MARIA AFZAL | CHRISTIE'S INTERNATIONAL REAL ESTATE SERENO

MENLO PARK

REAL ESTATE MARKET REPORT

NOVEMBER 2026 | OCTOBER SALES AND CURRENT INVENTORY

Menlo Park is a strong seller's market heading into winter. In October 2026, 27 homes sold in Menlo Park, CA at a median price of $2,460,000. The typical home closed at 103% of its list price after just 10 days on market, and with only 1.9 months of inventory, buyers are competing for a limited supply.

$2.46M	103%	10 Days	44%	1.9
MEDIAN PRICE	OF LIST PRICE	ON MARKET	SOLD OVER ASKING	MONTHS INVENTORY



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SCAN FOR THE LIVE REPORT

AT A GLANCE

MENLO PARK HOUSING MARKET

October 2026 closed sales, all residential property types, with inventory as of November 23, 2026.

$2,460,000 MEDIAN SALE PRICE 3% above Oct 2025	**103%** SALE TO LIST PRICE Down from 105% a year ago	**10 Days** MEDIAN DAYS ON MARKET October 2026
44% SOLD OVER ASKING Down from 64% a year ago	**1.9** MONTHS OF INVENTORY Seller's market	**50** HOMES FOR SALE As of Nov 23, 2026

KEY TAKEAWAYS

- **Prices held above list.** Menlo Park homes sold for a median 103% of list price in October.
- **Fewer bidding wars than a year ago.** 44% of October sales closed above the original asking price, compared with 64% in October 2025.
- **Sales held steady.** 27 homes closed, level with September and 18% below October 2025.
- **Larger homes lifted the median.** The median sale price rose 3% year over year to $2,460,000, while the median price per square foot was down 16% at $1,272.
- **Condos and townhomes were a big share of sales.** 9 of the 27 October sales were condos or townhomes; single family homes sold for a median $3,225,000.
- **The $750K to $2.25M range was the busiest.** It accounted for 11 October sales and has 2.2 months of inventory.

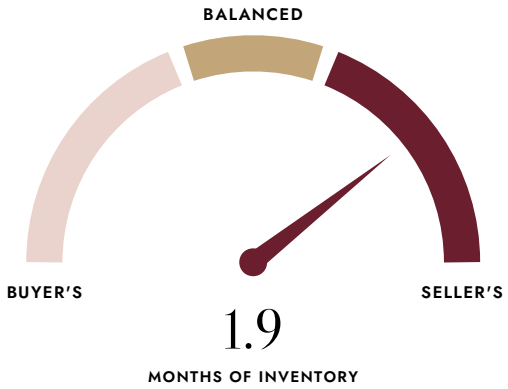


"Menlo Park has cooled from the bidding wars of a year ago, and honestly, I think that is healthy. Fewer than half of October sales went over asking, compared with nearly two thirds last October, yet well priced single family homes still sold in about eleven days. Sellers who price to the market are doing very well; the ones testing a higher number are the listings that sit."

MARIA AFZAL, CHRISTIE'S INTERNATIONAL REAL ESTATE SERENO

MARKET CONDITIONS

BUYER'S OR SELLER'S MARKET?



SELLER'S MARKET

Menlo Park is a seller's market, with 1.9 months of inventory as of November 23, 2026. At the recent pace of sales, every home listed today would sell in about eight weeks if no new listings came on.

Months of inventory compares homes for sale with the recent pace of sales. Under 4 months is a seller's market, 4 to 6 months is balanced, and over 6 months is a buyer's market.

WHAT THE MARKET MEANS FOR YOU

IF YOU'RE SELLING

SELLERS HOLD THE ADVANTAGE

44%	**Offers over asking are less common** of October sales closed above the original asking price.
103%	**Strong pricing power** median sale to list ratio in October.
10 days	**Be ready to move quickly** median days on market for October sales.
50	**Little competition** homes for sale as of November 23, about 1.9 months of supply.

IF YOU'RE BUYING

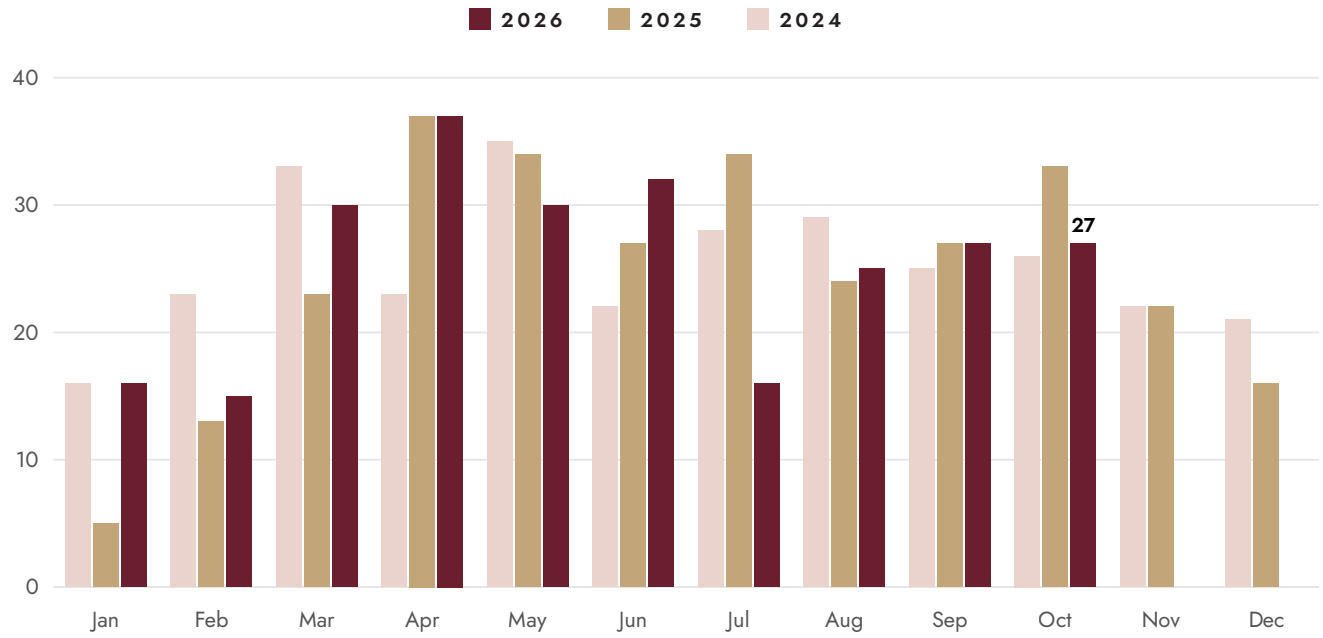
COME PREPARED TO COMPETE

105%	**Budget above list price** median sale to list ratio for single family homes in October.
11 days	**Have approval in hand** median days on market for single family homes.
64 days	**Look at homes that have sat** median days listed for current active listings; these sellers may negotiate.
4.0	**$2.25M to $3M is balanced** months of supply for homes from $2.25M to $3M, a balanced market.

MENLO PARK HOUSING MARKET TRENDS

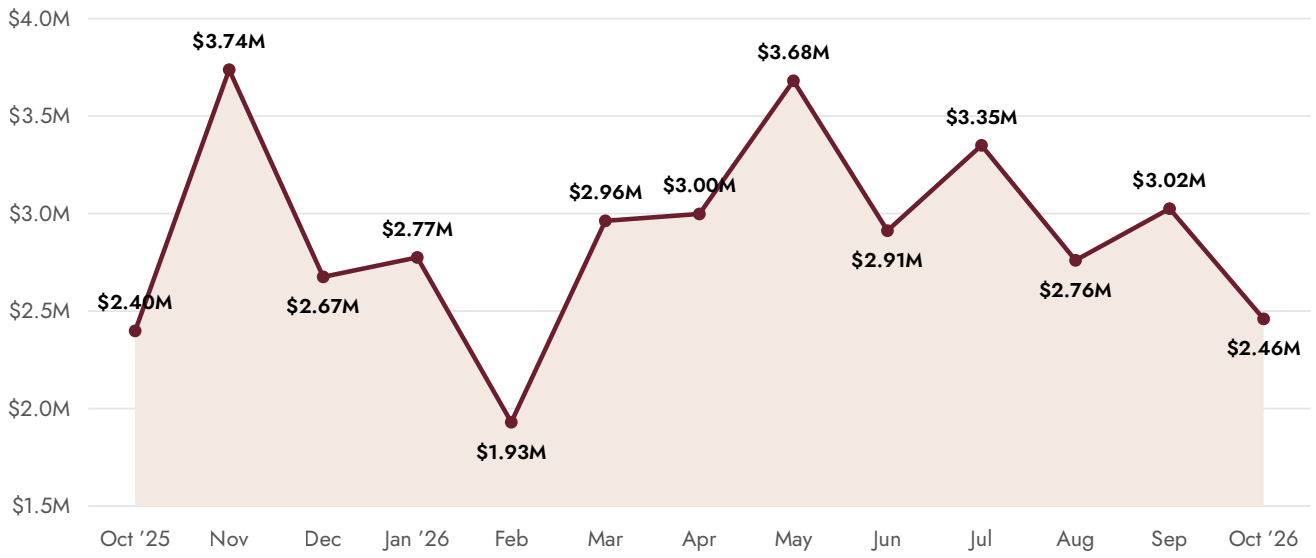
Through October, 255 homes sold in Menlo Park in 2026, compared with 257 in the same period of 2025. April 2026 was the busiest month of the year with 37 sales, and October closed at a median 103% of list price.

HOMES SOLD PER MONTH: 2024 TO 2026



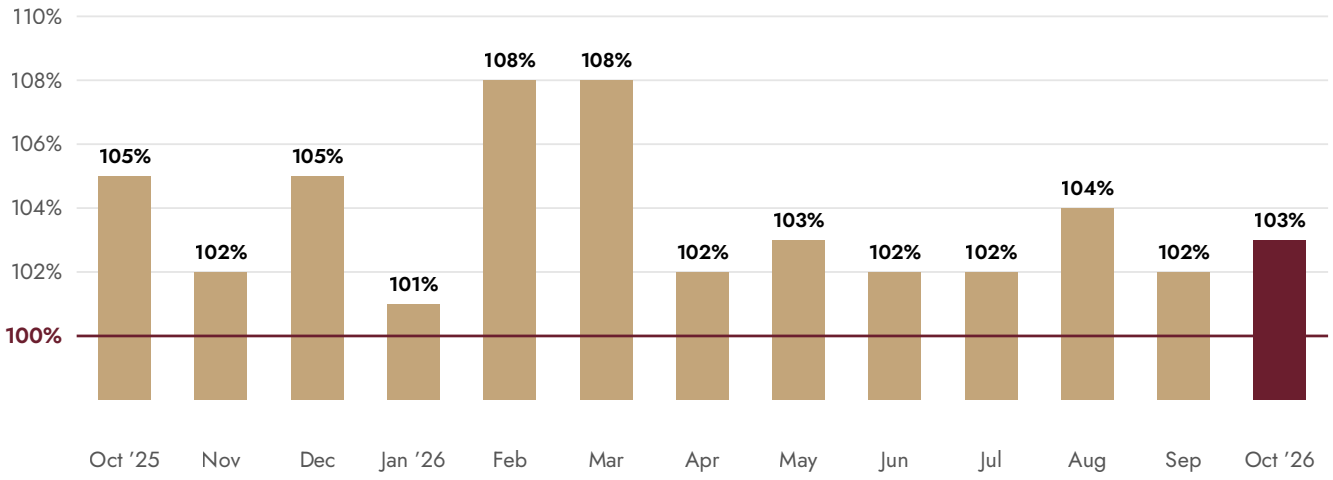
2024 totaled 303 sales and 2025 totaled 295.

MEDIAN SALE PRICE: LAST 13 MONTHS



Monthly medians move with the mix of homes that sell.

SALE TO LIST PRICE RATIO: LAST 13 MONTHS



Median sale price as a percent of list price.

MONTHLY DATA: LAST 13 MONTHS

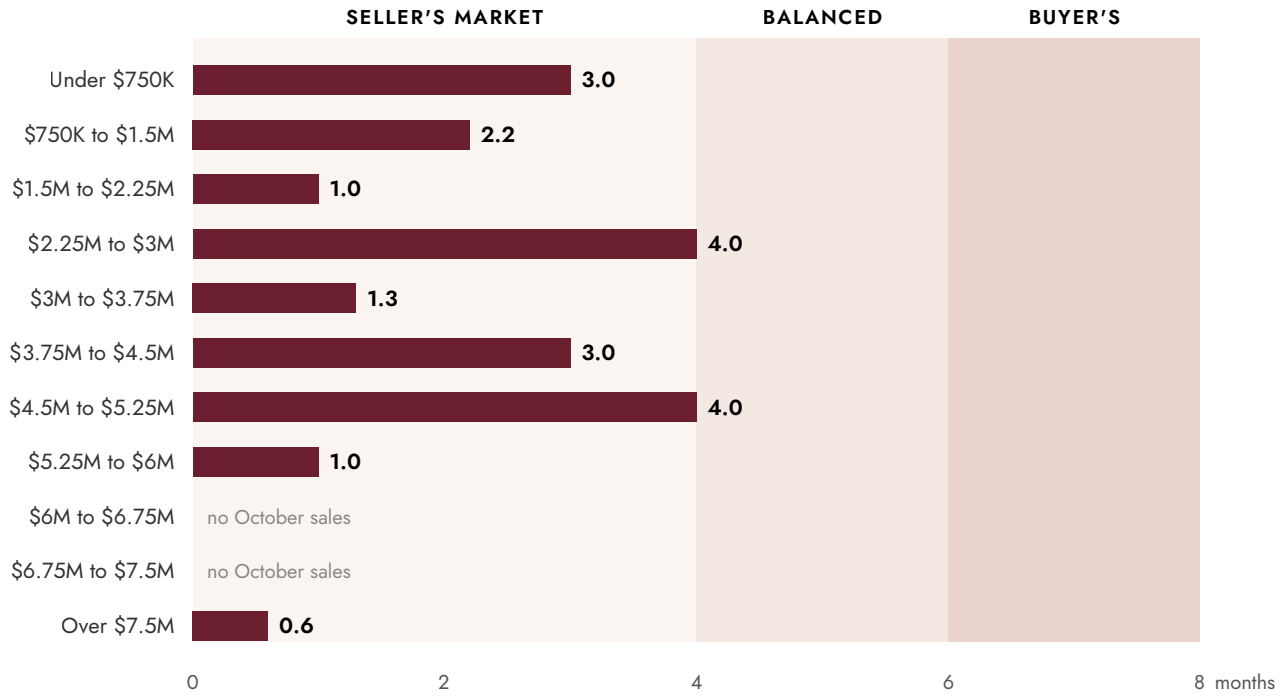
MONTH	HOMES SOLD	MEDIAN SALE PRICE	SALE TO LIST	PRICE PER SQ FT
October 2026	27	$2,460,000	103%	$1,272
September 2026	27	$3,025,000	102%	$1,604
August 2026	25	$2,760,000	104%	$1,446
July 2026	16	$3,350,000	102%	$1,202
June 2026	32	$2,912,250	102%	$1,673
May 2026	30	$3,681,000	103%	$1,615
April 2026	37	$2,998,000	102%	$1,521
March 2026	30	$2,962,500	108%	$1,580
February 2026	15	$1,930,000	108%	$1,163
January 2026	16	$2,775,000	101%	$1,390
December 2025	16	$2,675,000	105%	$1,232
November 2025	22	$3,737,500	102%	$1,675
October 2025	33	$2,398,000	105%	$1,510

BY PRICE RANGE

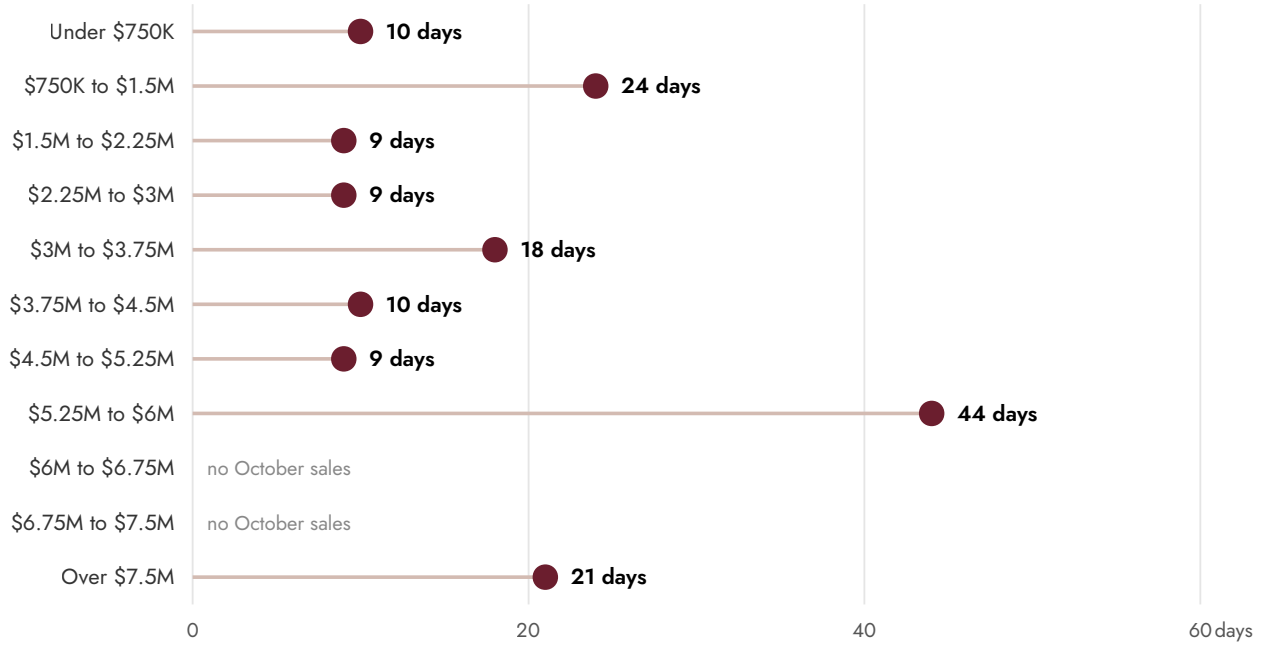
MARKET CONDITIONS BY PRICE RANGE

Competition varies by price point. Under 4 months of inventory is a seller's market, 4 to 6 months is balanced, and over 6 months favors buyers. Homes from $1.5 million to $2.25 million have the tightest supply.

MONTHS OF INVENTORY BY PRICE RANGE



MEDIAN DAYS ON MARKET BY PRICE RANGE



PRICE RANGE DETAIL

PRICE RANGE	ACTIVE LISTINGS NOV 23	MONTHS OF INVENTORY	SALES OCT 2026	SALES 6 MONTH AVG	MEDIAN DAYS ON MARKET	MARKET
Under $750,000	3	3.0	1	0	10	Seller's
$750,000 to $1,500,000	11	2.2	5	4	24	Seller's
$1,500,000 to $2,250,000	6	1.0	6	4	9	Seller's
$2,250,000 to $3,000,000	12	4.0	3	4	9	Balanced
$3,000,000 to $3,750,000	5	1.3	4	3	18	Seller's
$3,750,000 to $4,500,000	3	3.0	1	2	10	Seller's
$4,500,000 to $5,250,000	4	4.0	1	2	9	Balanced
$5,250,000 to $6,000,000	1	1.0	1	0	44	Seller's
$6,000,000 to $6,750,000	1	—	0	0	—	—
$6,750,000 to $7,500,000	1	—	0	0	—	—
Over $7,500,000	3	0.6	5	2	21	Seller's
All Price Ranges	50	1.9	27	26	10	Seller's

A dash means there were no October sales in that range to measure.

OCTOBER 2026 HOME SALES

METRIC	OCT 2026	SEP 2026	CHANGE	OCT 2025	CHANGE
Homes sold	27	27	0%	33	–18%
Median sale price	$2,460,000	$3,025,000	–19%	$2,398,000	+3%
Median list price	$2,298,000	$2,600,000	–12%	$2,250,000	+2%
Sale to list price ratio	103%	102%	+1 pt	105%	–2 pts
Sold over asking	44%	56%	–12 pts	64%	–20 pts
Median price per sq ft	$1,272	$1,604	–21%	$1,510	–16%
Median days on market	10	11	–1 day	10	0 days
Sales volume	$98.7M	$93.3M	+6%	$106.4M	–7%
Homes sold year to date	255	228		257	–1%

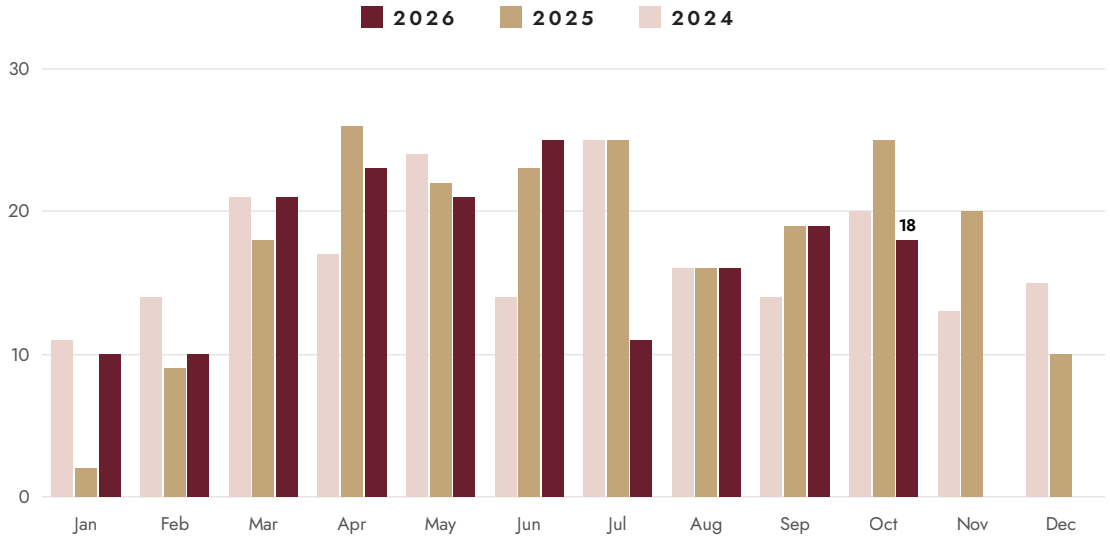
SINGLE FAMILY HOMES

MENLO PARK SINGLE FAMILY MARKET

18 single family homes sold in October 2026 at a median price of $3,225,000, 105% of list price, in a median of 11 days. Inventory as of November 23, 2026.

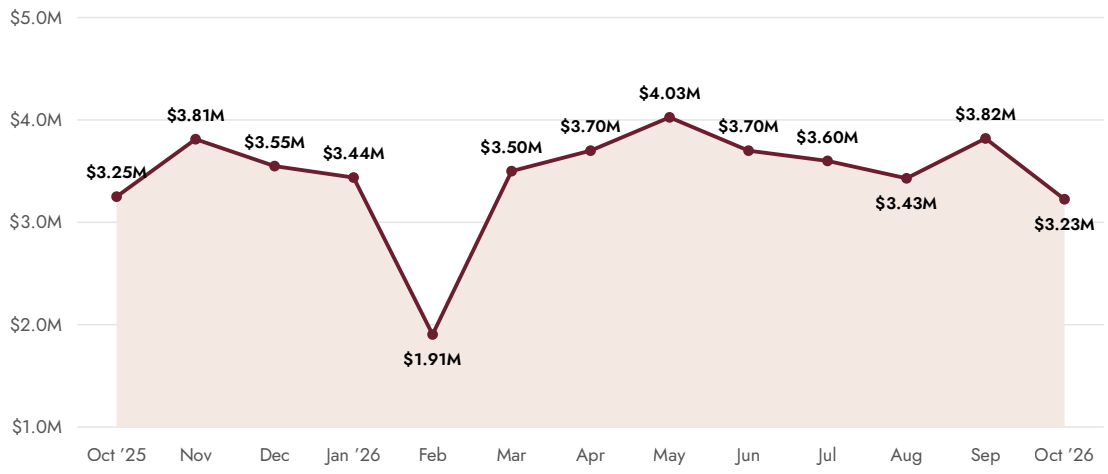
$3,225,000 **MEDIAN SALE PRICE** –1% vs Oct 2025	105% **SALE TO LIST PRICE** 107% a year ago	11 Days **MEDIAN DAYS ON MARKET** October 2026
56% **SOLD OVER ASKING** 68% a year ago	1.5 **MONTHS OF INVENTORY** Seller's market	27 **FOR SALE NOW** As of Nov 23, 2026

SINGLE FAMILY HOMES SOLD PER MONTH: 2024 TO 2026

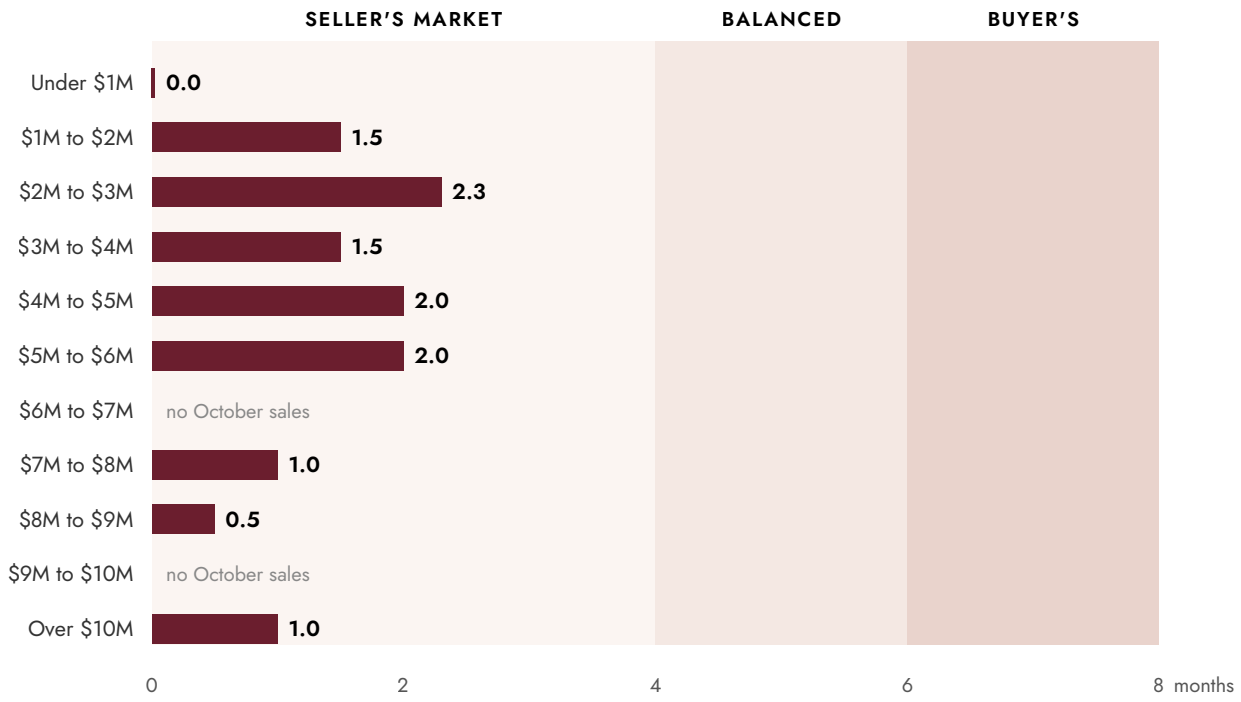


174 single family homes sold in 2026 through October, versus 185 in the same period of 2025.

SINGLE FAMILY MEDIAN SALE PRICE: LAST 13 MONTHS



SINGLE FAMILY MONTHS OF INVENTORY BY PRICE RANGE



Single family homes from $0 to $2 million have the tightest supply.

PRICE RANGE	ACTIVE LISTINGS NOV 23	MONTHS OF INVENTORY	SALES OCT 2026	SALES 6 MONTH AVG	MEDIAN DAYS ON MARKET	MARKET
Under $1M	0	0.0	1	0	9	Seller's
$1M to $2M	6	1.5	4	3	13	Seller's
$2M to $3M	7	2.3	3	2	10	Seller's
$3M to $4M	6	1.5	4	4	10	Seller's
$4M to $5M	2	2.0	1	3	9	Seller's
$5M to $6M	2	2.0	1	1	44	Seller's
$6M to $7M	1	—	0	1	—	—
$7M to $8M	1	1.0	1	0	30	Seller's
$8M to $9M	1	0.5	2	0	8	Seller's
$9M to $10M	0	—	0	0	—	—
Over $10M	1	1.0	1	1	45	Seller's
All Price Ranges	27	1.5	18	18	11	Seller's

CONDOS AND TOWNHOMES

A DIFFERENT MARKET

In Menlo Park, condos are a seller's market and townhomes are a seller's market. With only a few sales a month, monthly figures can swing widely, so read the trend rather than any single month.

CONDOS

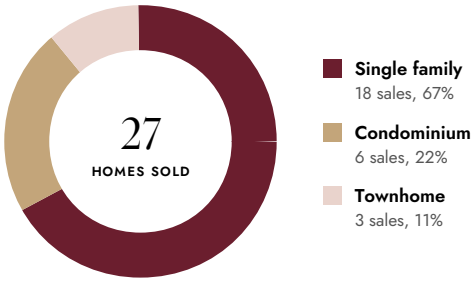
$1,347,500 **MEDIAN PRICE OCT** 6 sales	99% **SALE TO LIST**
1.8 **MONTHS OF INVENTORY** Seller's market	11 **FOR SALE NOW** Median 61 days listed
39 **SOLD IN 2026** 38 a year ago	

TOWNHOMES

$2,450,000 **MEDIAN PRICE OCT** 3 sales	109% **SALE TO LIST**
2.7 **MONTHS OF INVENTORY** Seller's market	8 **FOR SALE NOW** Median 61 days listed
49 **SOLD IN 2026** 31 a year ago	

PROPERTY TYPES

MENLO PARK BY PROPERTY TYPE



Single family homes made up 18 of the 27 Menlo Park sales in October 2026. A year earlier, 25 single family homes sold at a median of $3,250,000 and 107% of list.

PROPERTY TYPE	SOLD OCT 2026	MEDIAN SALE PRICE	SALE TO LIST	MEDIAN DAYS ON MARKET	MONTHS OF INVENTORY	FOR SALE NOV 23
Single family	18	$3,225,000	105%	11	1.5	27
Condominium	6	$1,347,500	99%	10	1.8	11
Townhome	3	$2,450,000	109%	9	2.7	8

HOMES FOR SALE RIGHT NOW

50 ACTIVE LISTINGS	17 UNDER CONTRACT	1.9 MONTHS OF INVENTORY
$2,599,000 MEDIAN LIST PRICE	$675K to $14.89M LIST PRICE RANGE	64 Days MEDIAN DAYS LISTED Current active listings

As of November 23, 2026.



About this report. Prepared by Maria Afzal, a Bay Area real estate agent with Christie's International Real Estate Sereno, based at 467 1st Street in downtown Los Altos (CA DRE# 02026802). Call (650) 561-6073 or email maria@mariaafzal.com.

Source: MLS data compiled by LiveBy. Sales cover residential properties that closed in Menlo Park, CA in October 2026; inventory as of November 23, 2026. Information is deemed reliable but not guaranteed.

WHAT IS YOUR MENLO PARK HOME WORTH?

Request a complimentary valuation at mariaafzal.com/menlo-park-home-valuation

LIVE REPORT AND UPDATES