

CHRISTIE'S
INTERNATIONAL REAL ESTATE
SERENO

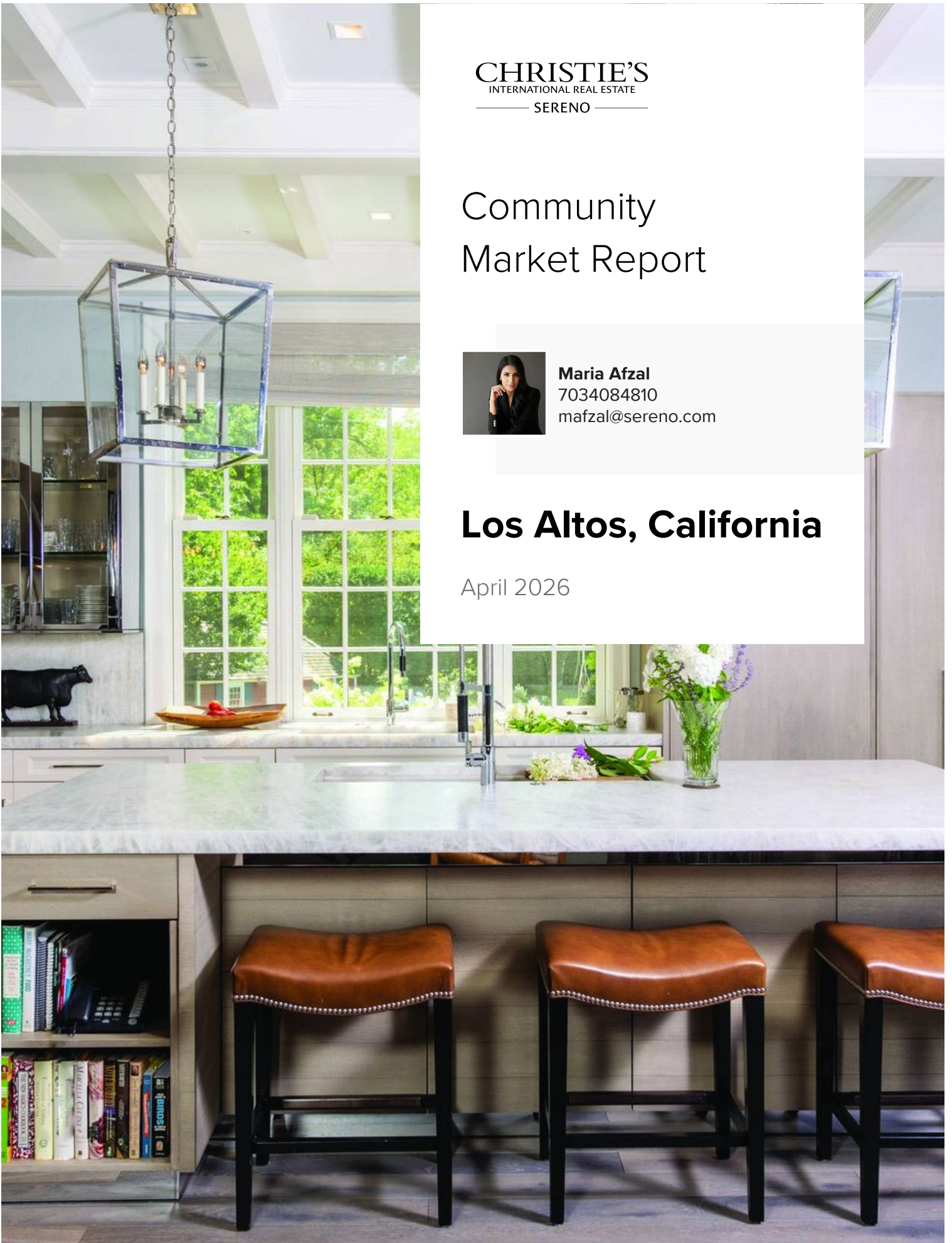
Community Market Report



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Los Altos, California

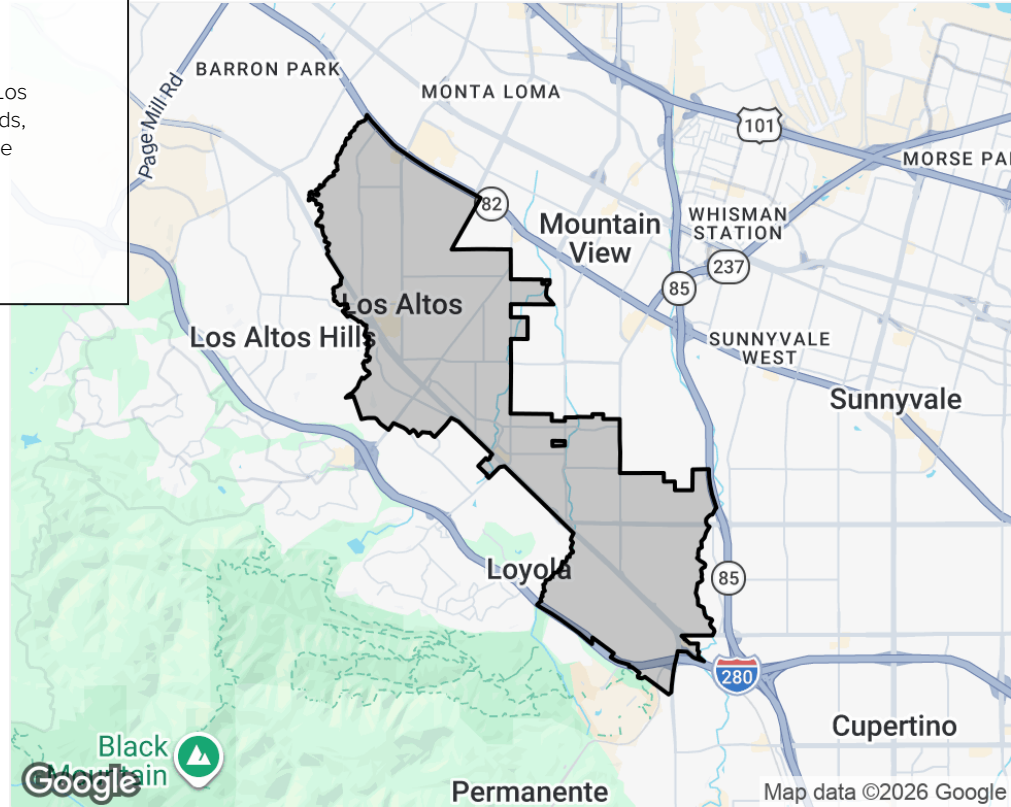
April 2026





About Los Altos

Welcome to your personalized market report for Los Altos 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 Los Altos.





Market Summary - All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Los Altos, 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
Homes Sold	30	21	▲ 43%	31	▼ 3%
Median Sale Price	\$4,169,000	\$5,500,000	▼ 24%	\$5,500,000	▼ 24%
Median List Price	\$3,993,000	\$4,988,000	▼ 20%	\$4,595,000	▼ 13%
Sale to List Price Ratio	104%	108%	▼ 4%	107%	▼ 3%
Sales Volume	\$113,201,000	\$108,248,800	▲ 5%	\$163,839,800	▼ 31%
Median Days on Market	9 days	11 days	▼ 2 days	1 day	▲ 8 days
Homes Sold Year to Date	57	27	▲ 111%	57	0%

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.

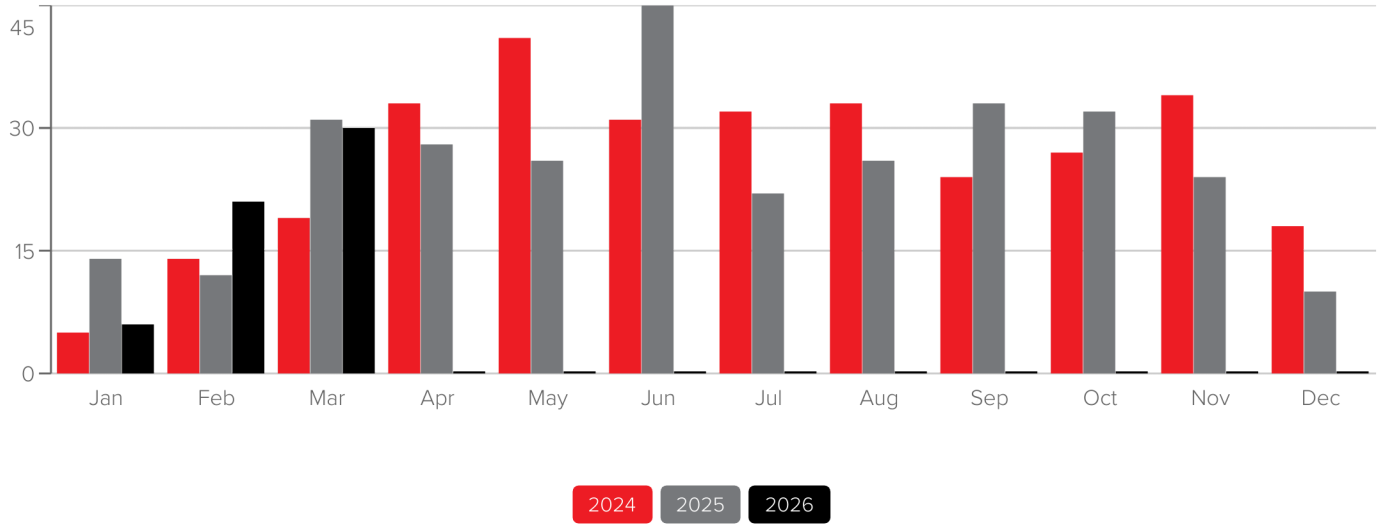
50 Homes for Sale	\$4,099,000 Median List Price	35 Median Days on Market
38 Homes Under Contract	\$9,998,000 High Price	\$950,000 Low Price

Values pulled on 4/1/2026





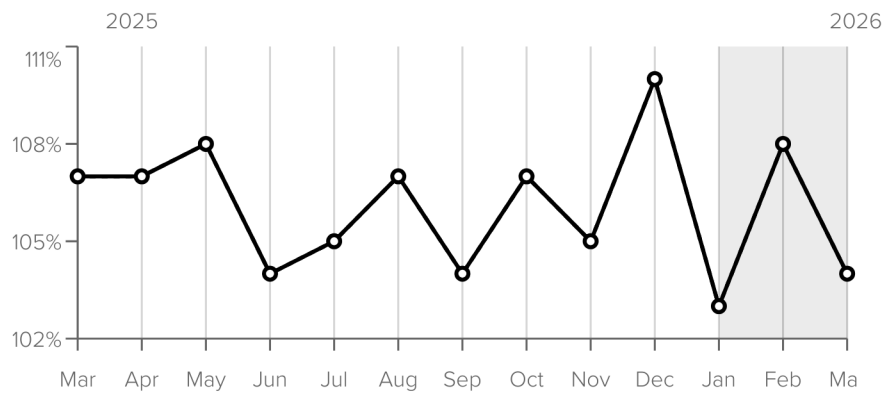
Homes Sold



Sale to List Price Ratio



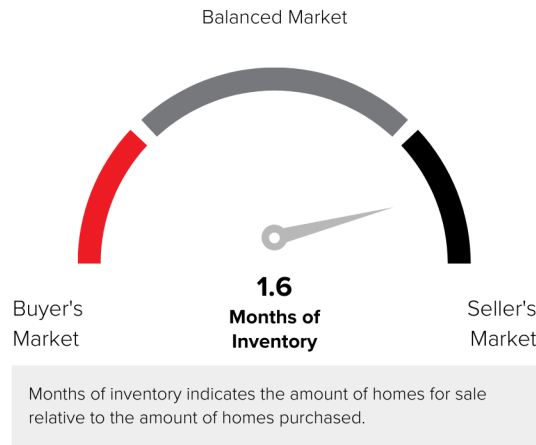
104%
Average Sale to List
Price Ratio
March 2026





Market Conditions

9
Median Days on Market



53%
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	
All Price Ranges	50	1.6	0.9	31	21	Seller's	
< \$500,000	0	—	—	0	0	—	
\$500,000 - \$1,000,000	3	1.0	0.6	3	1	● Seller's	
\$1,000,000 - \$1,500,000	5	5.0	2.5	1	0	● Balanced	
\$1,500,000 - \$2,000,000	4	0.8	0.8	5	1	● Seller's	
\$2,000,000 - \$2,500,000	2	—	2.0	0	0	—	
\$2,500,000 - \$6,000,000	27	1.5	0.8	18	13	● Seller's	
\$6,000,000 - \$8,000,000	5	1.3	0.5	4	3	● Seller's	
\$8,000,000 - \$10,000,000	4	—	4.0	0	0	—	
\$10,000,000 - \$12,000,000	0	—	—	0	0	—	
\$12,000,000 - \$14,000,000	0	—	—	0	0	—	
> \$14,000,000	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 Los Altos, California. The values are based on closed transactions in March 2026.

