MARIA AFZAL | CHRISTIE'S INTERNATIONAL REAL ESTATE SERENO

LOS ALTOS HILLS

REAL ESTATE MARKET REPORT

NOVEMBER 2026 | OCTOBER SALES AND CURRENT INVENTORY

Los Altos Hills is a seller's market heading into winter. In October 2026, 10 homes sold in Los Altos Hills, CA at a median price of $7,063,500. The typical home closed at 103% of its list price after just 8 days on market, and with only 2.4 months of inventory, buyers are competing for a limited supply.

$7.06M	103%	8 Days	80%	2.4
MEDIAN PRICE	OF LIST PRICE	ON MARKET	SOLD OVER ASKING	MONTHS INVENTORY



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SCAN FOR THE LIVE REPORT

AT A GLANCE

LOS ALTOS HILLS HOUSING MARKET

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

$7,063,500 MEDIAN SALE PRICE 55% above Oct 2025	**103%** SALE TO LIST PRICE Up from 97% a year ago	**8 Days** MEDIAN DAYS ON MARKET October 2026
80% SOLD OVER ASKING Up from 38% a year ago	**2.4** MONTHS OF INVENTORY Seller's market	**24** HOMES FOR SALE As of Nov 23, 2026

KEY TAKEAWAYS

- **Bidding reached a 13 month high.** Los Altos Hills homes sold for a median 103% of list price in October, the highest ratio in the past 13 months.
- **Most homes sold over asking.** 80% of October sales closed above the original asking price, compared with 38% in October 2025.
- **Sales picked up.** 10 homes closed, up 11% from September and 25% above October 2025.
- **A small sample moves the median.** The median sale price was $7,063,500 in October, but with only 10 sales, a single home can shift the median sharply from month to month. Price per square foot was $2,004.
- **Homes over $9M led sales.** They accounted for 4 October sales and have 4.0 months of inventory.

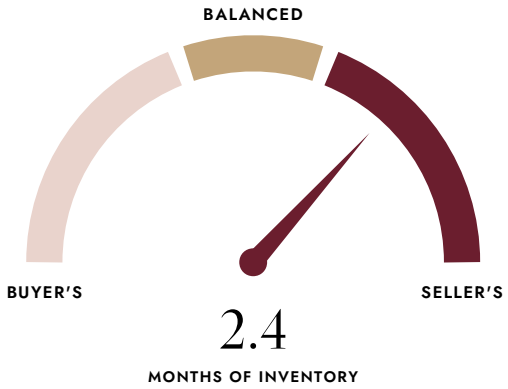


"Buyers came back to Los Altos Hills with real conviction in October. Eight of the ten homes that sold went over asking, compared with three of eight a year ago, and the typical sale closed in about a week. The one place buyers still have choice is above $10 million, where a dozen homes are waiting for the right family."

MARIA AFZAL, CHRISTIE'S INTERNATIONAL REAL ESTATE SERENO

MARKET CONDITIONS

BUYER'S OR SELLER'S MARKET?



SELLER'S MARKET

Los Altos Hills is a seller's market, with 2.4 months of inventory as of November 23, 2026. At the recent pace of sales, every home listed today would sell in about two months 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

80%	**Expect multiple offers** of October sales closed above the original asking price.
103%	**Strong pricing power** median sale to list ratio, the highest in 13 months.
8 days	**Be ready to move quickly** median days on market for October sales.
24	**Some competition** homes for sale as of November 23, about 2.4 months of supply.

IF YOU'RE BUYING

COME PREPARED TO COMPETE

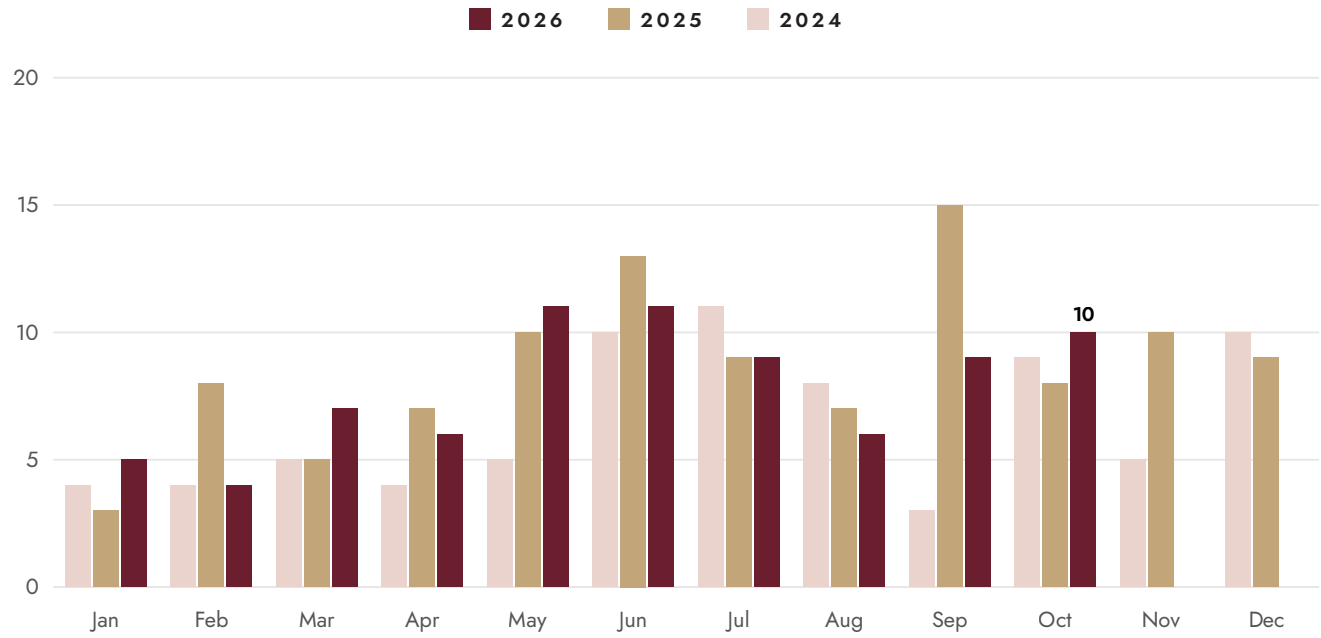
103%	**Budget above list price** median sale to list ratio for single family homes in October.
8 days	**Have approval in hand** median days on market for single family homes.
77 days	**Look at homes that have sat** median days listed for current active listings; these sellers may negotiate.
4.0	**Over $10M is balanced** months of supply for homes over $10M, a balanced market.

TRENDS

LOS ALTOS HILLS HOUSING MARKET TRENDS

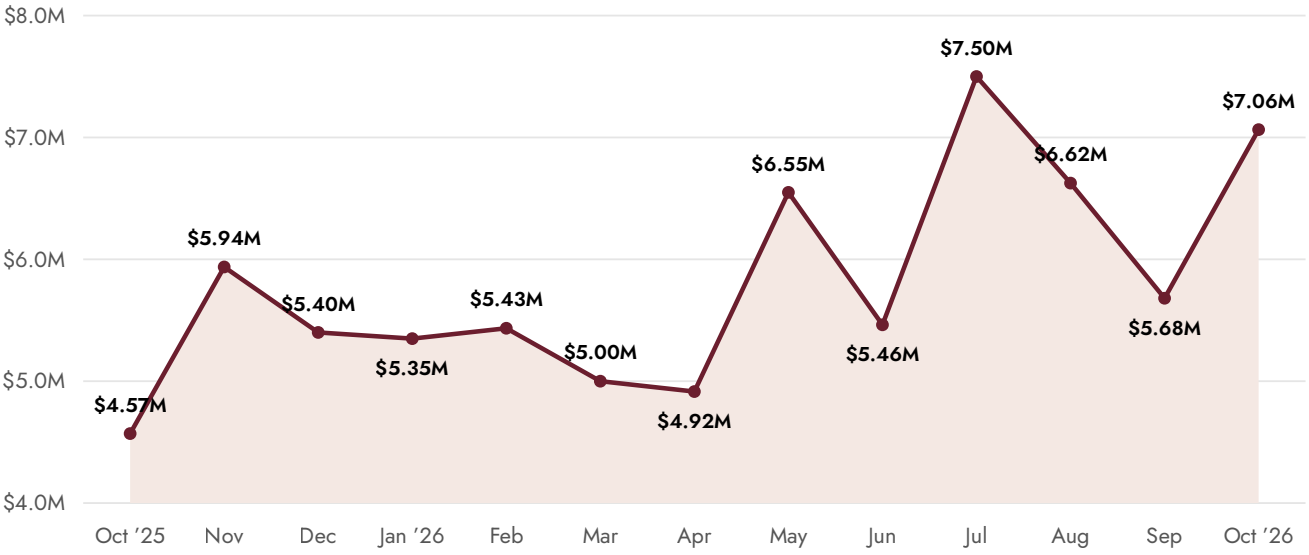
Through October, 78 homes sold in Los Altos Hills in 2026, compared with 85 in the same period of 2025. May 2026 was the busiest month of the year with 11 sales, and October posted the highest sale to list ratio in 13 months.

HOMES SOLD PER MONTH: 2024 TO 2026



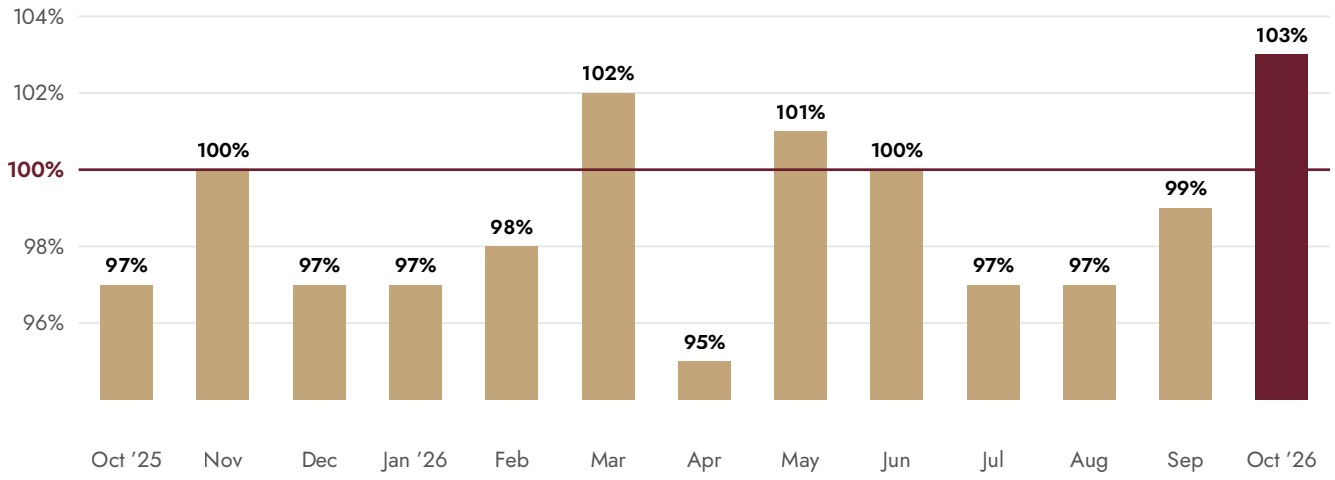
2024 totaled 78 sales and 2025 totaled 104.

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

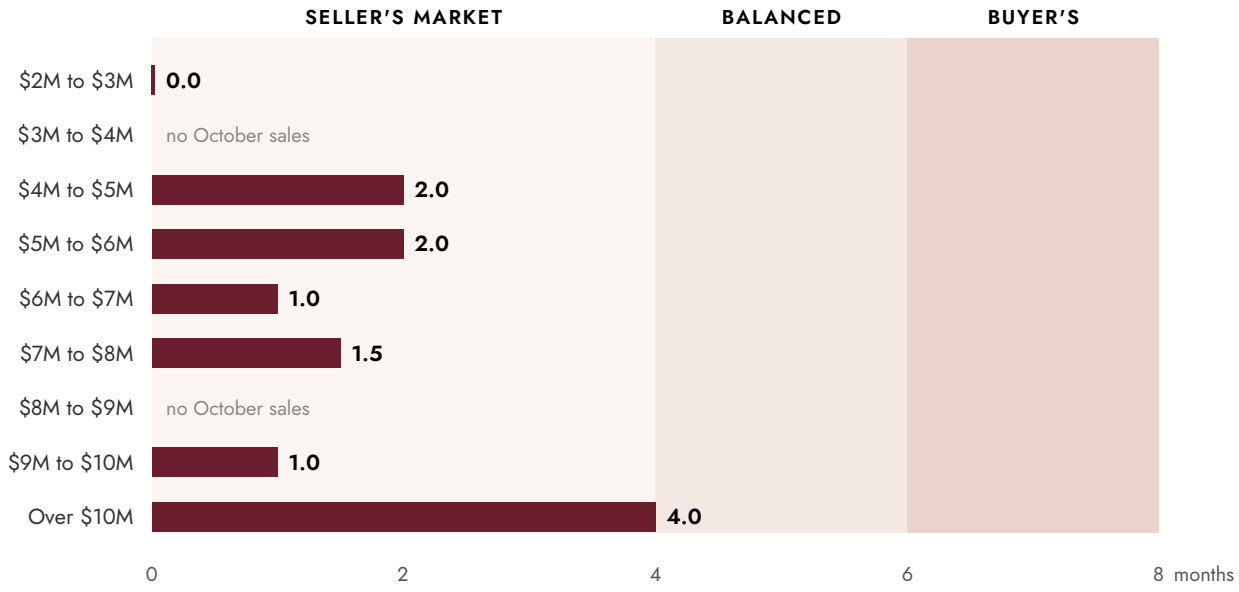
MONTH	HOMES SOLD	MEDIAN SALE PRICE	SALE TO LIST	PRICE PER SQ FT
October 2026	10	$7,063,500	103%	$2,004
September 2026	9	$5,680,000	99%	$1,655
August 2026	6	$6,625,000	97%	$1,500
July 2026	9	$7,500,000	97%	$1,801
June 2026	11	$5,462,000	100%	$1,500
May 2026	11	$6,550,000	101%	$1,664
April 2026	6	$4,915,000	95%	$1,547
March 2026	7	$5,000,000	102%	$1,603
February 2026	4	$5,434,000	98%	$1,269
January 2026	5	$5,350,000	97%	$1,351
December 2025	9	$5,400,000	97%	$1,312
November 2025	10	$5,937,500	100%	$1,468
October 2025	8	$4,570,000	97%	$1,401

BY PRICE RANGE

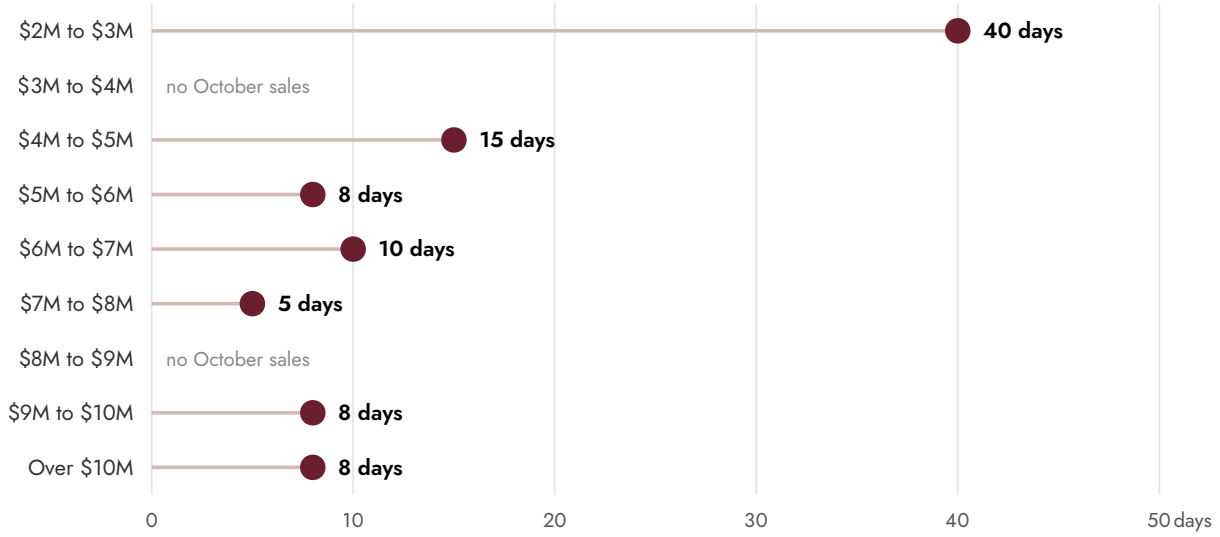
MARKET CONDITIONS BY PRICE RANGE

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 $6 million to $8 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
$2,000,000 to $3,000,000	0	0.0	1	0	40	Seller's
$3,000,000 to $4,000,000	2	—	0	0	—	—
$4,000,000 to $5,000,000	2	2.0	1	1	15	Seller's
$5,000,000 to $6,000,000	2	2.0	1	2	8	Seller's
$6,000,000 to $7,000,000	1	1.0	1	1	10	Seller's
$7,000,000 to $8,000,000	3	1.5	2	0	5	Seller's
$8,000,000 to $9,000,000	1	—	0	0	—	—
$9,000,000 to $10,000,000	1	1.0	1	0	8	Seller's
Over $10,000,000	12	4.0	3	1	8	Balanced
All Price Ranges	24	2.4	10	9	8	Seller's

No homes under $2,000,000 sold or were listed. 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	10	9	+11%	8	+25%
Median sale price	$7,063,500	$5,680,000	+24%	$4,570,000	+55%
Median list price	$6,995,000	$5,388,000	+30%	$4,624,000	+51%
Sale to list price ratio	103%	99%	+4 pts	97%	+6 pts
Sold over asking	80%	33%	+47 pts	38%	+42 pts
Median price per sq ft	$2,004	$1,655	+21%	$1,401	+43%
Median days on market	8	16	–8 days	22	–14 days
Sales volume	$82.0M	$58.2M	+41%	$37.0M	+121%
Homes sold year to date	78	68		85	–8%

HOMES FOR SALE RIGHT NOW

24 **ACTIVE LISTINGS**	4 **UNDER CONTRACT**	2.4 **MONTHS OF INVENTORY**
$8,795,000 **MEDIAN LIST PRICE**	$3.69M to $35M **LIST PRICE RANGE**	77 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 Los Altos Hills, CA in October 2026; inventory as of November 23, 2026. Information is deemed reliable but not guaranteed.

WHAT IS YOUR LOS ALTOS HILLS HOME WORTH?

Request a complimentary valuation at **mariaafzal.com/home-valuation**

LIVE REPORT AND UPDATES