



# Market Report



Palo Alto

# Palo Alto *area*

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

That's the question you should be asking yourself.

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

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

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## I can help...

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

# 4 Ways To Give Your Offer an Edge This Spring



Looking to buy a home this season? Here's what you should know.

Buyers have more leverage today than they've had in years. There are more homes to choose from and, in many areas, sellers are more open to negotiation.

But that doesn't mean competition is gone completely. These days, it varies a lot depending on where you're hoping to move.

If you're buying in a popular neighborhood, or in a market where there aren't many homes for sale, you may still find yourself competing with another buyer.

And that's especially true in the Spring. Here's how to stay one step ahead of any competition this season.

[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.



## 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.



## 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.



## 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.



## 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.



## 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!**



# ActonADU

Lic. #638333

## Project Spotlight:

# ANENBERG-ESSERT FAMILY ADU IN CAMPBELL

## Enhancing Property Value and Family Living Space with an Acton ADU

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



## Goals and Vision

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

# Design and Construction Details



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



## Vaulted Ceilings

Creates a spacious, open atmosphere.



## Fully Equipped Kitchen

Modern amenities for everyday convenience.



## Senior-Friendly Living

Safe, independent space for elderly family members.



## Open Living Area

Multipurpose area for relaxation and entertainment.

## Results and Impact

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



### Increased Property Value

The ADU addition significantly boosted property value.



### Modern Comforts

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



### Flexible Living Space

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



### Enhanced Family Living

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

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

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

[LEARN MORE](#)

# Vendor Directory

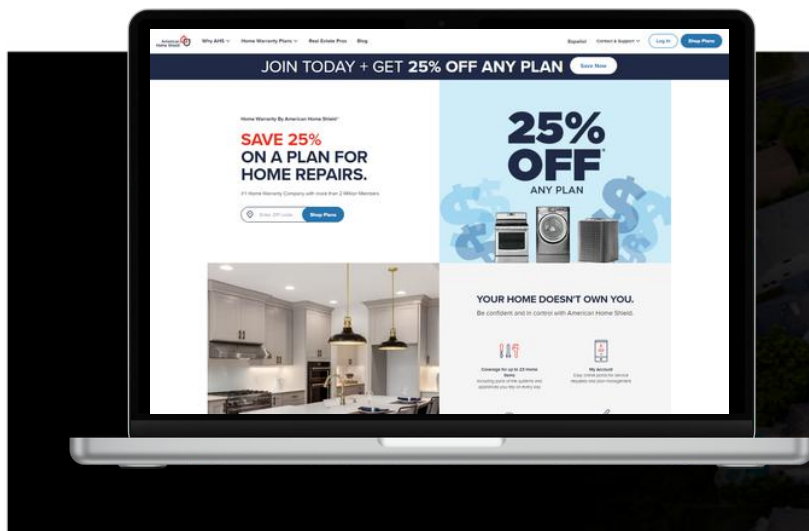
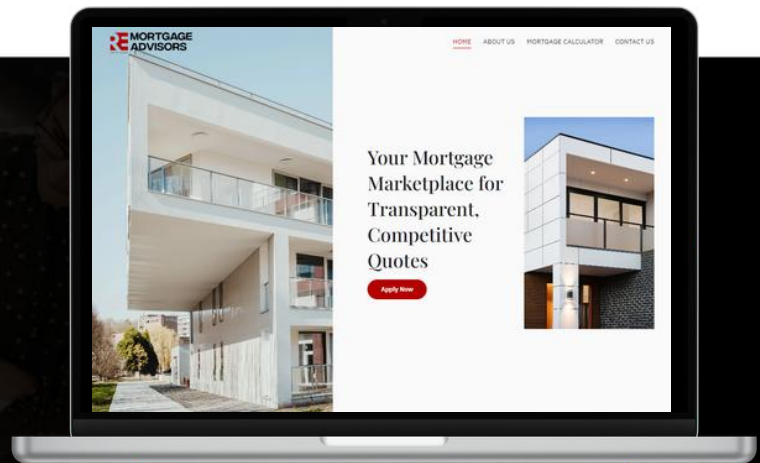
When it comes to home ownership, knowing who you can trust is crucial. That's why we've curated a select list of trusted vendors who are ready to help with your home goals.



**RE MORTGAGE ADVISORS**

[CLICK HERE](#)

for your mortgage needs

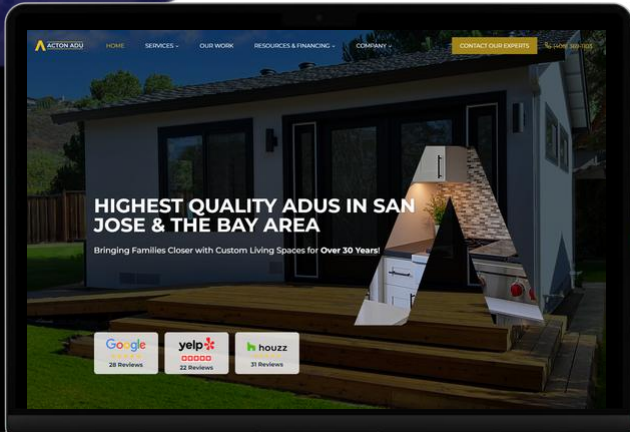


American Home Shield



[CLICK HERE](#)

for your home warranty needs



 **ActonADU**

Lic. #638333

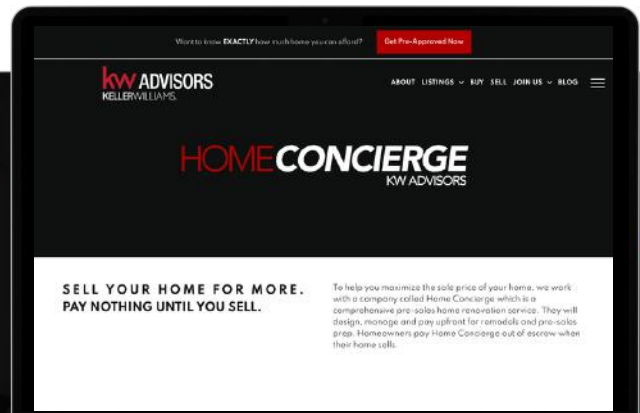
[CLICK HERE](#)

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

**HOMECONCIERGE**  
KW ADVISORS

[CLICK HERE](#)

for your home renovation needs



**HOMECONCIERGE**  
KW ADVISORS

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

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

 **GREYSTONE**  
INSURANCE AGENCY

Insurance Services  
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for your insurance needs

# Palo Alto

## What's in the Palo Alto data?

There were 49 single-family homes for sale, providing 1.1 months of inventory. There were 61 new listings, and 45 homes sold at a median price of \$4.1m. The median overbid percentage was at 107.2%, with an average of 19 days on the market.

There were 24 condo and townhome units for sale, providing 2 months of inventory. There were 19 new listings and 12 units sold at a median sale price of \$1.2m. The median overbid percentage was at 101.2%, with an average of 34 days on the market.





# SFH

## Single-Family Homes

61

New Listings

45

Sold Listings

1.1

Months of Inventory

\$4.1M

Median Sale Price

107.2%

Median Sale vs List

19

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from April 2025 to April 2026. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

19

New Listings

12

Sold Listings

2

Months of Inventory

\$1.2M

Median Sale Price

101.2%

Median Sale vs List

34

Avg Days on Market

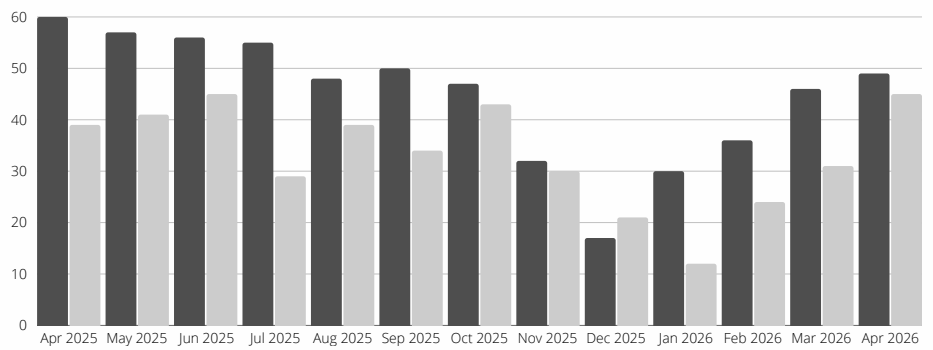




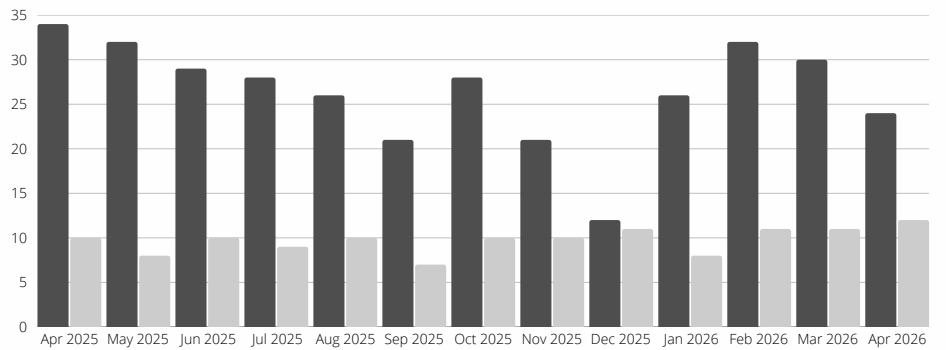
# Palo Alto

APRIL 2025 TO APRIL 2026

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

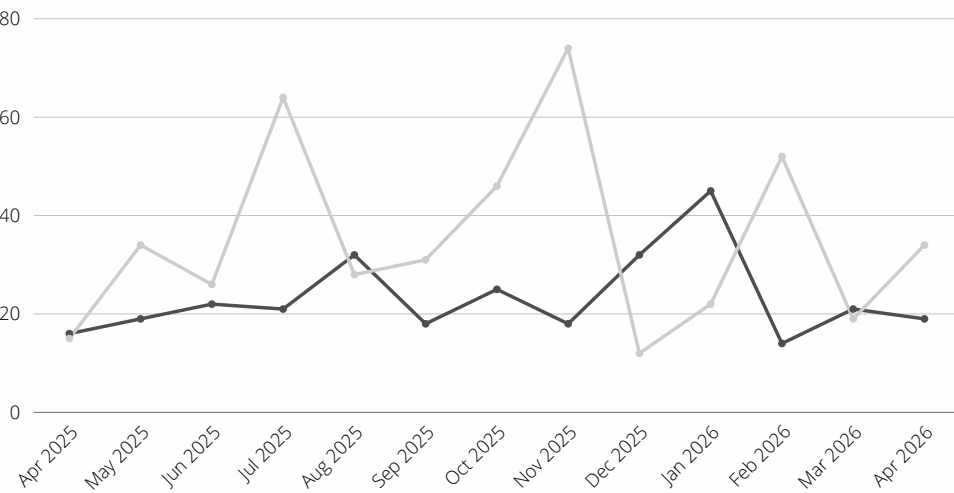
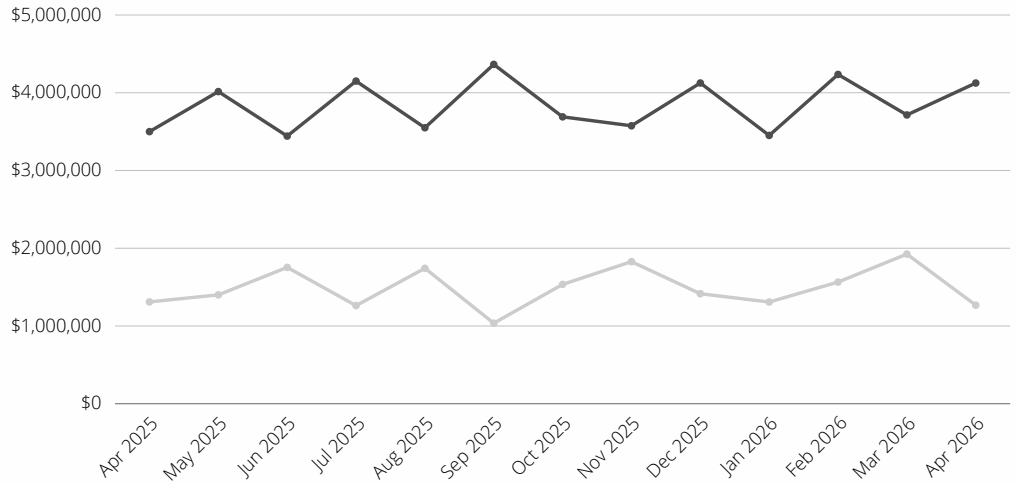
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$3.5m last April 2025, to \$4.1m as of April 2026.

## Condos & Townhomes

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



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 16 days last April 2025, to 19 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 15 days in April 2025, to 34 days as of April 2026.

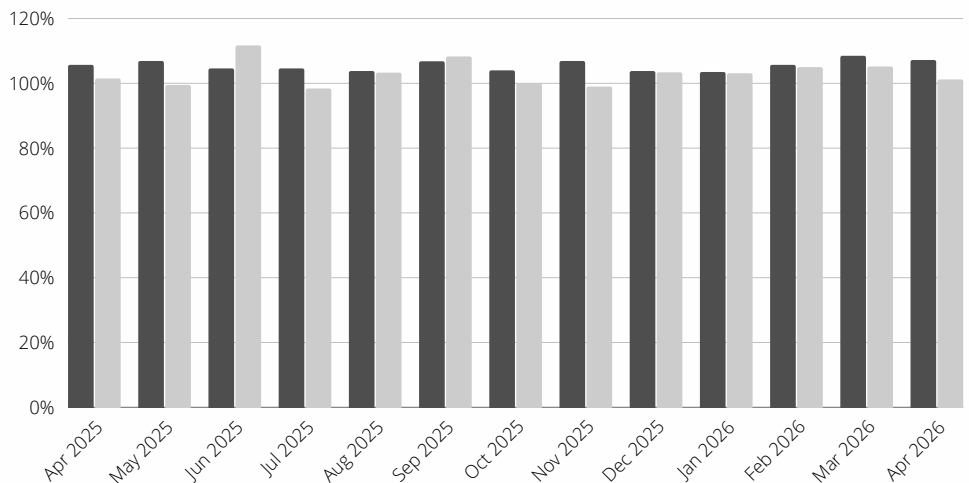
# Overbids

## Single-Family Homes

The overbid percentage has increased from 105.7% last April 2025, to 107.2% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 101.5% last April 2025, to 101.2% a year later.





# Redwood City

## What's in the Redwood City data?

There were 45 single-family homes for sale, providing 0.8 months of inventory. There were 55 new listings, and 56 homes sold at a median price of \$2.2m. The median overbid percentage was at 107.9%, with an average of 14 days on the market.

There were 29 condo and townhome units for sale, providing 2.4 months of inventory. There were 13 new listings and 12 units sold at a median sale price of \$1.3m. The median overbid percentage was at 100.1%, with an average of 28 days on the market.





# SFH

## Single-Family Homes

55

New Listings

56

Sold Listings

0.8

Months of Inventory

\$2.2M

Median Sale Price

107.9%

Median Sale vs List

14

Avg Days on Market

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# CONDO

## Condo & Townhomes

13

New Listings

12

Sold Listings

2.4

Months of Inventory

\$1.3M

Median Sale Price

100.1%

Median Sale vs List

28

Avg Days on Market



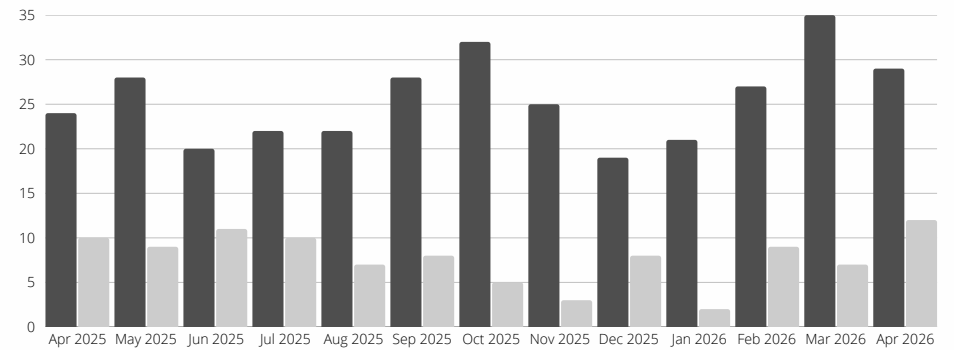


# Redwood City

APRIL 2025 TO APRIL 2026



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



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

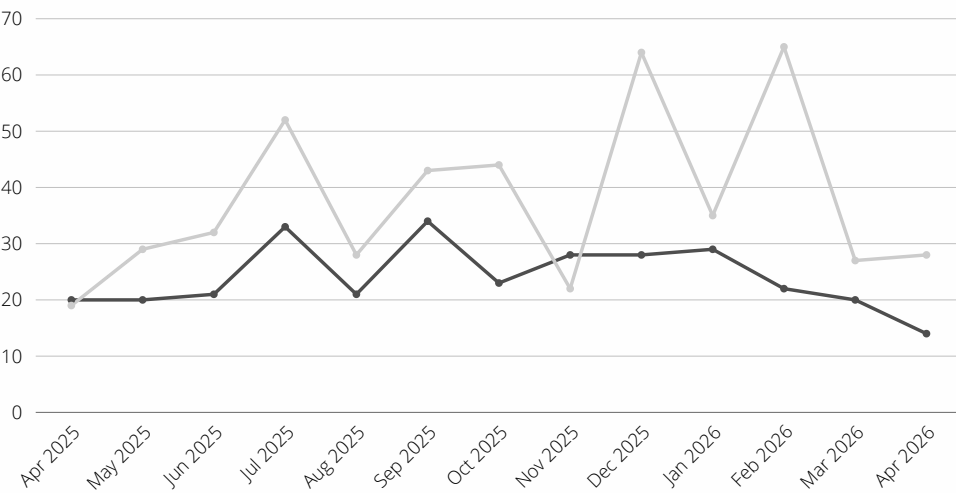
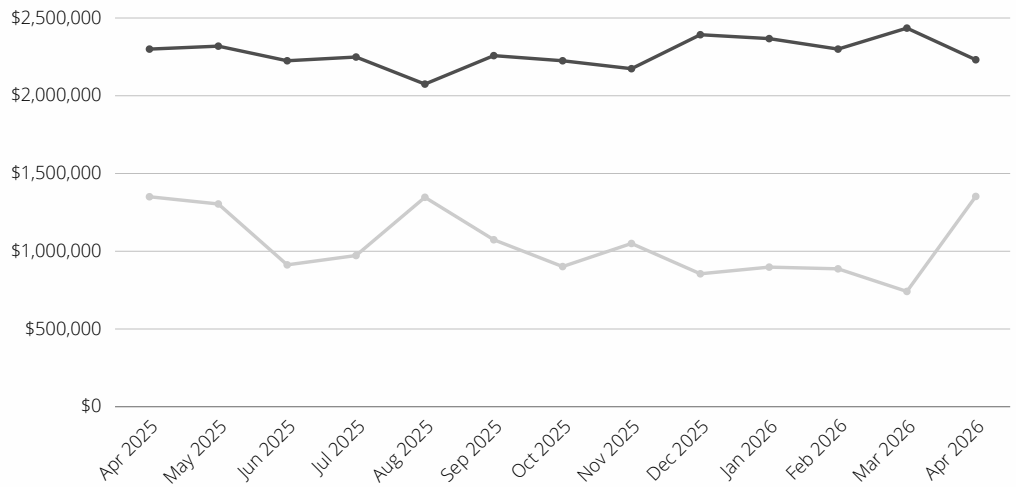
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$2.3m last April 2025, to \$2.2m as of April 2026.

## Condos & Townhomes

The median sale price has increased from \$1.35m last April 2025, to \$1.352m as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 20 days last April 2025, to 14 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 19 days in April 2025, to 28 days as of April 2026.

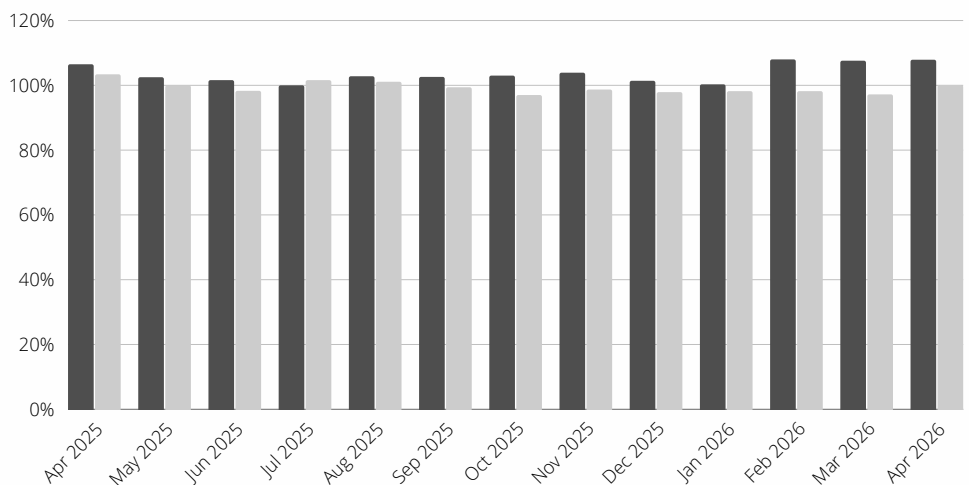
# Overbids

## Single-Family Homes

The overbid percentage has increased from 106.5% last April 2025, to 107.9% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 103.4% last April 2025, to 100.1% a year later.





# Portola Valley

## What's in the Portola Valley data?

There were 19 single-family homes for sale, providing 3.2 months of inventory. There were 13 new listings, and 6 homes sold at a median price of \$3.7m. The median overbid percentage was at 101.7%, with an average of 26 days on the market.

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





# SFH

## Single-Family Homes

13

New Listings

6

Sold Listings

3.2

Months of Inventory

\$3.7M

Median Sale Price

101.7%

Median Sale vs List

26

Avg Days on Market

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# CONDO

Condo & Townhomes

No data for this month.





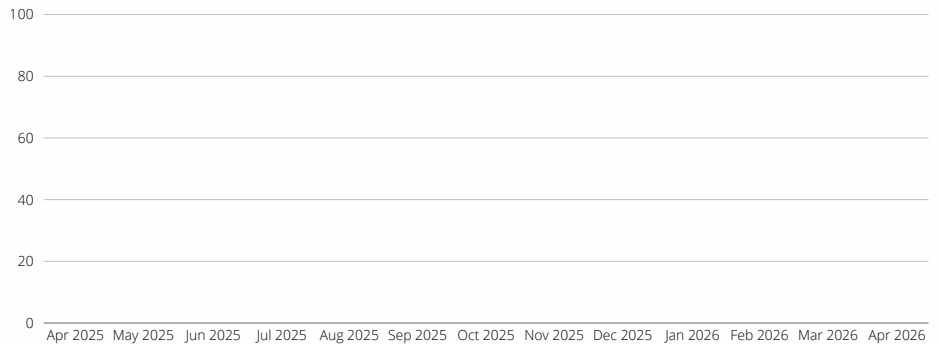
# Portola Valley

APRIL 2025 TO APRIL 2026



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

No data for this month.



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

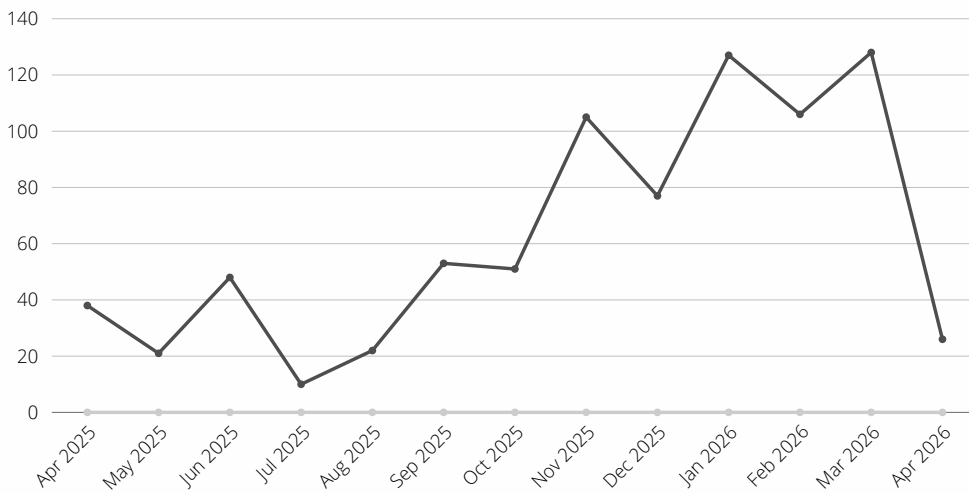
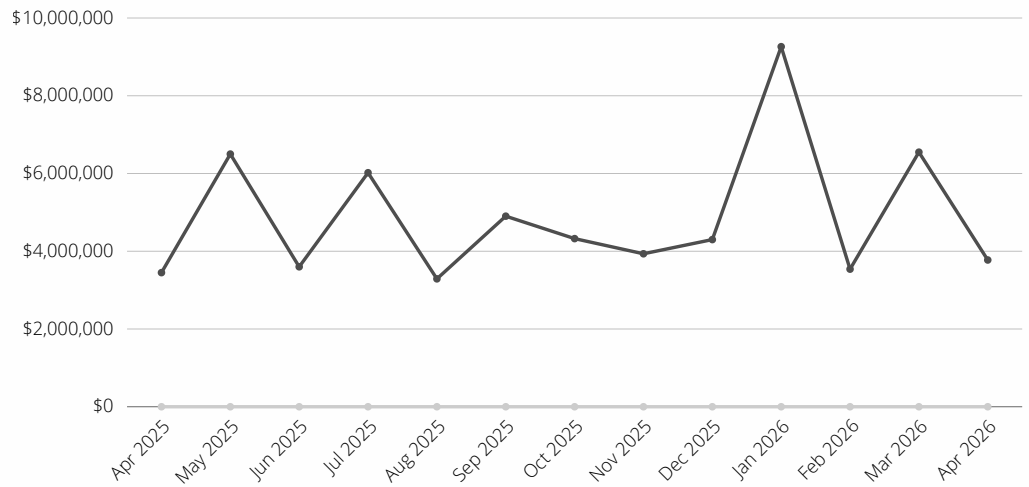
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$3.4m last April 2025, to \$3.7m as of April 2026.

## Condos & Townhomes

No data for this month.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 38 days last April 2025, to 26 days as of April 2026.

## Condos & Townhomes

No data for this month.

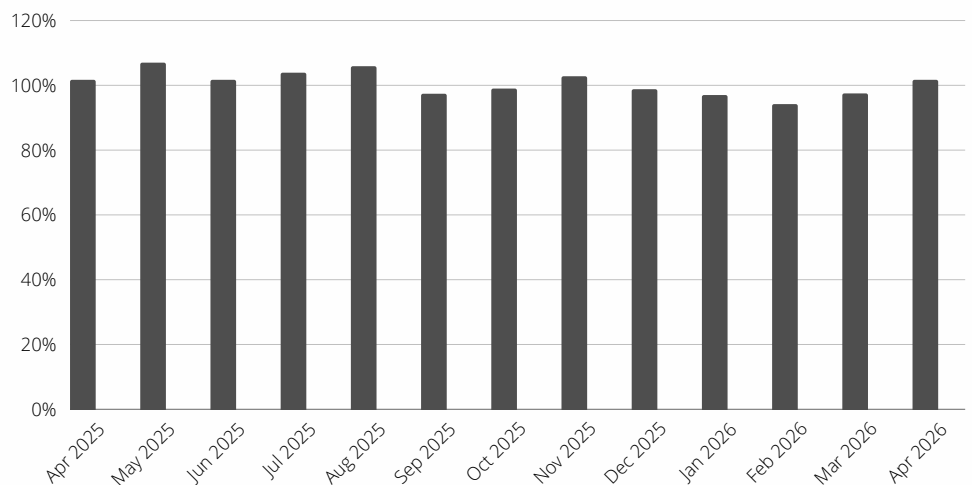
# Overbids

## Single-Family Homes

The overbid percentage has remained the same from 101.7% last April 2025, to 101.7% a year later.

## Condos & Townhomes

No data for this month.





# Menlo Park

## What's in the Menlo Park data?

There were 37 single-family homes for sale, providing 1.3 months of inventory. There were 40 new listings, and 28 homes sold at a median price of \$3.7m. The median overbid percentage was at 102.3%, with an average of 13 days on the market.

There were 14 condo and townhome units for sale, providing 1.4 months of inventory. There were 13 new listings and 10 units sold at a median sale price of \$1.8m. The median overbid percentage was at 102%, with an average of 27 days on the market.





# SFH

## Single-Family Homes

40

New Listings

28

Sold Listings

1.3

Months of Inventory

\$3.7M

Median Sale Price

102.3%

Median Sale vs List

13

Avg Days on Market

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# CONDO

## Condo & Townhomes

13

New Listings

10

Sold Listings

1.4

Months of Inventory

\$1.8M

Median Sale Price

102%

Median Sale vs List

27

Avg Days on Market

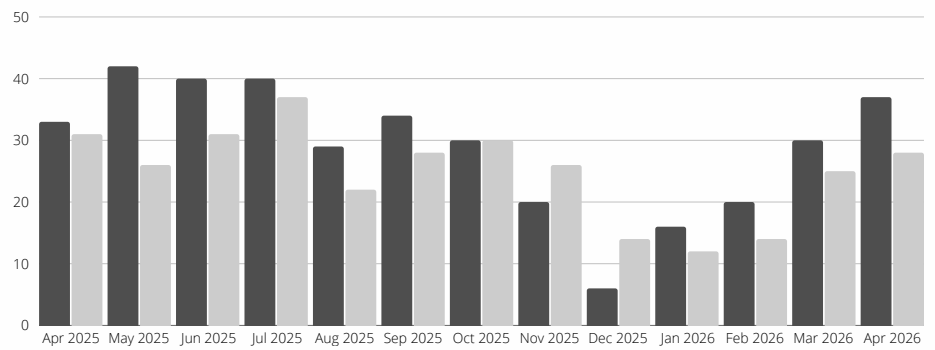




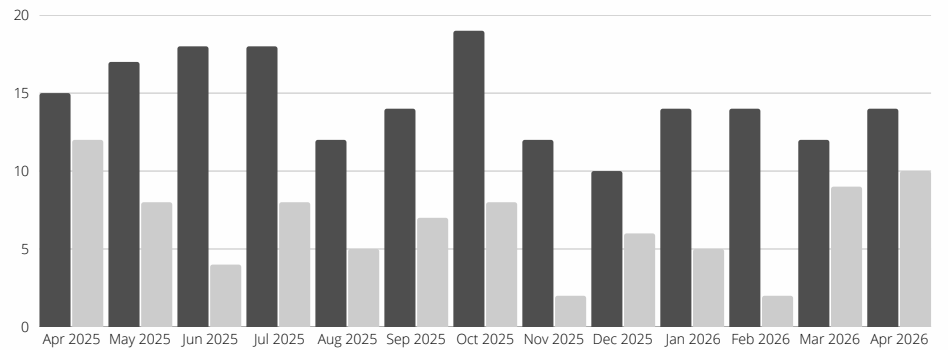
# Menlo Park

APRIL 2025 TO APRIL 2026

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

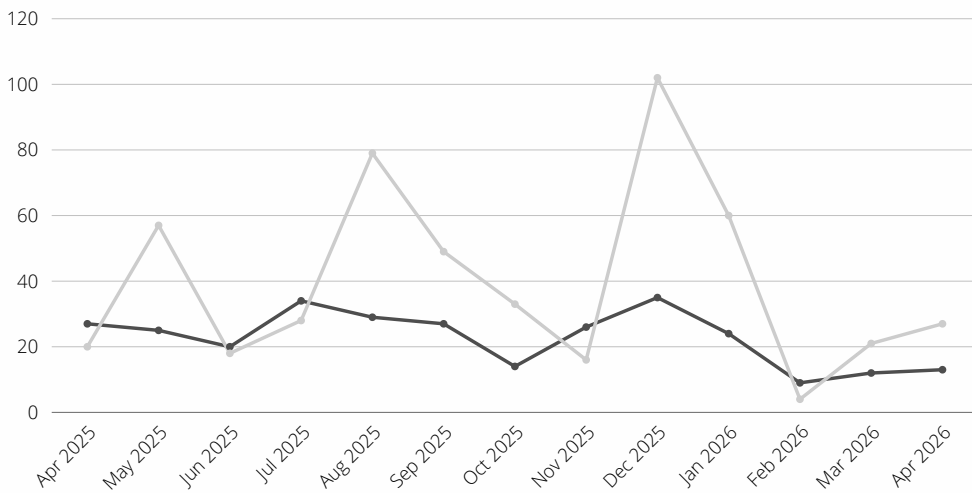
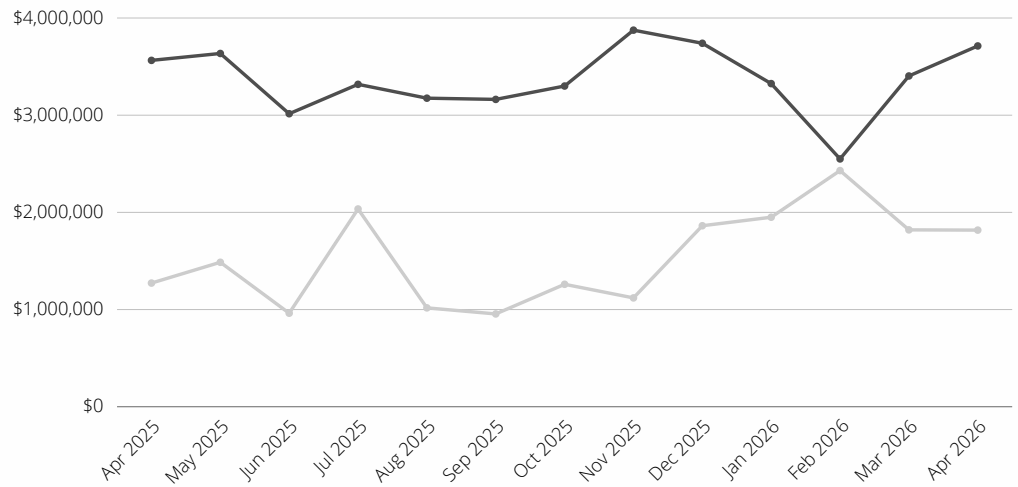
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$3.5m last April 2025, to \$3.7m as of April 2026.

## Condos & Townhomes

The median sale price has increased from \$1.2m last April 2025, to \$1.8m as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 27 days last April 2025, to 13 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 20 days in April 2025, to 27 days as of April 2026.

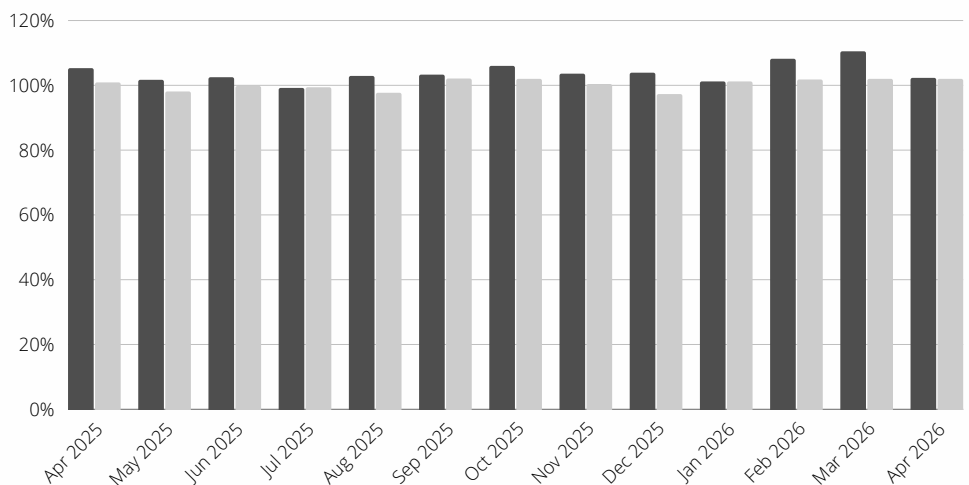
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 105.3% last April 2025, to 102.3% a year later.

## Condos & Townhomes

The overbid percentage has increased from 100.9% last April 2025, to 102% a year later.





# Atherton

## What's in the Atherton data?

There were 13 single-family homes for sale, providing 1.9 months of inventory. There were 7 new listings, and 7 homes sold at a median price of \$9m. The median overbid percentage was at 99%, with an average of 30 days on the market.

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





# SFH

## Single-Family Homes

7

New Listings

7

Sold Listings

1.9

Months of Inventory

\$9M

Median Sale Price

99%

Median Sale vs List

30

Avg Days on Market

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# CONDO

Condo & Townhomes

No data for this month.





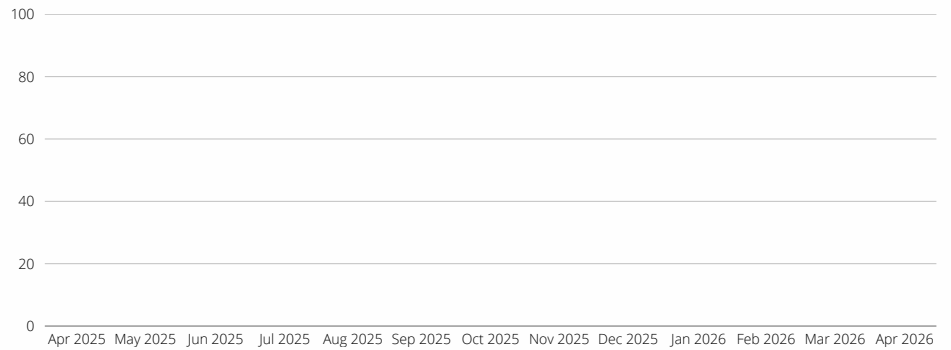
# Atherton

APRIL 2025 TO APRIL 2026



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

No data for this month.



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

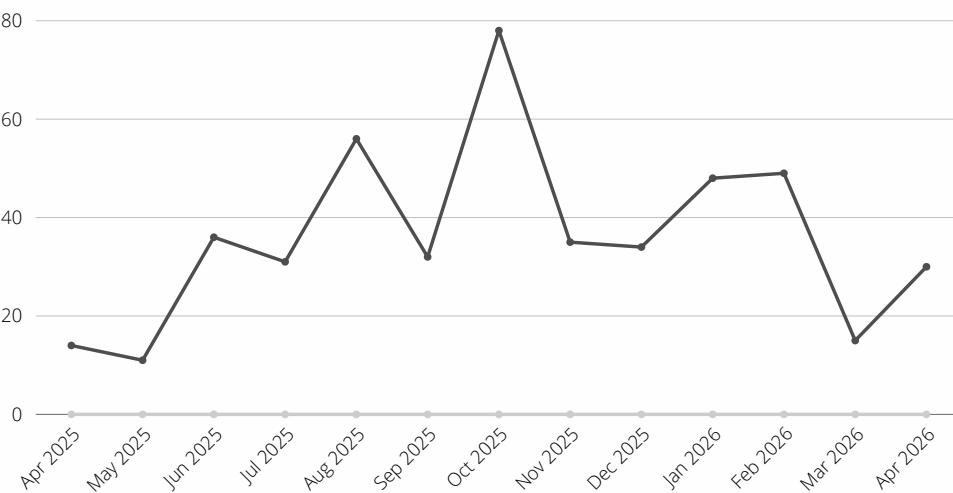
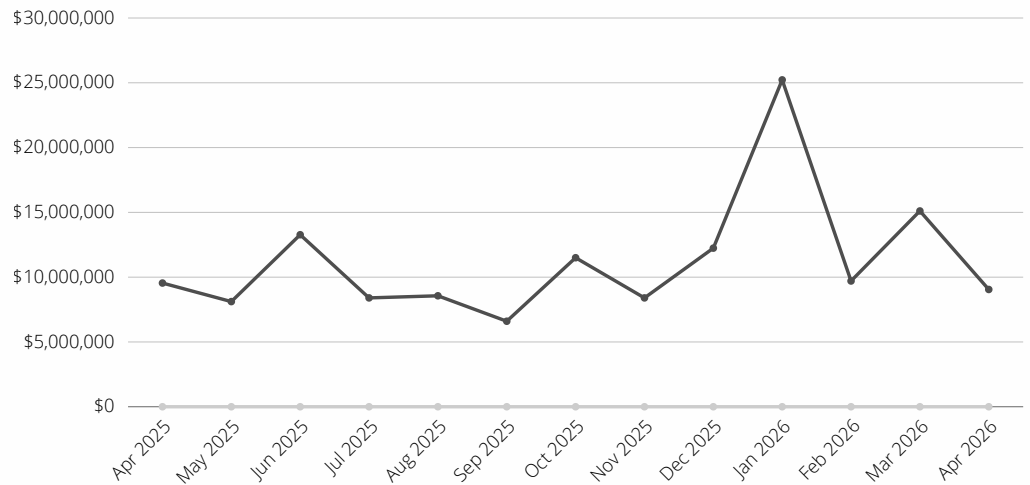
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$9.5m last April 2025, to \$9m as of April 2026.

## Condos & Townhomes

No data for this month.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 14 days last April 2025, to 30 days as of April 2026.

## Condos & Townhomes

No data for this month.

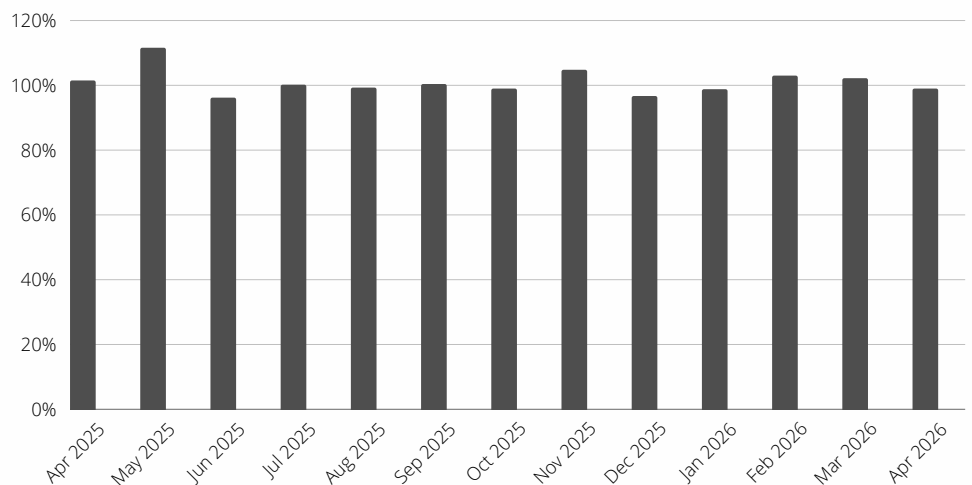
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 101.5% last April 2025, to 99% a year later.

## Condos & Townhomes

No data for this month.





# Los Altos

## What's in the Los Altos data?

There were 36 single-family homes for sale, providing 1.1 months of inventory. There were 41 new listings, and 33 homes sold at a median price of \$5m. The median overbid percentage was at 109.2%, with an average of 14 days on the market.

There were 21 condo and townhome units for sale, providing 2.6 months of inventory. There were 11 new listings and 8 units sold at a median sale price of \$1.9m. The median overbid percentage was at 97.9%, with an average of 22 days on the market.





# SFH

## Single-Family Homes

41

New Listings

33

Sold Listings

1.1

Months of Inventory

\$5M

Median Sale Price

109.2%

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 April 2025 to April 2026. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

11

New Listings

8

Sold Listings

2.6

Months of Inventory

\$1.9M

Median Sale Price

97.9%

Median Sale vs List

22

Avg Days on Market



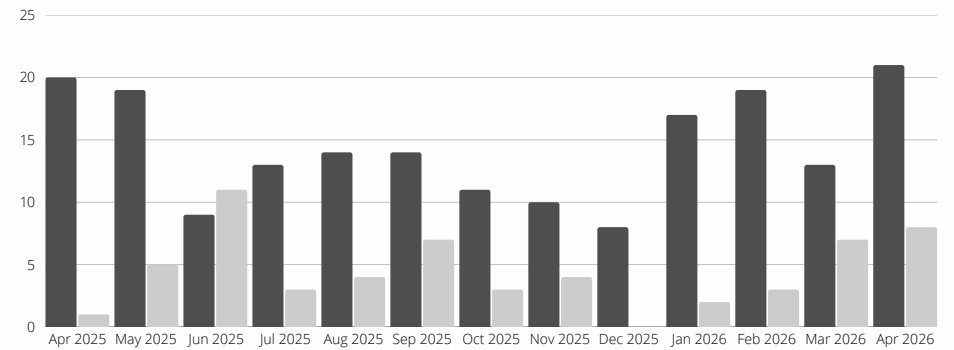


# Los Altos

APRIL 2025 TO APRIL 2026



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



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

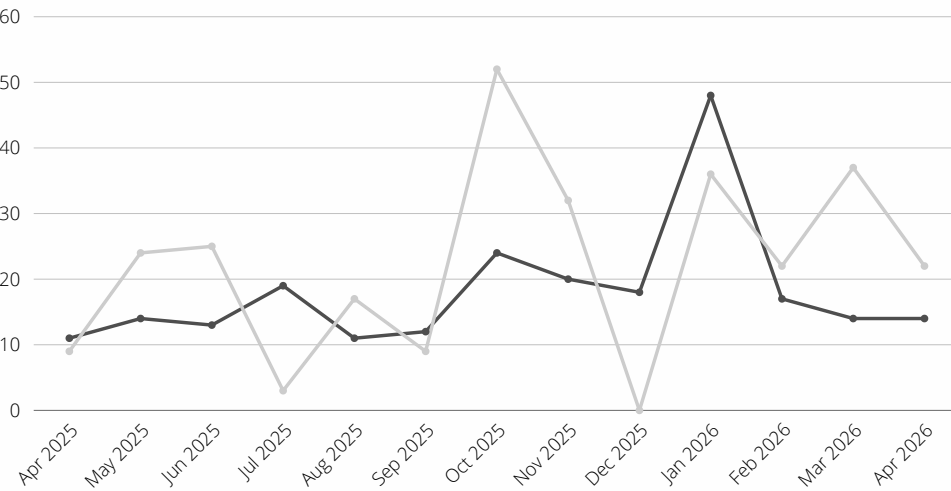
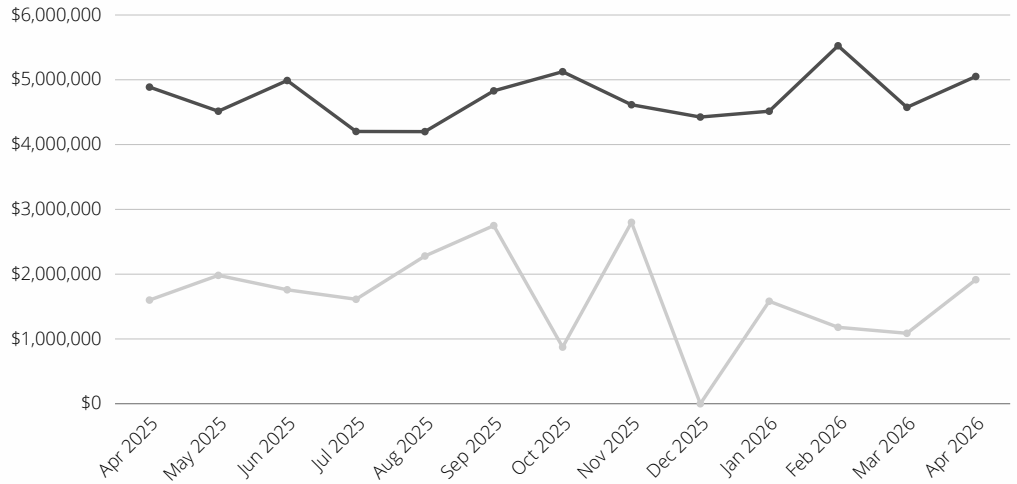
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$4.8m last April 2025, to \$5m as of April 2026.

## Condos & Townhomes

The median sale price has increased from \$1.6m last April 2025, to \$1.9m as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 11 days last April 2025, to 14 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 9 days in April 2025, to 22 days as of April 2026.

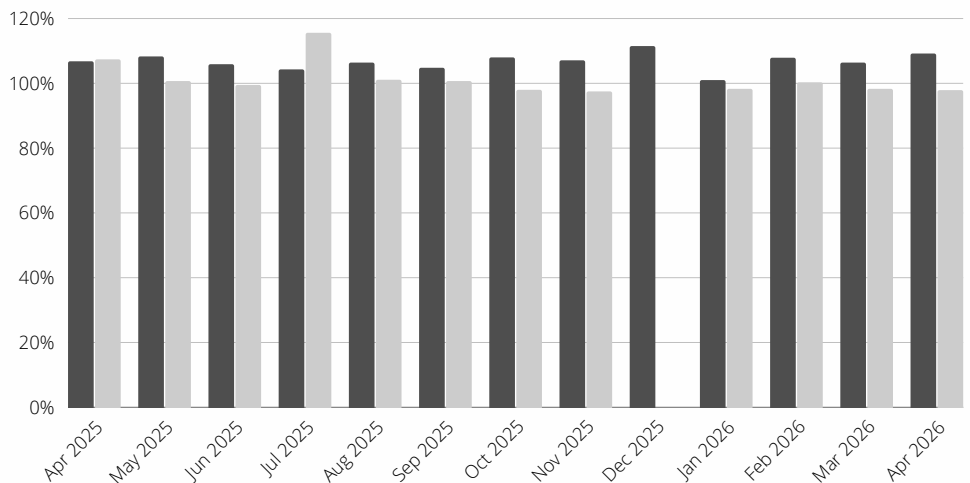
# Overbids

## Single-Family Homes

The overbid percentage has increased from 106.8% last April 2025, to 109.2% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 107.4% last April 2025, to 97.9% a year later.





# San Jose

## What's in the San Jose data?

There were 554 single-family homes for sale, providing 1.5 months of inventory. There were 562 new listings, and 366 homes sold at a median price of \$1.7m. The median overbid percentage was at 105.1%, with an average of 18 days on the market.

There were 447 condo and townhome units for sale, providing 3.8 months of inventory. There were 254 new listings and 117 units sold at a median sale price of \$899k. The median overbid percentage was at 100.8%, with an average of 39 days on the market.





# SFH

## Single-Family Homes

562

New Listings

366

Sold Listings

1.5

Months of Inventory

\$1.7M

Median Sale Price

105.1%

Median Sale vs List

18

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from April 2025 to April 2026. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

254

New Listings

117

Sold Listings

3.8

Months of Inventory

\$899K

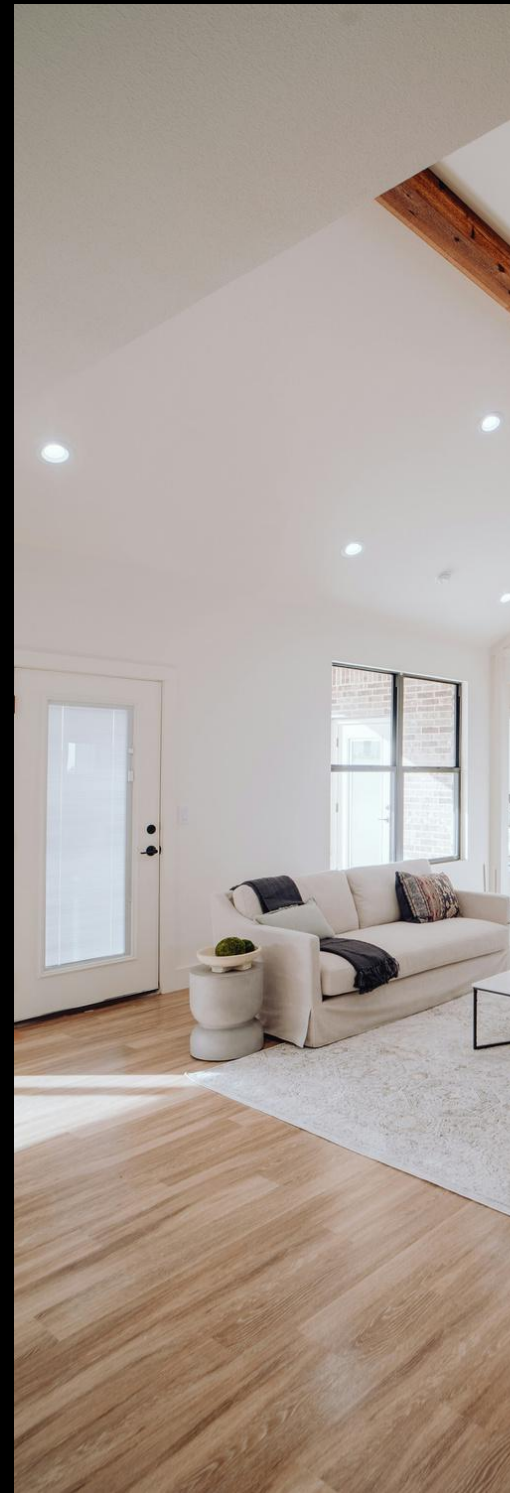
Median Sale Price

100.8%

Median Sale vs List

39

Avg Days on Market

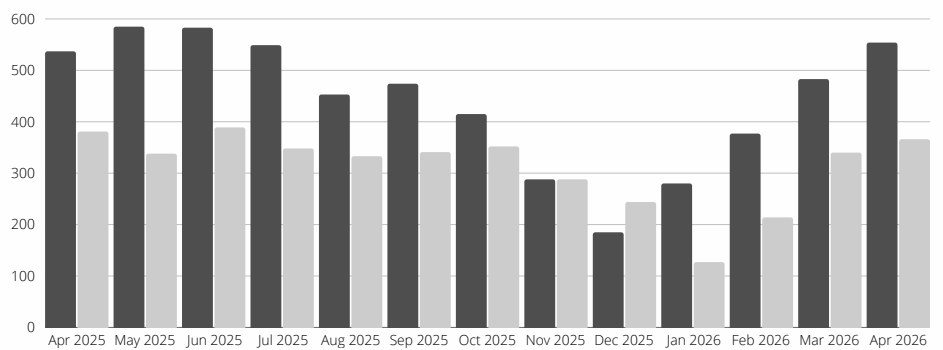




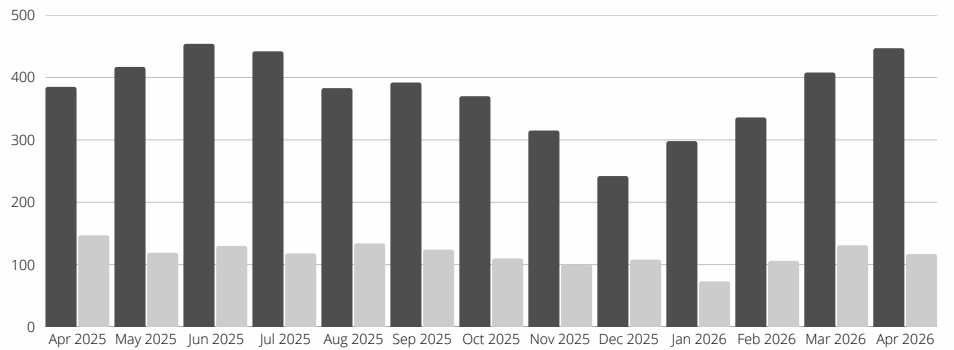
# San Jose

APRIL 2025 TO APRIL 2026

■ LISTINGS FOR SALE    ■ SOLD LISTINGS



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



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

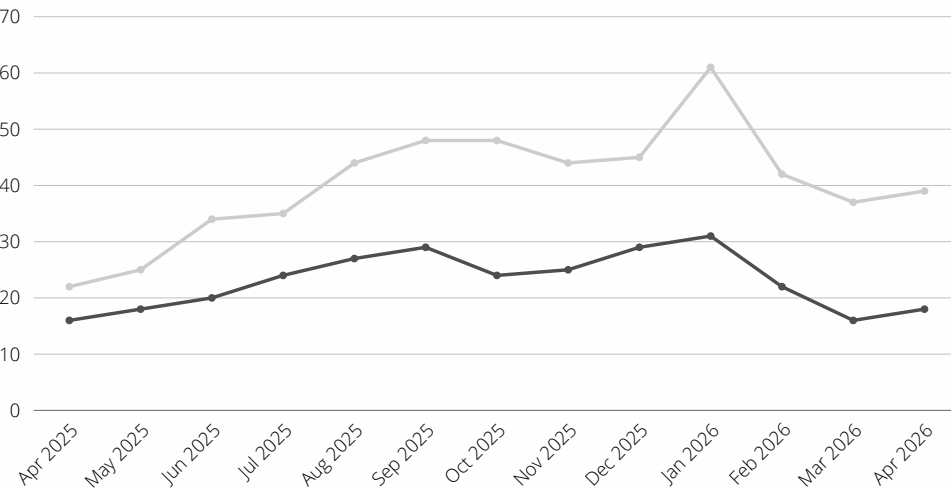
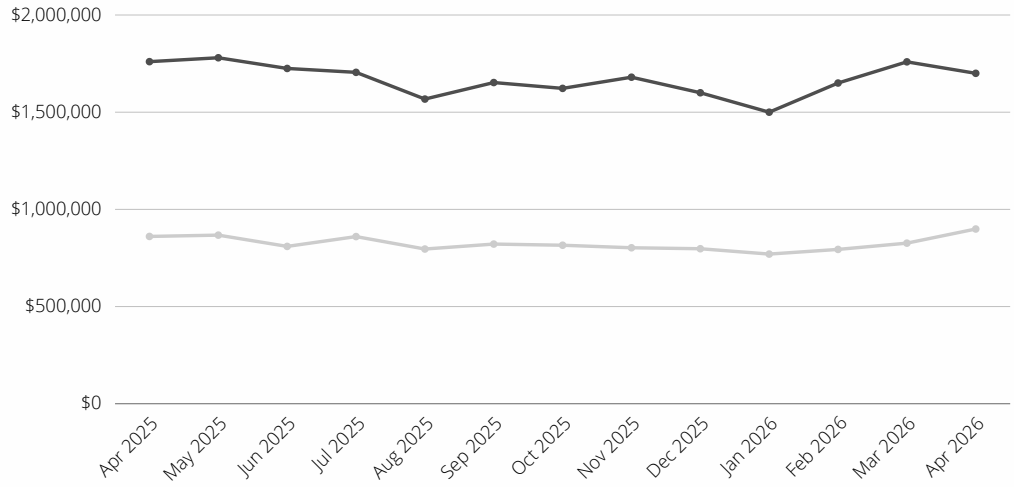
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$1.76m last April 2025, to \$1.7m as of April 2026.

## Condos & Townhomes

The median sale price has increased from \$860k last April 2025, to \$899k as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 16 days last April 2025, to 18 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 22 days in April 2025, to 39 days as of April 2026.

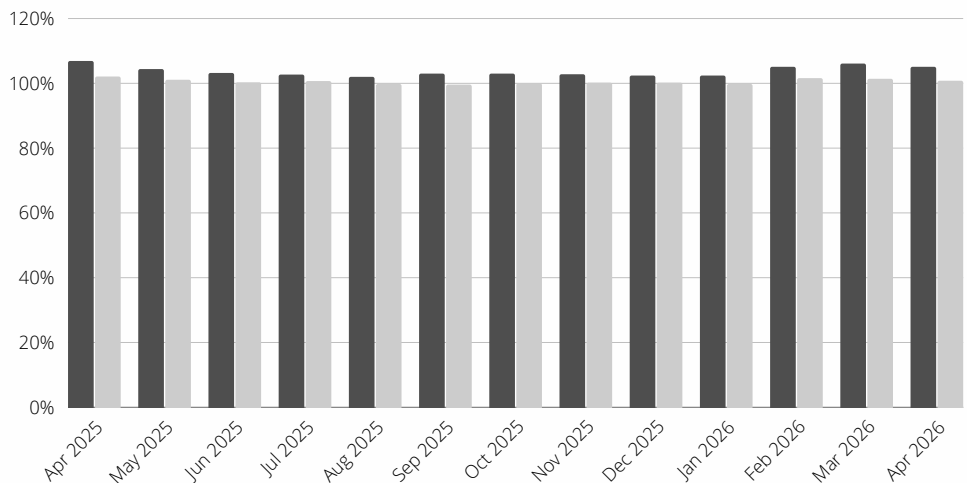
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 106.9% last April 2025, to 105.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 102.1% last April 2025, to 100.8% a year later.





# Mountain View

## What's in the Mountain View data?

There were 27 single-family homes for sale, providing 1.2 months of inventory. There were 37 new listings, and 23 homes sold at a median price of \$3.2m. The median overbid percentage was at 107.2%, with an average of 12 days on the market.

There were 65 condo and townhome units for sale, providing 2.7 months of inventory. There were 56 new listings and 24 units sold at a median sale price of \$1.5m. The median overbid percentage was at 104.4%, with an average of 27 days on the market.





# SFH

## Single-Family Homes

37

New Listings

23

Sold Listings

1.2

Months of Inventory

\$3.2M

Median Sale Price

107.2%

Median Sale vs List

12

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from April 2025 to April 2026. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

56

New Listings

24

Sold Listings

2.7

Months of Inventory

\$1.5M

Median Sale Price

104.4%

Median Sale vs List

27

Avg Days on Market



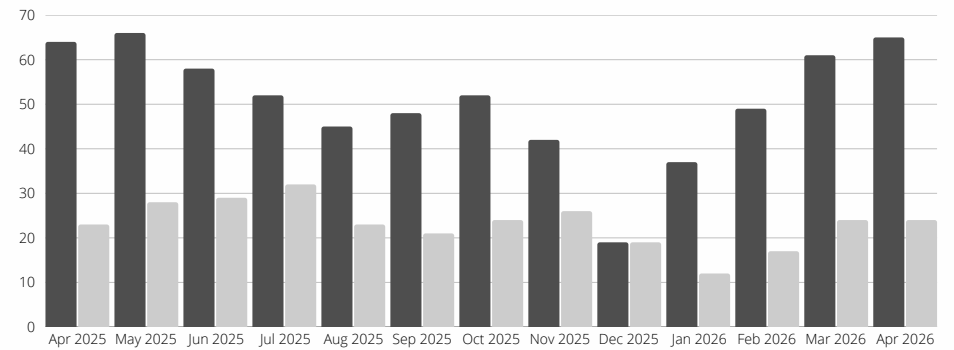


# Mountain View

APRIL 2025 TO APRIL 2026



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



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

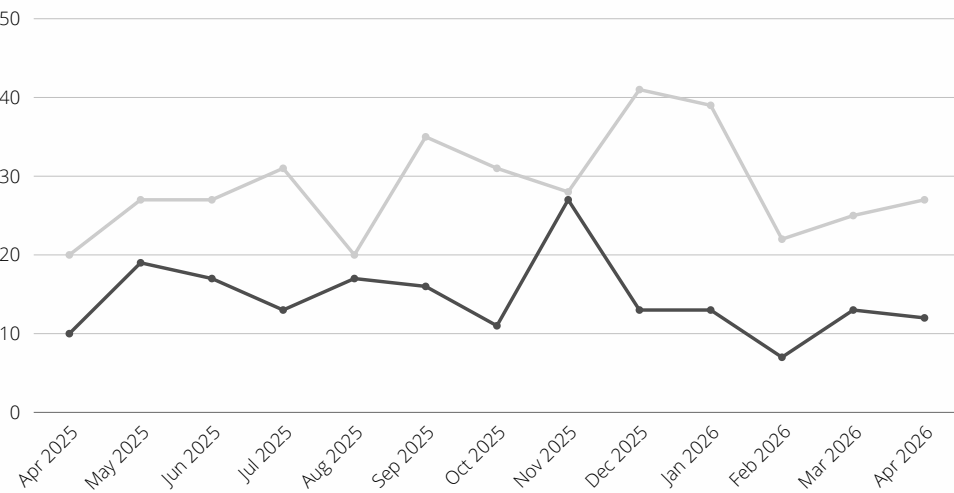
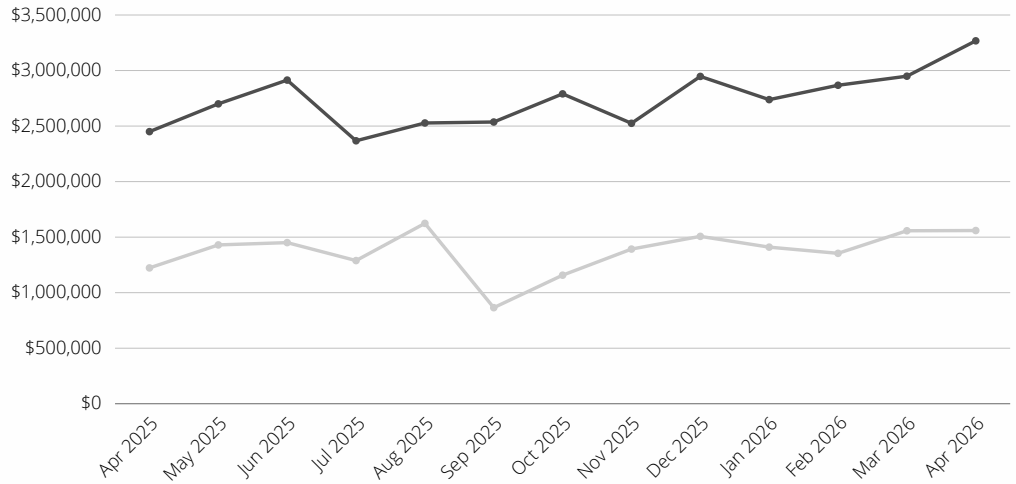
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$2.4m last April 2025, to \$3.2m as of April 2026.

## Condos & Townhomes

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



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 10 days last April 2025, to 12 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 20 days in April 2025, to 27 days as of April 2026.

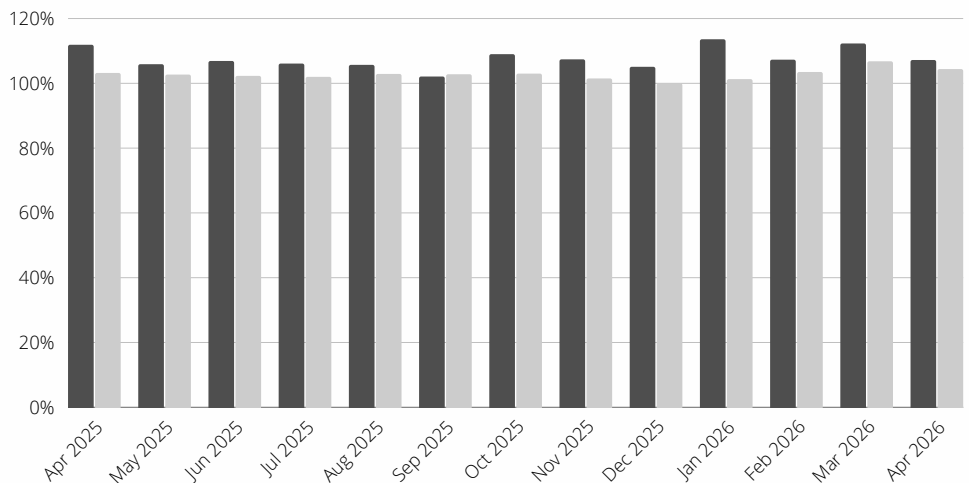
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 111.9% last April 2025, to 107.2% a year later.

## Condos & Townhomes

The overbid percentage has increased from 103.2% last April 2025, to 104.4% a year later.





# San Mateo County

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

There were 425 single-family homes for sale, providing 1.3 months of inventory. There were 427 new listings, and 338 homes sold at a median price of \$2.3m. The median overbid percentage was at 106.6%, with an average of 19 days on the market.

There were 222 condo and townhome units for sale, providing 2.3 months of inventory. There were 143 new listings and 98 units sold at a median sale price of \$1.1m. The median overbid percentage was at 101.3%, with an average of 32 days on the market.





# SFH

## Single-Family Homes

427

New Listings

338

Sold Listings

1.3

Months of Inventory

\$2.3M

Median Sale Price

106.6%

Median Sale vs List

19

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from April 2025 to April 2026. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

143

New Listings

98

Sold Listings

2.3

Months of Inventory

\$1.1M

Median Sale Price

101.3%

Median Sale vs List

32

Avg Days on Market



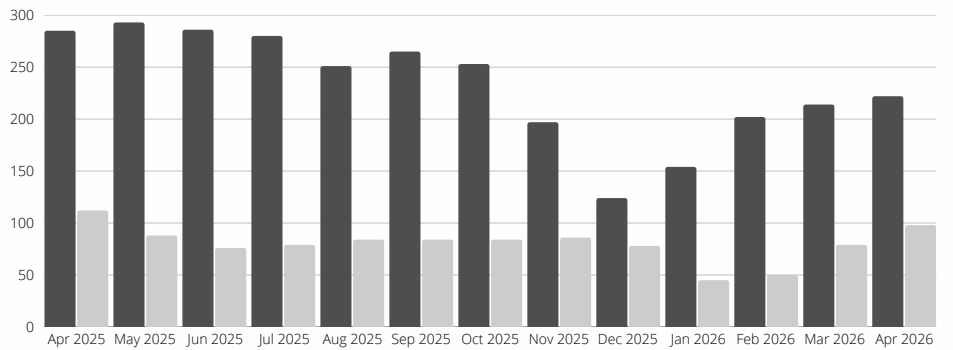


# San Mateo

APRIL 2025 TO APRIL 2026



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



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

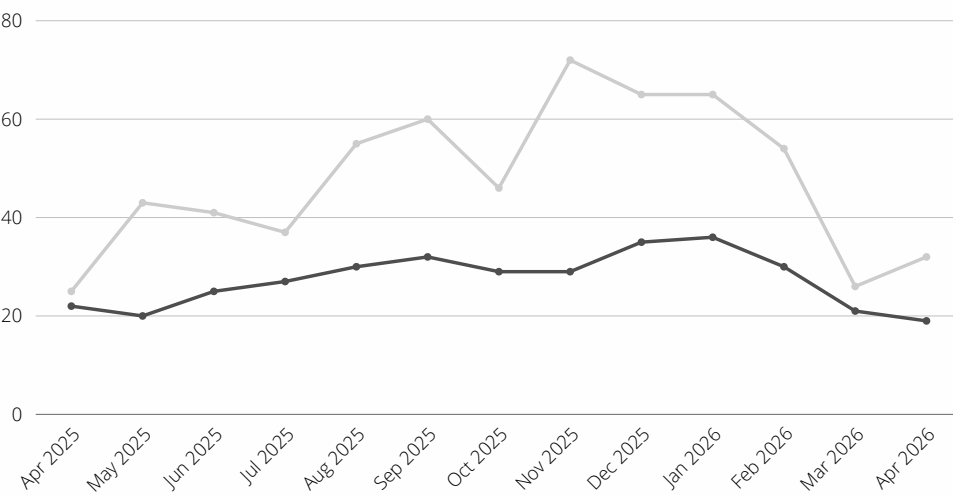
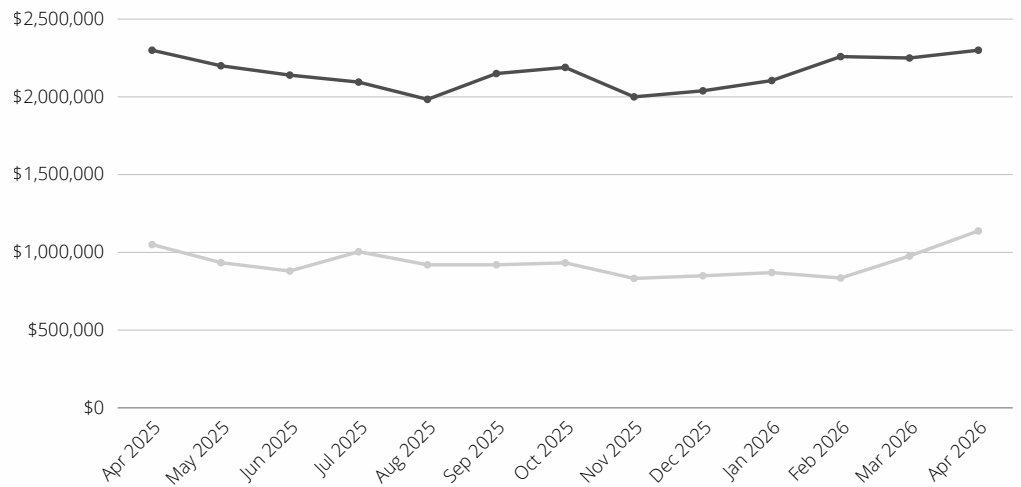
# Median Sales Price

## Single-Family Homes

The median sale price has remained the same from \$2.3m last April 2025, to \$2.3m as of April 2026.

## Condos & Townhomes

The median sale price has increased from \$1m last April 2025, to \$1.1m as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 22 days last April 2025, to 19 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 25 days in April 2025, to 32 days as of April 2026.

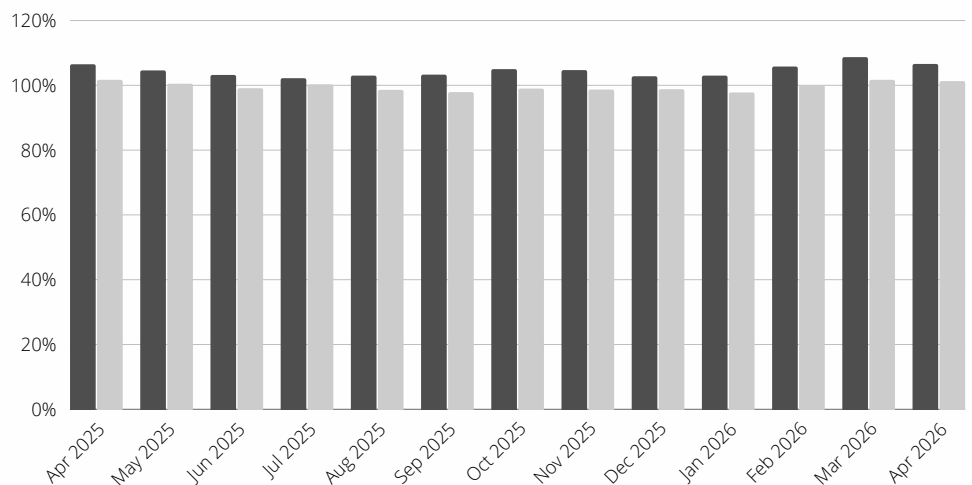
# Overbids

## Single-Family Homes

The overbid percentage has increased from 106.5% last April 2025, to 106.6% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 101.7% last April 2025, to 101.3% a year later.





# Santa Clara County

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

There were 1,170 single-family homes for sale, providing 1.6 months of inventory. There were 1,148 new listings, and 747 homes sold at a median price of \$2.1m. The median overbid percentage was at 105.4%, with an average of 18 days on the market.

There were 835 condo and townhome units for sale, providing 3.1 months of inventory. There were 544 new listings and 273 units sold at a median sale price of \$1.1m. The median overbid percentage was at 101.7%, with an average of 32 days on the market.





# SFH

## Single-Family Homes

1,148

New Listings

747

Sold Listings

1.6

Months of Inventory

\$2.1M

Median Sale Price

105.4%

Median Sale vs List

18

Avg Days on Market

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# CONDO

## Condo & Townhomes

544

New Listings

273

Sold Listings

3.1

Months of Inventory

\$1.2M

Median Sale Price

101.7%

Median Sale vs List

32

Avg Days on Market



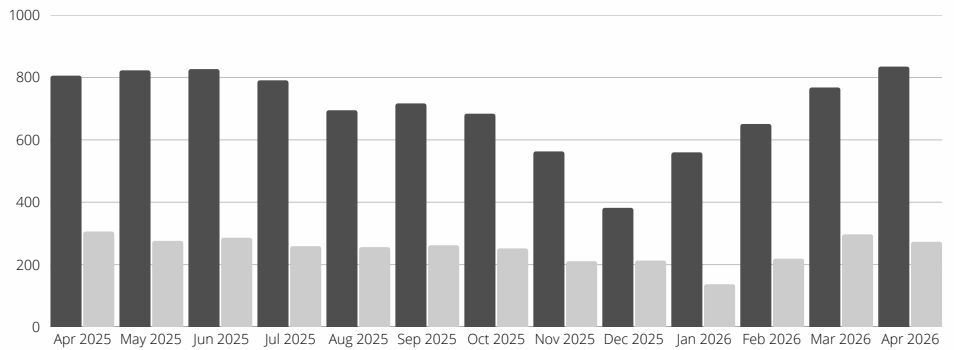


# Santa Clara County

APRIL 2025 TO APRIL 2026



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



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

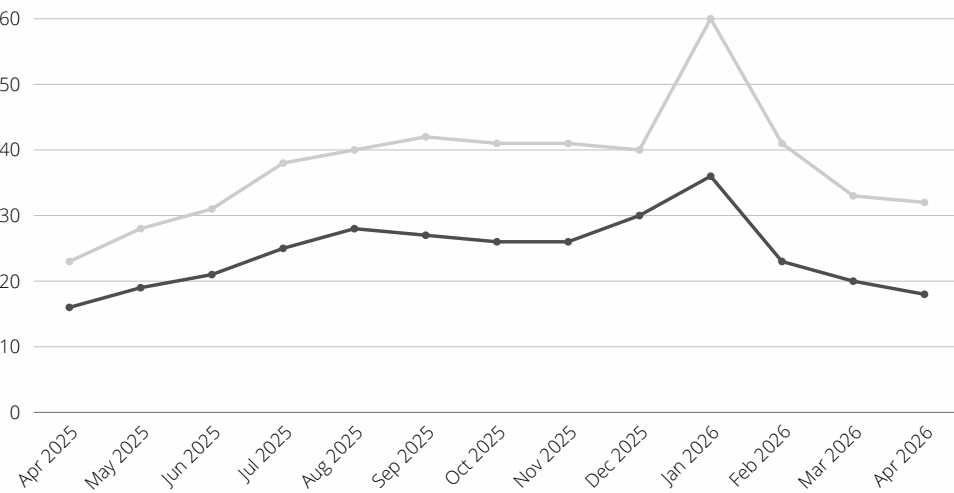
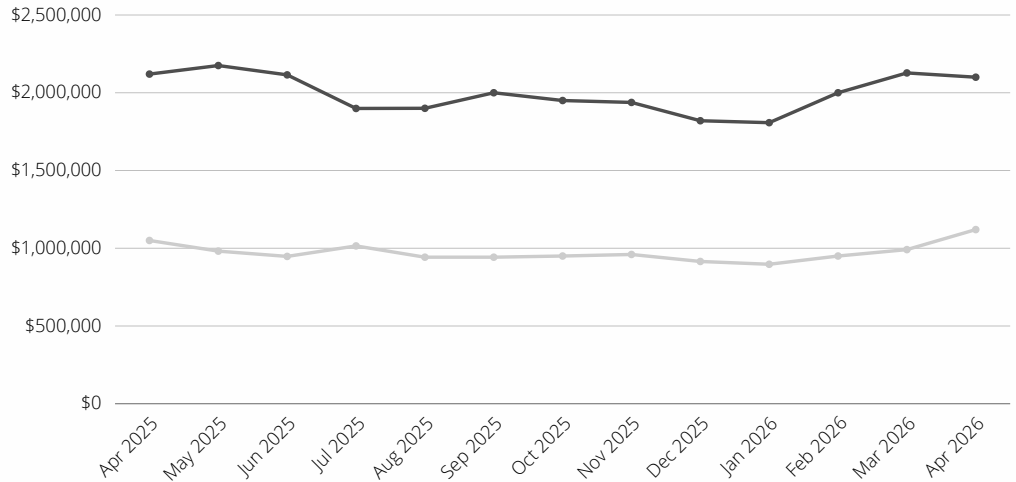
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$2.12m last April 2025, to \$2.1m as of April 2026.

## Condos & Townhomes

The median sale price has increased from \$1m last April 2025, to \$1.1m as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 16 days last April 2025, to 18 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 23 days in April 2025, to 32 days as of April 2026.

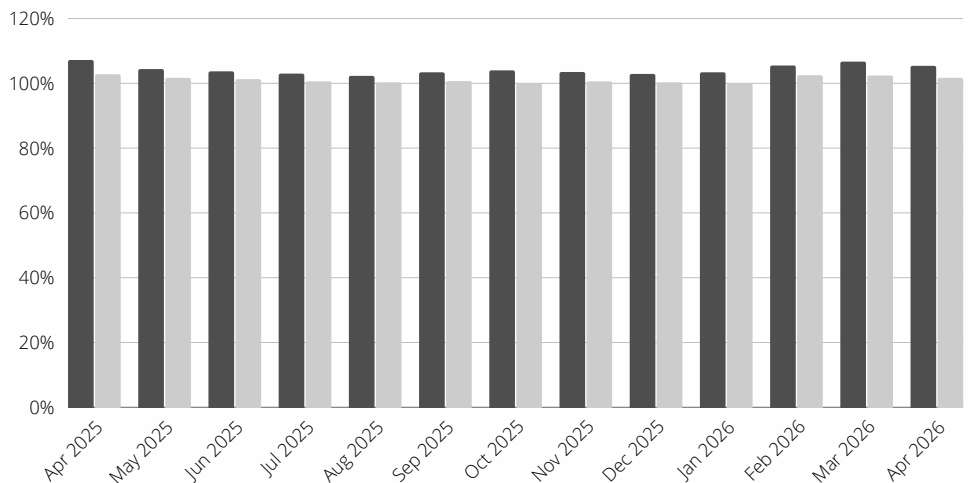
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 107.2% last April 2025, to 105.4% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 102.8% last April 2025, to 101.7% a year later.





# Monterey County

## What's in the Monterey County data?

There were 405 single-family homes for sale, providing 2.9 months of inventory. There were 258 new listings, and 142 homes sold at a median price of \$1m. The median overbid percentage was at 99%, with an average of 62 days on the market.

There were 78 condo and townhome units for sale, providing 4.1 months of inventory. There were 33 new listings and 19 units sold at a median sale price of \$740k. The median overbid percentage was at 98.5%, with an average of 43 days on the market.





# SFH

## Single-Family Homes

258

New Listings

142

Sold Listings

2.9

Months of Inventory

\$1M

Median Sale Price

99%

Median Sale vs List

62

Avg Days on Market

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# CONDO

## Condo & Townhomes

33

New Listings

19

Sold Listings

4.1

Months of Inventory

\$740K

Median Sale Price

98.5%

Median Sale vs List

43

Avg Days on Market



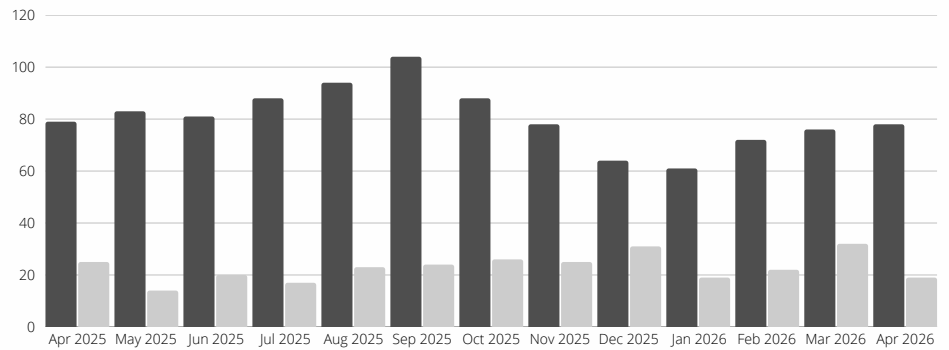


# Monterey County

APRIL 2025 TO APRIL 2026



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



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

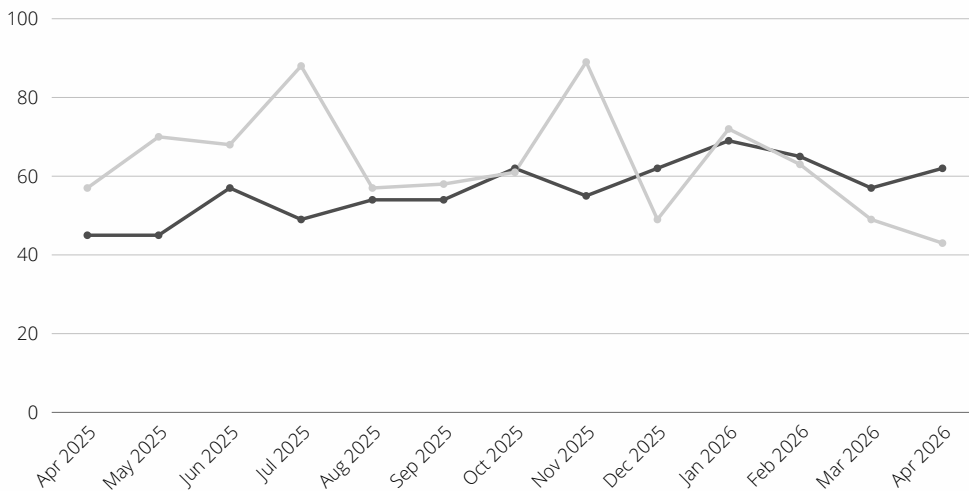
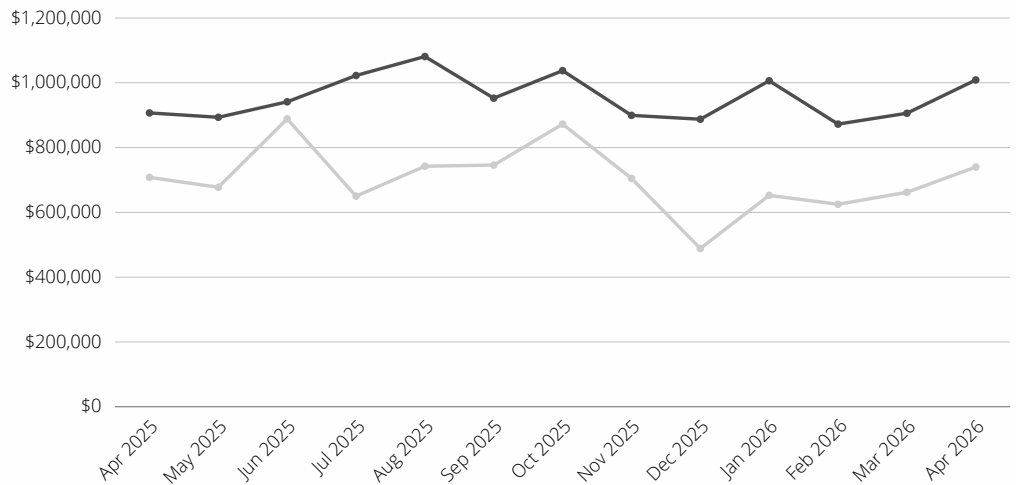
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$907k last April 2025, to \$1m as of April 2026.

## Condos & Townhomes

The median sale price has increased from \$708k last April 2025, to \$740k as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 45 days last April 2025, to 62 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went down from 57 days in April 2025, to 43 days as of April 2026.

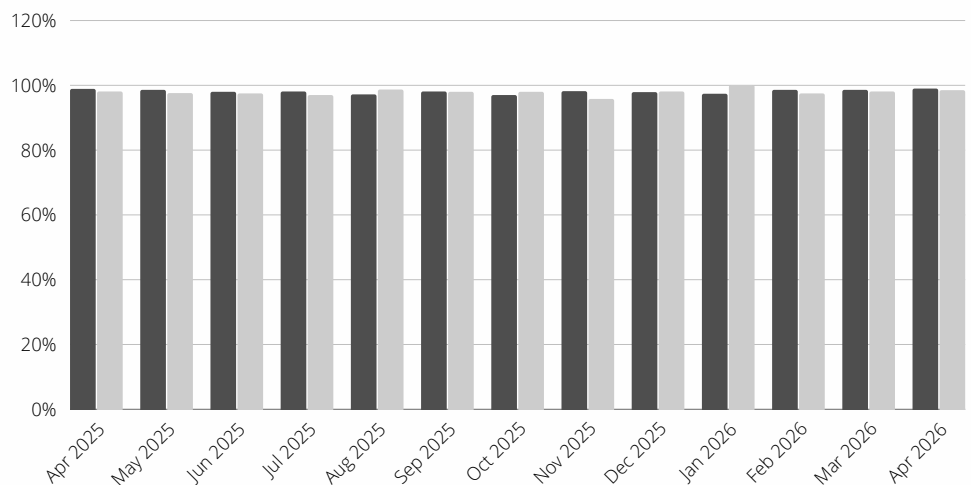
# Overbids

## Single-Family Homes

The overbid percentage has increased from 98.9% last April 2025, to 99% a year later.

## Condos & Townhomes

The overbid percentage has increased from 98.1% last April 2025, to 98.5% a year later.





# Santa Cruz County

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

There were 321 single-family homes for sale, providing 3.4 months of inventory. There were 186 new listings, and 94 homes sold at a median price of \$1.3m. The median overbid percentage was at 101.1%, with an average of 49 days on the market.

There were 108 condo and townhome units for sale, providing 3.1 months of inventory. There were 49 new listings and 35 units sold at a median sale price of \$781k. The median overbid percentage was at 99%, with an average of 52 days on the market.





# SFH

## Single-Family Homes

186

New Listings

94

Sold Listings

3.4

Months of Inventory

\$1.3M

Median Sale Price

101.1%

Median Sale vs List

49

Avg Days on Market

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# CONDO

## Condo & Townhomes

49

New Listings

35

Sold Listings

3.1

Months of Inventory

\$781K

Median Sale Price

99%

Median Sale vs List

52

Avg Days on Market



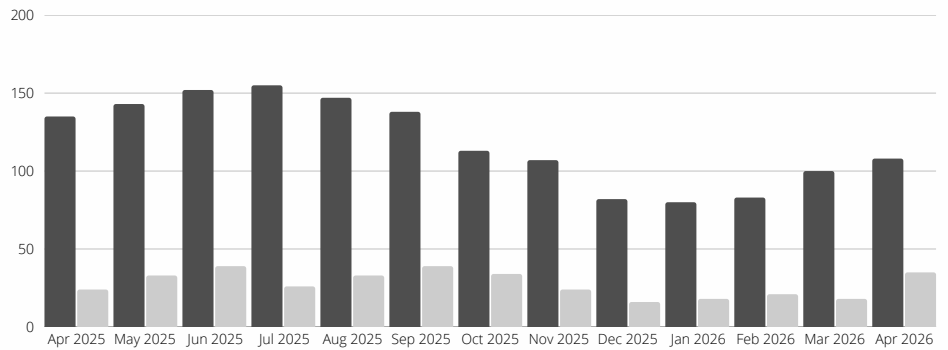


# Santa Cruz County

APRIL 2025 TO APRIL 2026



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



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

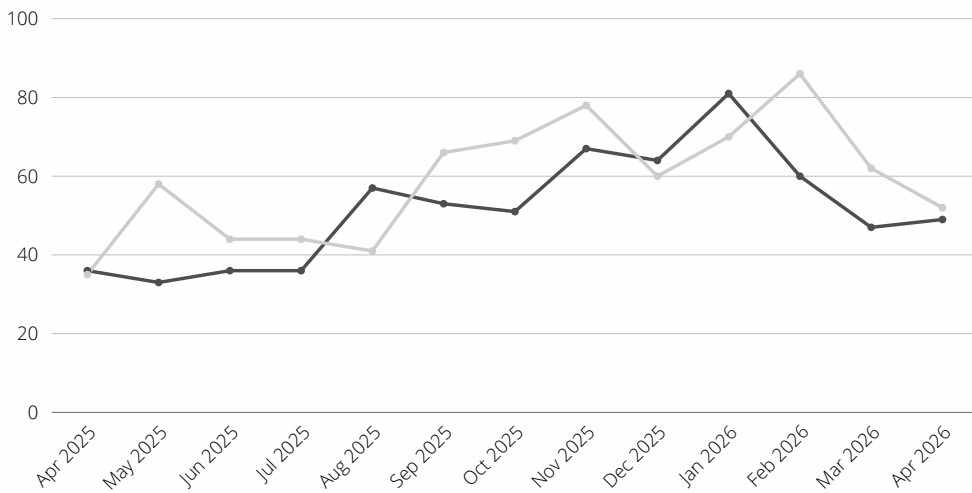
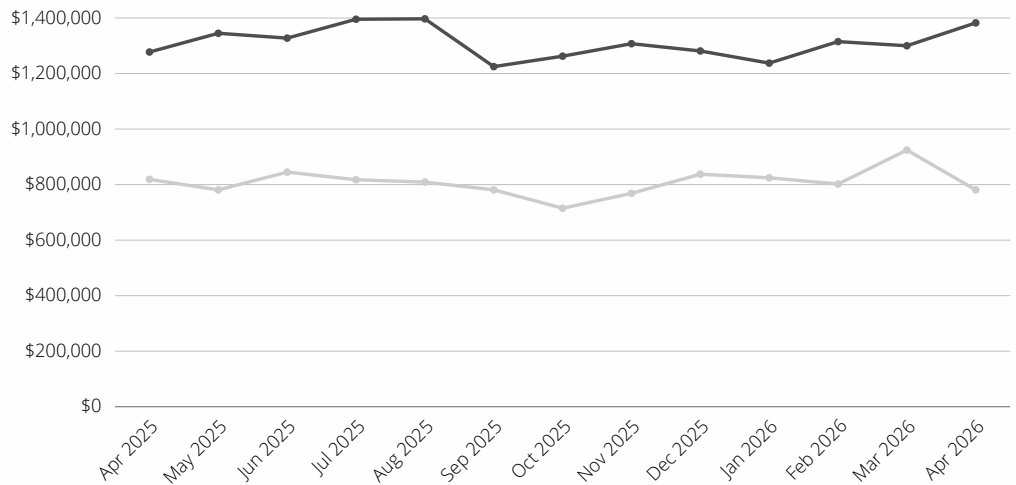
# Median Sales Price

## Single-Family Homes

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

## Condos & Townhomes

The median sale price has decreased from \$819k last April 2025, to \$781k as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 36 days last April 2025, to 49 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 35 days in April 2025, to 52 days as of April 2026.

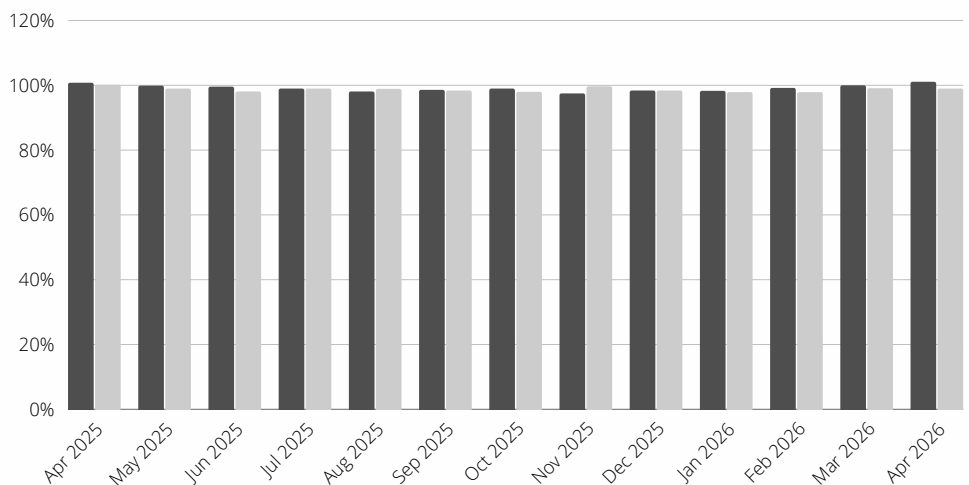
# Overbids

## Single-Family Homes

The overbid percentage has increased from 100.8% last April 2025, to 101.1% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 100.2% last April 2025, to 99% a year later.





# East Palo Alto

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

There were 15 single-family homes for sale, providing 1.7 months of inventory. There were 9 new listings, and 9 homes sold at a median price of \$1.1m. The median overbid percentage was at 101.5%, with an average of 92 days on the market.

There were 6 condo and townhome units for sale, providing 0 months of inventory. There were 5 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

9

New Listings

9

Sold Listings

1.7

Months of Inventory

\$1.1M

Median Sale Price

101.5%

Median Sale vs List

92

Avg Days on Market

The data, sourced from Courted.io, includes all single-family homes, condos and townhomes in the California Area above from April 2025 to April 2026. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2026. Each office is independently owned and operated.

# CONDO

## Condo & Townhomes

5

New Listings

0

Sold Listings

0

Months of Inventory

\$0

Median Sale Price

0%

Median Sale vs List

0

Avg Days on Market



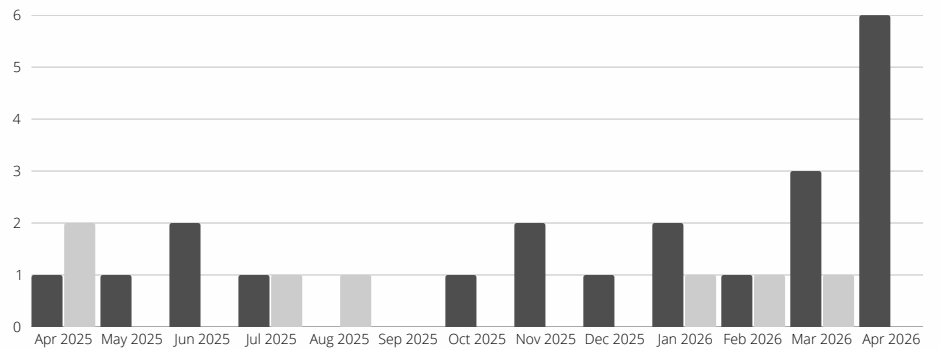


# East Palo Alto

APRIL 2025 TO APRIL 2026



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



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

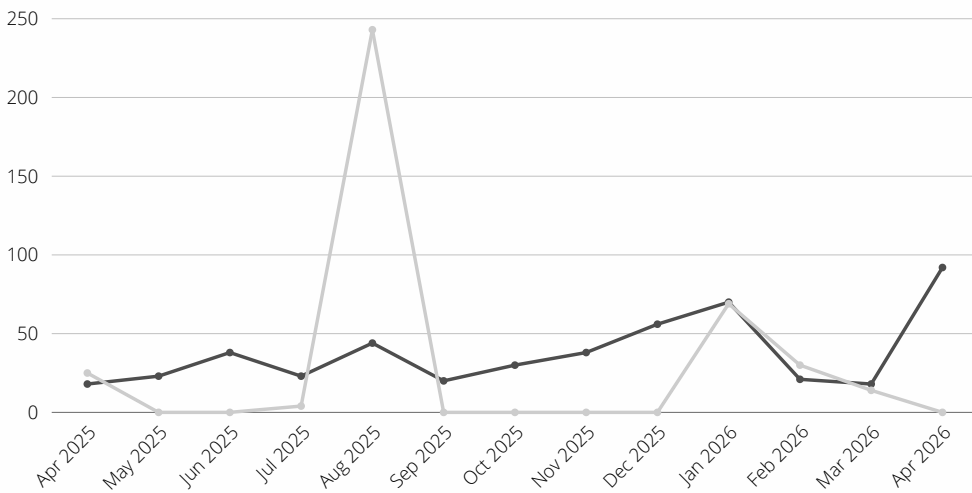
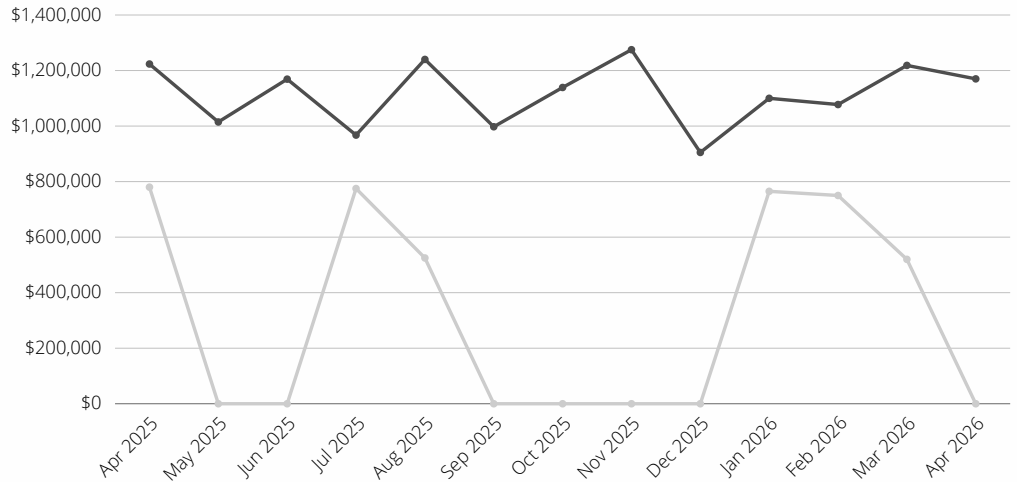
# Median Sales Price

## Single-Family Homes

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

## Condos & Townhomes

The median sale price has decreased from \$780k last April 2025, to \$0 as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 18 days last April 2025, to 92 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went down from 25 days in April 2025, to 0 days as of April 2026.

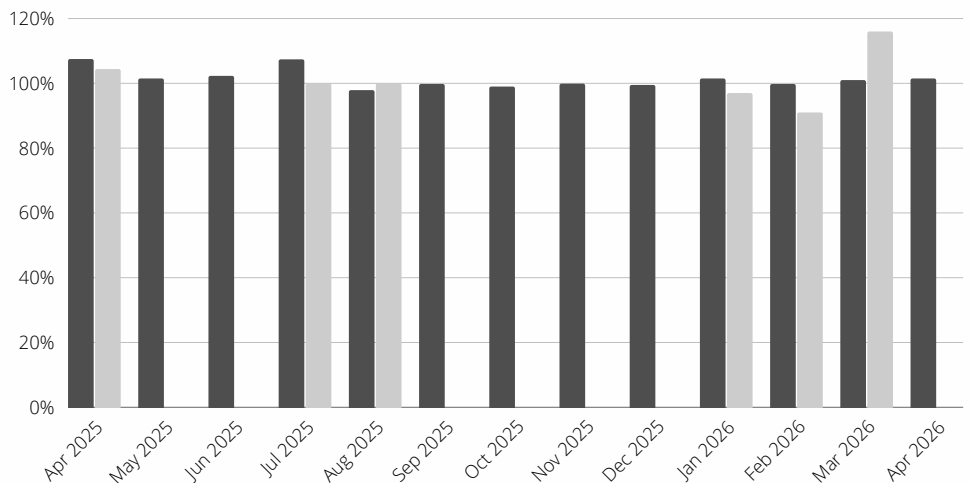
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 107.5% last April 2025, to 101.5% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 104.4% last April 2025, to 0% a year later.





# Sunnyvale

## What's in the Sunnyvale data?

There were 59 single-family homes for sale, providing 1.1 months of inventory. There were 79 new listings, and 56 homes sold at a median price of \$2.5m. The median overbid percentage was at 108.5%, with an average of 11 days on the market.

There were 72 condo and townhome units for sale, providing 2.1 months of inventory. There were 64 new listings and 34 units sold at a median sale price of \$1.3m. The median overbid percentage was at 104.1%, with an average of 32 days on the market.





# SFH

## Single-Family Homes

79

New Listings

56

Sold Listings

1.1

Months of Inventory

\$2.5M

Median Sale Price

108.5%

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 April 2025 to April 2026. This may include preliminary data, and may vary from the time the data was gathered. All data is deemed reliable but not guaranteed. DRE# 01511642. Copyright KW Advisors Palo Alto 2026. Each office is independently owned and operated.

# CONDO

Condo & Townhomes

64

New Listings

34

Sold Listings

2.1

Months of Inventory

\$1.3M

Median Sale Price

104.1%

Median Sale vs List

32

Avg Days on Market



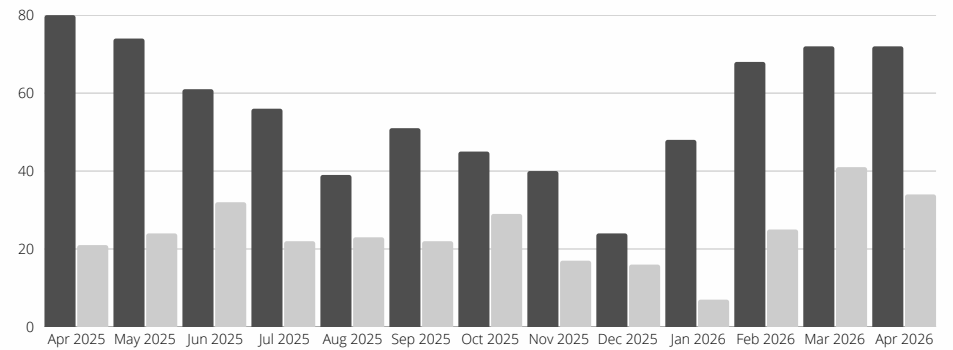


# Sunnyvale

APRIL 2025 TO APRIL 2026



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



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

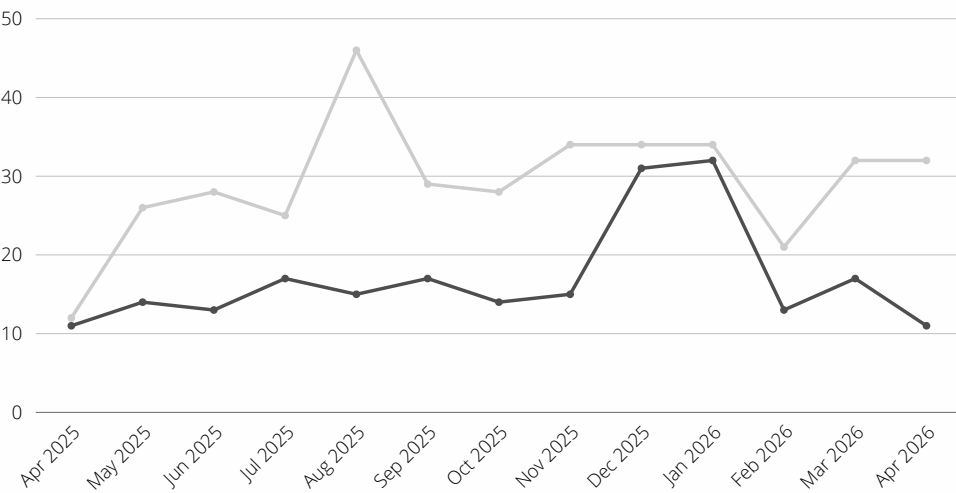
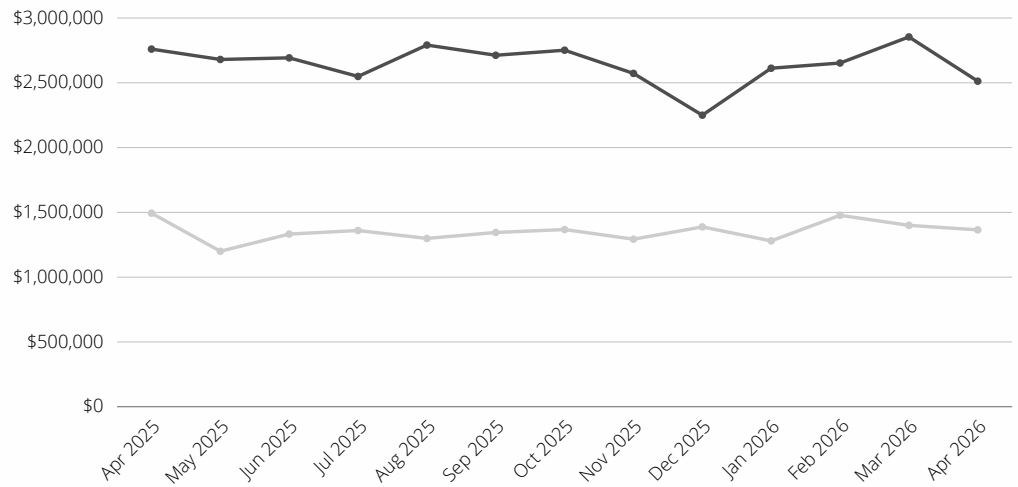
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$2.7m last April 2025, to \$2.5m as of April 2026.

## Condos & Townhomes

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



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market remained the same from 11 days last April 2025, to 11 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 12 days in April 2025, to 32 days as of April 2026.

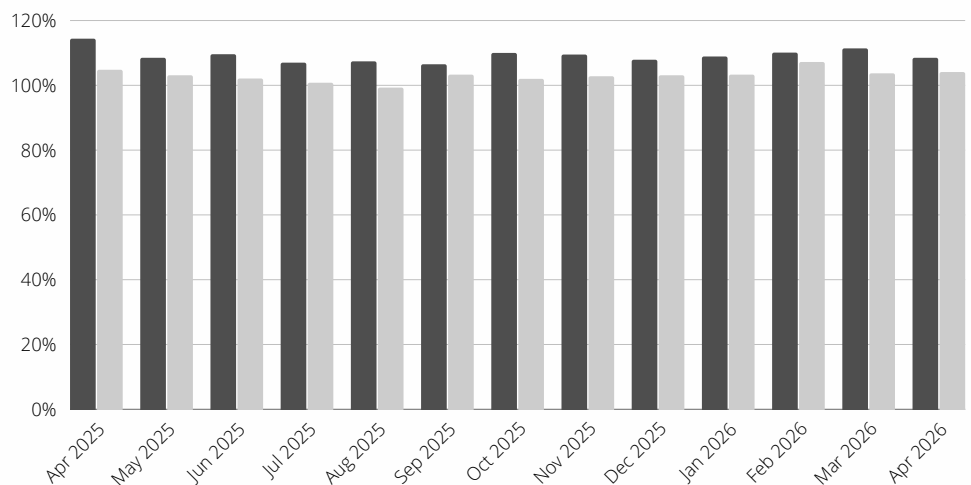
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 114.4% last April 2025, to 108.5% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 104.8% last April 2025, to 104.1% a year later.





# Santa Clara City

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

There were 59 single-family homes for sale, providing 1.5 months of inventory. There were 78 new listings, and 39 homes sold at a median price of \$2m. The median overbid percentage was at 107.9%, with an average of 21 days on the market.

There were 55 condo and townhome units for sale, providing 2.8 months of inventory. There were 39 new listings and 20 units sold at a median sale price of \$963k. The median overbid percentage was at 102.9%, with an average of 28 days on the market.





# SFH

## Single-Family Homes

78

New Listings

39

Sold Listings

1.5

Months of Inventory

\$2M

Median Sale Price

107.9%

Median Sale vs List

21

Avg Days on Market

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# CONDO

## Condo & Townhomes

39

New Listings

20

Sold Listings

2.8

Months of Inventory

\$963K

Median Sale Price

102.9%

Median Sale vs List

28

Avg Days on Market



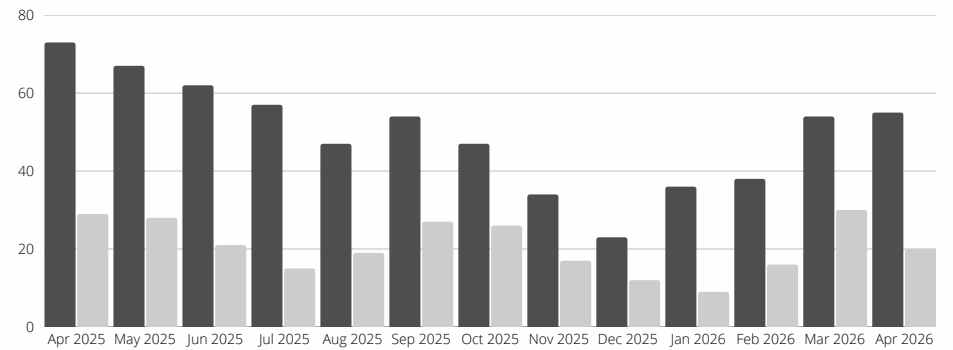


# Santa Clara City

APRIL 2025 TO APRIL 2026



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



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

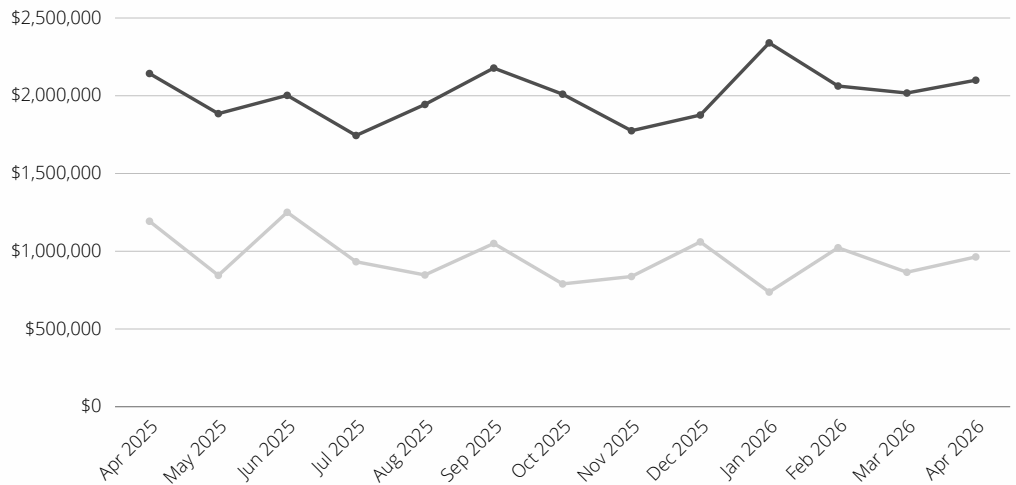
# Median Sales Price

## Single-Family Homes

The median sale price has decreased from \$2.1m last April 2025, to \$2m as of April 2026.

## Condos & Townhomes

The median sale price has decreased from \$1.1m last April 2025, to \$963k as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went up from 10 days last April 2025, to 21 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went up from 22 days in April 2025, to 28 days as of April 2026.

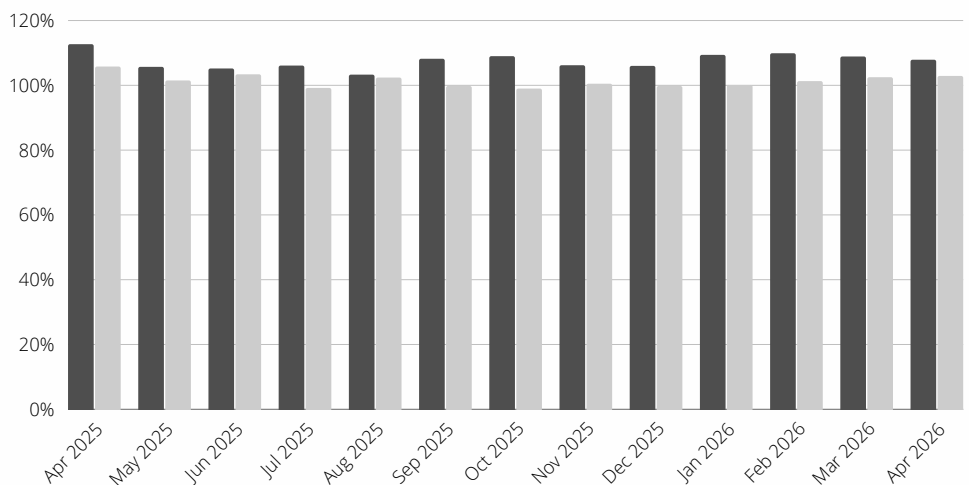
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 112.7% last April 2025, to 107.9% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 105.8% last April 2025, to 102.9% a year later.





# Saratoga

## What's in the Saratoga data?

There were 42 single-family homes for sale, providing 1.8 months of inventory. There were 23 new listings, and 24 homes sold at a median price of \$4.2m. The median overbid percentage was at 103.8%, with an average of 16 days on the market.

There were 8 condo and townhome units for sale, providing 1.1 months of inventory. There were 2 new listings and 7 units sold at a median sale price of \$1m. The median overbid percentage was at 99%, with an average of 22 days on the market.





# SFH

## Single-Family Homes

23

New Listings

24

Sold Listings

1.8

Months of Inventory

\$4.2M

Median Sale Price

103.8%

Median Sale vs List

16

Avg Days on Market

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# CONDO

## Condo & Townhomes

2

New Listings

7

Sold Listings

1.1

Months of Inventory

\$1M

Median Sale Price

99%

Median Sale vs List

22

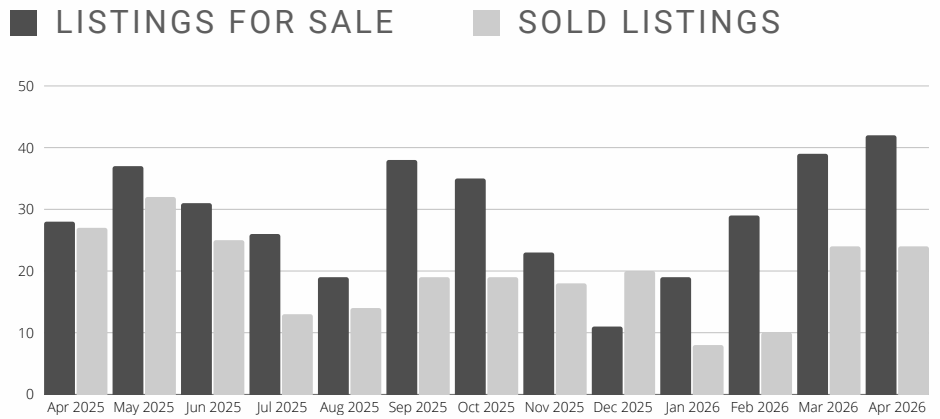
Avg Days on Market



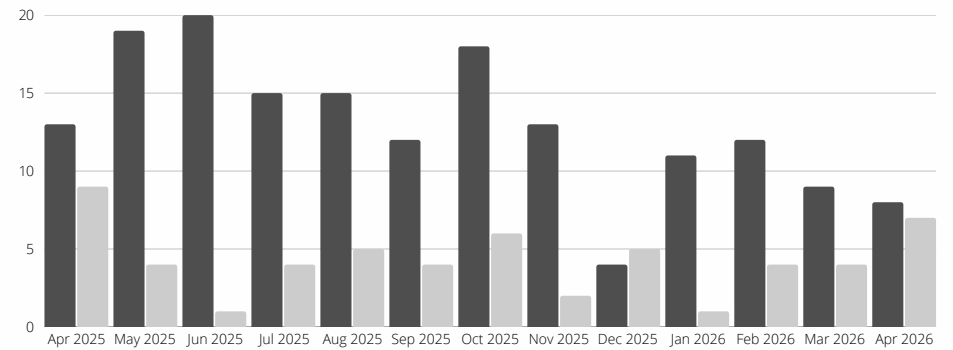


# Saratoga

APRIL 2025 TO APRIL 2026



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



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

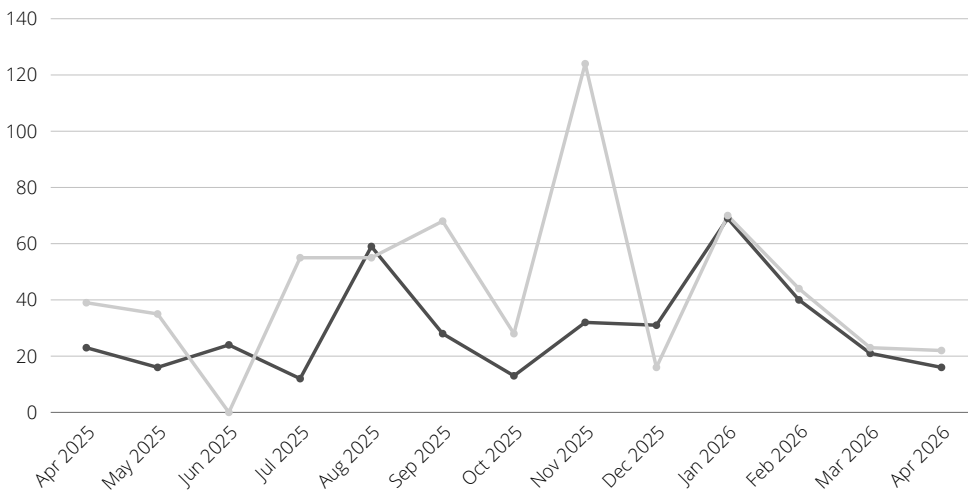
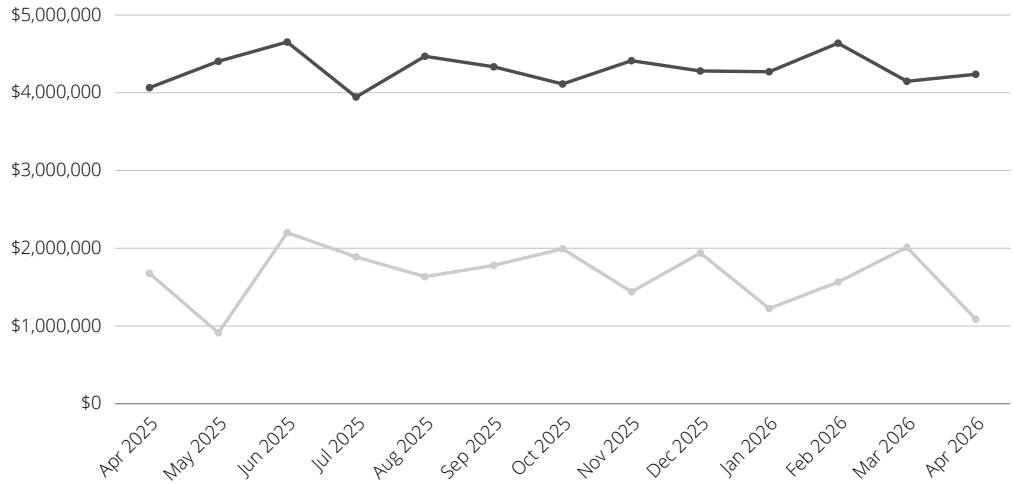
# Median Sales Price

## Single-Family Homes

The median sale price has increased from \$4m last April 2025, to \$4.2m as of April 2026.

## Condos & Townhomes

The median sale price has decreased from \$1.6m last April 2025, to \$1m as of April 2026.



# AVG Days On the Market

## Single-Family Homes

The average time spent on the market went down from 23 days last April 2025, to 16 days as of April 2026.

## Condos & Townhomes

The average time spent on the market went down from 39 days in April 2025, to 22 days as of April 2026.

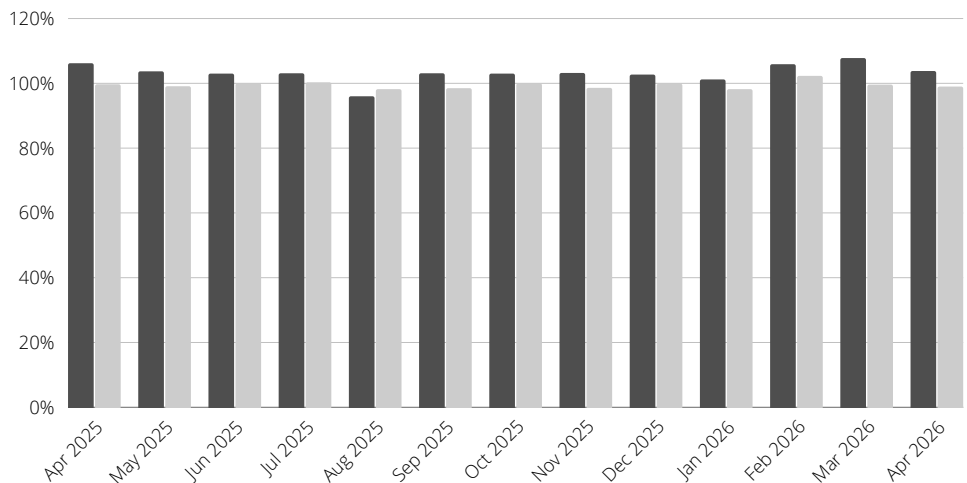
# Overbids

## Single-Family Homes

The overbid percentage has decreased from 106.2% last April 2025, to 103.8% a year later.

## Condos & Townhomes

The overbid percentage has decreased from 99.7% last April 2025, to 99% a year later.







## Palo Alto

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