

# Market Report

Palo Alto

# 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.

# How To Make Sure Your Sale Crosses the Finish Line



If there was one simple step that could help make your home sale a seamless process, wouldn't you want to know about it?

There's a lot that happens from the time your house goes under contract to closing day. And a few things still have to go right for the deal to go through. But here's what a lot of sellers may not know.

There's one part of the process where some homeowners are hitting a road bump that's causing buyers to back out these days. But don't worry. The majority of these snags are completely avoidable, especially when you understand what's causing them and how to be proactive.

That's where a great agent (and a little prep) can make all the difference.

[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!**

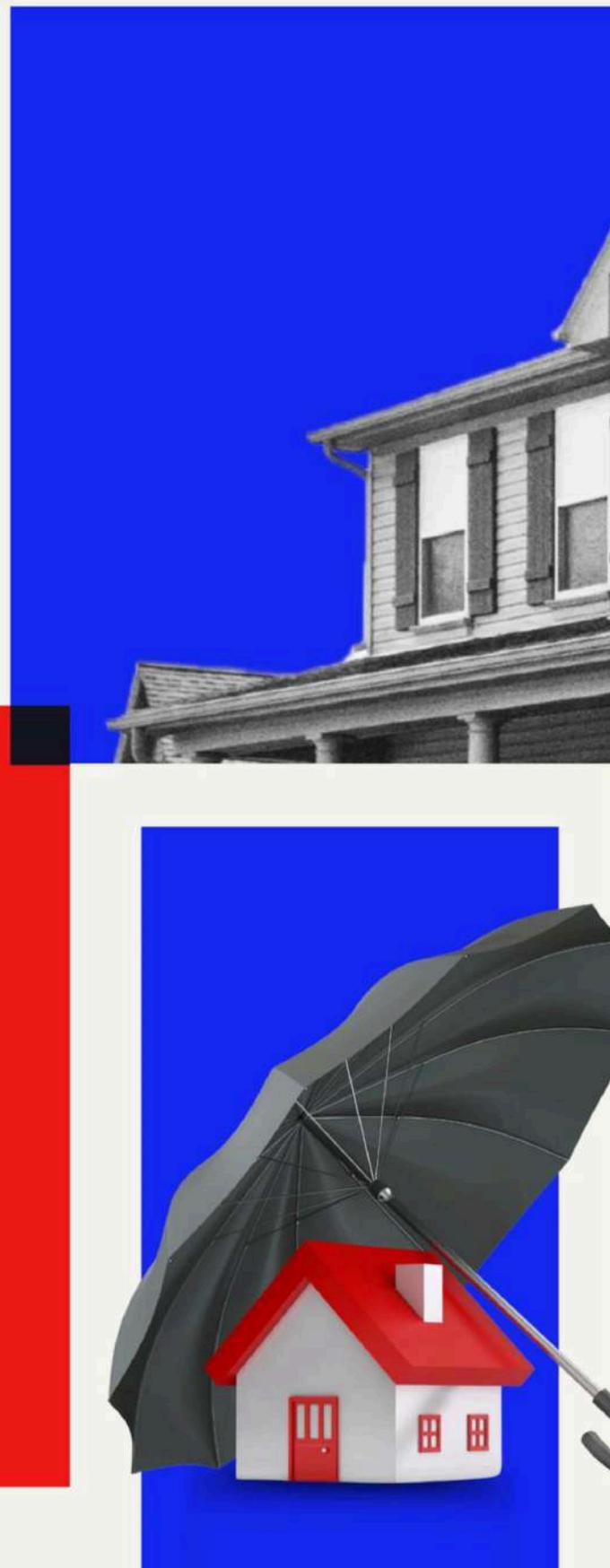


# American Home Shield Has You Covered When the Unexpected Happens.

## 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.

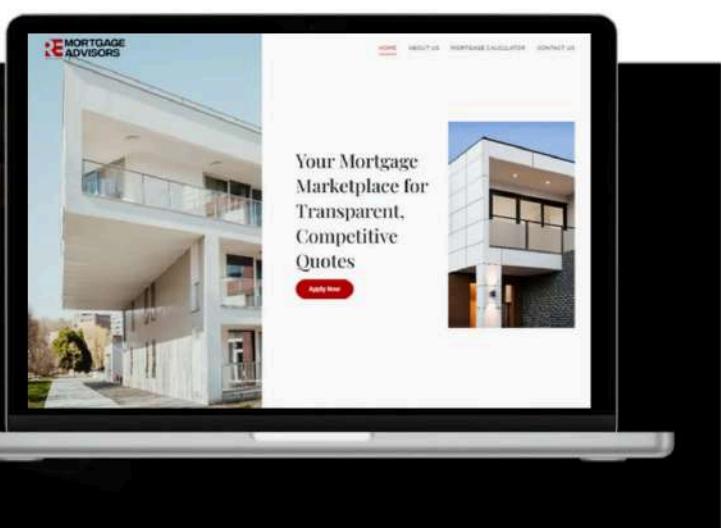
**Thinking about how an ADU could fit into your family's lifestyle or property investment strategy?**

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

**CLICK HERE**

for your home renovation needs

Want to know EXACTLY how much home you can afford? [Get Pre-Approved Now](#)

**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.

**Perfecting the  
way  
you shop for  
insurance**

How Can We Help?

Name  
Email  
Message  
How do you hear from us?  
Submit

**CLICK HERE**

for your insurance needs

# Palo Alto

## What's in the Palo Alto data?

There were 57 single-family homes for sale, providing 1.7 months of inventory. There were 36 new listings, and 34 homes sold at a median price of \$3.7m. The median overbid percentage was at 104.9%, with an average of 24 days on the market.

There were 30 condo and townhome units for sale, providing 3.8 months of inventory. There were 16 new listings and 8 units sold at a median sale price of \$1.7m. The median overbid percentage was at 100.8%, with an average of 42 days on the market.





# SFH

## Single-Family Homes

36

New Listings

34

Sold Listings

1.7

Months of Inventory

\$3.7M

Median Sale Price

104.9%

Median Sale vs List

24

Avg Days on Market

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

# CONDO

## Condo & Townhomes

16

New Listings

8

Sold Listings

3.8

Months of Inventory

\$1.7M

Median Sale Price

100.8%

Median Sale vs List

42

Avg Days on Market

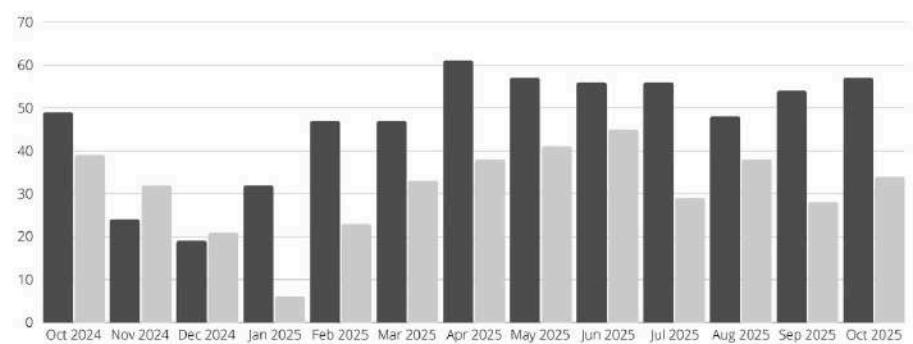




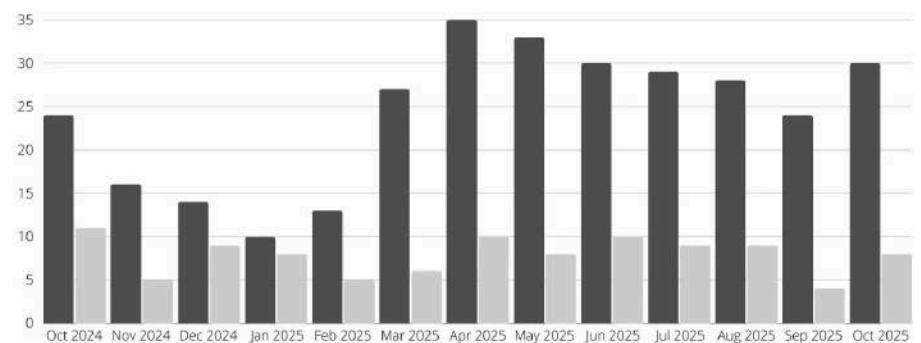
# Palo Alto

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

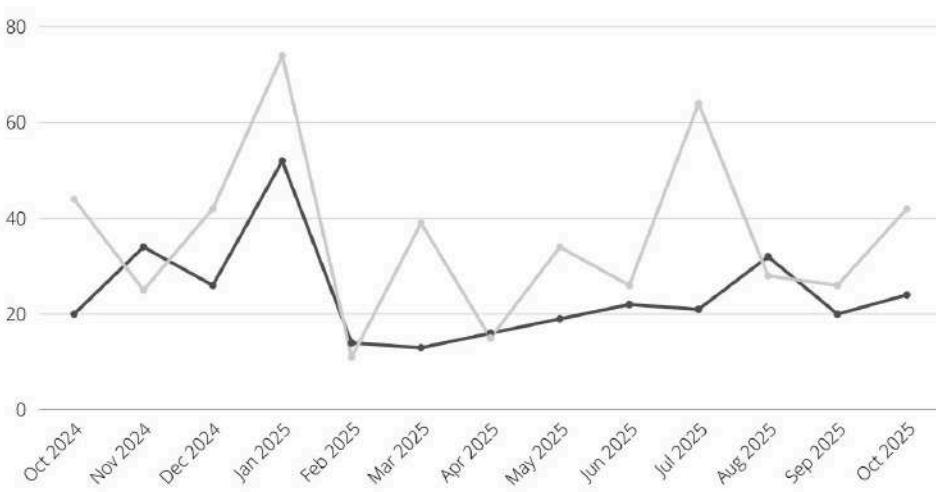
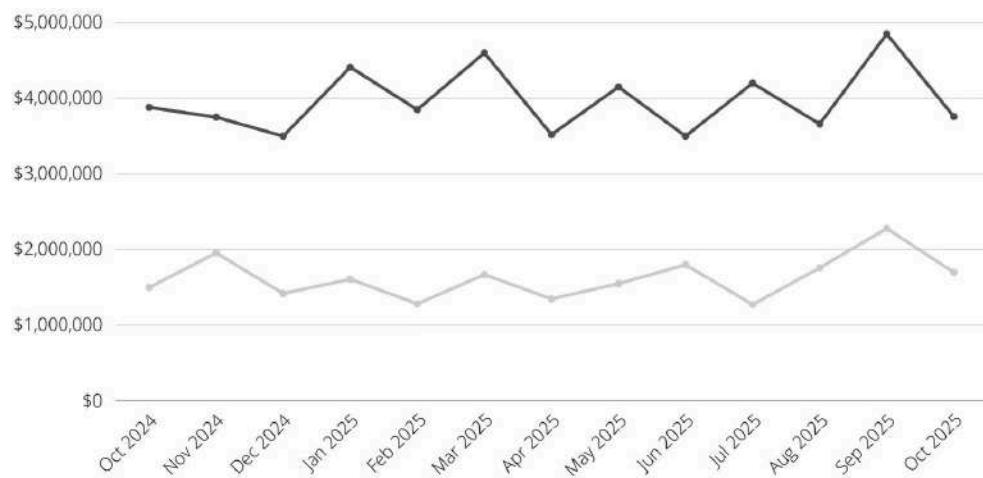
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$3.8m last October 2024, to \$3.7m as of October 2025.

## Condos & Townhomes

The median sale price has increased from \$1.5m last October 2024, to \$1.7m as of October 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went up from 20 days last October 2024, to 24 days as of October 2025.

### Condos & Townhomes

The average time spent on the market went down from 44 days in October 2024, to 42 days as of October 2025.

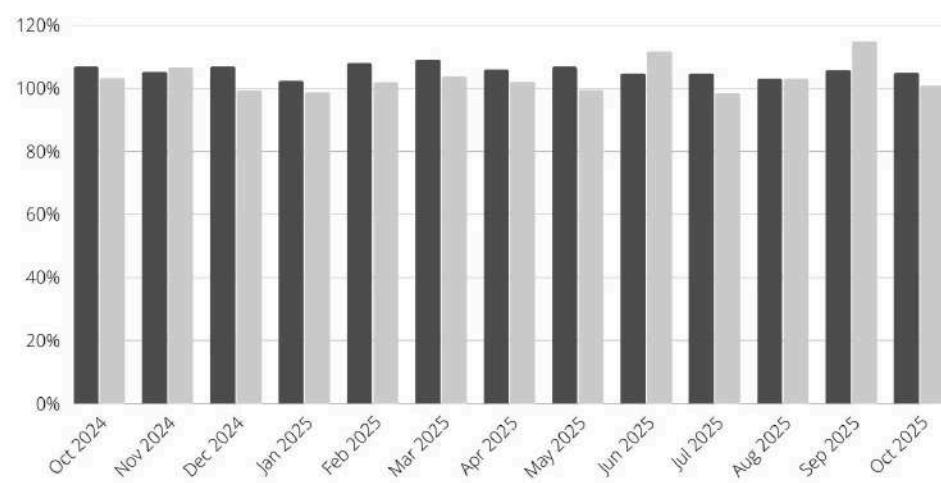
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 106.9% last October 2024, to 104.9% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 103.3% last October 2024, to 100.8% a year later.



[Back to Table of Contents](#)



# Redwood City

## What's in the Redwood City data?

There were 69 single-family homes for sale, providing 1.7 months of inventory. There were 63 new listings, and 41 homes sold at a median price of \$2.1m. The median overbid percentage was at 102.5%, with an average of 22 days on the market.

There were 31 condo and townhome units for sale, providing 10.3 months of inventory. There were 12 new listings and 3 units sold at a median sale price of \$808k. The median overbid percentage was at 97.7%, with an average of 53 days on the market.





# SFH

## Single-Family Homes

**63**

New Listings

**41**

Sold Listings

**1.7**

Months of Inventory

**\$2.1M**

Median Sale Price

**102.5%**

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 October 2024 to October 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

12

New Listings

3

Sold Listings

10.3

Months of Inventory

\$808K

Median Sale Price

97.7%

Median Sale vs List

53

Avg Days on Market

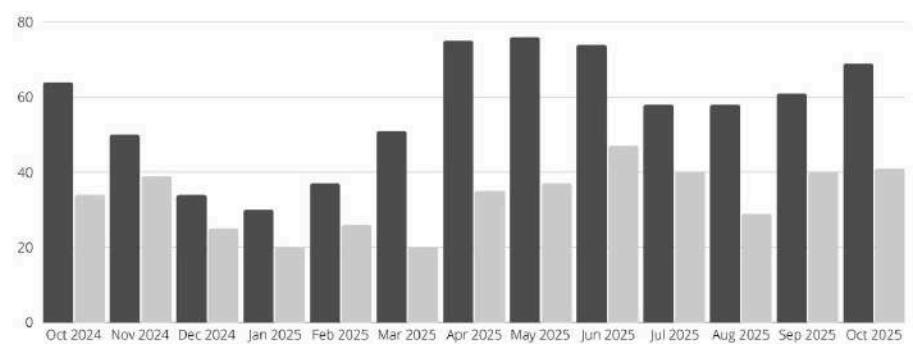




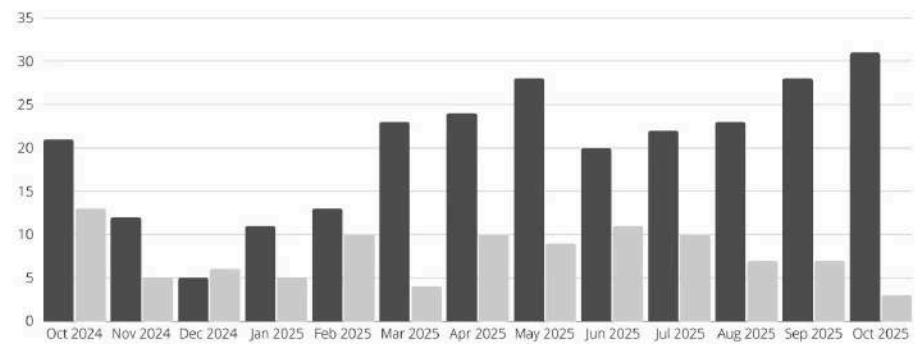
# Redwood City

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

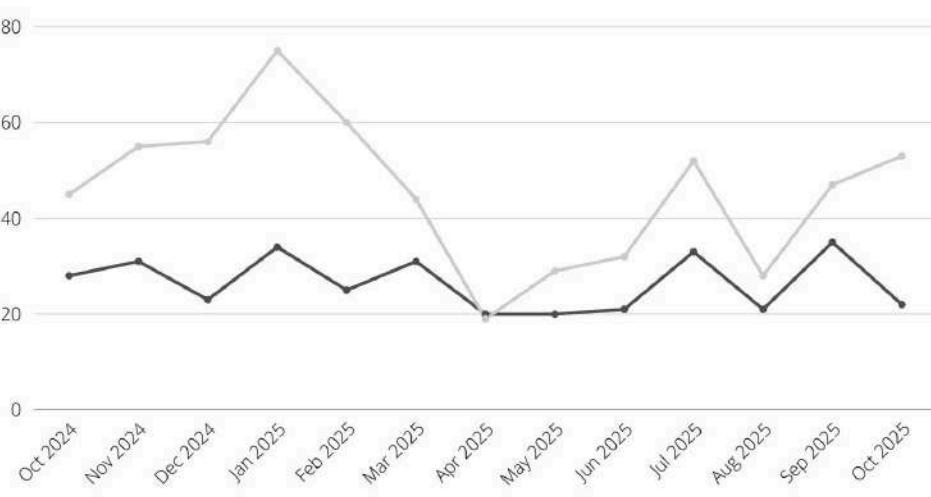
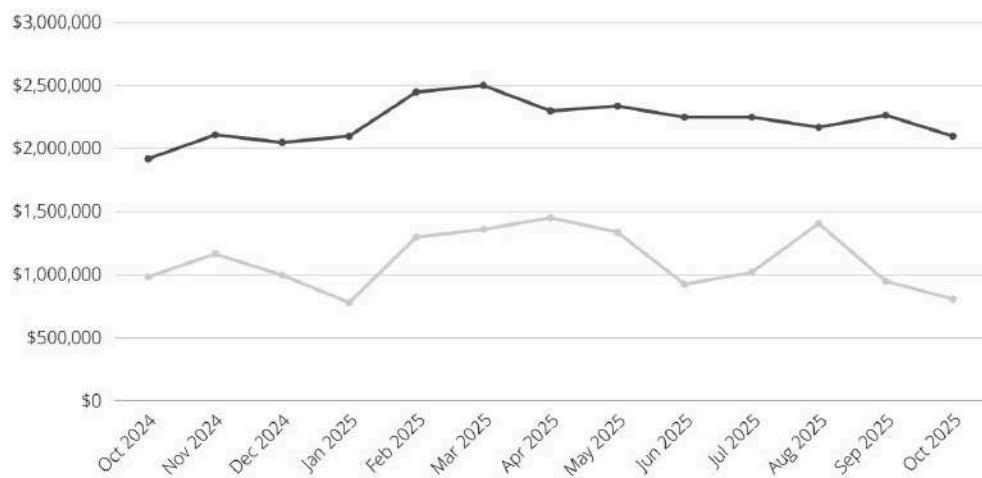


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$1.9m last October 2024, to \$2.1m as of October 2025.



## AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 28 days last October 2024, to 22 days as of October 2025.

## Condos & Townhomes

The average time spent on the market went up from 45 days in October 2024, to 53 days as of October 2025.

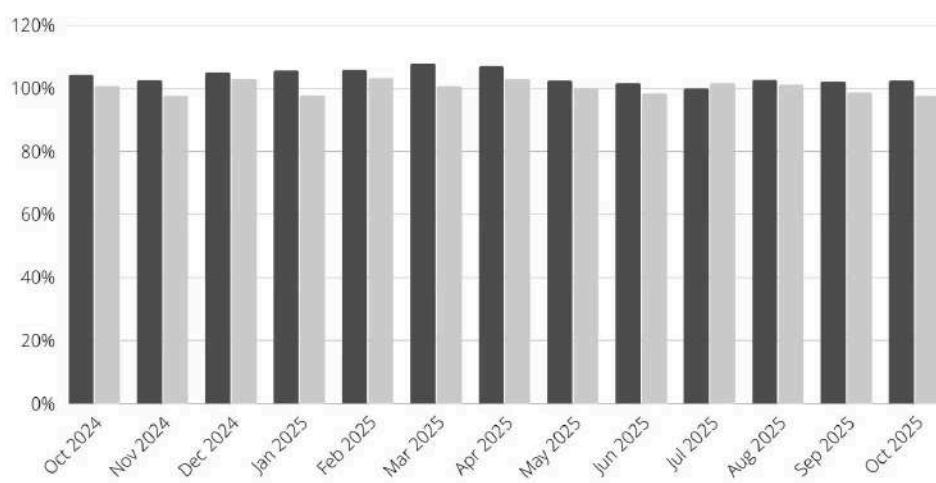
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 104.2% last October 2024, to 102.5% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 100.7% last October 2024, to 97.7% a year later.



[Back to Table of Contents](#)



# Portola Valley

## What's in the Portola Valley data?

There were 27 single-family homes for sale, providing 2.5 months of inventory. There were 12 new listings, and 11 homes sold at a median price of \$4.4m. The median overbid percentage was at 100.1%, with an average of 51 days on the market.

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





# SFH

## Single-Family Homes

12

New Listings

11

Sold Listings

2.5

Months of Inventory

\$4.4M

Median Sale Price

100.1%

Median Sale vs List

51

Avg Days on Market

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

# CONDO

Condo & Townhomes

No data available for  
October 2025.

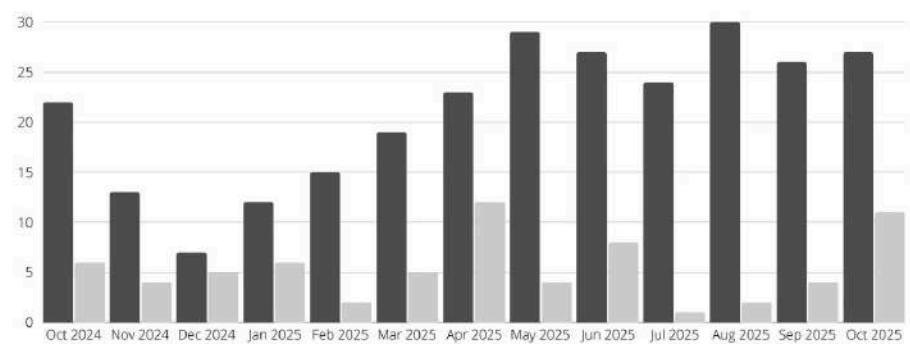




# Portola Valley

OCTOBER 2024 - OCTOBER 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.

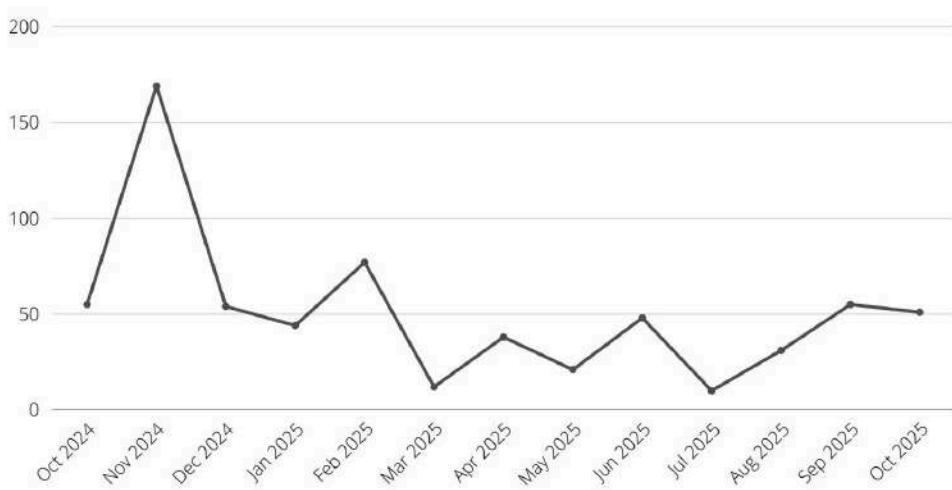
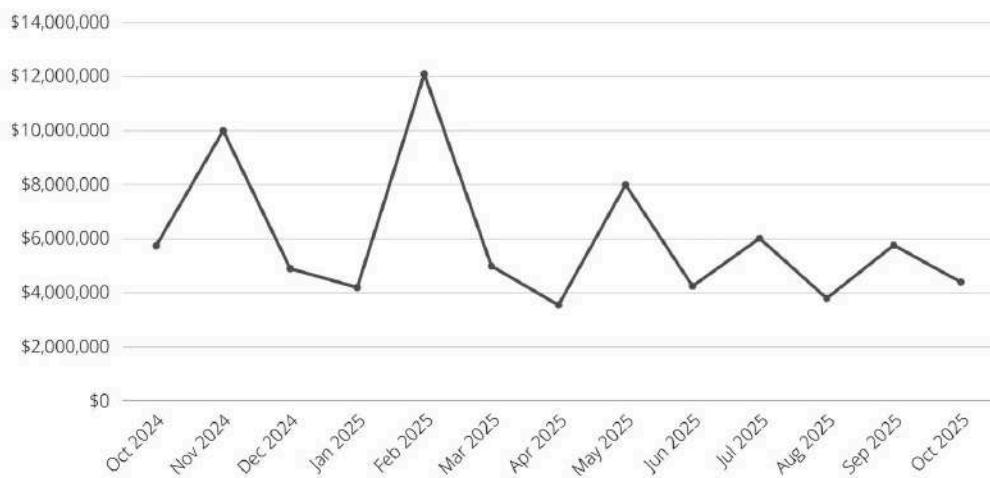
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$5.7m last October 2024, to \$4.4m as of October 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 55 days last October 2024, to 51 days as of October 2025.

## Condos & Townhomes

No data for this month.

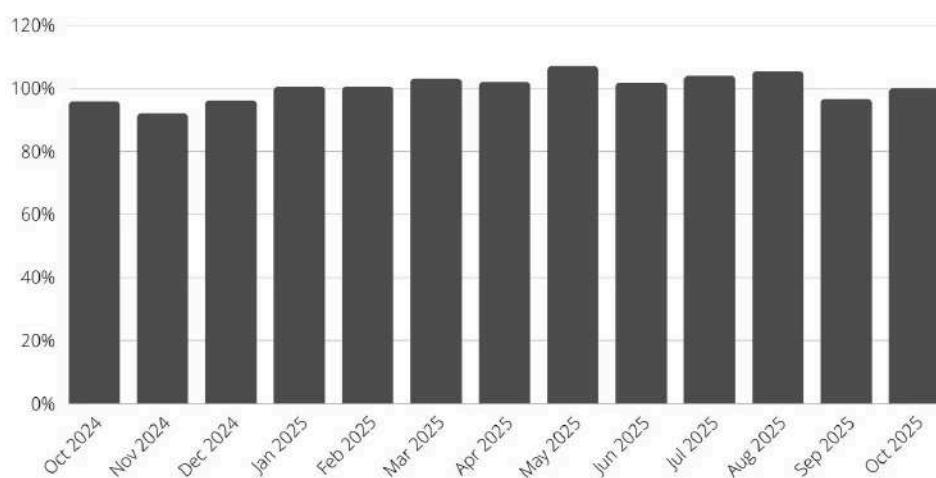
# Overbids

## Single-Family Homes

The overbid percentage has increased from 95.8% last October 2024, to 100.1% 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 33 single-family homes for sale, providing 1.4 months of inventory. There were 27 new listings, and 24 homes sold at a median price of \$3.6m. The median overbid percentage was at 107.1%, with an average of 13 days on the market.

There were 21 condo and townhome units for sale, providing 3 months of inventory. There were 11 new listings and 7 units sold at a median sale price of \$1.2m. The median overbid percentage was at 99.3%, with an average of 37 days on the market.





# SFH

## Single-Family Homes

**27**

New Listings

**24**

Sold Listings

**1.4**

Months of Inventory

**\$3.6M**

Median Sale Price

**107.1%**

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 October 2024 to October 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

11

New Listings

7

Sold Listings

3

Months of Inventory

\$1.2M

Median Sale Price

99.3%

Median Sale vs List

37

Avg Days on Market

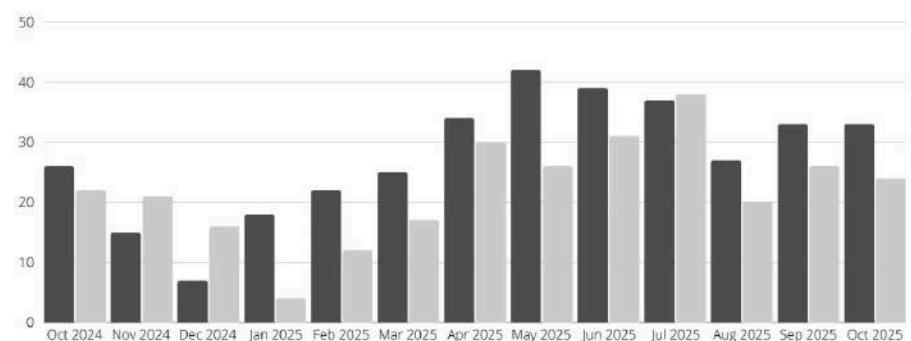




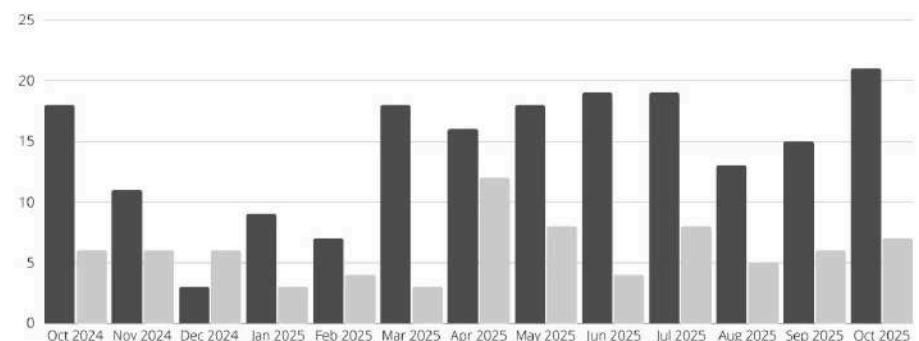
# Menlo Park

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

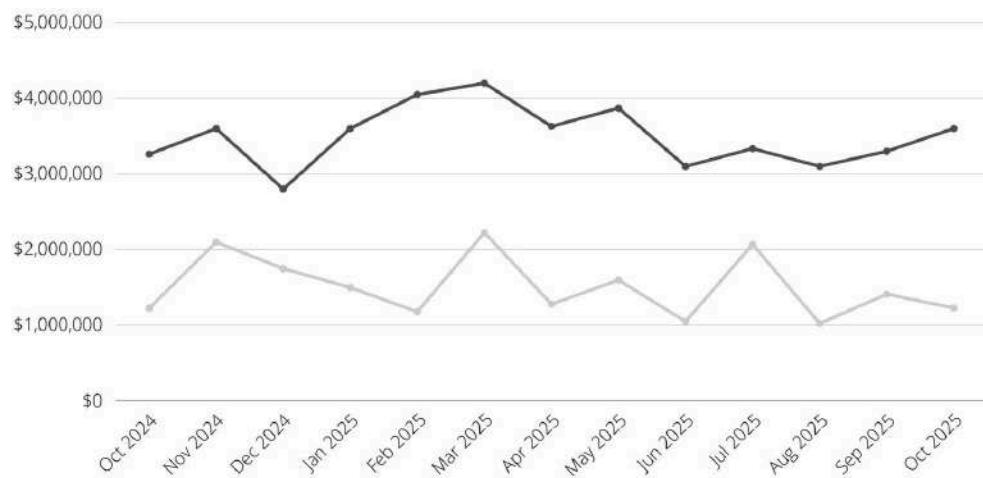


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

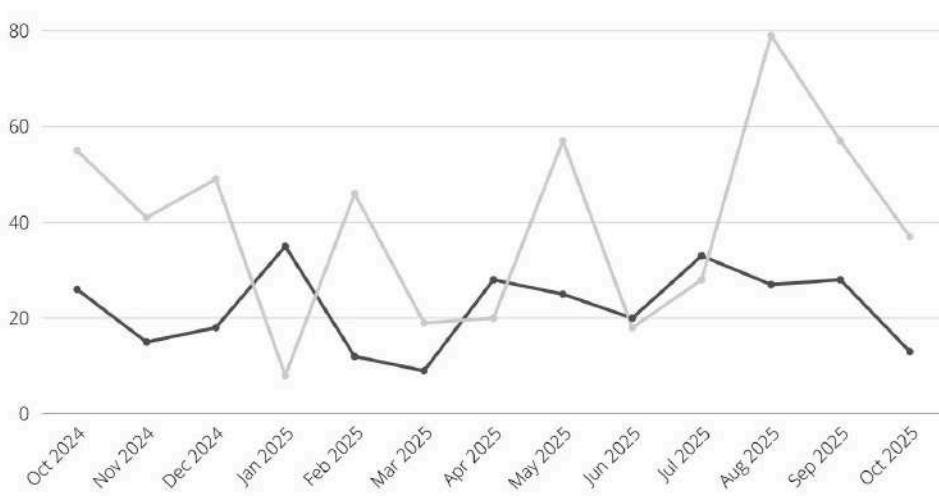
## Single-Family Homes

The median sale price has increased from \$3.2m last October 2024, to \$3.6m as of October 2025.



## Condos & Townhomes

The median sale price has increased from \$1.22m last October 2024, to \$1.23m as of October 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 26 days last October 2024, to 13 days as of October 2025.

### Condos & Townhomes

The average time spent on the market went down from 55 days in October 2024, to 37 days as of October 2025.

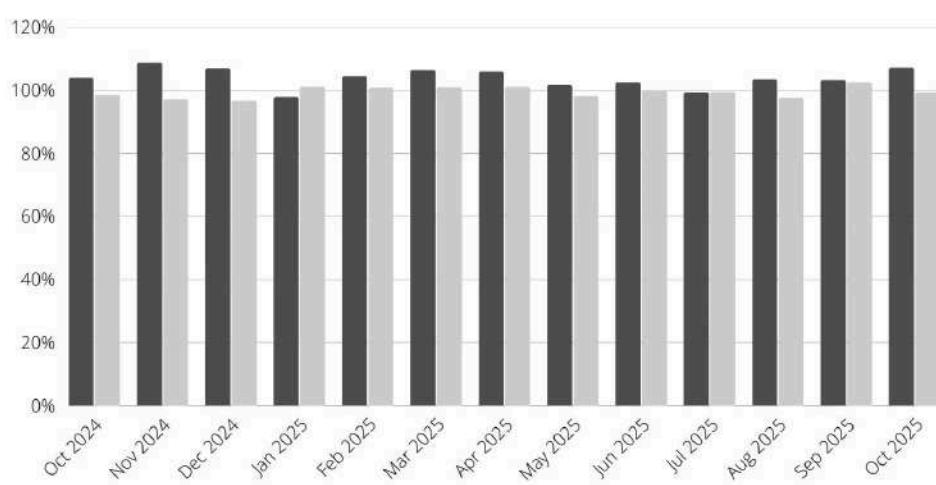
# Overbids

## Single-Family Homes

The overbid percentage has increased from 103.9% last October 2024, to 107.1% a year later.

## Condos & Townhomes

The overbid percentage has increased from 98.5% last October 2024, to 99.3% a year later.



[Back to Table of Contents](#)



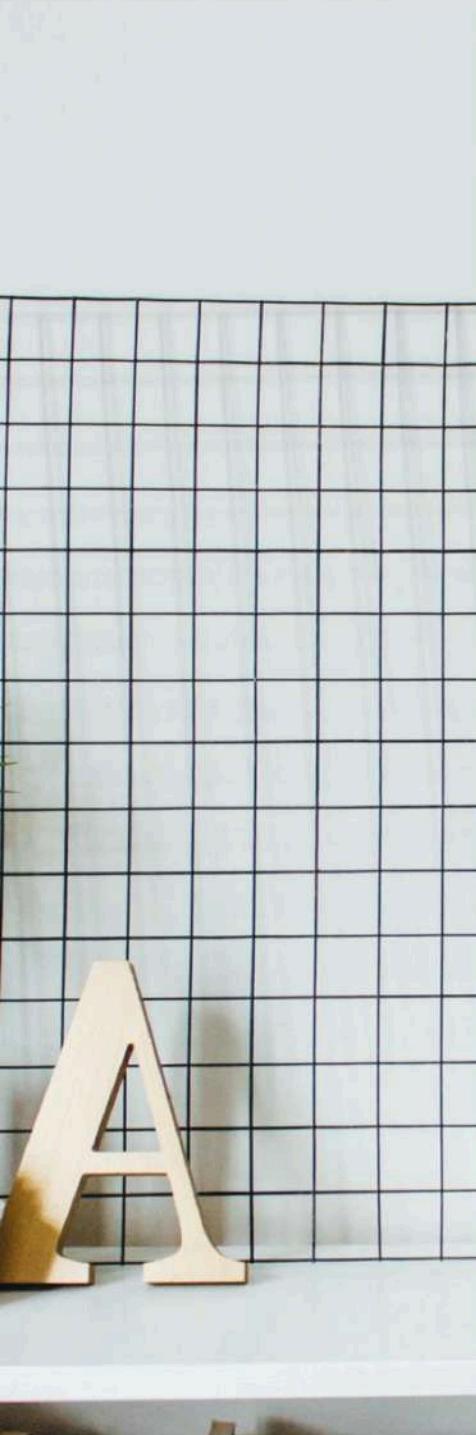
# Atherton

## What's in the Atherton data?

There were 13 single-family homes for sale, providing 3.3 months of inventory. There were 10 new listings, and 4 homes sold at a median price of \$16.5m. The median overbid percentage was at 98.9%, with an average of 73 days on the market.

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





# SFH

## Single-Family Homes

10

New Listings

4

Sold Listings

3.3

Months of Inventory

\$16.5M

Median Sale Price

98.9%

Median Sale vs List

73

Avg Days on Market

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

# CONDO

Condo & Townhomes

No data available for  
October 2025.

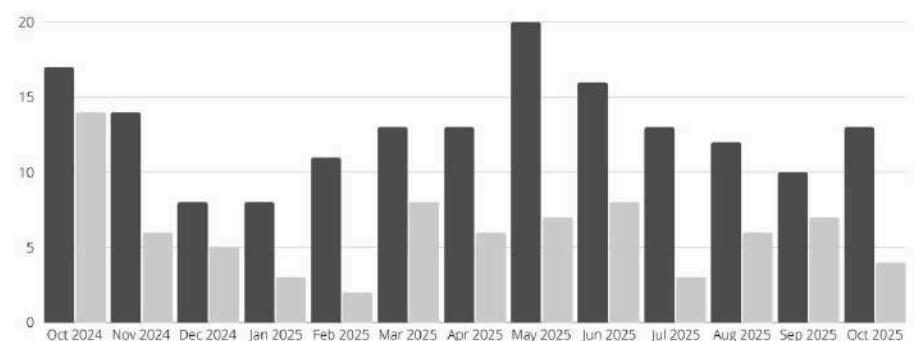


# Atherton

OCTOBER 2024 - OCTOBER 2025



■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

No data for this month.

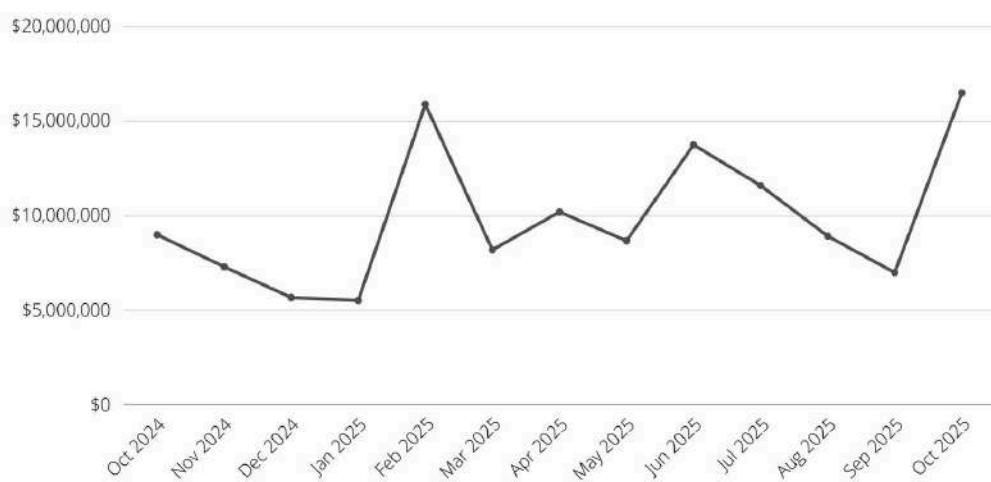


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

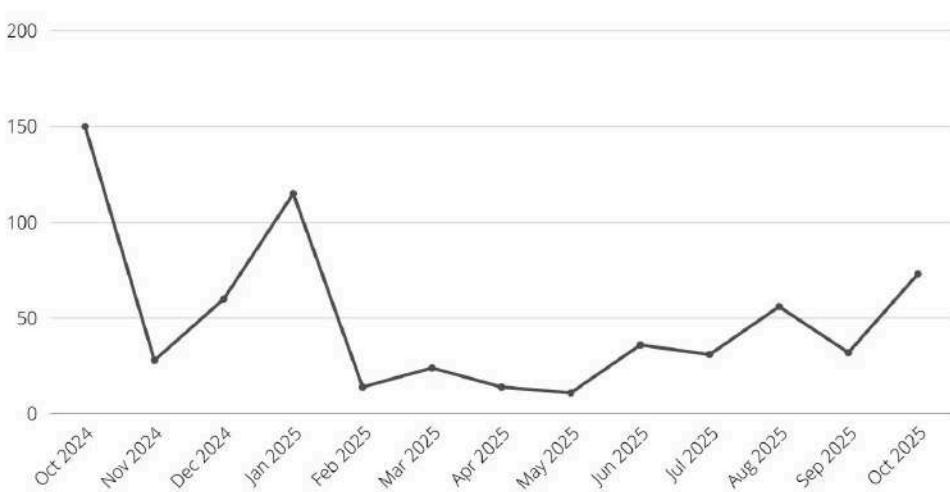
## Single-Family Homes

The median sale price has increased from \$9m last October 2024, to \$16.5m as of October 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 150 days last October 2024, to 73 days as of October 2025.

## Condos & Townhomes

No data for this month.

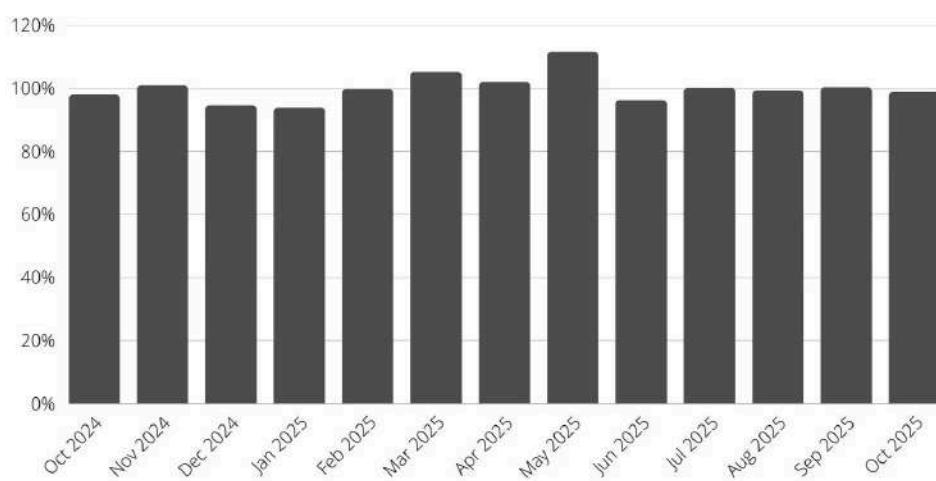
# Overbids

## Single-Family Homes

The overbid percentage has increased from 98% last October 2024, to 98.9% 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 33 single-family homes for sale, providing 1.3 months of inventory. There were 26 new listings, and 25 homes sold at a median price of \$5.2m. The median overbid percentage was at 108.6%, with an average of 15 days on the market.

There were 14 condo and townhome units for sale, providing 7 months of inventory. There were 6 new listings and 2 units sold at a median sale price of \$5.4m. The median overbid percentage was at 97.5%, with an average of 65 days on the market.





# SFH

## Single-Family Homes

26

New Listings

25

Sold Listings

1.3

Months of Inventory

\$5.2M

Median Sale Price

108.6%

Median Sale vs List

15

Avg Days on Market

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

# CONDO

## Condo & Townhomes

6

New Listings

2

Sold Listings

7

Months of Inventory

\$5.4M

Median Sale Price

97.5%

Median Sale vs List

65

Avg Days on Market

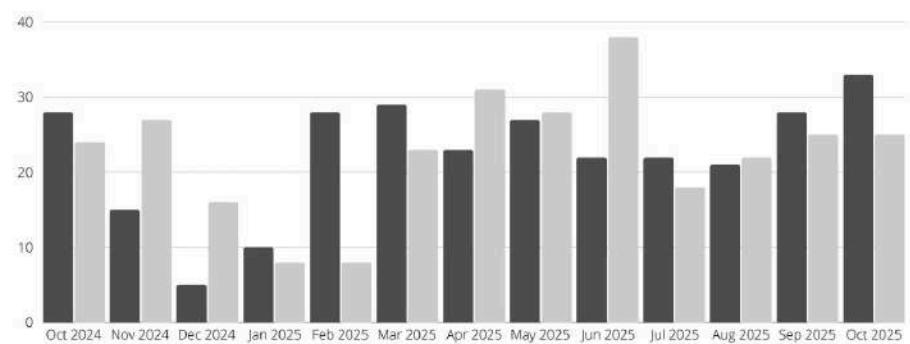




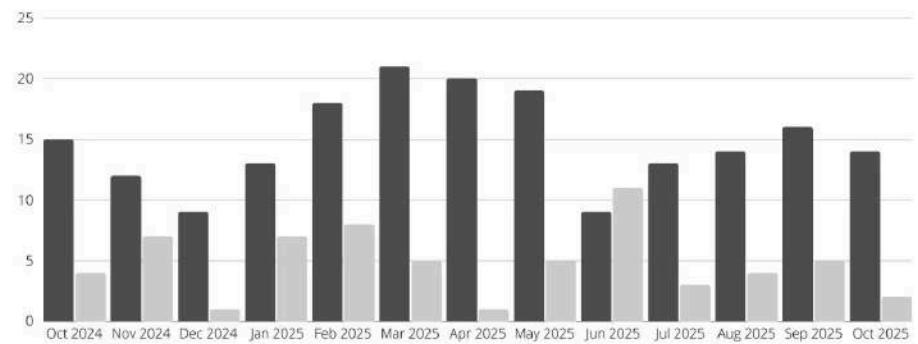
# Los Altos

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

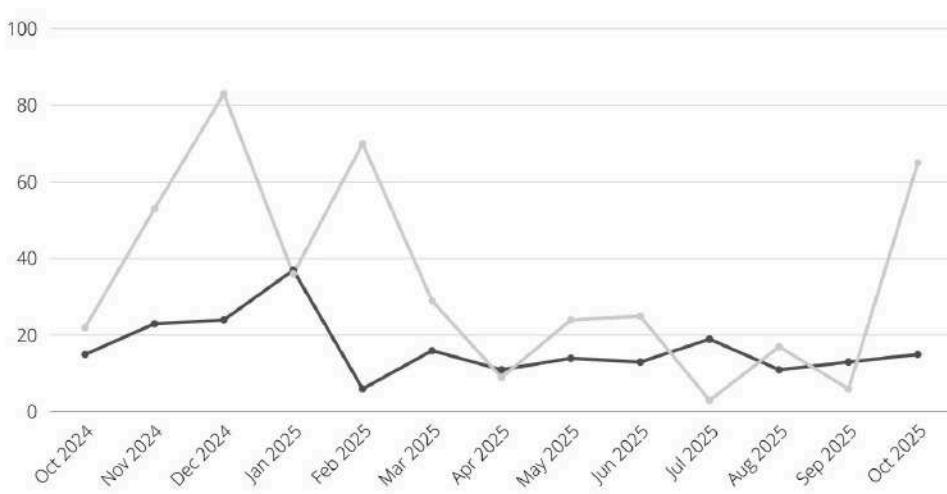
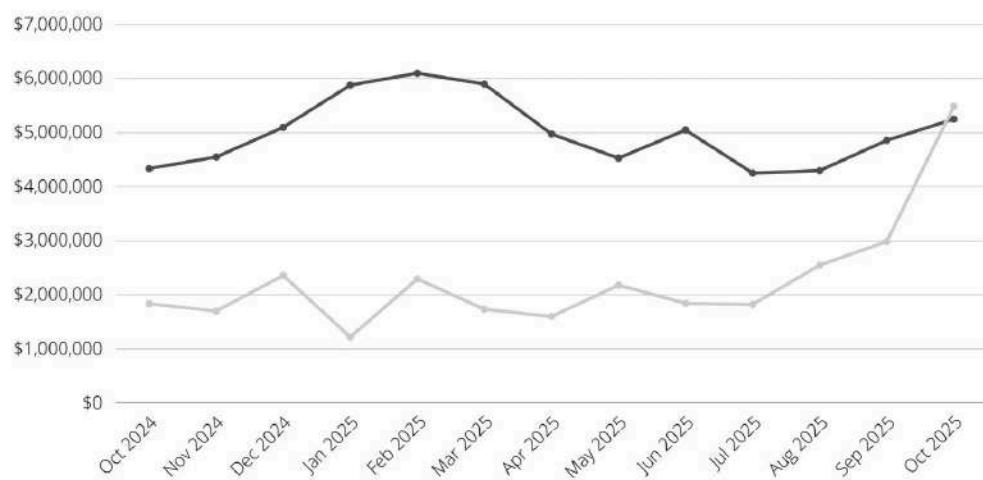
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$4.3m last October 2024, to \$5.2m as of October 2025.

## Condos & Townhomes

The median sale price has increased from \$1.8m last October 2024, to \$5.4m as of October 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market remained the same from 15 days last October 2024, to 15 days as of October 2025.

## Condos & Townhomes

The average time spent on the market went up from 22 days in October 2024, to 65 days as of October 2025.

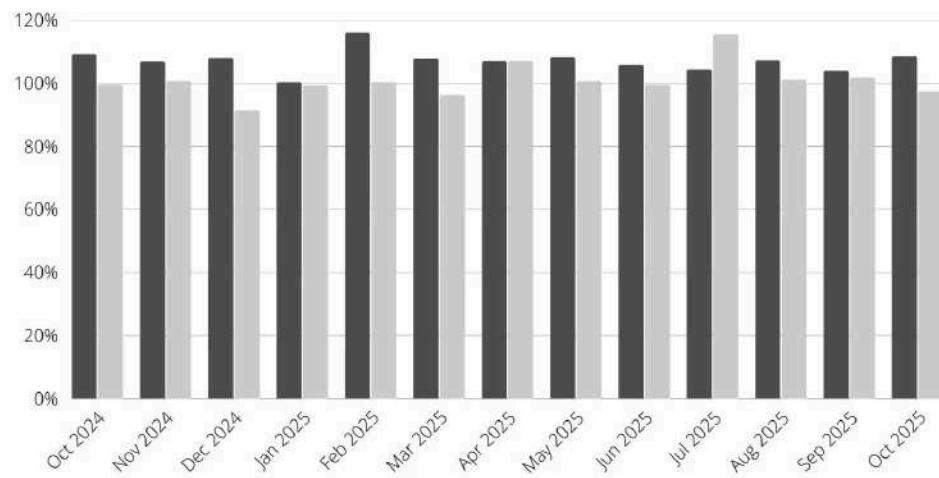
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 109.3% last October 2024, to 108.6% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 99.6% last October 2024, to 97.5% a year later.



[Back to Table of Contents](#)



# San Jose

## What's in the San Jose data?

There were 450 single-family homes for sale, providing 1.7 months of inventory. There were 353 new listings, and 271 homes sold at a median price of \$1.6m. The median overbid percentage was at 102.9%, with an average of 24 days on the market.

There were 392 condo and townhome units for sale, providing 5.4 months of inventory. There were 153 new listings and 73 units sold at a median sale price of \$840k. The median overbid percentage was at 99.3%, with an average of 49 days on the market.





# SFH

## Single-Family Homes

**353**

New Listings

**271**

Sold Listings

**1.7**

Months of Inventory

**\$1.6M**

Median Sale Price

**102.9%** **24**

Median Sale vs List

Avg Days on Market

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

# CONDO

## Condo & Townhomes

153

New Listings

73

Sold Listings

5.4

Months of Inventory

\$840K

Median Sale Price

99.3%

Median Sale vs List

49

Avg Days on Market

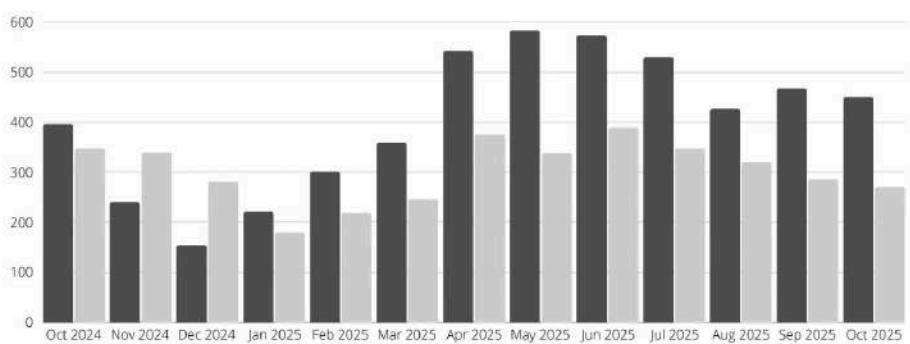




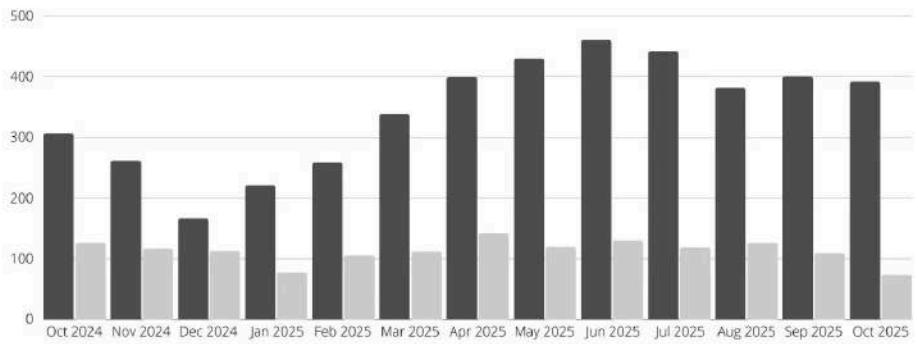
# San Jose

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

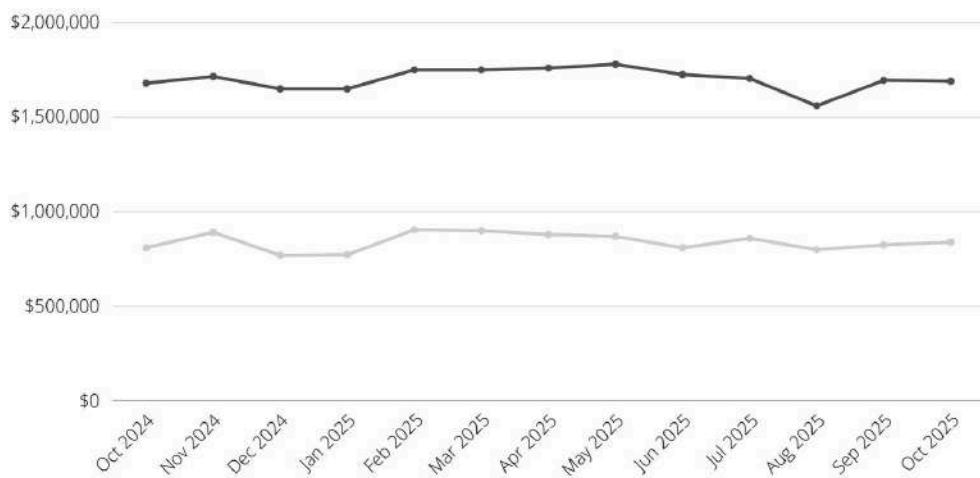


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

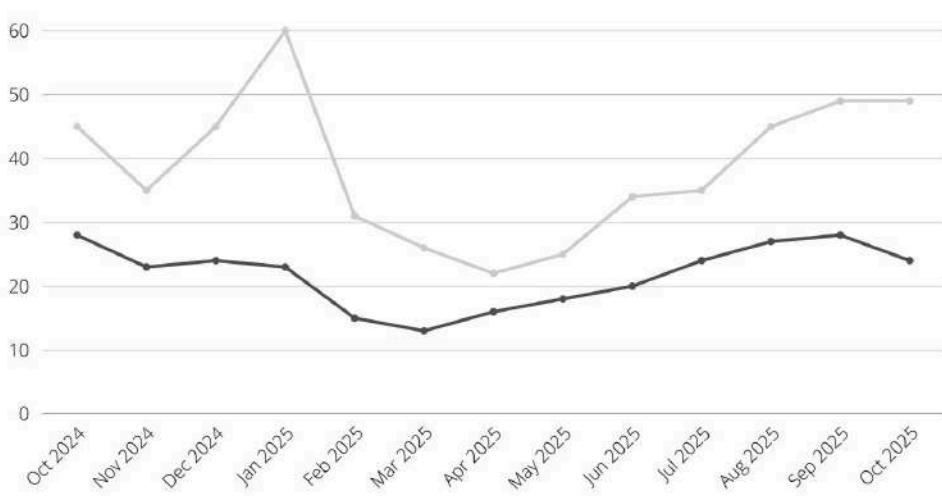
## Single-Family Homes

The median sale price has increased from \$1.68m from last October 2024, to \$1.69m as of October 2025.



## Condos & Townhomes

The median sale price has increased from \$810k last October 2024, to \$840k as of October 2025.



# AVG Days On the Market

## Single-Family Homes

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

## Condos & Townhomes

The average time spent on the market went up from 45 days in October 2024, to 49 days as of October 2025.

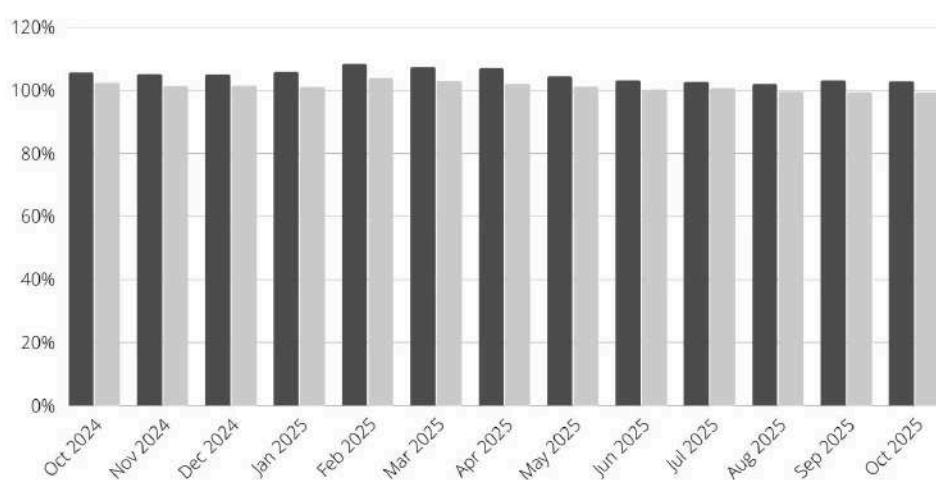
# Overbids

## Single-Family Homes

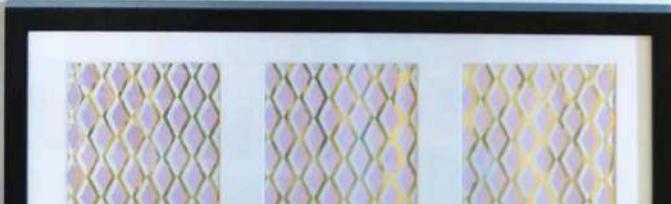
The overbid percentage has decreased from 105.7% last October 2024, to 102.9% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 102.4% last October 2024, to 99.3% a year later.



[Back to Table of Contents](#)



# Mountain View

## What's in the Mountain View data?

There were 22 single-family homes for sale, providing 1.7 months of inventory. There were 21 new listings, and 13 homes sold at a median price of \$2.7m. The median overbid percentage was at 109%, with an average of 11 days on the market.

There were 55 condo and townhome units for sale, providing 2.9 months of inventory. There were 35 new listings and 19 units sold at a median sale price of \$1.2m. The median overbid percentage was at 104.9%, with an average of 28 days on the market.





# SFH

## Single-Family Homes

21

New Listings

13

Sold Listings

1.7

Months of Inventory

\$2.7M

Median Sale Price

109%

Median Sale vs List

11

Avg Days on Market

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

# CONDO

## Condo & Townhomes

35

New Listings

19

Sold Listings

2.9

Months of Inventory

\$1.2M

Median Sale Price

104.9%

Median Sale vs List

28

Avg Days on Market

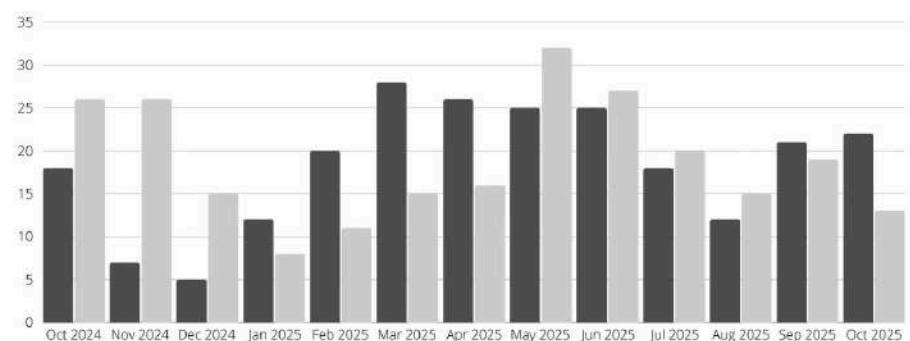


# Mountain View

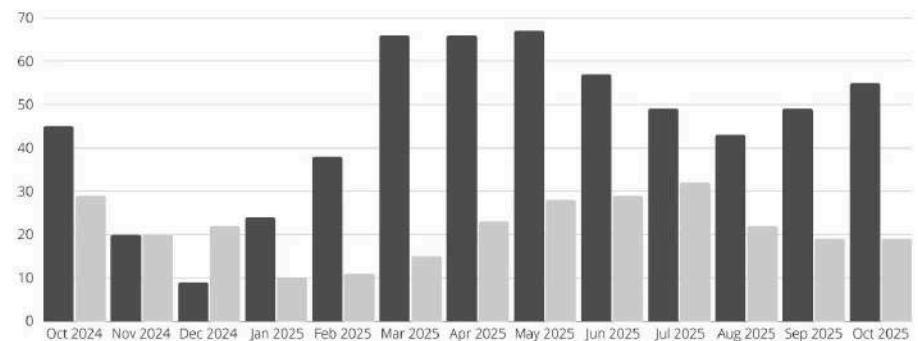
OCTOBER 2024 - OCTOBER 2025



■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

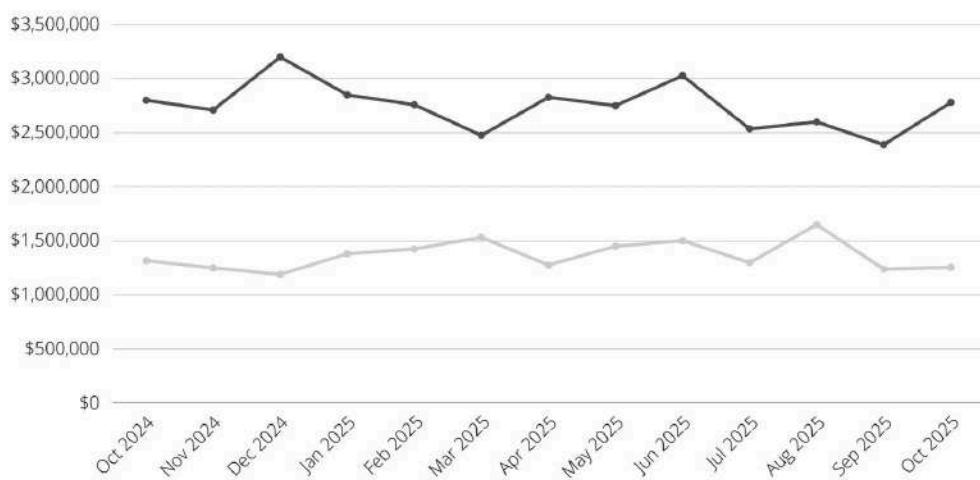
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$2.8m last October 2024, to \$2.7m as of October 2025.

## Condos & Townhomes

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



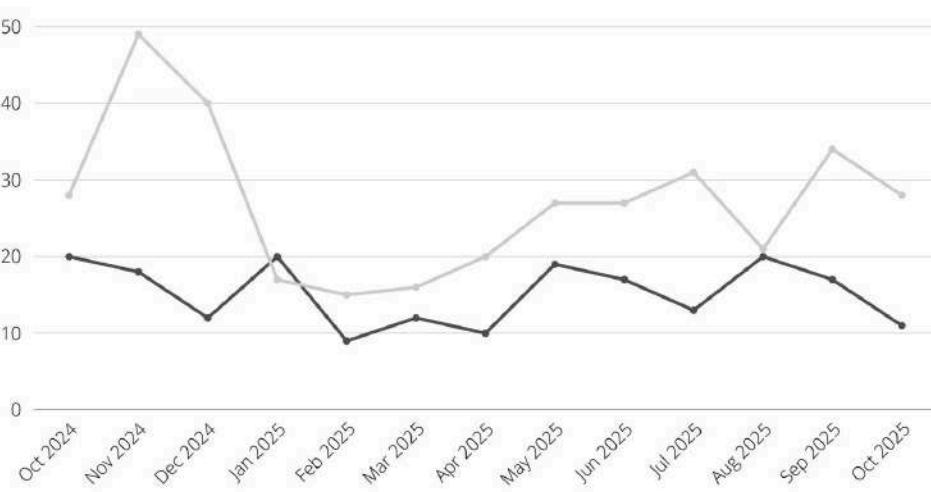
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 20 days last October 2024, to 11 days as of October 2025.

## Condos & Townhomes

The average time spent on the market remained the same from 28 days in October 2024, to 28 days as of October 2025.



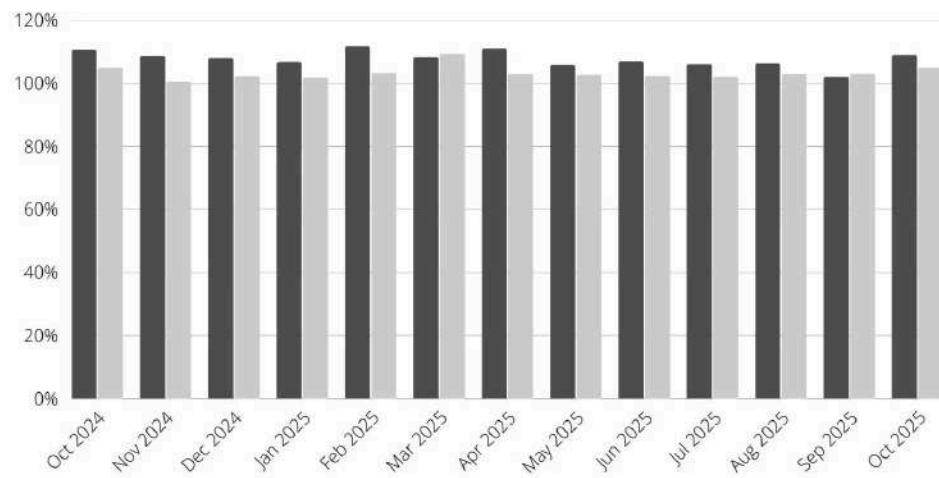
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 110.6% last October 2024, to 109% a year later.

## Condos & Townhomes

The overbid percentage has remained the same from 104.9% last October 2024, to 104.9% a year later.



[Back to Table of Contents](#)



# San Mateo County

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

There were 503 single-family homes for sale, providing 1.8 months of inventory. There were 371 new listings, and 275 homes sold at a median price of \$2.2m. The median overbid percentage was at 104.7%, with an average of 28 days on the market.

There were 251 condo and townhome units for sale, providing 4 months of inventory. There were 113 new listings and 63 units sold at a median sale price of \$1m. The median overbid percentage was at 98.6%, with an average of 50 days on the market.





# SFH

## Single-Family Homes

**371**

New Listings

**275**

Sold Listings

**1.8**

Months of Inventory

**\$2.2M**

Median Sale Price

**104.7%**

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 October 2024 to October 2025. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2025. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

113

New Listings

63

Sold Listings

4

Months of Inventory

\$1M

Median Sale Price

98.6%

Median Sale vs List

50

Avg Days on Market

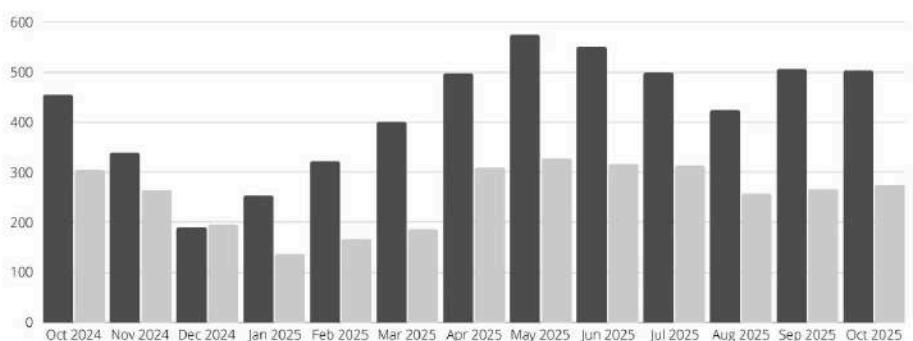




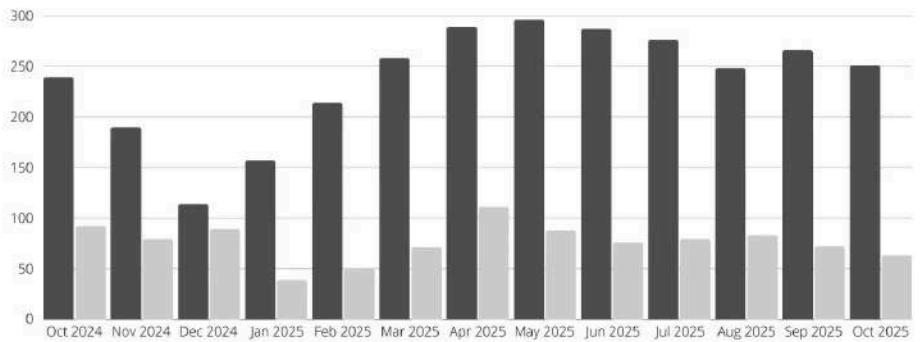
# San Mateo County

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

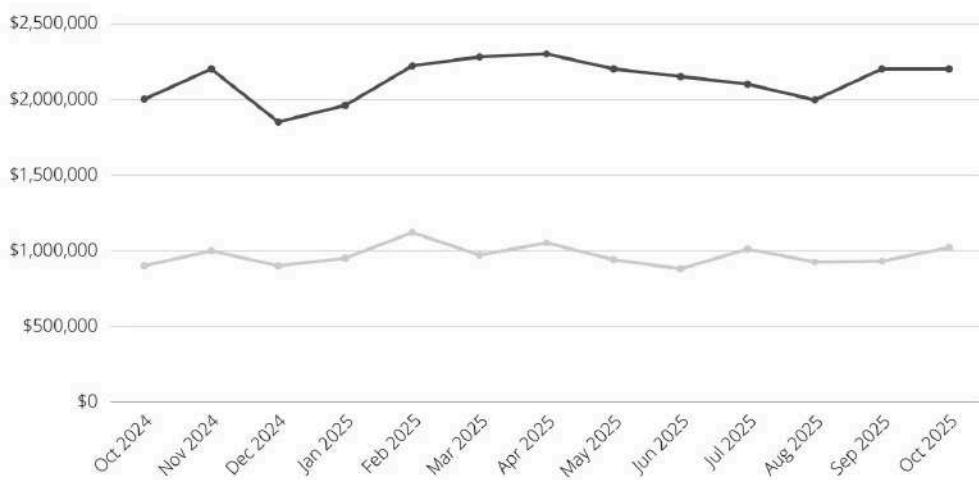
# Median Sales Price

## Single-Family Homes

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

## Condos & Townhomes

The median sale price has increased from \$900k last October 2024, to \$1m as of October 2025.



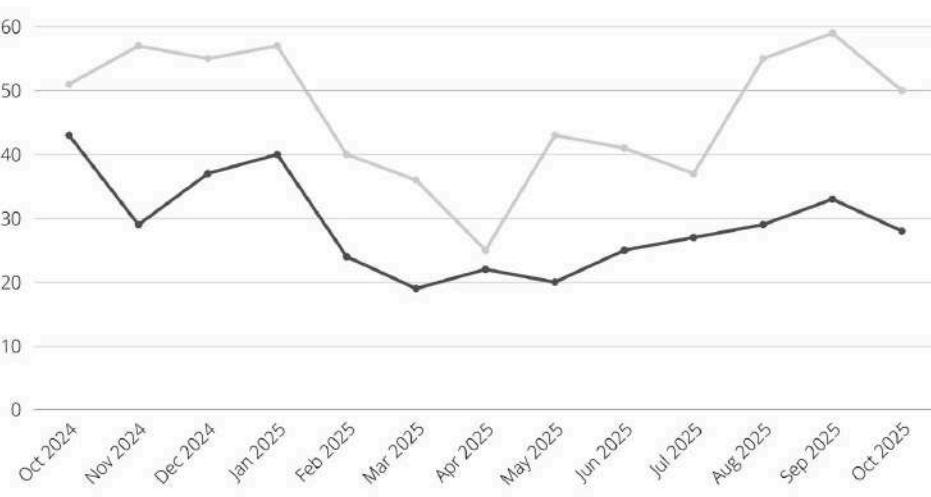
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 43 days last October 2024, to 28 days as of October 2025.

## Condos & Townhomes

The average time spent on the market went down from 51 days in October 2024, to 50 days as of October 2025.



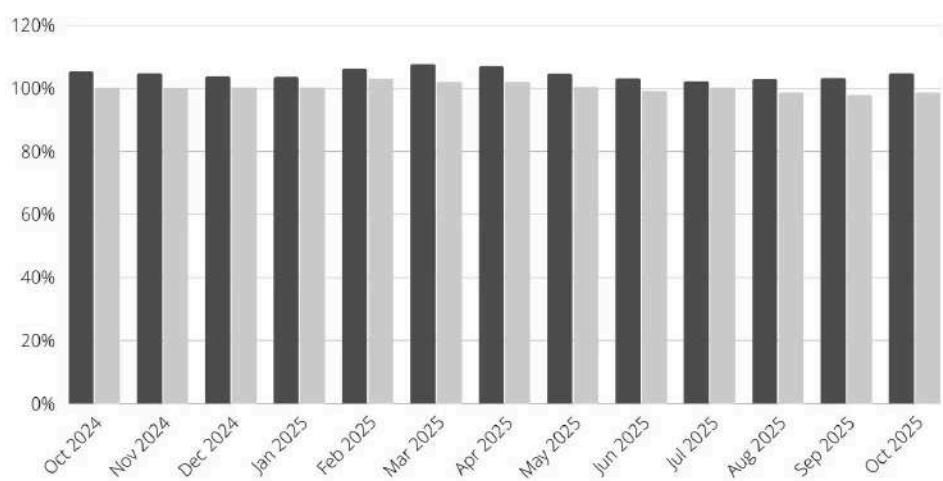
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 105.4% last October 2024, to 104.7% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 100.2% last October 2024, to 98.6% a year later.



[Back to Table of Contents](#)



# Santa Clara County

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

There were 971 single-family homes for sale, providing 1.8 months of inventory. There were 673 new listings, and 540 homes sold at a median price of \$1.9m. The median overbid percentage was at 103.8%, with an average of 25 days on the market.

There were 725 condo and townhome units for sale, providing 4.1 months of inventory. There were 318 new listings and 178 units sold at a median sale price of \$1m. The median overbid percentage was at 100.4%, with an average of 40 days on the market.





# SFH

## Single-Family Homes

**673**

New Listings

**540**

Sold Listings

**1.8**

Months of Inventory

**\$1.9M**

Median Sale Price

**103.8%**

Median Sale vs List

**25**

Avg Days on Market

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

# CONDO

## Condo & Townhomes

**318**

New Listings

**178**

Sold Listings

**4.1**

Months of Inventory

**\$1M**

Median Sale Price

**100.4%**

Median Sale vs List

**40**

Avg Days on Market

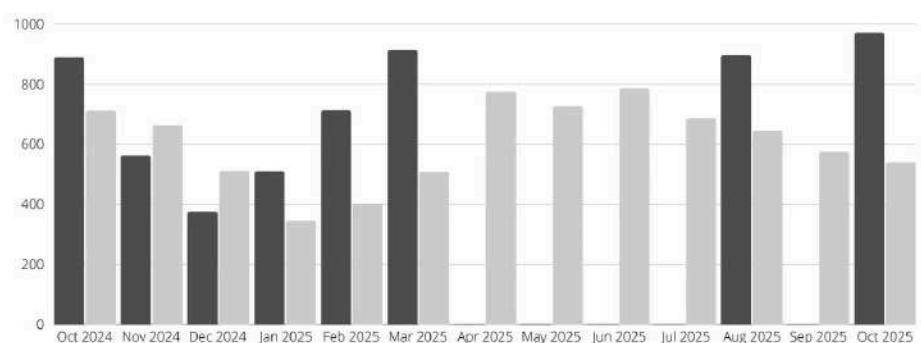




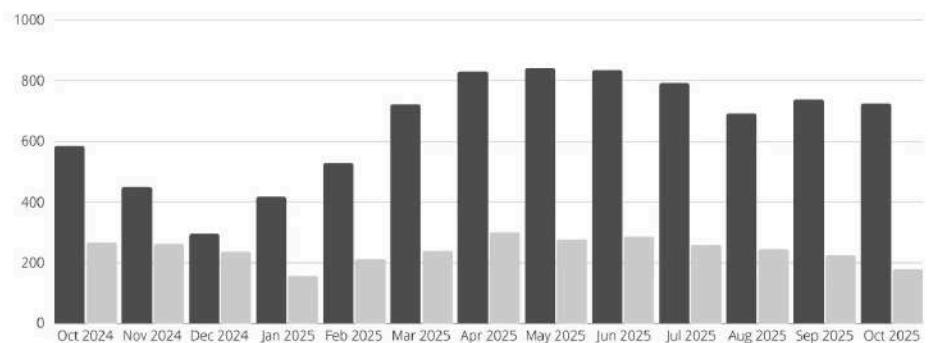
# Santa Clara County

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

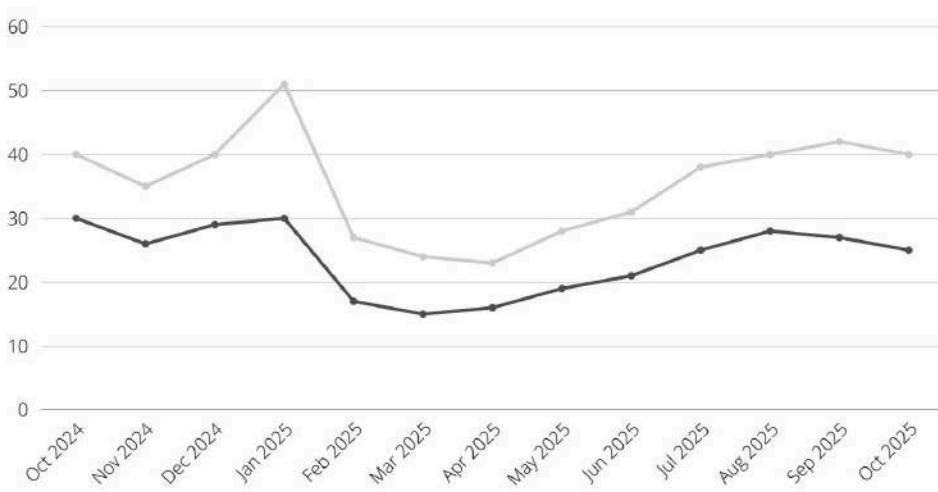
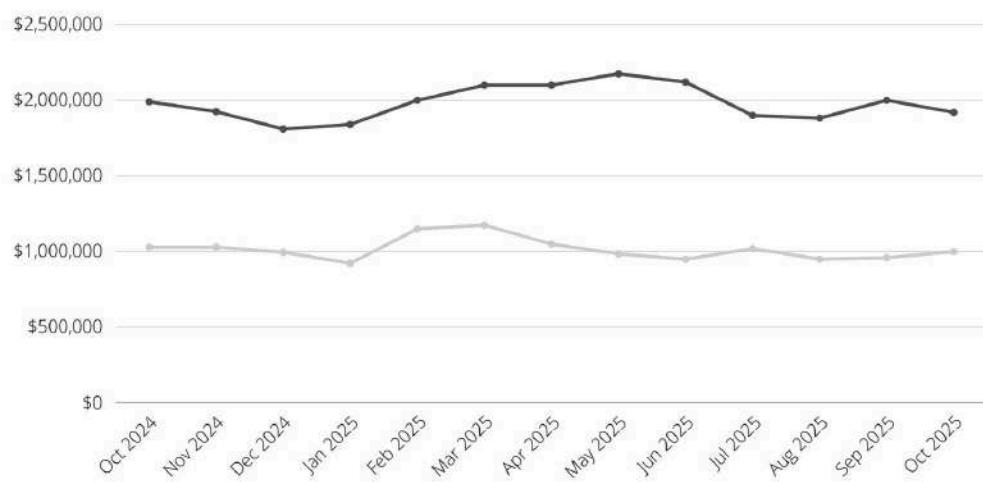
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$1.99m last October 2024, to \$1.92m as of October 2025.

## Condos & Townhomes

The media sale price has decreased from \$1.03m last October 2024, to \$1m as of October 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 30 days last October 2024, to 25 days as of October 2025.

### Condos & Townhomes

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

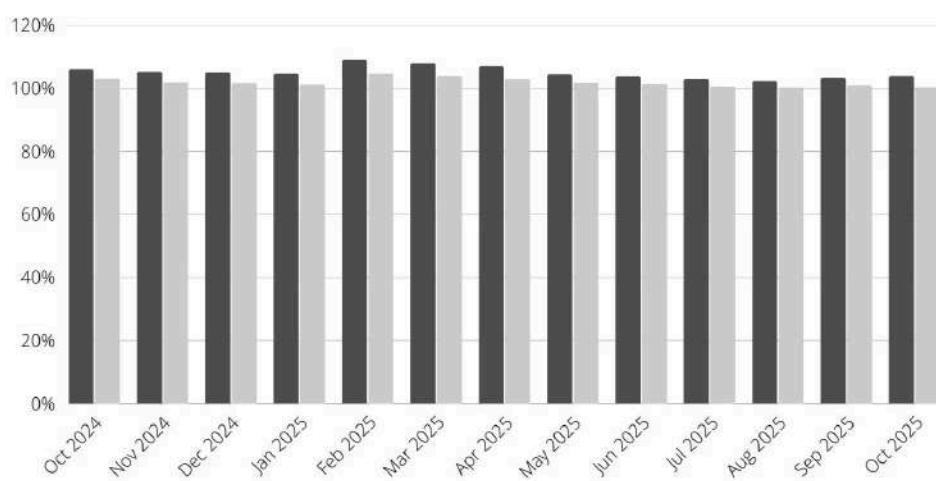
# Overbids

## Single-Family Homes

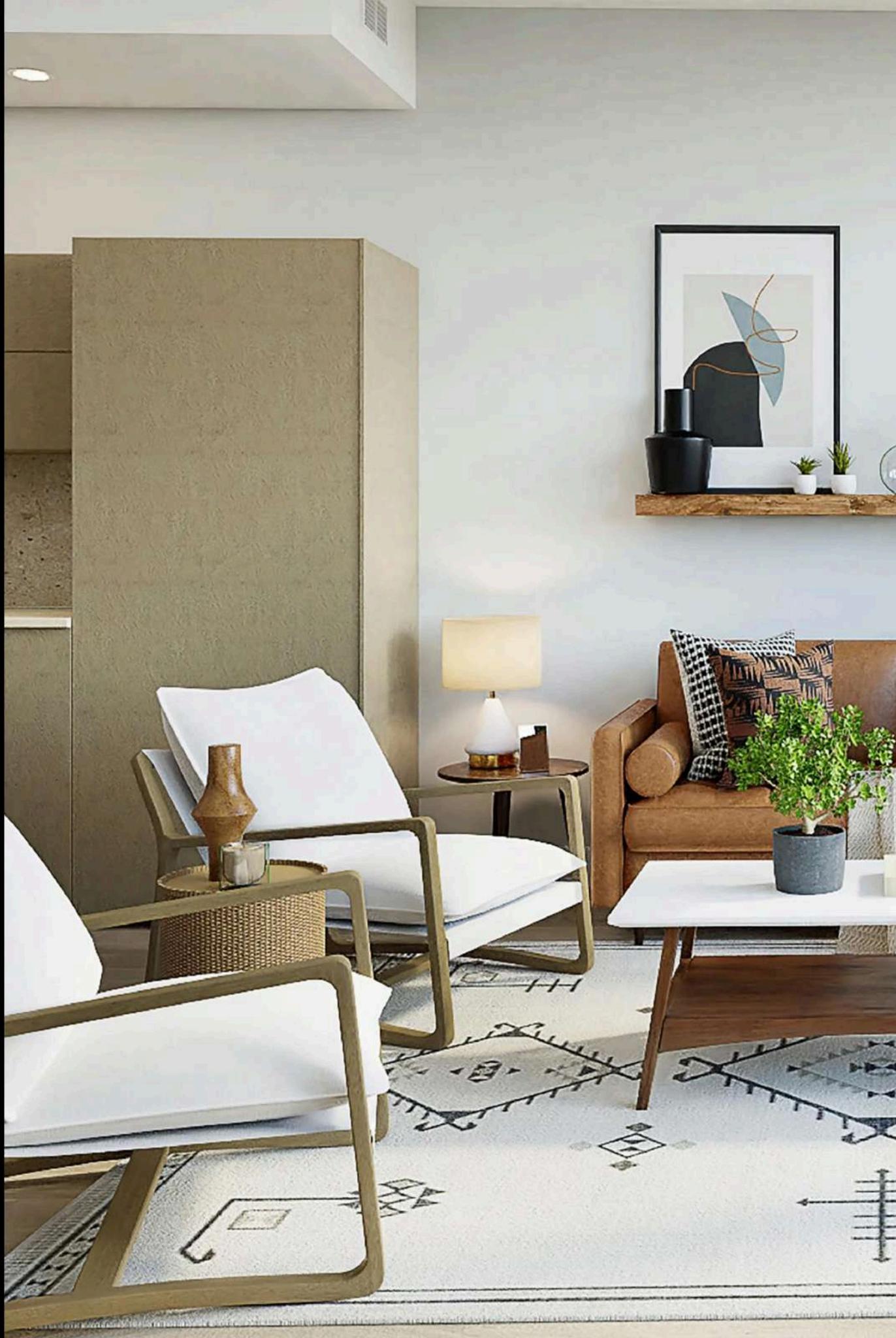
The overbid percentage has decreased from 106.1% last October 2024, to 103.8% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 103.1% last October 2024, to 100.4% a year later.



[Back to Table of Contents](#)



# Monterey County

## What's in the Monterey County data?

There were 477 single-family homes for sale, providing 3.4 months of inventory. There were 165 new listings, and 140 homes sold at a median price of \$1m. The median overbid percentage was at 97.2%, with an average of 60 days on the market.

There were 87 condo and townhome units for sale, providing 4.8 months of inventory. There were 28 new listings and 18 units sold at a median sale price of \$950k. The median overbid percentage was at 98.4%, with an average of 66 days on the market.





# SFH

## Single-Family Homes

**165**

New Listings

**140**

Sold Listings

**3.4**

Months of Inventory

**\$1M**

Median Sale Price

**97.2%**

Median Sale vs List

**60**

Avg Days on Market

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

# CONDO

## Condo & Townhomes

28

New Listings

18

Sold Listings

4.8

Months of Inventory

\$950K

Median Sale Price

98.4%

Median Sale vs List

66

Avg Days on Market

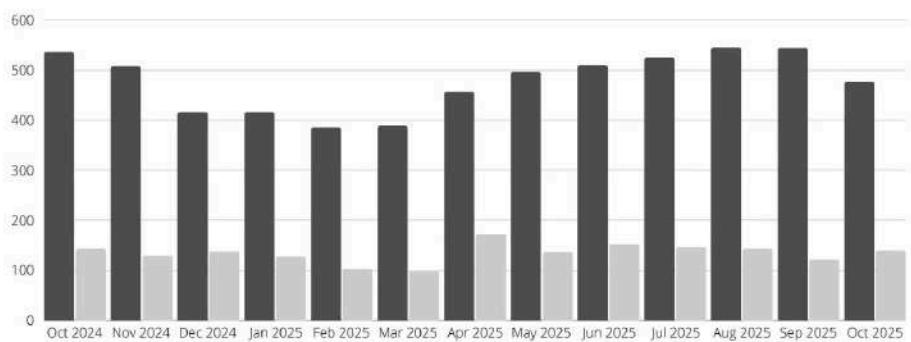




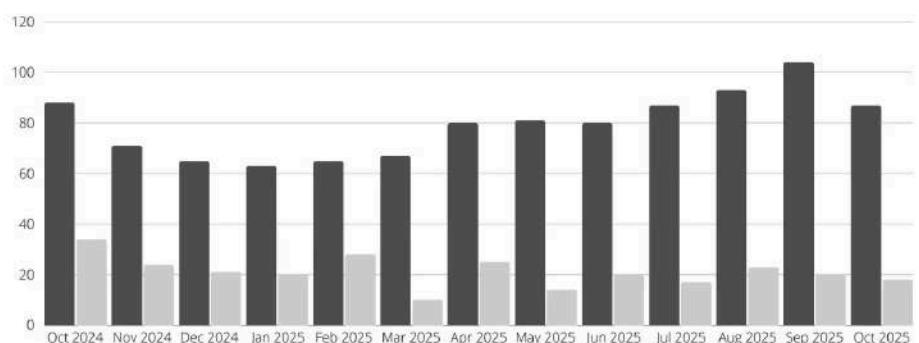
# Monterey County

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

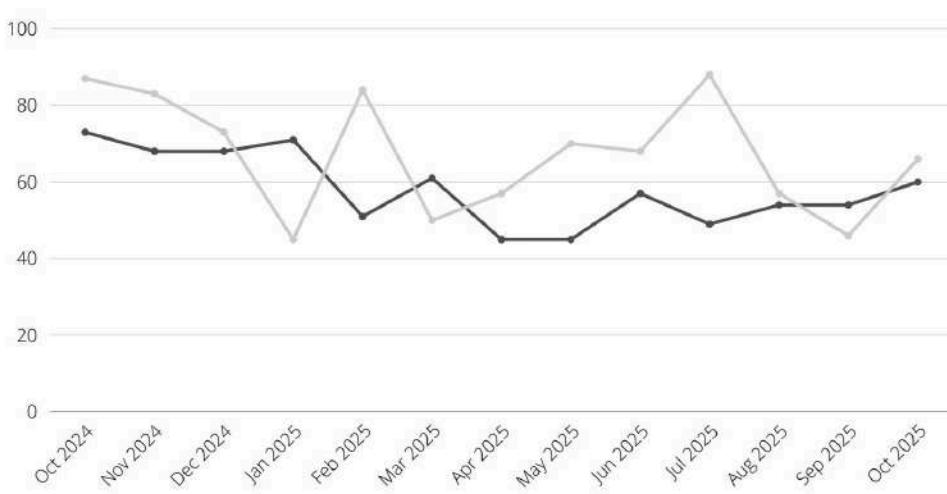
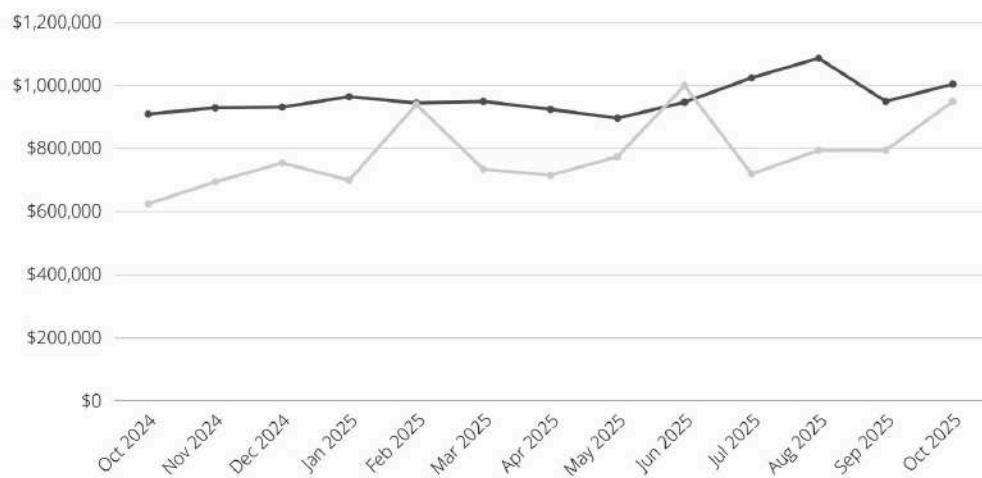
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$910k last October 2024, to \$1m as of October 2025.

## Condos & Townhomes

The median sale price has increased from \$625k last October 2024, to \$950k as of October 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 73 days last October 2024, to 60 days as of October 2025.

### Condos & Townhomes

The average time spent on the market went down from 87 days in October 2024, to 66 days as of October 2025.

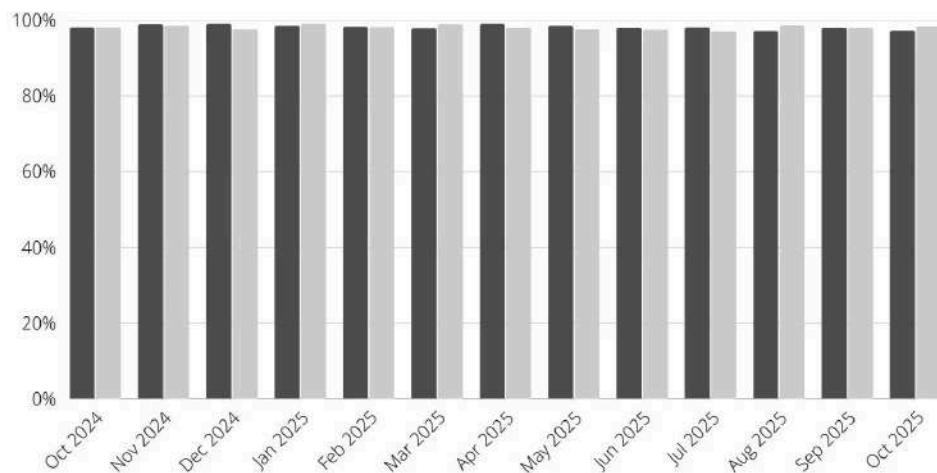
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 98.1% last October 2024, to 97.2% a year later.

## Condos & Townhomes

The overbid percentage has increased from 98.1% last October 2024, to 98.4% a year later.



[Back to Table of Contents](#)



# Santa Cruz County

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

There were 417 single-family homes for sale, providing 4.5 months of inventory. There were 132 new listings, and 92 homes sold at a median price of \$1.3m. The median overbid percentage was at 98.8%, with an average of 50 days on the market.

There were 116 condo and townhome units for sale, providing 4.1 months of inventory. There were 35 new listings and 28 units sold at a median sale price of \$710k. The median overbid percentage was at 98.2%, with an average of 79 days on the market.





# SFH

## Single-Family Homes

**132**

New Listings

**92**

Sold Listings

**4.5**

Months of Inventory

**\$1.3M**

Median Sale Price

**98.8%**

Median Sale vs List

**50**

Avg Days on Market

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

# CONDO

## Condo & Townhomes

35

New Listings

28

Sold Listings

4.1

Months of Inventory

\$710K

Median Sale Price

98.2%

Median Sale vs List

79

Avg Days on Market

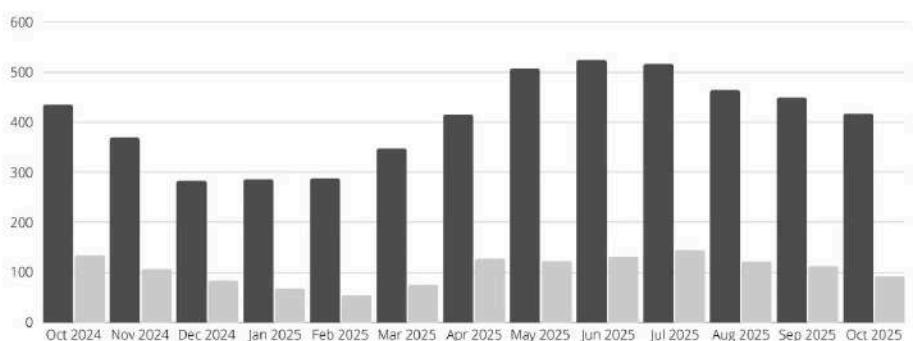




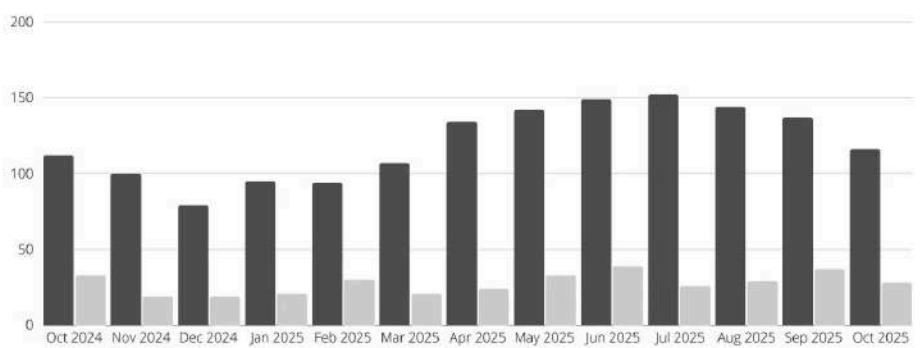
# Santa Cruz County

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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

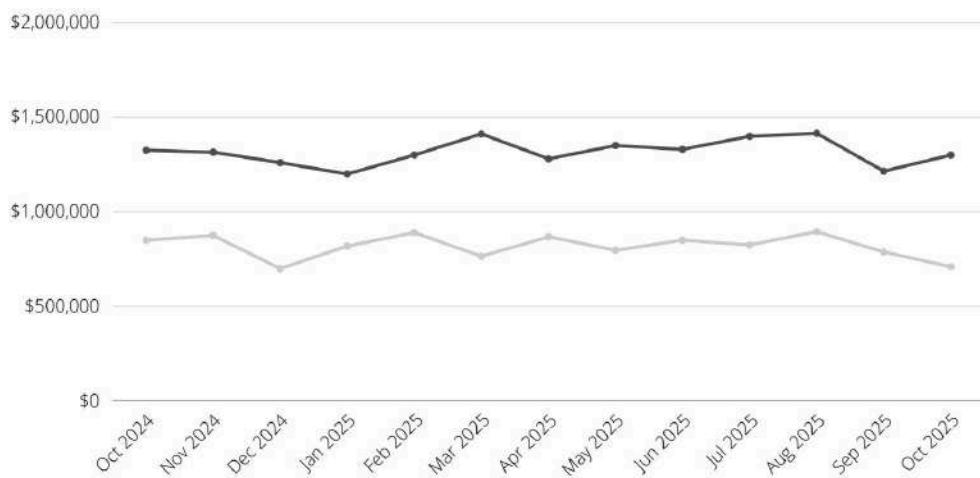


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

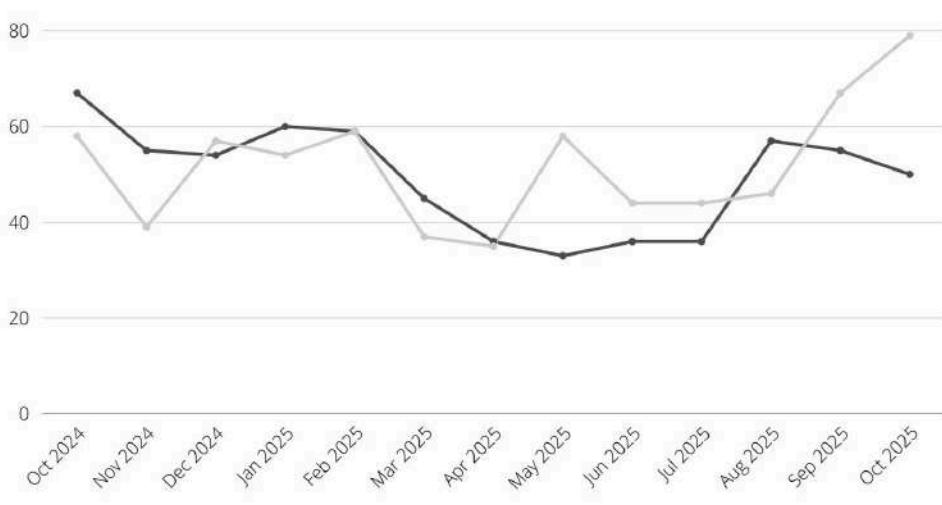
## Single-Family Homes

The media sale price has decreased from \$1.32m last October 2024, to \$1.3m as of October 2025.



## Condos & Townhomes

The median sale price has decreased from \$850k last October 2024, to \$710k as of October 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 67 days last October 2024, to 50 days as of October 2025.

## Condos & Townhomes

The average time spent on the market went up from 58 days in October 2024, to 79 days as of October 2025.

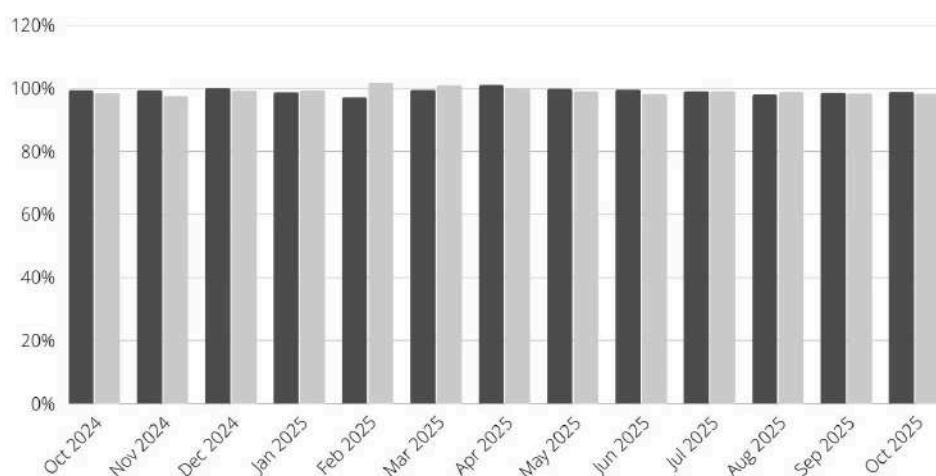
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 99.4% last October 2024, to 98.8% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 98.4% last October 2024, to 98.2% a year later.



[Back to Table of Contents](#)



# East Palo Alto

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

There were 15 single-family homes for sale, providing 2.5 months of inventory. There were 8 new listings, and 6 homes sold at a median price of \$1.2m. The median overbid percentage was at 99.4%, with an average of 30 days on the market.

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





# SFH

## Single-Family Homes

8

New Listings

6

Sold Listings

2.5

Months of Inventory

\$1.2M

Median Sale Price

99.4%

Median Sale vs List

30

Avg Days on Market

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

# CONDO

## Condo & Townhomes

1

New Listing

0

Sold Listings

0

Months of Inventory

\$0

Median Sale Price

0%

Median Sale vs List

0

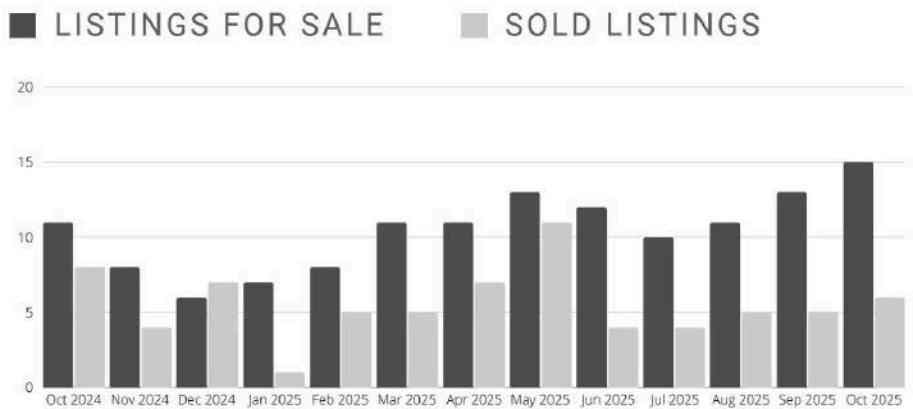
Avg Days on Market



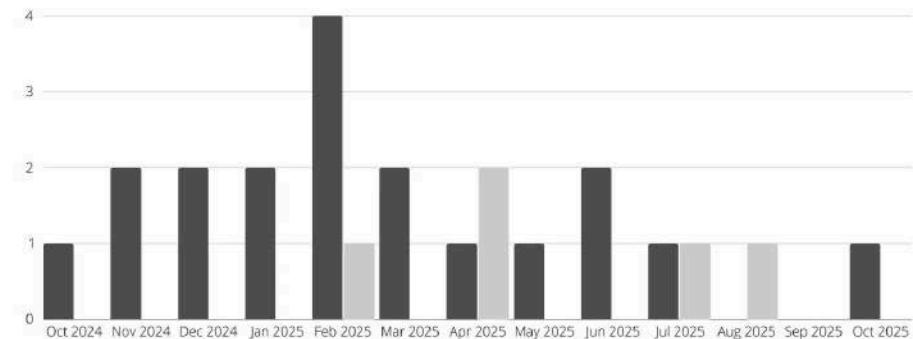


# East Palo Alto

OCTOBER 2024 - OCTOBER 2025



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



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

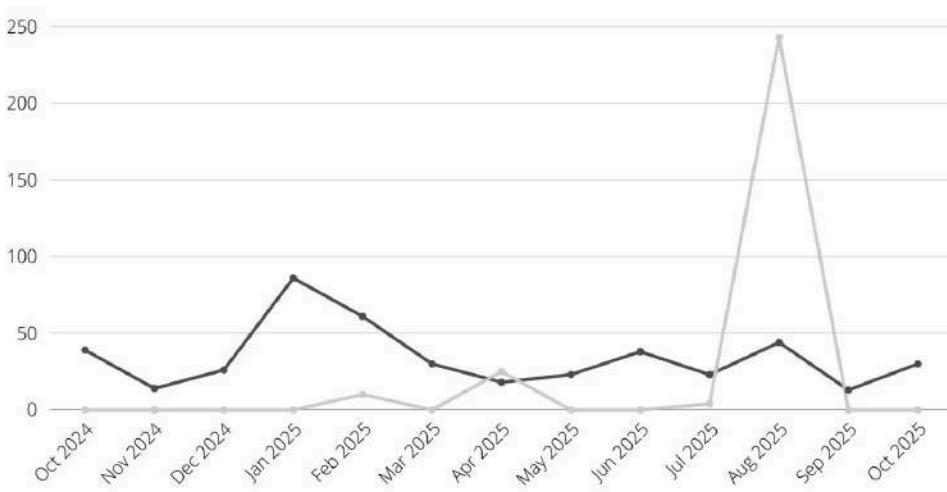
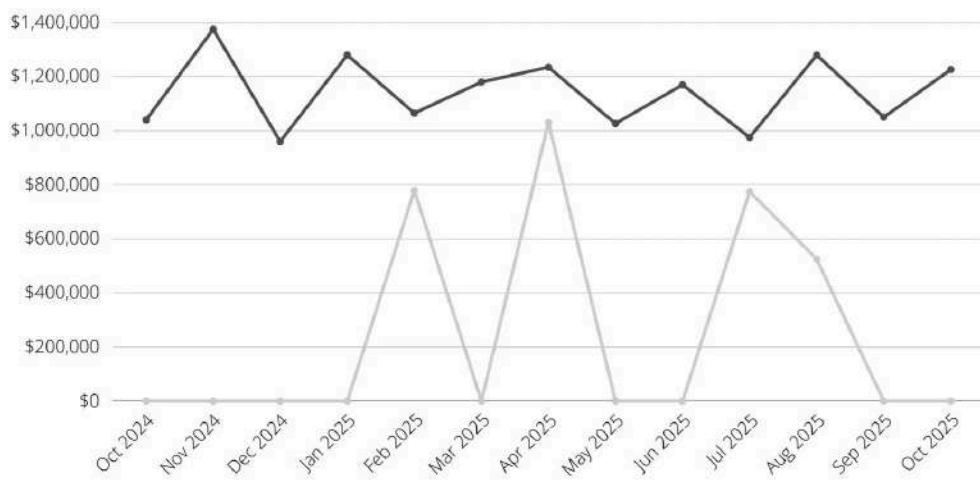
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$1m last October 2024, to \$1.2m as of October 2025.

## Condos & Townhomes

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



## AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 39 days last October 2024, to 30 days as of October 2025.

## Condos & Townhomes

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

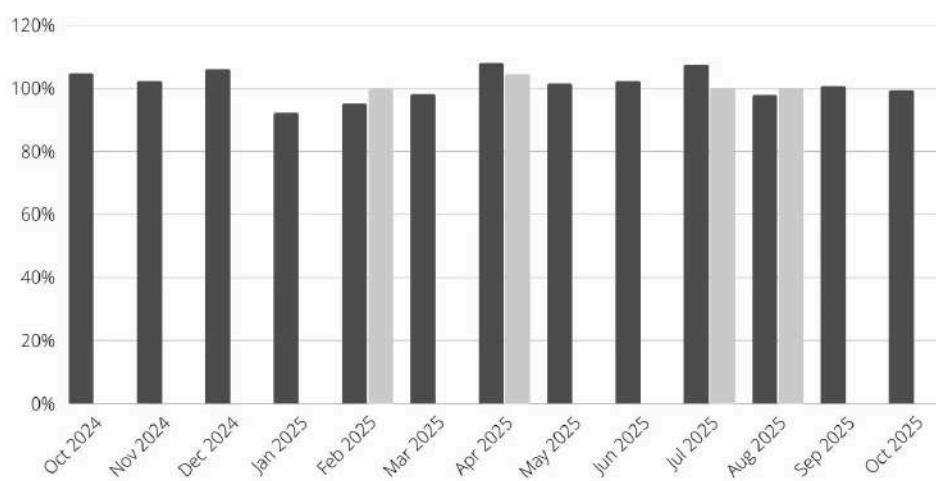
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 104.7% last October 2024, to 99.4% a year later.

## Condos & Townhomes

The overbid percentage has remained the same from 0% last October 2024, to 0% a year later.



[Back to Table of Contents](#)



# Sunnyvale

## What's in the Sunnyvale data?

There were 34 single-family homes for sale, providing 1 month of inventory. There were 35 new listings, and 35 homes sold at a median price of \$2.8m. The median overbid percentage was at 110.3%, with an average of 14 days on the market.

There were 48 condo and townhome units for sale, providing 2.1 months of inventory. There were 32 new listings and 23 units sold at a median sale price of \$1.3m. The median overbid percentage was at 101.9%, with an average of 26 days on the market.





# SFH

## Single-Family Homes

**35**

New Listings

**35**

Sold Listings

**1**

Month of Inventory

**\$2.8M**

Median Sale Price

**110.3%**

Median Sale vs List

**14**

Avg Days on Market

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

# CONDO

## Condo & Townhomes

32

New Listings

23

Sold Listings

2.1

Months of Inventory

\$1.3M

Median Sale Price

101.9%

Median Sale vs List

26

Avg Days on Market

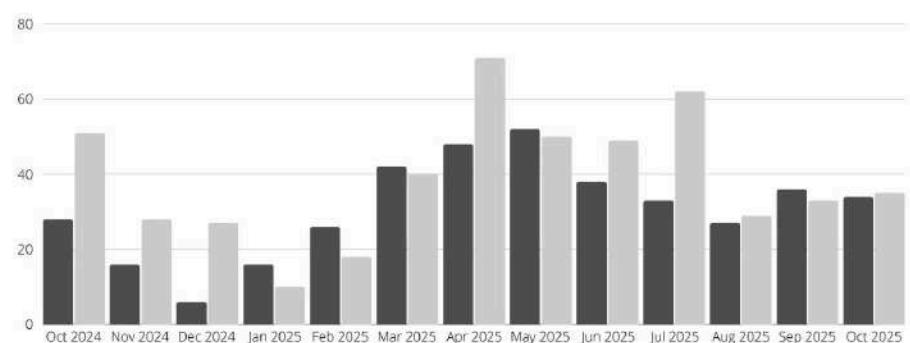




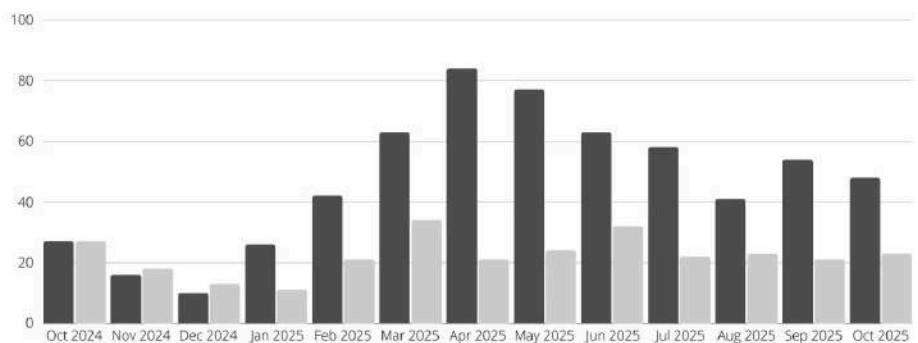
# Sunnyvale

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

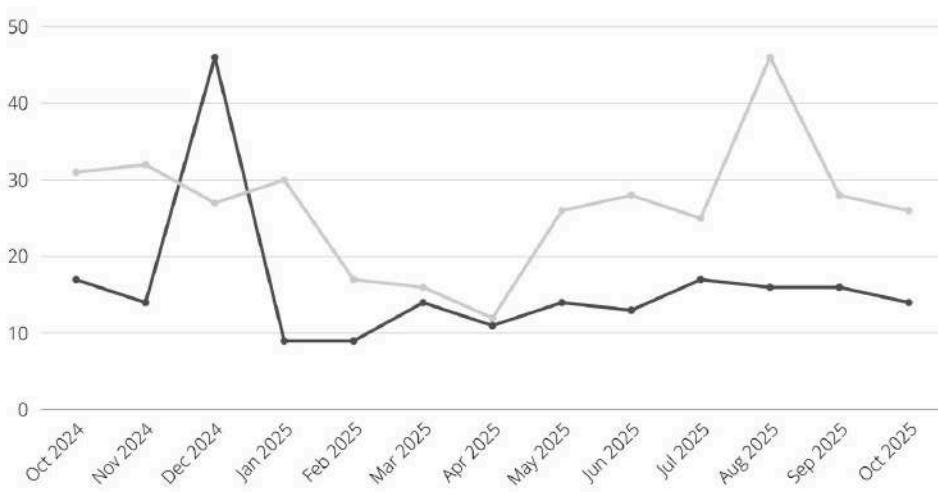
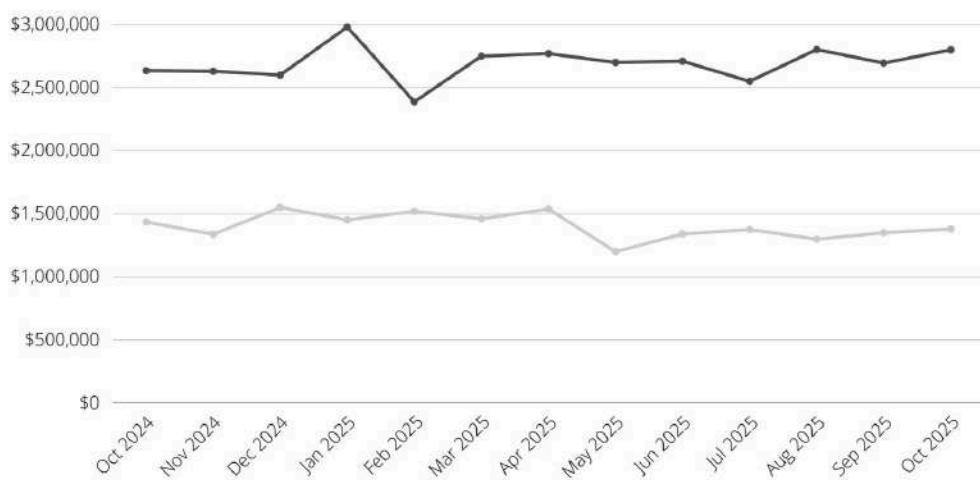
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$2.6m last October 2024, to \$2.8m as of October 2025.

## Condos & Townhomes

The median sale price has decreased from \$1.4m last October 2024, to \$1.3m as of October 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 17 days last October 2024, to 14 days as of October 2025.

### Condos & Townhomes

The average time spent on the market went down from 31 days in October 2024, to 26 days as of October 2025.

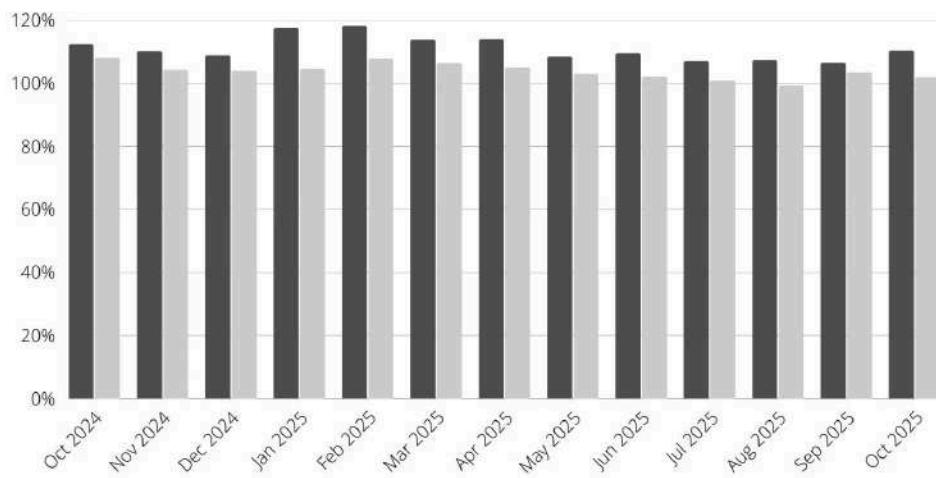
# Overbids

## Single-Family Homes

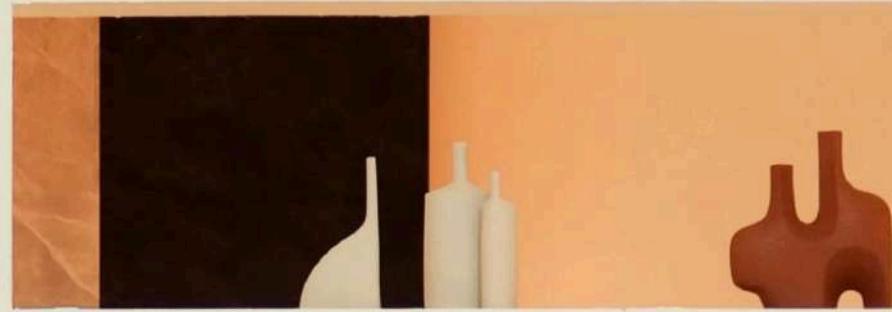
The overbid percentage has decreased from 112.5% last October 2024, to 110.3% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 108.1% last October 2024, to 101.9% a year later.



[Back to Table of Contents](#)



我在家 × 货客蜂



# Santa Clara City

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

There were 27 single-family homes for sale, providing 0.9 months of inventory. There were 24 new listings, and 30 homes sold at a median price of \$2m. The median overbid percentage was at 108.8%, with an average of 14 days on the market.

There were 48 condo and townhome units for sale, providing 3 months of inventory. There were 22 new listings and 16 units sold at a median sale price of \$800k. The median overbid percentage was at 100.4%, with an average of 29 days on the market.





# SFH

## Single-Family Homes

24

New Listings

30

Sold Listings

0.9

Months of Inventory

\$2M

Median Sale Price

108.8%

Median Sale vs List

14

Avg Days on Market

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

# CONDO

## Condo & Townhomes

22

New Listings

16

Sold Listings



3

Months of Inventory

\$800K

Median Sale Price



100.4%

Median Sale vs List

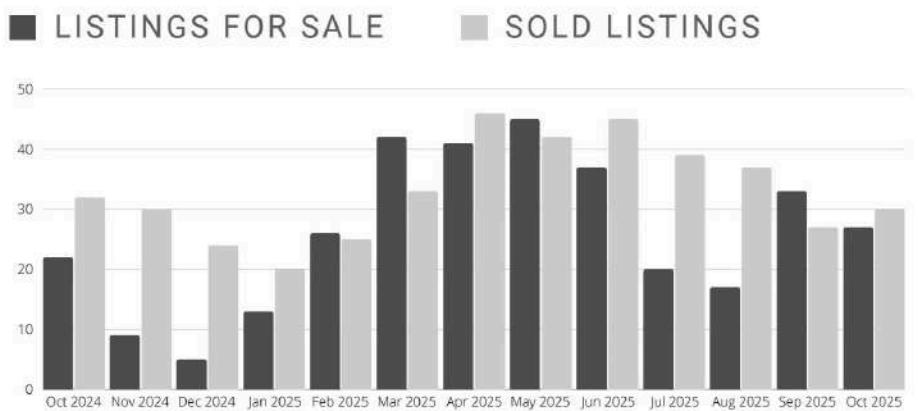
29

Avg Days on Market

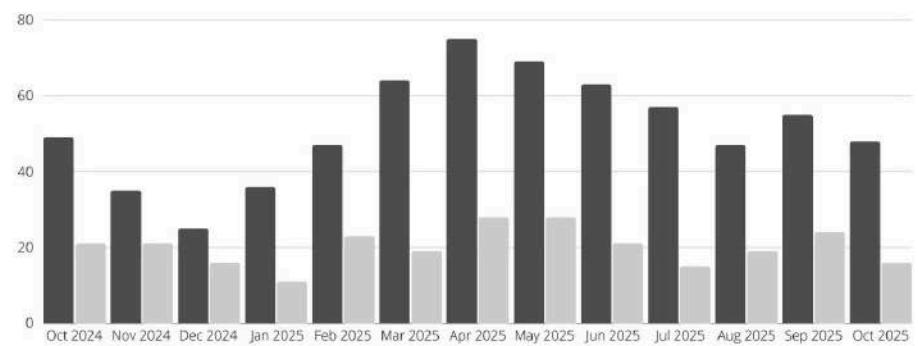


# Santa Clara City

OCTOBER 2024 - OCTOBER 2025



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

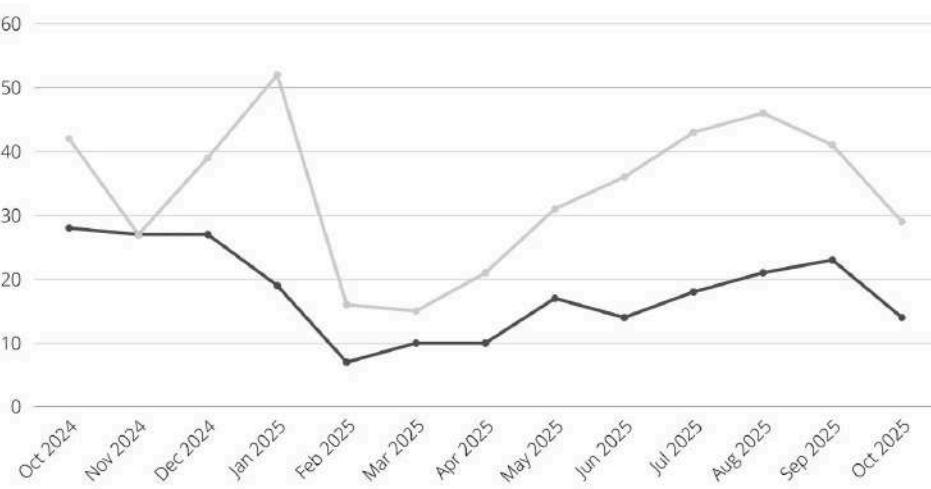
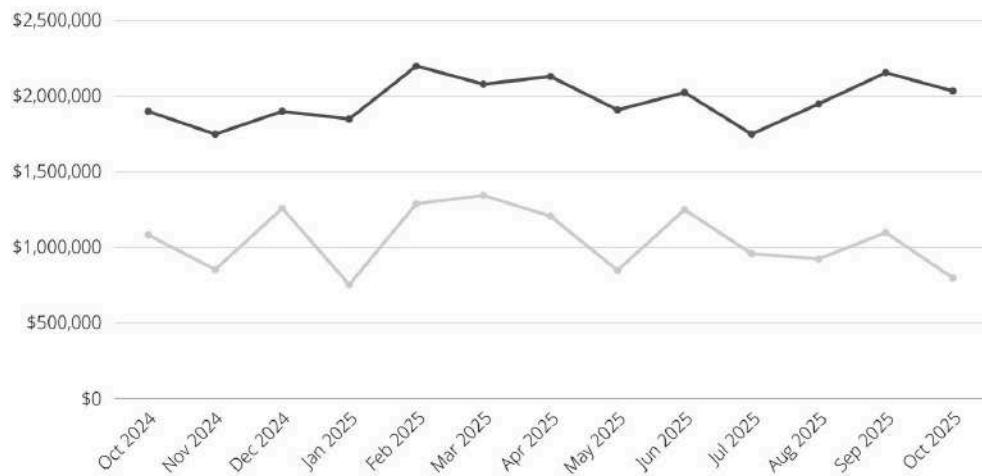


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$1.9m last October 2024, to \$2m as of October 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 28 days last October 2024, to 14 days as of October 2025.

### Condos & Townhomes

The average time spent on the market went down from 42 days in October 2024, to 29 days as of October 2025.

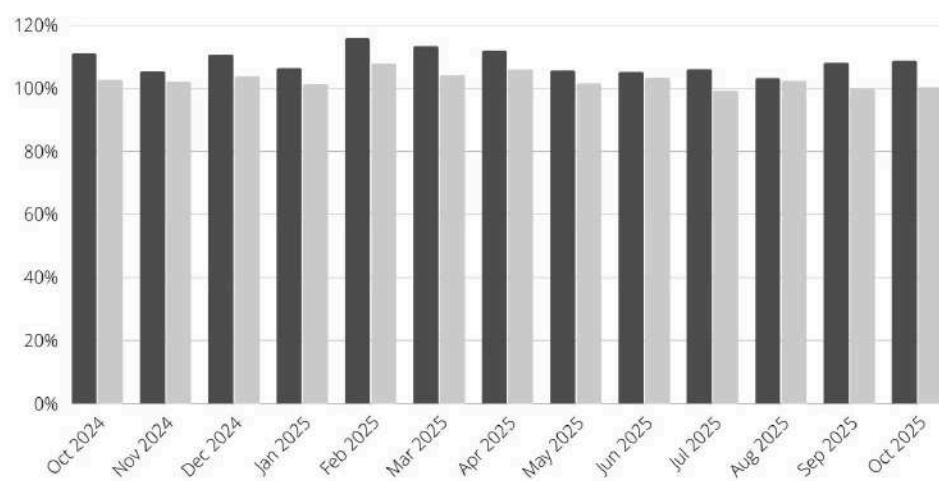
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 111.1% last October 2024, to 108.8% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 102.7% last October 2024, to 100.4% a year later.



[Back to Table of Contents](#)



# Saratoga

## What's in the Saratoga data?

There were 42 single-family homes for sale, providing 2.6 months of inventory. There were 19 new listings, and 16 homes sold at a median price of \$4.3m. The median overbid percentage was at 104.8%, with an average of 11 days on the market.

There were 22 condo and townhome units for sale, providing 3.7 months of inventory. There were 9 new listings and 6 units sold at a median sale price of \$2m. The median overbid percentage was at 99.8%, with an average of 28 days on the market.





# SFH

## Single-Family Homes

19

New Listings

16

Sold Listings

2.6

Months of Inventory

\$4.3M

Median Sale Price

104.8%

Median Sale vs List

11

Avg Days on Market

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

# CONDO

## Condo & Townhomes

9

New Listings

6

Sold Listings

3.7

Months of Inventory

\$2M

Median Sale Price

99.8%

Median Sale vs List

28

Avg Days on Market

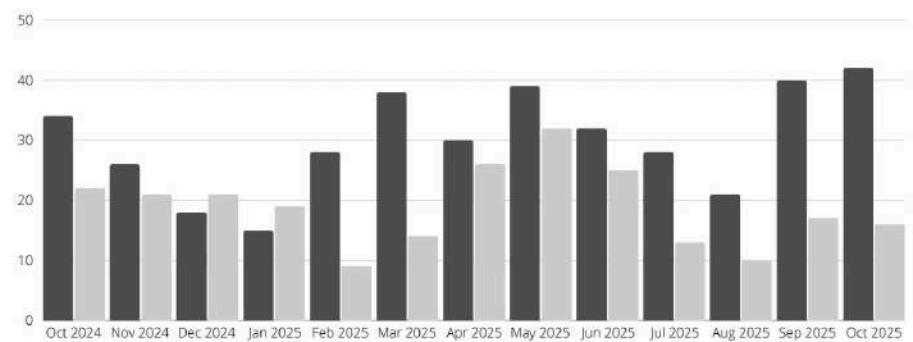




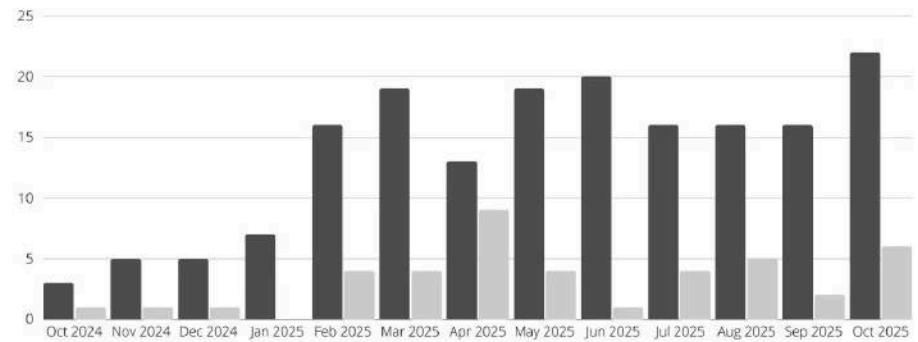
# Saratoga

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE      ■ SOLD LISTINGS



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



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

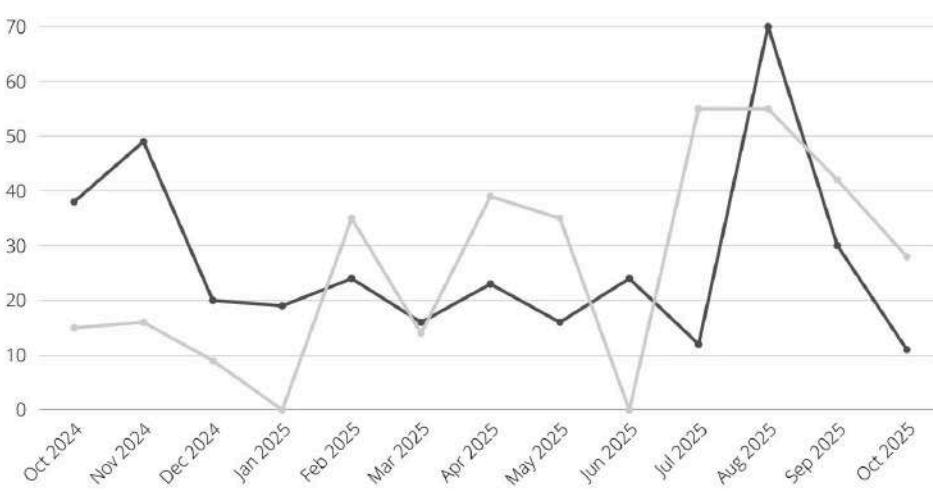
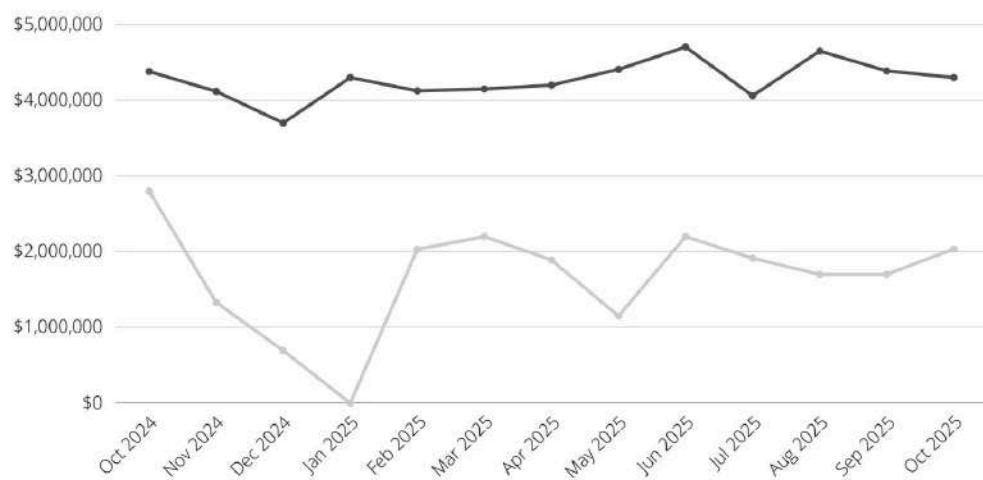
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$4.38m last October 2024, to \$4.3m as of October 2025.

## Condos & Townhomes

The median sale price has decreased from \$2.8m last October 2024, to \$2m as of October 2025.



## AVG Days On the Market

### Single-Family Homes

The average time spent on the market went down from 38 days last October 2024, to 11 days as of October 2025.

### Condos & Townhomes

The average time spent on the market went up from 15 days in October 2024, to 28 days as of October 2025.

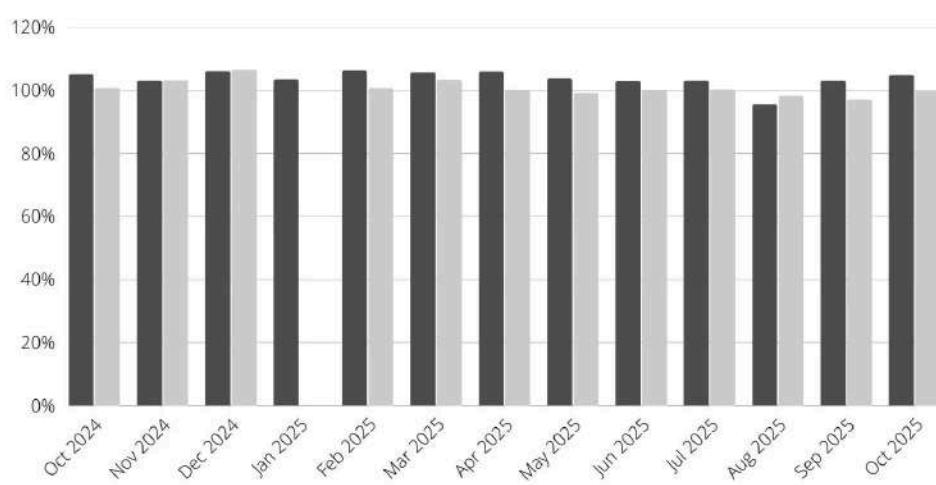
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 105.1% last October 2024, to 104.8% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 100.7% last October 2024, to 99.8% a year later.



[Back to Table of Contents](#)





## Palo Alto

2825 El Camino Real, Suite 200, Palo Alto, CA 94306  
(650) 331-3133

