

# Market Report

Palo Alto

# 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?**

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## I can help...

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

# More Buyers Are Planning To Move in 2026.

## Here's How To Get Ready.



Momentum is quietly building in the housing market. New data from NerdWallet shows more Americans are starting to think about buying a home again. Last year, 15% of respondents said they planned to buy a home in the next 12 months. This year, that number rose to 17%.

That 2% increase might not sound like a big jump, but in a market where buyer demand has been cooling for the past few years, it's a sign things are starting to shift. More people are feeling ready (or at least closer to ready) to take the leap and buy a home in 2026.

And if you're in that camp and buying a home is on your goal sheet this year, this is your nudge to connect with a local agent and a trusted lender to start laying the groundwork now.

[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!**

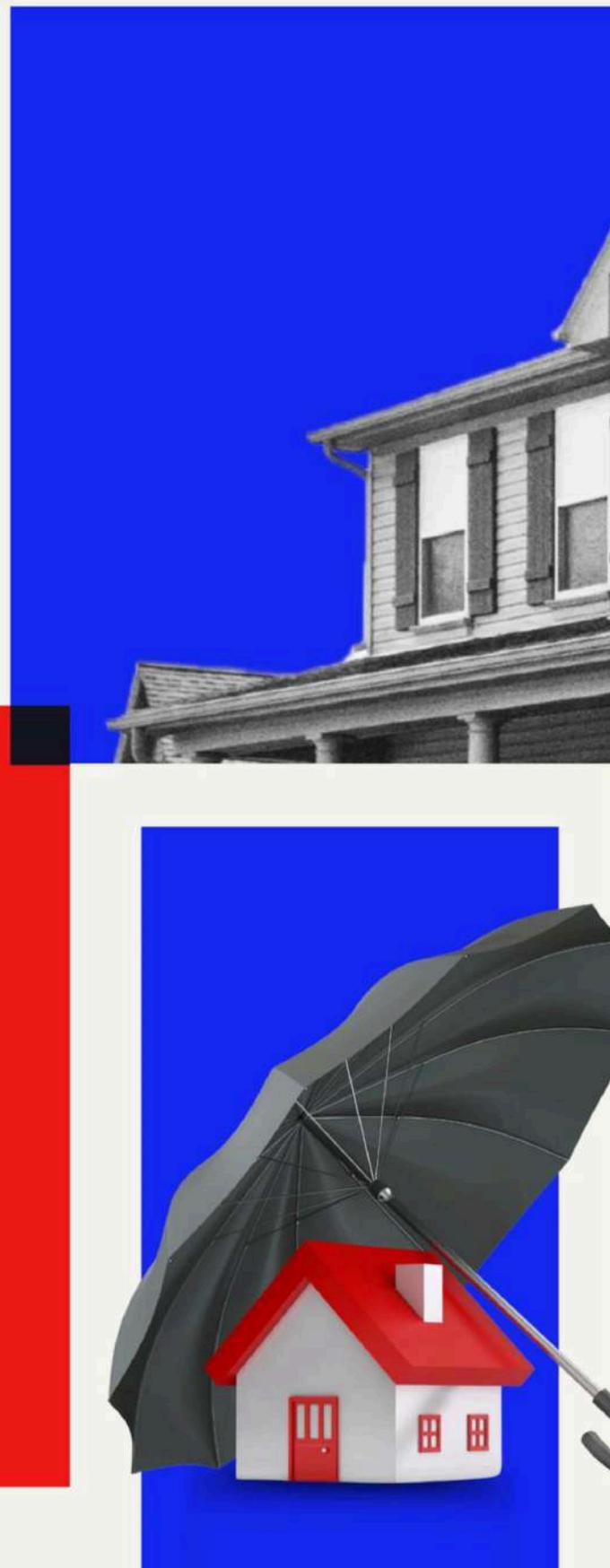


# American Home Shield Has You Covered When the Unexpected Happens.

## 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](http://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.

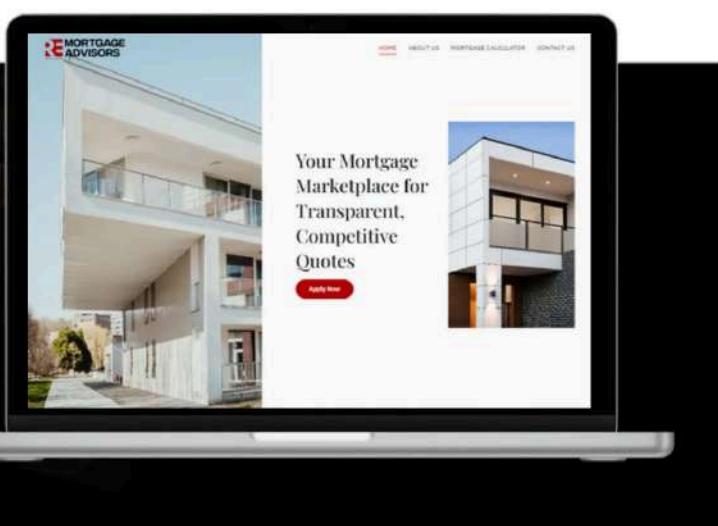
**Thinking about how an ADU could fit into your family's lifestyle or property investment strategy?**

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

Your Mortgage Marketplace for Transparent, Competitive Quotes [Apply Now](#)



**CLICK HERE**

for your home warranty needs

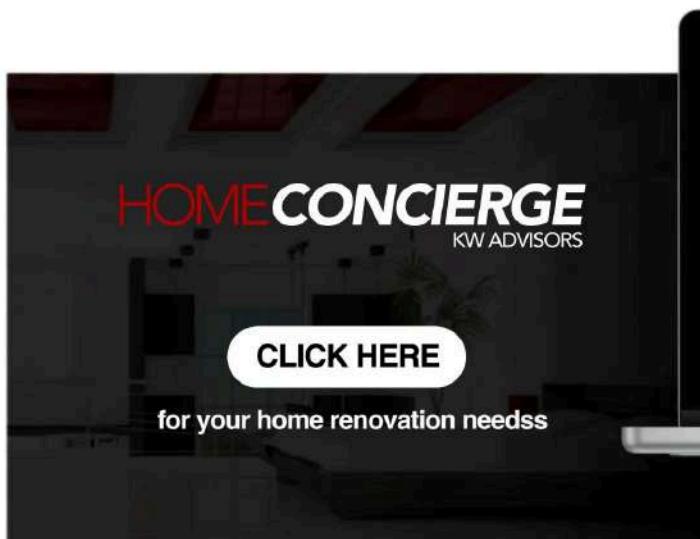
**American Home Shield**



**ActonADU**  
Lic. #638333

**CLICK HERE**

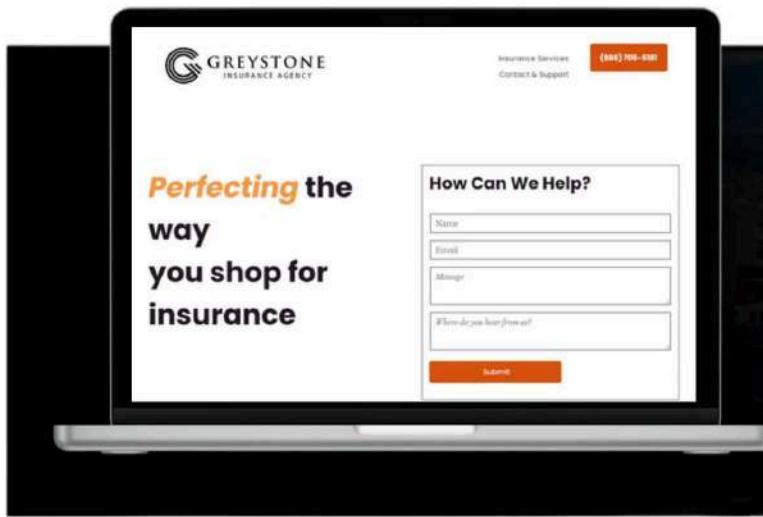
for your all-in-one solution to ADUs  
(Accessory Dwelling Units)



**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-sell home renovation service. They will design, manage and pay upfront for remodels and pre-sell prep. Homeowners pay Home Concierge out of escrow when their home sells.



**GREYSTONE**  
INSURANCE AGENCY

**CLICK HERE**

for your insurance needs

# Palo Alto

## What's in the Palo Alto data?

There were 15 single-family homes for sale, providing 0.8 months of inventory. There were 8 new listings, and 20 homes sold at a median price of \$4.1m. The median overbid percentage was at 104%, with an average of 34 days on the market.

There were 15 condo and townhome units for sale, providing 1.4 months of inventory. There were 8 new listings and 11 units sold at a median sale price of \$1.4m. The median overbid percentage was at 103.4%, with an average of 12 days on the market.





# SFH

## Single-Family Homes

8

New Listings

20

Sold Listings

0.8

Months of Inventory

\$4.1M

Median Sale Price

104%

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 December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

8

New Listings

11

Sold Listings

1.4

Months of Inventory

\$1.4M

Median Sale Price

103.4%

Median Sale vs List

12

Avg Days on Market

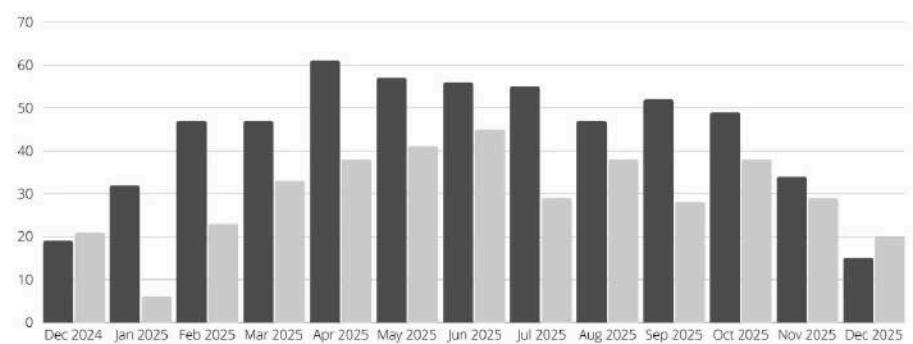




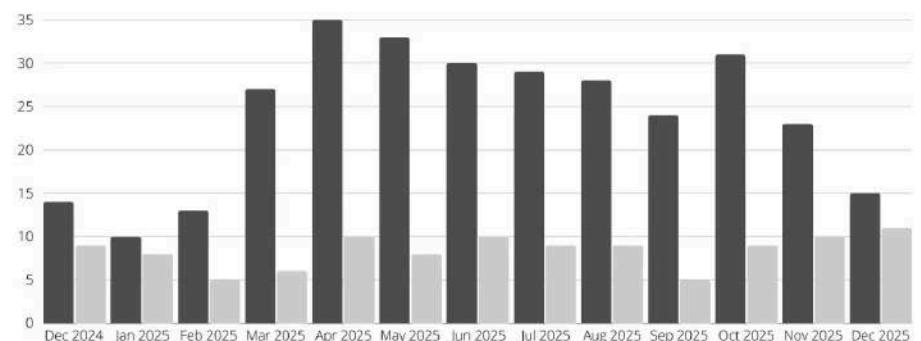
# Palo Alto

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

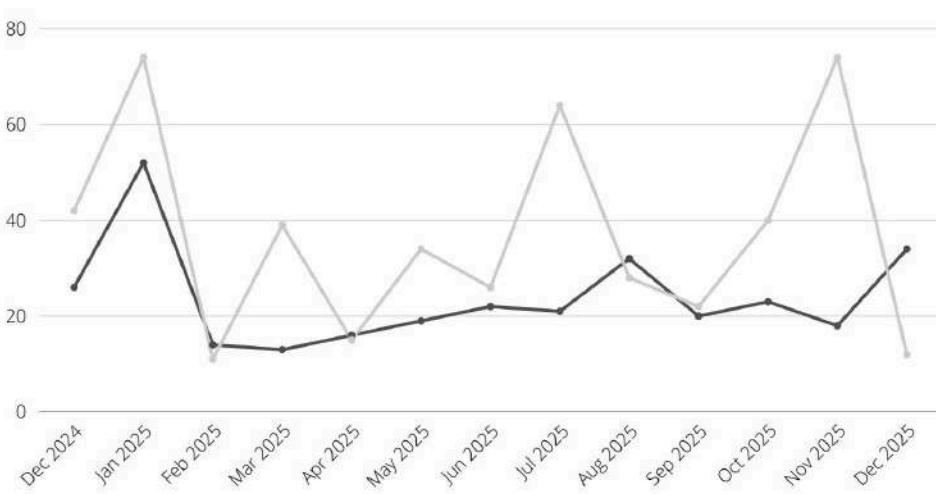
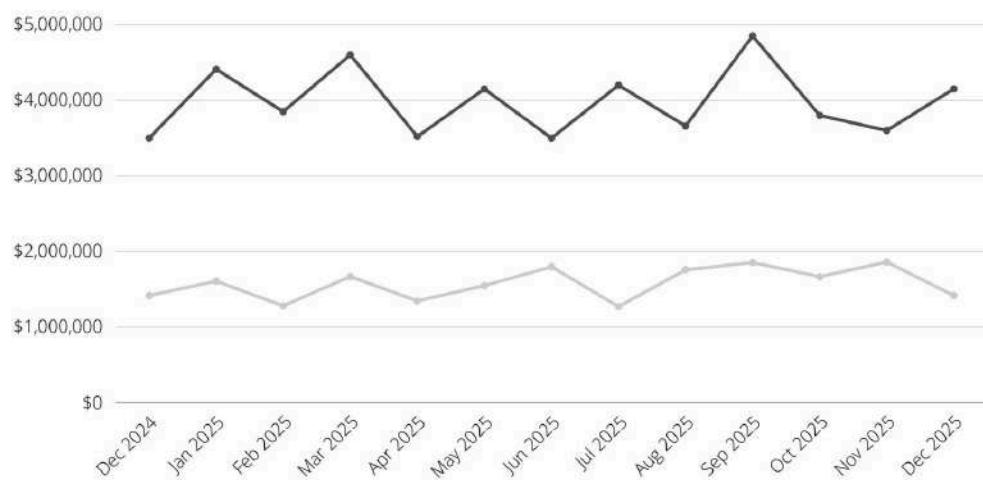
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$3.5m last December 2024, to \$4.1m as of December 2025.

## Condos & Townhomes

The median sale price has remained the same from \$1.4m last December 2024, to \$1.4m as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went up from 26 days last December 2024, to 34 days as of December 2025.

### Condos & Townhomes

The average time spent on the market went down from 42 days in December 2024, to 12 days as of December 2025.

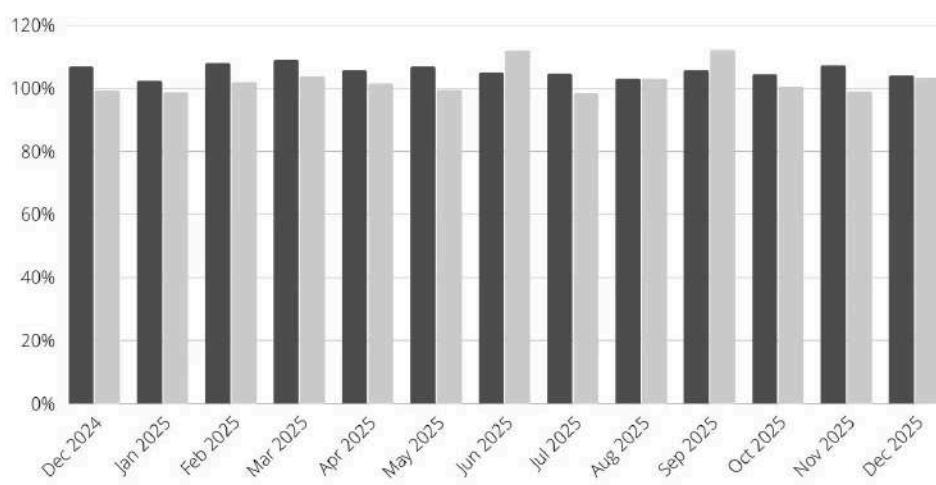
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 106.9% last December 2024, to 104% a year later.

## Condos & Townhomes

The overbid percentage has increased from 99.3% last December 2024, to 103.4% a year later.



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# Redwood City

## What's in the Redwood City data?

There were 22 single-family homes for sale, providing 0.6 months of inventory. There were 14 new listings, and 39 homes sold at a median price of \$2.4m. The median overbid percentage was at 101.5%, with an average of 28 days on the market.

There were 14 condo and townhome units for sale, providing 1.8 months of inventory. There were 12 new listings and 8 units sold at a median sale price of \$885k. The median overbid percentage was at 97.9%, with an average of 64 days on the market.





# SFH

## Single-Family Homes

14

New Listings

39

Sold Listings

0.6

Months of Inventory

\$2.4M

Median Sale Price

101.5%

Median Sale vs List

28

Avg Days on Market

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# CONDO

## Condo & Townhomes

12

New Listings

8

Sold Listings

1.8

Months of Inventory

\$885K

Median Sale Price

97.9%

Median Sale vs List

64

Avg Days on Market

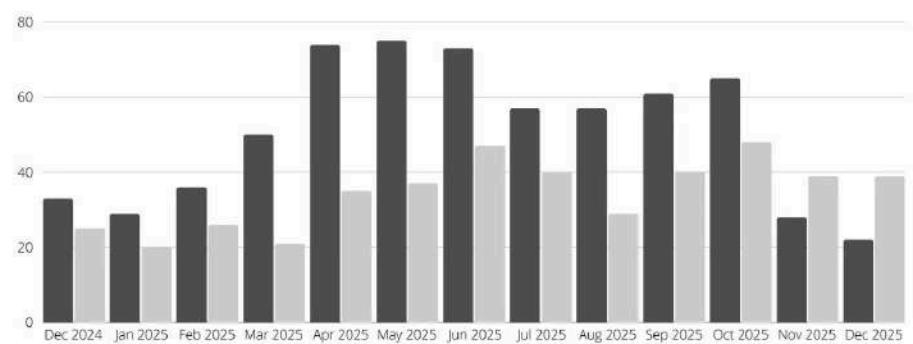




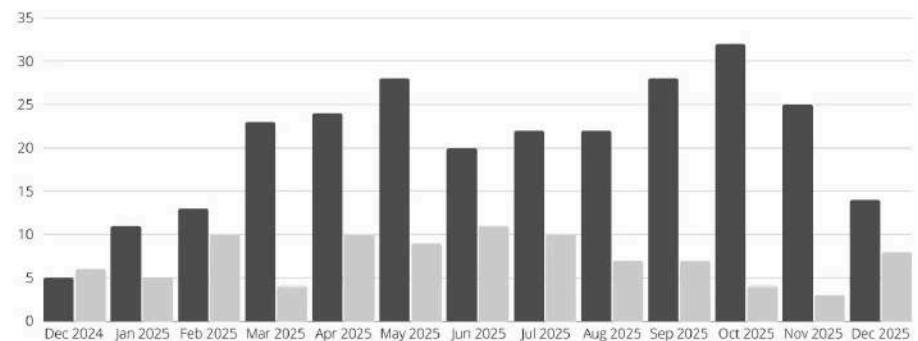
# Redwood City

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

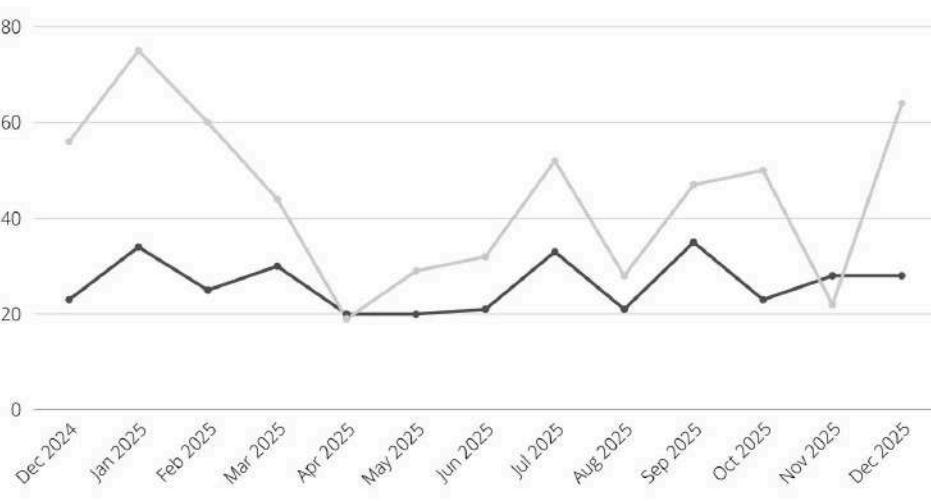
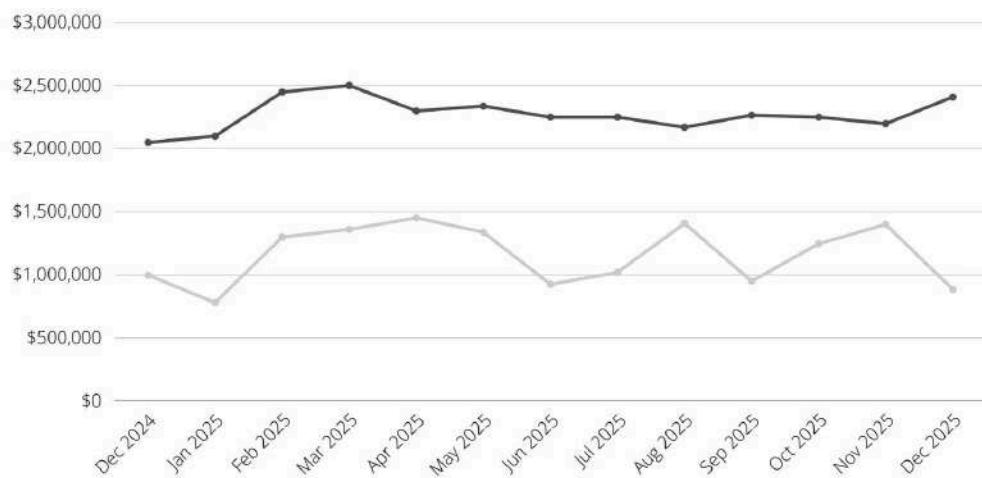


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$2m last December 2024, to \$2.4m as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went up from 23 days last December 2024, to 28 days as of December 2025.

### Condos & Townhomes

The average time spent on the market went up from 56 days in December 2024, to 64 days as of December 2025.

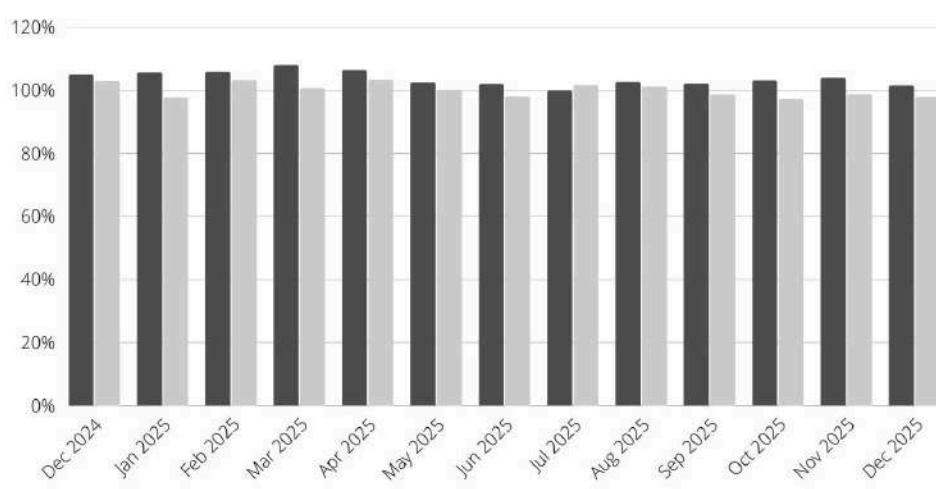
# Overbids

## Single-Family Homes

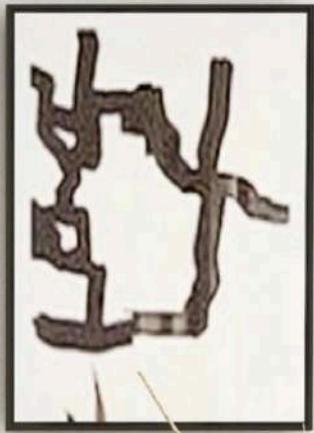
The overbid percentage has decreased from 105% last December 2024, to 101.5% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 103% last December 2024, to 97.9% a year later.



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# Portola Valley

## What's in the Portola Valley data?

There were 8 single-family homes for sale, providing 1.1 months of inventory. There were 2 new listings, and 7 homes sold at a median price of \$4.6m. The median overbid percentage was at 98.8%, with an average of 77 days on the market.

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





# SFH

## Single-Family Homes

2

New Listings

7

Sold Listings

1.1

Months of Inventory

\$4.6M

Median Sale Price

98.8%

Median Sale vs List

77

Avg Days on Market

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# CONDO

Condo & Townhomes

No data available for  
December 2025.

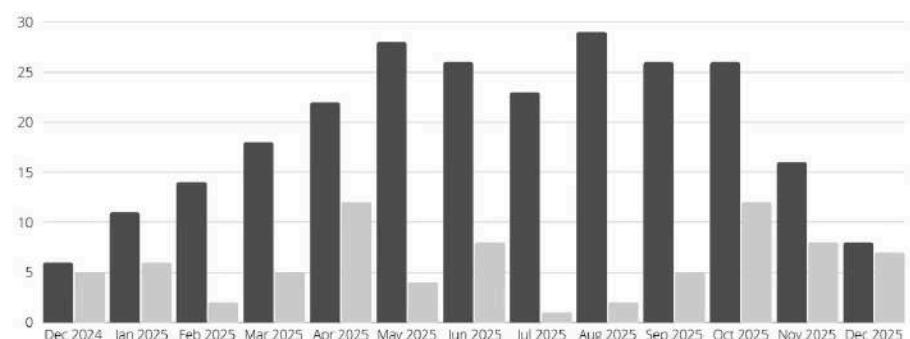




# Portola Valley

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

No data for this month.



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

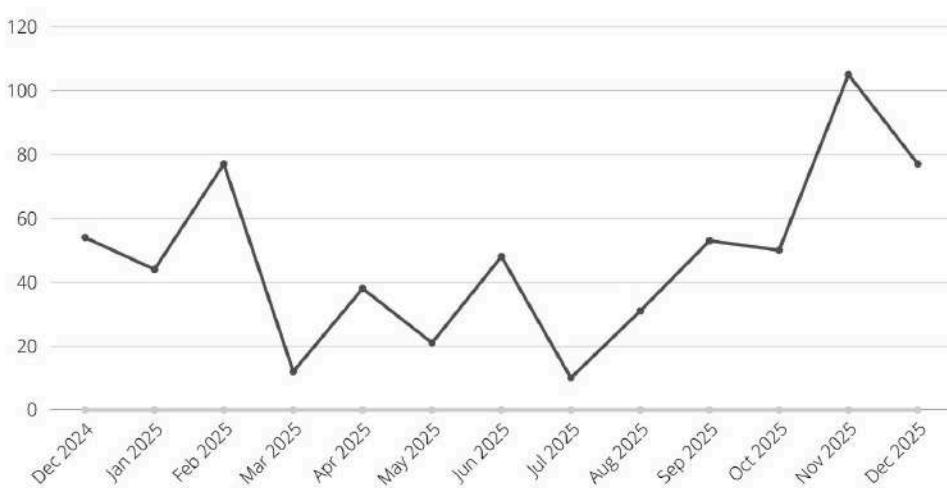
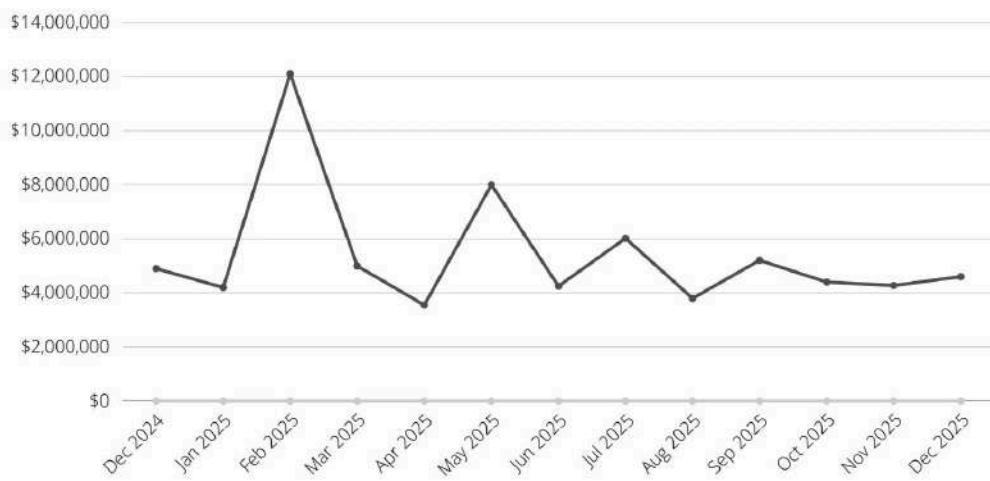
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$4.9m last December 2024, to \$4.6m as of December 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 54 days last December 2024, to 77 days as of December 2025.

## Condos & Townhomes

No data for this month.

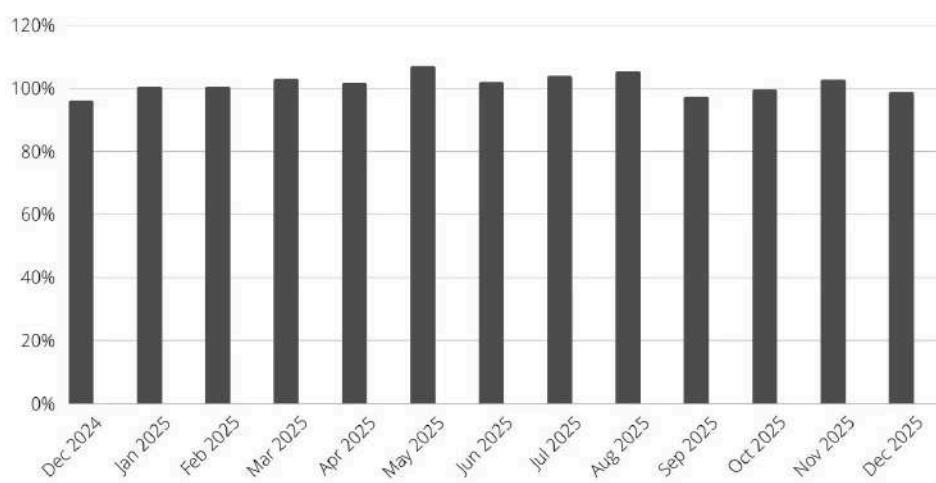
# Overbids

## Single-Family Homes

The overbid percentage has increased from 96.1% last December 2024, to 98.8% a year later.

## Condos & Townhomes

No data for this month.



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# Menlo Park

## What's in the Menlo Park data?

There were 8 single-family homes for sale, providing 0.7 months of inventory. There were 10 new listings, and 11 homes sold at a median price of \$3.8m. The median overbid percentage was at 102.6%, with an average of 43 days on the market.

There were 10 condo and townhome units for sale, providing 1.7 months of inventory. There were 3 new listings and 6 units sold at a median sale price of \$2m. The median overbid percentage was at 97.3%, with an average of 102 days on the market.





# SFH

## Single-Family Homes

10

New Listings

11

Sold Listings

0.7

Months of Inventory

\$3.8M

Median Sale Price

102.6% 43

Median Sale vs List

Avg Days on Market

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# CONDO

## Condo & Townhomes

3

New Listings

6

Sold Listings

1.7

Months of Inventory

\$2M

Median Sale Price

97.3%

Median Sale vs List

102

Avg Days on Market

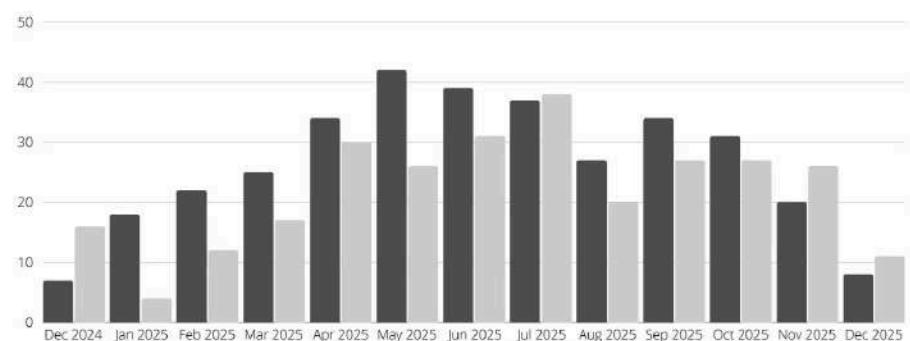




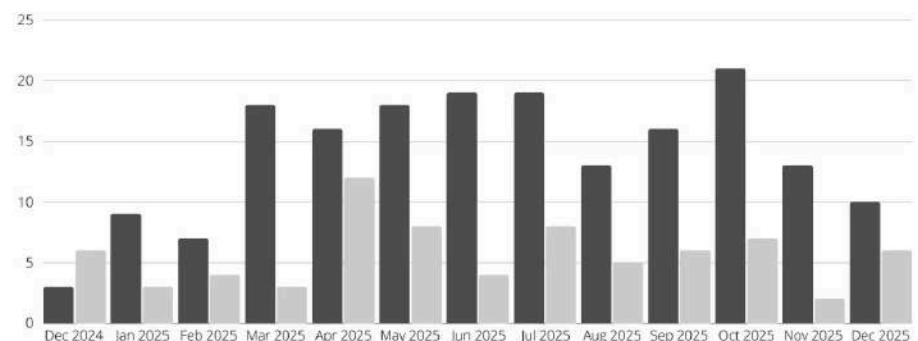
# Menlo Park

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

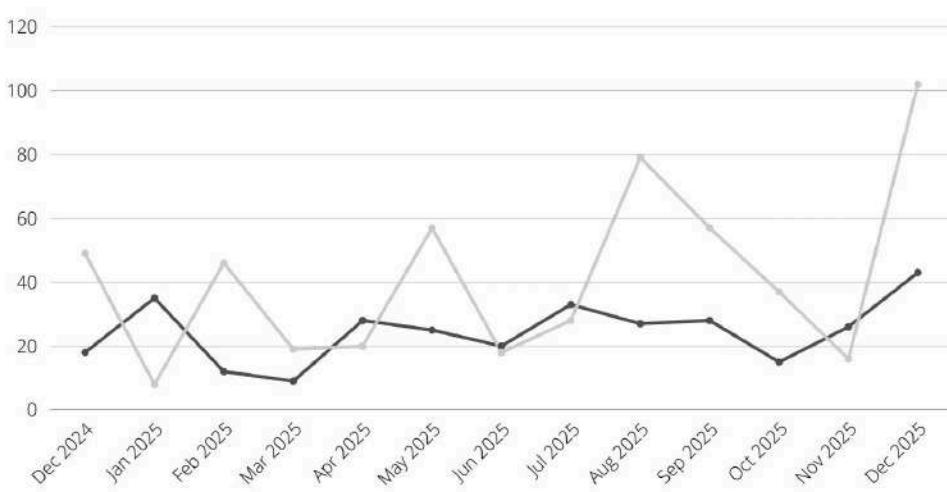
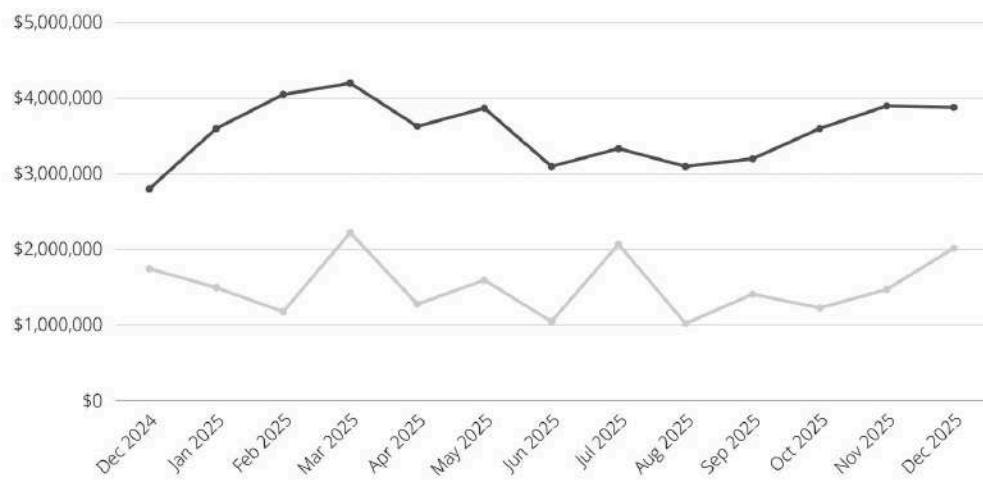
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$2.8m last December 2024, to \$3.8m as of December 2025.

## Condos & Townhomes

The median sale price has increased from \$1.7m last December 2024, to \$2m as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went up from 18 days last December 2024, to 43 days as of December 2025.

### Condos & Townhomes

The average time spent on the market went up from 49 days in December 2024, to 102 days as of December 2025.

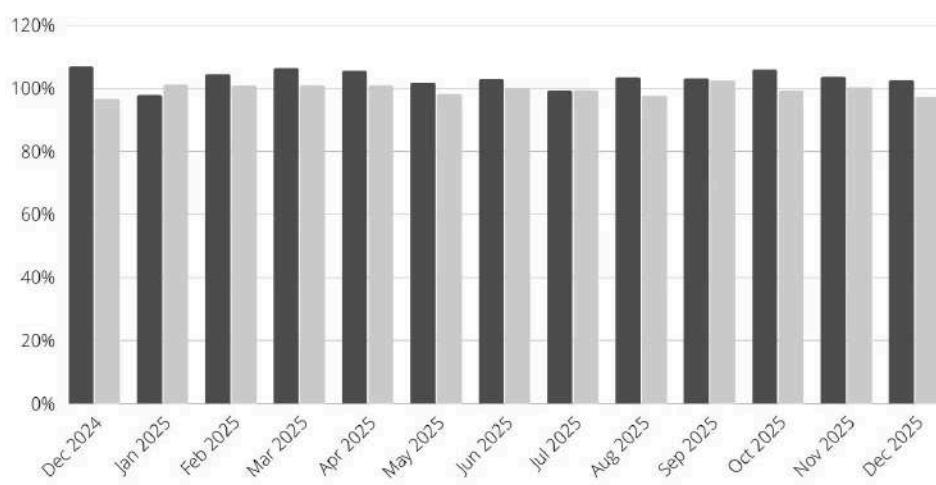
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 106.9% last December 2024, to 102.6% a year later.

## Condos & Townhomes

The overbid percentage has increased from 96.7% last December 2024, to 97.3% a year later.



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# Atherton

## What's in the Atherton data?

There were 7 single-family homes for sale, providing 1.2 months of inventory. There were 3 new listings, and 6 homes sold at a median price of \$23m. The median overbid percentage was at 99.9%, with an average of 18 days on the market.

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





# SFH

## Single-Family Homes

3  
New Listings

6  
Sold Listings

1.2  
Months of Inventory

\$23M  
Median Sale Price

99.9%  
Median Sale vs List

18  
Avg Days on Market

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# CONDO

Condo & Townhomes

No data available for  
December 2025.

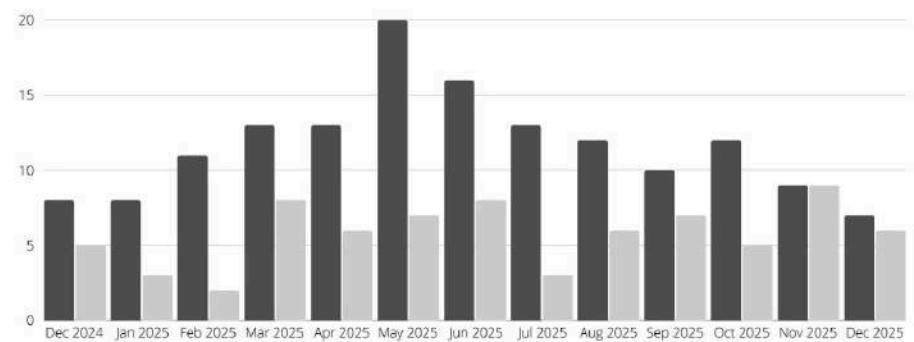




# Atherton

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

No data for this month.



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

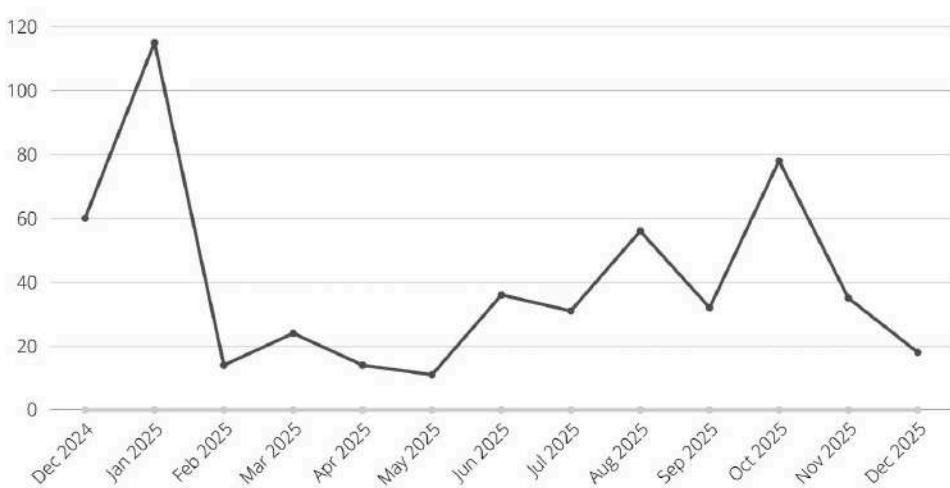
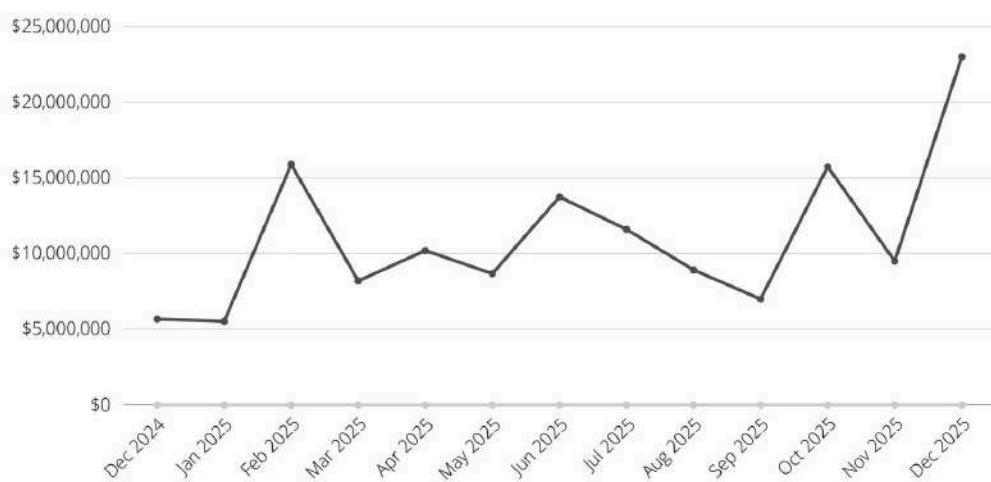
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$5.6m last December 2024, to \$23m as of December 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 60 days last December 2024, to 18 days as of December 2025.

## Condos & Townhomes

No data for this month.

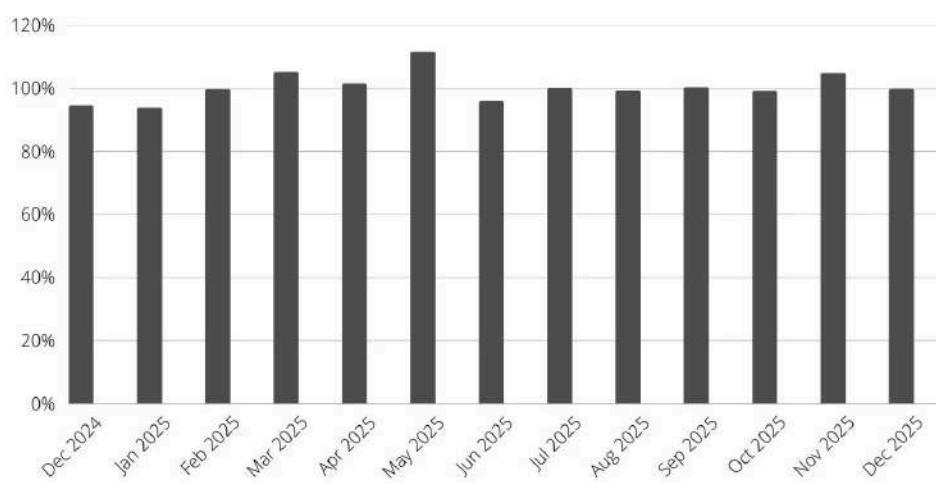
# Overbids

## Single-Family Homes

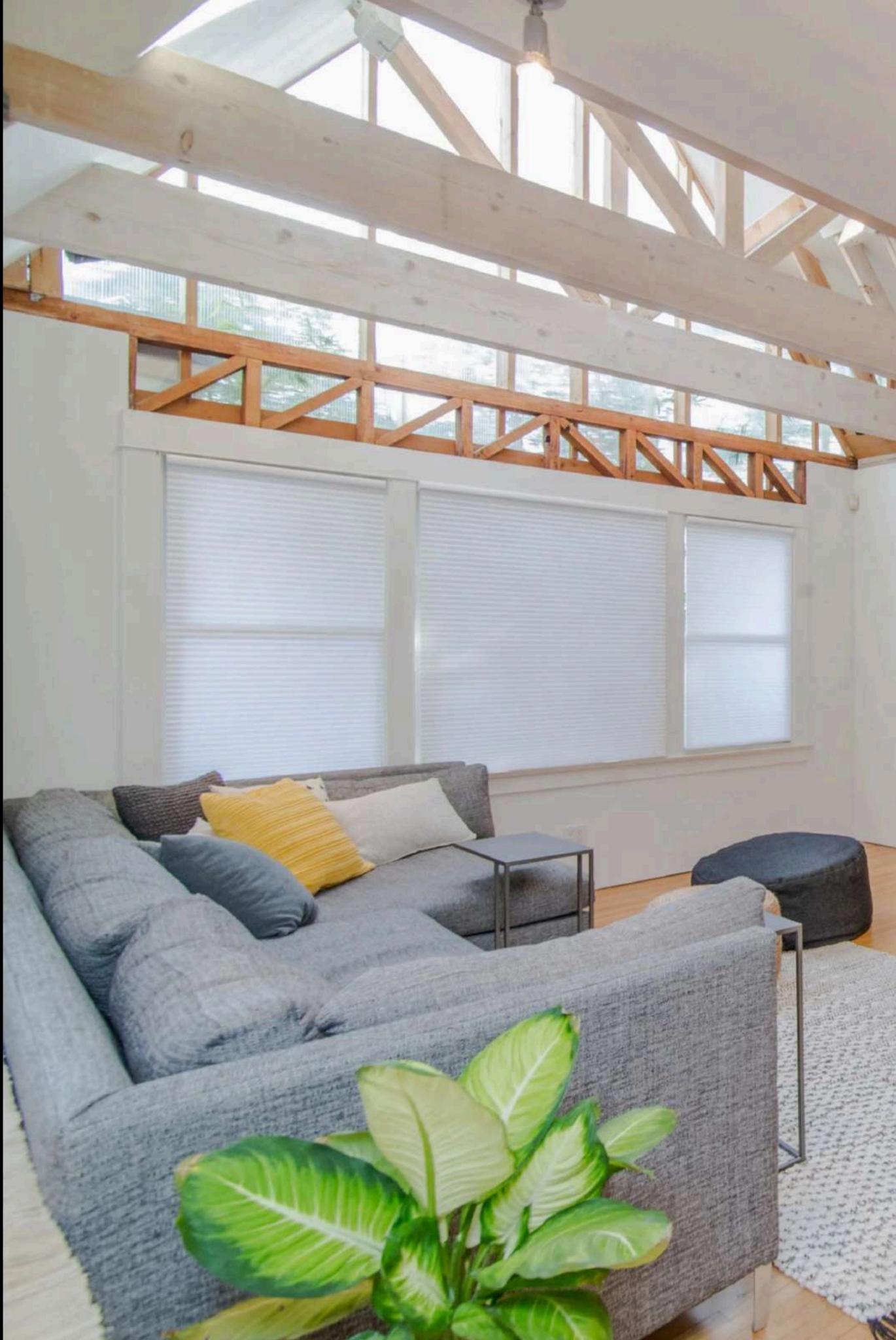
The overbid percentage has increased from 94.6% last December 2024, to 99.9% a year later.

## Condos & Townhomes

No data for this month.



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# Los Altos

## What's in the Los Altos data?

There were 6 single-family homes for sale, providing 0.5 months of inventory. There were 3 new listings, and 11 homes sold at a median price of \$4.4m. The median overbid percentage was at 111.5%, with an average of 18 days on the market.

There were 9 condo and townhome units for sale, providing 0 months of inventory. There were 0 new listings 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

3

New Listings

11

Sold Listings

0.5

Months of Inventory

\$4.4M

Median Sale Price

111.5%

Median Sale vs List

18

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

Condo & Townhomes

No data available for  
December 2025.

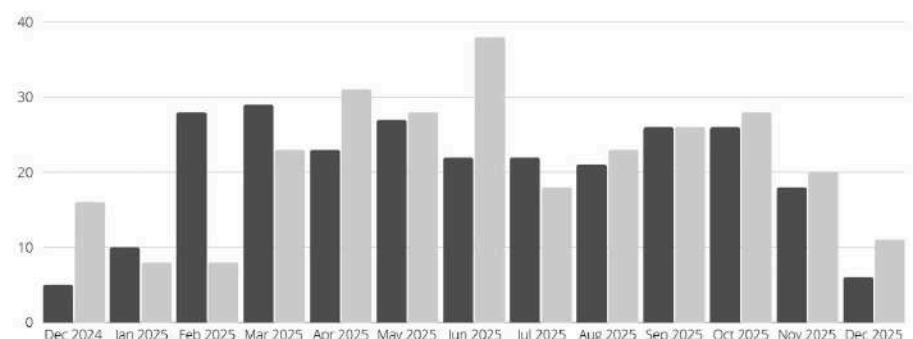




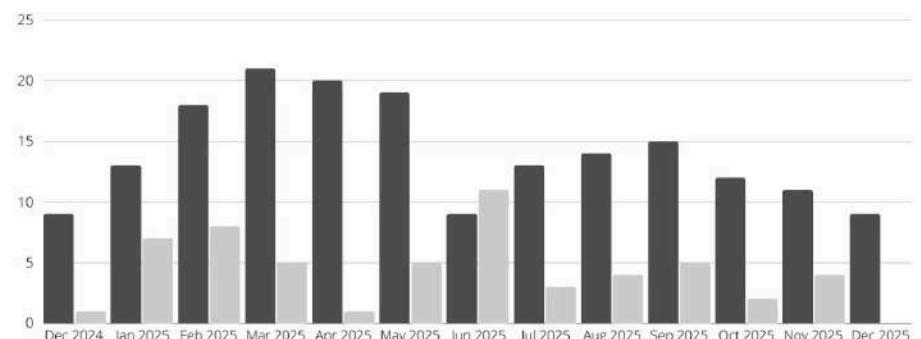
# Los Altos

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

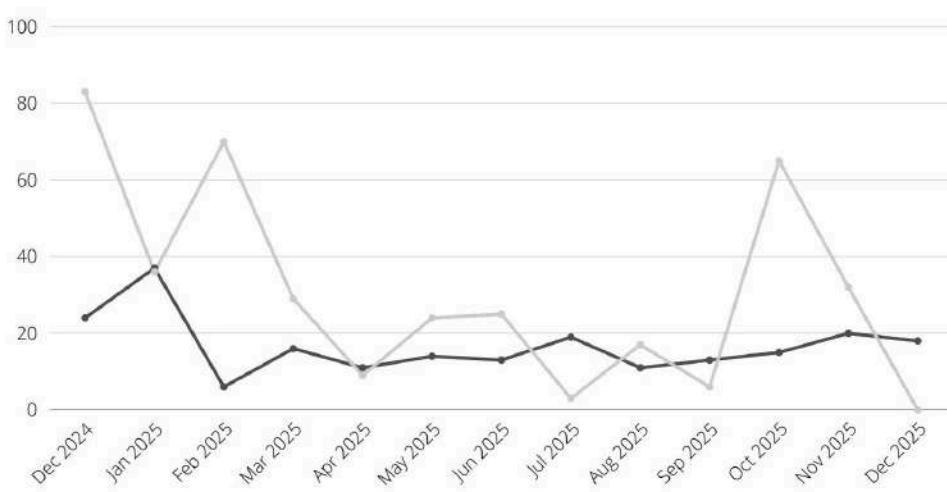
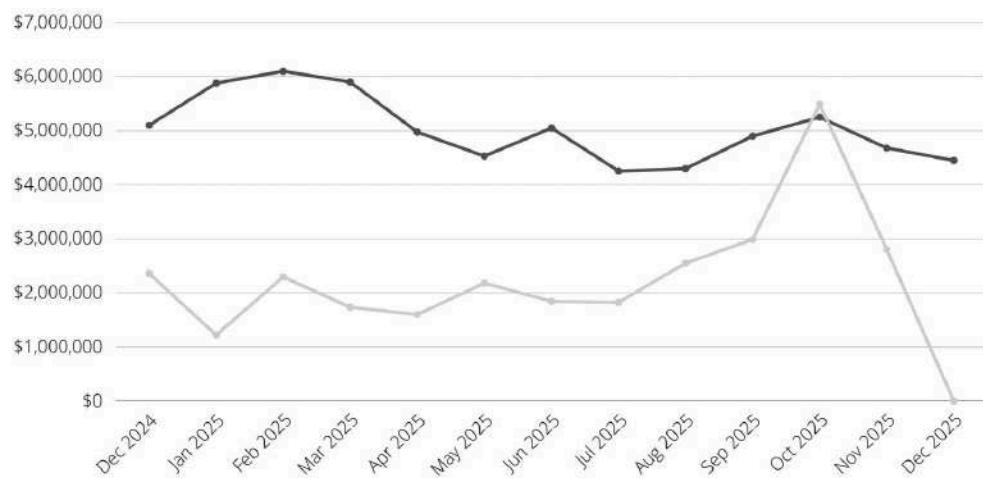
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$5.1m last December 2024, to \$4.4m as of December 2025.

## Condos & Townhomes

The median sale price has decreased from \$2.3m last December 2024, to \$0 as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 24 days last December 2024, to 18 days as of December 2025.

### Condos & Townhomes

The average time spent on the market went down from 83 days in December 2024, to 0 days as of December 2025.

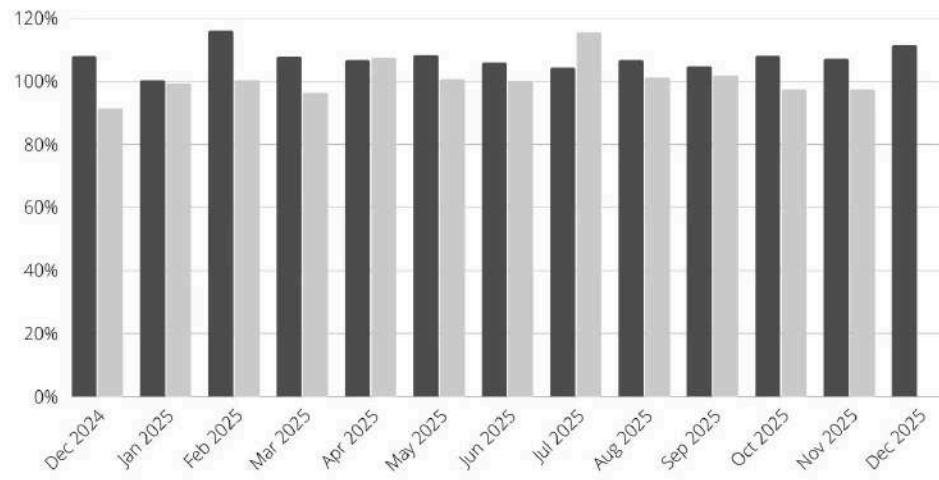
# Overbids

## Single-Family Homes

The overbid percentage has increased from 108% last December 2024, to 111.5% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 91.5% last December 2024, to 0% a year later.



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# San Jose

## What's in the San Jose data?

There were 181 single-family homes for sale, providing 0.8 months of inventory. There were 121 new listings, and 220 homes sold at a median price of \$1.6m. The median overbid percentage was at 102.6%, with an average of 28 days on the market.

There were 220 condo and townhome units for sale, providing 2.4 months of inventory. There were 84 new listings and 99 units sold at a median sale price of \$795k. The median overbid percentage was at 102.6%, with an average of 45 days on the market.





# SFH

## Single-Family Homes

121

New Listings

220

Sold Listings

0.8

Months of Inventory

\$1.6M

Median Sale Price

102.6%

Median Sale vs List

28

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

84

New Listings

99

Sold Listings

2.4

Months of Inventory

\$795K

Median Sale Price

102.6%

Median Sale vs List

45

Avg Days on Market

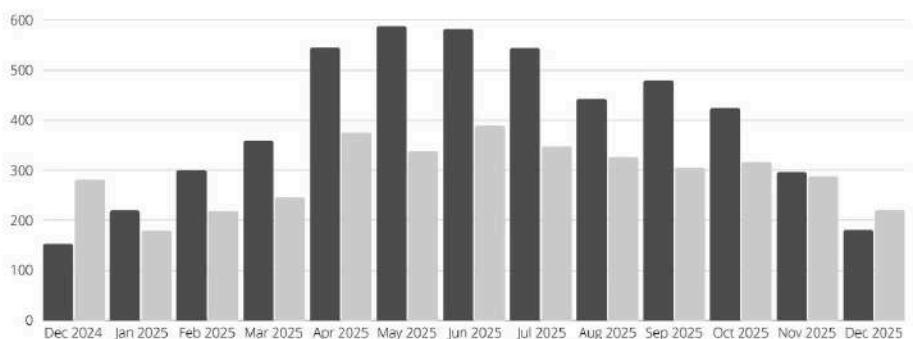


# San Jose

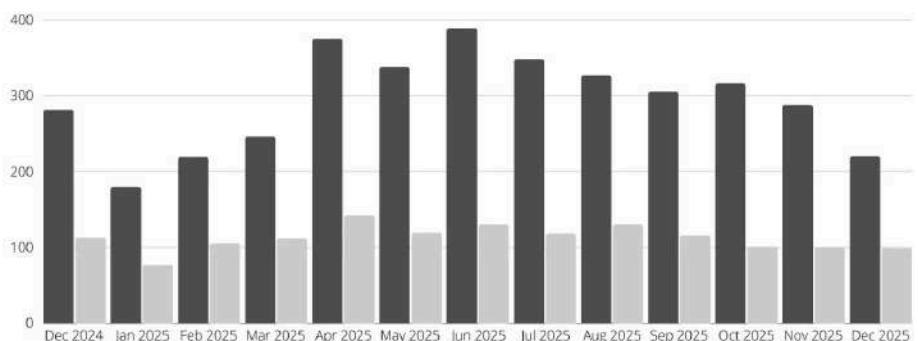
DECEMBER 2024 - DECEMBER 2025



■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

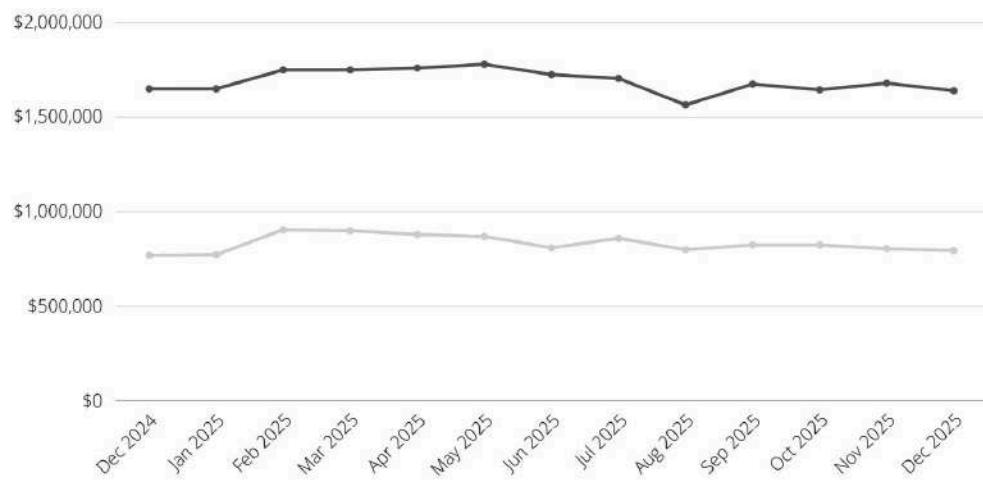


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

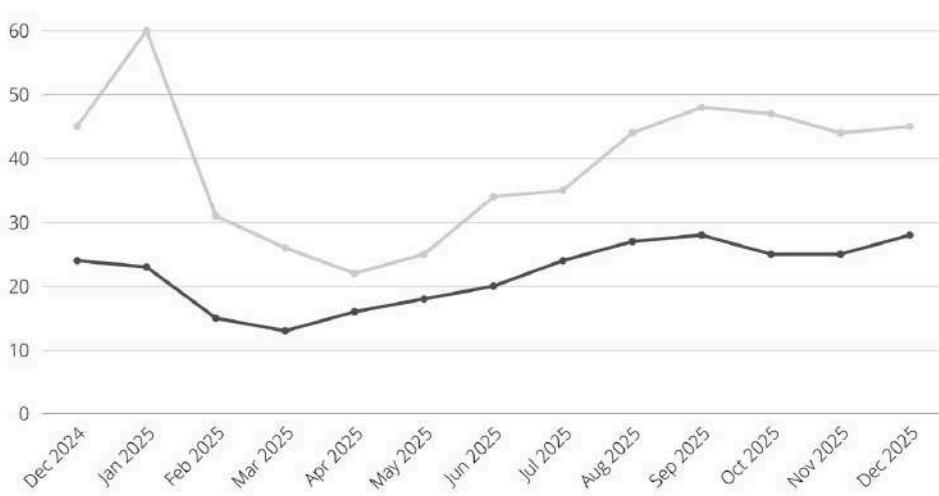
## Single-Family Homes

The median sale price has decreased from \$1.65m last December 2024, to \$1.64m as of December 2025.



## Condos & Townhomes

The median sale price has increased from \$770k last December 2024, to \$795k as of December 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 24 days last December 2024, to 28 days as of December 2025.

## Condos & Townhomes

The average time spent on the market remained the same from 45 days in December 2024, to 45 days as of December 2025.

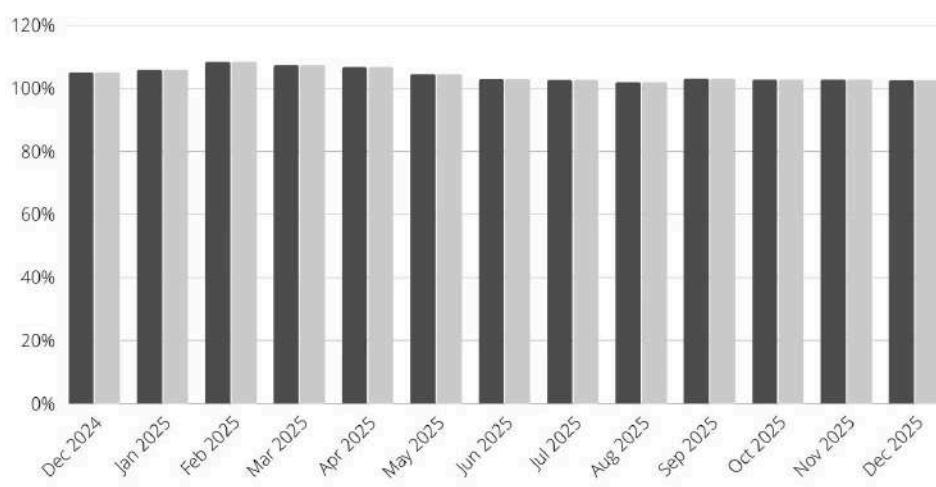
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 105% last December 2024, to 102.6% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 105% last December 2024, to 102.6% a year later.



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# Mountain View

## What's in the Mountain View data?

There were 7 single-family homes for sale, providing 0.5 months of inventory. There were 10 new listings, and 13 homes sold at a median price of \$3m. The median overbid percentage was at 105.1%, with an average of 13 days on the market.

There were 22 condo and townhome units for sale, providing 1.2 months of inventory. There were 3 new listings and 19 units sold at a median sale price of \$1.5m. The median overbid percentage was at 100%, with an average of 41 days on the market.





# SFH

## Single-Family Homes

10

New Listings

13

Sold Listings

0.5

Months of Inventory

\$3M

Median Sale Price

105.1%

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 December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

3

New Listings

19

Sold Listings

1.2

Months of Inventory

\$1.5M

Median Sale Price

100%

Median Sale vs List

41

Avg Days on Market

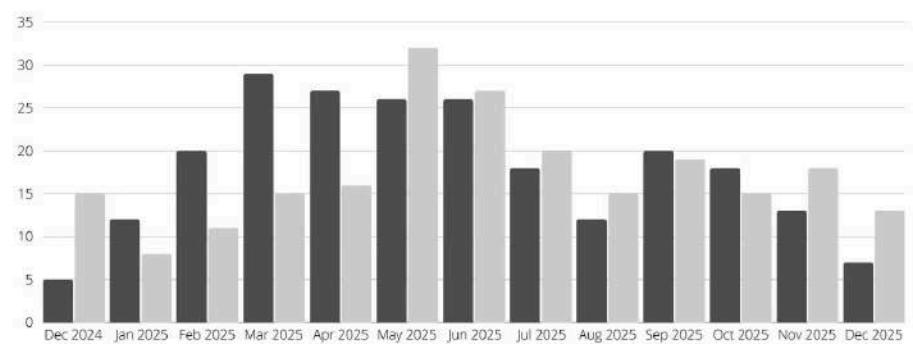




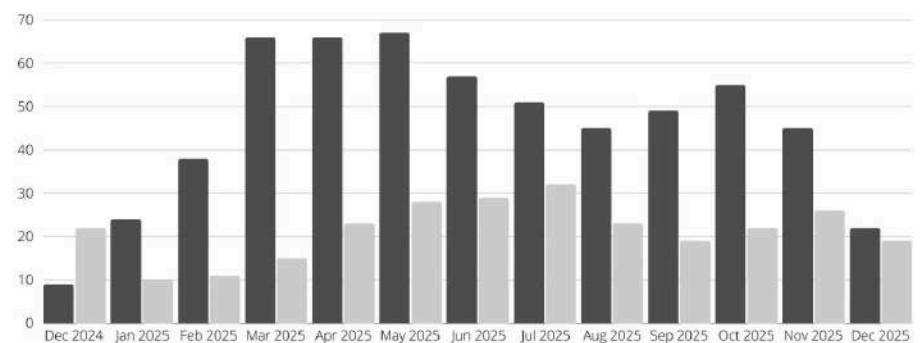
# Mountain View

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

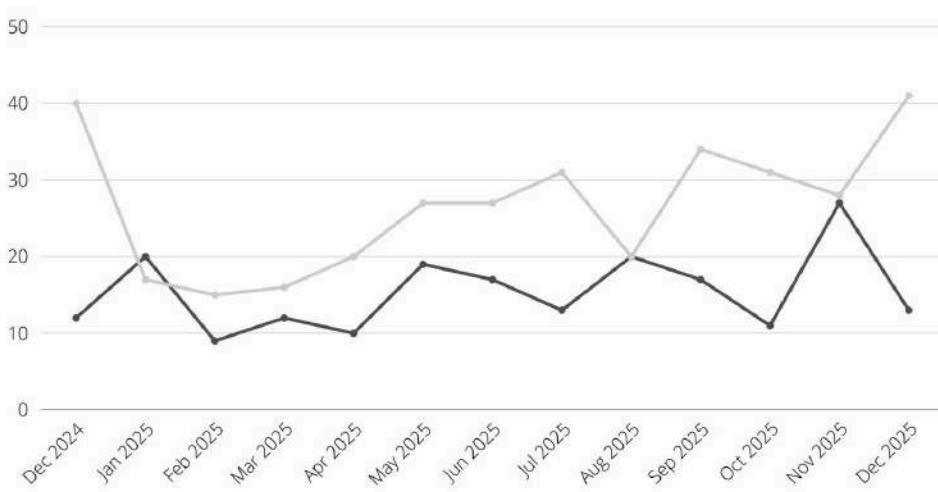
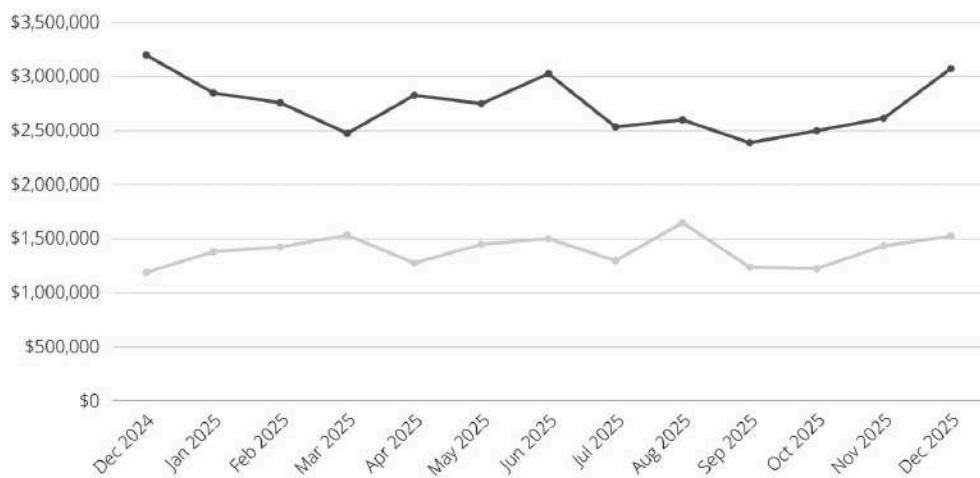
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$3.2m last December 2024, to \$3m as of December 2025.

## Condos & Townhomes

The median sale price has increased from \$1.1m last December 2024, to \$1.5m as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went up from 12 days last December 2024, to 13 days as of December 2025.

### Condos & Townhomes

The average time spent on the market went up from 40 days in December 2024, to 41 days as of December 2025.

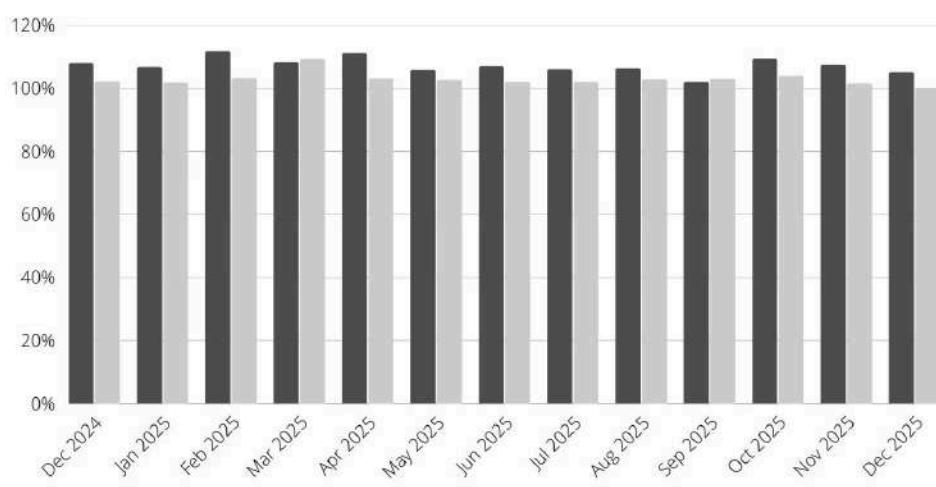
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 108% last December 2024, to 105.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 102.2% last December 2024, to 100% a year later.



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# San Mateo County

## What's in the San Mateo County data?

There were 186 single-family homes for sale, providing 0.8 months of inventory. There were 104 new listings, and 232 homes sold at a median price of \$2m. The median overbid percentage was at 102.8%, with an average of 35 days on the market.

There were 123 condo and townhome units for sale, providing 1.7 months of inventory. There were 36 new listings and 71 units sold at a median sale price of \$855k. The median overbid percentage was at 98.8%, with an average of 61 days on the market.





# SFH

## Single-Family Homes

**104**

New Listings

**232**

Sold Listings

**0.8**

Months of Inventory

**\$2M**

Median Sale Price

**102.8%**

Median Sale vs List

**35**

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

36

New Listings

71

Sold Listings

1.7

Months of Inventory

\$855K

Median Sale Price

98.8%

Median Sale vs List

61

Avg Days on Market

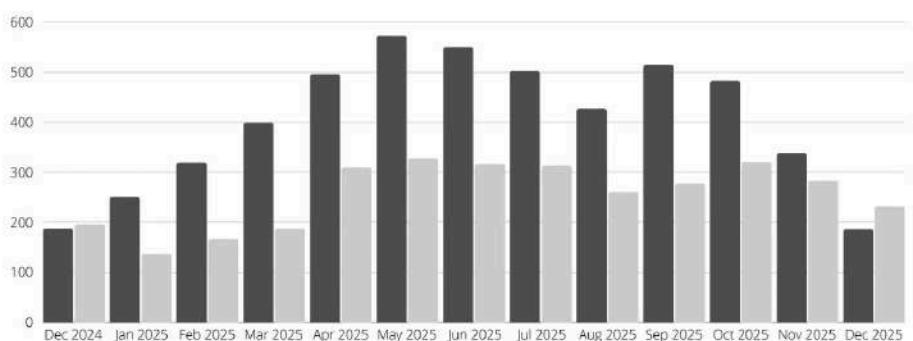




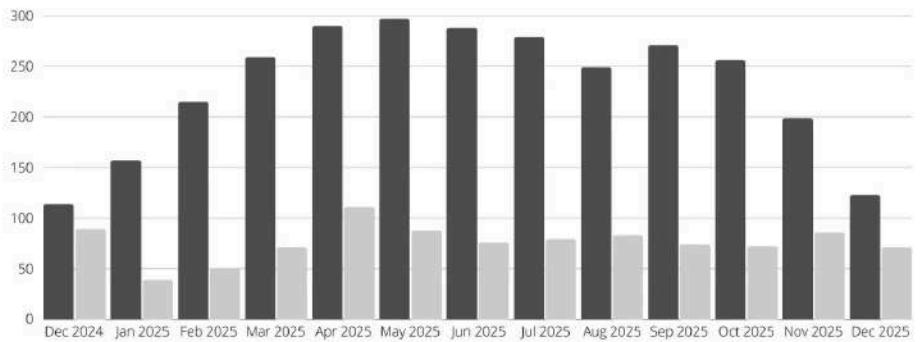
# San Mateo

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

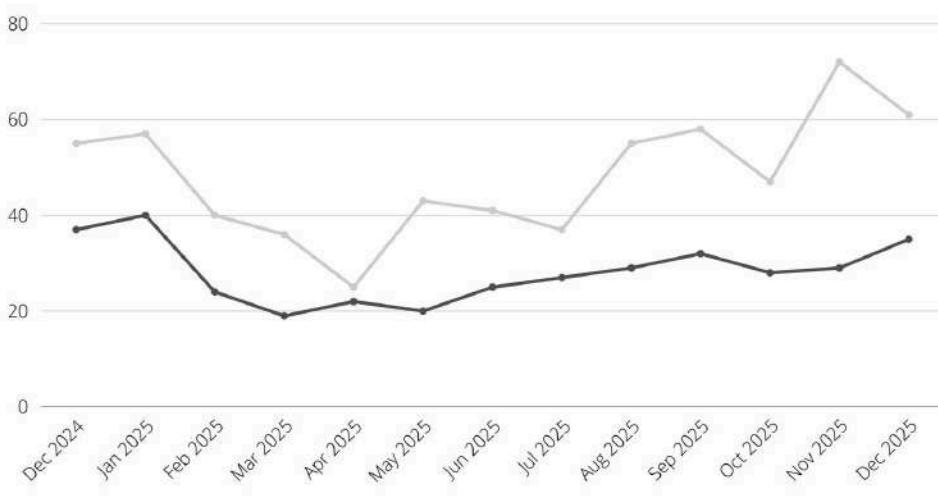
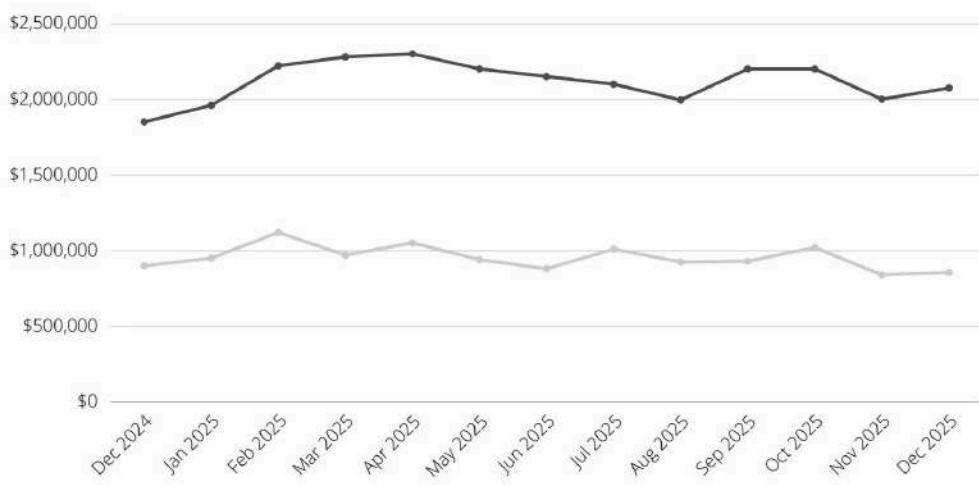
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$1.8m last December 2024, to \$2m as of December 2025.

## Condos & Townhomes

The median sale price has decreased from \$900k last December 2024, to \$855k as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 37 days last December 2024, to 35 days as of December 2025.

### Condos & Townhomes

The average time spent on the market went up from 55 days in December 2024, to 61 days as of December 2025.

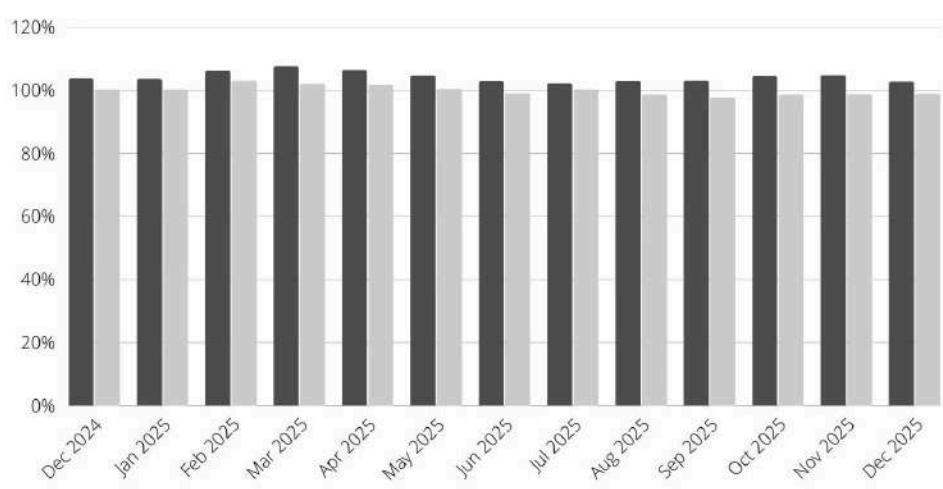
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 103.7% last December 2024, to 102.8% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 100.3% last December 2024, to 98.8% a year later.



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# Santa Clara County

## What's in the Santa Clara County data?

There were 420 single-family homes for sale, providing 1 month of inventory. There were 247 new listings, and 430 homes sold at a median price of \$1.8m. The median overbid percentage was at 103%, with an average of 29 days on the market.

There were 396 condo and townhome units for sale, providing 2 months of inventory. There were 127 new listings and 196 units sold at a median sale price of \$920k. The median overbid percentage was at 100.4%, with an average of 40 days on the market.





# SFH

## Single-Family Homes

**247**

New Listings

**430**

Sold Listings

**1**

Month of Inventory

**\$1.8M**

Median Sale Price

**103%**

Median Sale vs List

**29**

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

127

New Listings

196

Sold Listings

2

Months of Inventory

\$920K

Median Sale Price

100.4%

Median Sale vs List

40

Avg Days on Market

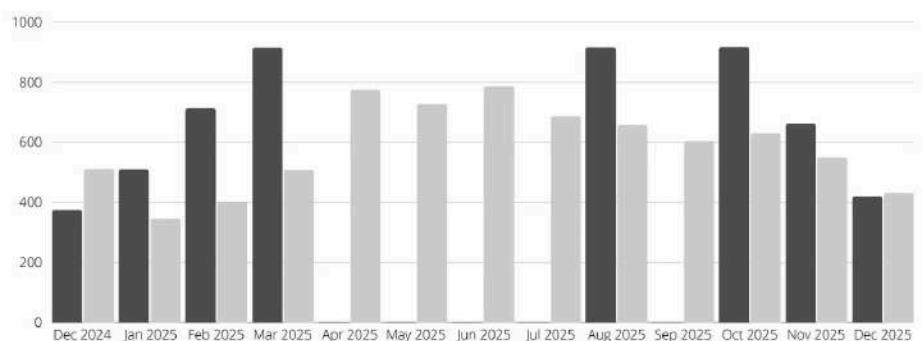




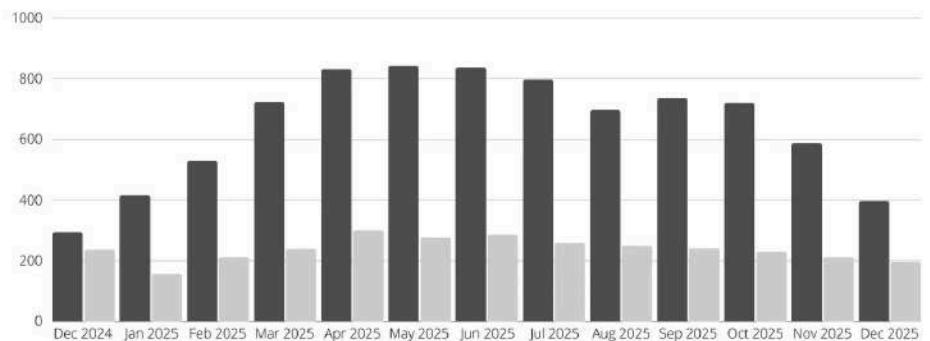
# Santa Clara County

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

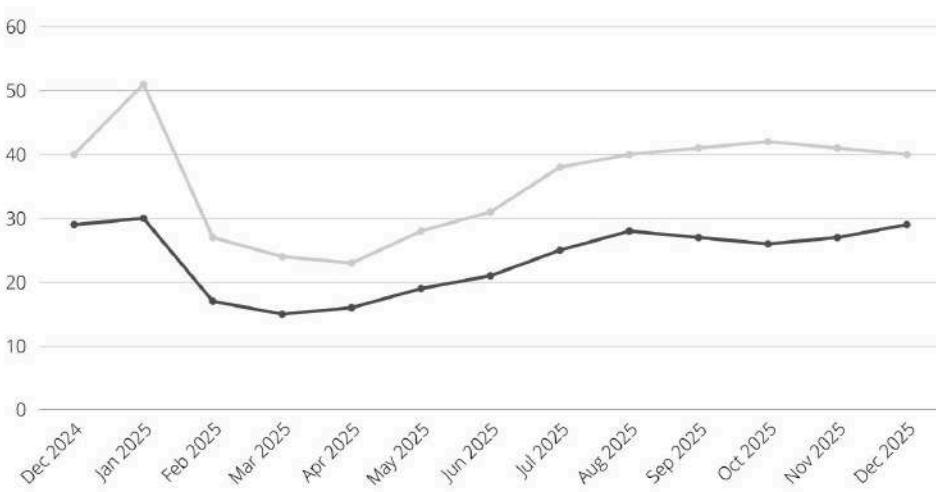
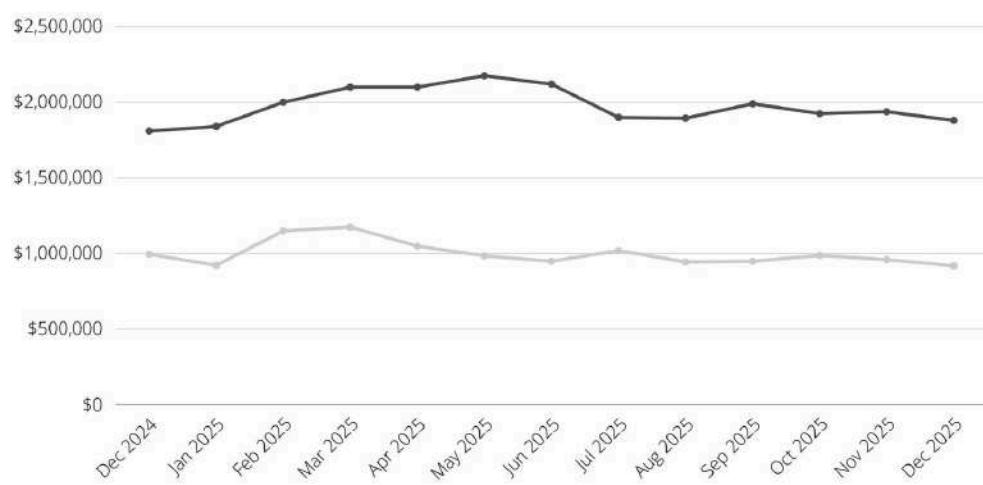
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$1.81m last December 2024, to \$1.88m as of December 2025.

## Condos & Townhomes

The median sale price has decreased from \$995k last December 2024, to \$920k as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market remained the same from 29 days last December 2024, to 29 days as of December 2025.

### Condos & Townhomes

The average time spent on the market remained the same from 40 days in December 2024, to 40 days as of December 2025.

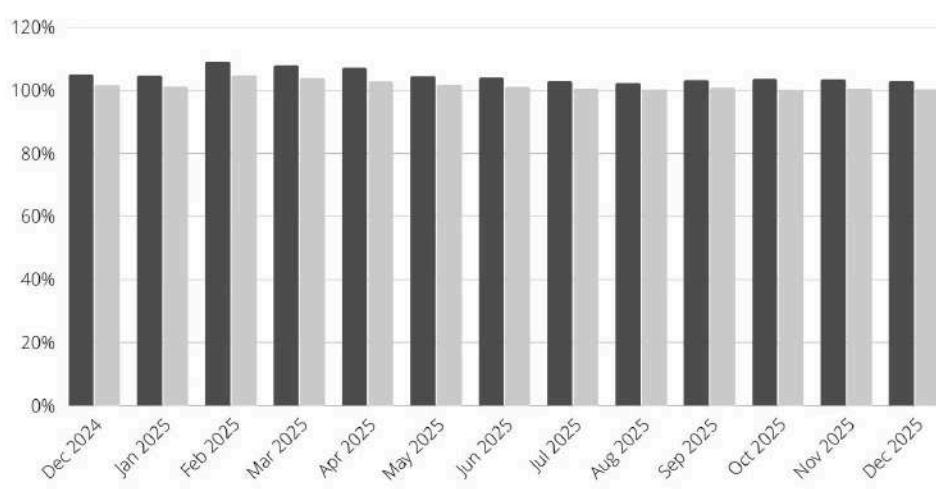
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 105% last December 2024, to 103% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 101.6% last December 2024, to 100.4% a year later.



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# Monterey County

## What's in the Monterey County data?

There were 362 single-family homes for sale, providing 2.6 months of inventory. There were 92 new listings, and 138 homes sold at a median price of \$900k. The median overbid percentage was at 97.8%, with an average of 66 days on the market.

There were 59 condo and townhome units for sale, providing 1.9 months of inventory. There were 20 new listings and 31 units sold at a median sale price of \$539k. The median overbid percentage was at 98.1%, with an average of 49 days on the market.





# SFH

## Single-Family Homes

**92**

New Listings

**138**

Sold Listings

**2.6**

Months of Inventory

**\$900K**

Median Sale Price

**97.8%**

Median Sale vs List

**66**

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

20

New Listings

31

Sold Listings

1.9

Months of Inventory

\$539K

Median Sale Price

98.1%

Median Sale vs List

49

Avg Days on Market

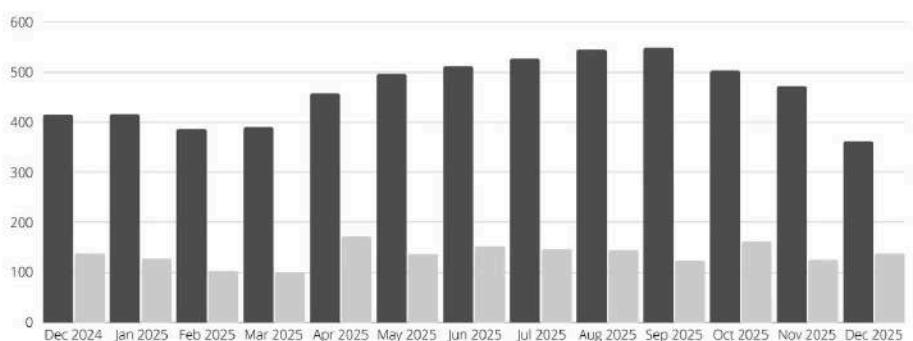




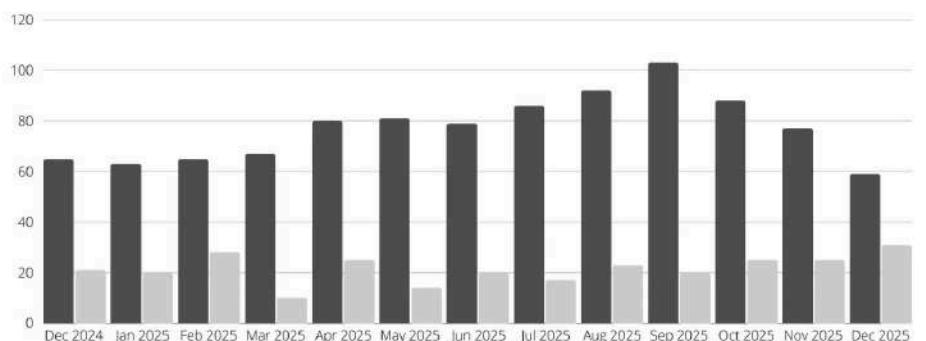
# Monterey County

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

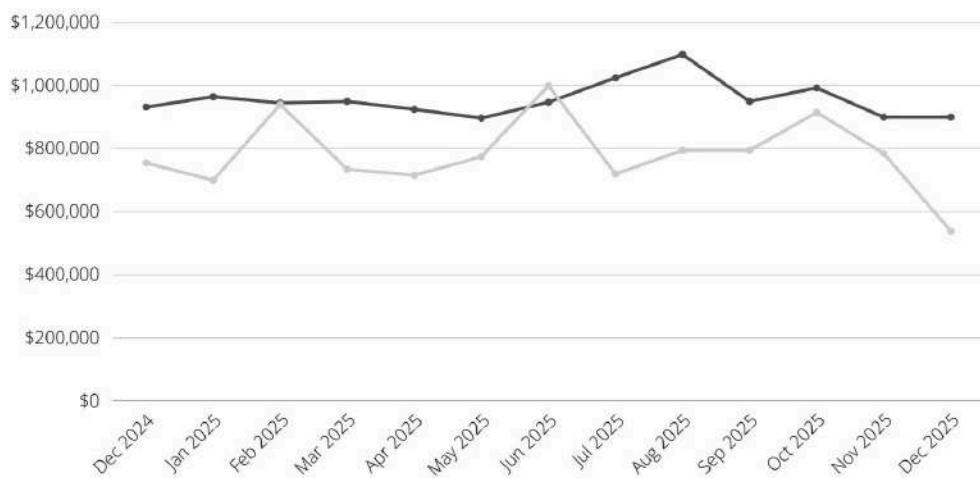


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

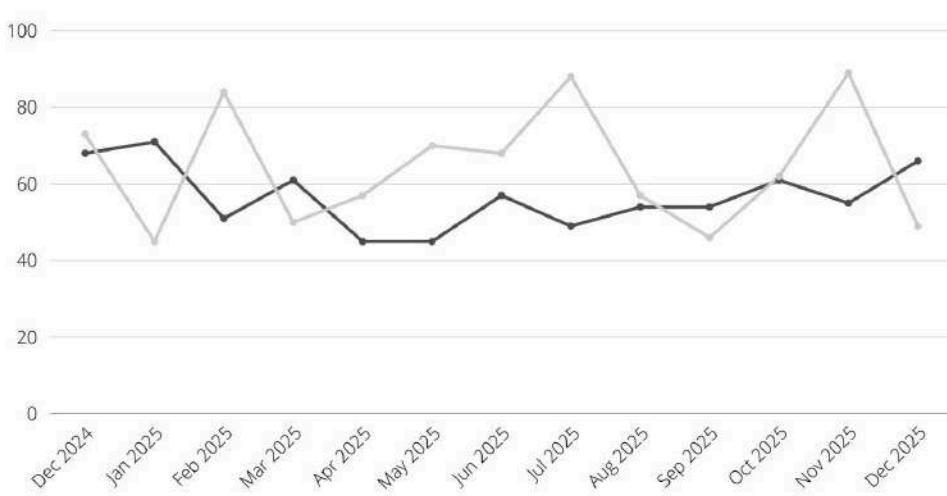
## Single-Family Homes

The median sale price has decreased from \$932k last December 2024, to \$900k as of December 2025.



## Condos & Townhomes

The median sale price has decreased from \$755k last December 2024, to \$539k as of December 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 68 days last December 2024, to 66 days as of December 2025.

## Condos & Townhomes

The average time spent on the market went down from 73 days in December 2024, to 49 days as of December 2025.

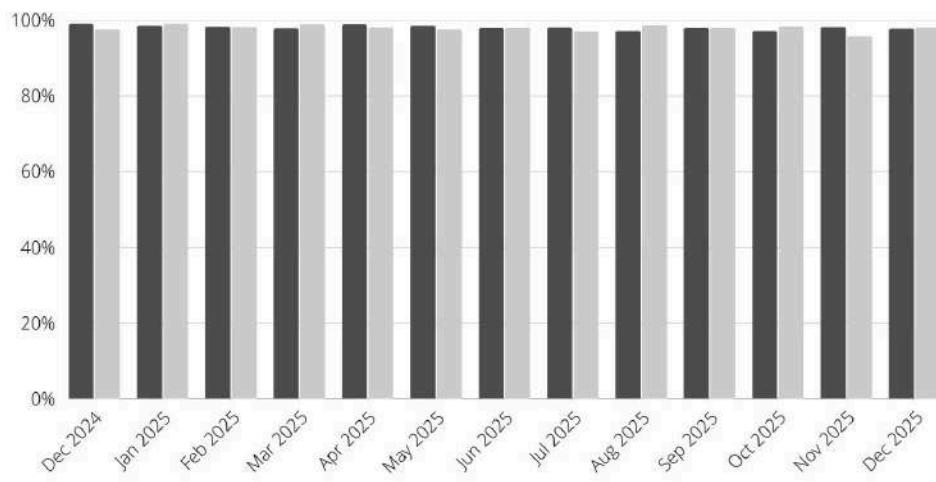
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 99% last December 2024, to 97.8% a year later.

## Condos & Townhomes

The overbid percentage has increased from 97.6% last December 2024, to 98.1% a year later.



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# Santa Cruz County

## What's in the Santa Cruz County data?

There were 234 single-family homes for sale, providing 2.5 months of inventory. There were 44 new listings, and 95 homes sold at a median price of \$1.2m. The median overbid percentage was at 98.6%, with an average of 63 days on the market.

There were 85 condo and townhome units for sale, providing 6.1 months of inventory. There were 14 new listings and 14 units sold at a median sale price of \$840k. The median overbid percentage was at 98.6%, with an average of 51 days on the market.





# SFH

## Single-Family Homes

44

New Listings

95

Sold Listings

2.5

Months of Inventory

\$1.2M

Median Sale Price

98.6%

Median Sale vs List

63

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

14

New Listings

14

Sold Listings

6.1

Months of Inventory

\$840K

Median Sale Price

98.6%

Median Sale vs List

51

Avg Days on Market

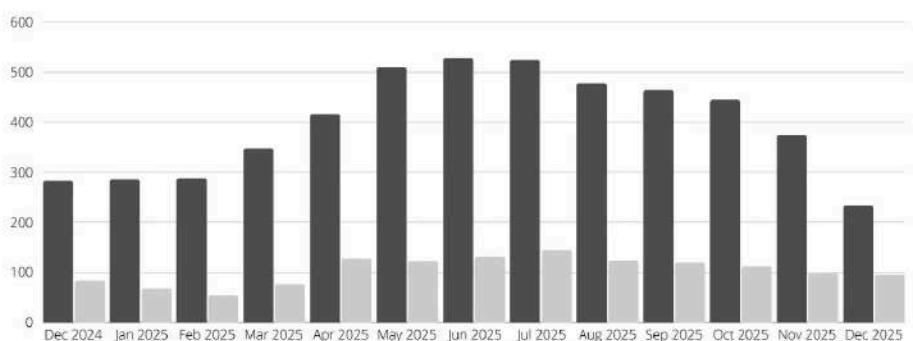




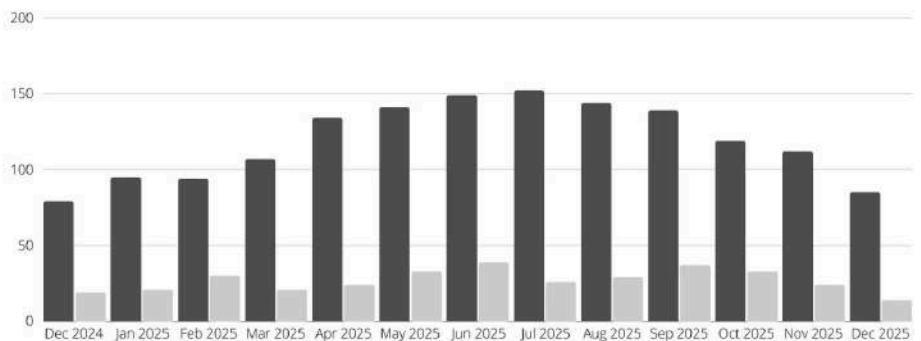
# Santa Cruz County

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

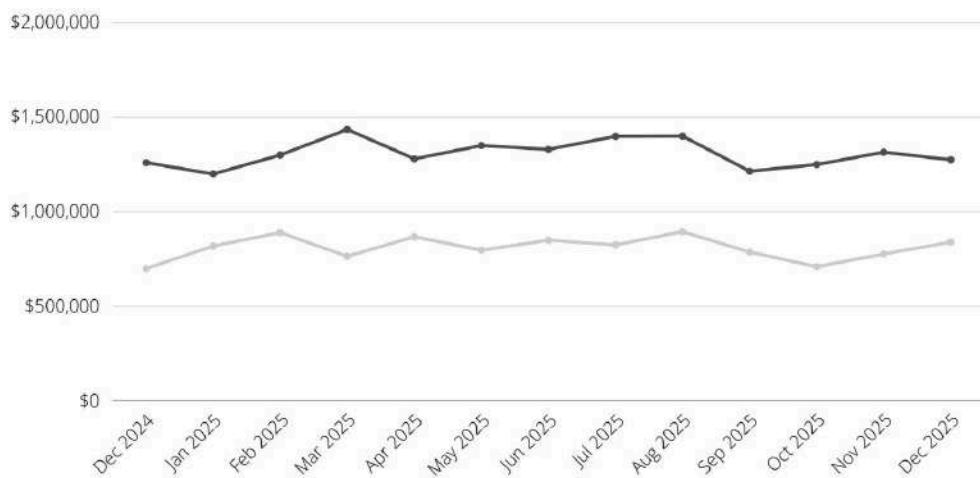


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

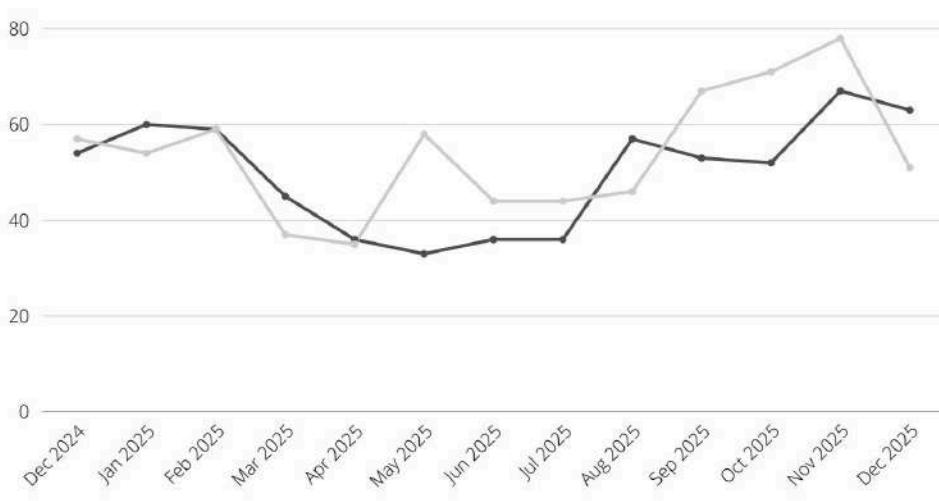
## Single-Family Homes

The median sale price has increased from \$1.26m last December 2024, to \$1.27m as of December 2025.



## Condos & Townhomes

The median sale price has increased from \$700k last December 2024, to \$840k as of December 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 54 days last December 2024, to 63 days as of December 2025.

## Condos & Townhomes

The average time spent on the market went down from 57 days in December 2024, to 51 days as of December 2025.

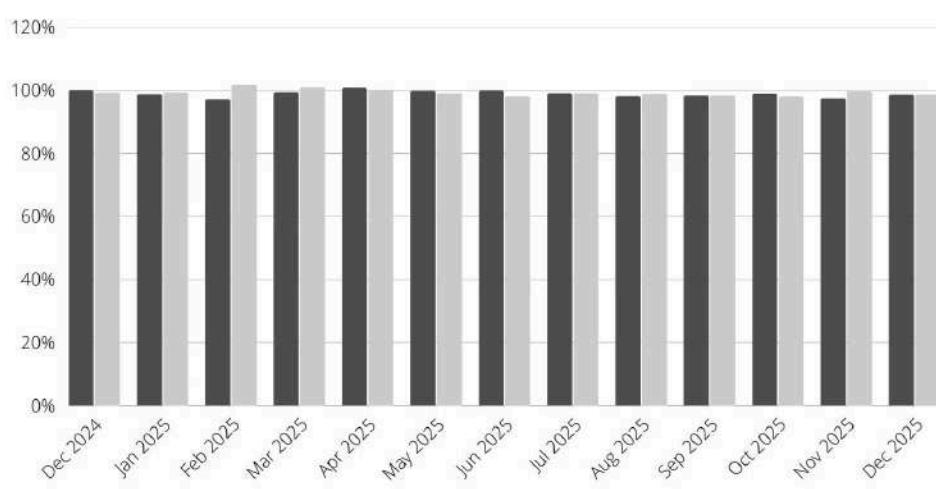
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 100.1% last December 2024, to 98.6% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 99.2% last December 2024, to 98.6% a year later.



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# East Palo Alto

## What's in the East Palo Alto data?

There were 8 single-family homes for sale, providing 2 months of inventory. There was 1 new listing, and 4 homes sold at a median price of \$1.1m. The median overbid percentage was at 97.8%, with an average of 57 days on the market.

There was 1 condo and townhome unit for sale, providing 0 months of inventory. There were 0 new listings 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

1  
New Listing

4  
Sold Listings

2  
Months of Inventory

\$1.1M  
Median Sale Price

97.8%  
Median Sale vs List

57  
Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

Condo & Townhomes

No data available for  
December 2025.

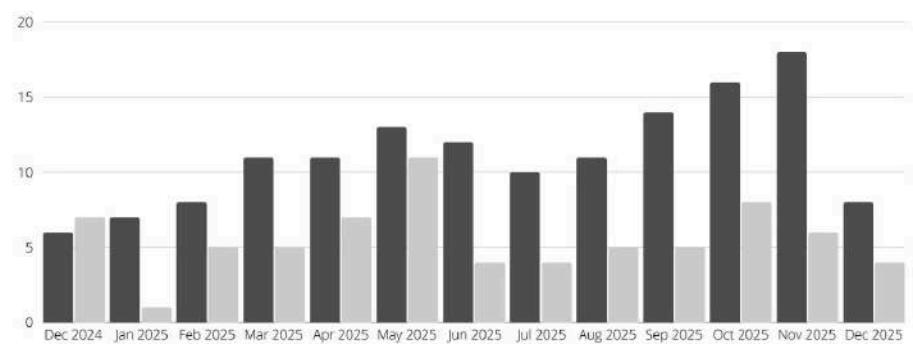




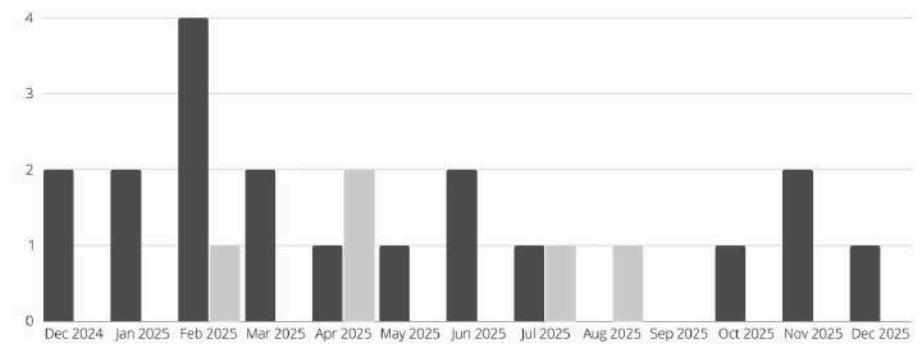
# East Palo Alto

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

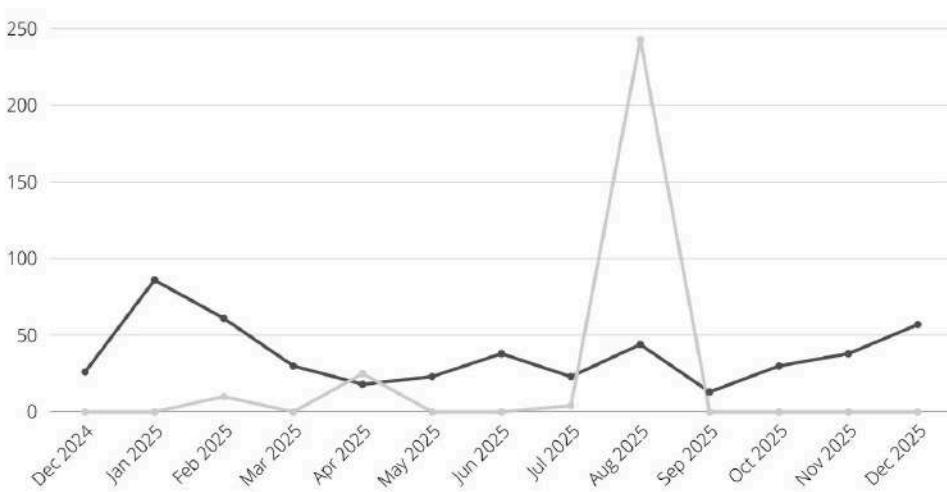
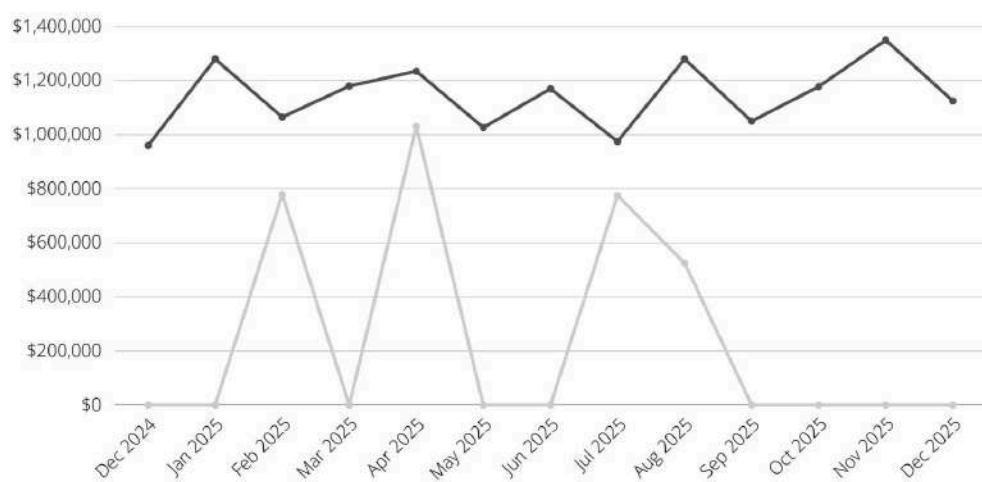
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$960k last December 2024, to \$1.1m as of December 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 26 days last December 2024, to 57 days as of December 2025.

## Condos & Townhomes

No data for this month.

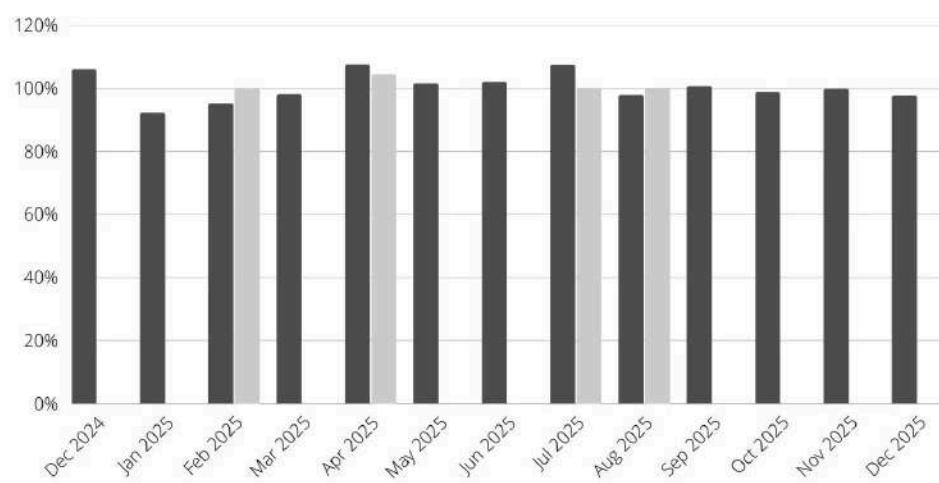
# Overbids

## Single-Family Homes

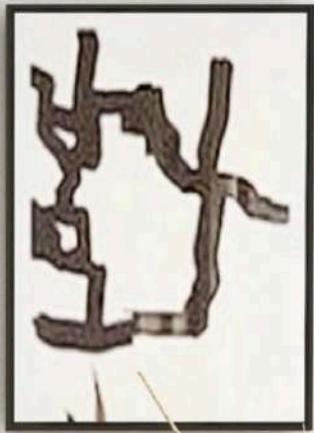
The overbid percentage has decreased from 106.1% last December 2024, to 97.8% a year later.

## Condos & Townhomes

No data for this month.



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# Sunnyvale

## What's in the Sunnyvale data?

There were 15 single-family homes for sale, providing 0.6 months of inventory. There were 14 new listings, and 25 homes sold at a median price of \$2.3m. The median overbid percentage was at 108.1%, with an average of 33 days on the market.

There were 29 condo and townhome units for sale, providing 2.1 months of inventory. There were 8 new listings and 14 units sold at a median sale price of \$1.4m. The median overbid percentage was at 102.5%, with an average of 35 days on the market.





# SFH

## Single-Family Homes

14

New Listings

25

Sold Listings

0.6

Months of Inventory

\$2.3M

Median Sale Price

108.1%

Median Sale vs List

33

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

8

New Listings

14

Sold Listings

2.1

Months of Inventory

\$1.4M

Median Sale Price

102.5%

Median Sale vs List

35

Avg Days on Market

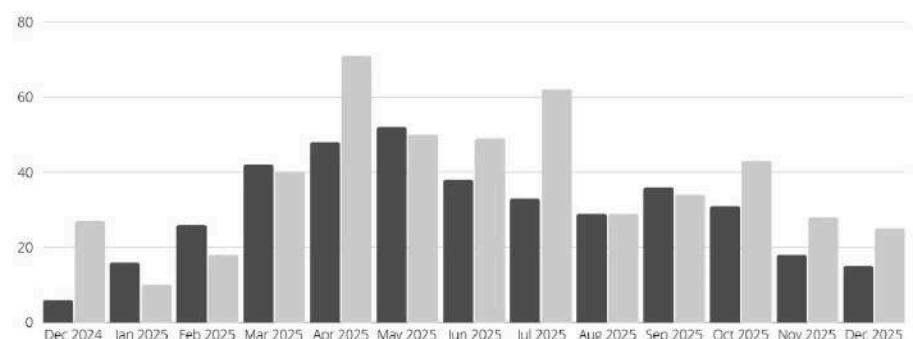




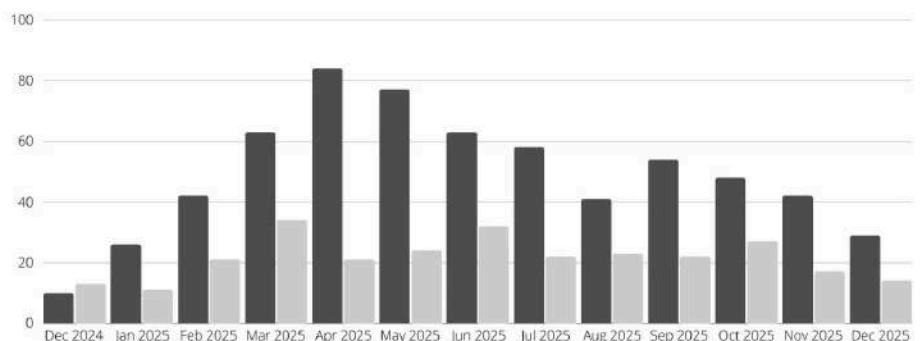
# Sunnyvale

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

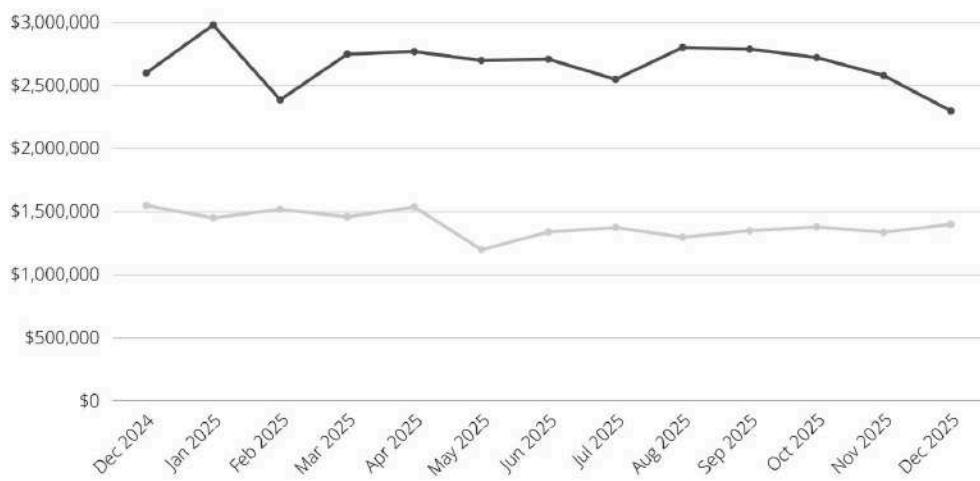
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$2.6m last December 2024, to \$2.3m as of December 2025.

## Condos & Townhomes

The median sale price has decreased from \$1.5m last December 2024, to \$1.4m as of December 2025.



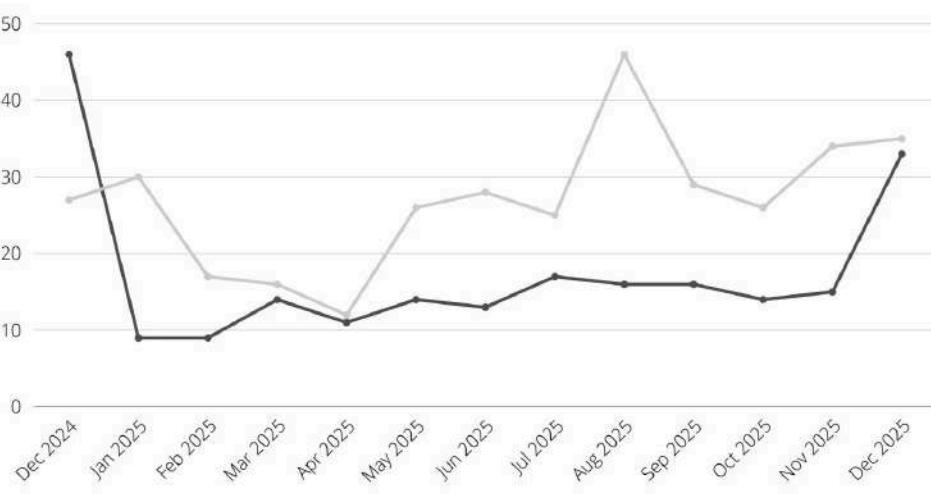
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 46 days last December 2024, to 33 days as of December 2025.

## Condos & Townhomes

The average time spent on the market went up from 27 days in December 2024, to 35 days as of December 2025.



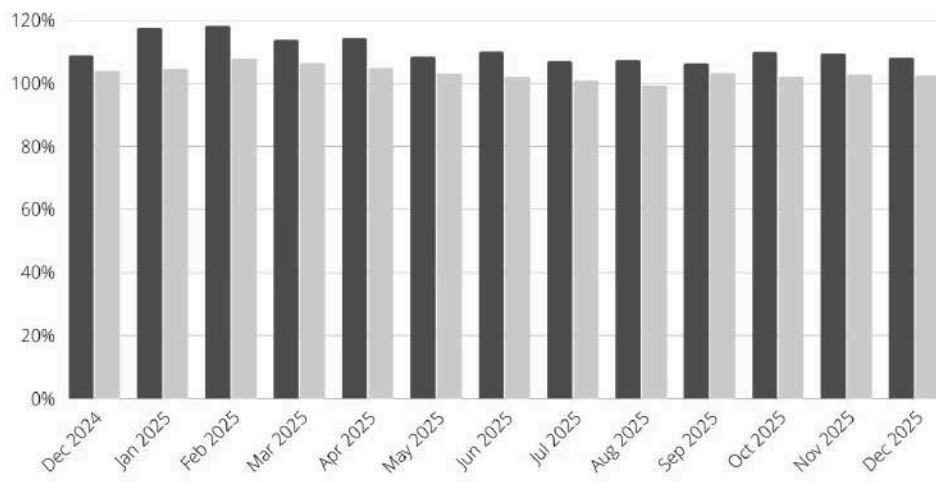
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 108.9% last December 2024, to 108.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 103.9% last December 2024, to 102.5% a year later.



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# Santa Clara City

## What's in the Santa Clara City data?

There were 17 single-family homes for sale, providing 0.8 months of inventory. There were 20 new listings, and 22 homes sold at a median price of \$1.8m. The median overbid percentage was at 106%, with an average of 22 days on the market.

There were 27 condo and townhome units for sale, providing 3 months of inventory. There were 5 new listings and 9 units sold at a median sale price of \$990k. The median overbid percentage was at 99.8%, with an average of 47 days on the market.





# SFH

## Single-Family Homes

20

New Listings

22

Sold Listings

0.8

Months of Inventory

\$1.8M

Median Sale Price

106%

Median Sale vs List

22

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

5

New Listings

9

Sold Listings

3

Months of Inventory

\$990K

Median Sale Price

99.8%

Median Sale vs List

47

Avg Days on Market

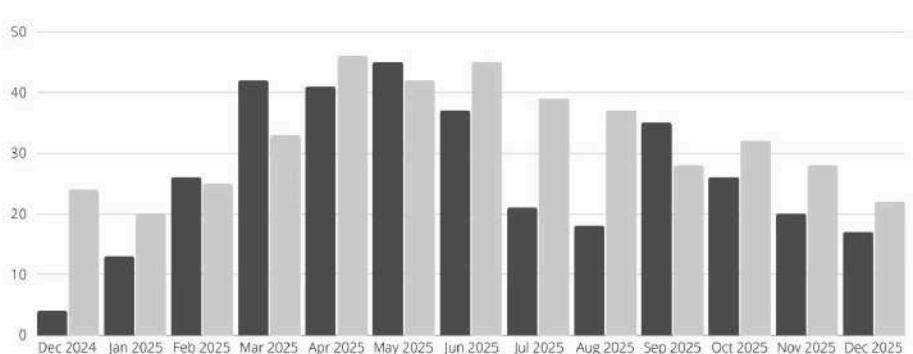




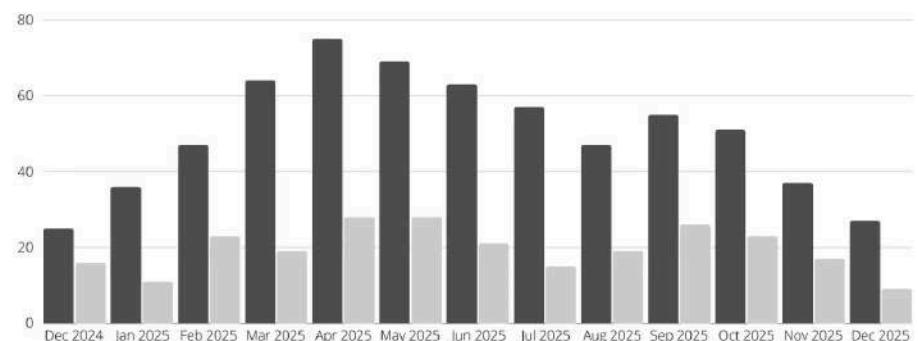
# Santa Clara City

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

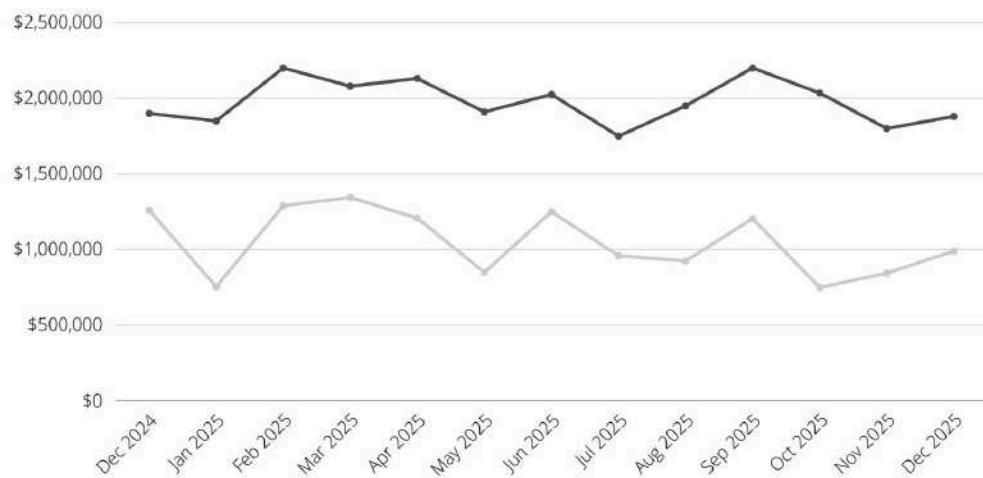


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

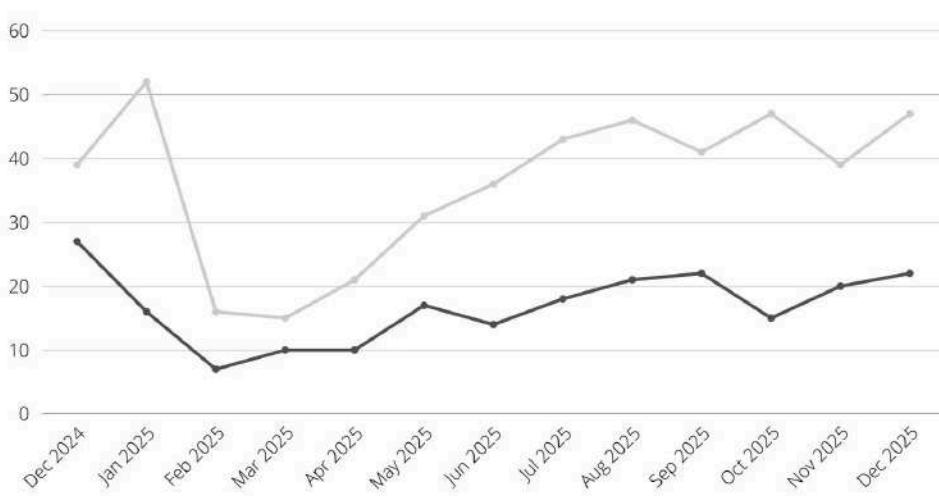
## Single-Family Homes

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



## Condos & Townhomes

The median sale price has decreased from \$1.2m last December 2024, to \$990k as of December 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 27 days last December 2024, to 22 days as of December 2025.

## Condos & Townhomes

The average time spent on the market went up from 39 days in December 2024, to 47 days as of December 2025.

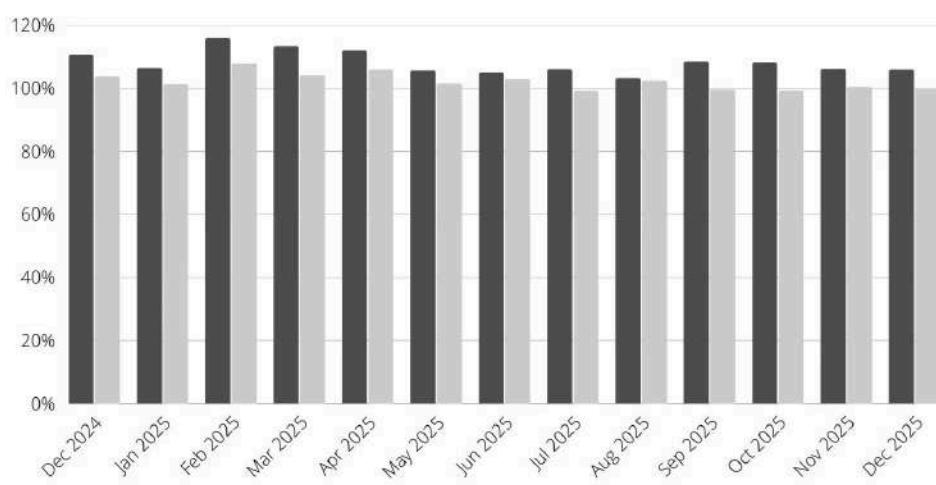
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 110.6% last December 2024, to 106% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 103.7% last December 2024, to 99.8% a year later.



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# Saratoga

## What's in the Saratoga data?

There were 17 single-family homes for sale, providing 0.9 months of inventory. There were 5 new listings, and 18 homes sold at a median price of \$4.2m. The median overbid percentage was at 102.6%, with an average of 32 days on the market.

There were 4 condo and townhome units for sale, providing 0.8 months of inventory. There were 3 new listings and 5 units sold at a median sale price of \$2m. The median overbid percentage was at 99.9%, with an average of 16 days on the market.





# SFH

## Single-Family Homes

5

New Listings

18

Sold Listings

0.9

Months of Inventory

\$4.2M

Median Sale Price

102.6%

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 December 2024 to December 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 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

3

New Listings

5

Sold Listings

0.8

Months of Inventory

\$2M

Median Sale Price

99.9%

Median Sale vs List

16

Avg Days on Market

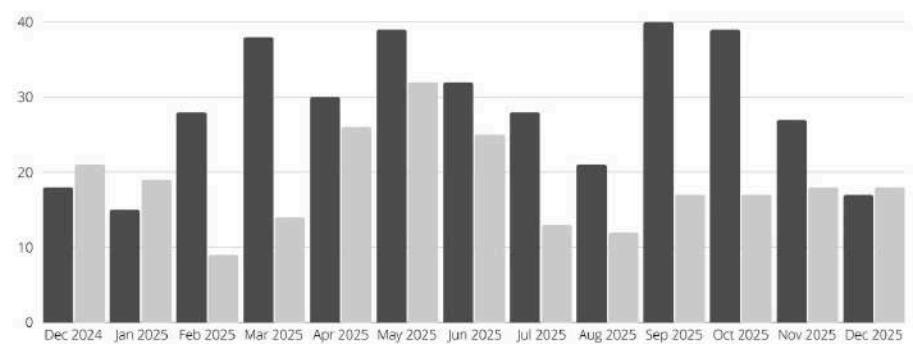




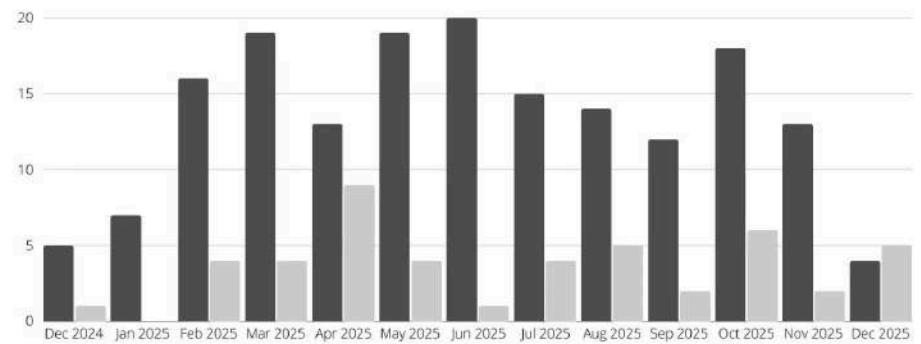
# Saratoga

DECEMBER 2024 - DECEMBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

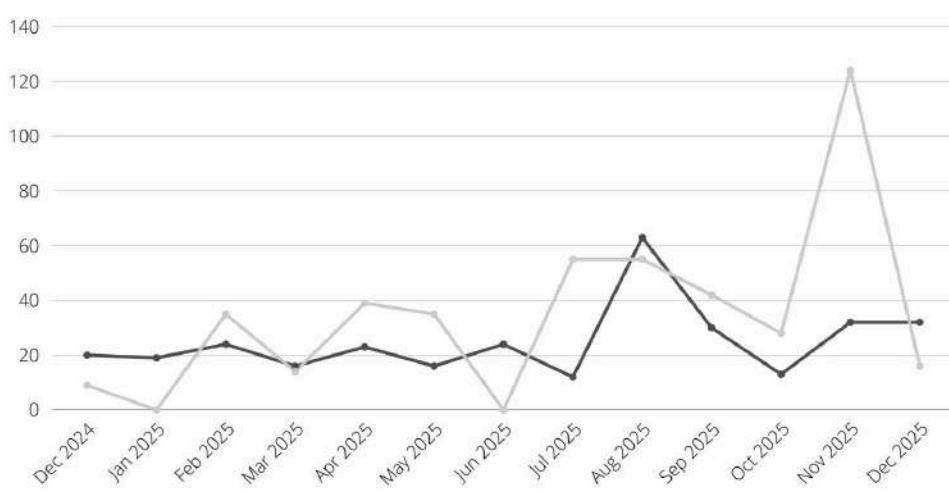
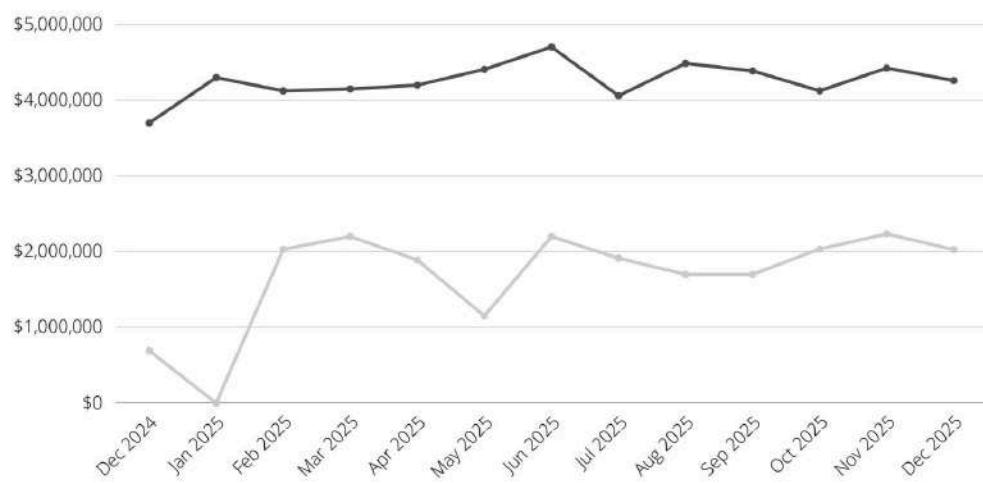
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$3.7m last December 2024, to \$4.2m as of December 2025.

## Condos & Townhomes

The median sale price has increased from \$692k last December 2024, to \$2m as of December 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went up from 20 days last December 2024, to 32 days as of December 2025.

### Condos & Townhomes

The average time spent on the market went up from 9 days in December 2024, to 16 days as of December 2025.

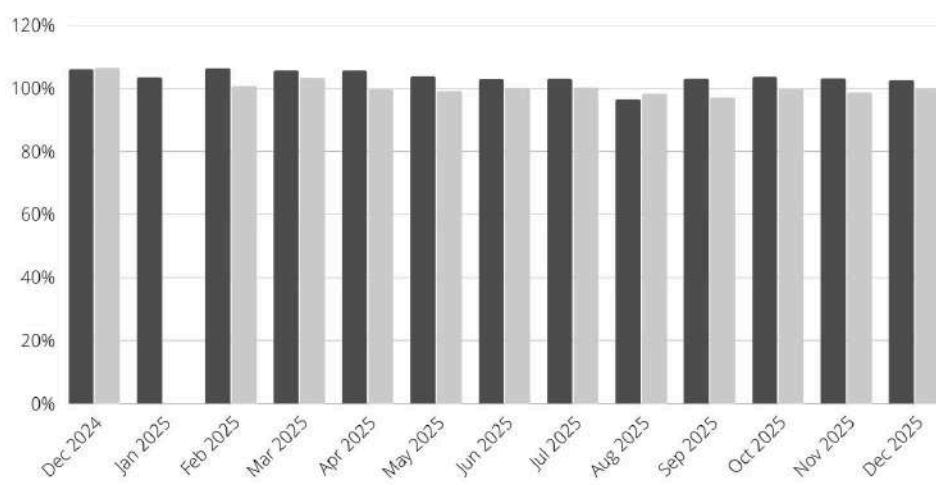
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 106.1% last December 2024, to 102.6% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 106.6% last December 2024, to 99.9% a year later.



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## Palo Alto

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