

Market Report

Palo Alto

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Palo Alto *area*

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

That's the question you should be asking yourself.

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

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

I can help...

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

How To 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](#)






**RE MORTGAGE
ADVISORS**

NMLS ID: 2368909

Smart Strategies for a *Smooth* Mortgage Application

Secure Your Dream Home Today

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



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

2 Maintain your current employment to show financial stability.

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

4 Avoid paying off debts or collections without professional advice.

5 Use verified funds for deposits to prevent closing delays.

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



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

Start Your Smooth Mortgage Journey –

Reach Out to Us!



American Home Shield Has You Covered When the Unexpected Happens.

What is a Home Warranty?

More Than Insurance— Total Peace of Mind

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





How Does a Home Warranty Work?

When Something Breaks, We've Got You Covered

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

Protect Your Home Today

Learn more about American Home Shield Home Warranties at



www.AHS.com



1-800-555-1234

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

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



What to Consider When Choosing a Home Renovation Project

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

6 Renovation Projects That Make a Big Impact



Bathroom Upgrades

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



Kitchen Renovations

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



Big Design Impacts

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



Health-Forward Changes

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



Exterior Upgrades

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



Creating Spaces Unique to Your Family

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

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

Contact Us Today!

Project Spotlight:

ANENBERG-ESSERT FAMILY ADU IN CAMPBELL

Enhancing Property Value and Family Living Space with an Acton ADU

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



Goals and Vision

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

Design and Construction Details



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



Vaulted Ceilings

Creates a spacious, open atmosphere.



Fully Equipped Kitchen

Modern amenities for everyday convenience.



Senior-Friendly Living

Safe, independent space for elderly family members.



Open Living Area

Multipurpose area for relaxation and entertainment.

Results and Impact

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



Increased Property Value

The ADU addition significantly boosted property value.



Modern Comforts

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



Flexible Living Space

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



Enhanced Family Living

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

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

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

LEARN MORE

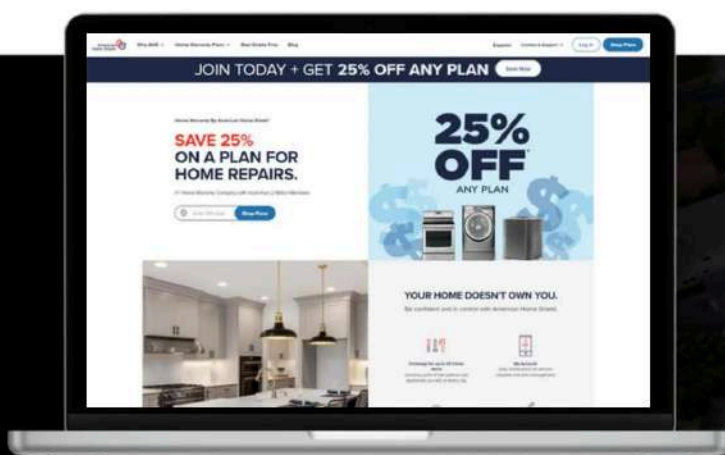
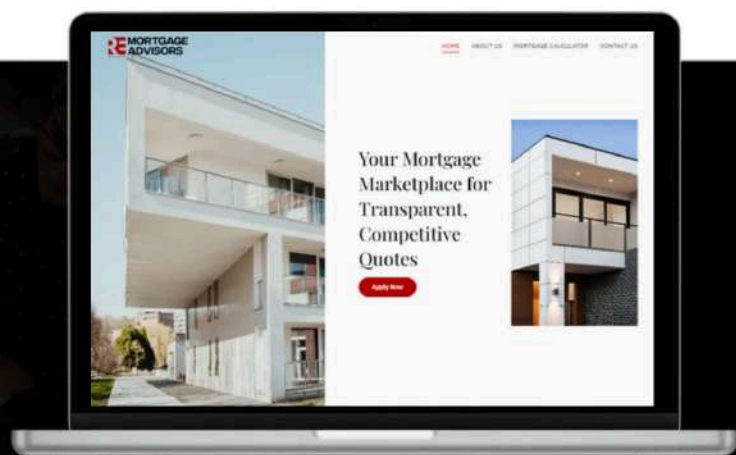
Vendor Directory

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

**RE MORTGAGE
ADVISORS**

CLICK HERE

for your mortgage needs



**American
Home Shield**

CLICK HERE

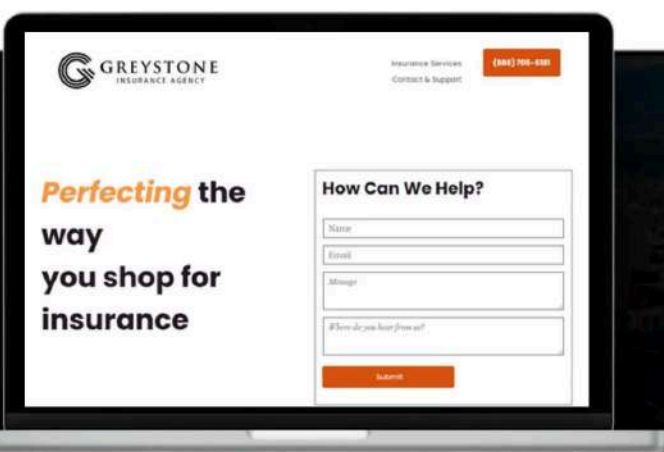
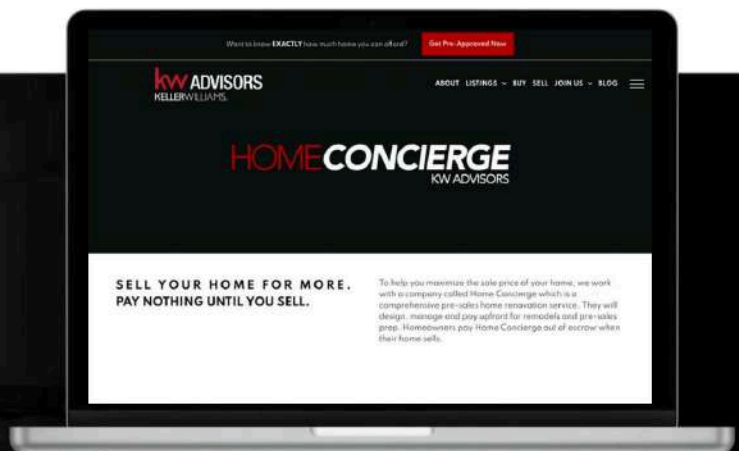
for your home warranty needs



ActonADU
Lic. #638333

CLICK HERE

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



GREYSTONE
INSURANCE AGENCY

CLICK HERE

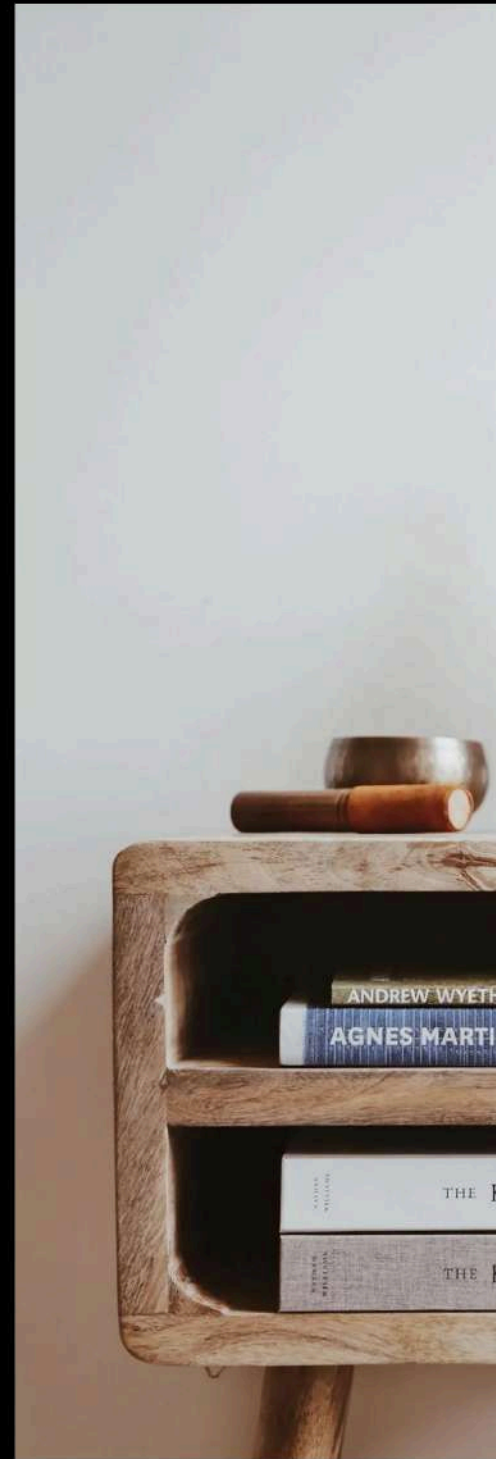
for your insurance needs

Palo Alto

What's in the Palo Alto data?

There were 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

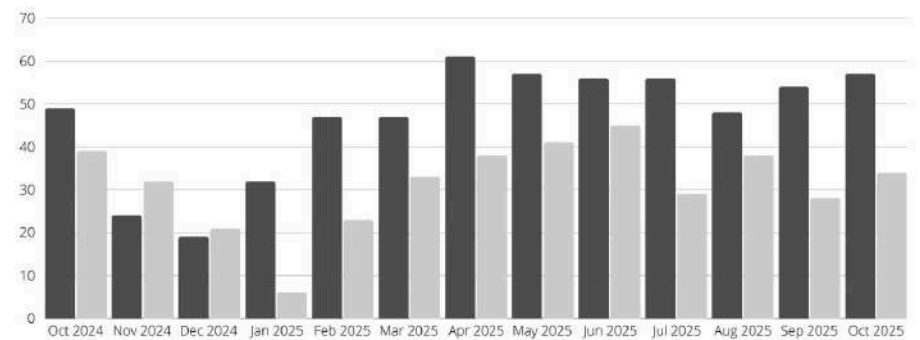




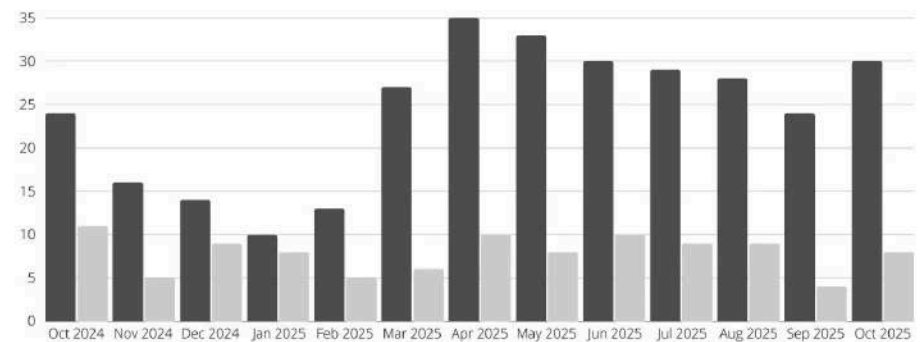
Palo Alto

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.

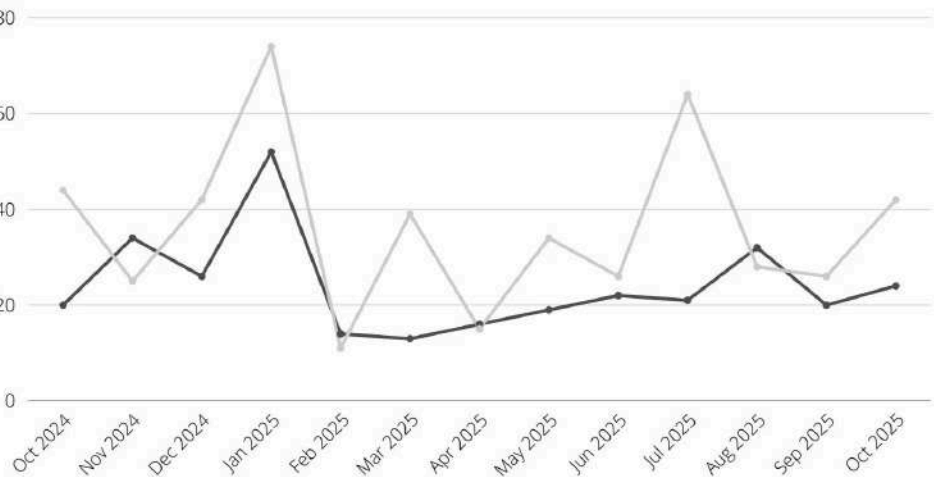
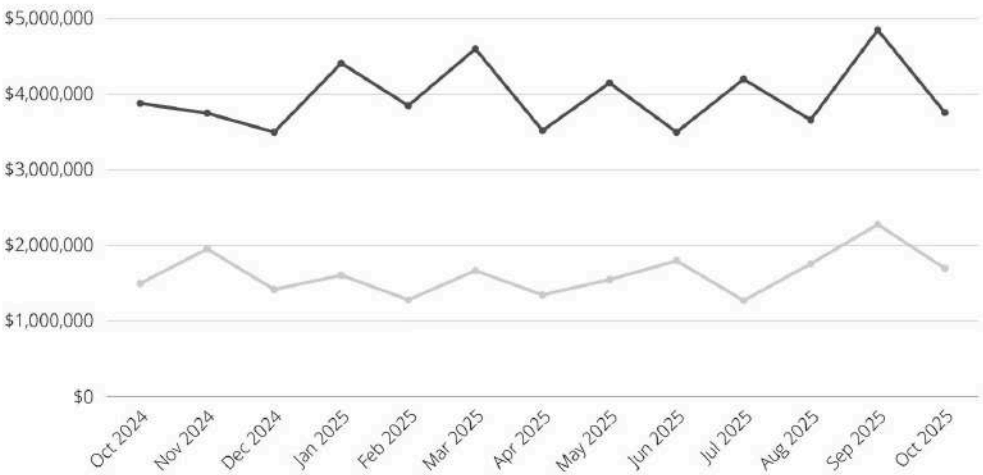
Median Sales Price

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.

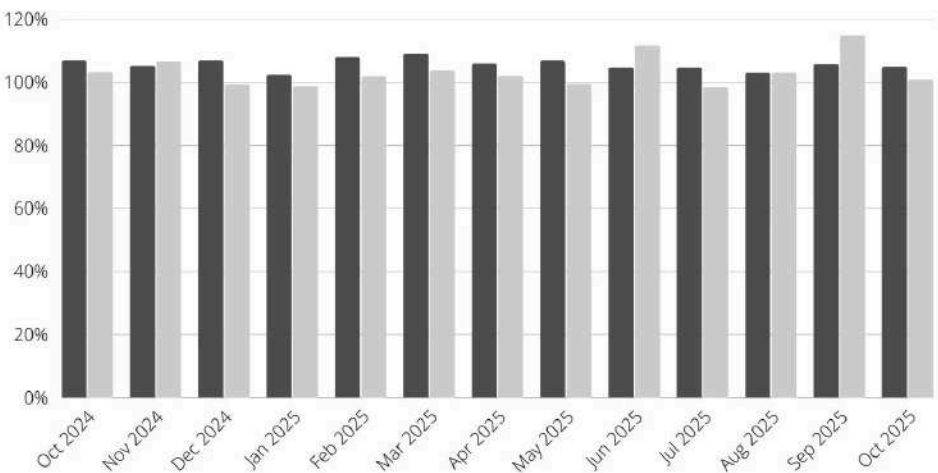
Overbids

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.





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

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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

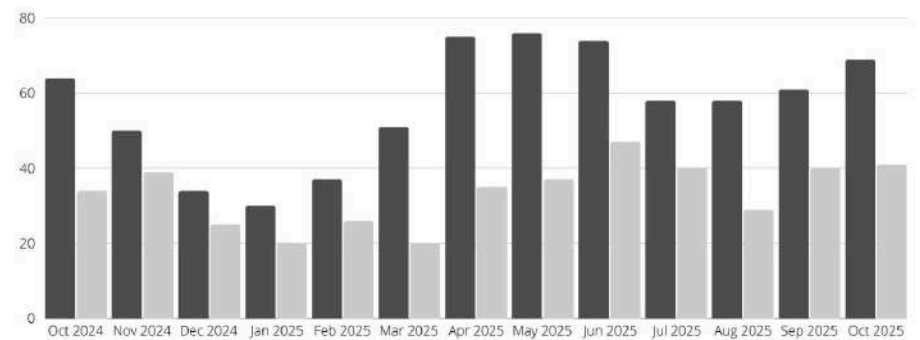




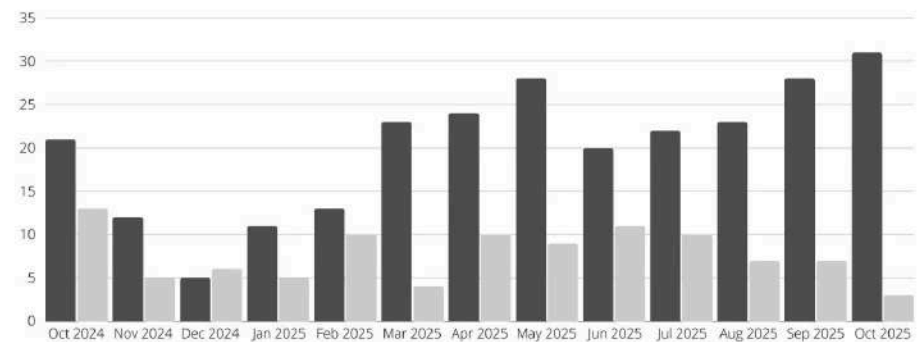
Redwood City

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.

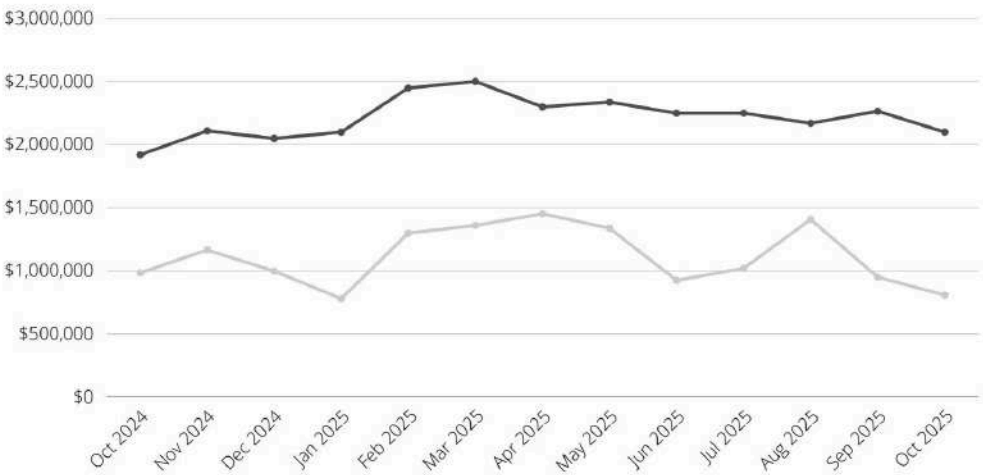
Median Sales Price

Single-Family Homes

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

Condos & Townhomes

The median sale price has decreased from \$984k last October 2024, to \$808k as of October 2025.



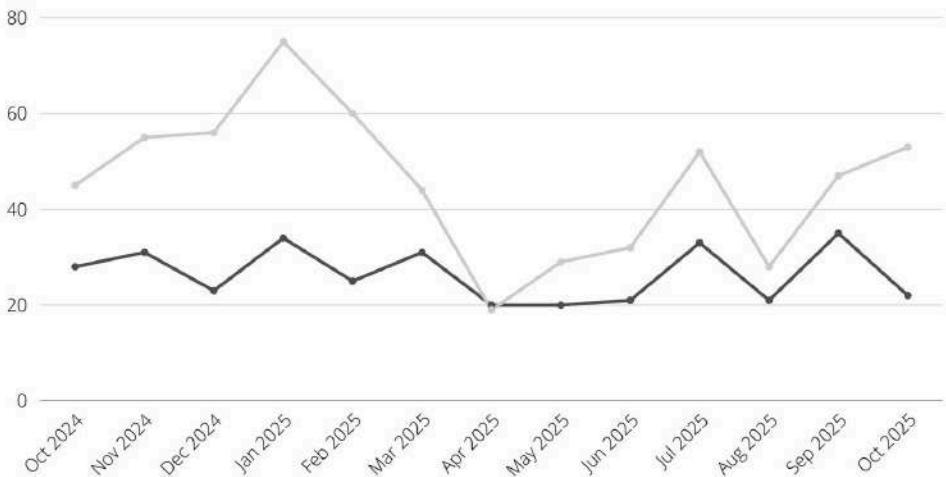
AVG Days On the Market

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.



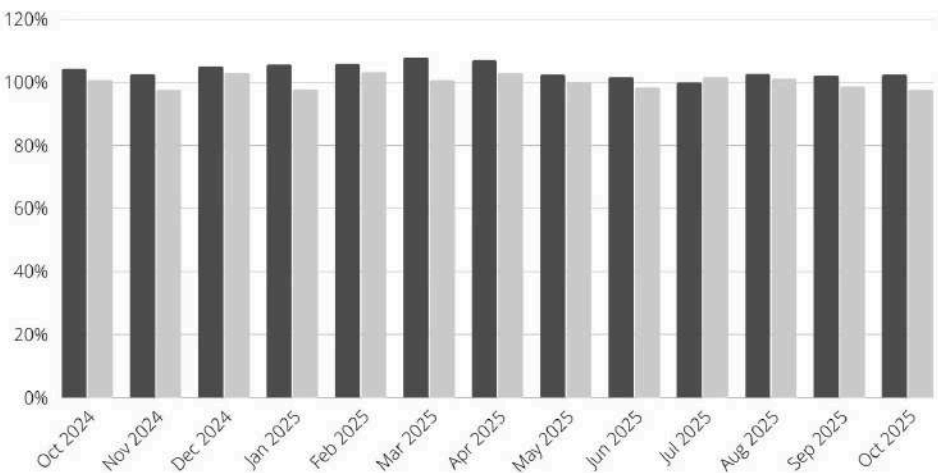
Overbids

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.





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

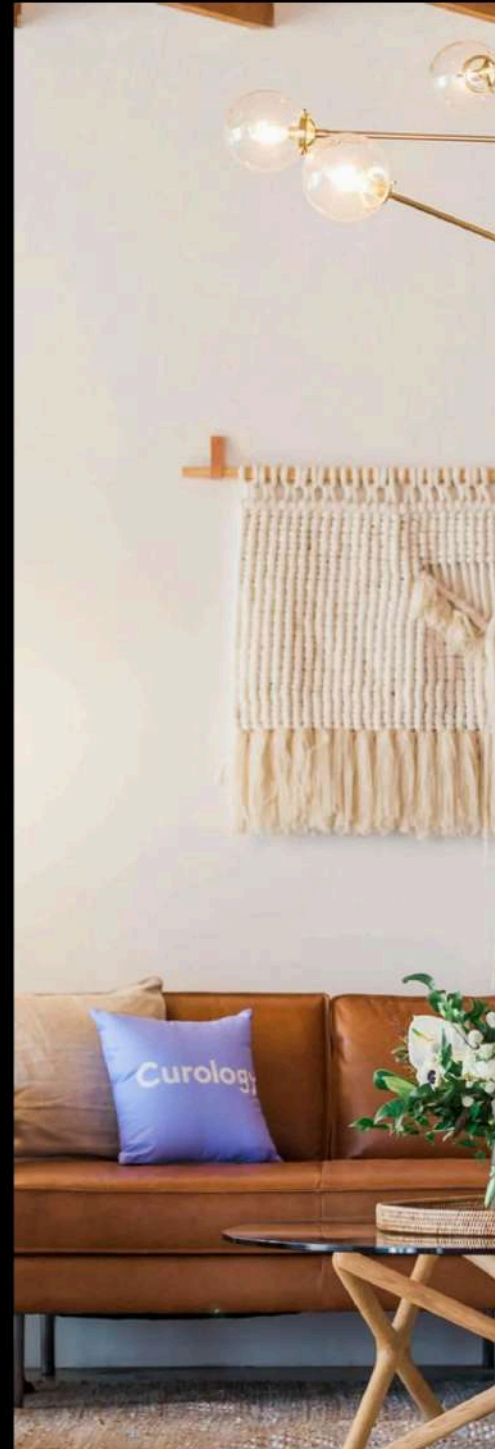
Avg Days on Market

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CONDO

Condo & Townhomes

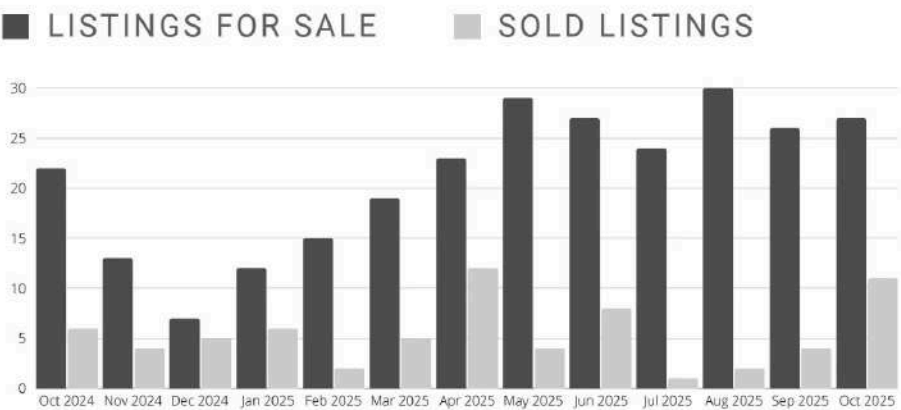
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Portola Valley

OCTOBER 2024 - OCTOBER 2025



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

No data for this month.



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

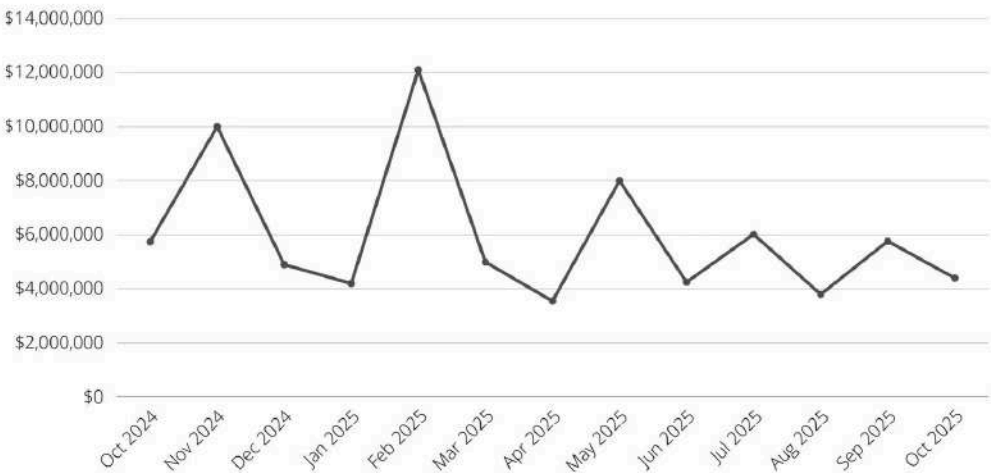
Median Sales Price

Single-Family Homes

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

Condos & Townhomes

No data for this month.



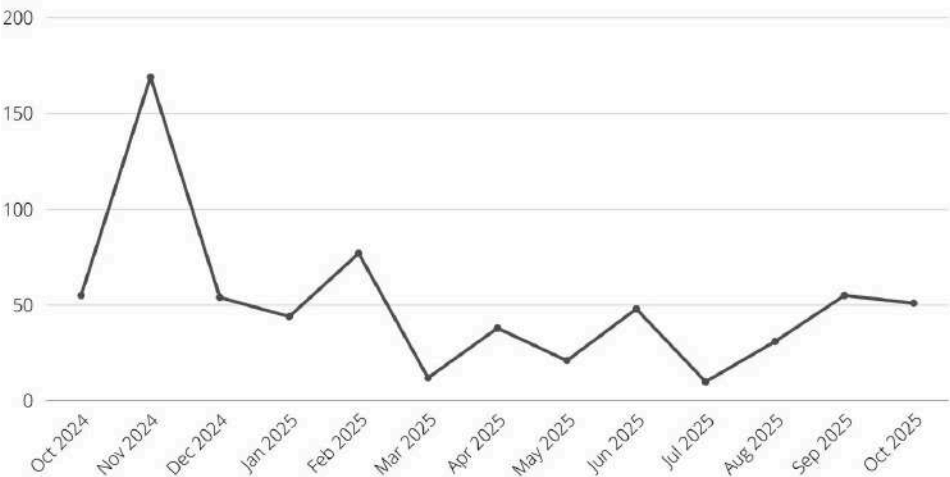
AVG Days On the Market

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.



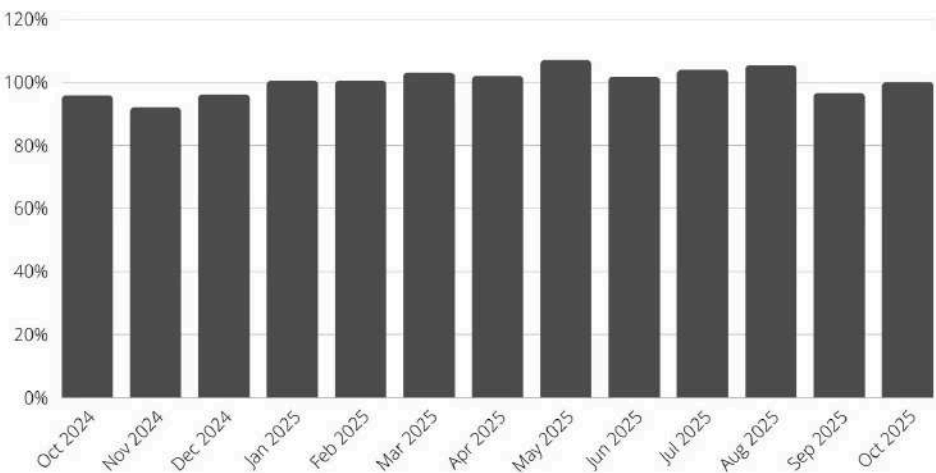
Overbids

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.





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

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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

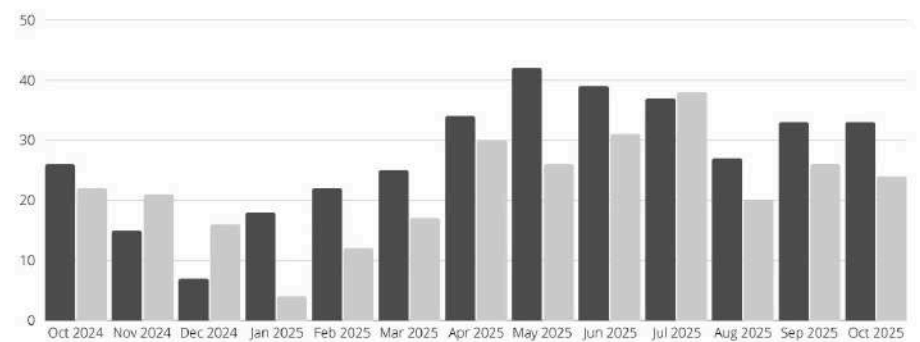




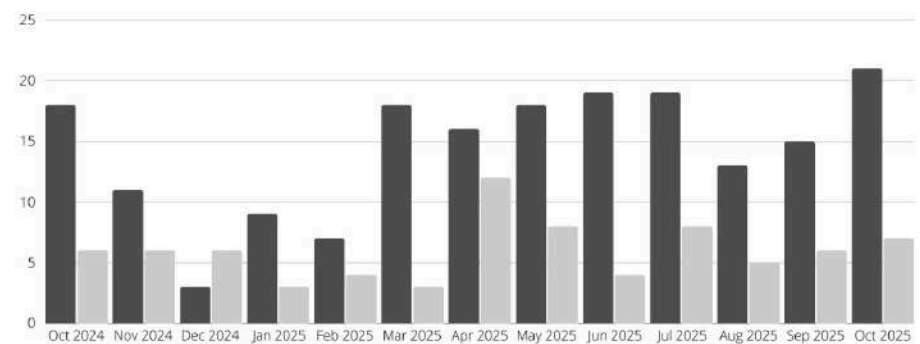
Menlo Park

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.

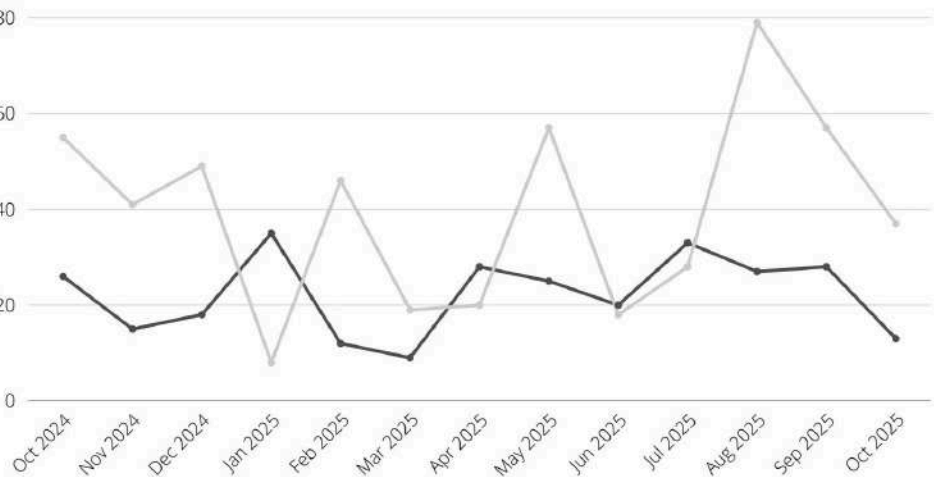
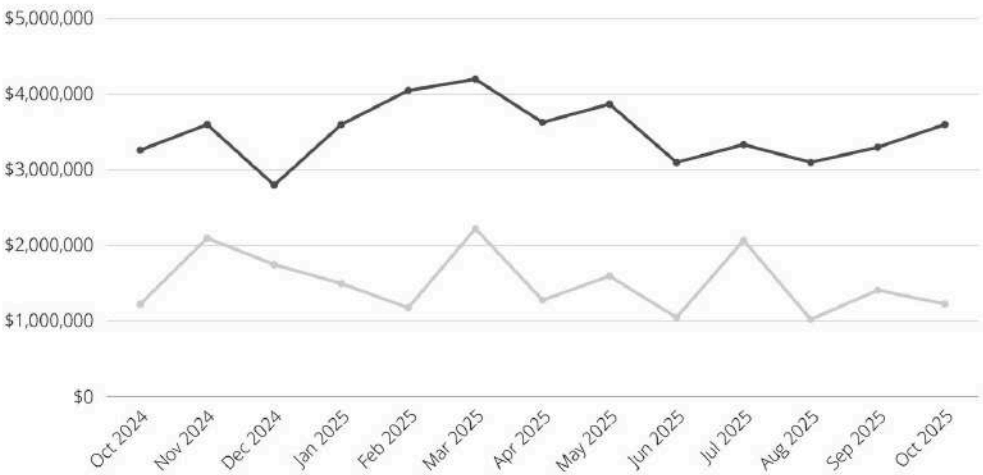
Median Sales Price

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.

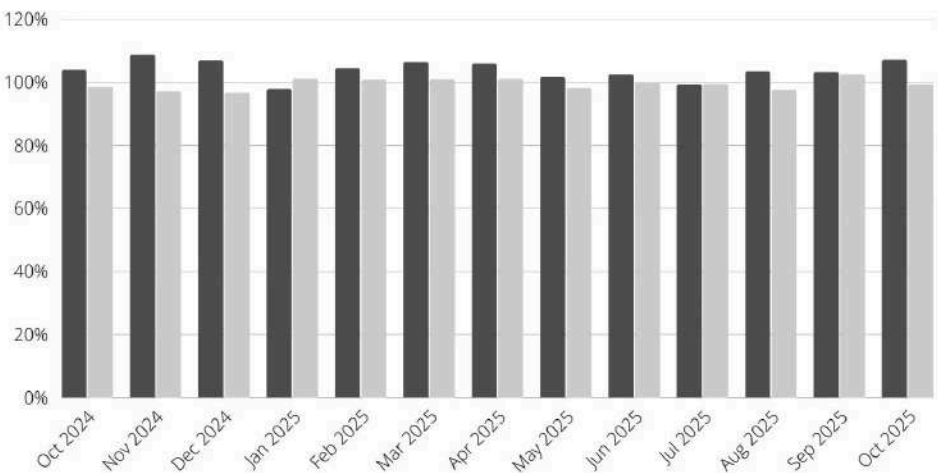
Overbids

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.





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

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CONDO

Condo & Townhomes

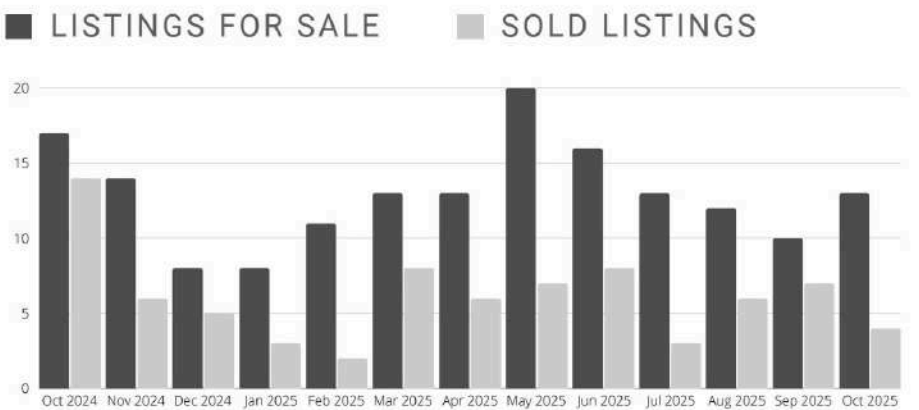
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October 2025.





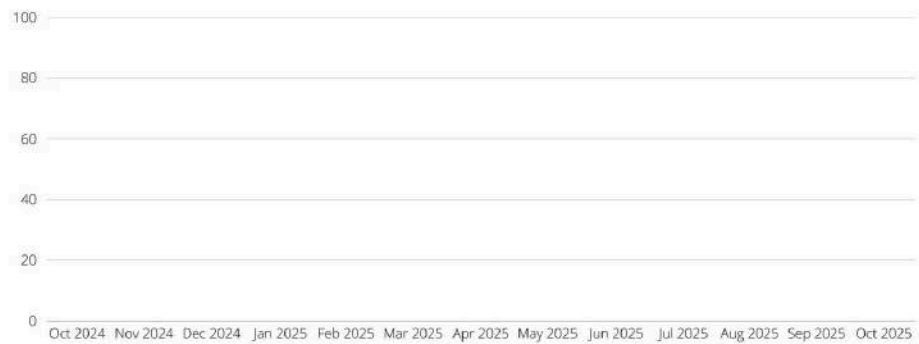
Atherton

OCTOBER 2024 - OCTOBER 2025



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

No data for this month.

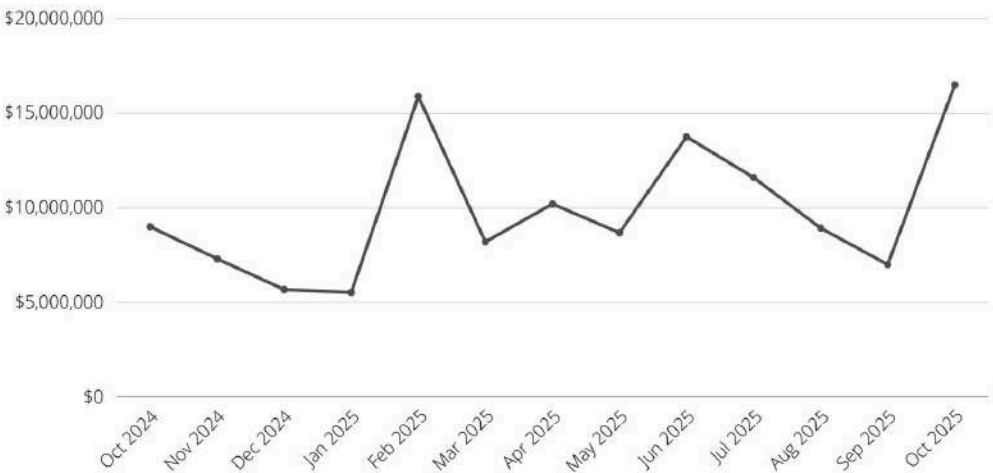


Condos & Townhomes
Last 12 months, year-over-year.

Median Sales Price

Single-Family Homes
The median sale price has increased from \$9m last October 2024, to \$16.5m as of October 2025.

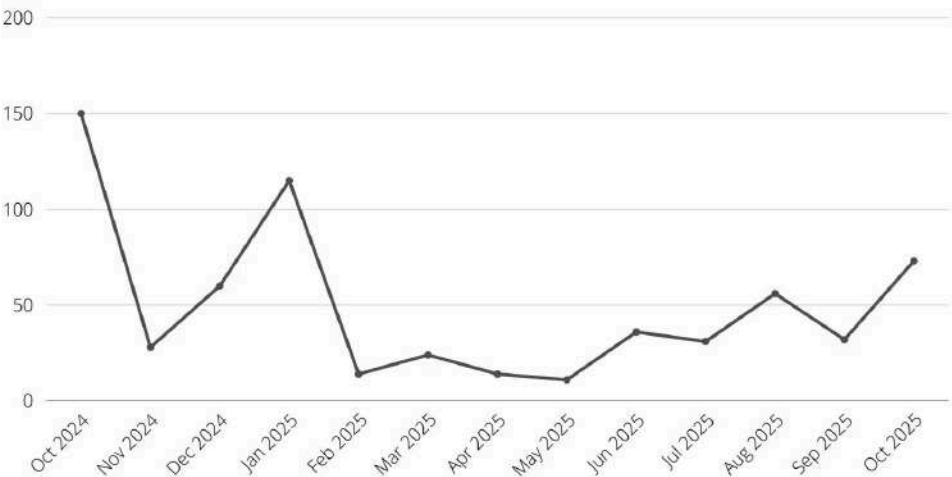
Condos & Townhomes
No data for this month.



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.

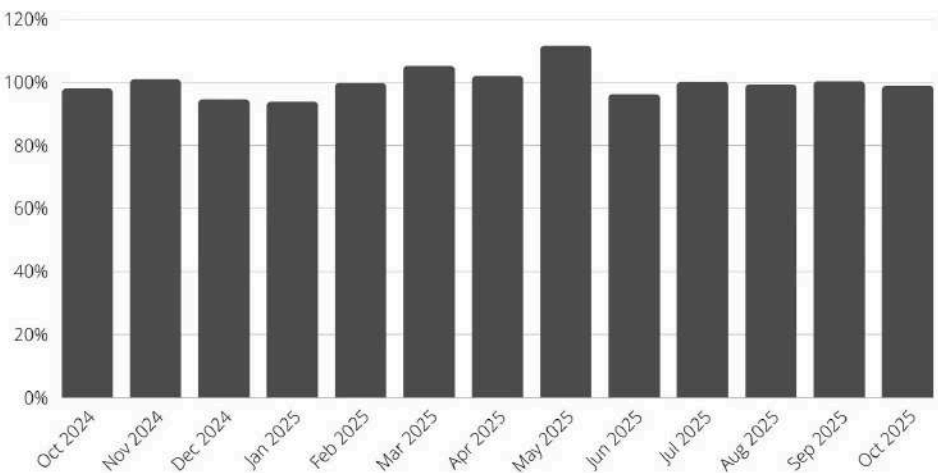
Condos & Townhomes
No data for this month.



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.





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

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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

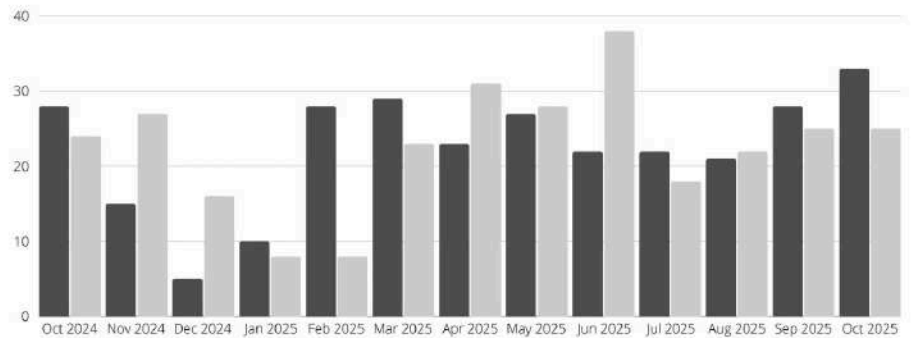




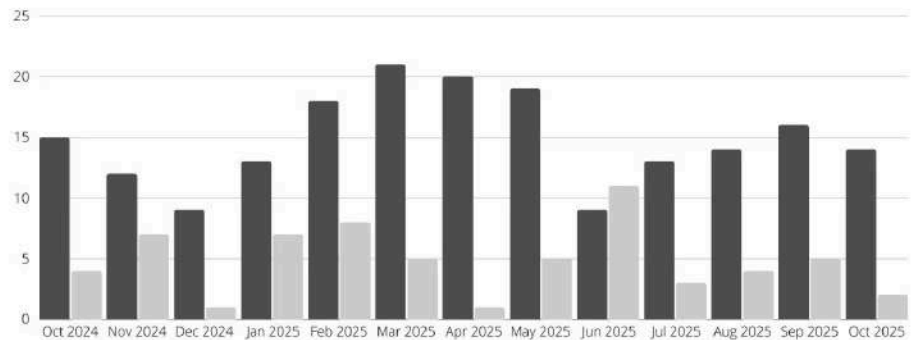
Los Altos

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.

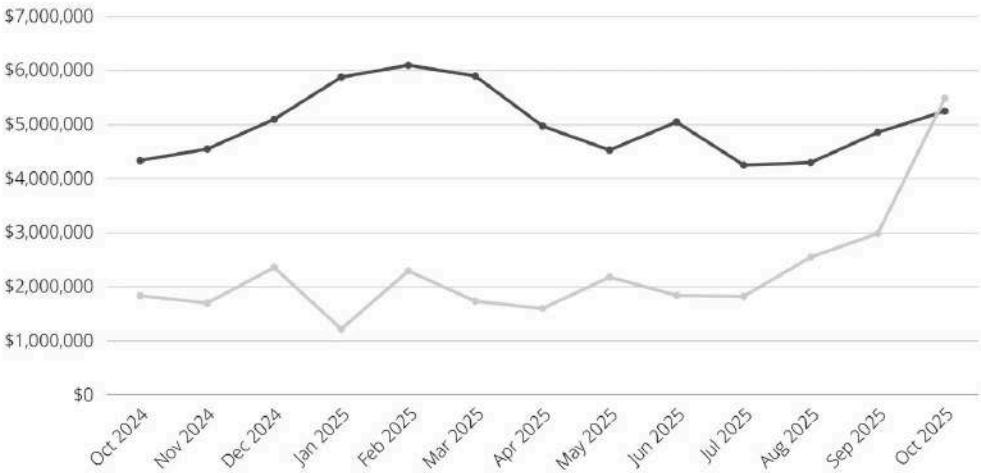
Median Sales Price

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.



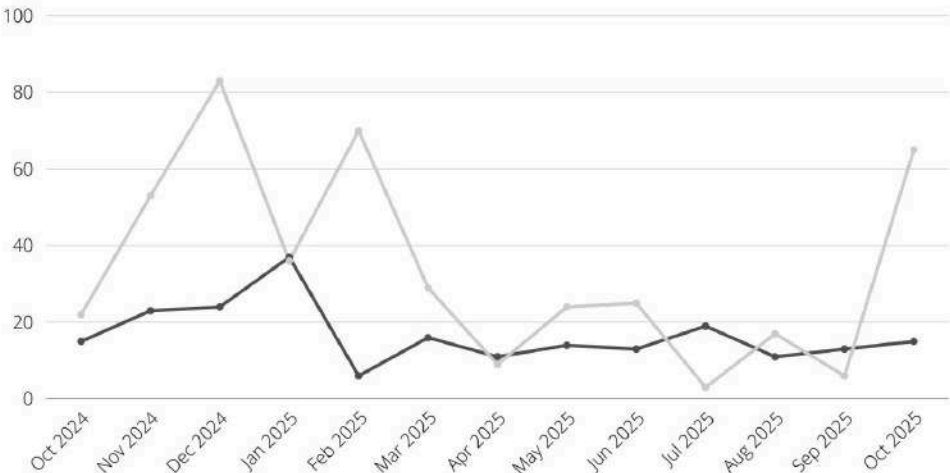
AVG Days On the Market

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.



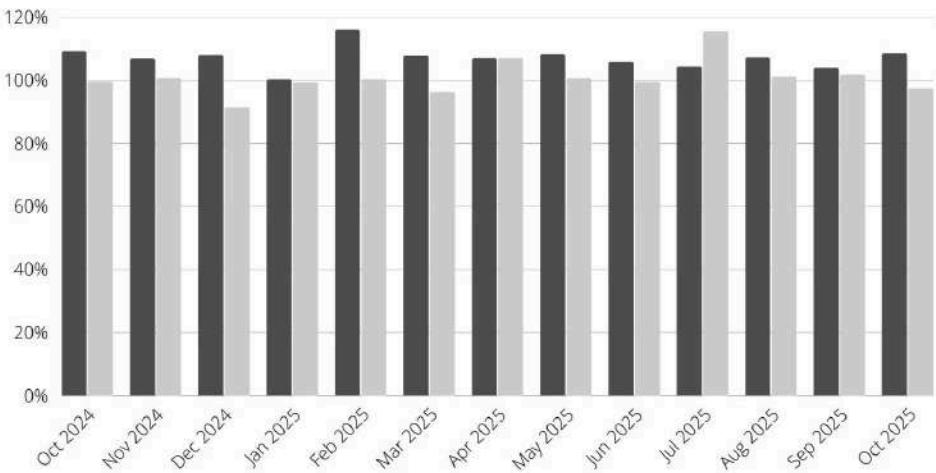
Overbids

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.



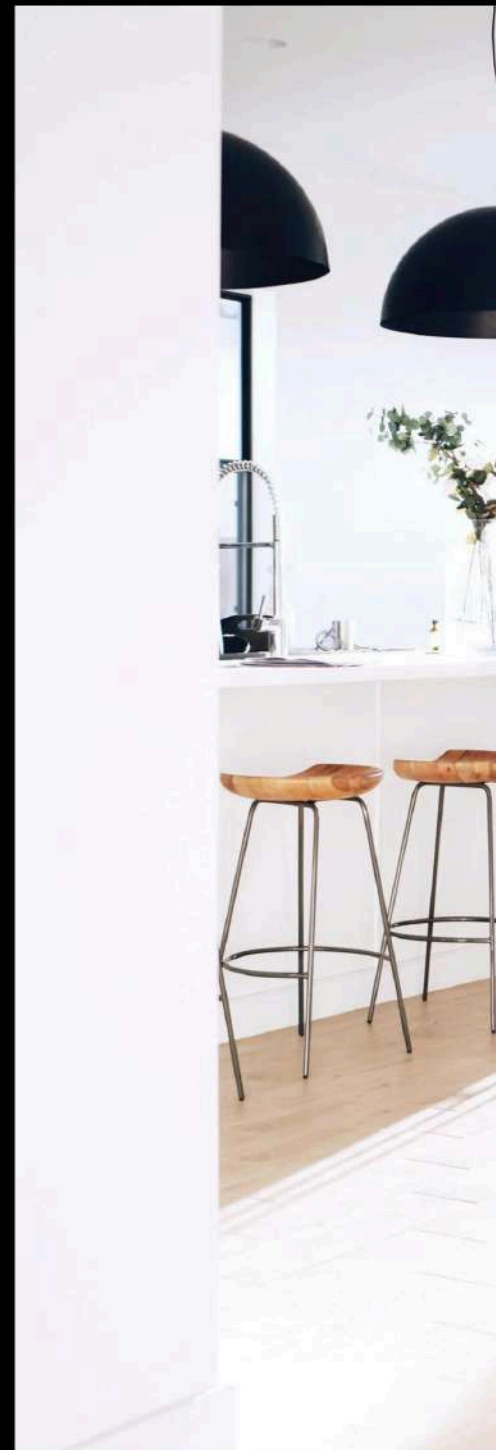


San Jose

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%

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

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

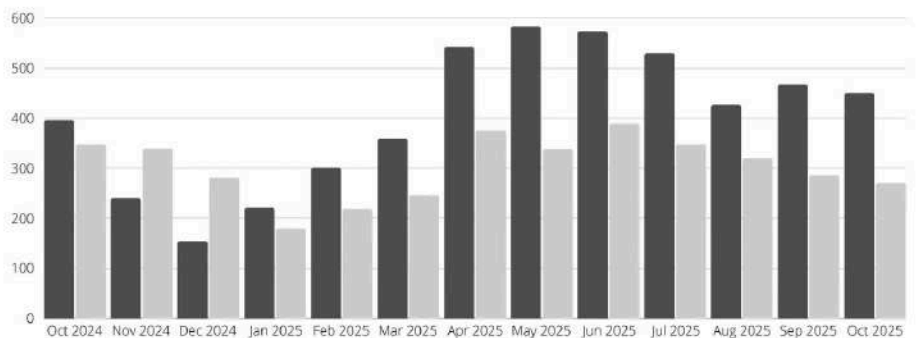




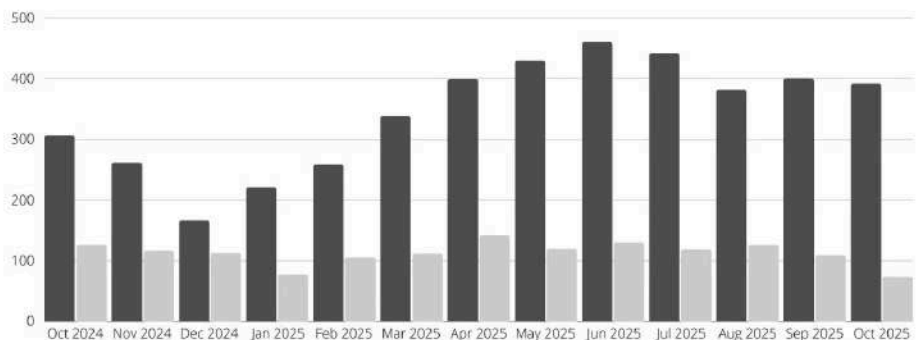
San Jose

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.

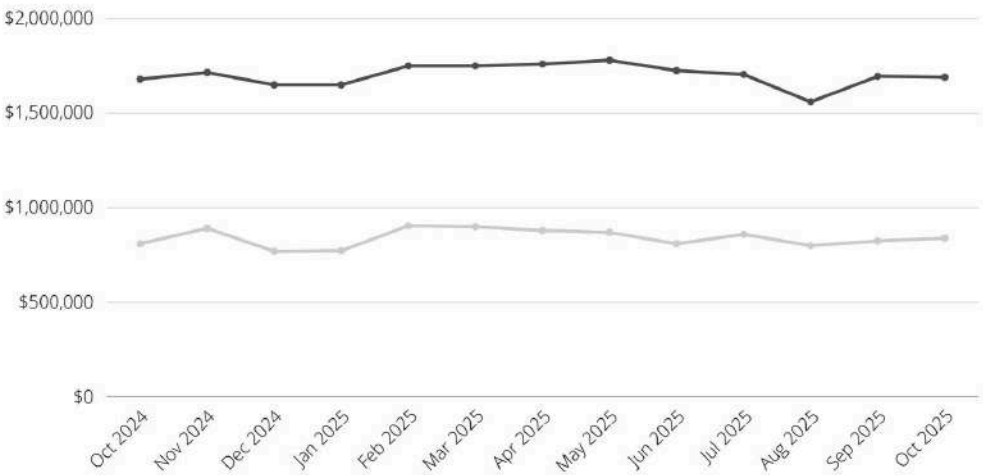
Median Sales Price

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.



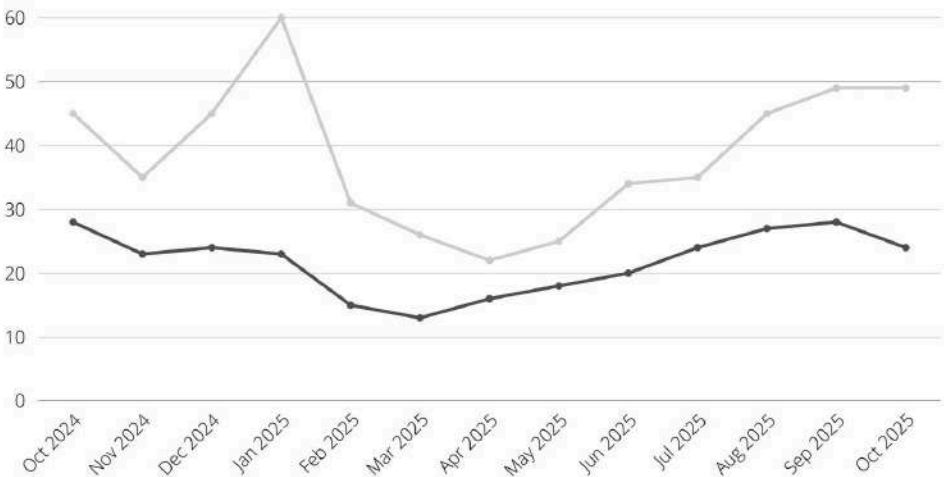
AVG Days On the Market

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.



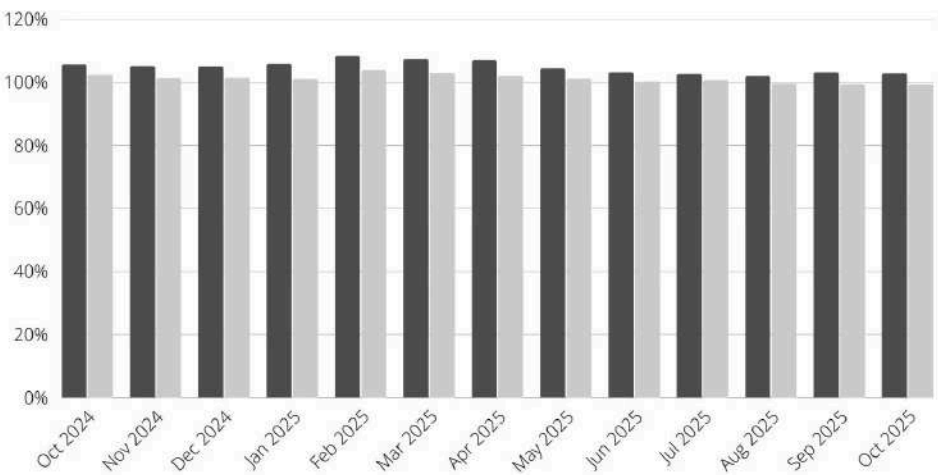
Overbids

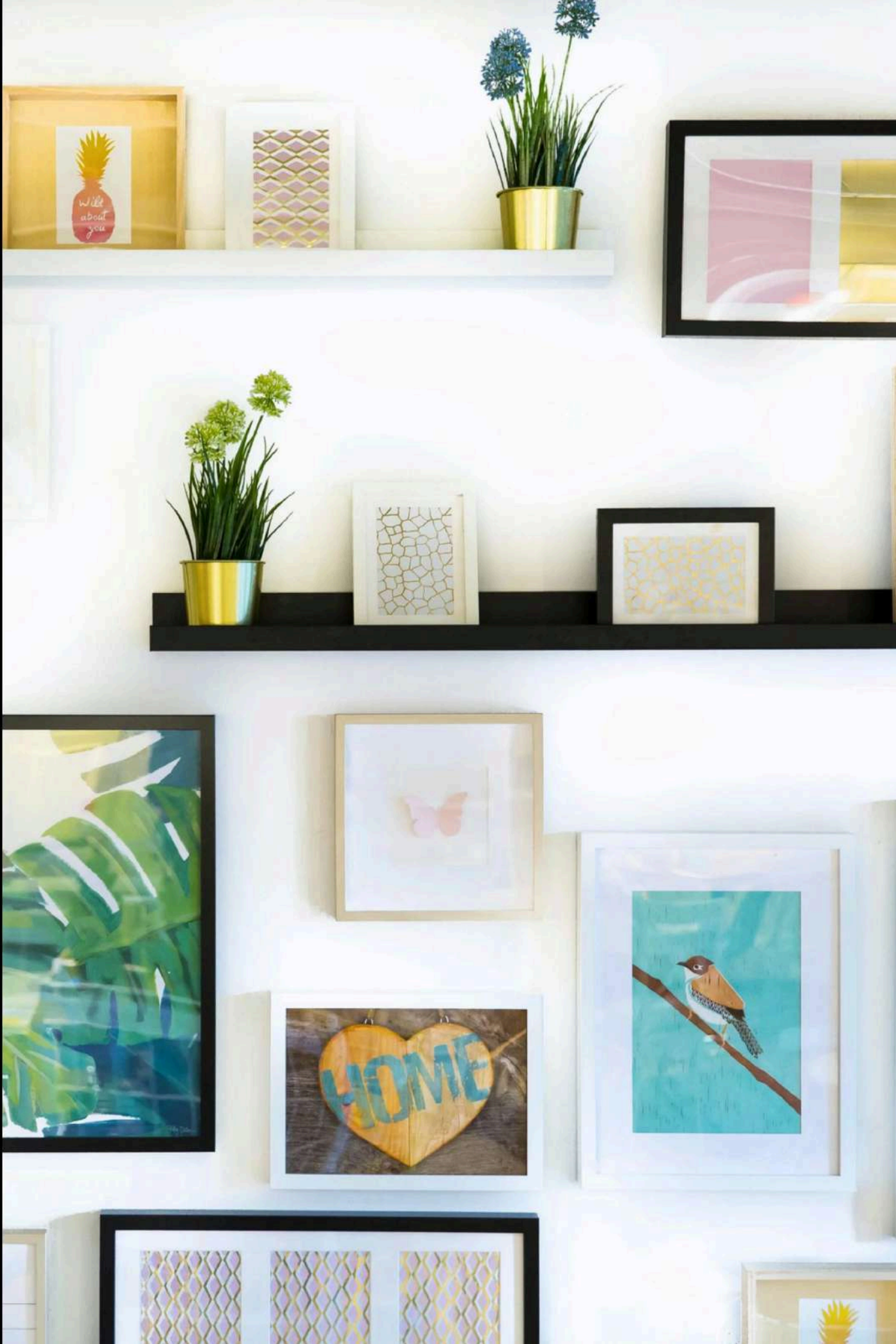
Single-Family Homes

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.





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

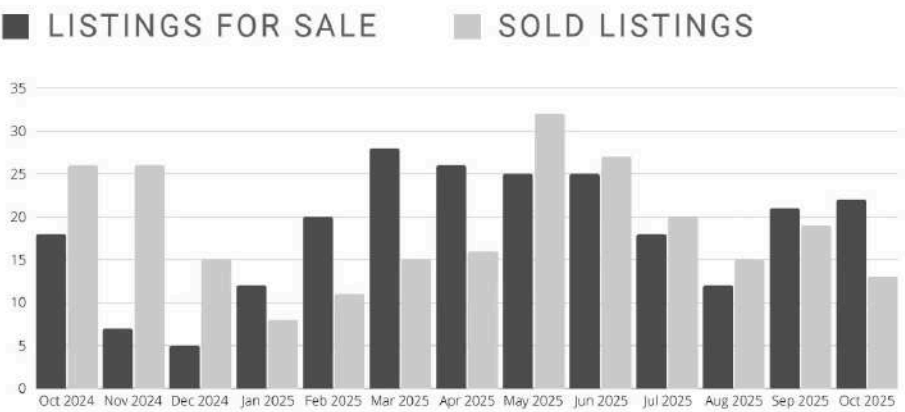
Avg Days on Market



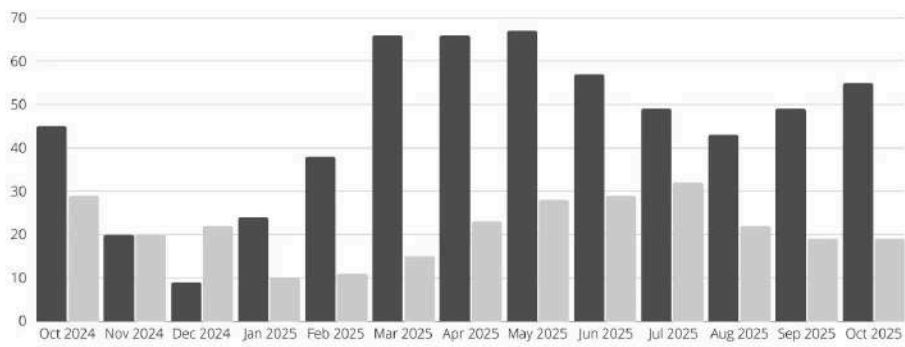


Mountain View

OCTOBER 2024 - OCTOBER 2025



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



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

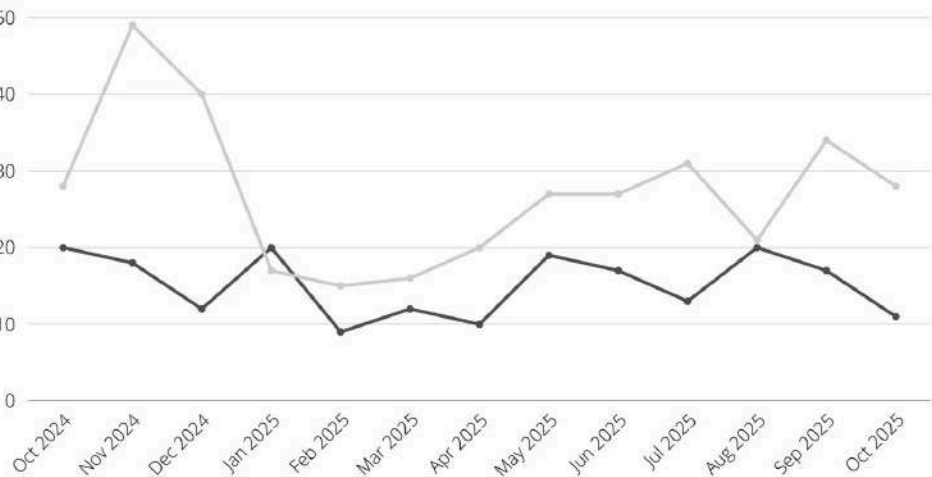
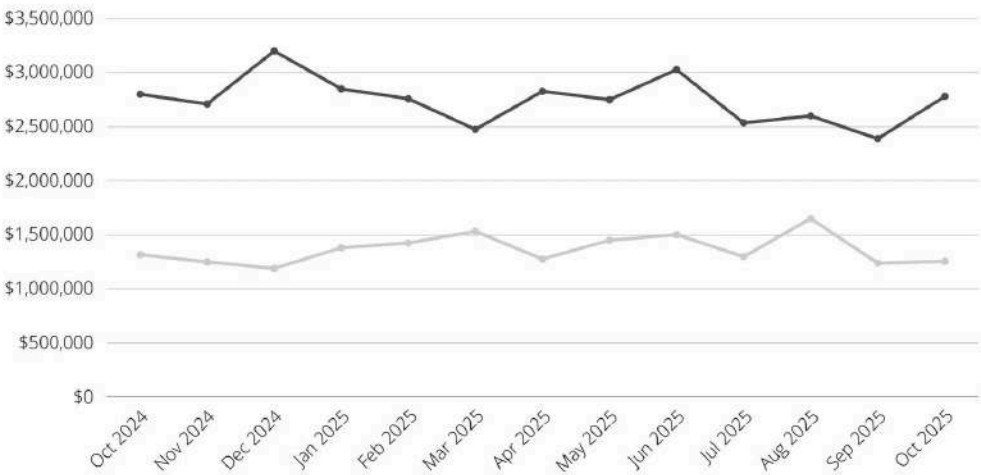
Median Sales Price

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.

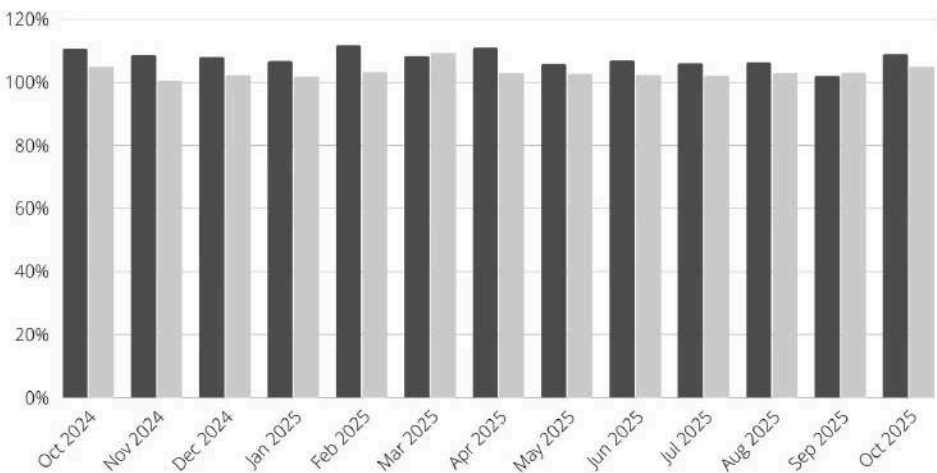
Overbids

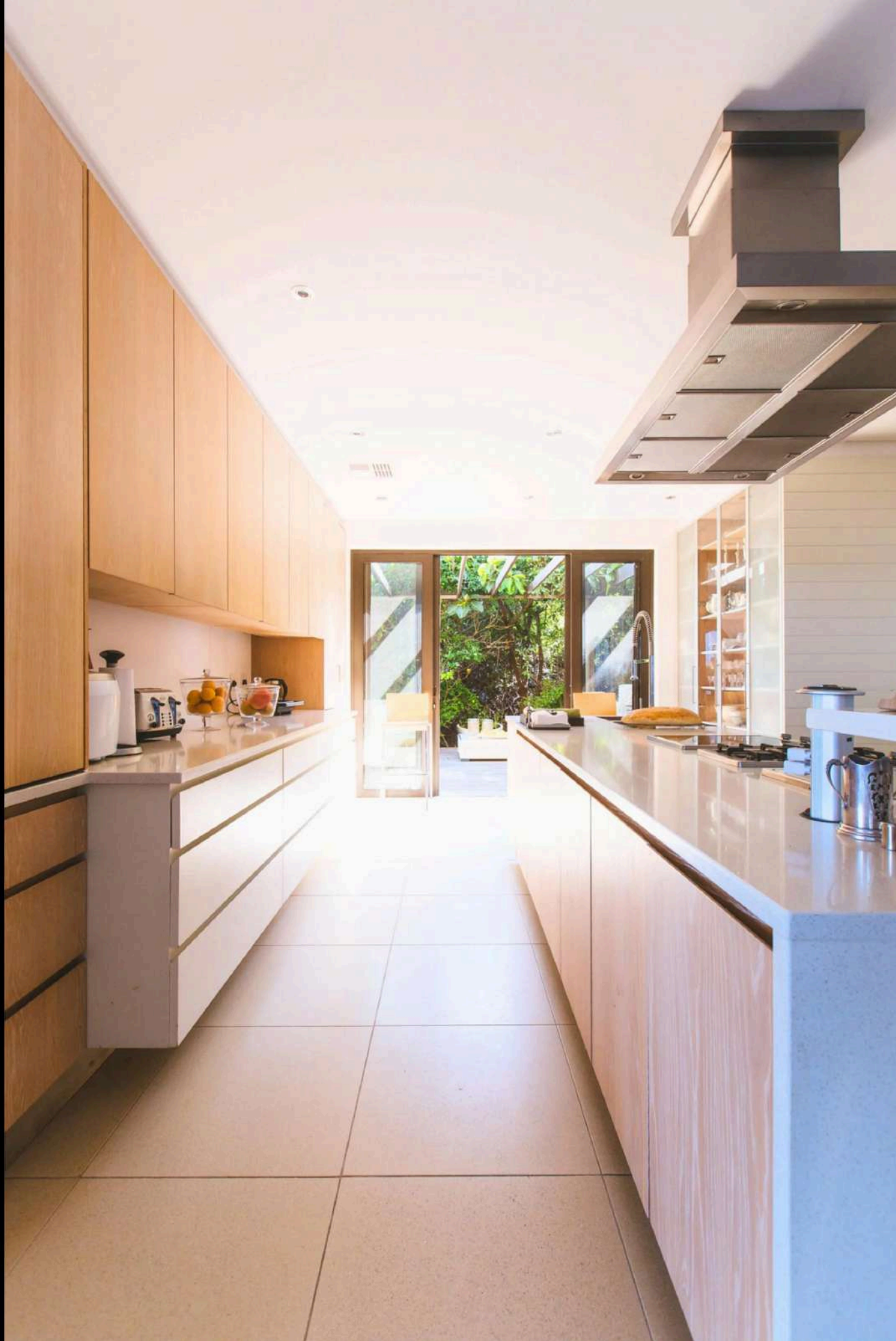
Single-Family Homes

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.





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

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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



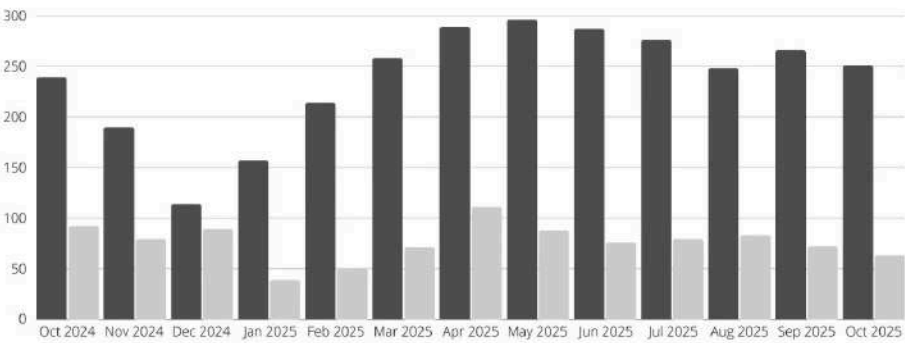


San Mateo County

OCTOBER 2024 - OCTOBER 2025



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



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

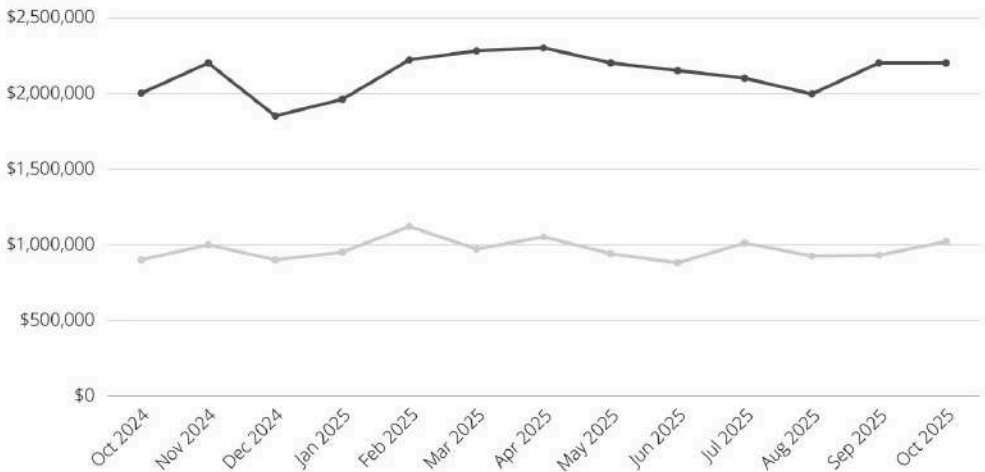
Median Sales Price

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.



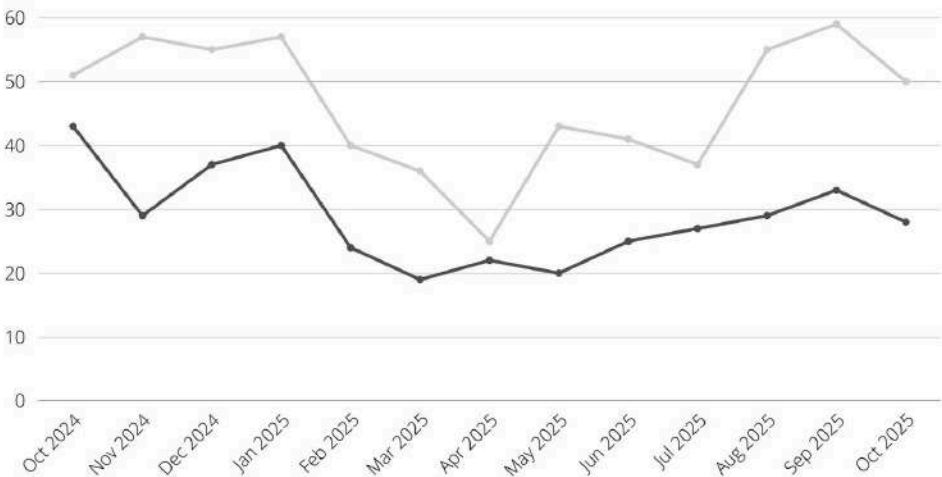
AVG Days On the Market

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.



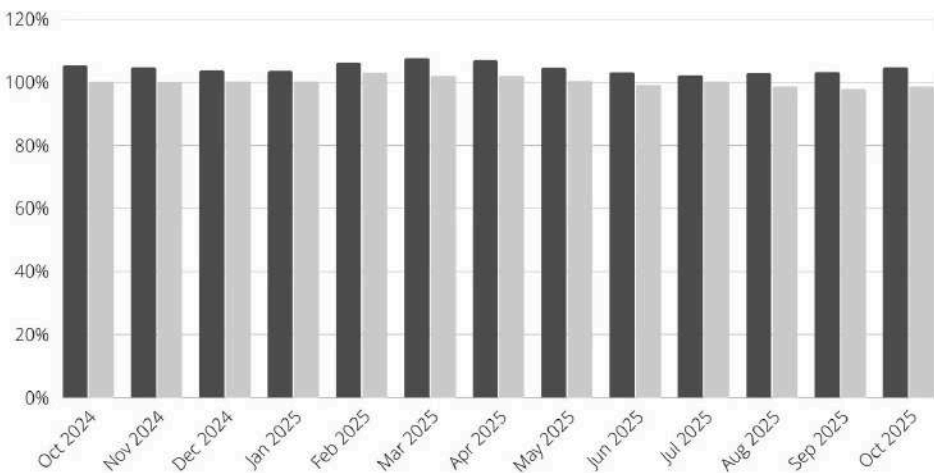
Overbids

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.





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

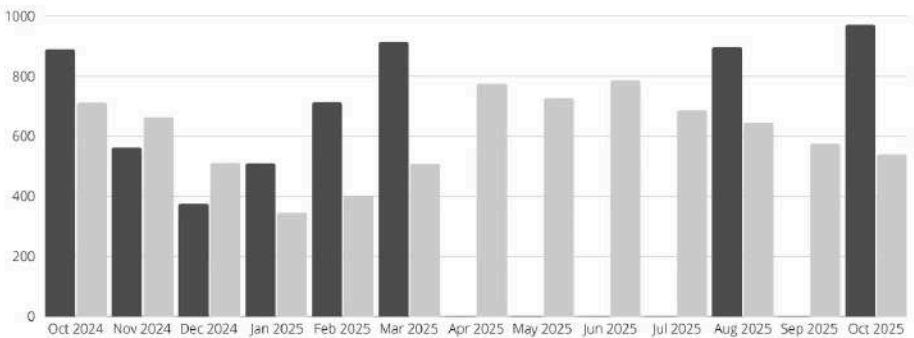




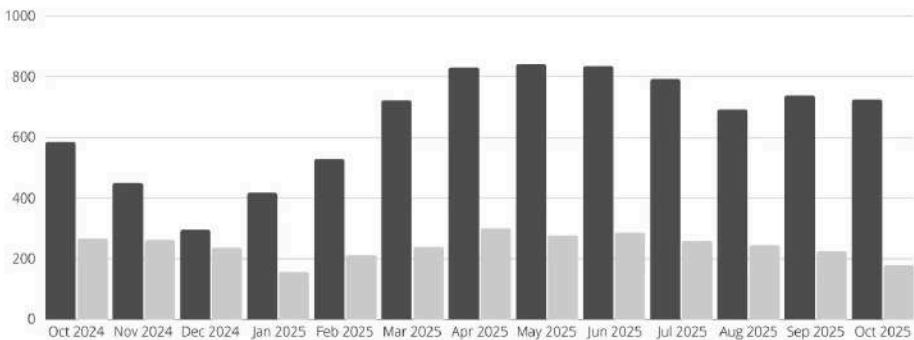
Santa Clara County

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.

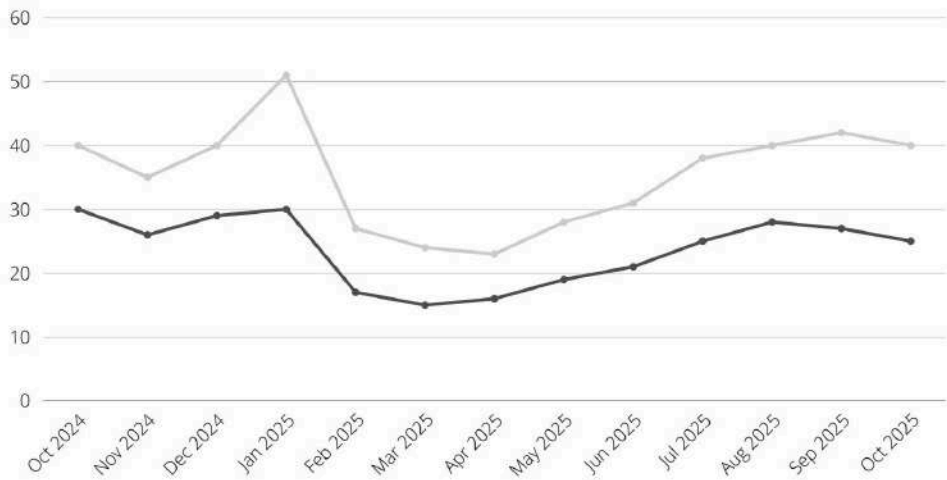
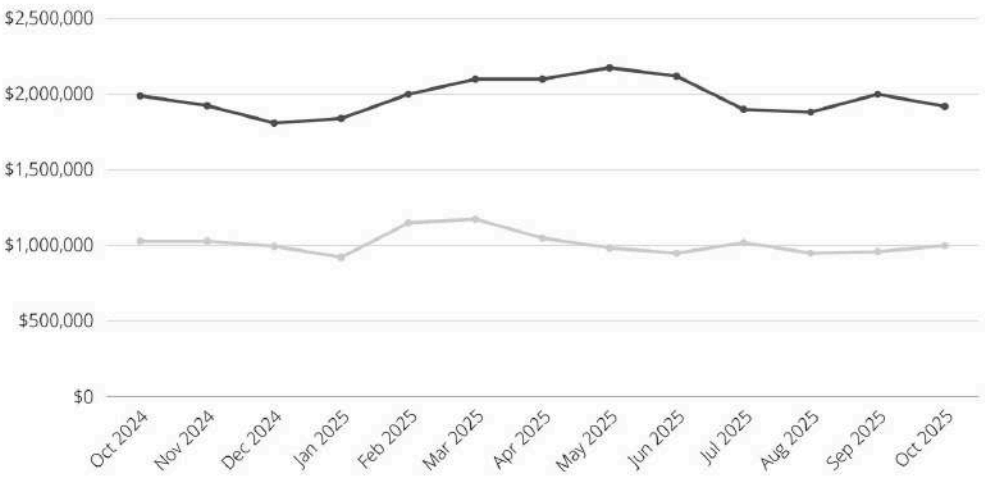
Median Sales Price

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.

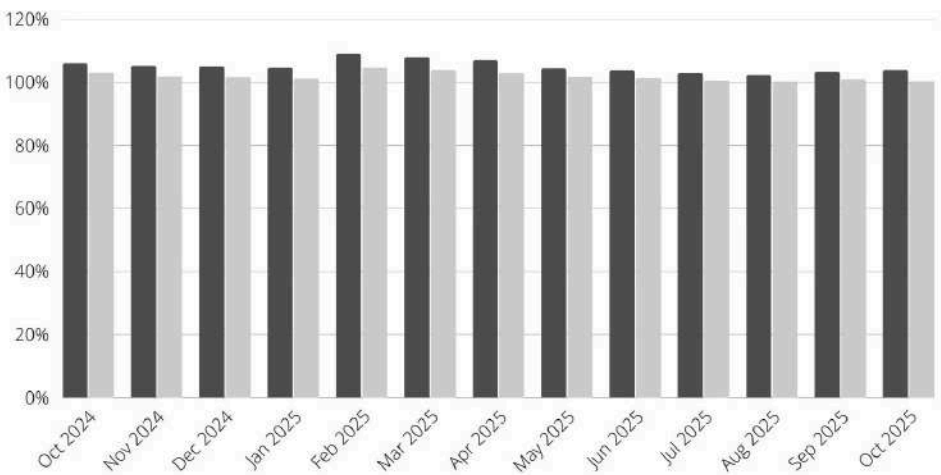
Overbids

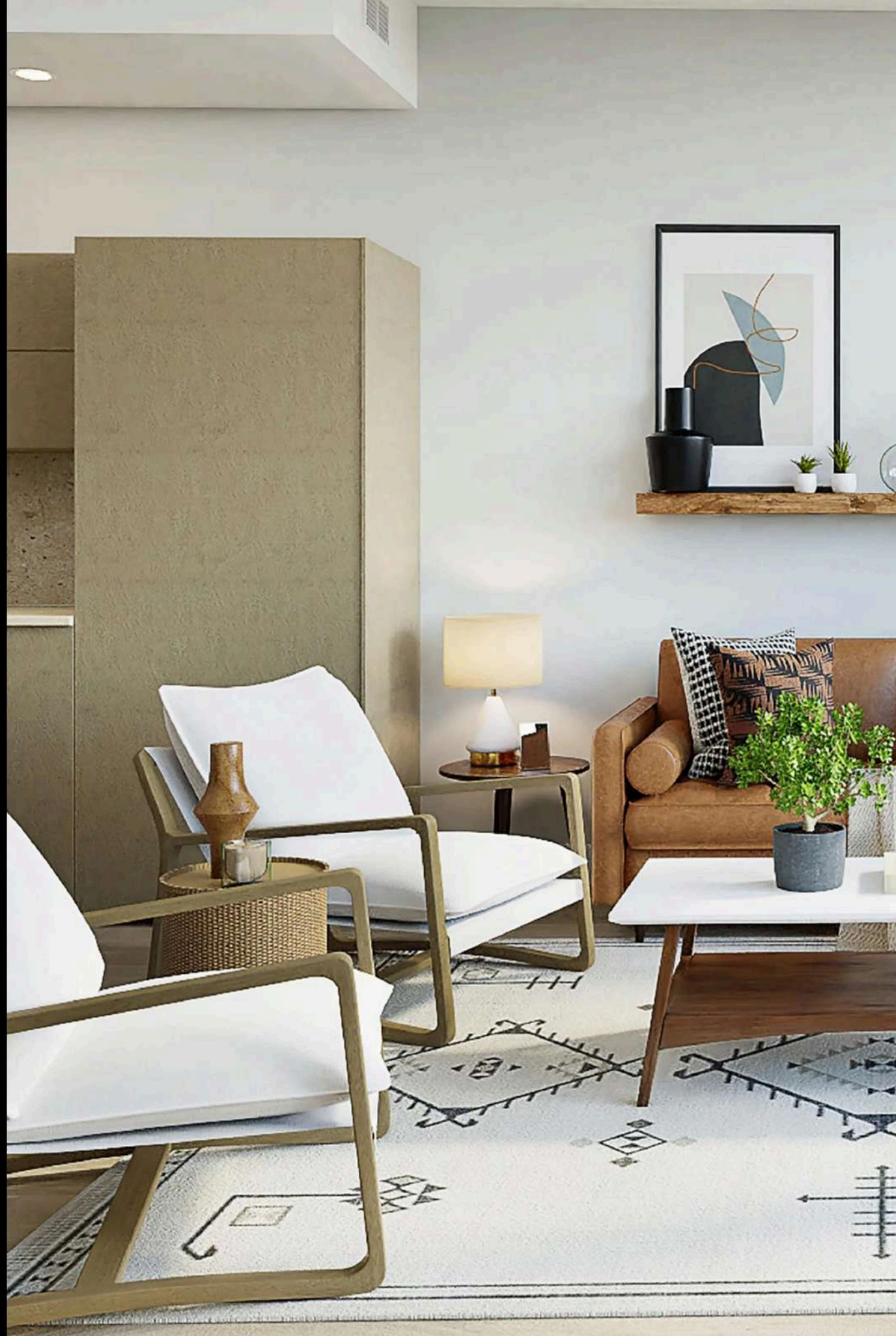
Single-Family Homes

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.





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

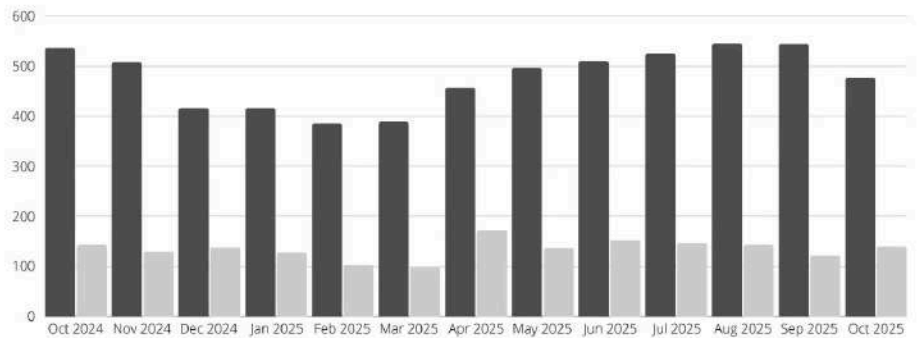




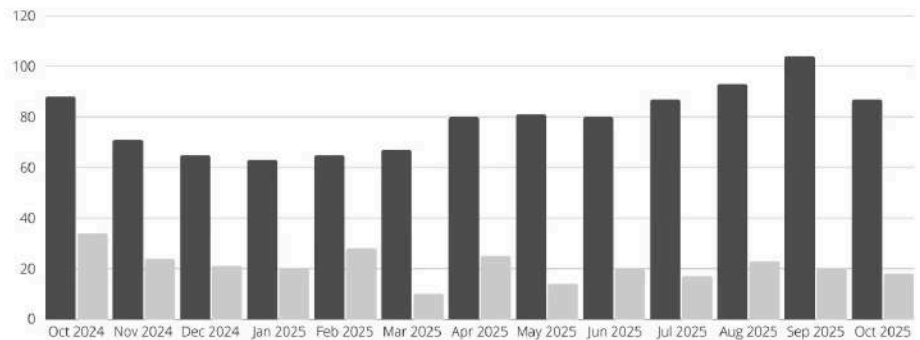
Monterey County

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.

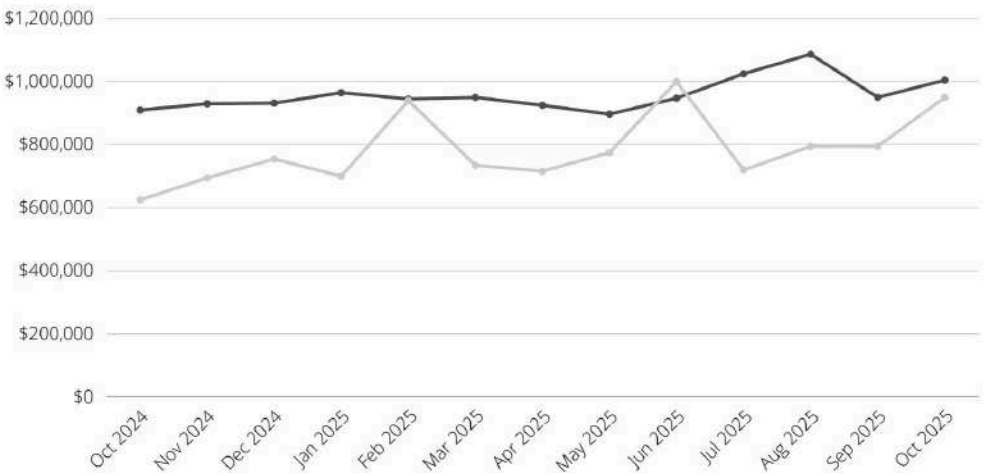
Median Sales Price

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.



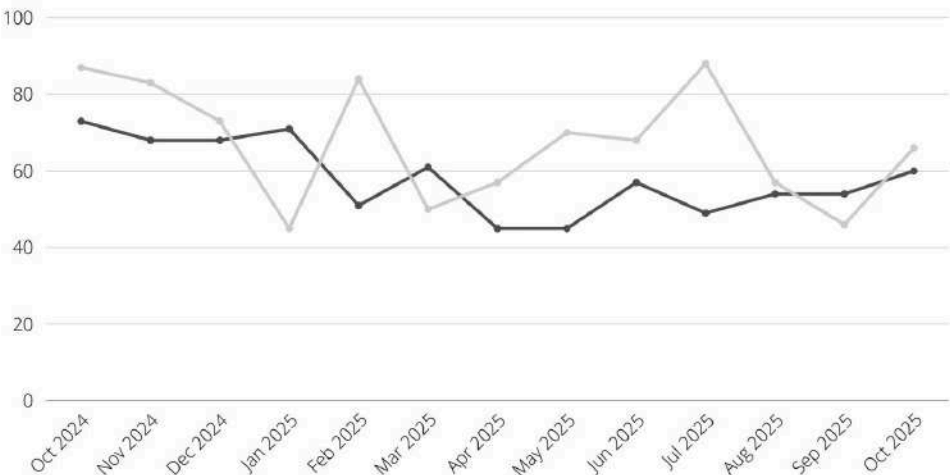
AVG Days On the Market

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.



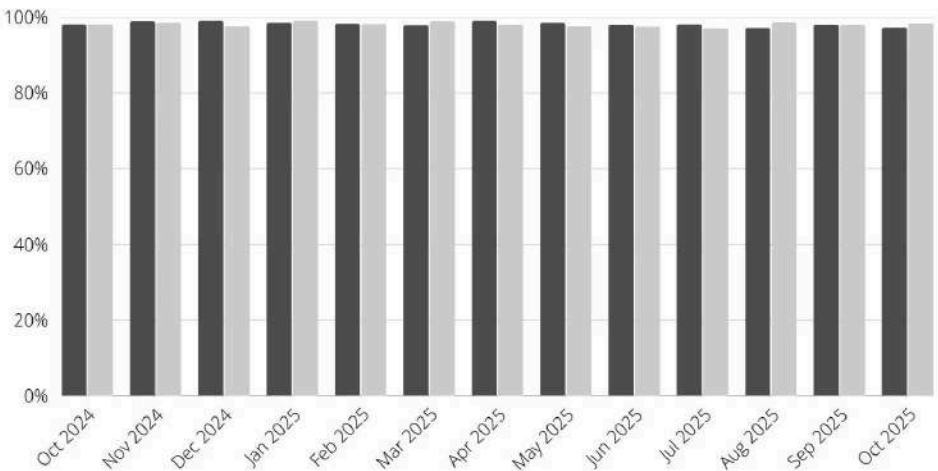
Overbids

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.





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

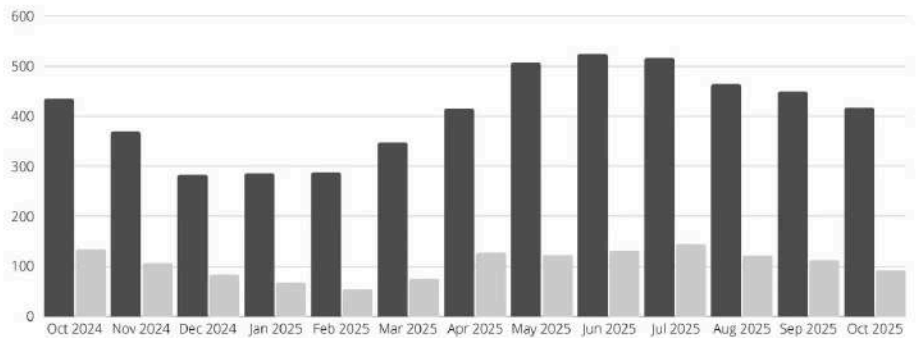




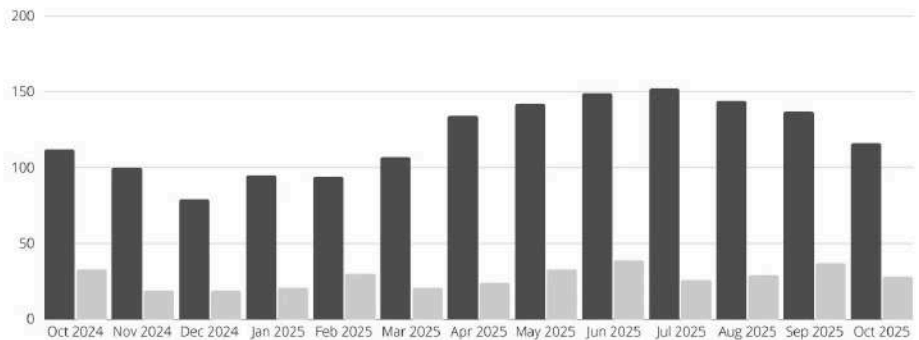
Santa Cruz County

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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

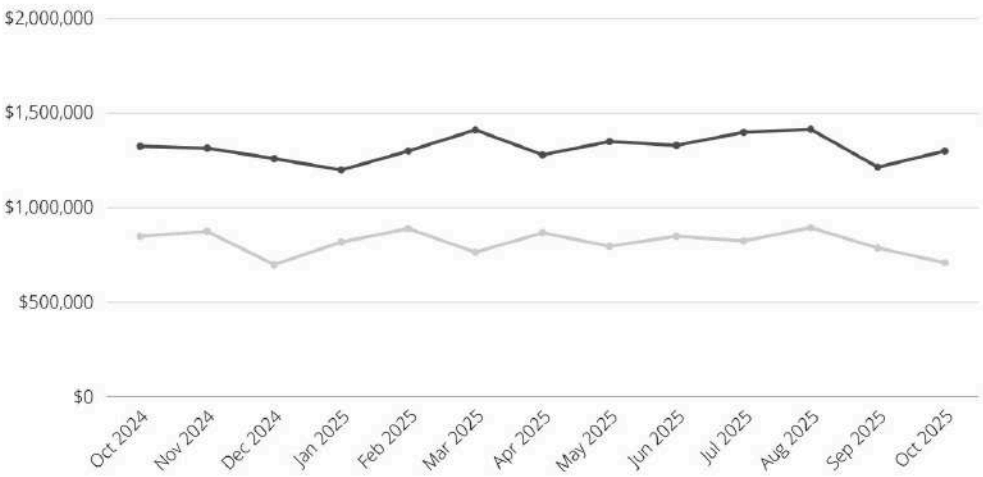


Condos & Townhomes
Last 12 months, year-over-year.

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.

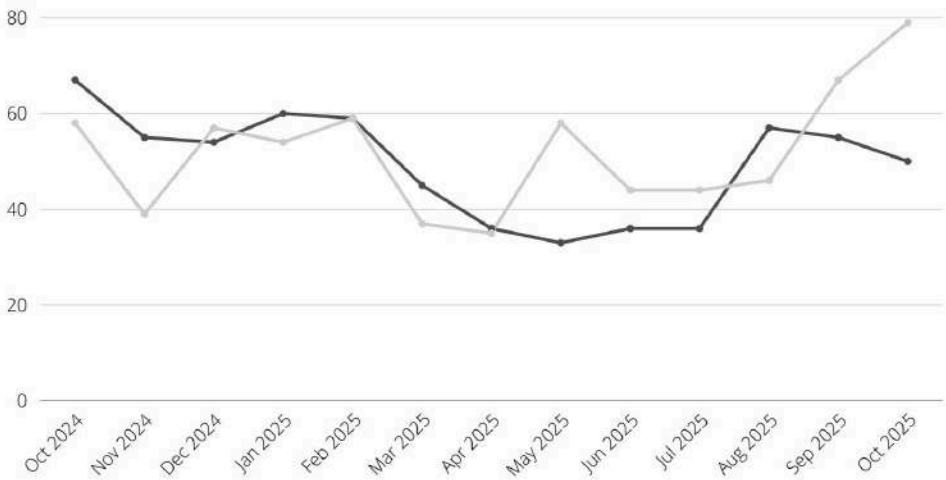
Condos & Townhomes
The median sale price has decreased from \$850k last October 2024, to \$710k as of October 2025.



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.

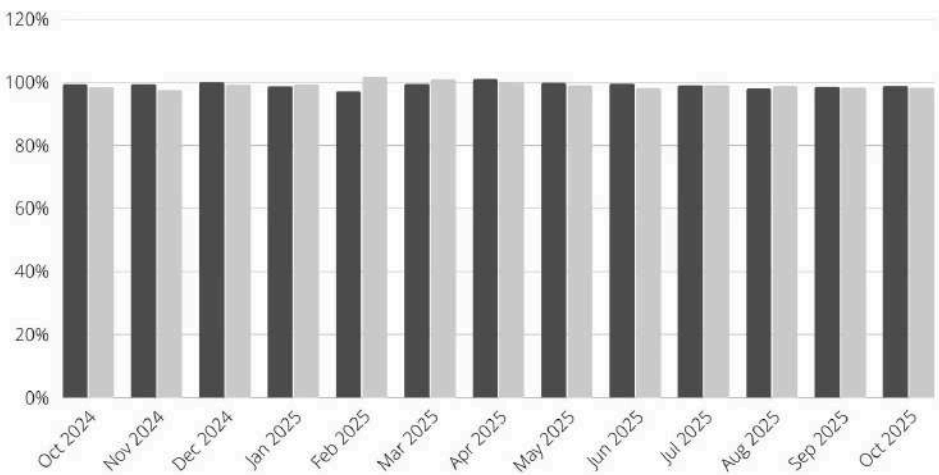
Condos & Townhomes
The average time spent on the market went up from 58 days in October 2024, to 79 days as of October 2025.

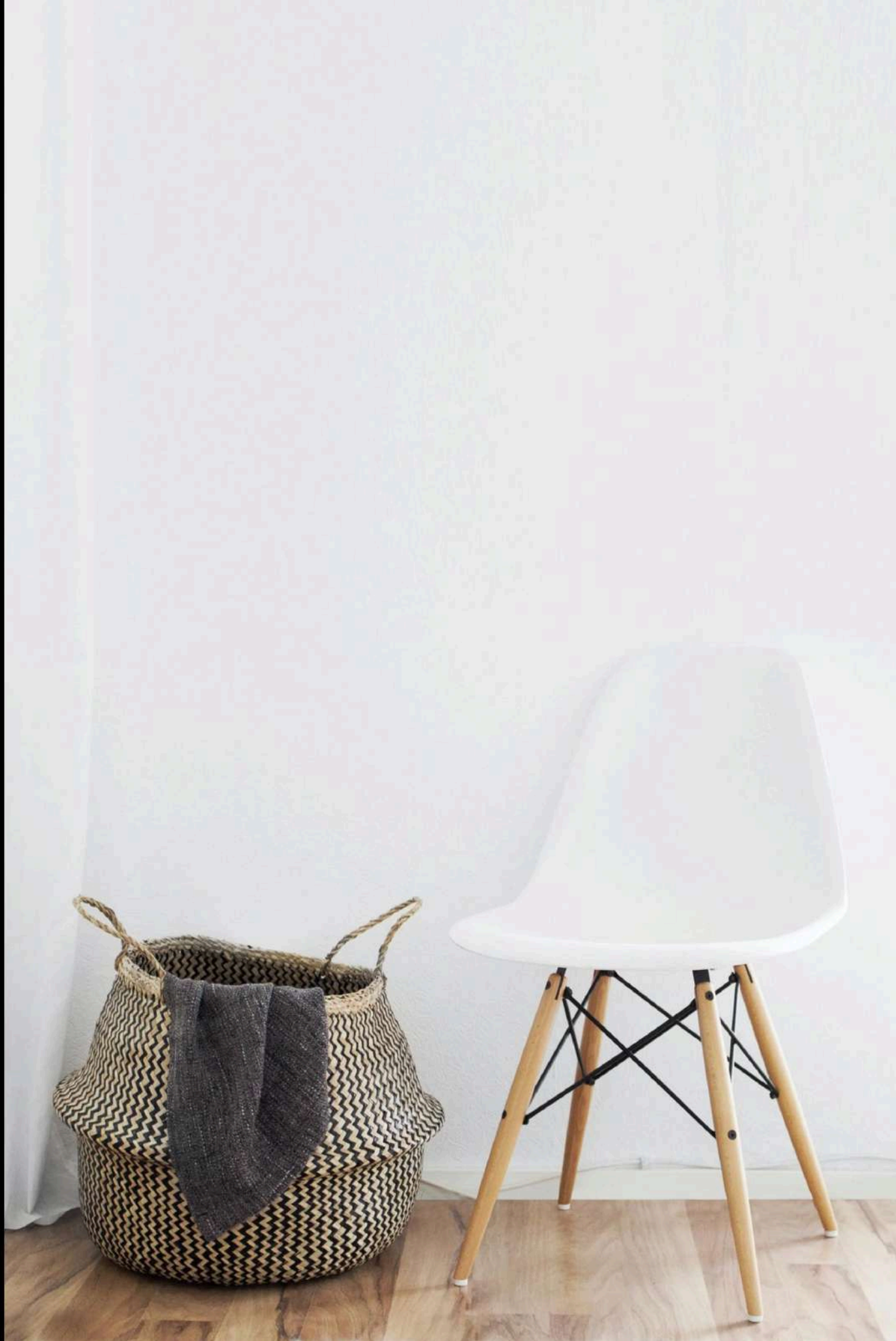


Overbids

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.





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



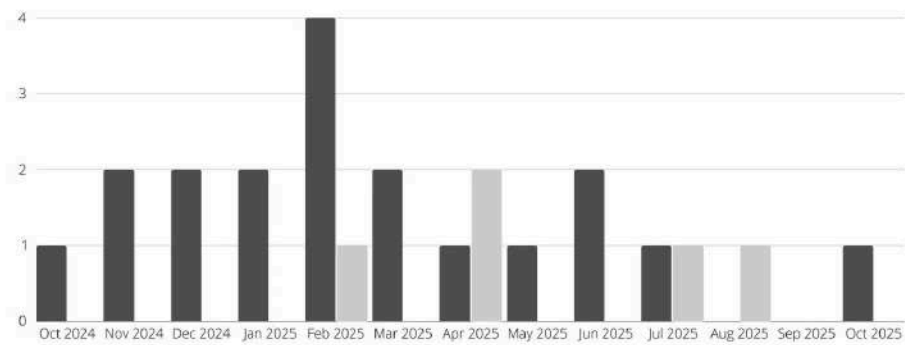


East Palo Alto

OCTOBER 2024 - OCTOBER 2025



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



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

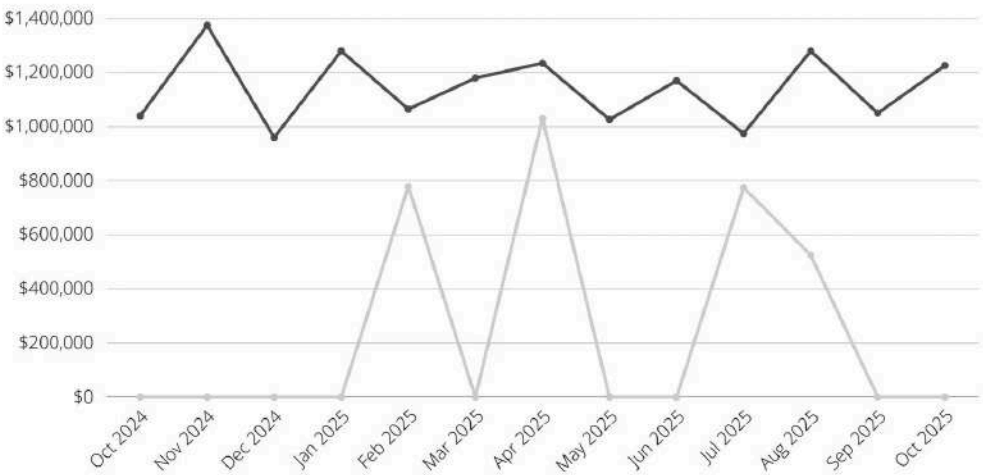
Median Sales Price

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.



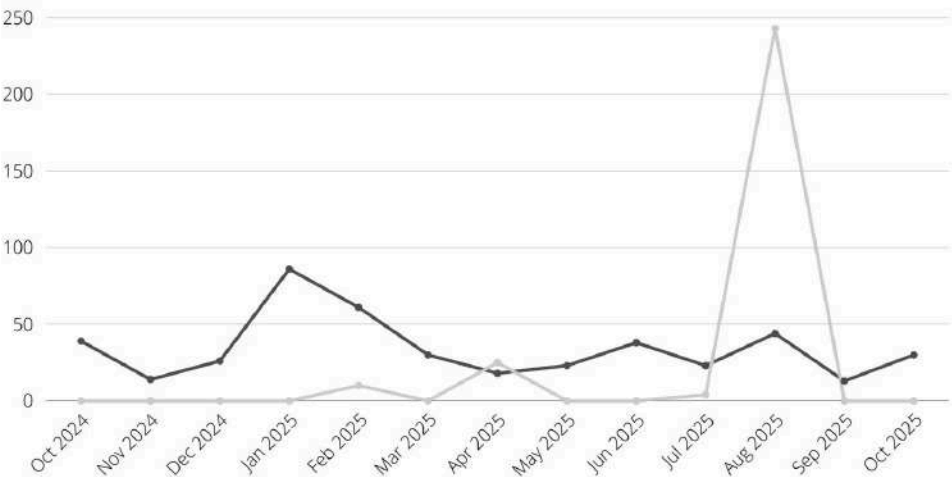
AVG Days On the Market

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.



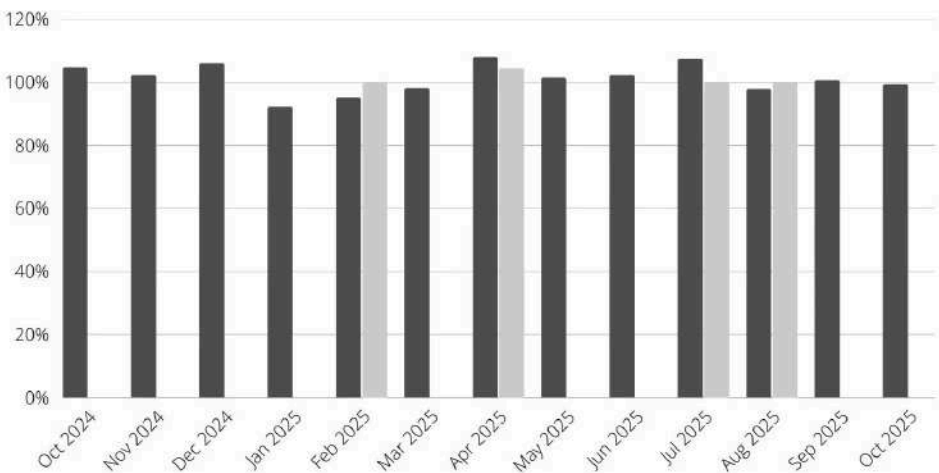
Overbids

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.



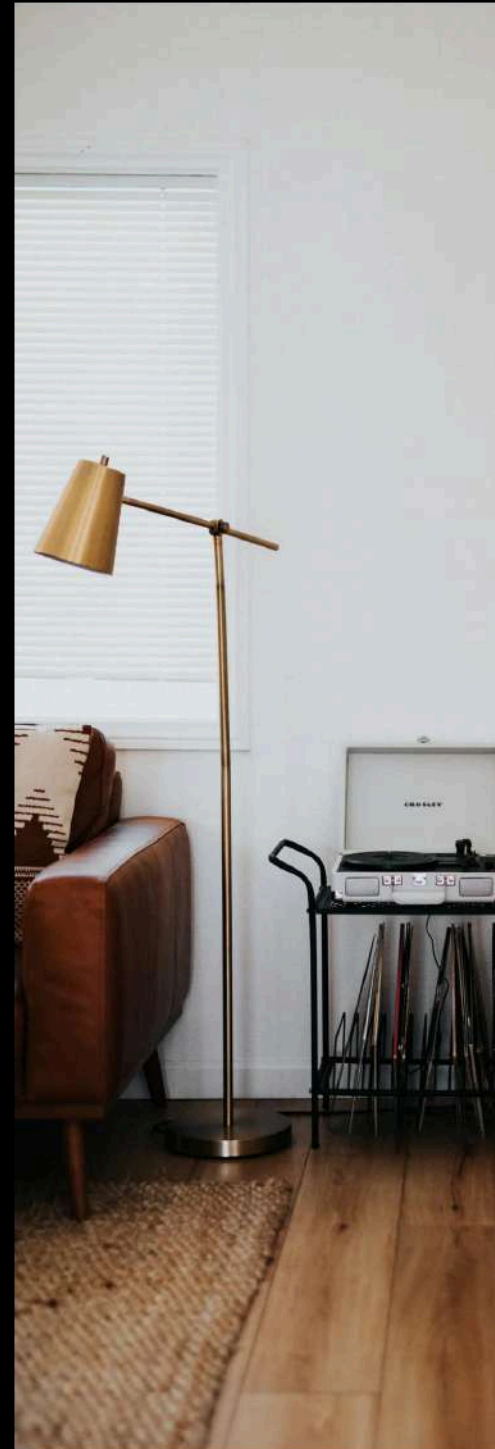


Sunnyvale

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

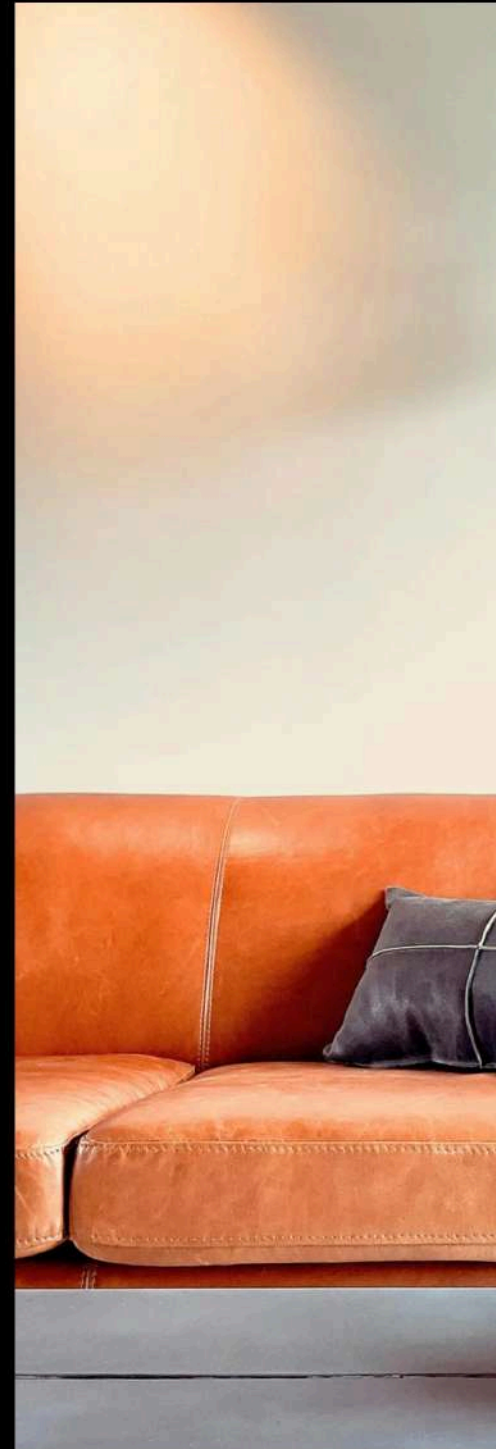
Median Sale Price

101.9%

Median Sale vs List

26

Avg Days on Market

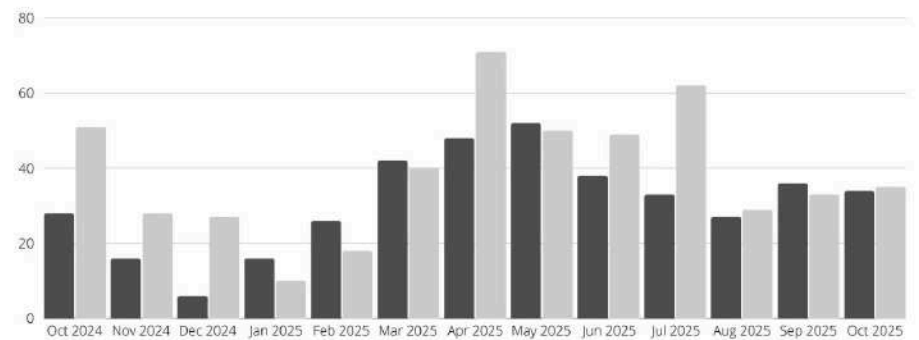




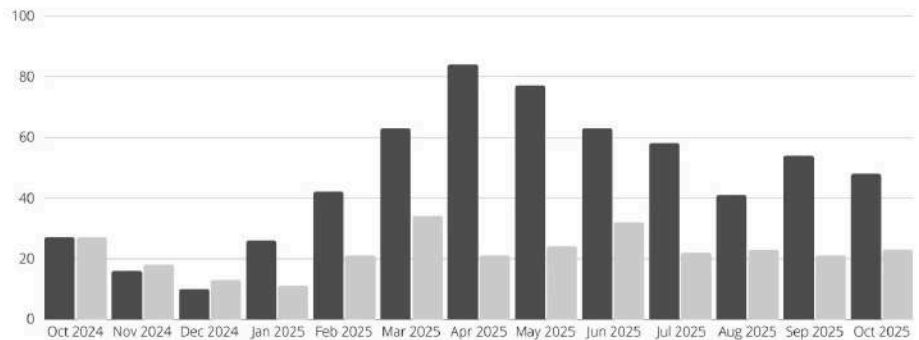
Sunnyvale

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.

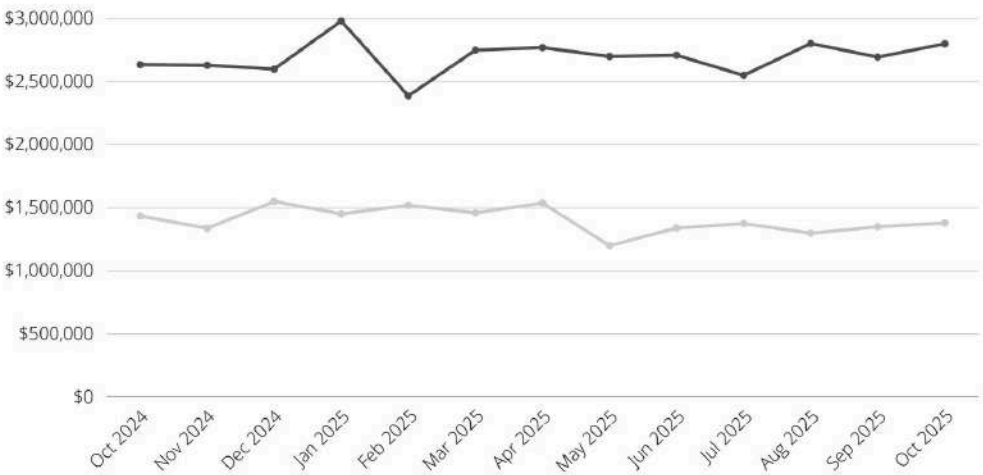
Median Sales Price

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.



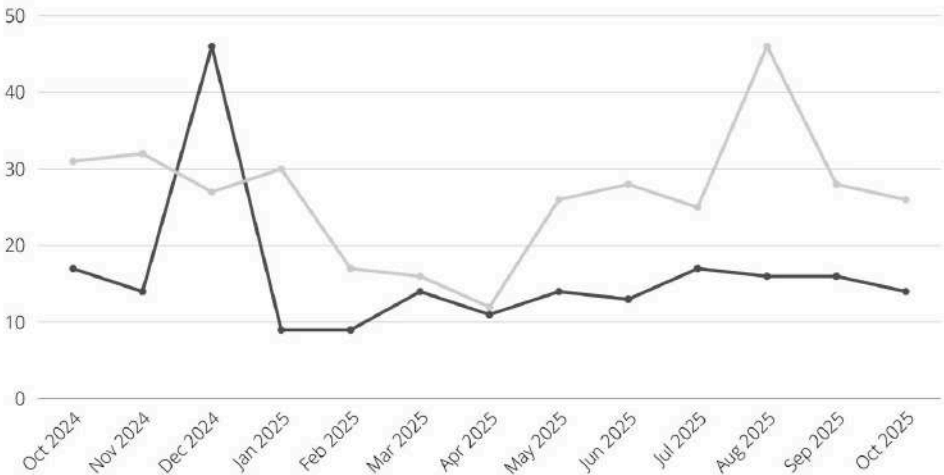
AVG Days On the Market

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.



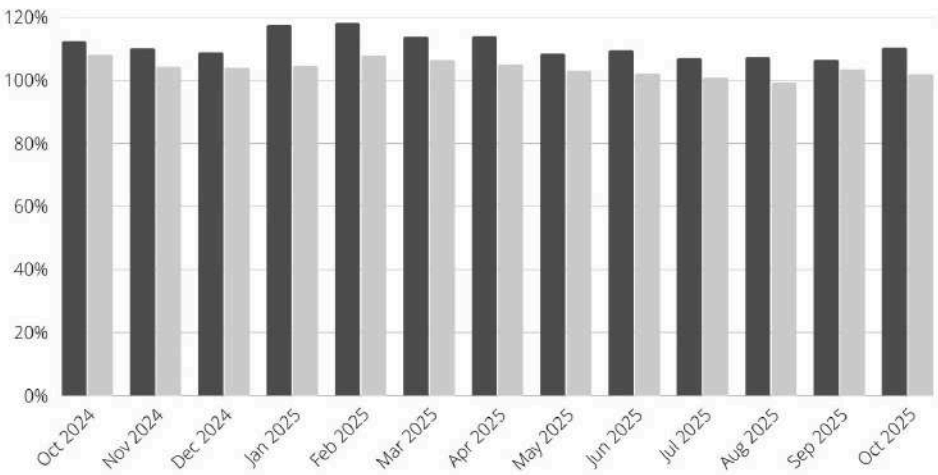
Overbids

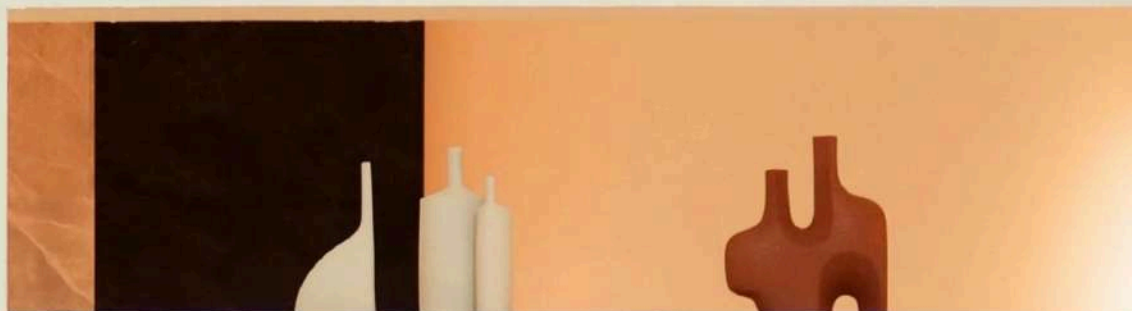
Single-Family Homes

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.





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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

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CONDO

Condo & Townhomes

22

New Listings

16

Sold Listings

3

Months of Inventory

\$800K

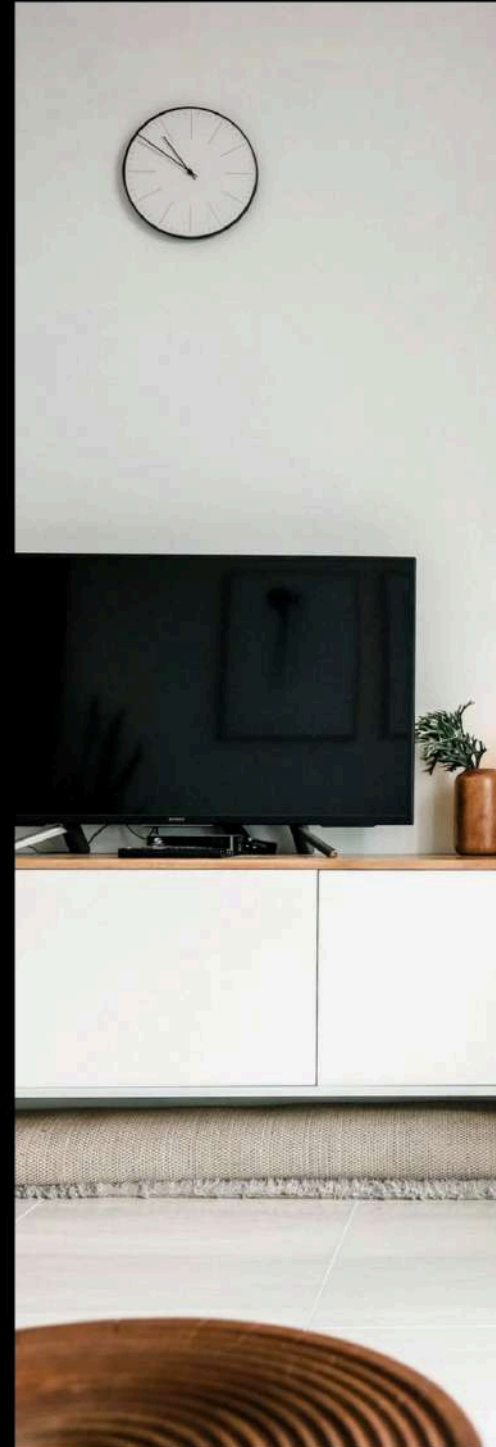
Median Sale Price

100.4%

Median Sale vs List

29

Avg Days on Market



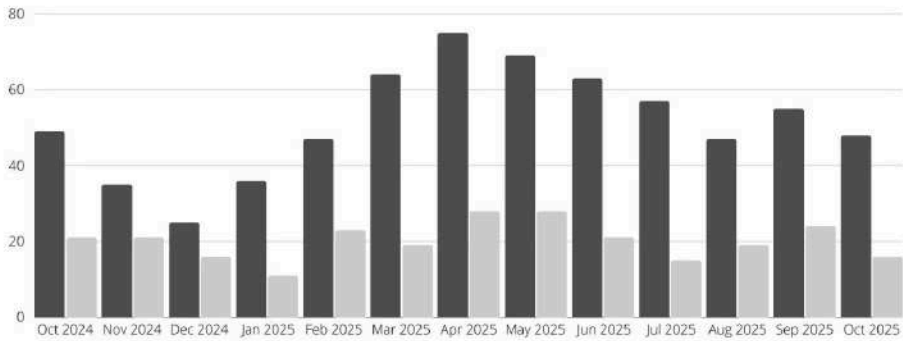


Santa Clara City

OCTOBER 2024 - OCTOBER 2025



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



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

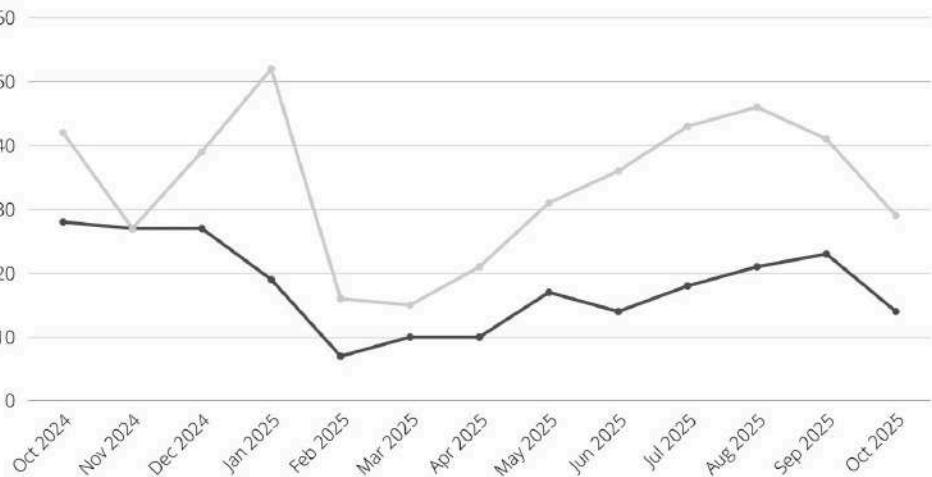
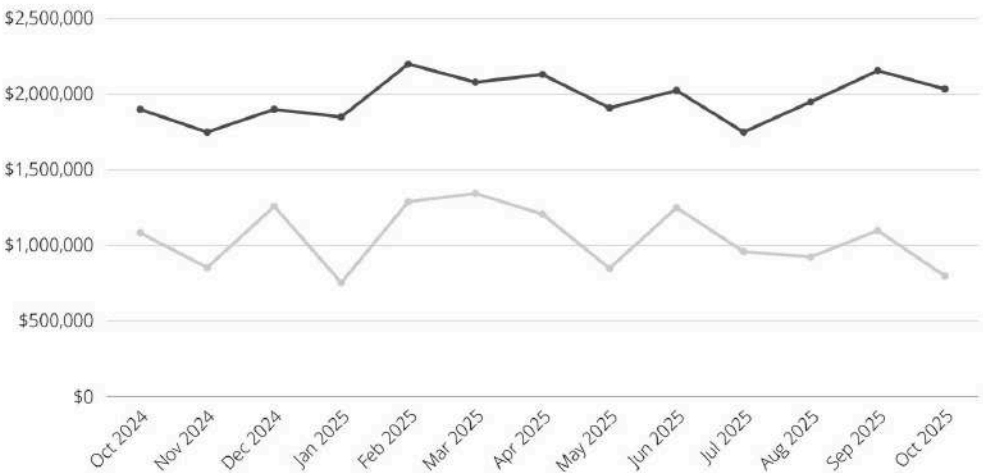
Median Sales Price

Single-Family Homes

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

Condos & Townhomes

The median sale price has decreased from \$1m last October 2024, to \$800k 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.

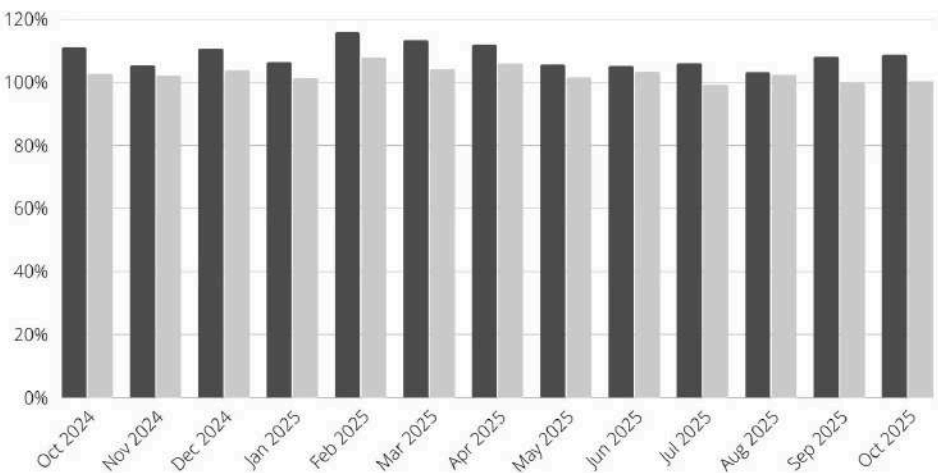
Overbids

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.





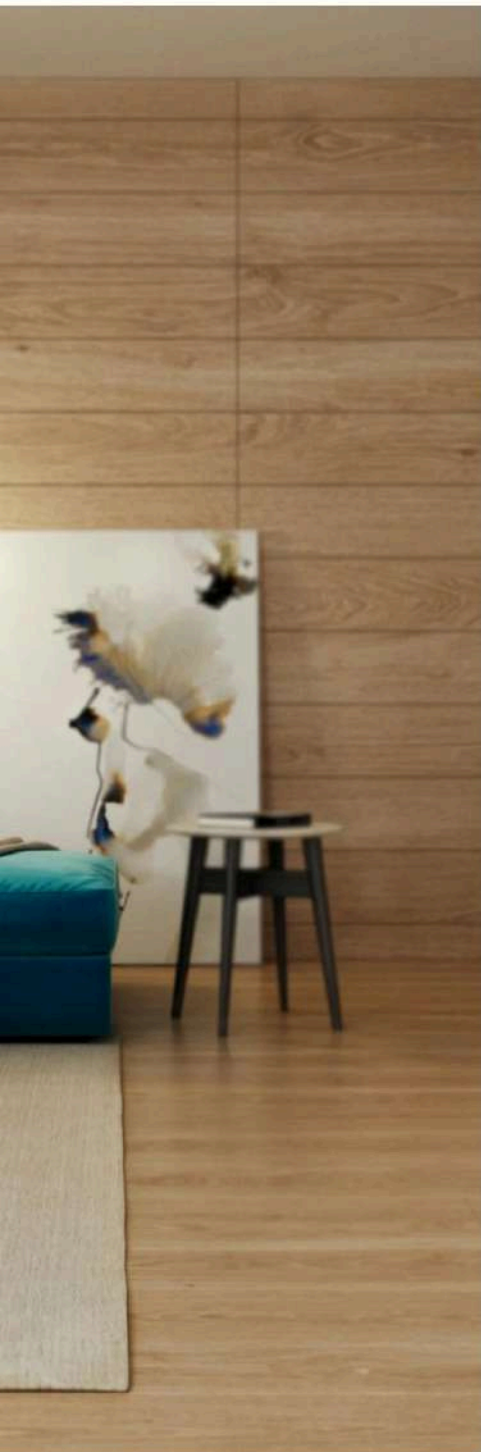
Saratoga

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

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CONDO

Condo & Townhomes

9

New Listings

6

Sold Listings

3.7

Months of Inventory

\$2M

Median Sale Price

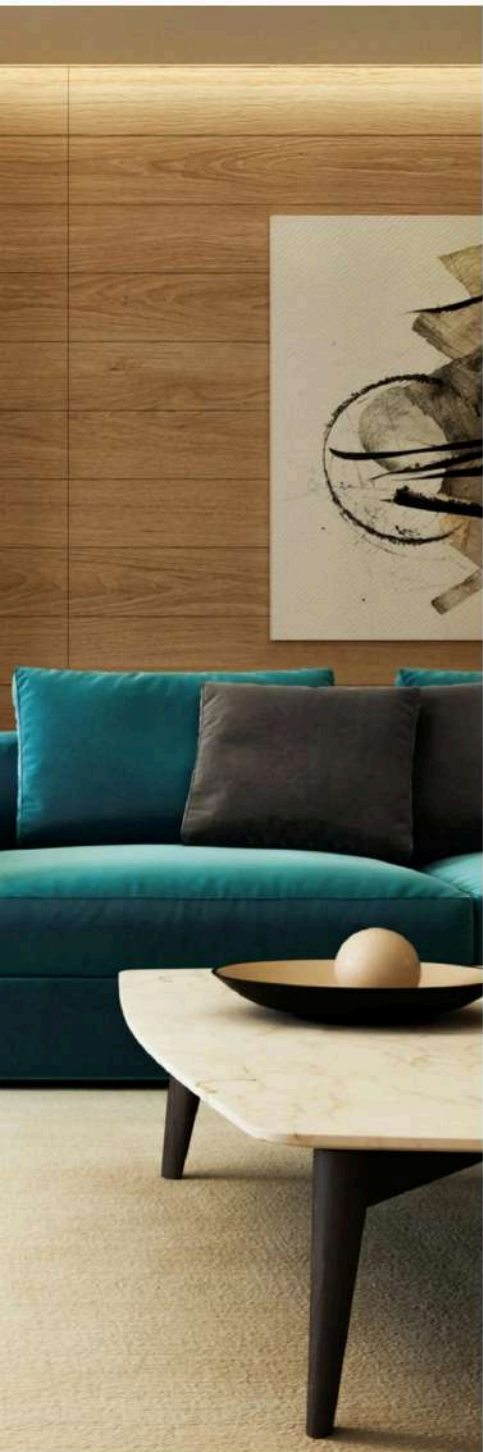
99.8%

Median Sale vs List

28

Avg Days on Market

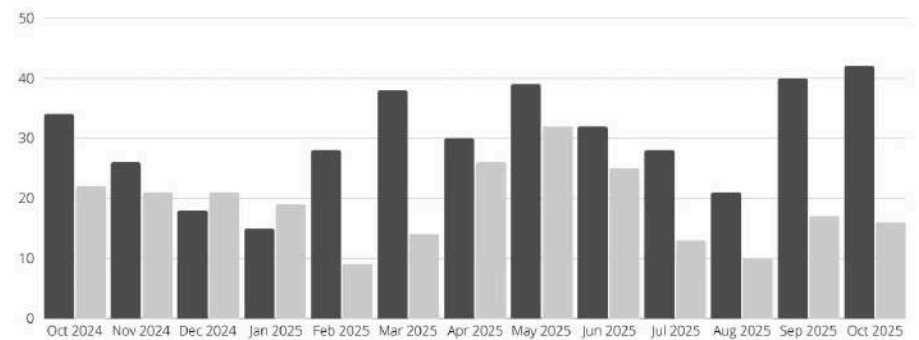




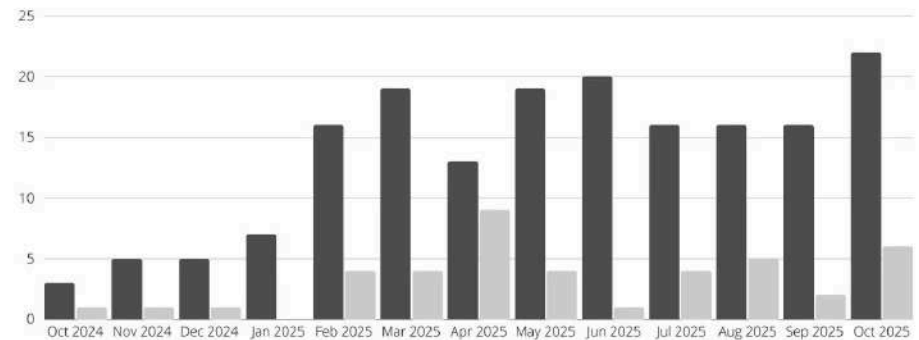
Saratoga

OCTOBER 2024 - OCTOBER 2025

■ LISTINGS FOR SALE ■ SOLD LISTINGS



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

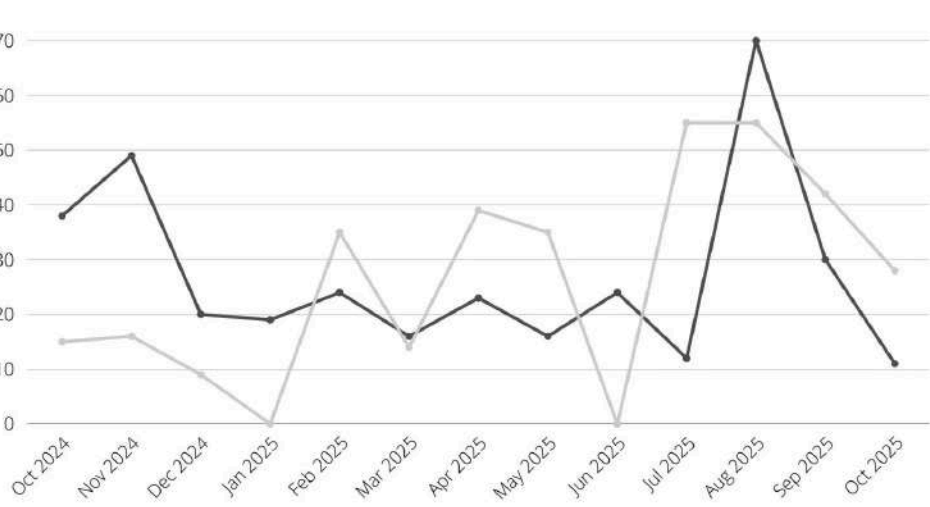
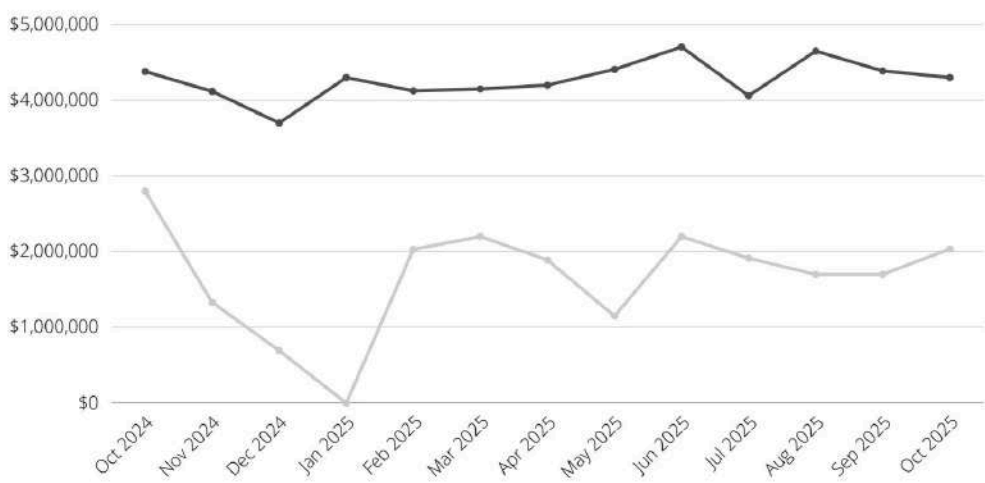


Condos & Townhomes
Last 12 months, year-over-year.

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

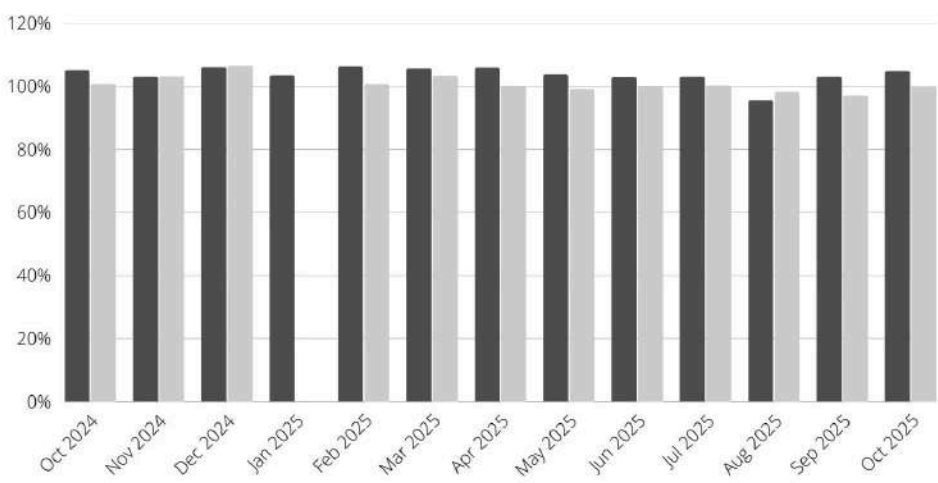
Single-Family Homes
The average time spent on the market went down from 38 days last October 2024, to 11 days as of October 2025.

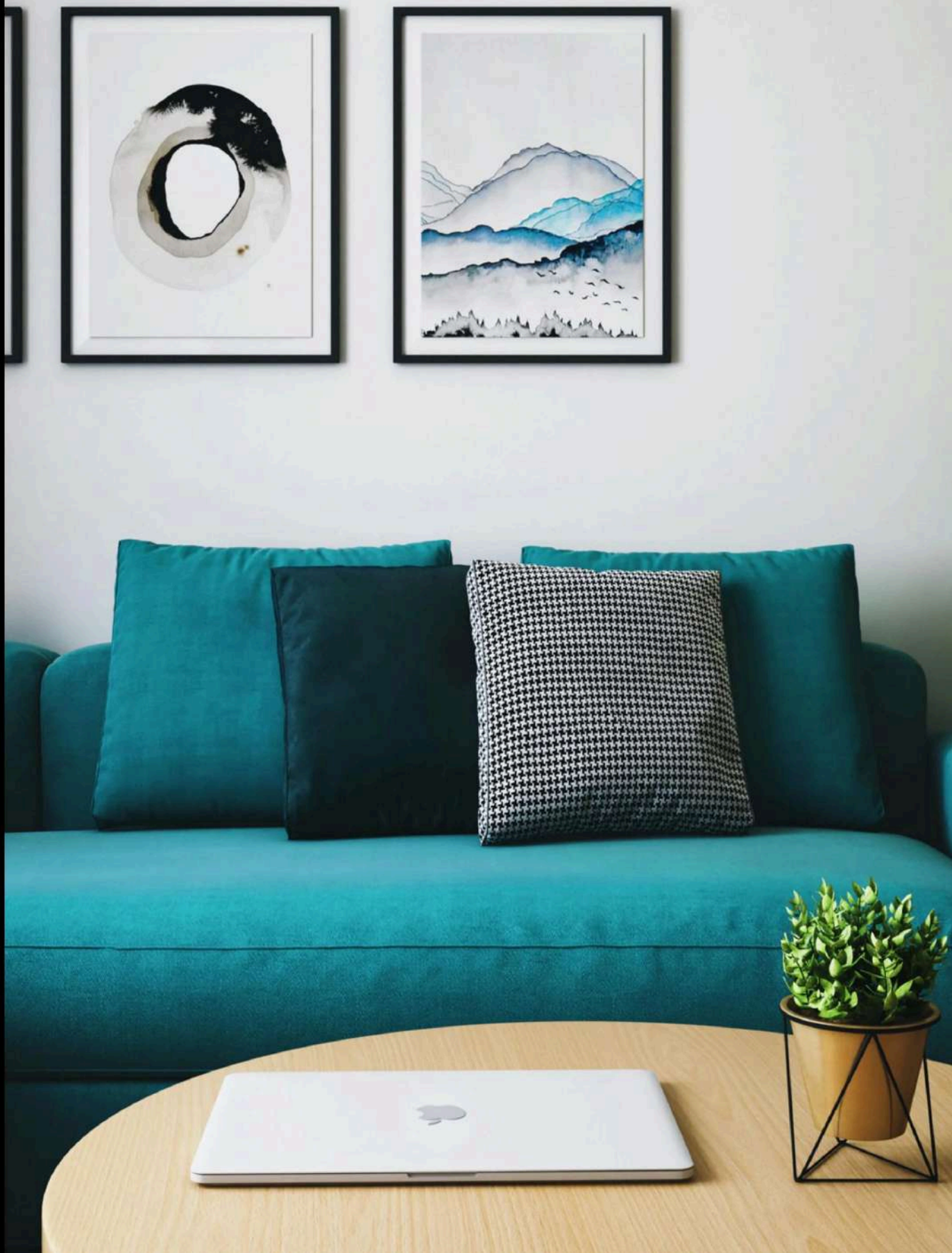
Condos & Townhomes
The average time spent on the market went up from 15 days in October 2024, to 28 days as of October 2025.

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.







Palo Alto

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