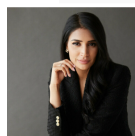


CHRISTIE'S  
INTERNATIONAL REAL ESTATE  
SERENO

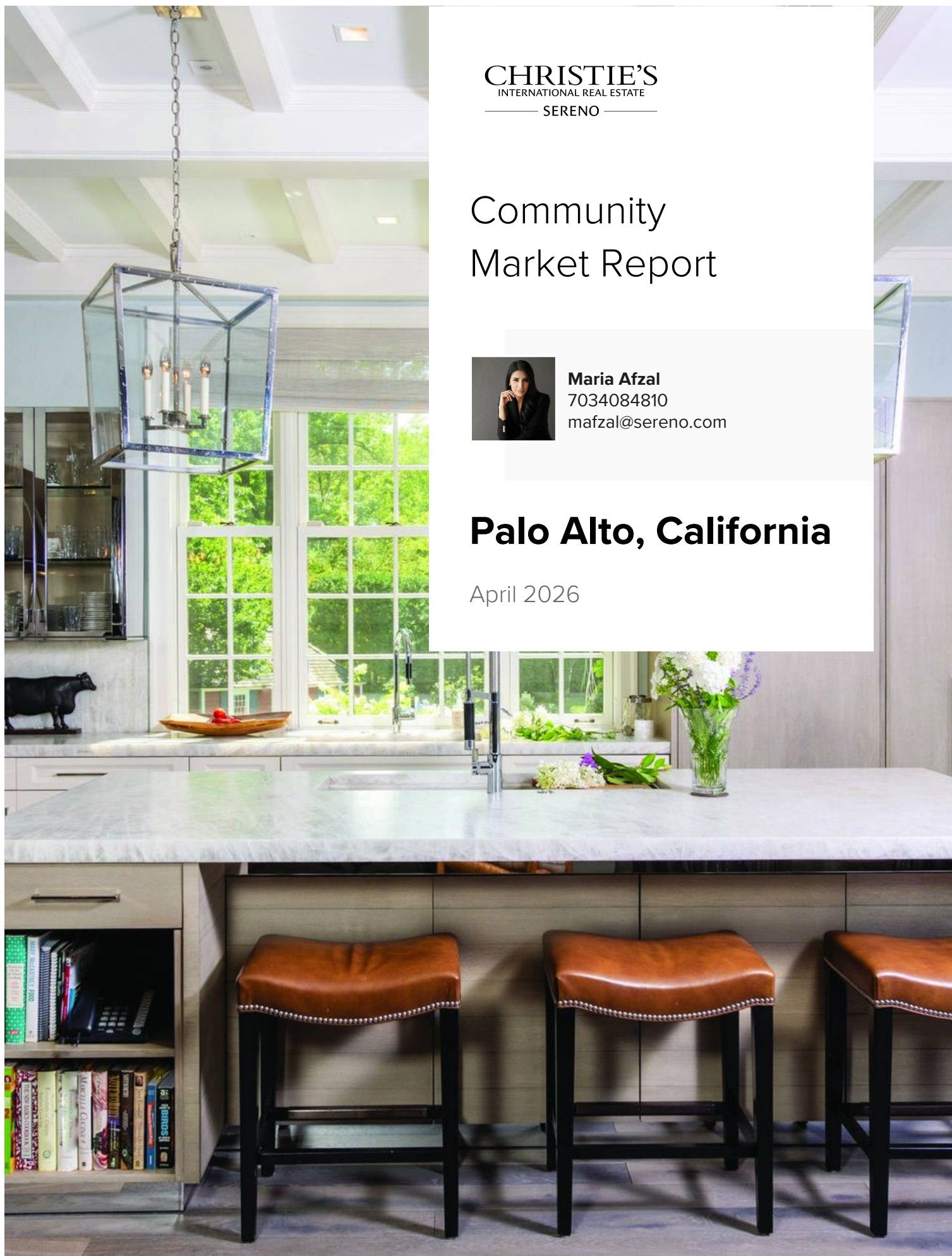
# Community Market Report



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## Palo Alto, California

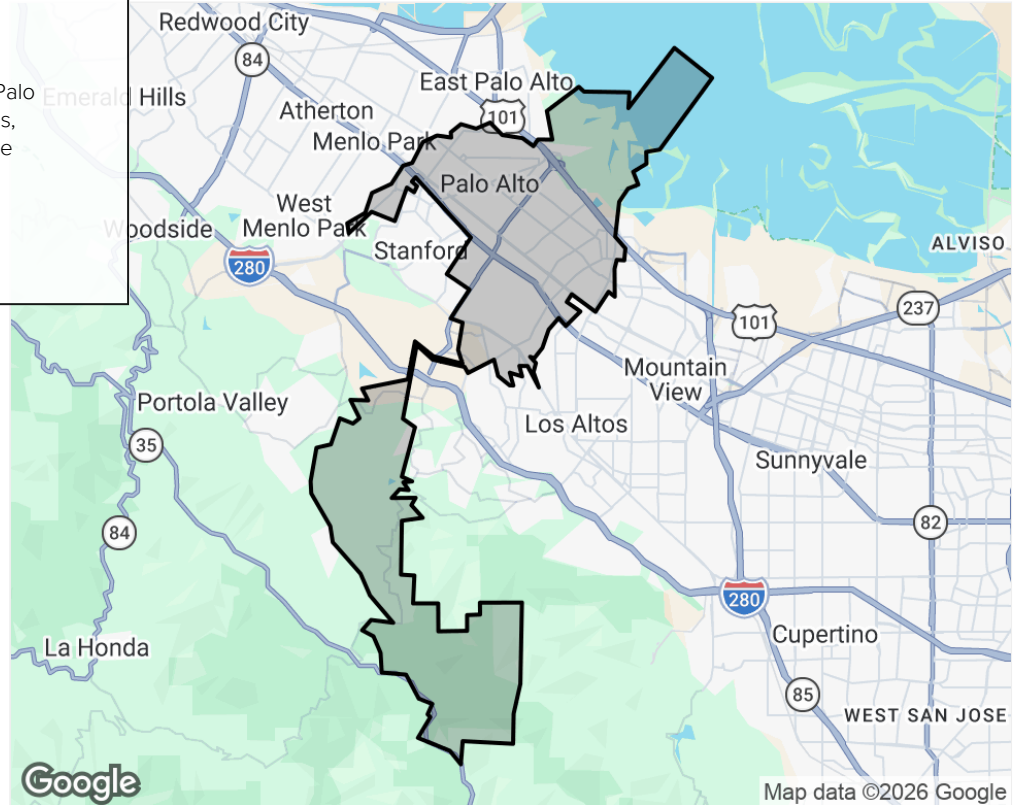
April 2026





## About Palo Alto

Welcome to your personalized market report for Palo Alto in California. Dive into the latest market trends, insights, and key statistics to better understand the real estate landscape in this area.



Scan to view the full digital market report for Palo Alto.





# Market Summary - All Property Types

## Recent Sales Trends

The statistics below highlight key market indicators for Palo Alto, California. The data in the Sold Listings table is based on homes sold within the month of March 2026.

	Current Period Mar 2026	Last Month Feb 2026	Change From Last Month	Last Year Mar 2025	Change From Last Year
<b>Homes Sold</b>	42	41	▲ 2%	54	▼ 22%
<b>Median Sale Price</b>	\$3,482,875	\$3,035,000	▲ 15%	\$3,912,500	▼ 11%
<b>Median List Price</b>	\$3,174,000	\$2,898,000	▲ 10%	\$3,493,000	▼ 9%
<b>Sale to List Price Ratio</b>	108%	106%	▲ 2%	108%	0%
<b>Sales Volume</b>	\$177,755,109	\$164,572,560	▲ 8%	\$228,274,221	▼ 22%
<b>Median Days on Market</b>	8 days	7 days	▲ 1 day	14 days	▼ 6 days
<b>Homes Sold Year to Date</b>	104	62	▲ 68%	100	▲ 4%

## Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of April 1, 2026. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

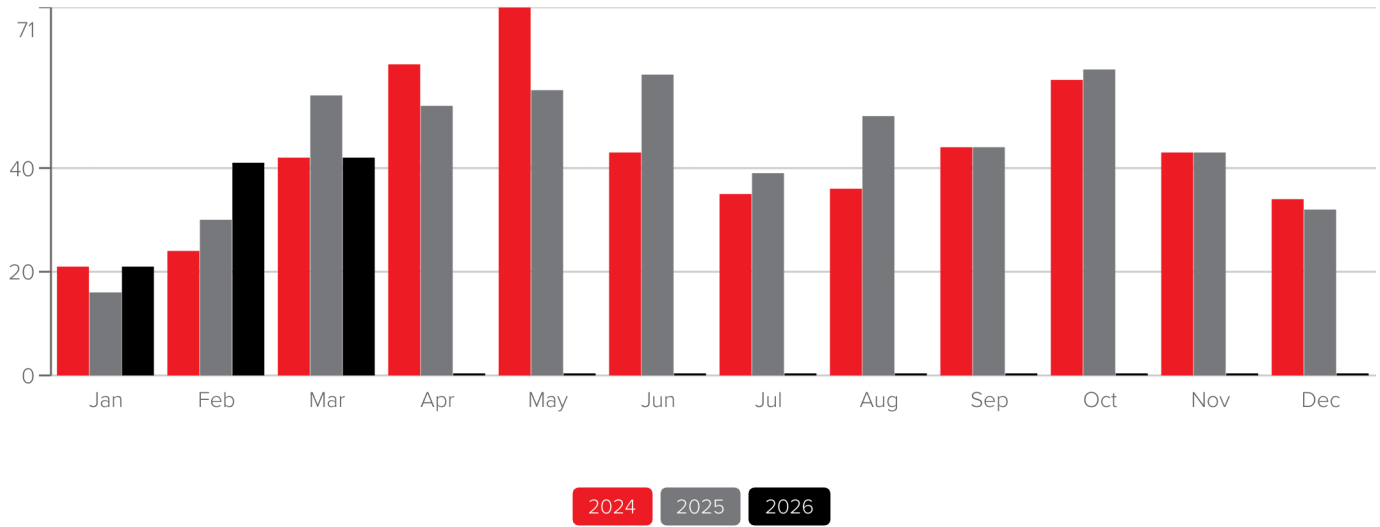
<b>102</b> Homes for Sale	<b>\$3,198,000</b> Median List Price	<b>54</b> Median Days on Market
<b>77</b> Homes Under Contract	<b>\$24,888,000</b> High Price	<b>\$648,000</b> Low Price

Values pulled on 4/1/2026





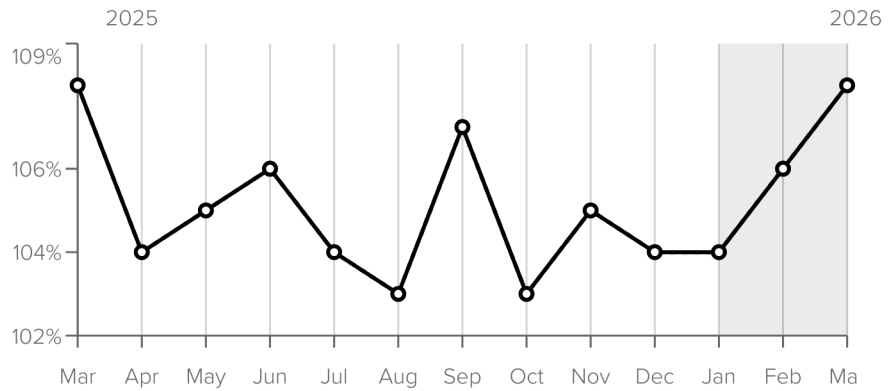
## Homes Sold



## Sale to List Price Ratio




**108%**  
Average Sale to List  
Price Ratio  
March 2026



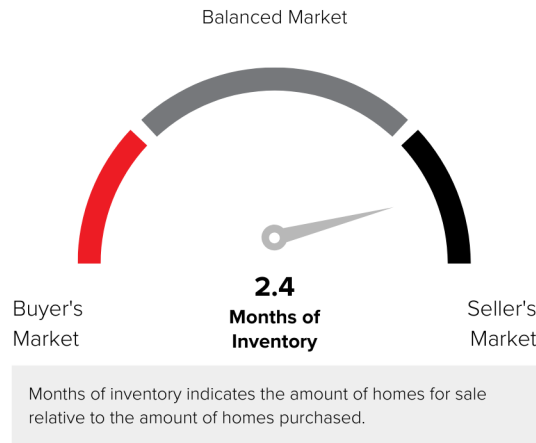



# Market Conditions



**8**

**Median Days on Market**

**71%**

**Properties Sold Over Original Asking Price**

March 2026

## Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it  
Impacts  
Buyers

**Buyer's Market**  
More people selling homes than buying

- More homes to choose from
- Could spend less than asking price
- Price restrictions
- Rarely competing offers

**Seller's Market**  
More people buying homes than selling

- Fewer homes to choose from
- Need to be able to close quickly
- Could spend more than asking price
- Competition from other buyers

How it  
Impacts  
Sellers

**Buyer's Market**  
More people selling homes than buying

- Takes more time to sell
- Fewer offers received
- Could get lower than asking price
- May have to make repairs and/or concessions

**Seller's Market**  
More people buying homes than selling

- Home sells quickly
- Multiple offers likely
- Could get more than asking price
- Buyers willing to overlook repairs





## Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory			Sales		Market Climate
		As of 4/1/26	Current Period Mar 2026	3 Month Trend	Current Period Mar 2026	6 Month Avg	
<b>All Price Ranges</b>	102	2.4	1.0	42	40	Seller's	
< \$500,000	0	—	—	0	0	—	
\$500,000 - \$1,000,000	6	6.0	2.0	1	1	● Buyer's	
\$1,000,000 - \$1,500,000	5	5.0	0.6	1	3	● Balanced	
\$1,500,000 - \$2,000,000	16	8.0	1.8	2	3	● Buyer's	
\$2,000,000 - \$2,500,000	7	1.4	0.9	5	3	● Seller's	
\$2,500,000 - \$6,000,000	48	1.9	0.8	25	23	● Seller's	
\$6,000,000 - \$8,000,000	6	2.0	0.9	3	2	● Seller's	
\$8,000,000 - \$10,000,000	3	1.5	1.0	2	0	● Seller's	
\$10,000,000 - \$12,000,000	3	1.0	0.8	3	1	● Seller's	
\$12,000,000 - \$14,000,000	2	—	—	0	0	—	
> \$14,000,000	6	—	6.0	0	0	—	

### Seller's Market

Less than 4 months of inventory

### Balanced Market

Between 4-6 months of inventory

### Buyer's Market

More than 6 months of inventory



# Statistics

## Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Palo Alto, California. The values are based on closed transactions in March 2026.

