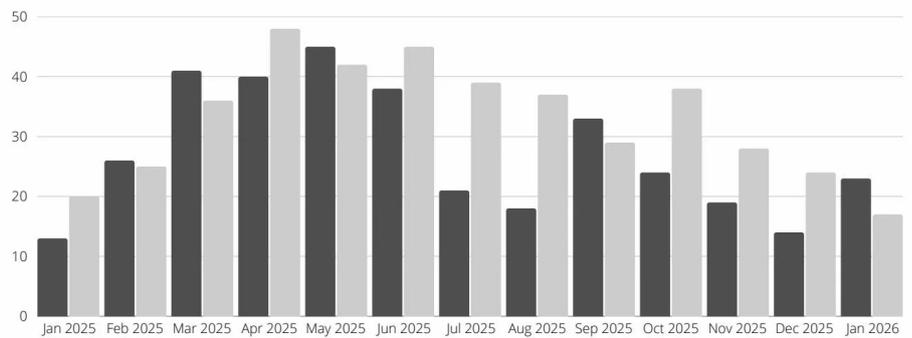




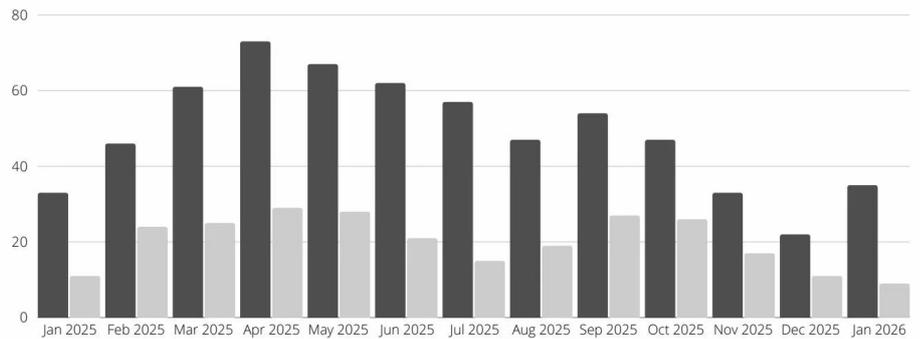
Monterey County

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

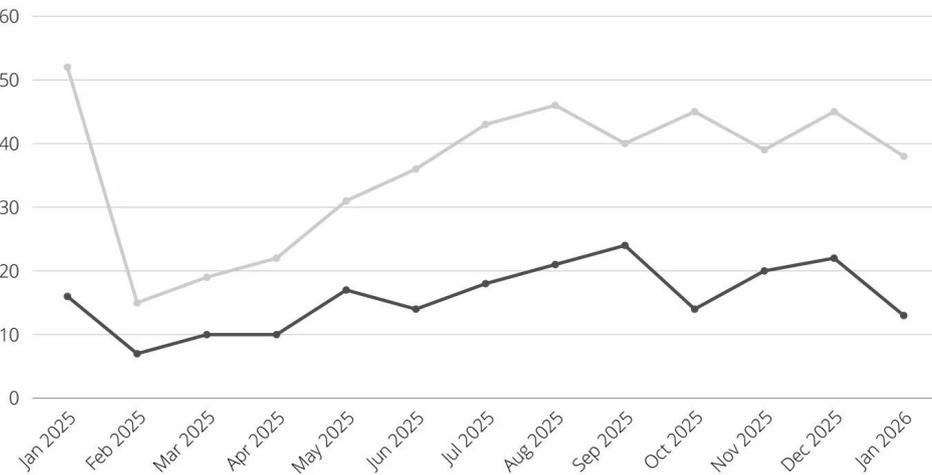
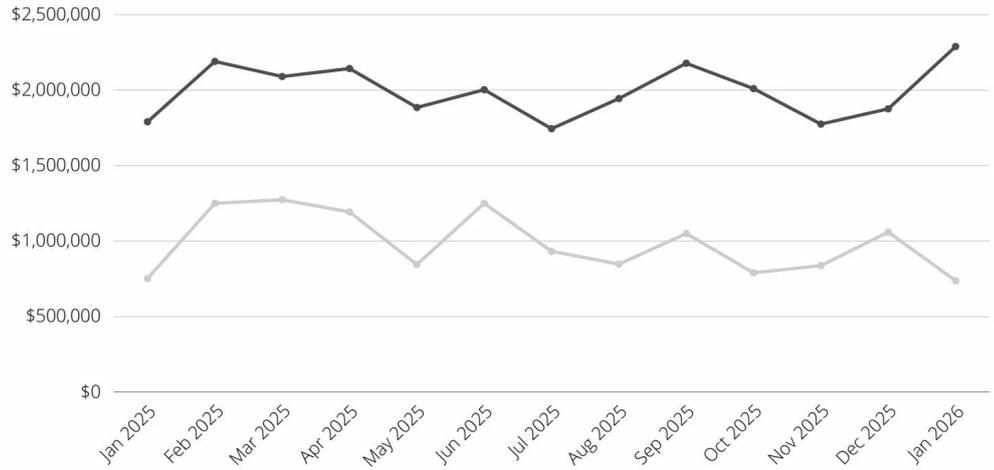
Median Sales Price

Single-Family Homes

The median sale price has increased from \$1.7m last January 2025, to \$2.2m as of January 2026.

Condos & Townhomes

The median sale price has decreased from \$752k last January 2025, to \$737k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 16 days last January 2025, to 13 days as of January 2026.

Condos & Townhomes

The average time spent on the market went down from 52 days in January 2025, to 38 days as of January 2026.

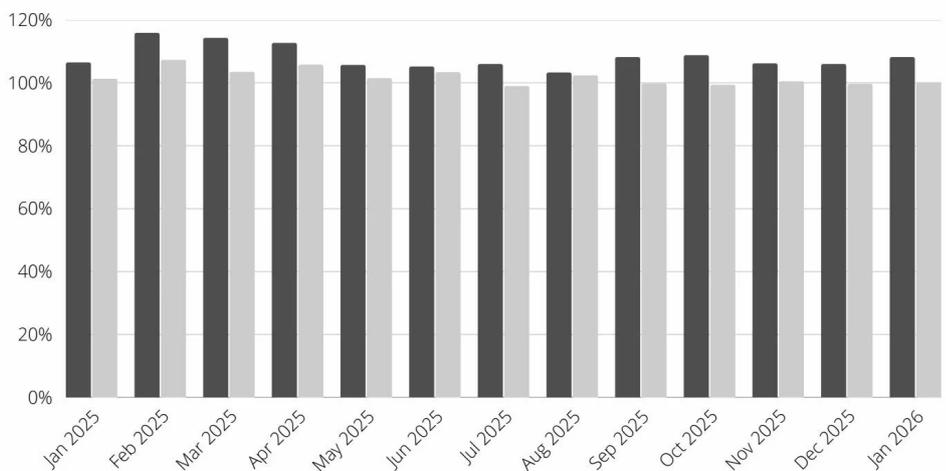
Overbids

Single-Family Homes

The overbid percentage has increased from 106.5% last January 2025, to 108.2% a year later.

Condos & Townhomes

The overbid percentage has decreased from 101.3% last January 2025, to 100.1% a year later.



[Back to Table of Contents](#)



Santa Cruz County

What's in the Santa Cruz County data?

There were 219 single-family homes for sale, providing 4.1 months of inventory. There were 111 new listings, and 54 homes sold at a median price of \$1.2m. The median overbid percentage was at 98.4%, with an average of 80 days on the market.

There were 70 condo and townhome units for sale, providing 4.1 months of inventory. There were 26 new listings and 17 units sold at a median sale price of \$762k. The median overbid percentage was at 97.8%, with an average of 74 days on the market.





SFH

Single-Family Homes

111

New Listings

54

Sold Listings

4.1

Months of Inventory

\$1.2M

Median Sale Price

98.4%

Median Sale vs List

80

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

26

New Listings

17

Sold Listings

4.1

Months of Inventory

\$762K

Median Sale Price

97.8%

Median Sale vs List

74

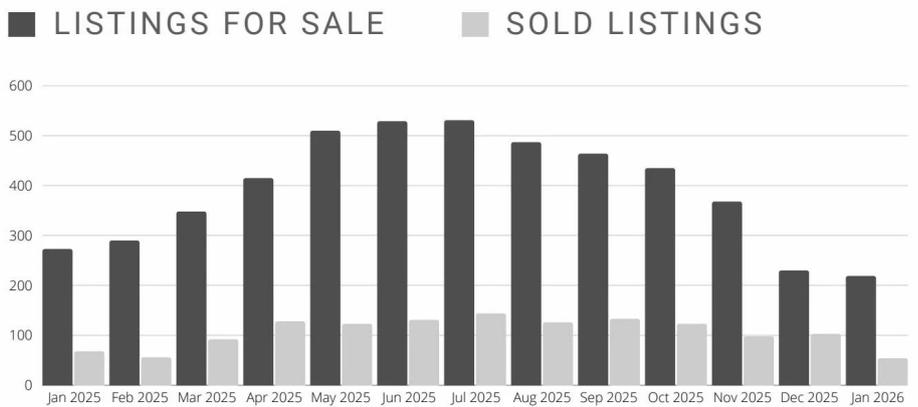
Avg Days on Market



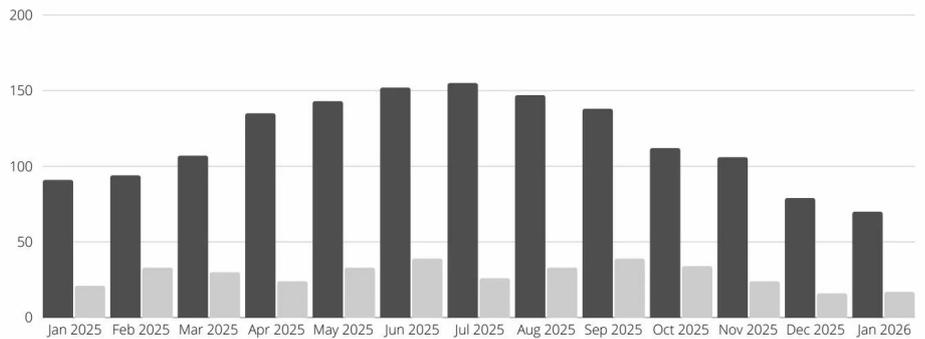


Santa Cruz County

JANUARY 2025 TO JANUARY 2026



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



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

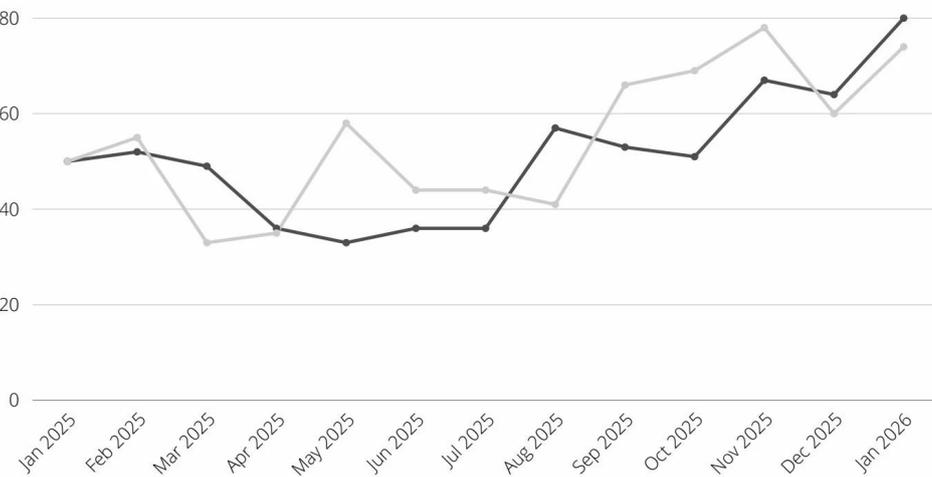
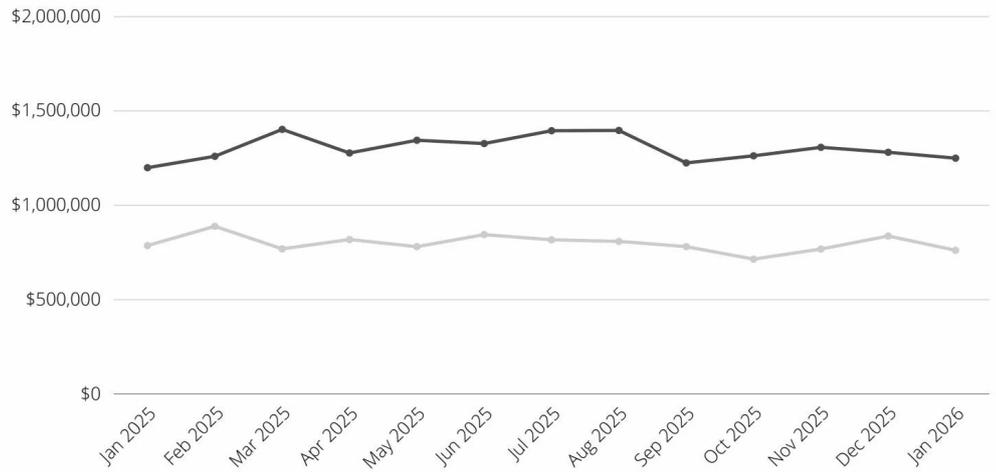
Median Sales Price

Single-Family Homes

The median sale price has increased from \$1.1m last January 2025, to \$1.2m as of January 2026.

Condos & Townhomes

The median sale price has decreased from \$787k last January 2025, to \$762k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 50 days last January 2025, to 80 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 50 days in January 2025, to 74 days as of January 2026.

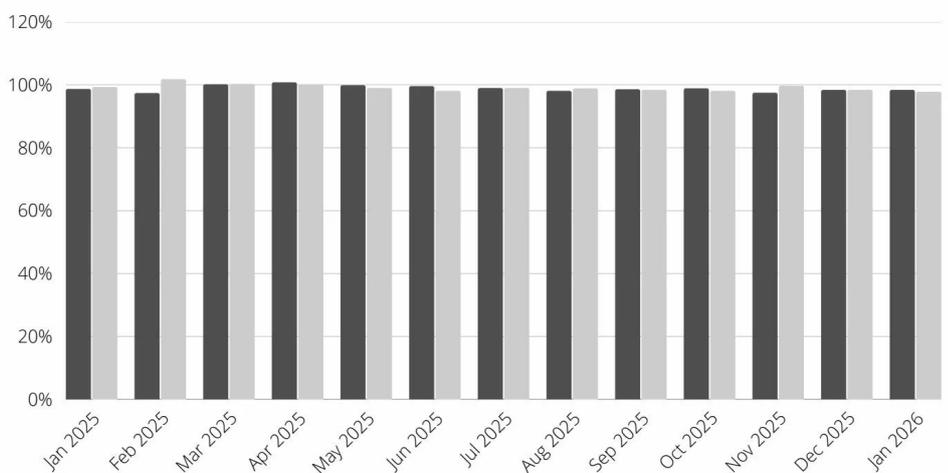
Overbids

Single-Family Homes

The overbid percentage has decreased from 98.7% last January 2025, to 98.4% a year later.

Condos & Townhomes

The overbid percentage has decreased from 99.3% last January 2025, to 97.8% a year later.



[Back to Table of Contents](#)



East Palo Alto

What's in the East Palo Alto data?

There were 13 single-family homes for sale, providing 4.3 months of inventory. There were 11 new listings, and 3 homes sold at a median price of \$1.1m. The median overbid percentage was at 101.5%, with an average of 70 days on the market.

There were 2 condo and townhome units for sale, providing 2 months of inventory. There was 1 new listing and 1 unit sold at a median sale price of \$765k. The median overbid percentage was at 97%, with an average of 69 days on the market.





SFH

Single-Family Homes

11

New Listings

3

Sold Listings

4.3

Months of Inventory

\$1.1M

Median Sale Price

101.5%

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 January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

1

New Listing

1

Sold Listing

2

Months of Inventory

\$765K

Median Sale Price

97%

Median Sale vs List

69

Avg Days on Market

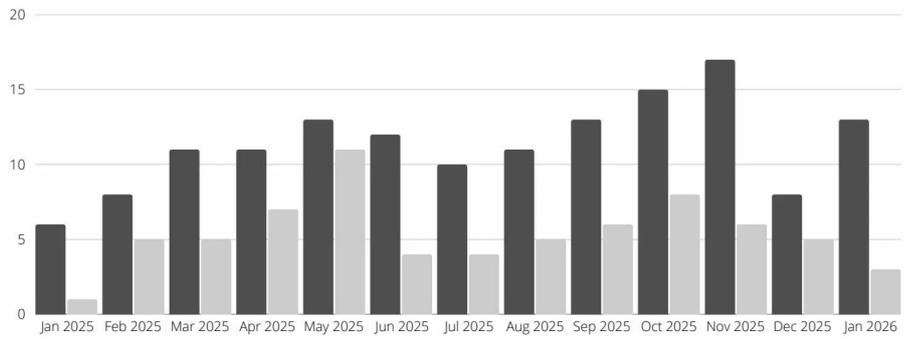




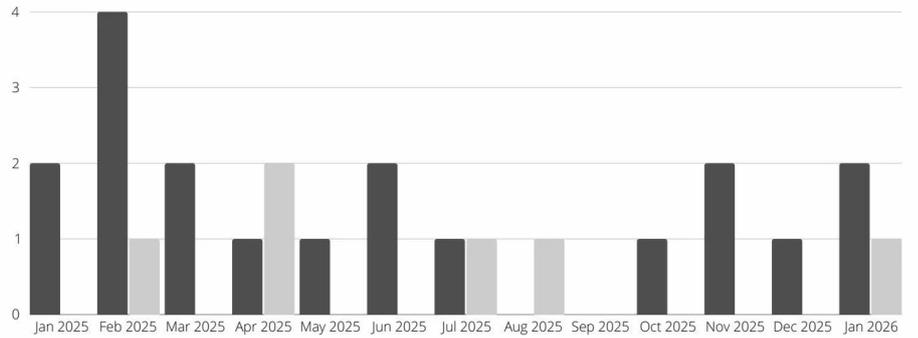
East Palo Alto

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

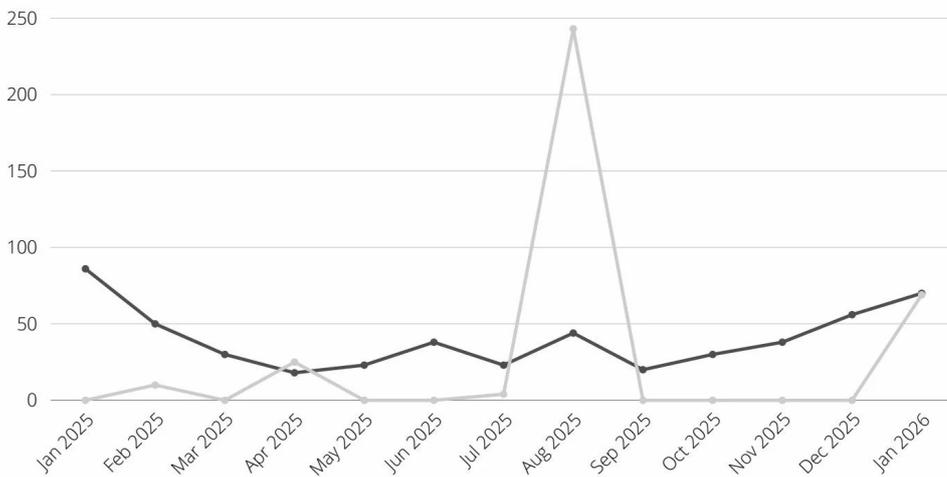
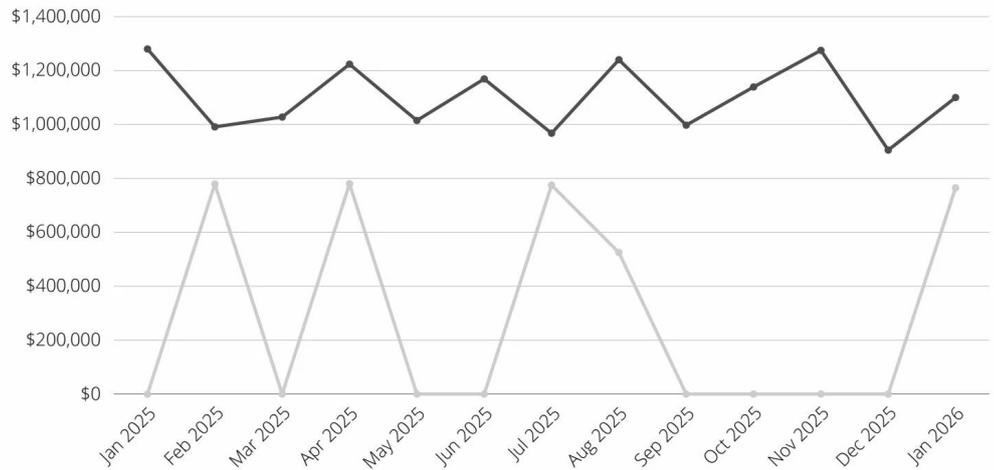
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$1.2m last January 2025, to \$1.1m as of January 2026.

Condos & Townhomes

The median sale price has increased from \$0 last January 2025, to \$765k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 86 days last January 2025, to 70 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 0 days in January 2025, to 69 days as of January 2026.

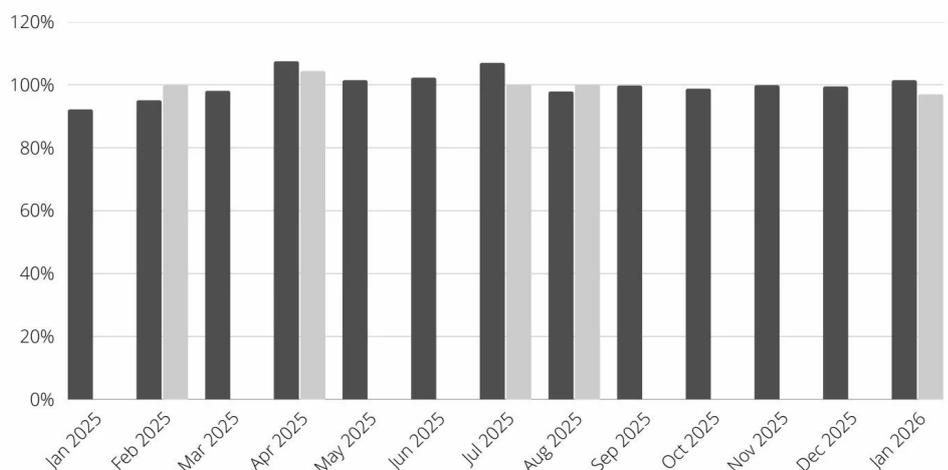
Overbids

Single-Family Homes

The overbid percentage has increased from 92.2% last January 2025, to 101.5% a year later.

Condos & Townhomes

The overbid percentage has increased from 0% last January 2025, to 97% a year later.



[Back to Table of Contents](#)



Sunnyvale

What's in the Sunnyvale data?

There were 20 single-family homes for sale, providing 1.3 months of inventory. There were 36 new listings, and 16 homes sold at a median price of \$2.7m. The median overbid percentage was at 109.4%, with an average of 34 days on the market.

There were 45 condo and townhome units for sale, providing 6.4 months of inventory. There were 51 new listings and 7 units sold at a median sale price of \$1.2m. The median overbid percentage was at 103.3%, with an average of 34 days on the market.





SFH

Single-Family Homes

36

New Listings

16

Sold Listings

1.3

Months of Inventory

\$2.7M

Median Sale Price

109.4%

Median Sale vs List

34

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

51

New Listings

7

Sold Listings

6.4

Months of Inventory

\$1.2M

Median Sale Price

103.3%

Median Sale vs List

34

Avg Days on Market

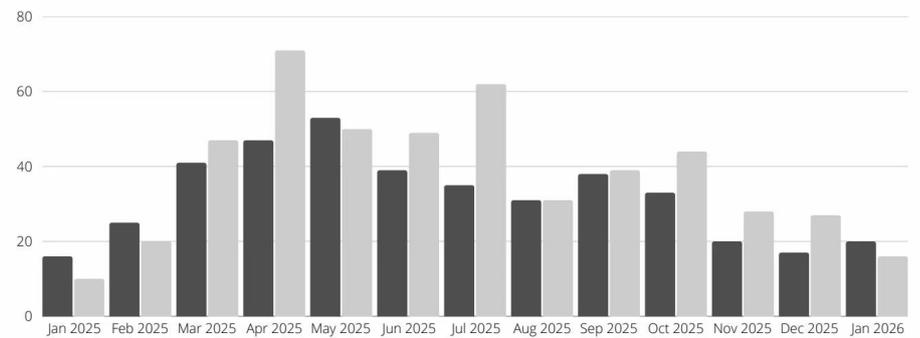




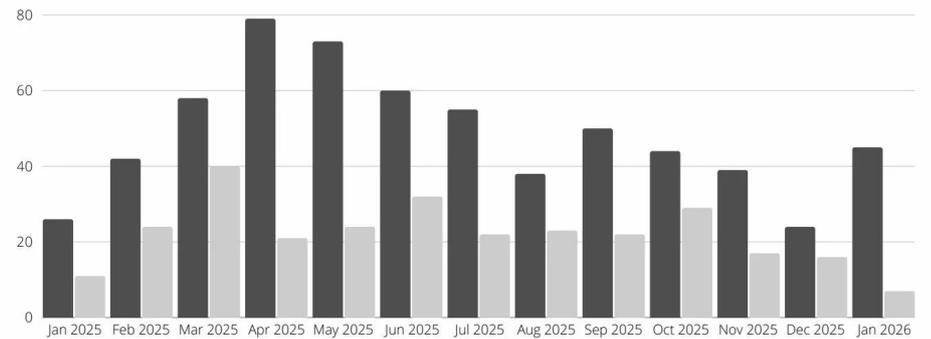
Sunnyvale

JANUARY 2025 TO JANUARY 2026

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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



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

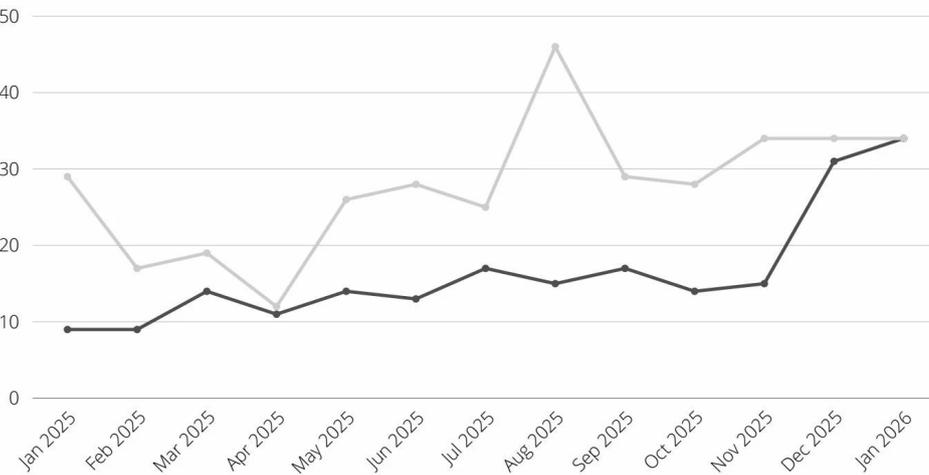
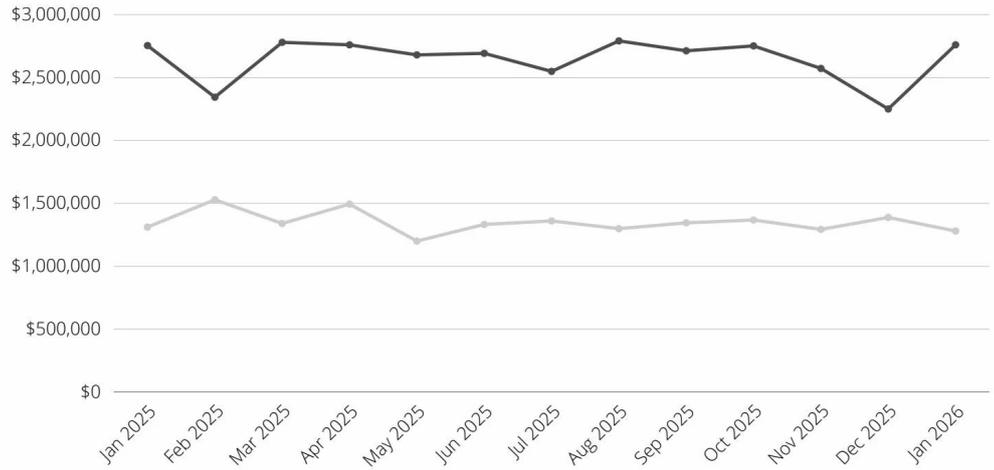
Median Sales Price

Single-Family Homes

The median sale price has increased from \$2.75m last January 2025, to \$2.76m as of January 2026.

Condos & Townhomes

The median sale price has decreased from \$1.3m last January 2025, to \$1.2m as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 9 days last January 2025, to 34 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 29 days in January 2025, to 34 days as of January 2026.

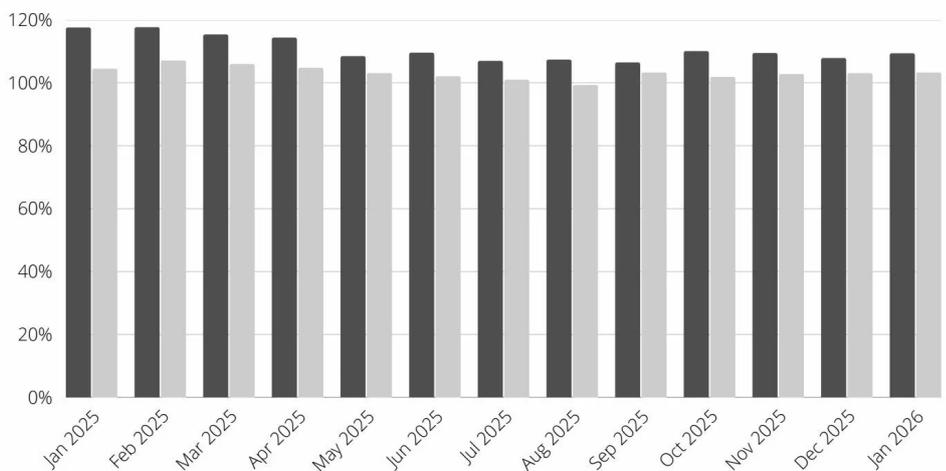
Overbids

Single-Family Homes

The overbid percentage has decreased from 117.6% last January 2025, to 109.4% a year later.

Condos & Townhomes

The overbid percentage has decreased from 104.5% last January 2025, to 103.3% a year later.



[Back to Table of Contents](#)



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Santa Clara City

What's in the Santa Clara City data?

There were 23 single-family homes for sale, providing 1.4 months of inventory. There were 37 new listings, and 17 homes sold at a median price of \$2.2m. The median overbid percentage was at 108.2%, with an average of 13 days on the market.

There were 35 condo and townhome units for sale, providing 3.9 months of inventory. There were 30 new listings and 9 units sold at a median sale price of \$737k. The median overbid percentage was at 100.1%, with an average of 38 days on the market.





SFH

Single-Family Homes

37

New Listings

17

Sold Listings

1.4

Months of Inventory

\$2.2M

Median Sale Price

108.2%

Median Sale vs List

13

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

30

New Listings

9

Sold Listings

3.9

Months of Inventory

\$737K

Median Sale Price

100.1%

Median Sale vs List

38

Avg Days on Market



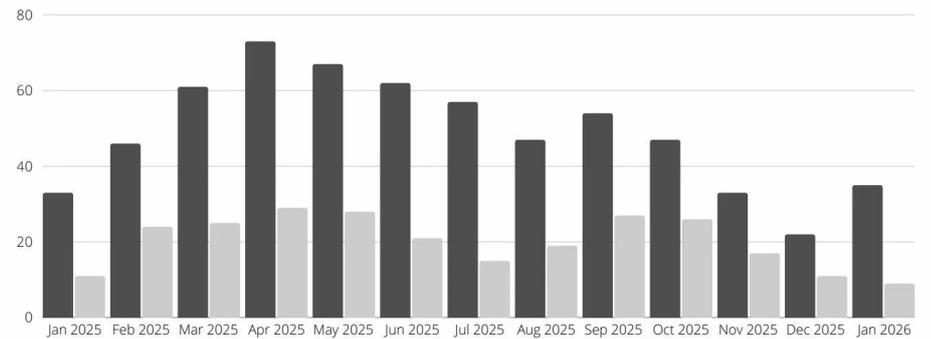


Santa Clara City

JANUARY 2025 TO JANUARY 2026



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



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

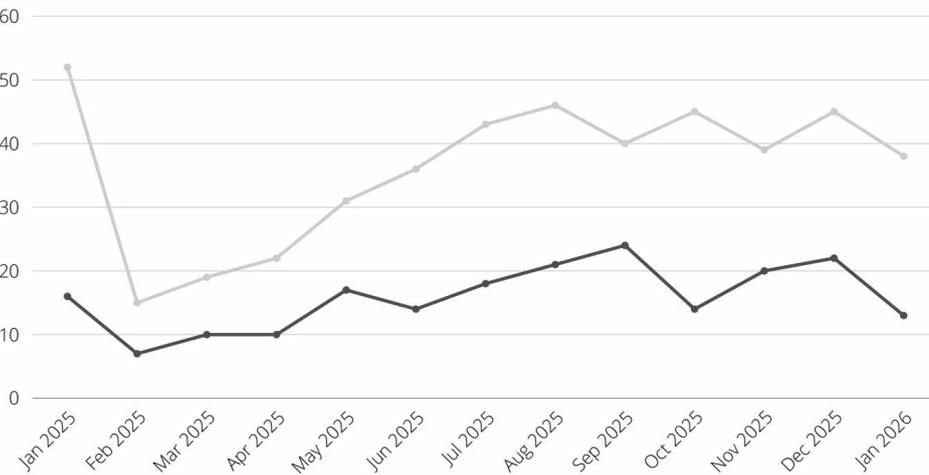
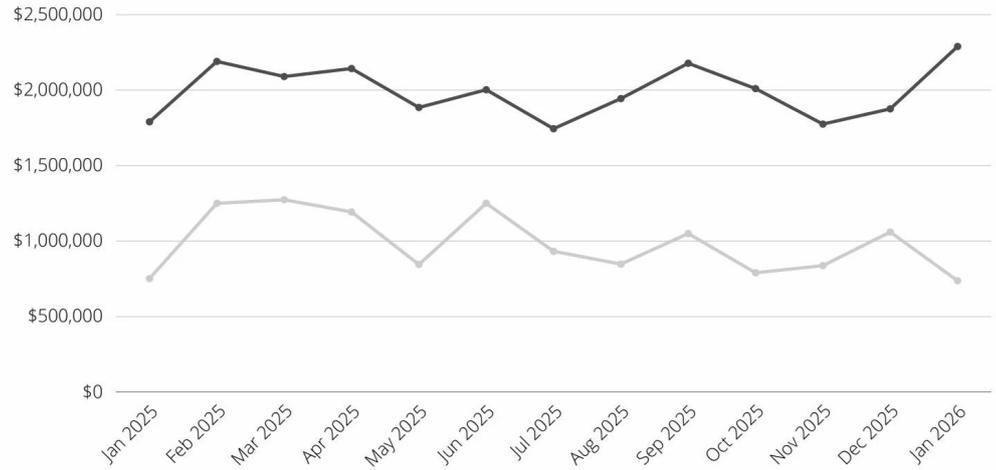
Median Sales Price

Single-Family Homes

The median sale price has increased from \$1.7m last January 2025, to \$2.2m as of January 2026.

Condos & Townhomes

The median sale price has decreased from \$752k last January 2025, to \$737k as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went down from 16 days last January 2025, to 13 days as of January 2026.

Condos & Townhomes

The average time spent on the market went down from 52 days in January 2025, to 38 days as of January 2026.

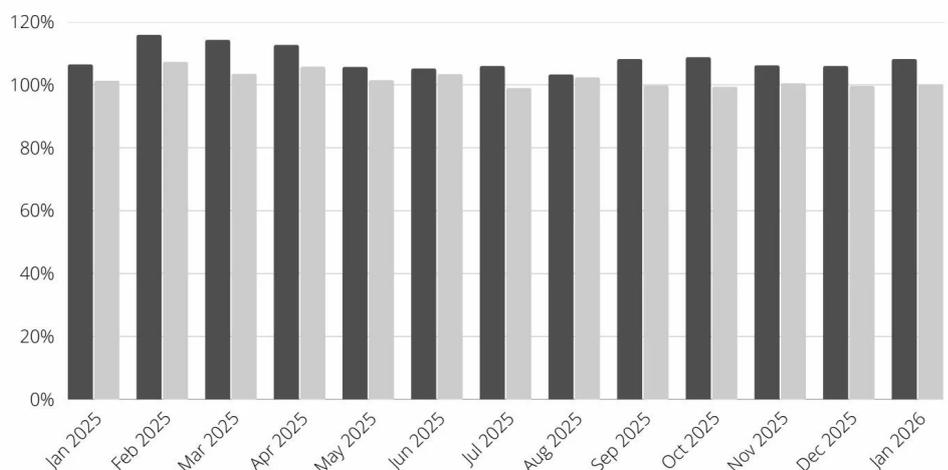
Overbids

Single-Family Homes

The overbid percentage has increased from 106.5% last January 2025, to 108.2% a year later.

Condos & Townhomes

The overbid percentage has decreased from 101.3% last January 2025, to 100.1% a year later.



[Back to Table of Contents](#)



Saratoga

What's in the Saratoga data?

There were 22 single-family homes for sale, providing 2.8 months of inventory. There were 18 new listings, and 8 homes sold at a median price of \$4.2m. The median overbid percentage was at 101.2%, with an average of 69 days on the market.

There were 11 condo and townhome units for sale, providing 11 months of inventory. There were 12 new listings and 1 unit sold at a median sale price of \$1.2m. The median overbid percentage was at 98.2%, with an average of 70 days on the market.





SFH

Single-Family Homes

18

New Listings

8

Sold Listings

2.8

Months of Inventory

\$4.2M

Median Sale Price

101.2%

Median Sale vs List

69

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from January 2025 to January 2026. 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 2026. Each office is independently owned and operated.

CONDO

Condo & Townhomes

12

New Listings

1

Sold Listing

11

Months of Inventory

\$1.2M

Median Sale Price

98.2%

Median Sale vs List

70

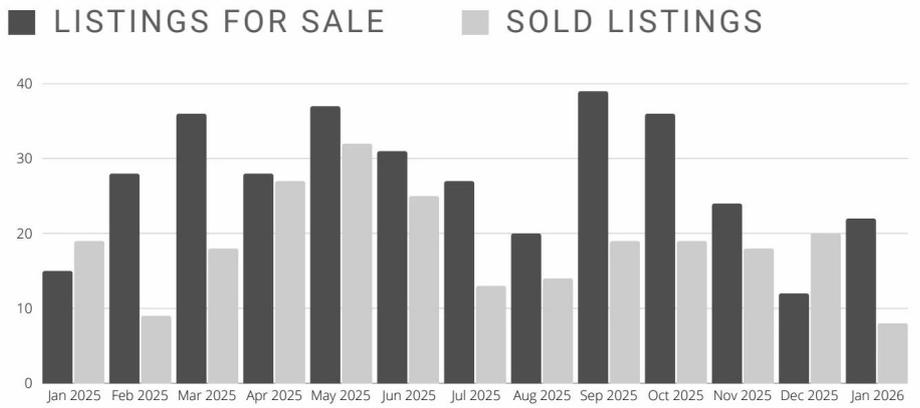
Avg Days on Market



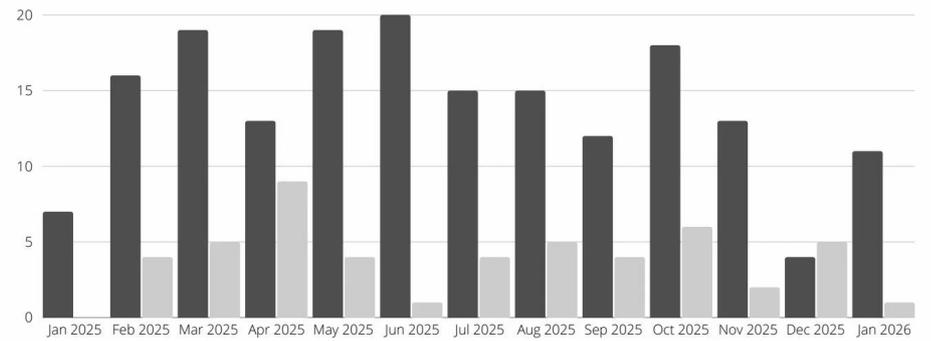


Saratoga

JANUARY 2025 TO JANUARY 2026



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



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

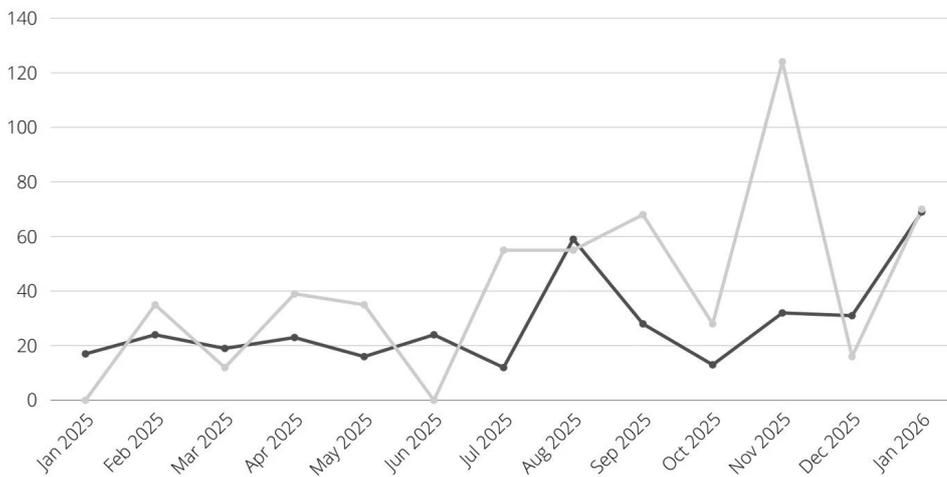
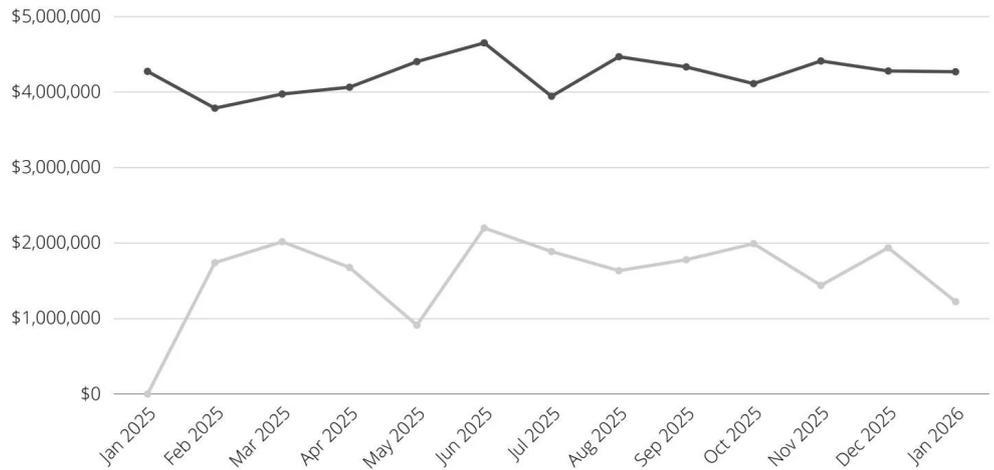
Median Sales Price

Single-Family Homes

The median sale price has decreased from \$4.275m last January 2025, to \$4.27m as of January 2026.

Condos & Townhomes

The median sale price has increased from \$0 last January 2025, to \$1.2m as of January 2026.



AVG Days On the Market

Single-Family Homes

The average time spent on the market went up from 17 days last January 2025, to 69 days as of January 2026.

Condos & Townhomes

The average time spent on the market went up from 0 days in January 2025, to 70 days as of January 2026.

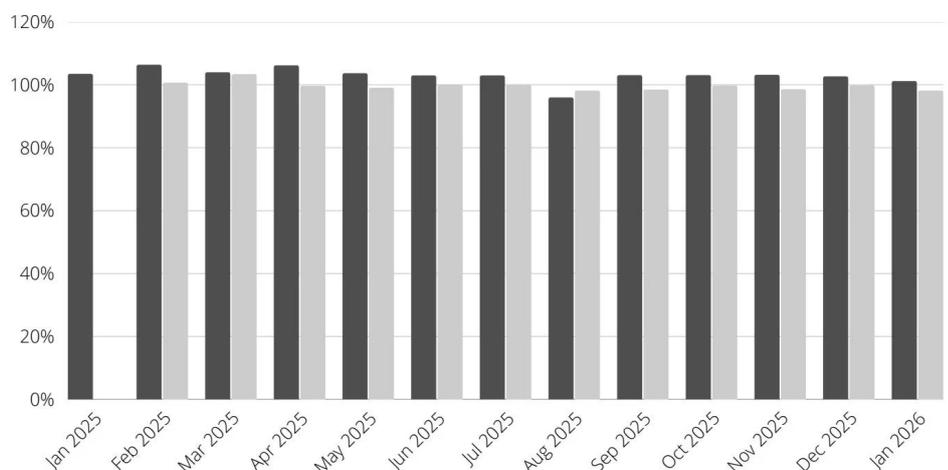
Overbids

Single-Family Homes

The overbid percentage has decreased from 103.5% last January 2025, to 101.2% a year later.

Condos & Townhomes

The overbid percentage has increased from 0% last January 2025, to 98.2% a year later.



[Back to Table of Contents](#)





Palo Alto

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