

# 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?**

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## I can help...

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



# Closing Costs Unpacked: State-by-State Breakdowns for Today's Buyers



If you're planning to buy a home this year, there's one expense you can't afford to overlook: closing costs.

Almost every buyer knows they exist, but not that many know exactly what they cover, or how different they can be based on where you're buying. So, let's break them down.


[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

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## 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**



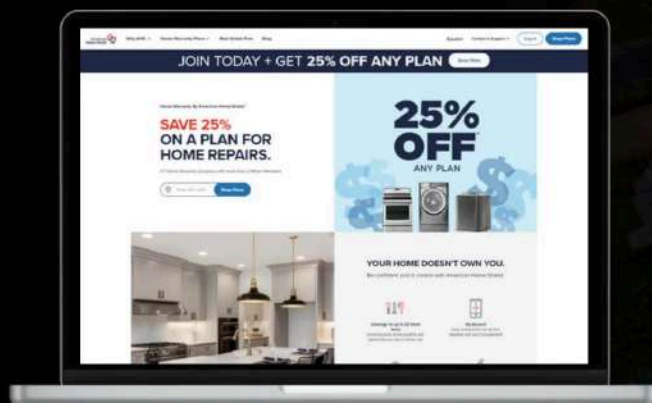
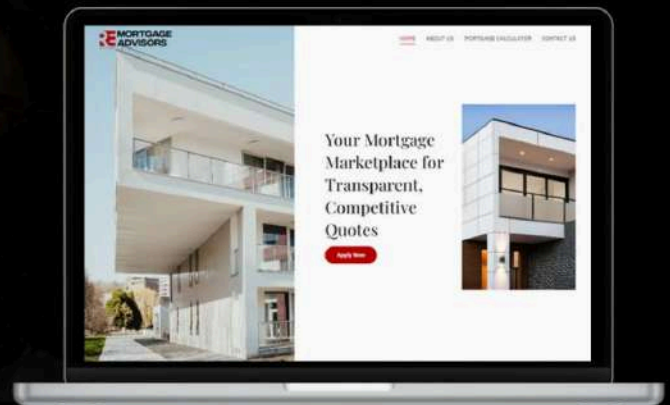
# VENDOR DIRECTORY

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

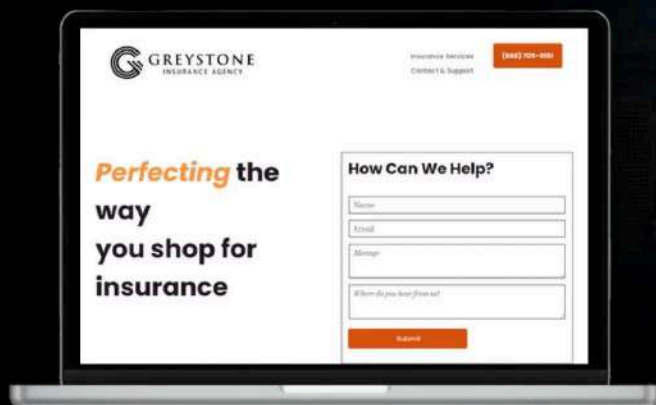
**CLICK HERE**

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

**HOMECONCIERGE**  
KW ADVISORS

**CLICK HERE**

for your home renovation needs



**GREYSTONE**  
INSURANCE AGENCY

**CLICK HERE**

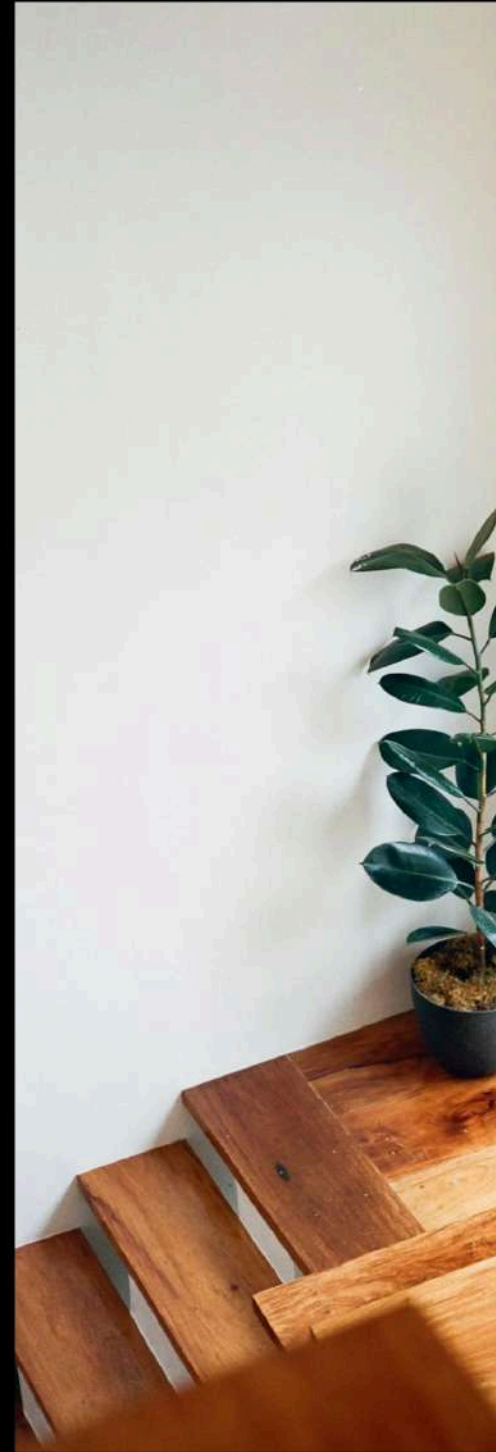
for your insurance needs

# Palo Alto

## What's in the Palo Alto data?

There were 54 single-family homes for sale, providing 2 months of inventory. There were 49 new listings, and 27 homes sold at a median price of \$4.8m. The median overbid percentage was at 105.8%, with an average of 21 days on the market.

There were 24 condo and townhome units for sale, providing 6 months of inventory. There were 8 new listings and 4 units sold at a median sale price of \$2.2m. The median overbid percentage was at 114.9%, with an average of 26 days on the market.







# SFH

## Single-Family Homes

49

New Listings

27

Sold Listings

2

Months of Inventory

\$4.8M

Median Sale Price

105.8%

Median Sale vs List

21

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from September 2024 to September 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

8

New Listings

4

Sold Listings

6

Months of Inventory

\$2.2M

Median Sale Price

114.9%

Median Sale vs List

26

Avg Days on Market



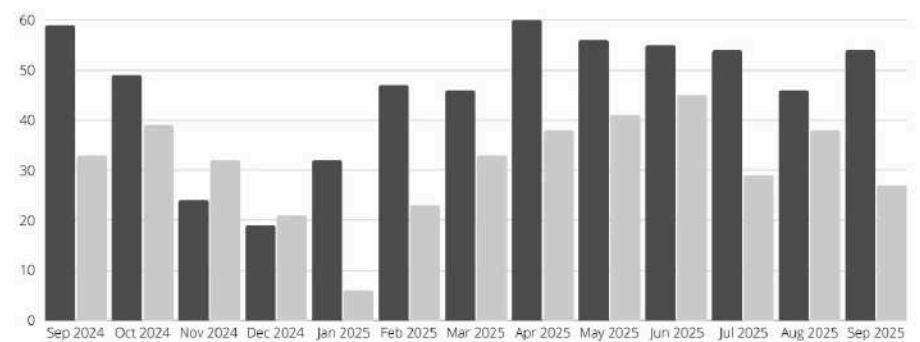




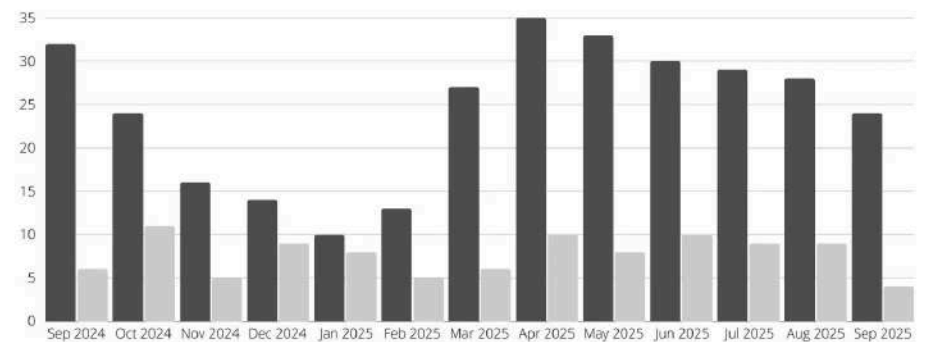
# Palo Alto

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

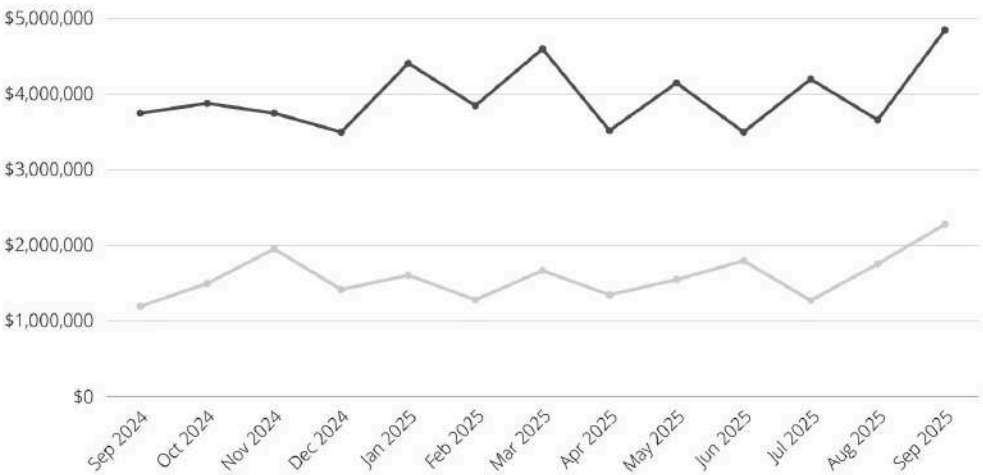
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$3.7m last September 2024, to \$4.8m as of September 2025.

## Condos & Townhomes

The median sale price has increased from \$1.1m last September 2024, to \$2.2m as of September 2025.



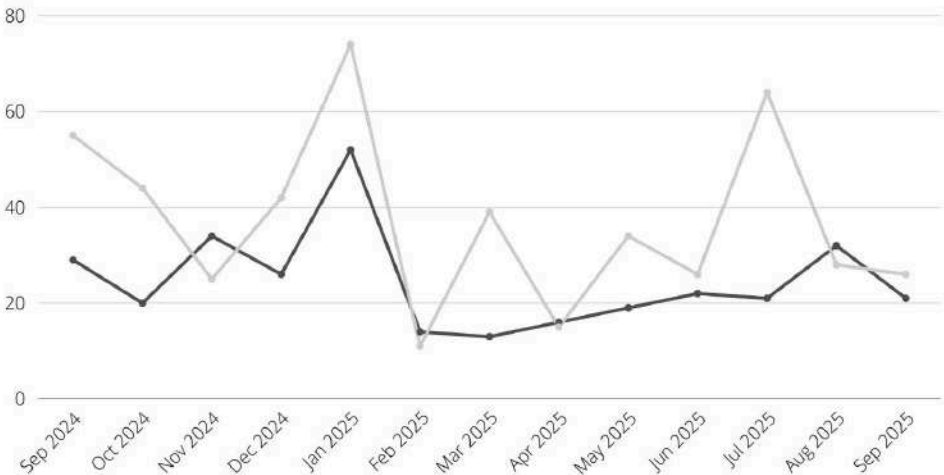
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 29 days last September 2024, to 21 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 55 days in September 2024, to 26 days as of September 2025.



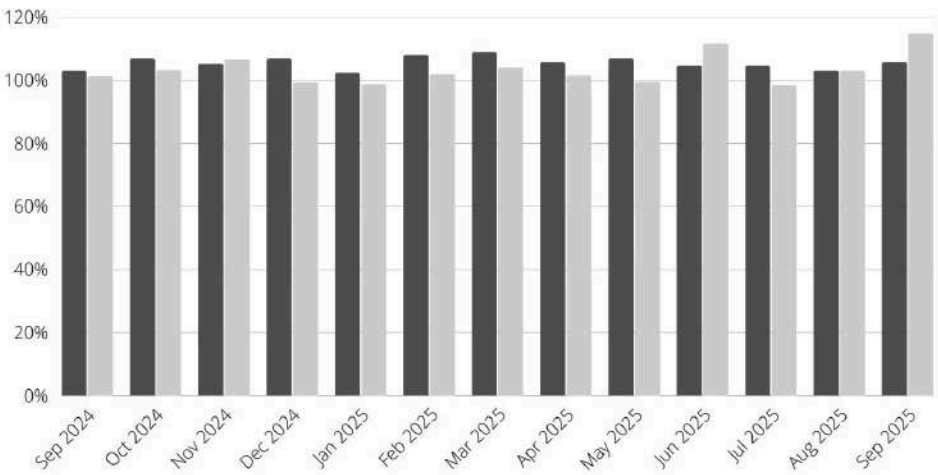
# Overbids

## Single-Family Homes

The overbid percentage has increased from 103.1% last September 2024, to 105.8% a year later.

## Condos & Townhomes

The overbid percentage has increased from 101.3% last September 2024, to 114.9% a year later.







# Redwood City

## What's in the Redwood City data?

There were 57 single-family homes for sale, providing 1.4 months of inventory. There were 60 new listings, and 40 homes sold at a median price of \$2.2m. The median overbid percentage was at 102.1%, with an average of 35 days on the market.

There were 26 condo and townhome units for sale, providing 3.7 months of inventory. There were 14 new listings and 7 units sold at a median sale price of \$950k. The median overbid percentage was at 98.6%, with an average of 47 days on the market.







# SFH

## Single-Family Homes

60

New Listings

40

Sold Listings

1.4

Months of Inventory

\$2.2M

Median Sale Price

102.1%

Median Sale vs List

35

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from September 2024 to September 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

14

New Listings

7

Sold Listings

3.7

Months of Inventory

\$950K

Median Sale Price

98.6%

Median Sale vs List

47

Avg Days on Market



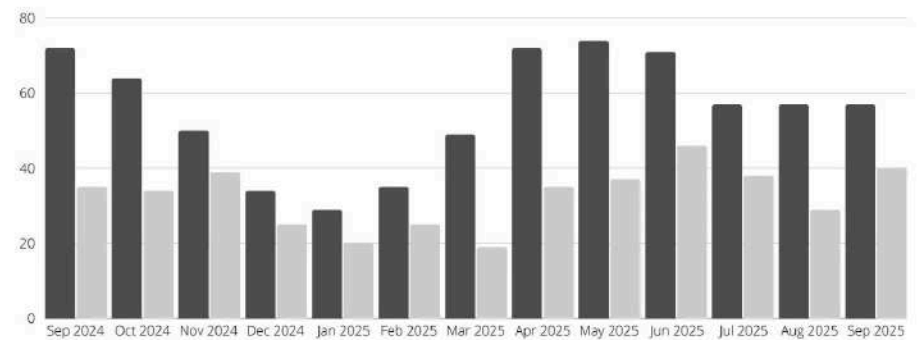




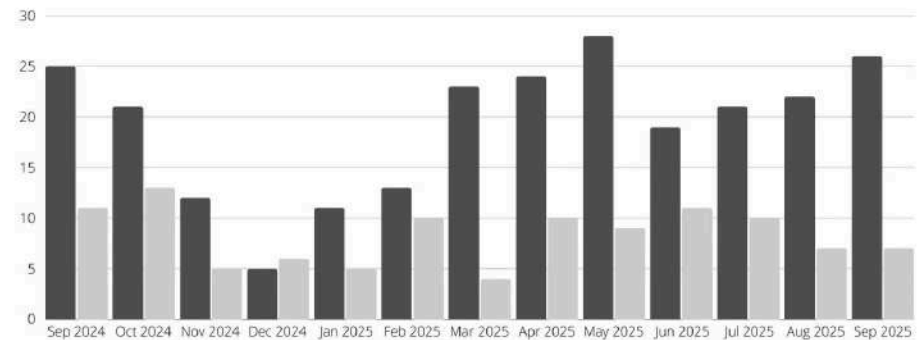
# Redwood City

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

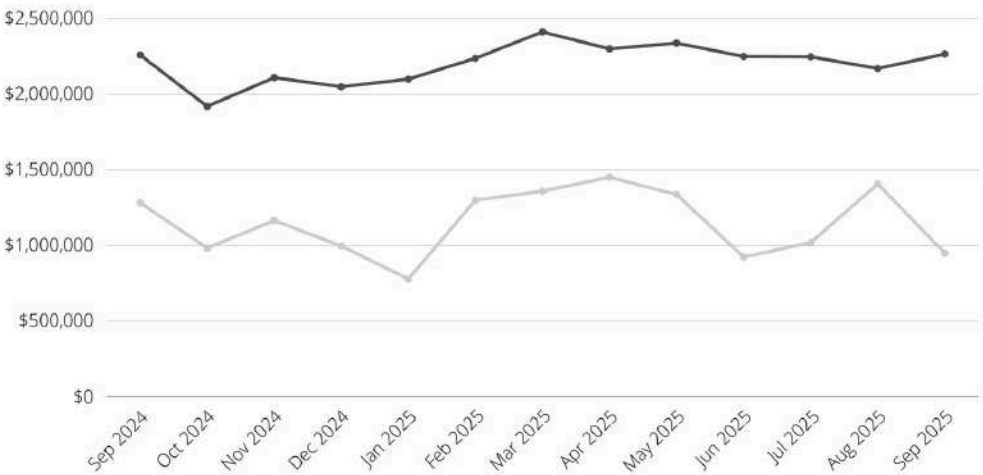
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$2.260m last September 2024, to \$2.266m as of September 2025.

## Condos & Townhomes

The median sale price has decreased from \$1.2m last September 2024, to \$950k as of September 2025.



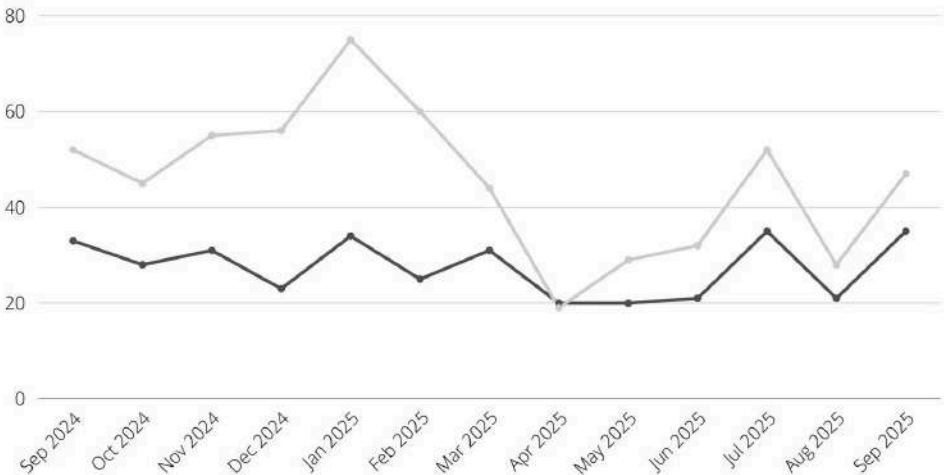
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 33 days last September 2024, to 35 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 52 days in September 2024, to 47 days as of September 2025.



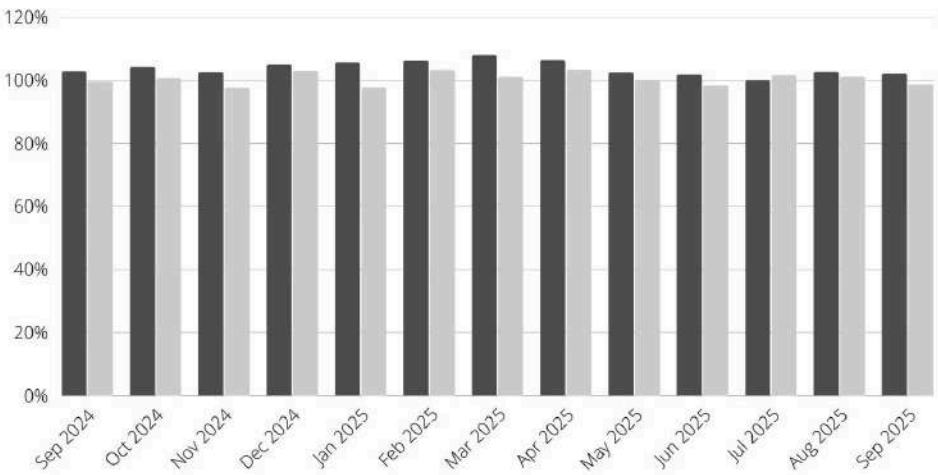
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 102.9% last September 2024, to 102.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 99.6% last September 2024, to 98.6% a year later.







# Portola Valley

## What's in the Portola Valley data?

There were 27 single-family homes for sale, providing 6.8 months of inventory. There were 7 new listings, and 4 homes sold at a median price of \$5.7m. The median overbid percentage was at 96.6%, with an average of 55 days on the market.

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





# SFH

## Single-Family Homes

7

New Listings

4

Sold Listings

6.8

Months of Inventory

\$5.7M

Median Sale Price

96.6%

Median Sale vs List

55

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from September 2024 to September 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

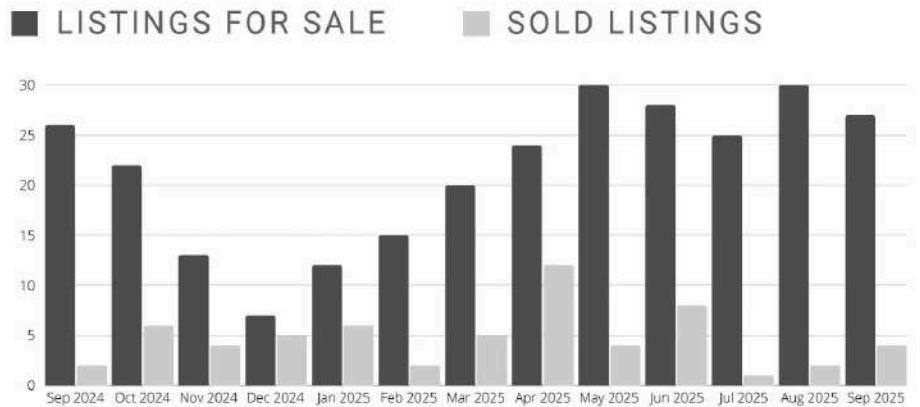
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September 2025.





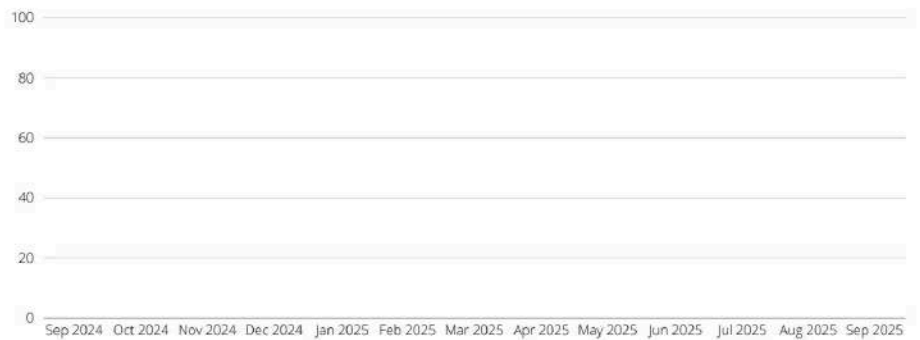
# Portola Valley

SEPTEMBER 2024 - SEPTEMBER 2025



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

No data for this month.



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

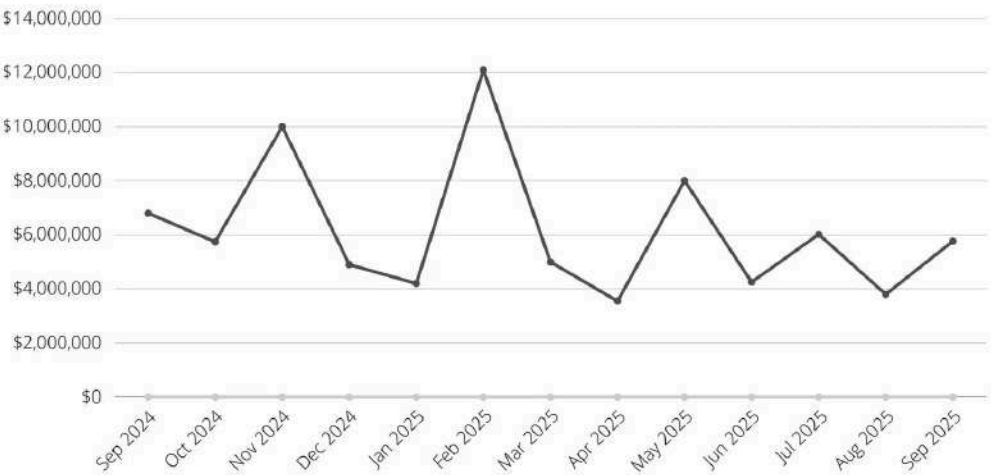
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$6.8m last September 2024, to \$5.7m as of September 2025.

## Condos & Townhomes

No data for this month.



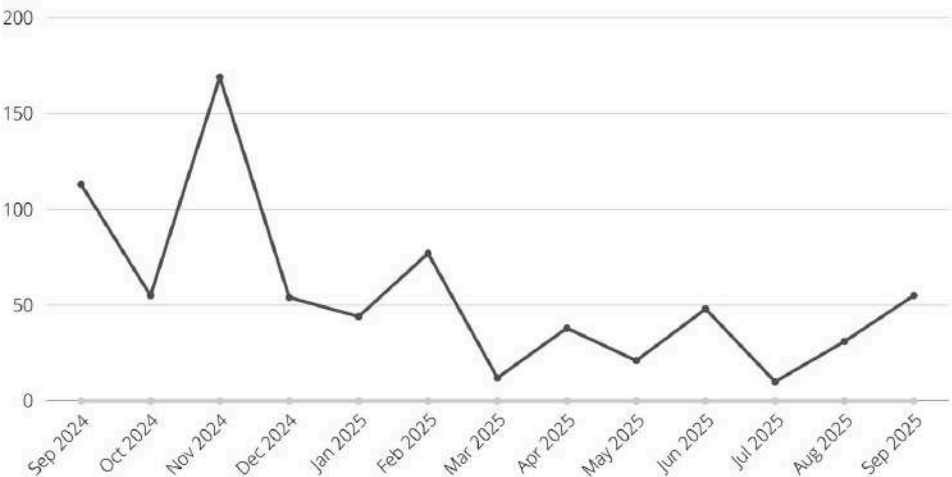
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 113 days last September 2024, to 55 days as of September 2025.

## Condos & Townhomes

No data for this month.



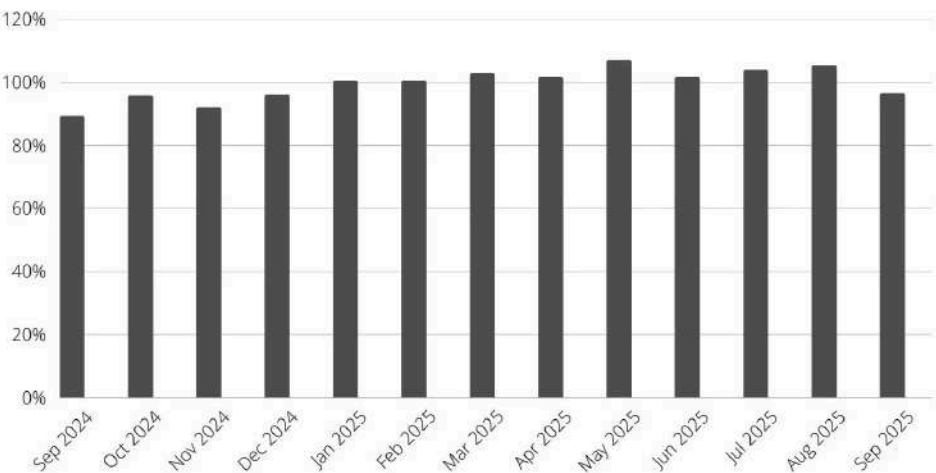
# Overbids

## Single-Family Homes

The overbid percentage has increased from 89.3% last September 2024, to 96.6% 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 1.3 months of inventory. There were 36 new listings, and 25 homes sold at a median price of \$3.2m. The median overbid percentage was at 103.5%, with an average of 29 days on the market.

There were 15 condo and townhome units for sale, providing 2.5 months of inventory. There were 11 new listings and 6 units sold at a median sale price of \$1.4m. The median overbid percentage was at 102.5%, with an average of 57 days on the market.





# SFH

## Single-Family Homes

36

New Listings

25

Sold Listings

1.3

Months of Inventory

\$3.2M

Median Sale Price

103.5%

Median Sale vs List

29

Avg Days on Market

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# CONDO

Condo & Townhomes

11

New Listings

6

Sold Listings

2.6

Months of Inventory

\$1.4M

Median Sale Price

102.5%

Median Sale vs List

57

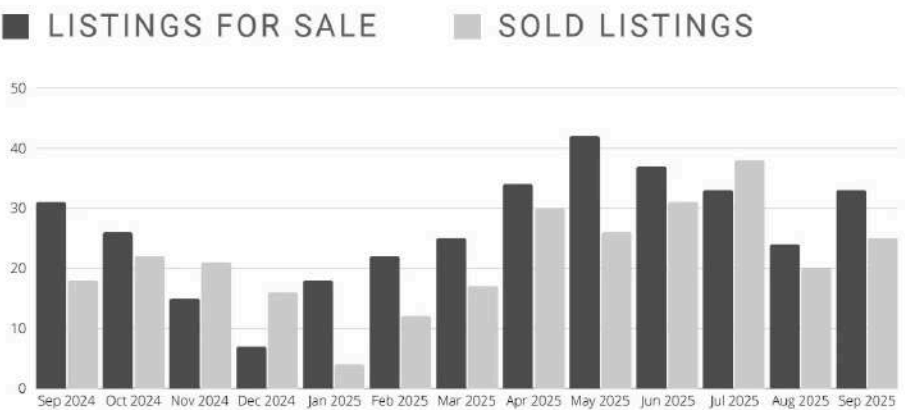
Avg Days on Market



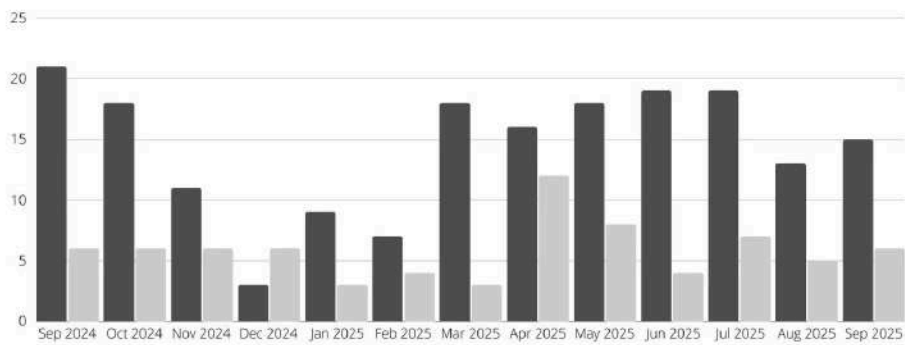


# Menlo Park

SEPTEMBER 2024 - SEPTEMBER 2025



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



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

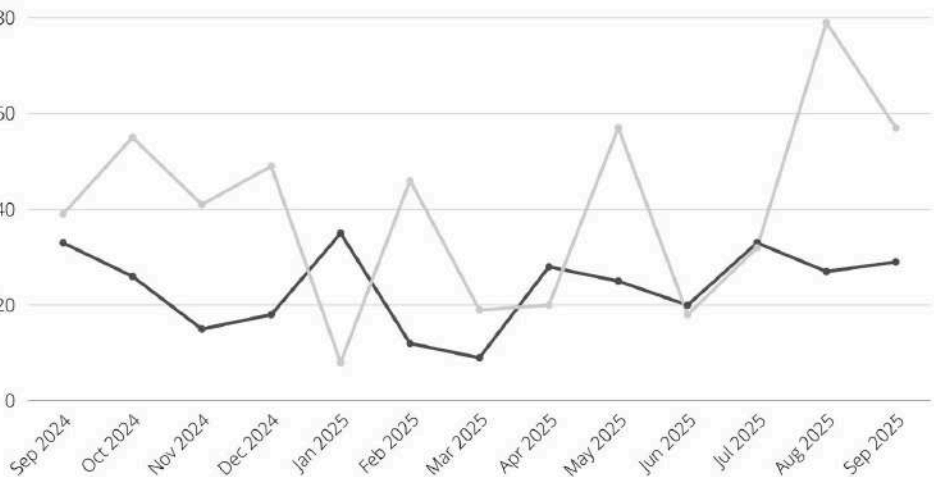
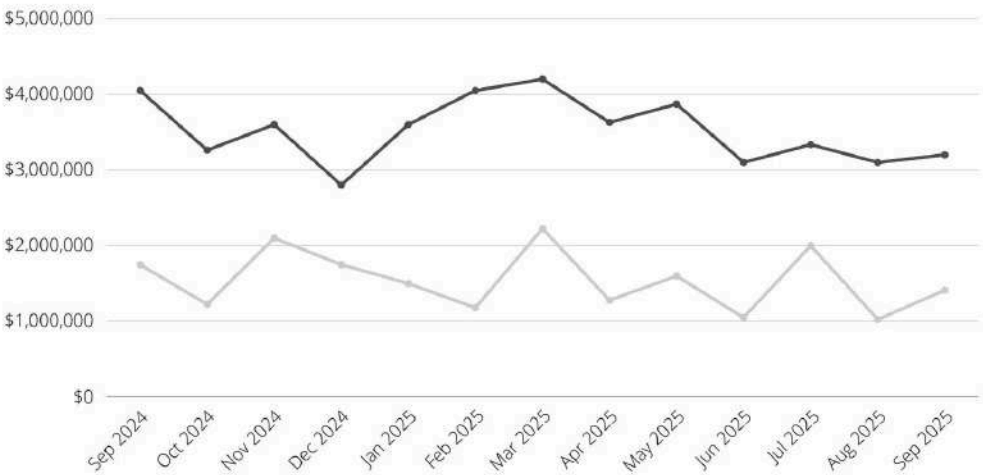
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$4m last September 2024, to \$3.2m as of September 2025.

## Condos & Townhomes

The median sale price has decreased from \$1.7m last September 2024, to \$1.4m as of September 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 33 days last September 2024, to 29 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went up from 39 days in September 2024, to 57 days as of September 2025.

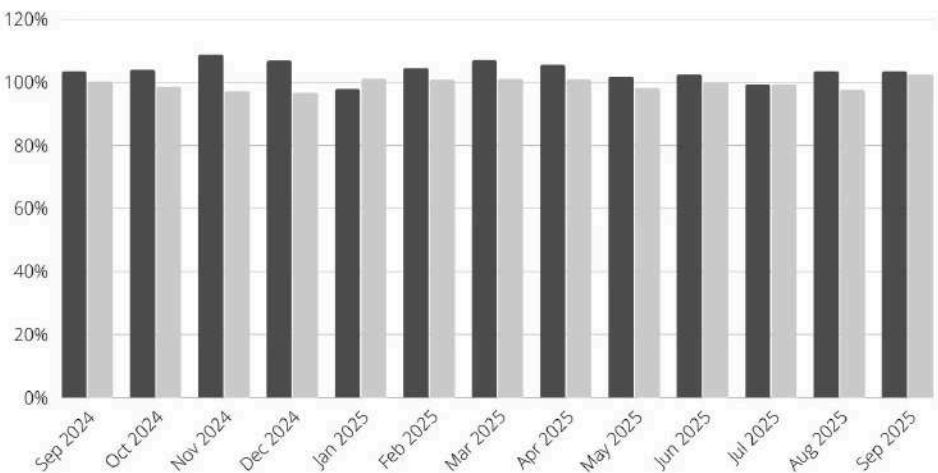
# Overbids

## Single-Family Homes

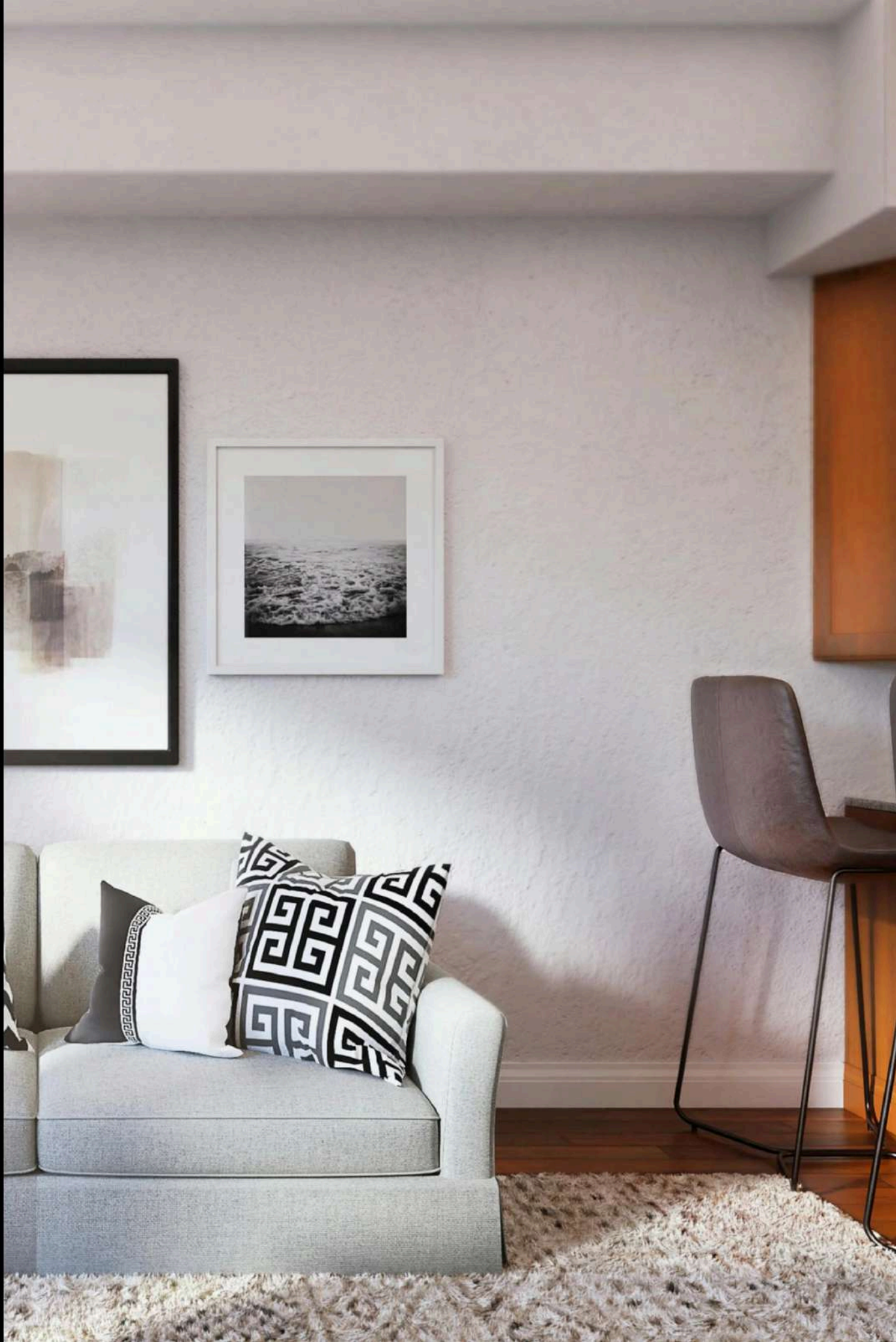
The overbid percentage has remained the same from 103.5% last September 2024, to 103.5% a year later.

## Condos & Townhomes

The overbid percentage has increased from 100.3% last September 2024, to 102.5% a year later.







# Atherton

## What's in the Atherton data?

There were 10 single-family homes for sale, providing 1.4 months of inventory. There were 4 new listings, and 7 homes sold at a median price of \$7m. The median overbid percentage was at 100.4%, with an average of 32 days on the market.

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





# SFH

## Single-Family Homes

4

New Listings

7

Sold Listings

1.4

Months of Inventory

\$7M

Median Sale Price

100.4%

Median Sale vs List

32

Avg Days on Market

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# CONDO

Condo & Townhomes

No data available for  
September 2025.

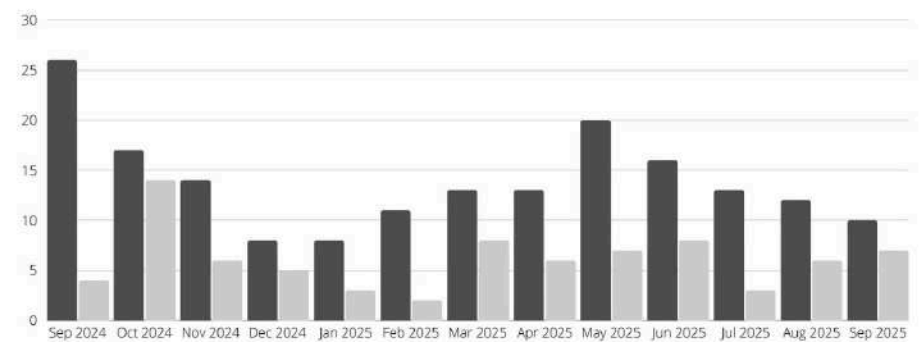




# Atherton

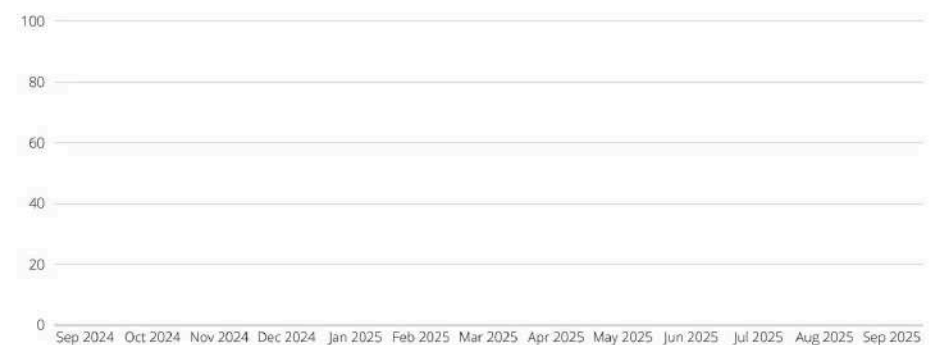
SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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

No data for this month.

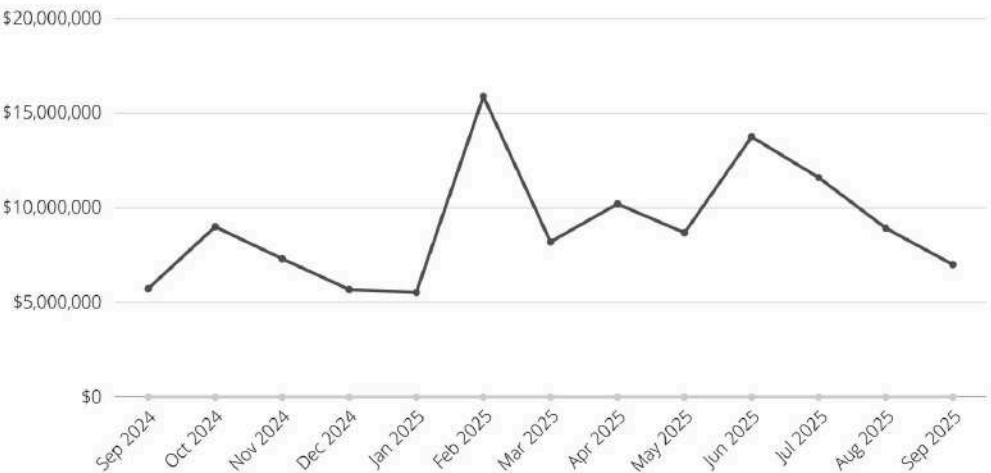


Condos & Townhomes  
Last 12 months, year-over-year.

# Median Sales Price

**Single-Family Homes**  
The median sale price has increased from \$5.7m last September 2024, to \$7m as of September 2025.

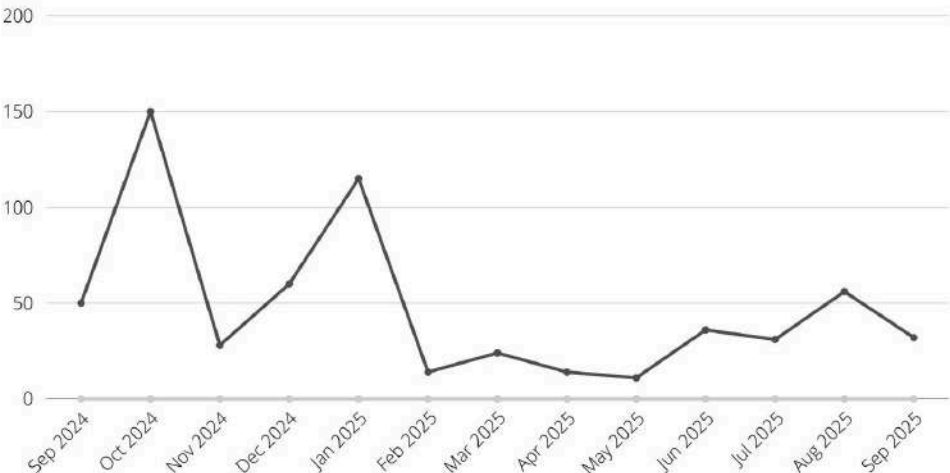
**Condos & Townhomes**  
No data for this month.



# AVG Days On the Market

**Single-Family Homes**  
The average time spent on the market went down from 50 days last September 2024, to 32 days as of September 2025.

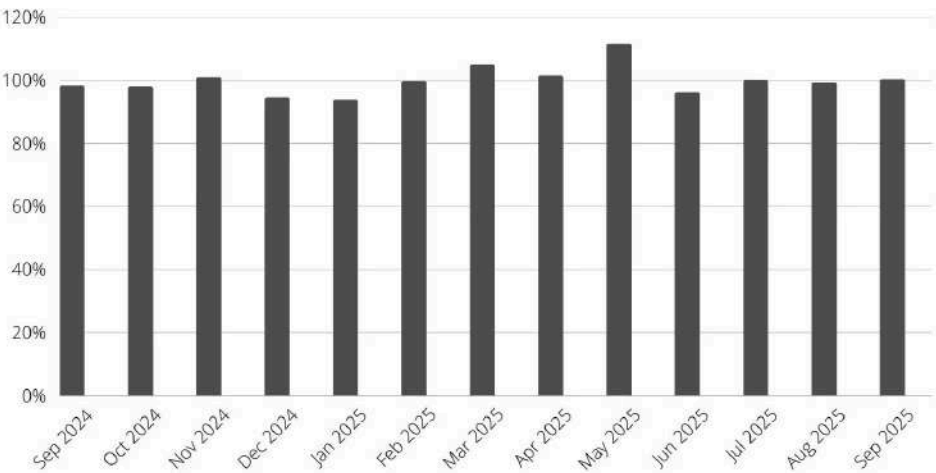
**Condos & Townhomes**  
No data for this month.



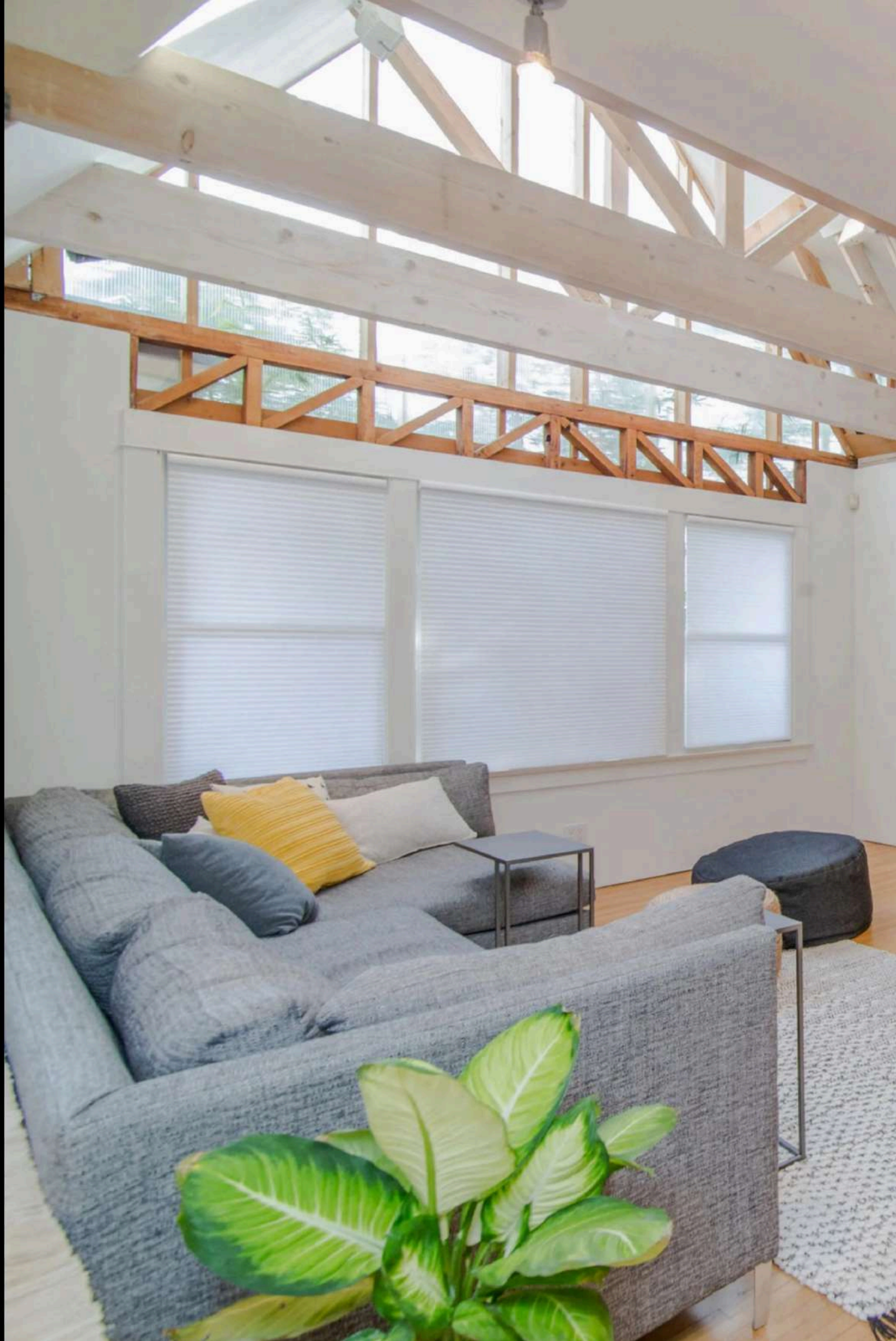
# Overbids

**Single-Family Homes**  
The overbid percentage has increased from 98.3% last September 2024, to 100.4% a year later.

**Condos & Townhomes**  
No data for this month.







# Los Altos

## What's in the Los Altos data?

There were 30 single-family homes for sale, providing 1.2 months of inventory. There were 38 new listings, and 25 homes sold at a median price of \$4.8m. The median overbid percentage was at 103.9%, with an average of 13 days on the market.

There were 15 condo and townhome units for sale, providing 3 months of inventory. There were 7 new listings and 5 units sold at a median sale price of \$2.9m. The median overbid percentage was at 101.8%, with an average of 6 days on the market.





# SFH

## Single-Family Homes

38

New Listings

25

Sold Listings

1.2

Months of Inventory

\$4.8M

Median Sale Price

103.9%

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 September 2024 to September 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

7

New Listings

5

Sold Listings

3

Months of Inventory

\$2.9M

Median Sale Price

101.8%

Median Sale vs List

6

Avg Days on Market

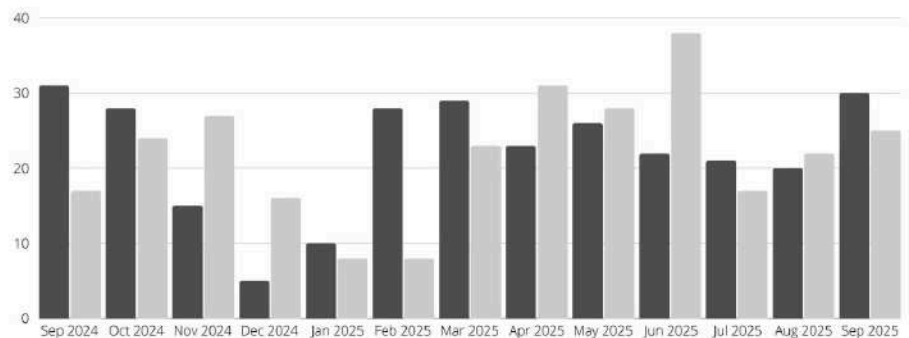




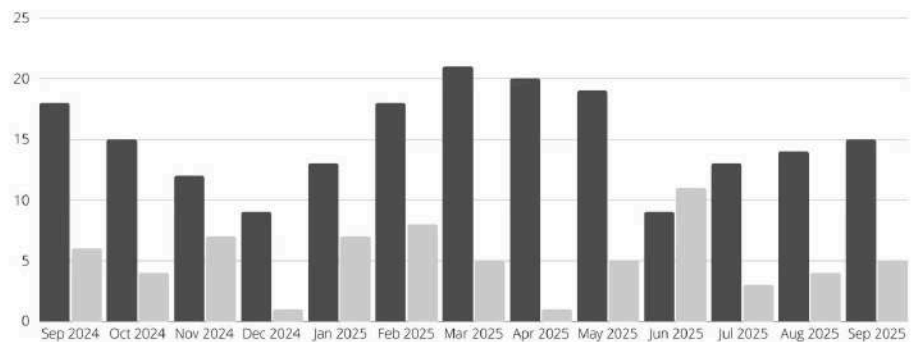
# Los Altos

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

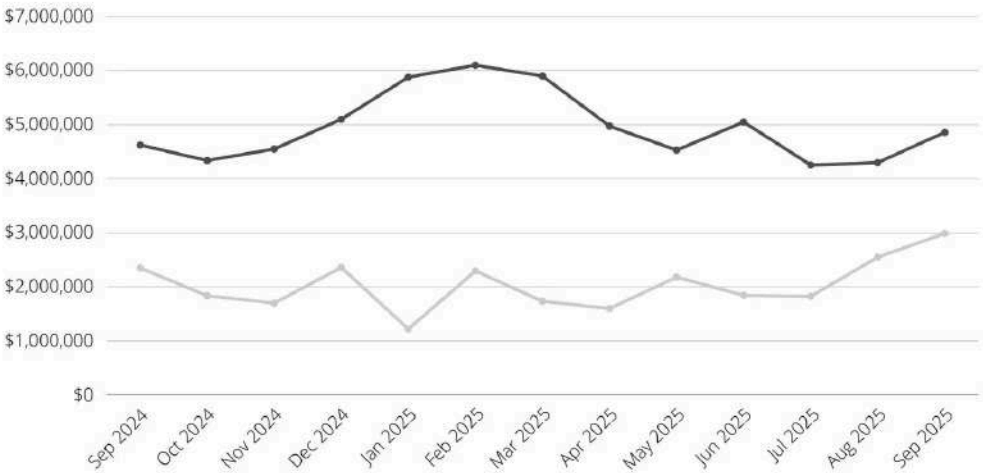
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$4.6m last September 2024, to \$4.8m as of September 2025.

## Condos & Townhomes

The median sale price has increased from \$2.3m last September 2024, to \$2.9m as of September 2025.



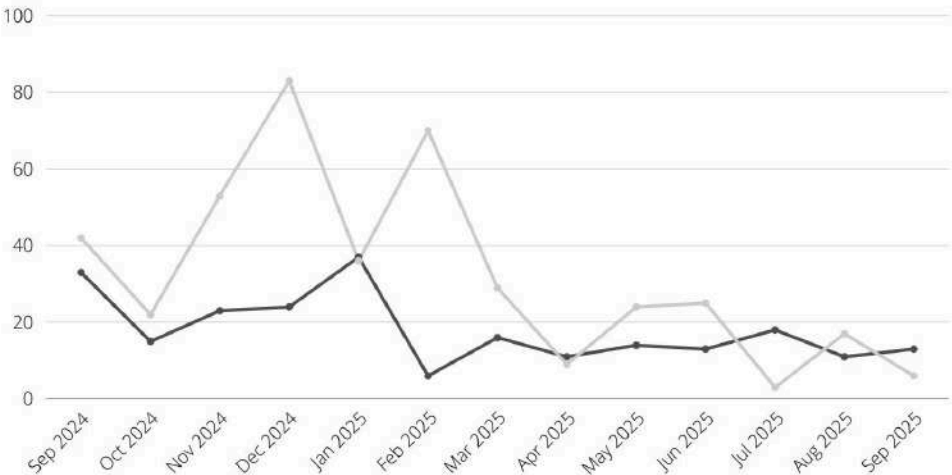
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 33 days last September 2024, to 13 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 42 days in September 2024, to 6 days as of September 2025.



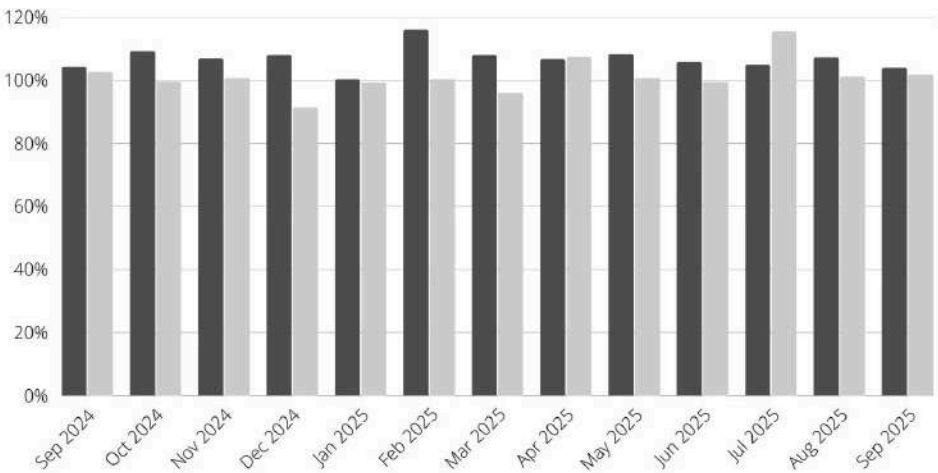
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 104.2% last September 2024, to 103.9% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 102.7% last September 2024, to 101.8% a year later.







# San Jose

## What's in the San Jose data?

There were 452 single-family homes for sale, providing 1.6 months of inventory. There were 438 new listings, and 283 homes sold at a median price of \$1.6m. The median overbid percentage was at 103.1%, with an average of 28 days on the market.

There were 386 condo and townhome units for sale, providing 3.6 months of inventory. There were 175 new listings and 108 units sold at a median sale price of \$825k. The median overbid percentage was at 99.4%, with an average of 49 days on the market.







# SFH

## Single-Family Homes

438

New Listings

283

Sold Listings

1.6

Months of Inventory

\$1.6M

Median Sale Price

103.1%

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 September 2024 to September 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

175

New Listings

108

Sold Listings

3.6

Months of Inventory

\$825K

Median Sale Price

99.4%

Median Sale vs List

49

Avg Days on Market

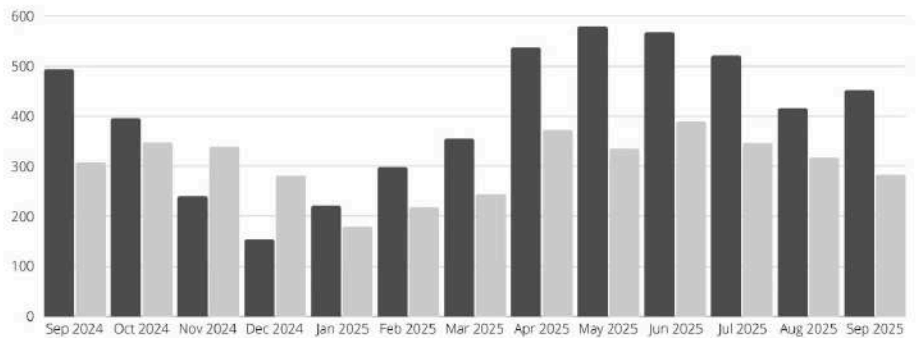




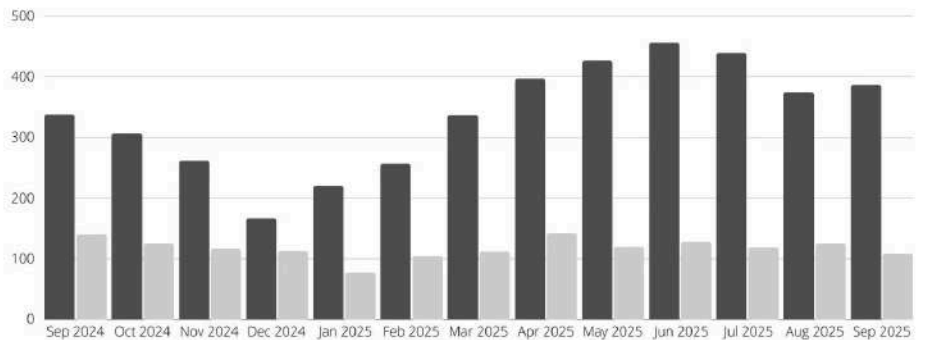
# San Jose

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

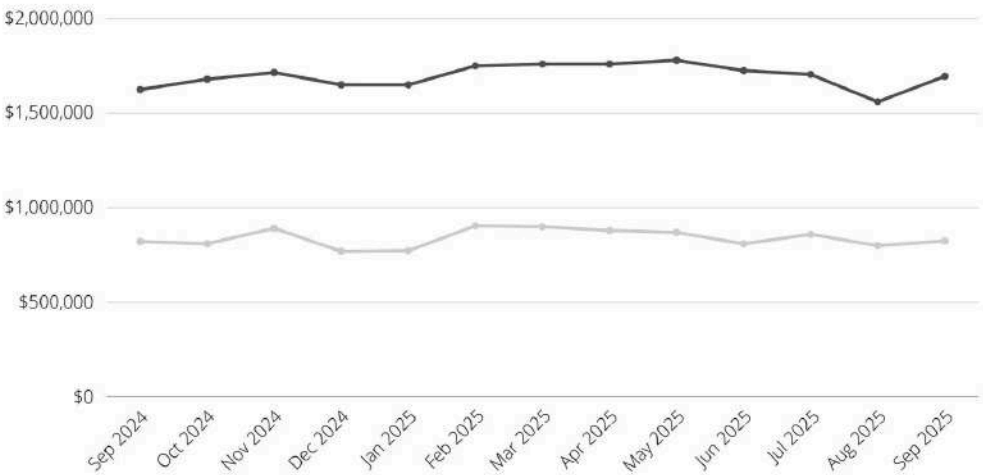
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$1.62m last September 2024, to \$1.69m as of September 2025.

## Condos & Townhomes

The median sale price has increased from \$822k last September 2024, to \$825k as of September 2025.



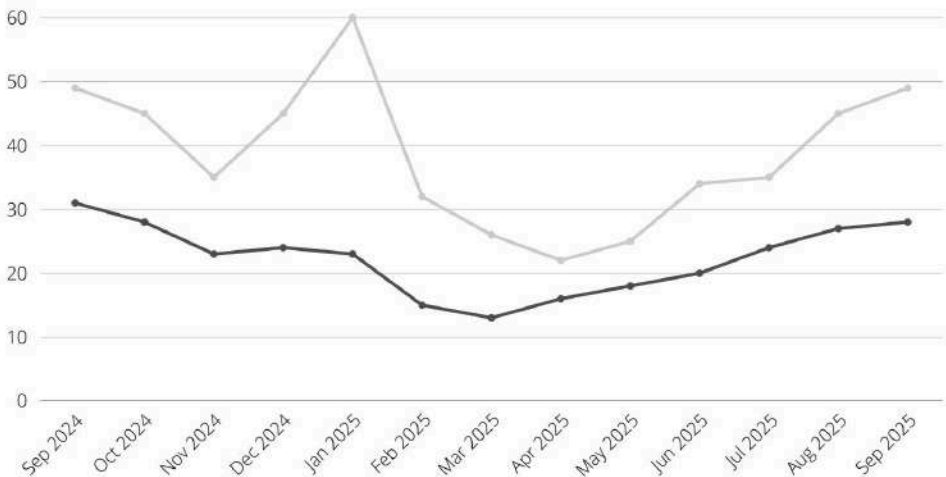
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 31 days last September 2024, to 28 days as of September 2025.

## Condos & Townhomes

The average time spent on the market remained the same from 49 days in September 2024, to 49 days as of September 2025.



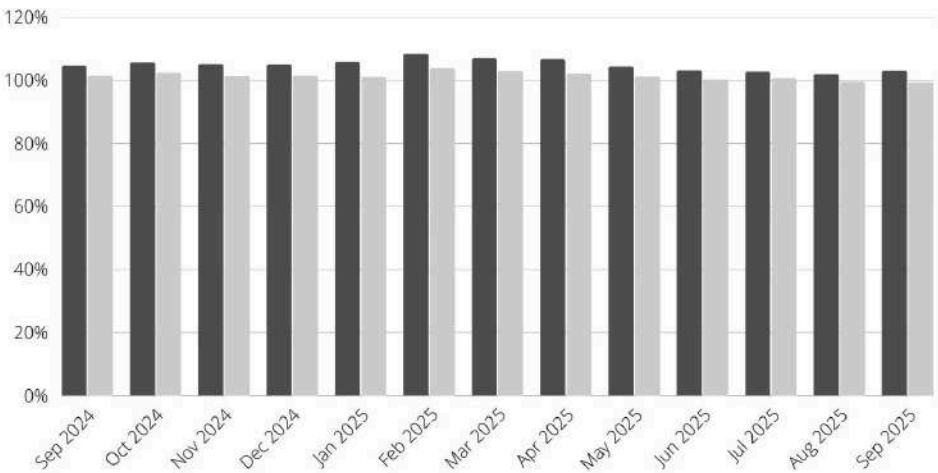
# Overbids

## Single-Family Homes

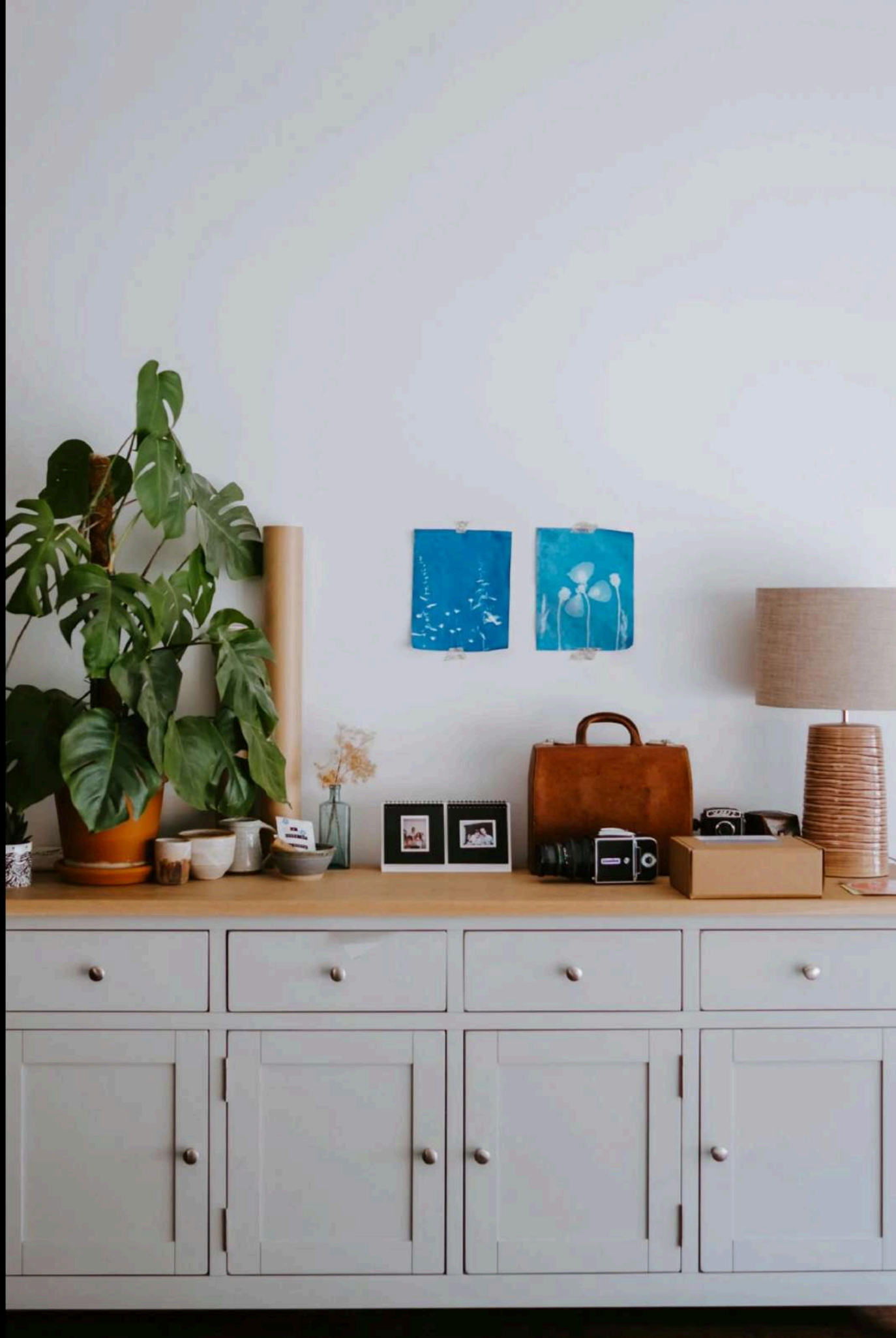
The overbid percentage has decreased from 104.6% last September 2024, to 103.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 101.4% last September 2024, to 99.4% a year later.





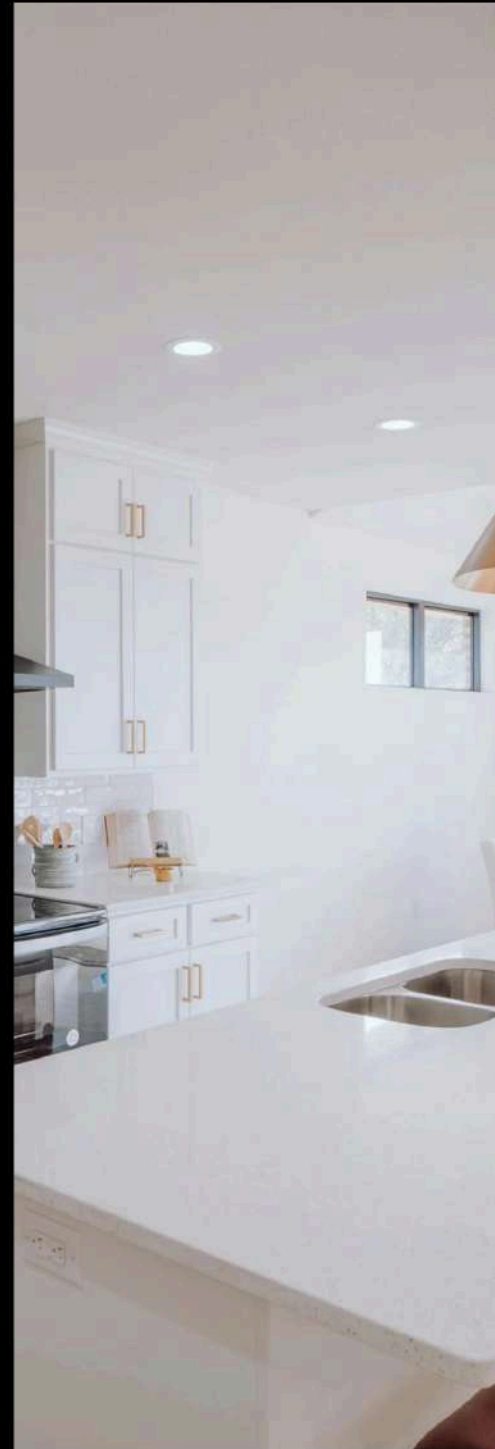


# Mountain View

## What's in the Mountain View data?

There were 22 single-family homes for sale, providing 1.2 months of inventory. There were 30 new listings, and 19 homes sold at a median price of \$2.3m. The median overbid percentage was at 102%, with an average of 17 days on the market.

There were 45 condo and townhome units for sale, providing 2.4 months of inventory. There were 40 new listings and 19 units sold at a median sale price of \$1.2m. The median overbid percentage was at 103.1%, with an average of 34 days on the market.





# SFH

## Single-Family Homes

30

New Listings

19

Sold Listings

1.2

Months of Inventory

\$2.3M

Median Sale Price

102%

Median Sale vs List

17

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from September 2024 to September 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

40

New Listings

19

Sold Listings

2.4

Months of Inventory

\$1.2M

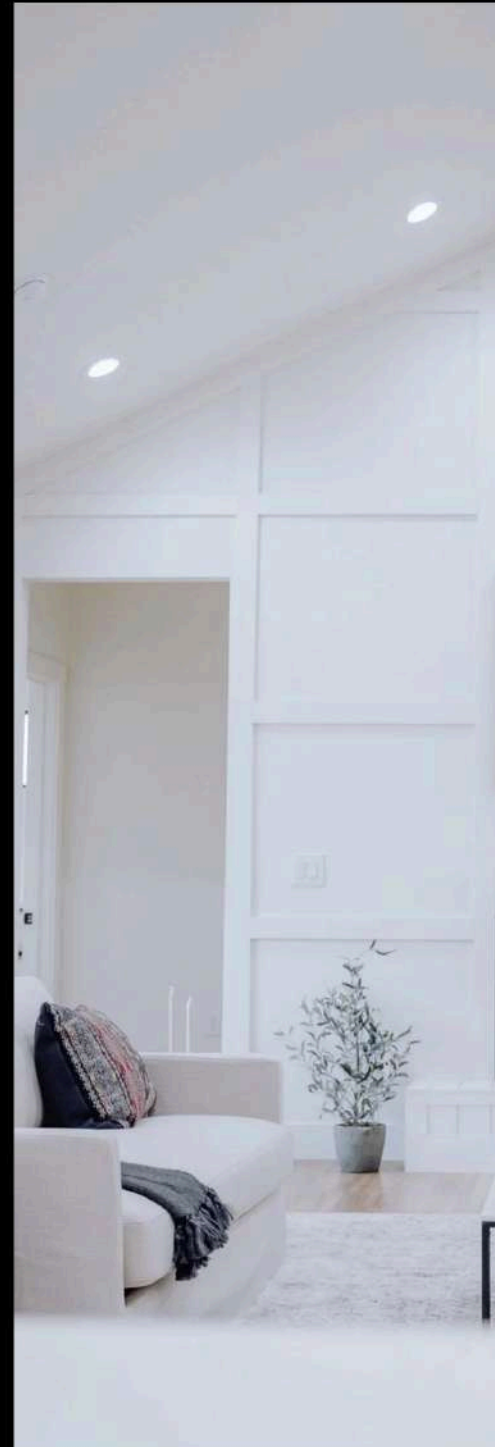
Median Sale Price

103.1%

Median Sale vs List

34

Avg Days on Market

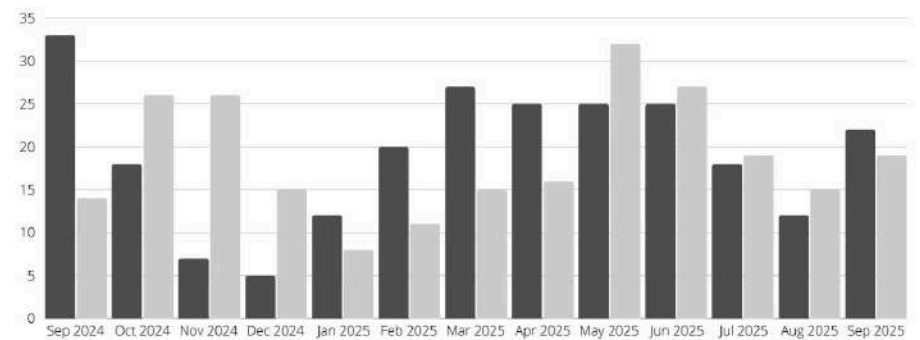




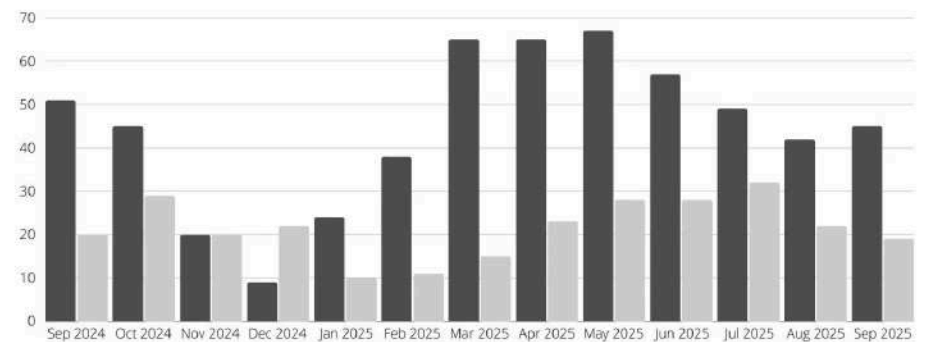
# Mountain View

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

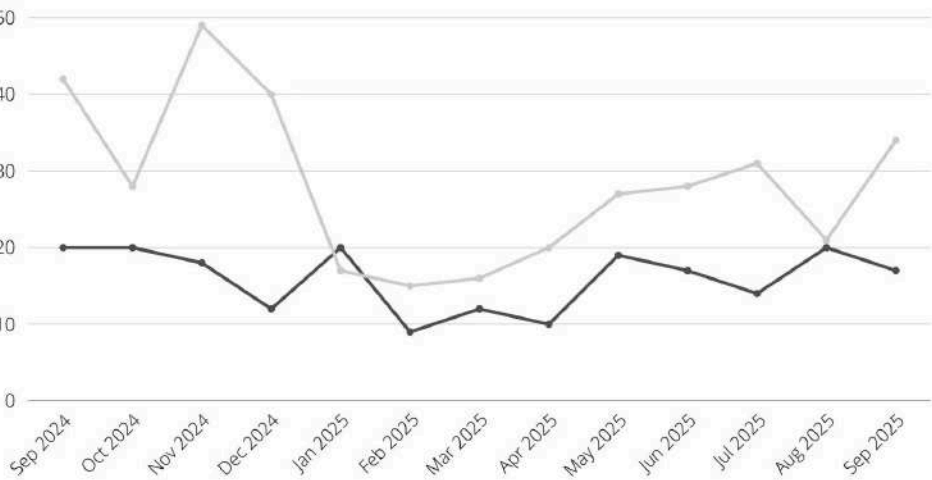
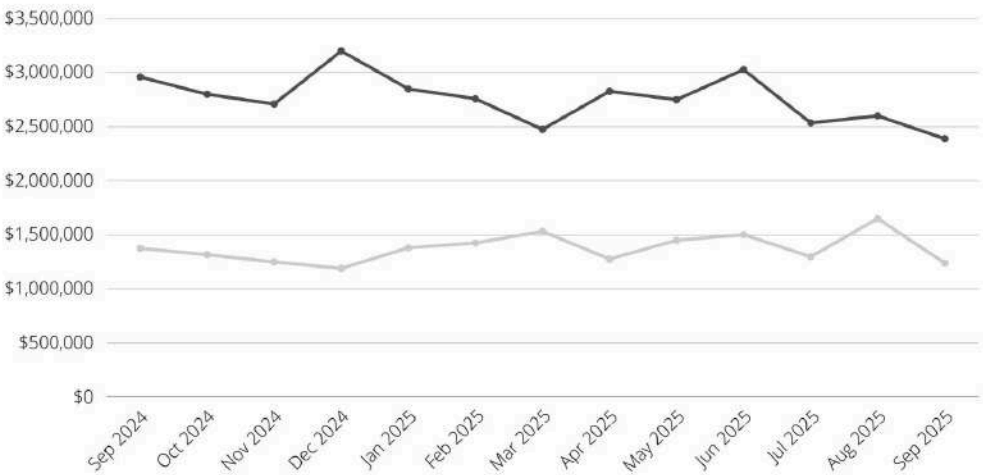
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$2.9m last September 2024, to \$2.3m as of September 2025.

## Condos & Townhomes

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



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 20 days last September 2024, to 17 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 42 days in September 2024, to 34 days as of September 2025.

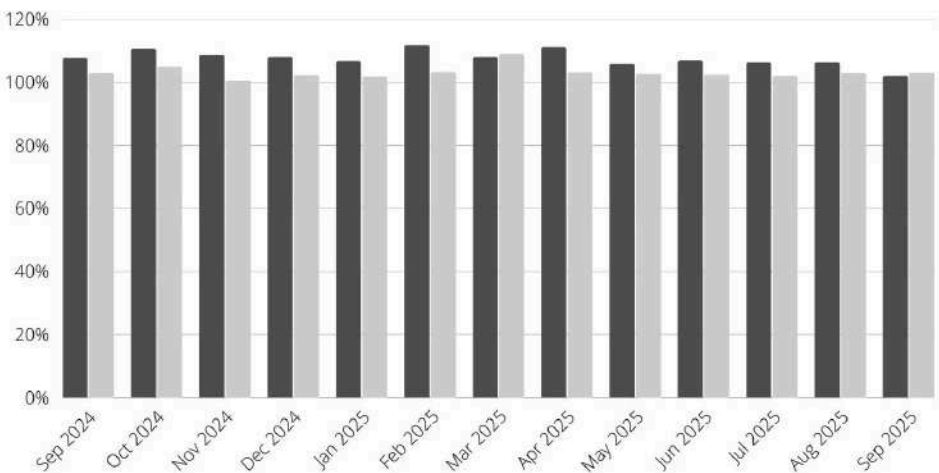
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 107.7% last September 2024, to 102% a year later.

## Condos & Townhomes

The overbid percentage has increased from 103% last September 2024, to 103.1% a year later.







# San Mateo County

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

There were 483 single-family homes for sale, providing 1.9 months of inventory. There were 419 new listings, and 261 homes sold at a median price of \$2.2m. The median overbid percentage was at 103.2%, with an average of 32 days on the market.

There were 253 condo and townhome units for sale, providing 3.6 months of inventory. There were 121 new listings and 71 units sold at a median sale price of \$930k. The median overbid percentage was at 98%, with an average of 59 days on the market.





# SFH

## Single-Family Homes

419

New Listings

261

Sold Listings

1.9

Months of Inventory

\$2.2M

Median Sale Price

103.2%

Median Sale vs List

32

Avg Days on Market

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# CONDO

## Condo & Townhomes

121

New Listings

7

Sold Listings

3.6

Months of Inventory

\$930K

Median Sale Price

98%

Median Sale vs List

59

Avg Days on Market

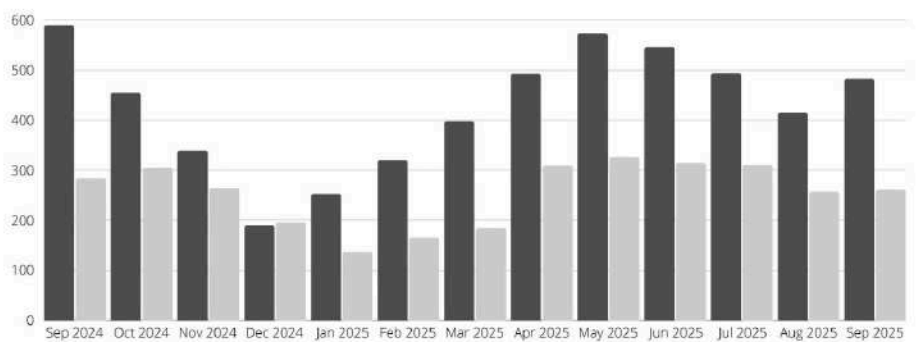




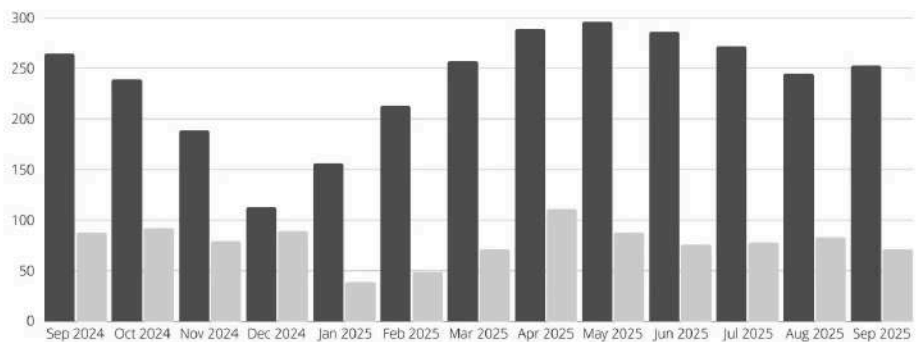
# San Mateo

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

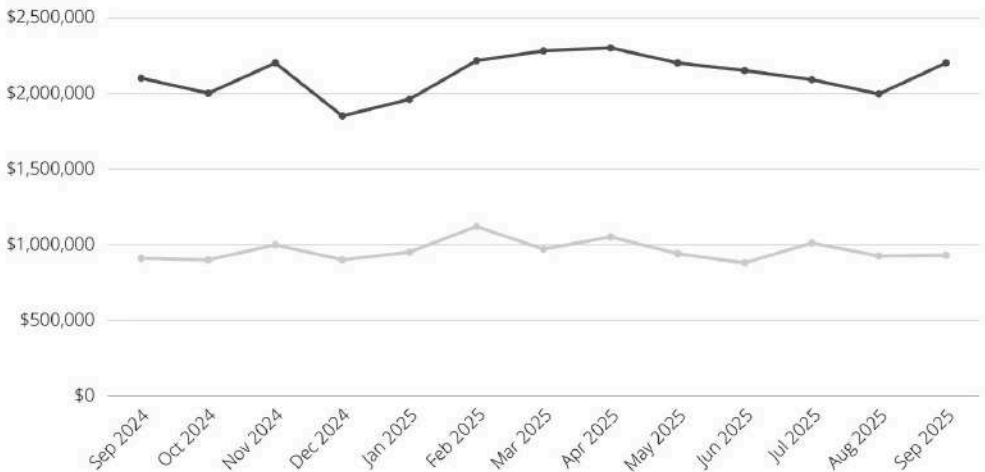
# Median Sales Price

## Single-Family Homes

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

## Condos & Townhomes

The median sale price has increased from \$910k last September 2024, to \$930k as of September 2025.



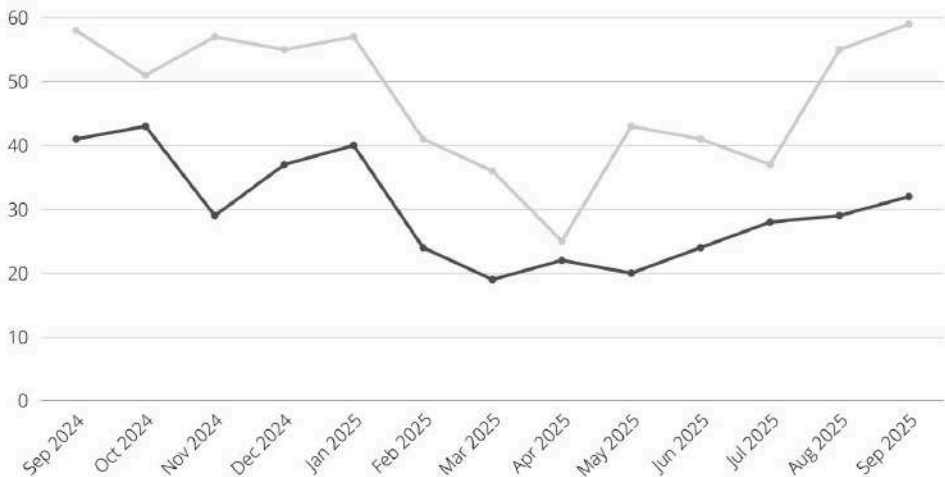
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 41 days last September 2024, to 32 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went up from 58 days in September 2024, to 59 days as of September 2025.



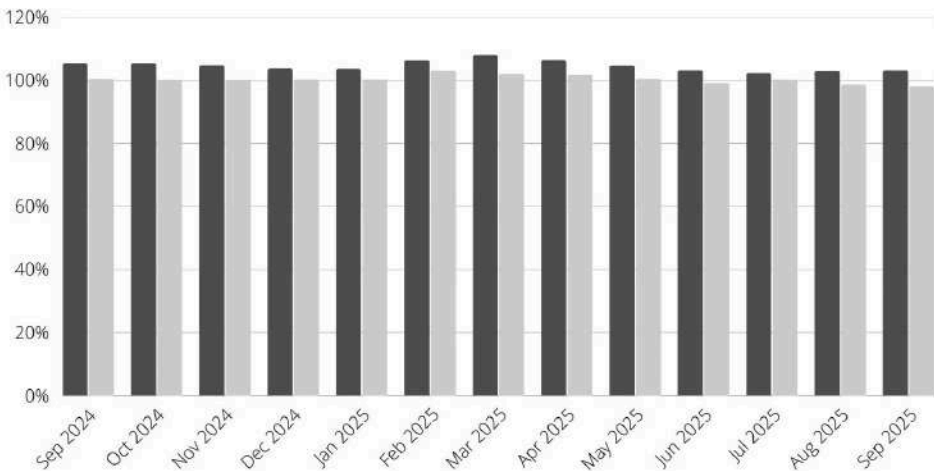
# Overbids

## Single-Family Homes

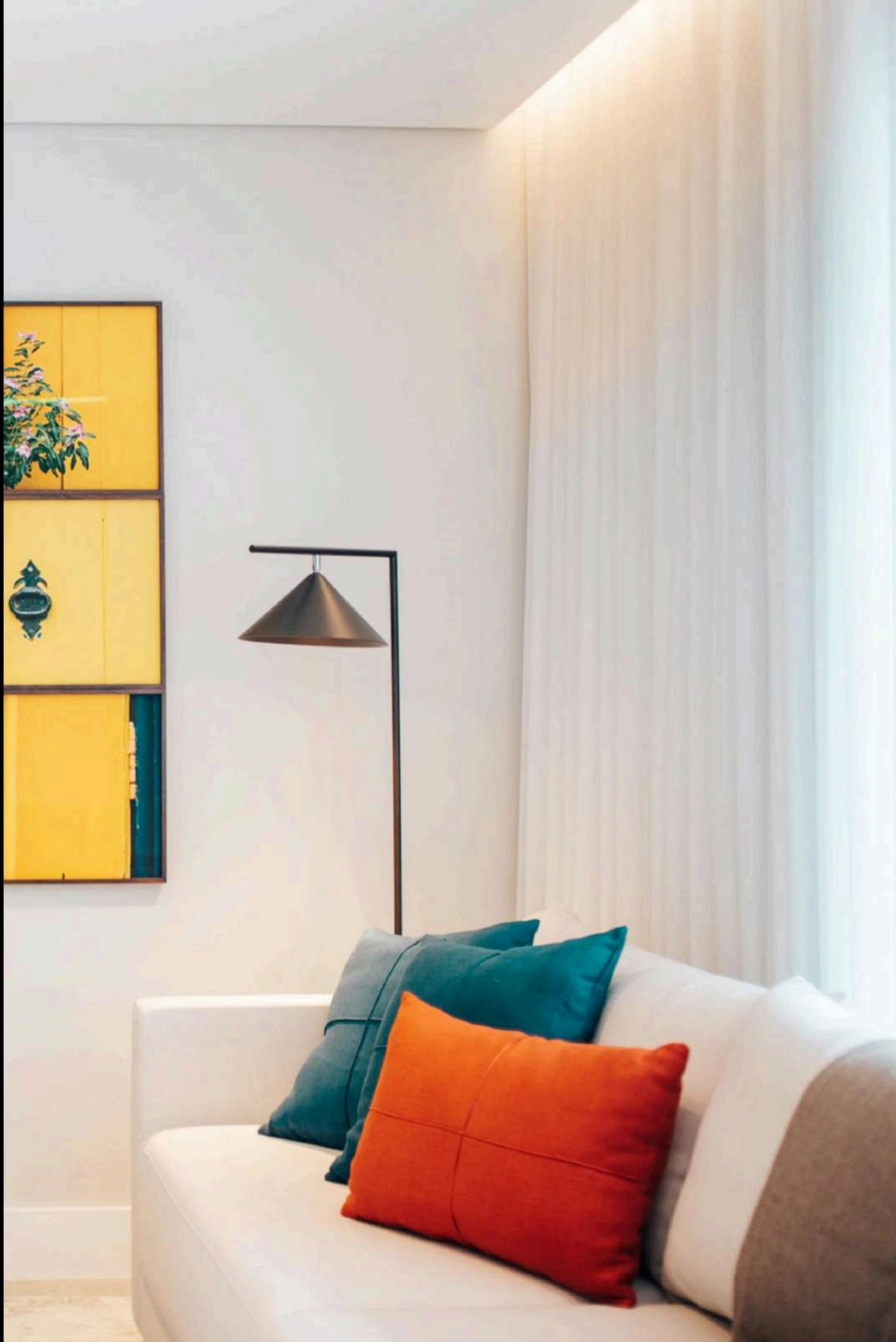
The overbid percentage has decreased from 105.4% last September 2024, to 103.2% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 100.5% last September 2024, to 98% a year later.







# Santa Clara County

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

There were 1,002 single-family homes for sale, providing 1.8 months of inventory. There were 891 new listings, and 568 homes sold at a median price of \$2m. The median overbid percentage was at 103.4%, with an average of 27 days on the market.

There were 705 condo and townhome units for sale, providing 3.2 months of inventory. There were 364 new listings and 221 units sold at a median sale price of \$960k. The median overbid percentage was at 100.7%, with an average of 42 days on the market.





# SFH

## Single-Family Homes

891

New Listings

568

Sold Listings

1.8

Months of Inventory

\$2M

Median Sale Price

103.4%

Median Sale vs List

27

Avg Days on Market

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# CONDO

## Condo & Townhomes

364

New Listings

221

Sold Listings

3.2

Months of Inventory

\$960K

Median Sale Price

100.7%

Median Sale vs List

42

Avg Days on Market

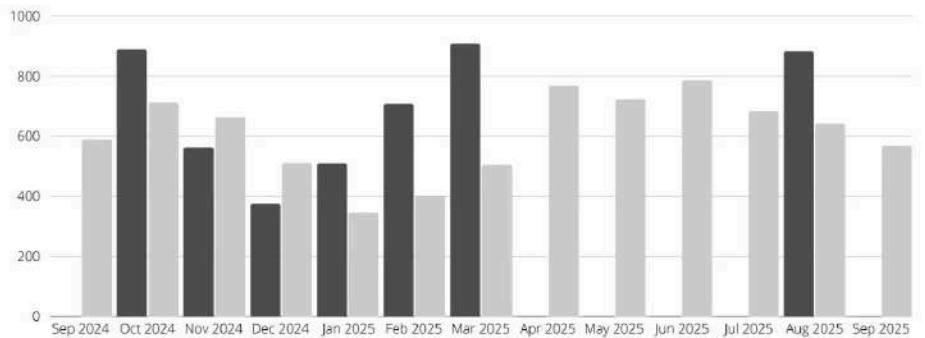




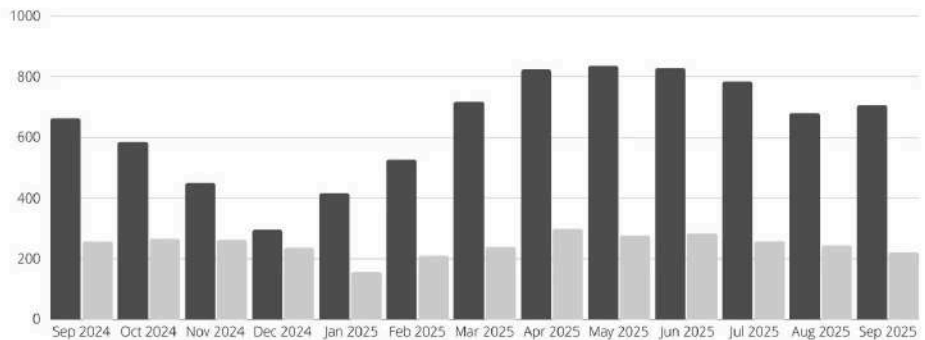
# Santa Clara County

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

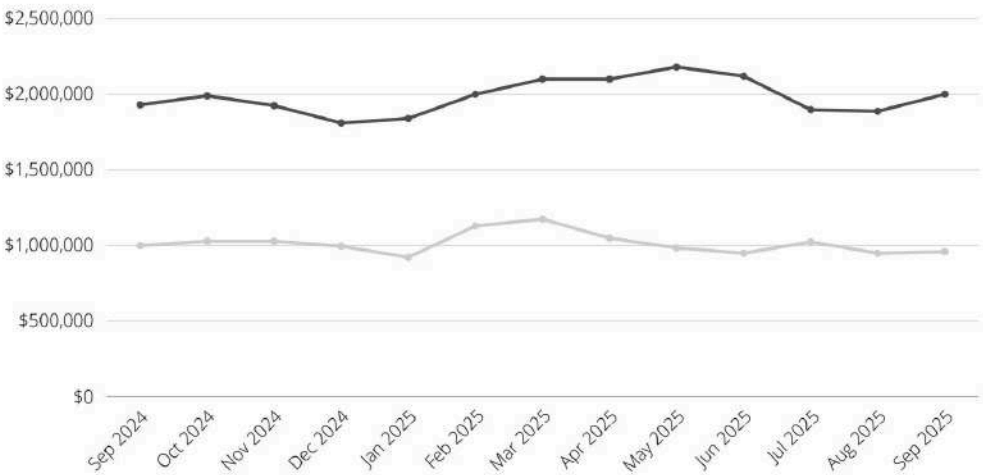
# Median Sales Price

## Single-Family Homes

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

## Condos & Townhomes

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



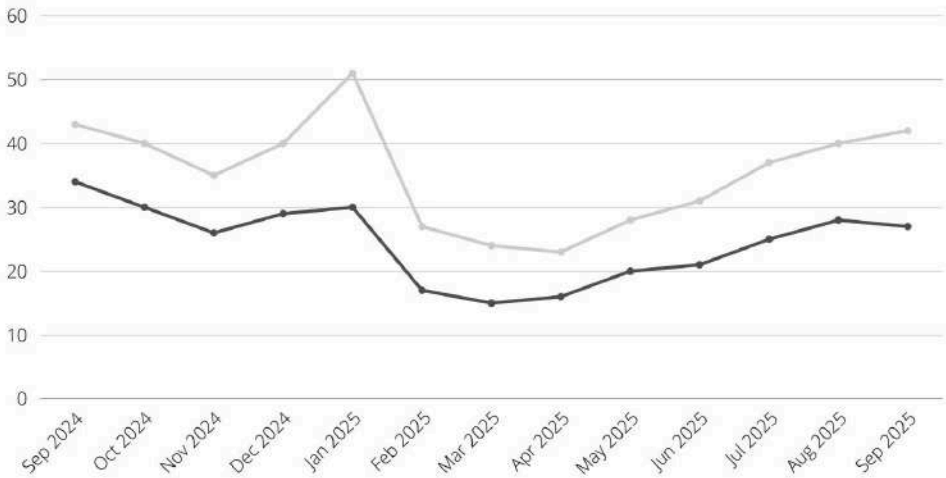
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 34 days last September 2024, to 27 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 43 days in September 2024, to 42 days as of September 2025.



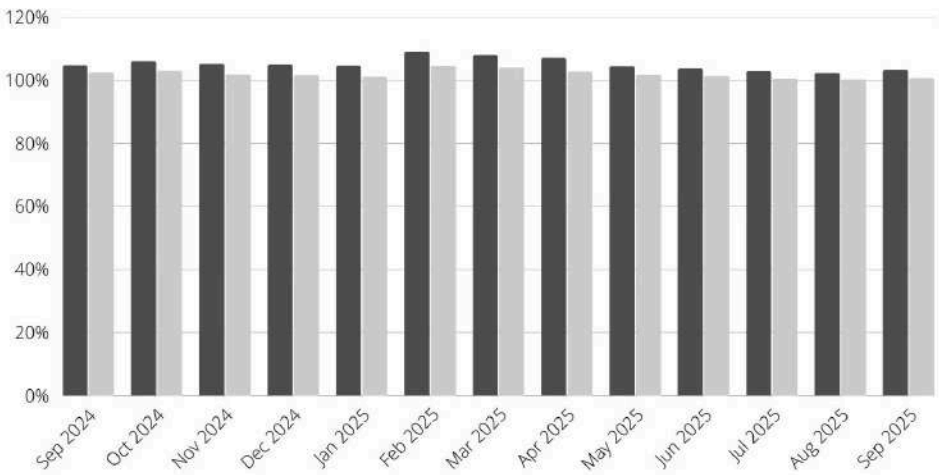
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 104.7% last September 2024, to 103.4% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 102.5% last September 2024, to 100.7% a year later.







# Monterey County

## What's in the Monterey County data?

There were 496 single-family homes for sale, providing 4.3 months of inventory. There were 195 new listings, and 116 homes sold at a median price of \$950k. The median overbid percentage was at 97.8%, with an average of 53 days on the market.

There were 99 condo and townhome units for sale, providing 4.9 months of inventory. There were 40 new listings and 20 units sold at a median sale price of \$795k. The median overbid percentage was at 98%, with an average of 46 days on the market.





# SFH

## Single-Family Homes

195

New Listings

116

Sold Listings

4.3

Months of Inventory

\$950K

Median Sale Price

97.8%

Median Sale vs List

53

Avg Days on Market

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# CONDO

## Condo & Townhomes

40

New Listings

20

Sold Listings

4.9

Months of Inventory

\$795K

Median Sale Price

98%

Median Sale vs List

46

Avg Days on Market

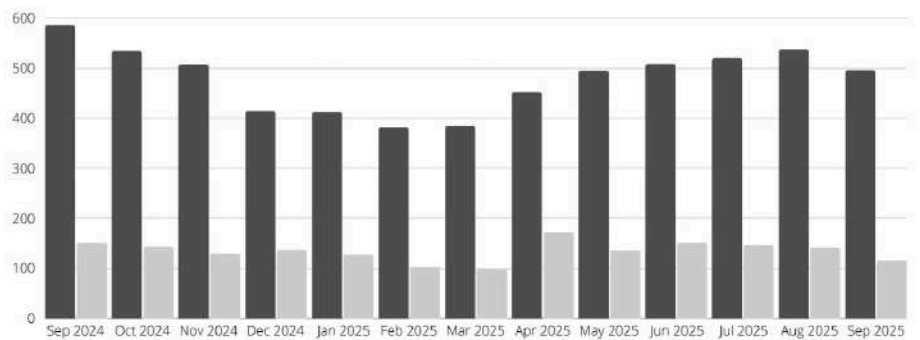




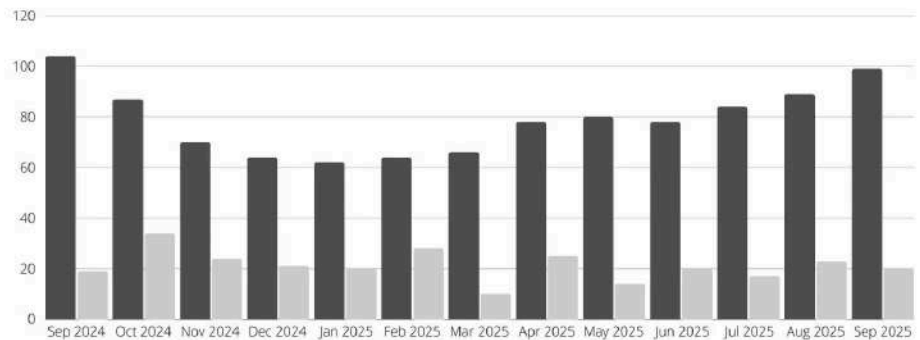
# Monterey County

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

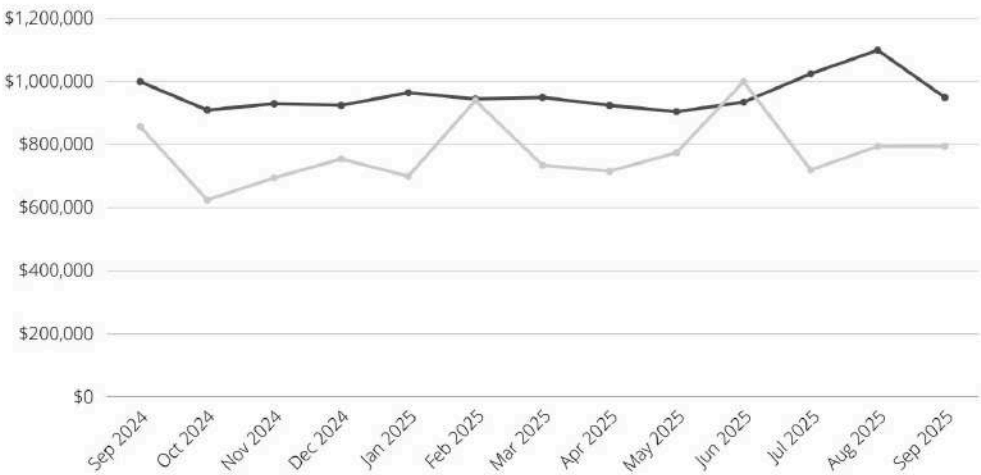
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$1m last September 2024, to \$950k as of September 2025.

## Condos & Townhomes

The median sale price has decreased from \$857k last September 2024, to \$795k as of September 2025.



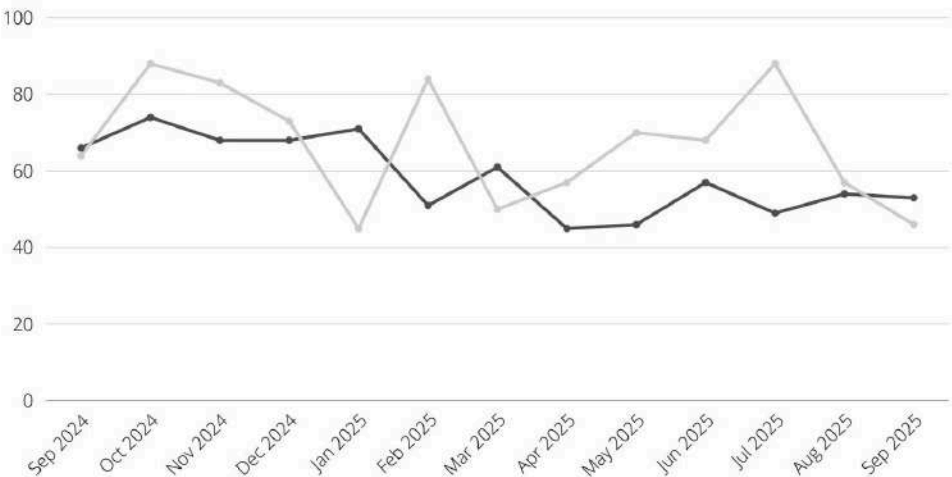
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 66 days last September 2024, to 53 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 64 days in September 2024, to 46 days as of September 2025.



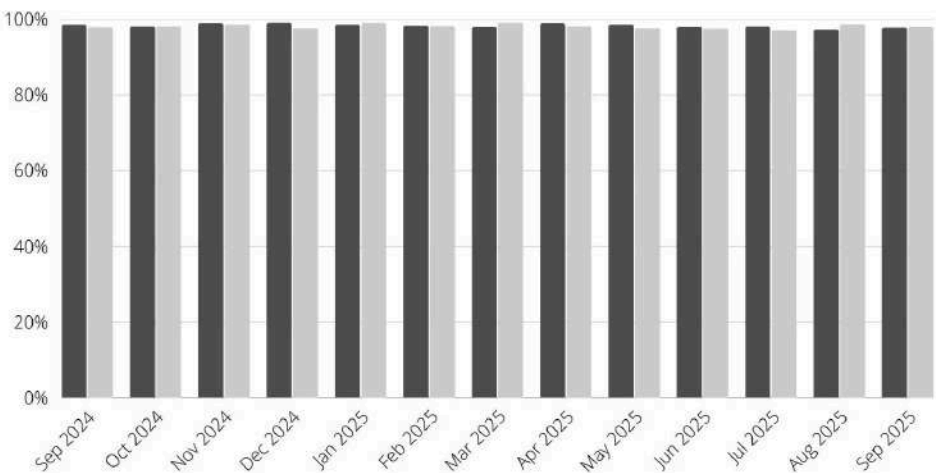
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 98.6% last September 2024, to 97.8% a year later.

## Condos & Townhomes

The overbid percentage has increased from 97.9% last September 2024, to 98% a year later.







# Santa Cruz County

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

There were 422 single-family homes for sale, providing 3.8 months of inventory. There were 164 new listings, and 110 homes sold at a median price of \$1.2m. The median overbid percentage was at 98.4%, with an average of 56 days on the market.

There were 132 condo and townhome units for sale, providing 0 months of inventory. There were 0 new listings and 36 units sold at a median sale price of \$815k. The median overbid percentage was at 98.5%, with an average of 66 days on the market.





# SFH

## Single-Family Homes

164

New Listings

110

Sold Listings

3.8

Months of Inventory

\$1.2M

Median Sale Price

98.4%

Median Sale vs List

56

Avg Days on Market

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# CONDO

## Condo & Townhomes

0

New Listings

36

Sold Listings

0

Months of Inventory

\$815K

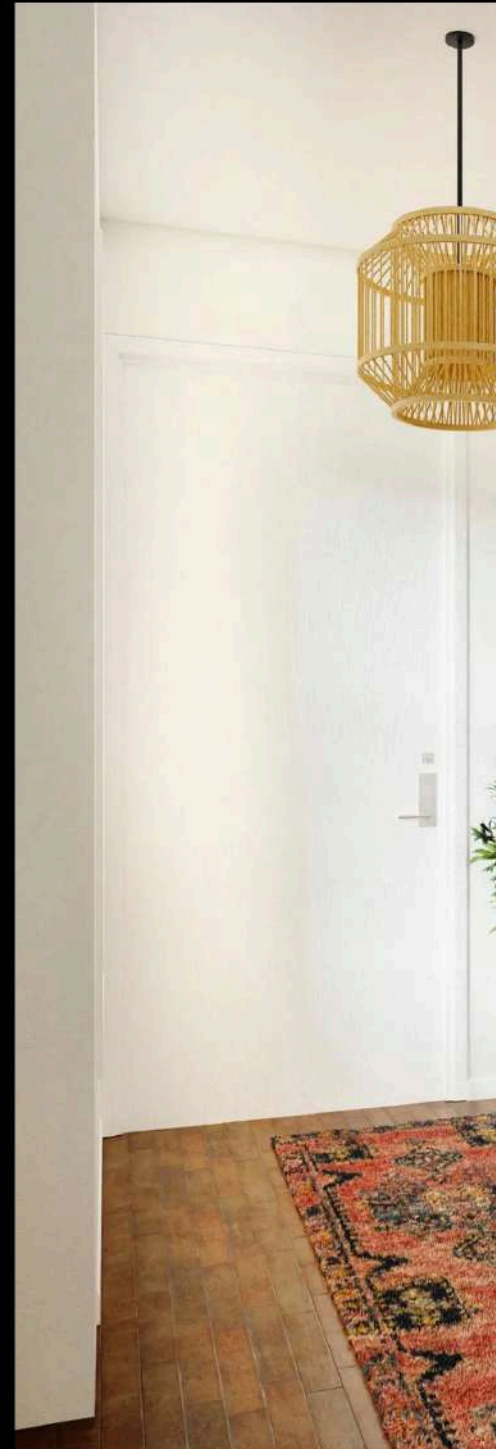
Median Sale Price

98.5%

Median Sale vs List

66

Avg Days on Market

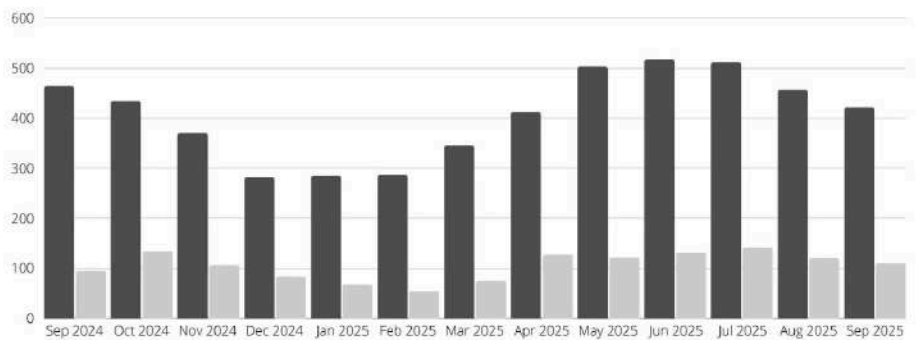




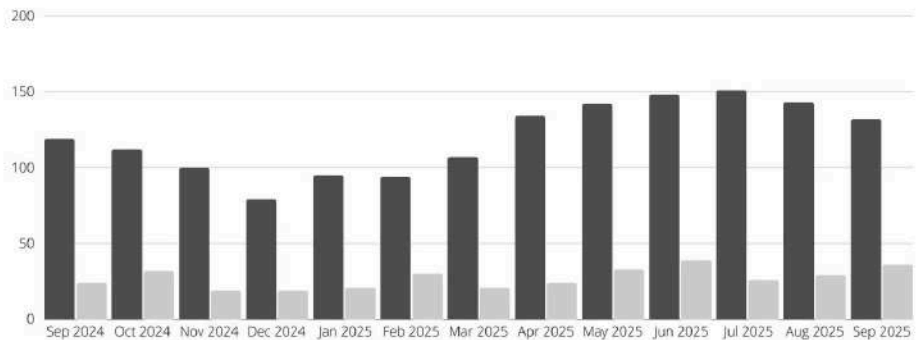
# Santa Cruz County

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

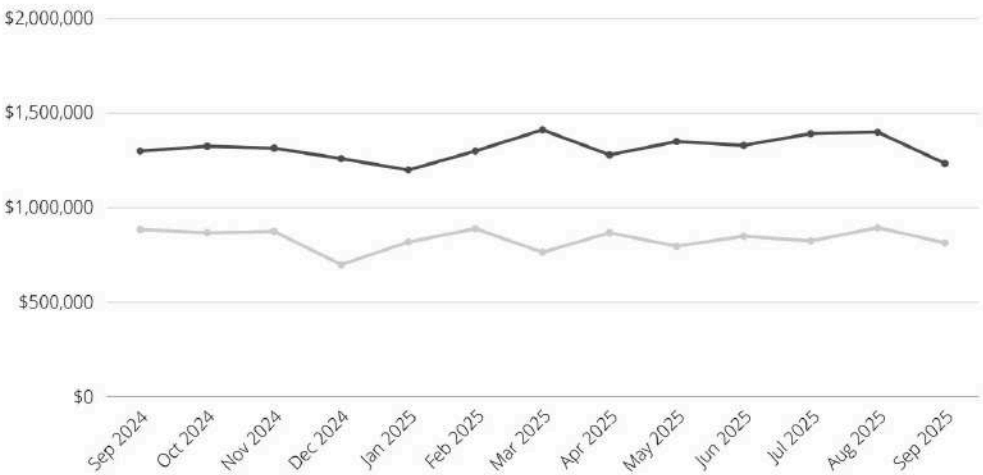
# Median Sales Price

## Single-Family Homes

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

## Condos & Townhomes

The median sale price has decreased from \$885k last September 2024, to \$815k as of September 2025.



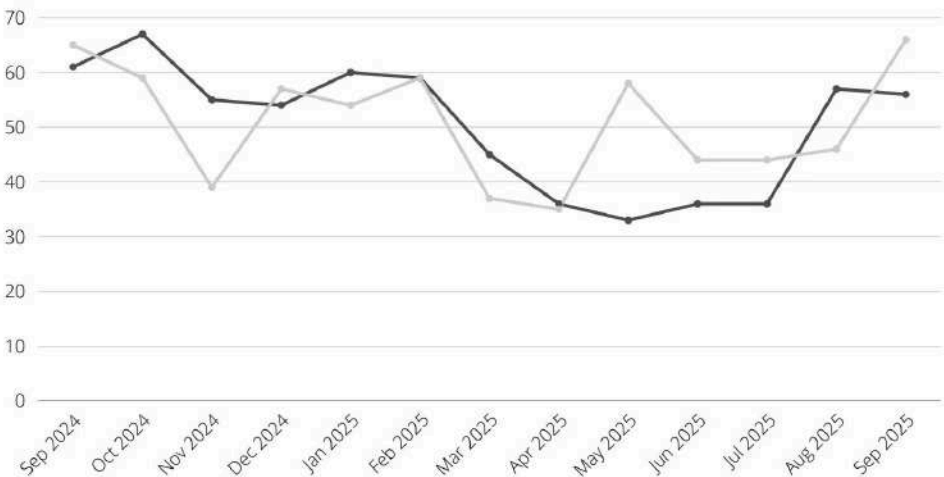
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 61 days last September 2024, to 56 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went up from 65 days in September 2024, to 66 days as of September 2025.



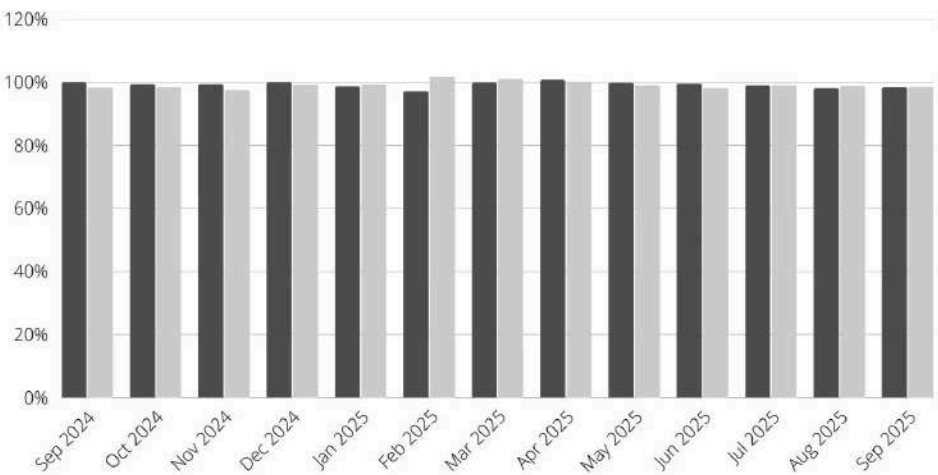
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 100.1% last September 2024, to 98.4% a year later.

## Condos & Townhomes

The overbid percentage has increased from 98.3% last September 2024, to 98.5% a year later.







# East Palo Alto

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

There were 13 single-family homes for sale, providing 2.6 months of inventory. There were 14 new listings, and 5 homes sold at a median price of \$1m. The median overbid percentage was at 100.7%, with an average of 13 days on the market.

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





# SFH

## Single-Family Homes

14

New Listings

5

Sold Listings

2.6

Months of Inventory

\$1M

Median Sale Price

100.7%

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 September 2024 to September 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  
September 2025.



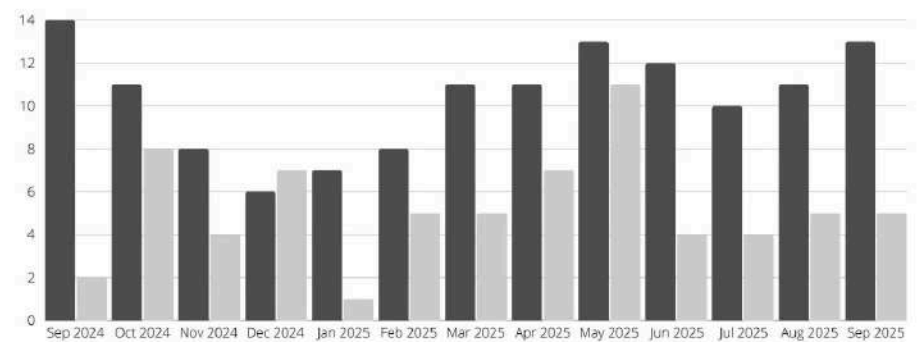




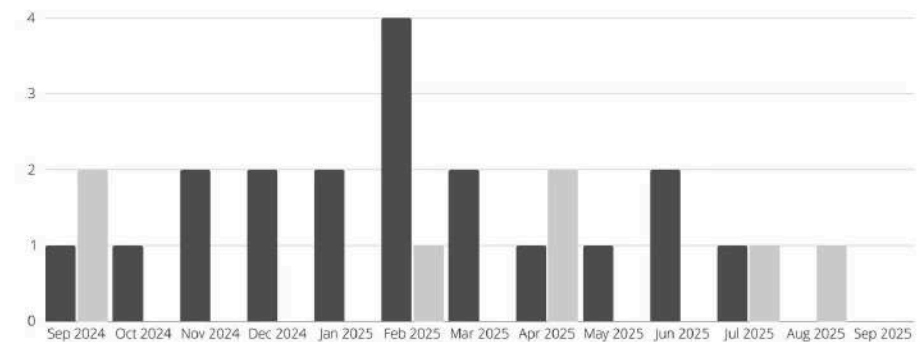
# East Palo Alto

SEPTEMBER 2024 - SEPTEMBER 2025

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

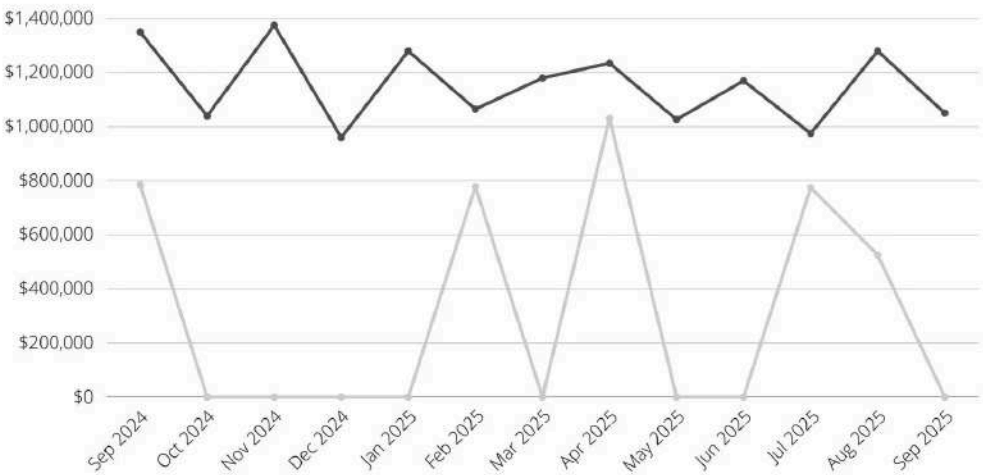
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$1.3m last September 2024, to \$1m as of September 2025.

## Condos & Townhomes

The median sale price has decreased from \$785k last September 2024, to \$0 as of September 2025.



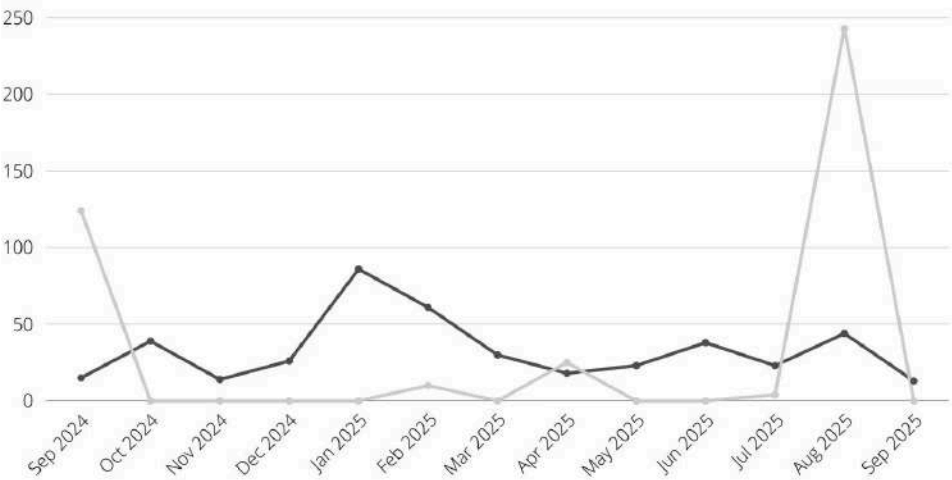
# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 15 days last September 2024, to 13 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 124 days in September 2024, to 0 days as of September 2025.



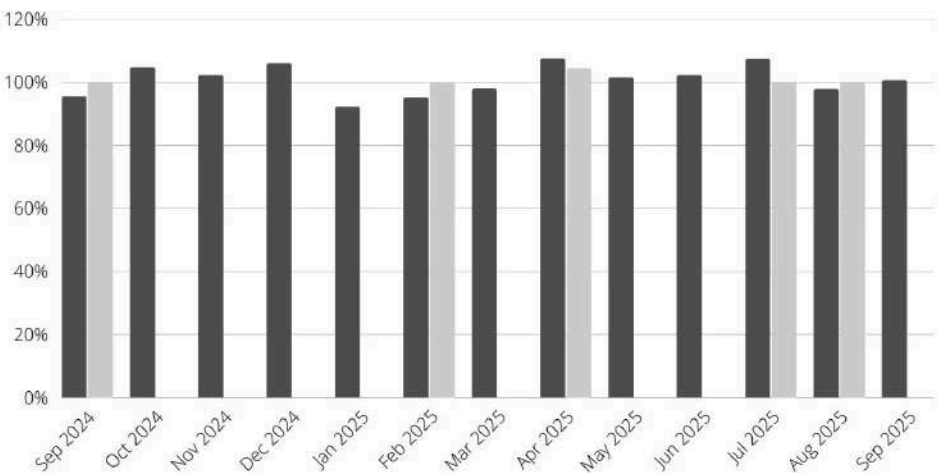
# Overbids

## Single-Family Homes

The overbid percentage has increased from 95.5% last September 2024, to 100.7% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 100% last September 2024, to 0% a year later.





# Sunnyvale

## What's in the Sunnyvale data?

There were 40 single-family homes for sale, providing 1.3 months of inventory. There were 51 new listings, and 32 homes sold at a median price of \$2.7m. The median overbid percentage was at 106.8%, with an average of 16 days on the market.

There were 51 condo and townhome units for sale, providing 2.6 months of inventory. There were 40 new listings and 20 units sold at a median sale price of \$1.3m. The median overbid percentage was at 102.1%, with an average of 29 days on the market.







# SFH

## Single-Family Homes

51

New Listings

32

Sold Listings

1.3

Months of Inventory

\$2.7M

Median Sale Price

106.8%

Median Sale vs List

16

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from September 2024 to September 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

40

New Listings

20

Sold Listings

2.6

Months of Inventory

\$1.3M

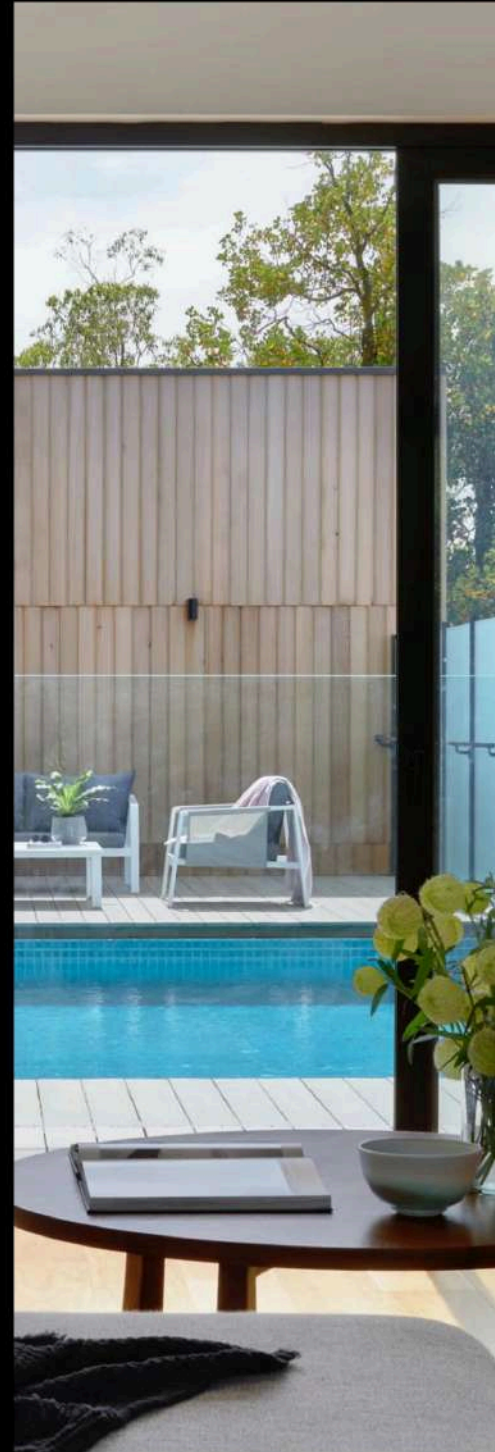
Median Sale Price

102.1%

Median Sale vs List

29

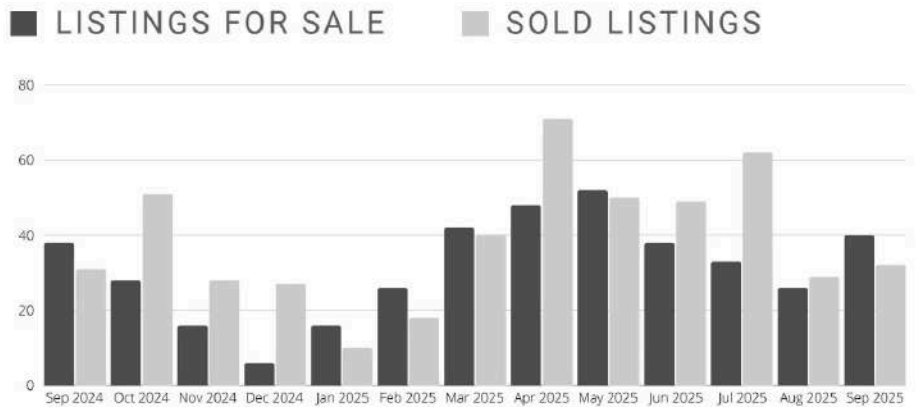
Avg Days on Market



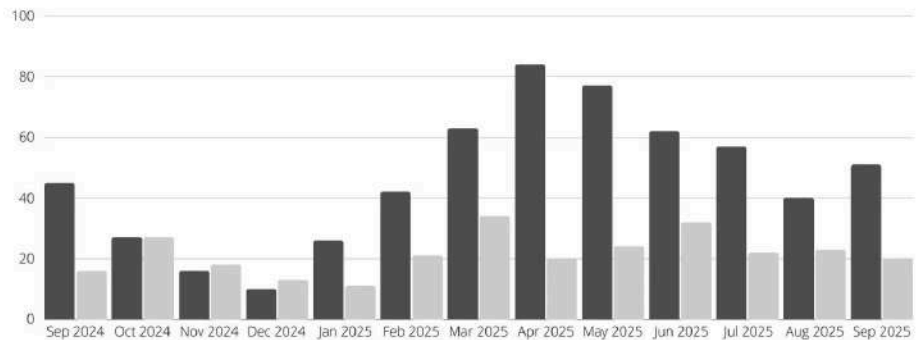


# Sunnyvale

SEPTEMBER 2024 - SEPTEMBER 2025



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



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

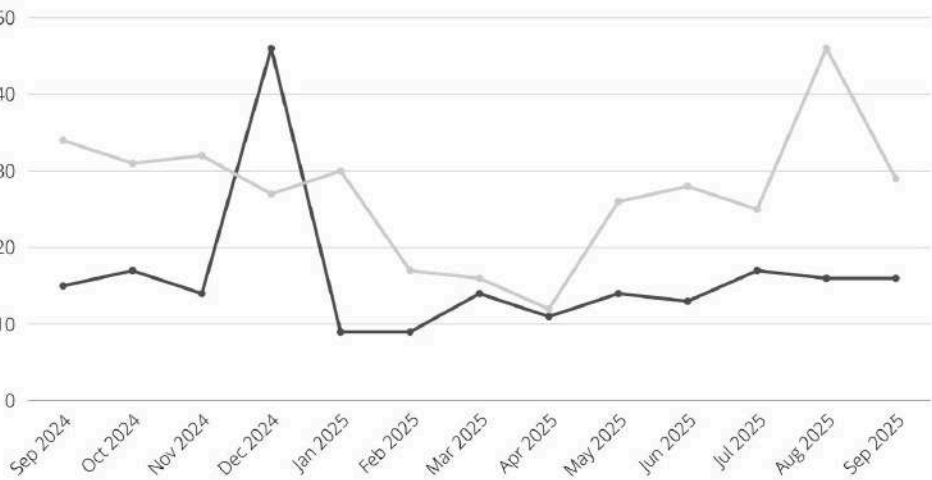
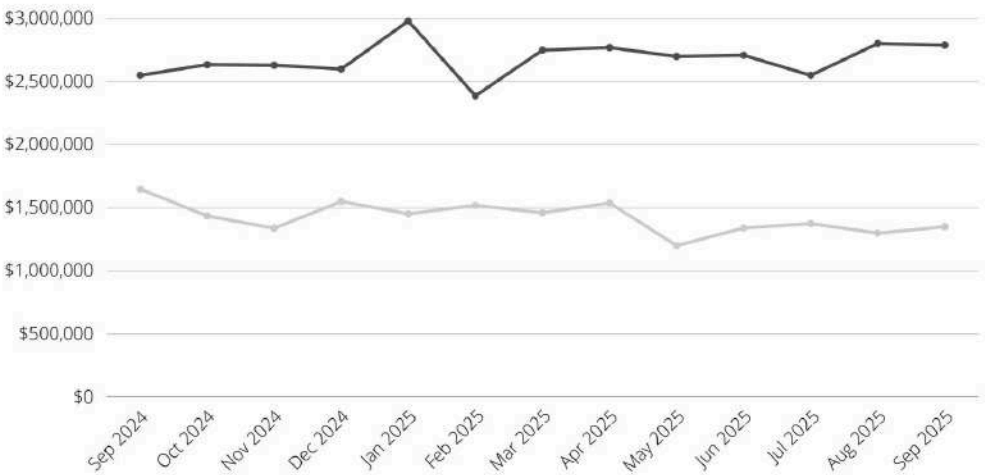
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$2.5m last September 2024, to \$2.7m as of September 2025.

## Condos & Townhomes

The median sale price has decreased from \$1.6m last September 2024, to \$1.3m as of September 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 15 days last September 2024, to 16 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went down from 34 days in September 2024, to 29 days as of September 2025.

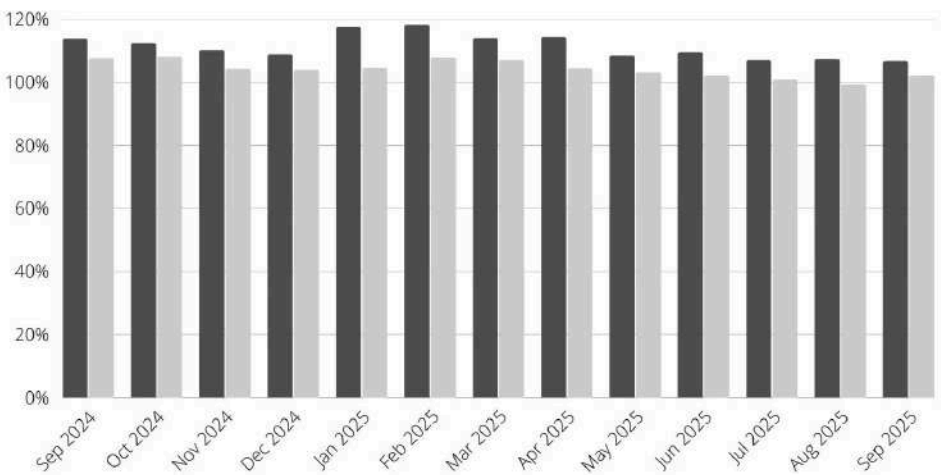
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 113.8% last September 2024, to 106.8% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 107.6% last September 2024, to 102.1% a year later.





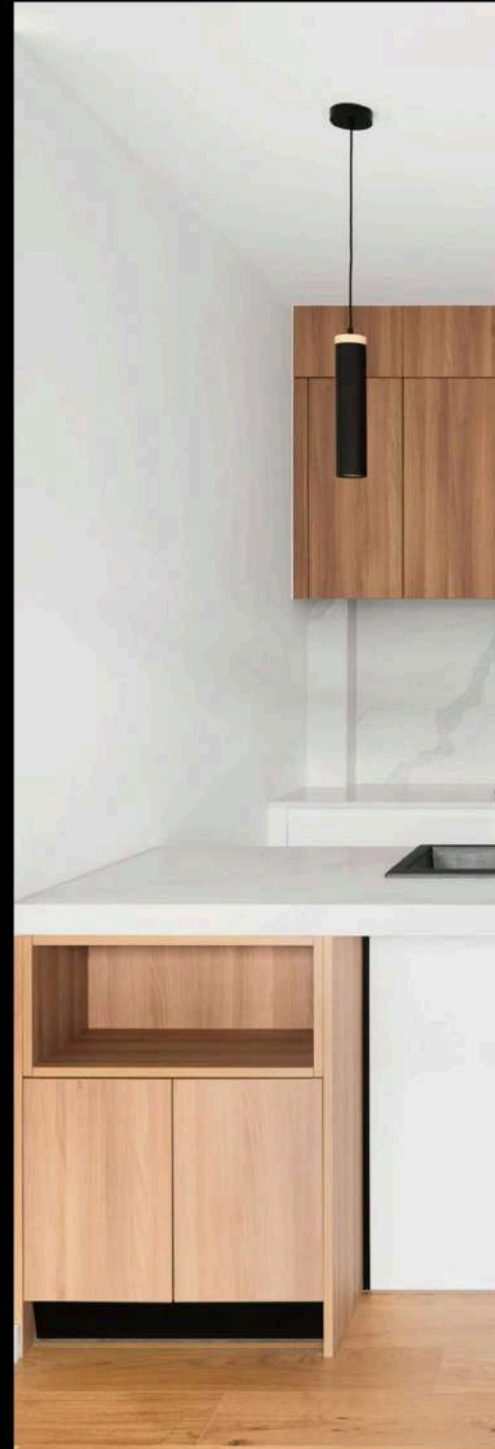


# Santa Clara City

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

There were 36 single-family homes for sale, providing 1.3 months of inventory. There were 50 new listings, and 27 homes sold at a median price of \$2.1m. The median overbid percentage was at 108.1%, with an average of 23 days on the market.

There were 50 condo and townhome units for sale, providing 2.2 months of inventory. There were 34 new listings and 23 units sold at a median sale price of \$1.1m. The median overbid percentage was at 100%, with an average of 42 days on the market.





# SFH

## Single-Family Homes

50

New Listings

27

Sold Listings

1.3

Months of Inventory

\$2.1M

Median Sale Price

108.1%

Median Sale vs List

23

Avg Days on Market

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# CONDO

## Condo & Townhomes

34

New Listings

23

Sold Listings

2.2

Months of Inventory

\$1.1M

Median Sale Price

100%

Median Sale vs List

42

Avg Days on Market

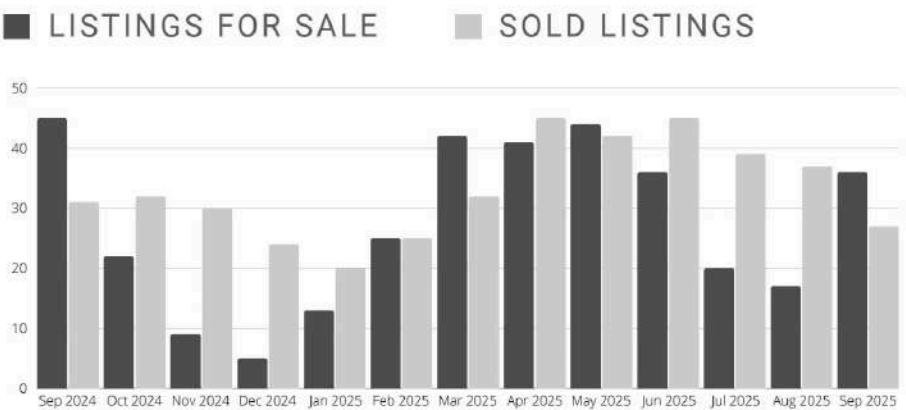




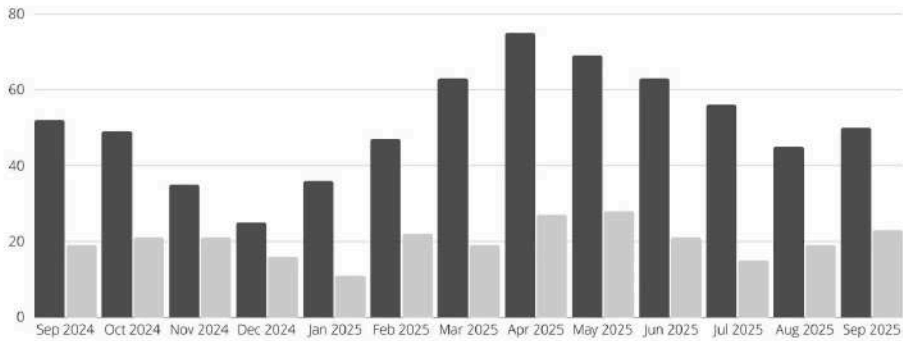


# Santa Clara City

SEPTEMBER 2024 - SEPTEMBER 2025



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



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

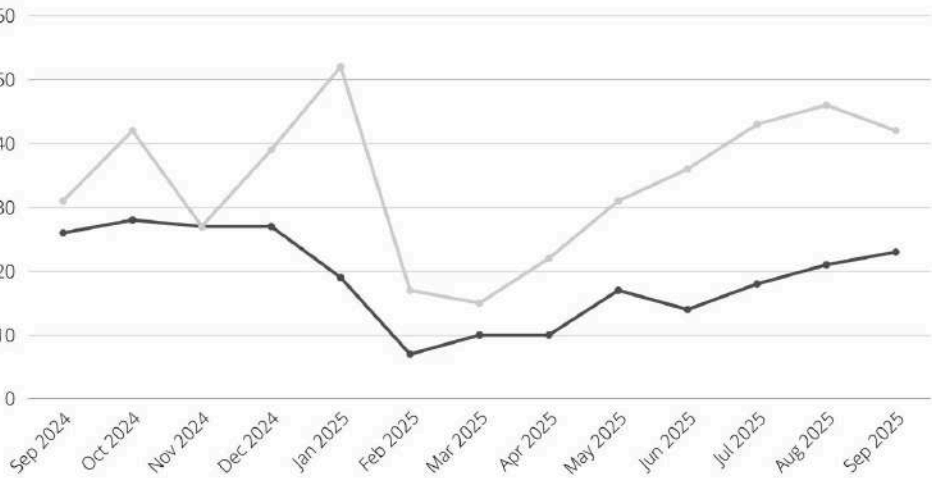
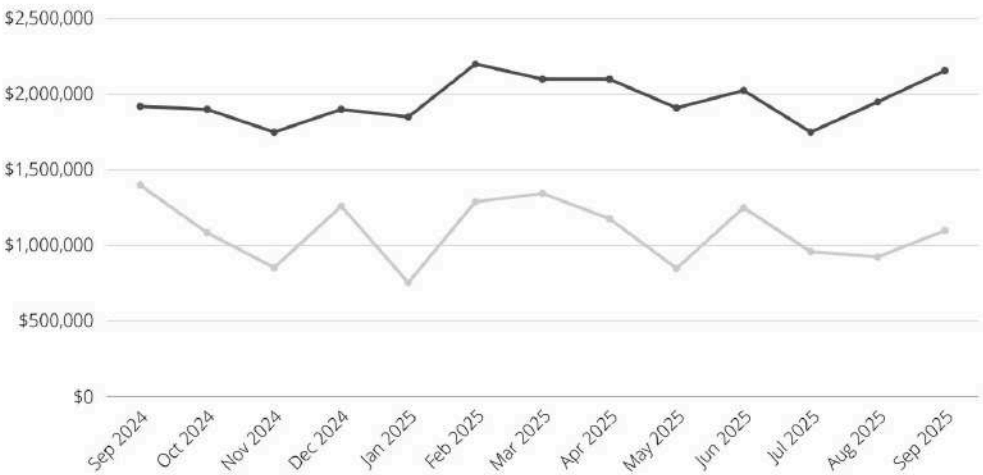
# Median Sales Price

## Single-Family Homes

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

## Condos & Townhomes

The median sale price has decreased from \$1.4m last September 2024, to \$1.1m as of September 2025.



# AVG Days On the Market

## Single-Family Homes

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

## Condos & Townhomes

The average time spent on the market went up from 31 days in September 2024, to 42 days as of September 2025.

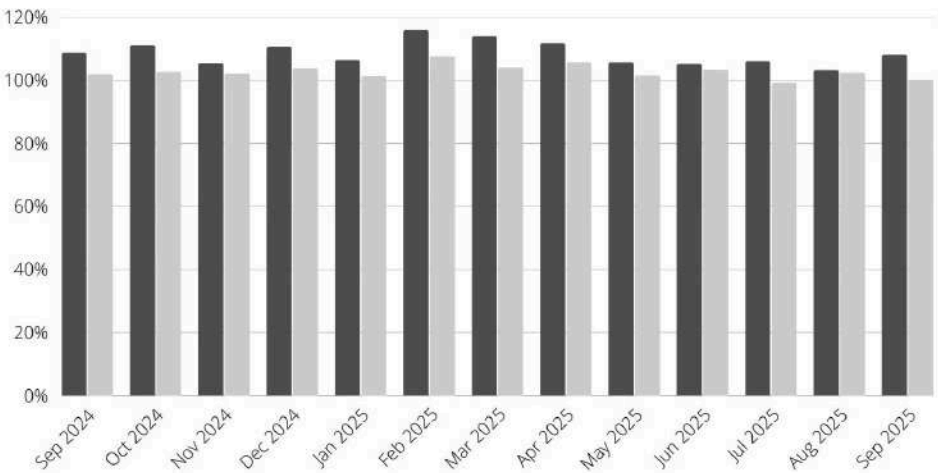
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 108.8% last September 2024, to 108.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 101.9% last September 2024, to 100% a year later.





# Saratoga

## What's in the Saratoga data?

There were 40 single-family homes for sale, providing 2.4 months of inventory. There were 38 new listings, and 17 homes sold at a median price of \$4.3m. The median overbid percentage was at 103.1%, with an average of 30 days on the market.

There were 16 condo and townhome units for sale, providing 8 months of inventory. There were 3 new listings and 2 units sold at a median sale price of \$1.7m. The median overbid percentage was at 97.1%, with an average of 42 days on the market.







# SFH

## Single-Family Homes

38

New Listings

17

Sold Listings

2.4

Months of Inventory

\$4.3M

Median Sale Price

103.1%

Median Sale vs List

30

Avg Days on Market

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# CONDO

## Condo & Townhomes

3

New Listings

2

Sold Listings

8

Months of Inventory

\$1.7M

Median Sale Price

97.1%

Median Sale vs List

42

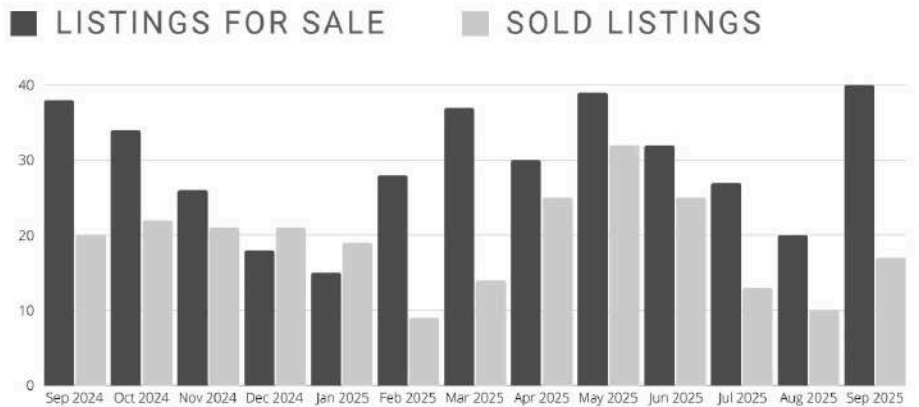
Avg Days on Market



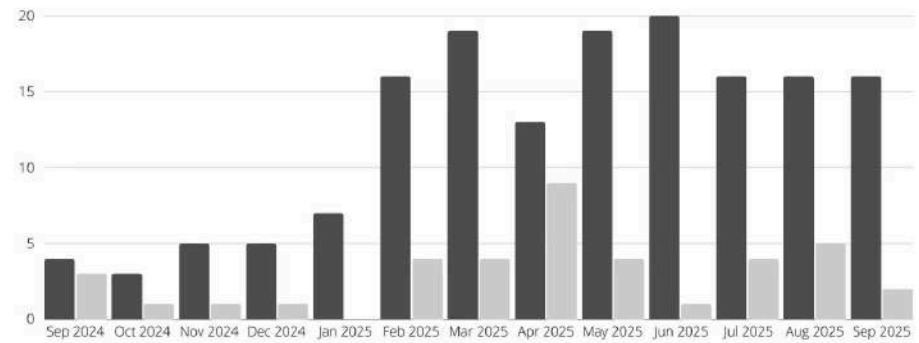


# Saratoga

SEPTEMBER 2024 - SEPTEMBER 2025



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



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

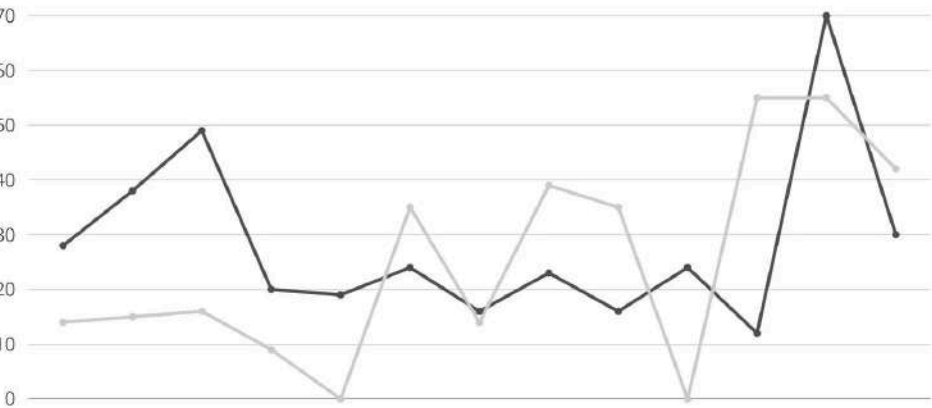
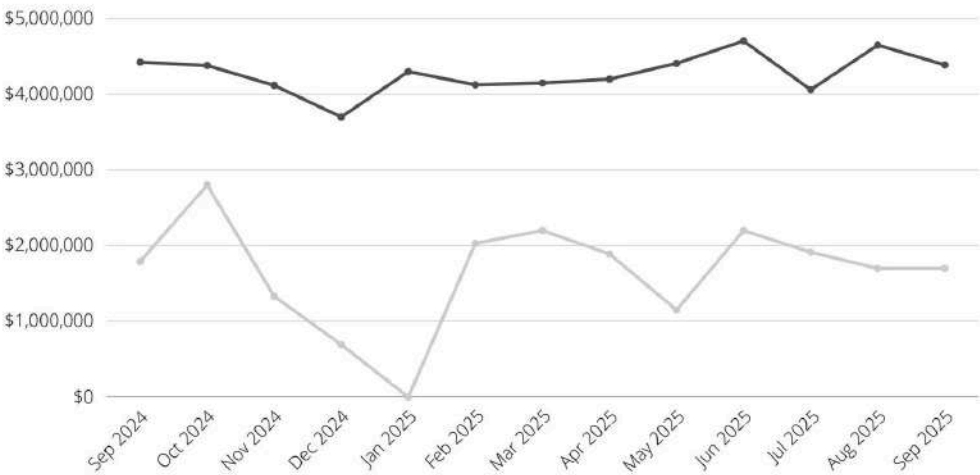
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$4.4m last September 2024, to \$4.3m as of September 2025.

## Condos & Townhomes

The median sale price has decreased from \$1.79m last September 2024, to \$1.7m as of September 2025.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 28 days last September 2024, to 30 days as of September 2025.

## Condos & Townhomes

The average time spent on the market went up from 14 days in September 2024, to 42 days as of September 2025.

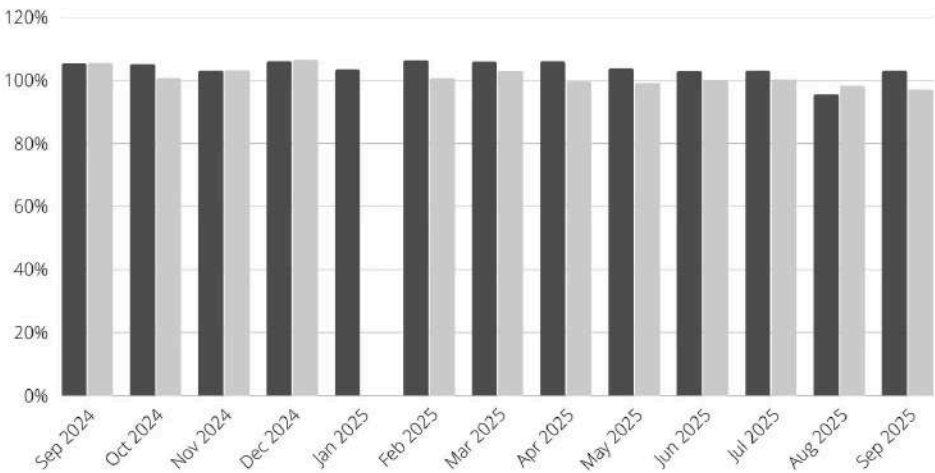
# Overbids

## Single-Family Homes

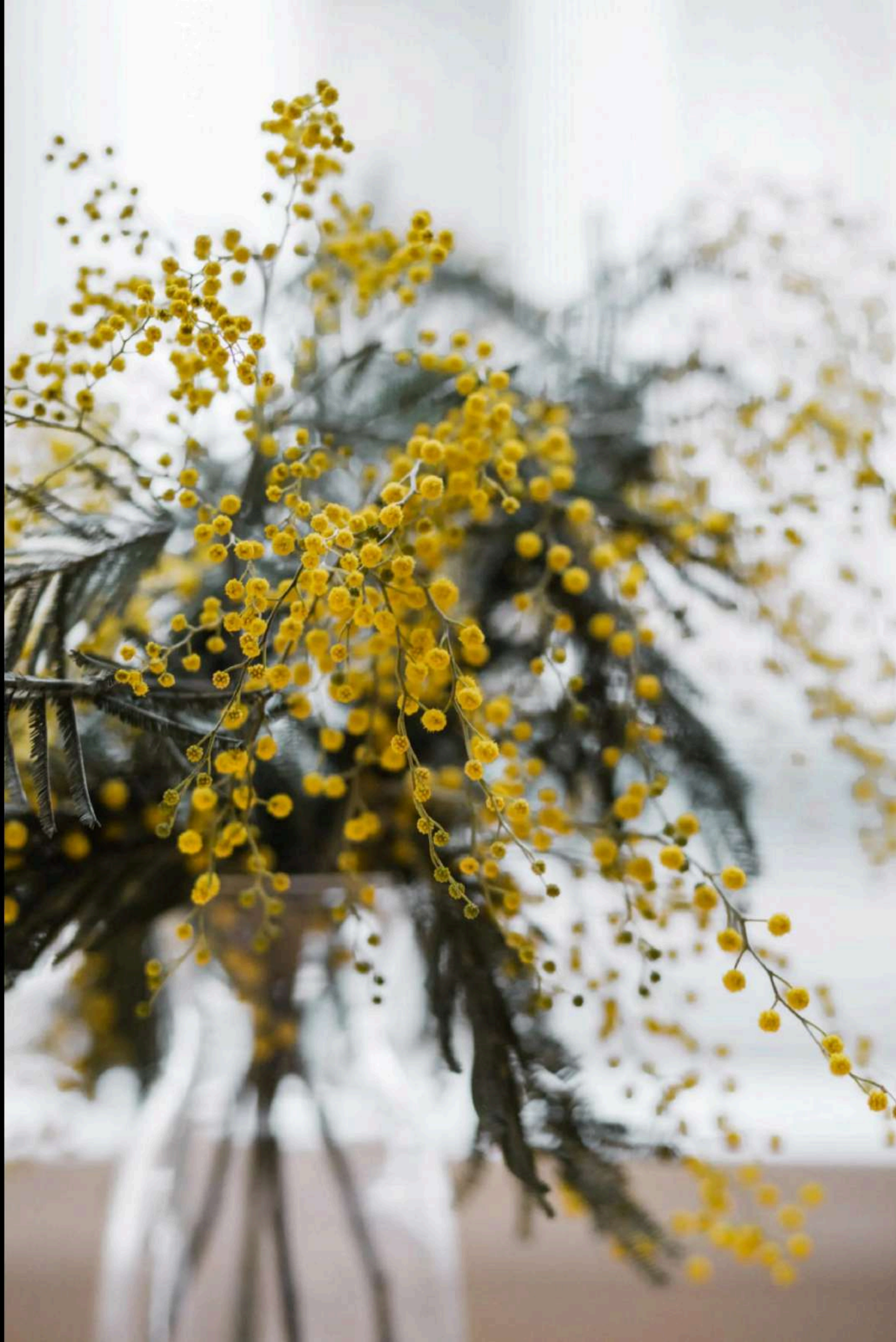
The overbid percentage has decreased from 105.4% last September 2024, to 103.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 105.5% last September 2024, to 97.1% a year later.









## Palo Alto

2825 El Camino Real, Suite 200, Palo Alto, CA 94306

(650) 331-3133

