

JACKIE (JALEH) SCHOELERMAN

2026 3rd Quarter Market Insights

A data-driven review of Silicon Valley's luxury housing market in Q3 2026.

MARKET DATA
Clear. Relevant. Local.

EXPERT INSIGHTS
For Informed Decisions.

FOUR CITIES
One Clear Perspective.



PALO ALTO | MENLO PARK | ATHERTON | LOS ALTOS

2026 3RD QUARTER MARKET INSIGHTS

Welcome to the Q3 2026 Market Insights

A focused look at Palo Alto, Menlo Park, Atherton, and Los Altos

Real estate decisions are rarely about numbers alone. They are about timing, opportunity, positioning, and understanding what the data means for your next move.

Q3 FOUR-CITY OVERVIEW

CLOSED SALES	SALES VOLUME	TOP SALE	MEDIAN DAYS
269	$1.49B	$38M	8-10
Across 4 cities	Combined	Atherton	Across 4 cities

In this report, I take a closer look at third-quarter single-family home sales across Palo Alto, Menlo Park, Atherton, and Los Altos, using MLS data to highlight the trends that matter most: pricing, market pace, neighborhood activity, and where buyer demand remains strongest.

Across the Mid-Peninsula, the market continues to be highly local. Some neighborhoods are seeing strong competition and fast-moving sales, while others are giving buyers more room to negotiate. That is why broad market headlines rarely tell the full story.

My goal is to help you understand not only what happened in Q3, but what those results may mean if you are considering selling, buying, or simply planning ahead.

For sellers, the right pricing and presentation strategy remains critical.

For buyers, opportunities often depend on knowing where the market is moving differently from the averages.

I hope this report gives you a clearer view of today's market and helps you make your next real estate decision with greater confidence.

The numbers in this report are market transactions and should not be interpreted as sales represented by Jackie unless explicitly identified as such.

GET TO KNOW

Jackie (Jaleh) Schoelerman

Silicon Valley Luxury Real Estate Advisor

Coldwell Banker Global Luxury
Palo Alto, CA
jackie@schoelerman.com
www.schoelerman.com
650-855-9700
CA DRE# 01092400

COLDWELL BANKER



For more than two decades, I have had the privilege of helping homeowners, buyers, executives, entrepreneurs, investors, and families navigate some of Silicon Valley's most competitive and valuable real estate markets.

My work is centered on Palo Alto, Menlo Park, Atherton, and Los Altos, where local knowledge, thoughtful preparation, and precise strategy can make a meaningful difference in the outcome of a sale or purchase.

I believe the best real estate advice starts with understanding the data, but it should never stop there. Numbers tell us what happened. My role is to help clients understand why it happened, what is changing, and how those changes may affect their next decision.

For sellers, that means looking beyond a single comparable sale or broad market average. I consider neighborhood demand, buyer behavior, property condition, timing, presentation, pricing psychology, and the competitive landscape. My goal is to position each home so it stands out for the right reasons, supported by strategic pricing, compelling storytelling, global marketing, and experienced negotiation.

For buyers, I focus on helping clients understand value at the neighborhood and property level. In markets where supply can remain limited and desirable homes may attract strong competition, knowing when to move quickly, when to negotiate, and when to walk away can be just as important as finding the right home.

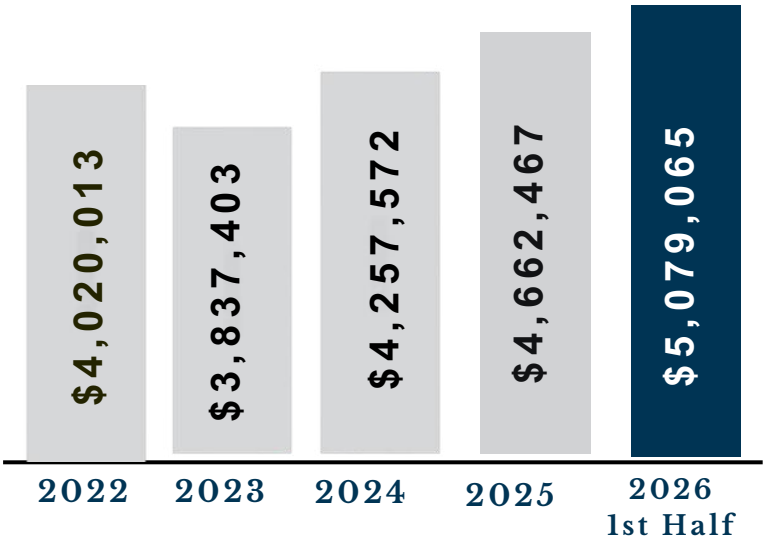
Whether you are considering selling, buying, evaluating the value of your property, or simply planning for the future, I would be honored to help you make an exceptional real estate decision.

Local Expertise. Global Reach. Exceptional Results.

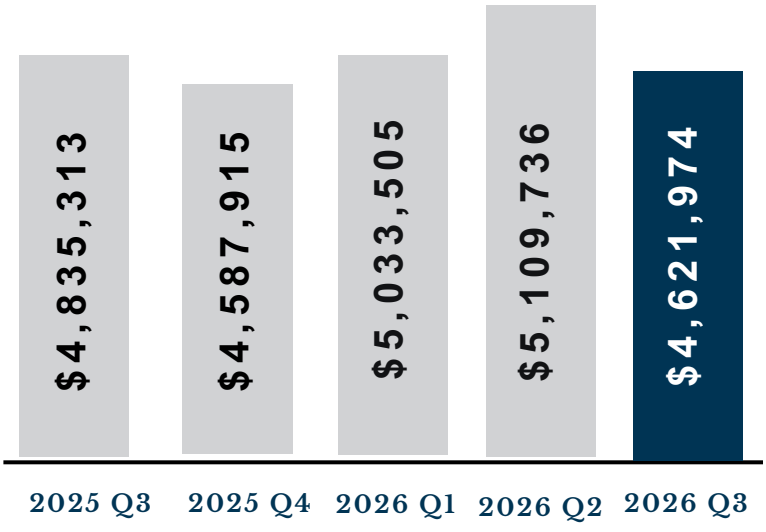
2026 3RD QUARTER MARKET INSIGHTS

Palo Alto Q3 2026 Market Insights

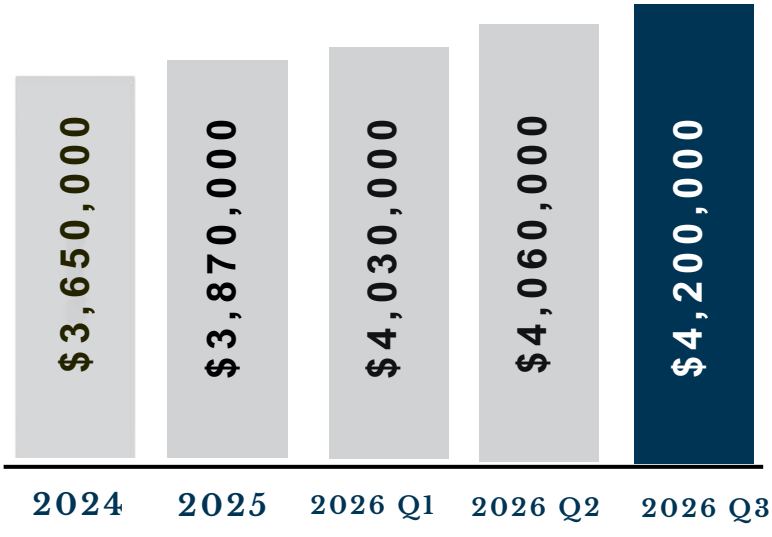
AVERAGE PRICE BY YEAR



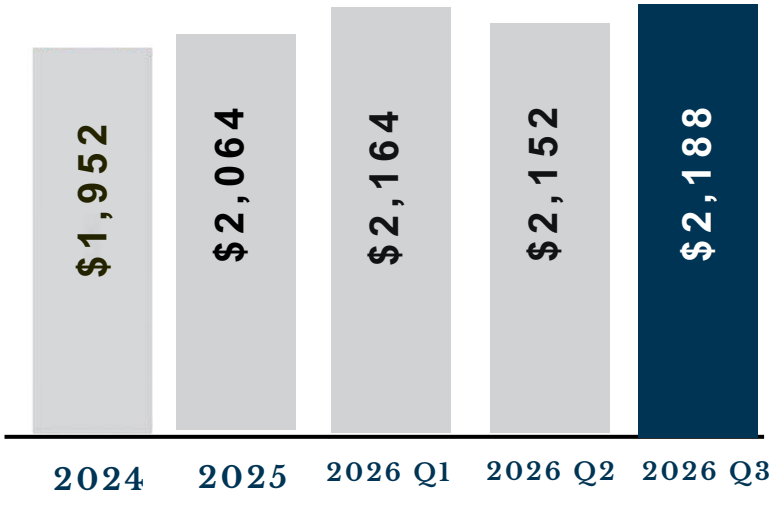
AVERAGE PRICE BY QUARTER



MEDIAN PRICE



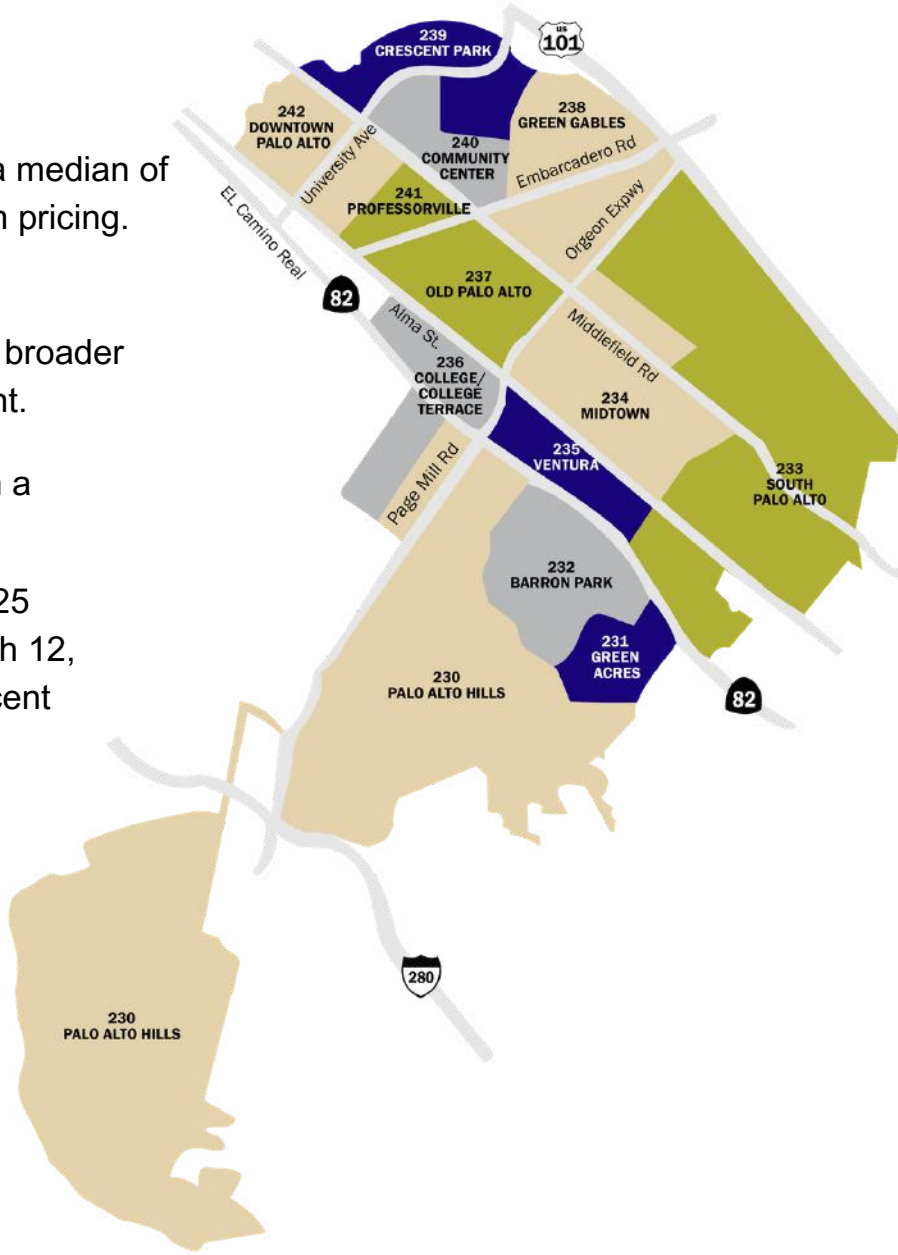
MEDIAN PRICE PER SQUARE FOOT



2026 3RD QUARTER MARKET INSIGHTS

Palo Alto Q3 2026 Market Insights

- 103 single-family homes sold in Q3 2026, reflecting continued activity across Palo Alto's diverse market areas.
- Average sale price: $4,621,974, with a median sale price of $4,200,000.
- Average price per sq. ft.: $2,292, with a median of $2,188, reinforcing Palo Alto's premium pricing.
- Sale prices ranged from $1,590,000 to $21,775,000, showing activity from the broader market through the ultra-luxury segment.
- Homes continued to move quickly, with a median 9 days on market.
- South Palo Alto led sales volume with 25 closings, followed by Green Gables with 12, while Barron Park, Midtown, and Crescent Park recorded 9 sales each.
- Among neighborhoods with multiple Q3 sales, the highest median pricing was in Old Palo Alto at $7,500,000, followed by Crescent Park at $6,510,000 and Community Center at $4,900,000.



2026 3RD QUARTER MARKET INSIGHTS

Palo Alto Q3 2026 Market Insights

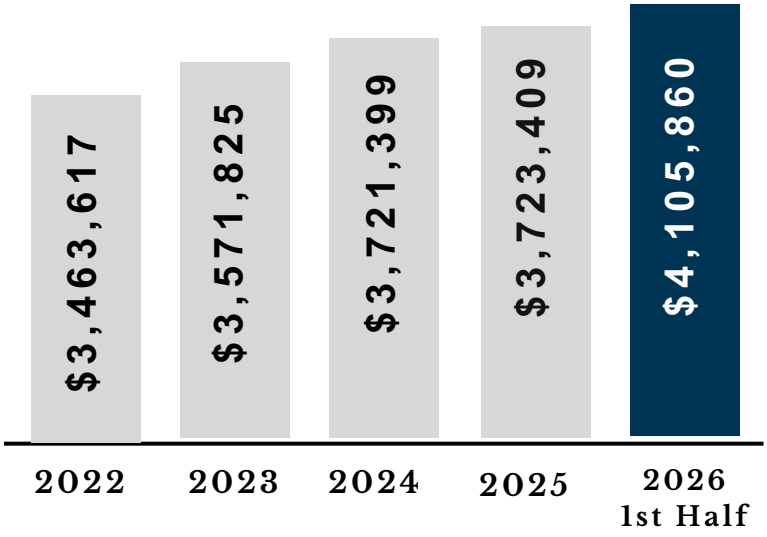
Area Number	Area	# of Sales	High $	Low $	Median $	Average $	Median Days
230	Palo Alto Hills	1	$7,600,000	$7,600,000	$7,600,000	$7,600,000	27
231	Green Acres	5	$4,600,000	$2,715,000	$4,378,800	$3,849,460	7
232	Barron Park	9	$5,780,000	$3,485,000	$4,600,000	$4,724,876	10
233	South Palo Alto	25	$4,988,000	$2,050,000	$3,795,000	$3,753,254	8
234	Midtown	9	$4,725,000	$2,100,000	$3,850,000	$3,606,203	19
235	Ventura	5	$3,600,000	$1,920,000	$2,880,000	$2,884,900	12
236	College	8	$7,000,000	$3,250,000	$4,562,500	$4,597,875	8
237	Old Palo Alto	7	$21,775,000	$2,550,000	$7,500,000	$8,315,000	8
238	Green Gables	12	$6,899,000	$3,255,000	$4,197,500	$4,829,083	8
239	Crescent Park	9	$9,800,000	$2,400,000	$6,510,000	$6,100,556	12
240	Community Center	8	$6,711,000	$3,950,000	$4,900,000	$5,251,375	8
241	Professorville	1	$5,565,000	$5,565,000	$5,565,000	$5,565,000	27
242	Downtown Palo Alto	4	$3,910,000	$1,590,000	$2,531,250	$2,640,625	25
	All of Palo Alto	**103**	**$21,775,000**	**$1,590,000**	**$4,200,000**	**$4,621,974**	**9**

Data is based on single-family home sales reported to the Multiple Listing Service and does not include off-markert sales.

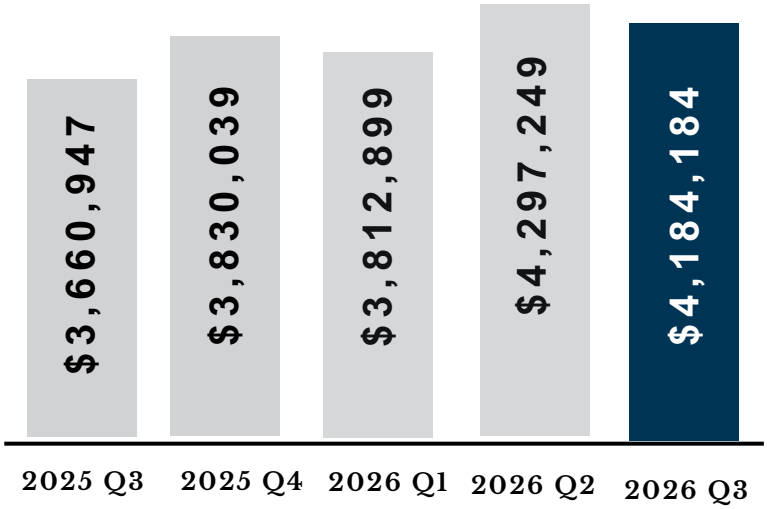
2026 3RD QUARTER MARKET INSIGHTS

Menlo Park Q3 2026 Market Insights

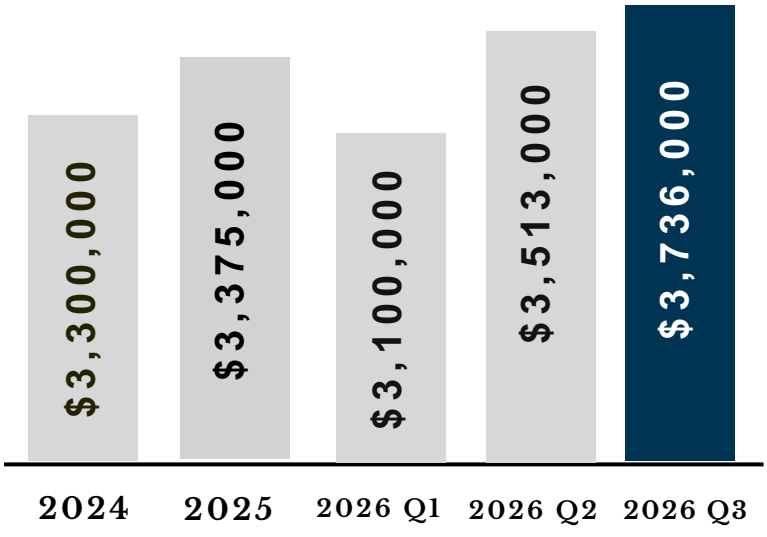
AVERAGE PRICE BY YEAR



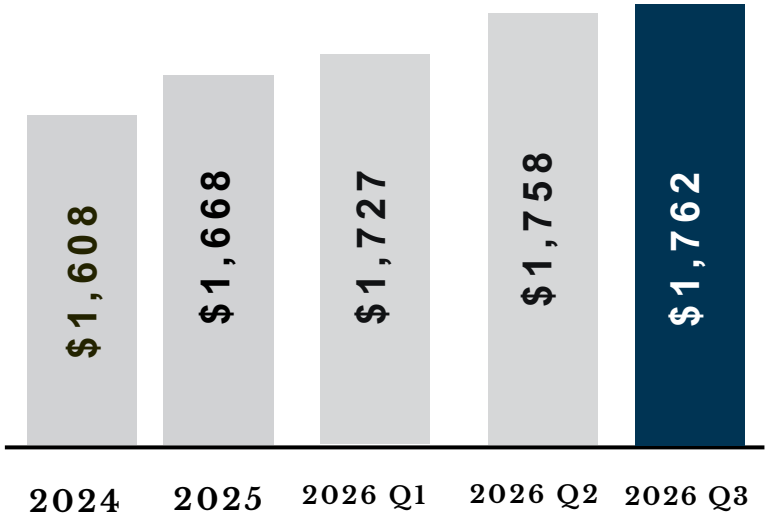
AVERAGE PRICE BY QUARTER



MEDIAN PRICE



MEDIAN PRICE PER SQUARE FOOT



2026 3RD QUARTER MARKET INSIGHTS

Menlo Park Q3 2026 Market Insights

- Pricing remained solid: Menlo Park recorded an average sale price of $4,184,184 in Q3 2026, with a median sale price of $3,736,000.
- Market pace remained relatively quick: Homes sold in a median 10 days citywide.
- Luxury activity remained strong: The top Q3 sale reached $11,495,000, with the highest-priced closing in Sharon Heights / Stanford Hills.
- Broad price range: Q3 sales ranged from $955,000 to $11,495,000, reflecting activity across multiple price segments.
- Most active areas: County / Alameda Area led with 17 sales, followed by Central Menlo with 11, and County Area / Fair Oaks Ave with 8.
- Buyer urgency remained strongest in select neighborhoods: Central Menlo posted a 4-day median days on market, while Sharon Heights / Stanford Hills, County / Alameda Area, and Menlo Oaks Area each recorded 9 median days on market.



Data is based on single-family home sales reported to the Multiple Listing Service and does not include off-markert sales.

2026 3RD QUARTER MARKET INSIGHTS

Menlo Park Q3 2026 Market Insights

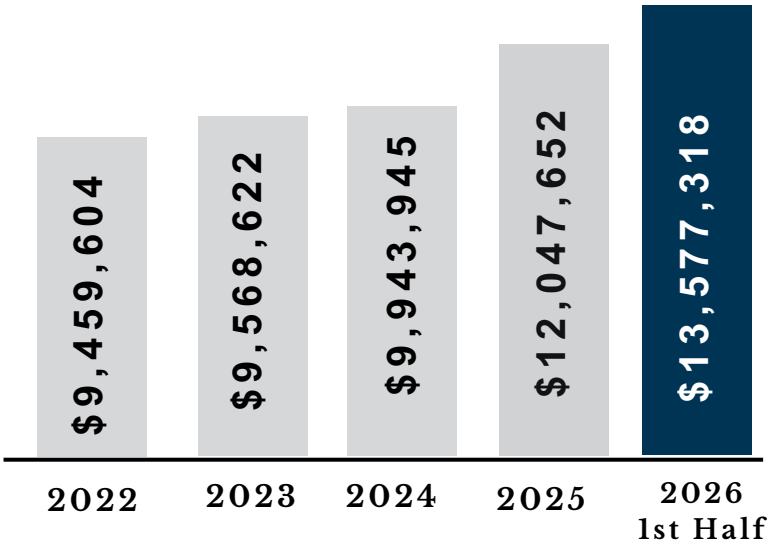
Area Number	Area	# of Sales	High $	Low $	Median $	Average $	Median Days
300	Alpine Road Area	1	$2,500,000	$2,500,000	$2,500,000	$2,500,000	10
301	Sharon Heights/Stanford Hills	7	$11,495,000	$2,625,000	$3,600,000	$4,755,429	9
302	County/Alameda	17	$8,250,250	$2,450,000	$3,820,000	$4,245,019	9
303	Central Menlo	11	$10,700,000	$4,400,000	$5,300,000	$6,172,091	4
304	Allied Arts & Downtown	5	$9,500,000	$1,750,000	$3,920,000	$4,630,000	19
305	Middlefield to El Camino	4	$5,000,000	$2,900,000	$3,405,000	$3,677,500	13
306	Felton Gables	0	0	0	0	0	0
307	Menlo Oaks	4	$7,025,000	$4,700,000	$6,022,500	$5,942,500	9
308	Willow/O'Connor	5	$4,950,000	$2,625,000	$4,325,000	$3,830,000	21
309	Flood Park	4	$3,736,000	$3,000,000	$3,137,500	$3,252,750	10
310	East of 101	7	$1,535,625	$955,000	$1,275,000	$1,281,089	14
311	County/Fair Oaks	8	$6,680,000	$1,400,500	$2,982,500	$3,355,063	16
All of Menlo Park	**All of Menlo Park**	**73**	**$11,495,000**	**$955,000**	**$3,736,000**	**$4,184,184**	**10**

Data is based on single-family home sales reported to the Multiple Listing Service and does not include off-markert sales.

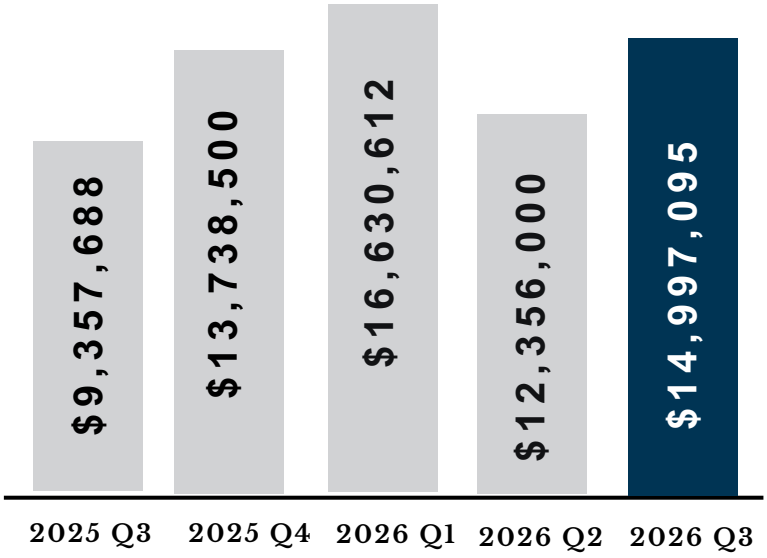
2026 3RD QUARTER MARKET INSIGHTS

Atherton Q3 2026 Market Insights

AVERAGE PRICE BY YEAR



AVERAGE PRICE BY QUARTER



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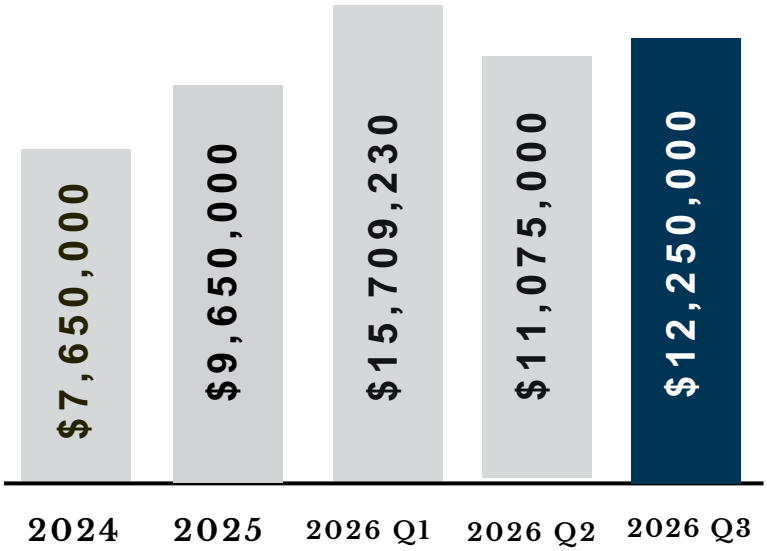
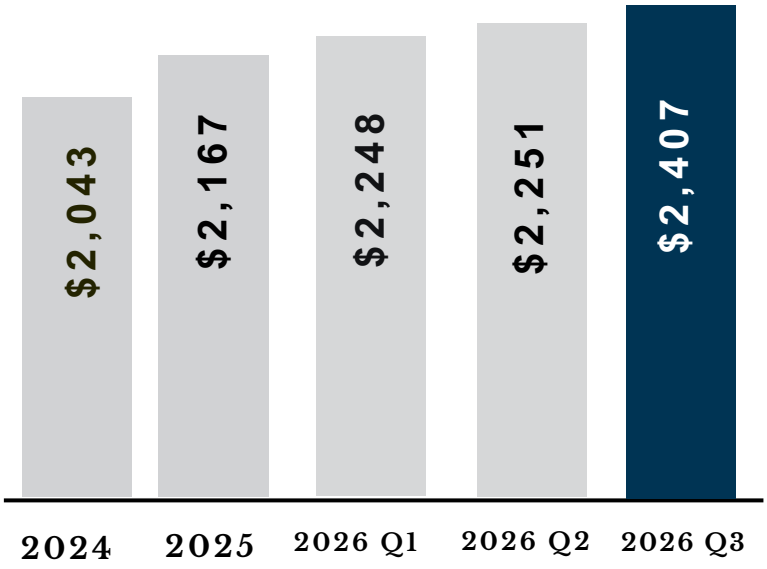


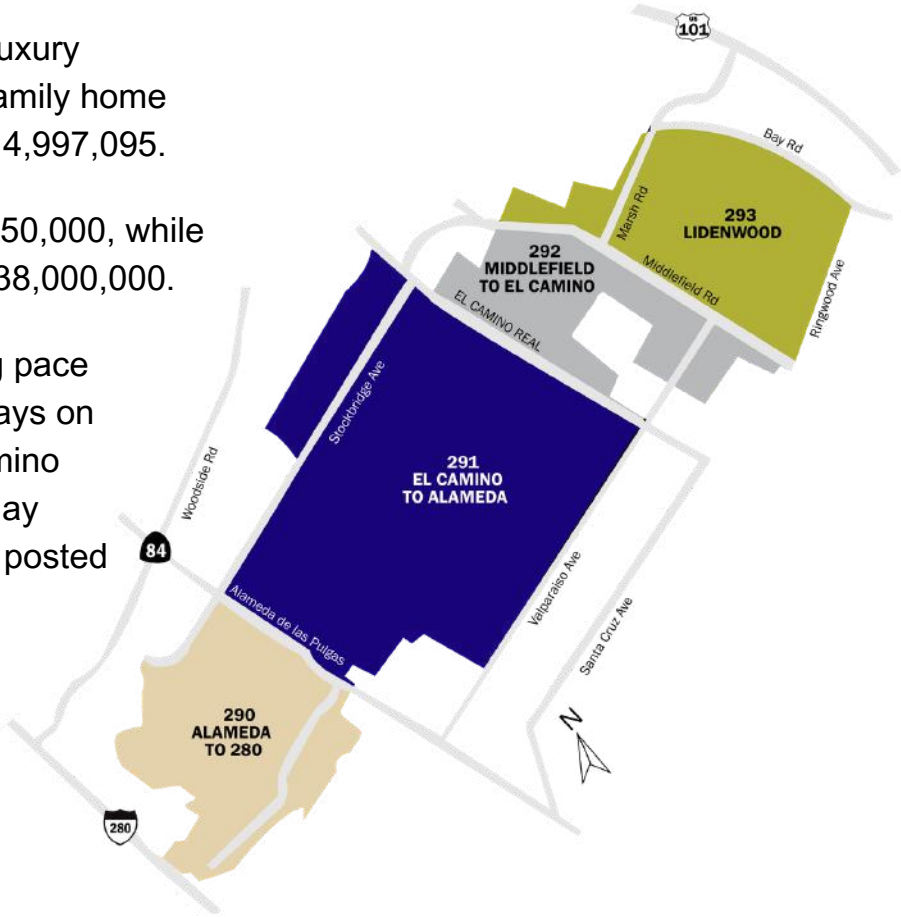
MEDIAN PRICE PER SQUARE FOOT



2026 3RD QUARTER MARKET INSIGHTS

Atherton Q3 2026 Market Insights

- Atherton remained firmly in the ultra-luxury segment in Q3 2026, with 21 single-family home sales and an average sale price of $14,997,095.
- The median sale price reached $12,250,000, while the quarter's highest sale closed at $38,000,000.
- Homes continued to move at a strong pace for this price point, with a median 9 days on market citywide. Middlefield to El Camino and Lindenwood each recorded a 9-day median, while El Camino to Alameda posted a 10-day median.



Area Number	Area	# of Sales	High $	Low $	Median $	Average $	Med Day
290	Alameda to 280	4	$26,000,000	$7,755,000	$12,150,000	$14,513,750	14
291	El Camino to Alameda	7	$38,000,000	$7,880,000	$18,500,000	$21,668,571	10
292	Middlefield to El Camino	5	$19,111,000	$2,760,000	$12,000,000	$10,251,200	9
293	Lindenwood	5	$13,500,000	$8,000,000	$10,618,000	$10,789,600	9
	All of Atherton	**21**	**$38,000,000**	**$2,760,000**	**$12,250,000**	**$14,997,095**	**9**

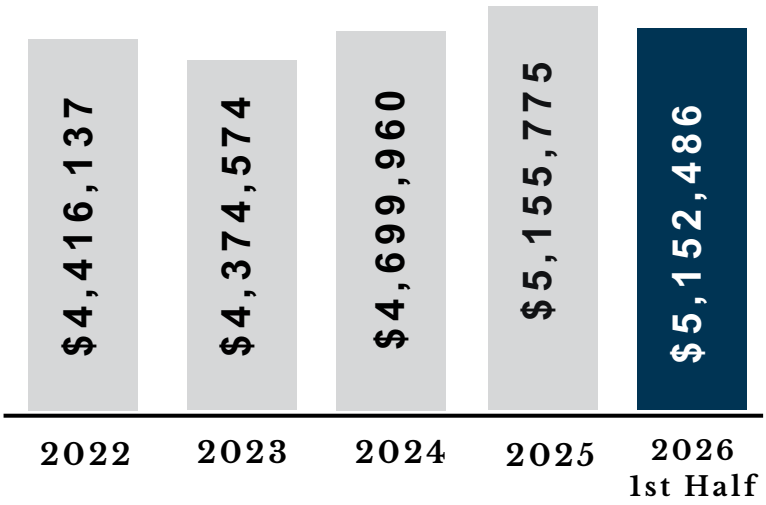
Data is based on single-family home sales reported to the Multiple Listing Service and does not include off-markert sales.

jackie@schoelerman (650) 855-9700 schoelerman.com

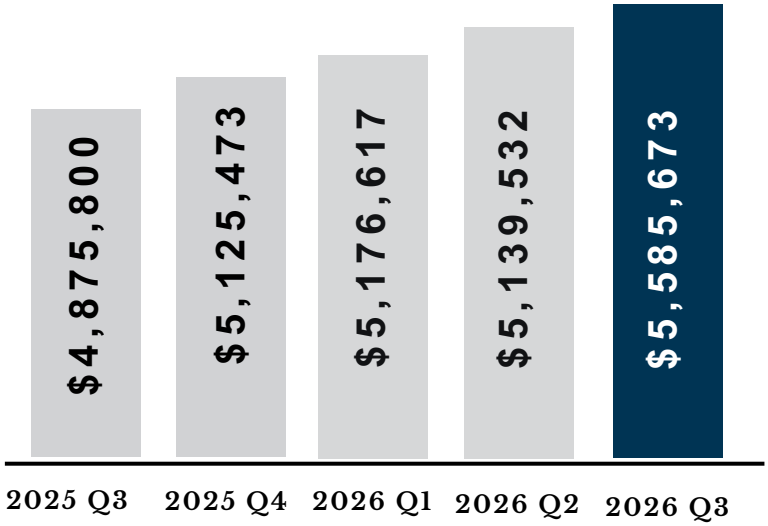
2026 3RD QUARTER MARKET INSIGHTS

Los Altos Q3 2026 Market Insights

AVERAGE PRICE BY YEAR



AVERAGE PRICE BY QUARTER



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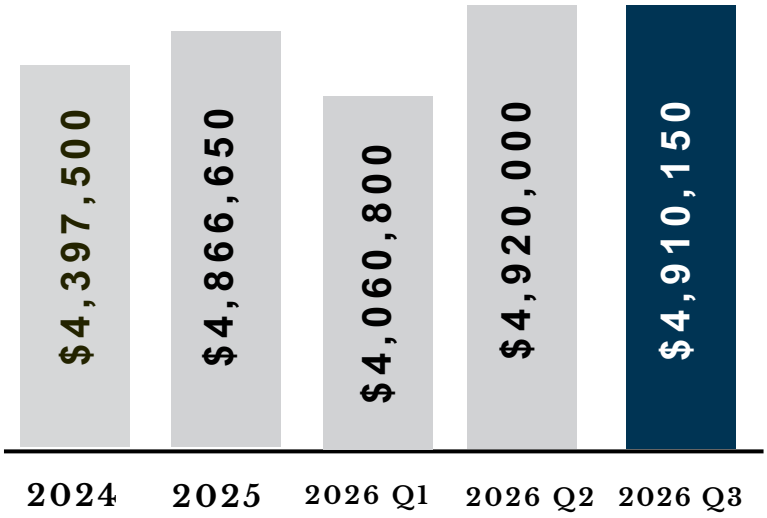
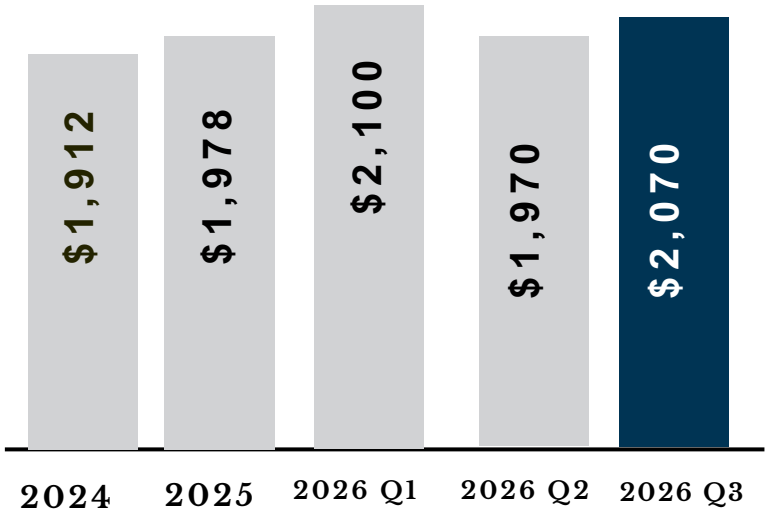


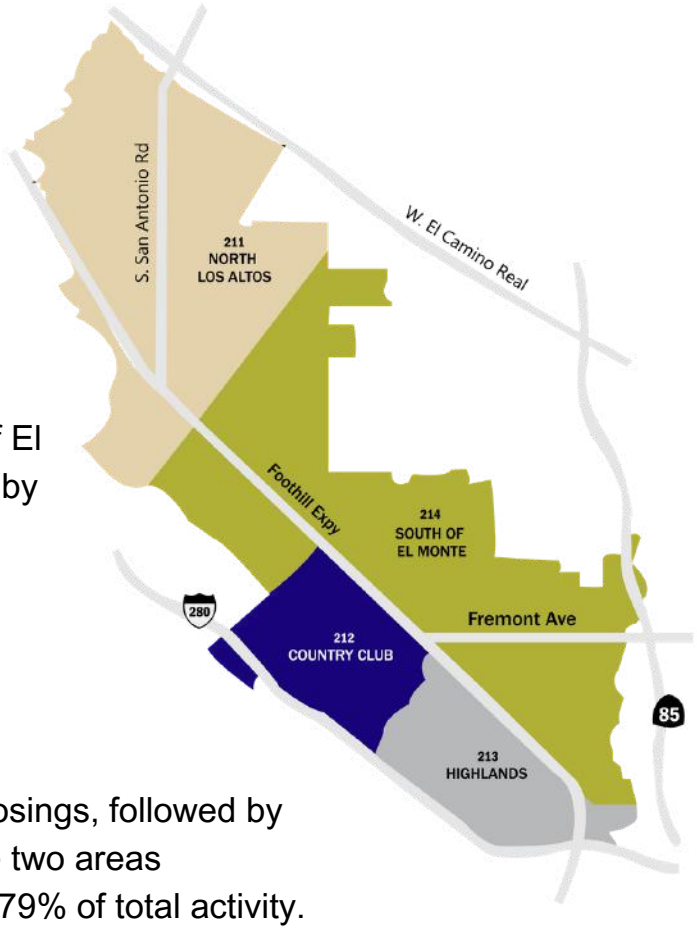
MEDIAN PRICE PER SQUARE FOOT



2026 3RD QUARTER MARKET INSIGHTS

Los Altos Q3 2026 Market Insights

- Strong Q3 activity: Los Altos recorded 72 single-family home sales across the four core market areas during Q3 2026.
- The average sale price was $5,585,673, with a median sale price of $4,910,150, reflecting continued strength across Los Altos market.
- Market pace remained brisk overall, with a citywide median of 8 days on market. South of El Monte was fastest at 7 median days, followed by North Los Altos at 8 days and Highlands at 9 days. Country Club was slower at 21 days.
- Sales ranged from $2,400,000 to $16,000,000, showing continued activity across a broad luxury price band.
- South of El Monte led sales volume with 34 closings, followed by North Los Altos with 23 sales. Together, those two areas accounted for 57 of the 72 Q3 sales, or about 79% of total activity.



Area Number	Area	# of Sales	High $	Low $	Median $	Average $	Med Day
211	North Los Altos	23	$16,000,000	$2,400,000	$5,500,000	$5,758,058	8
212	Country Club	8	$8,200,000	$3,125,000	$4,805,000	$5,414,750	21
213	Highlands	7	$6,700,000	$3,550,000	$4,588,800	$4,621,400	9
214	South of El Monte	34	$11,660,000	$2,920,000	$4,896,150	$5,707,803	7
	All of Los Altos	**72**	**$16,000,000**	**$2,400,000**	**$4,910,150**	**$5,585,673**	**8**

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jackie@schoelerman (650) 855-9700 schoelerman.com

Jackie's Featured Sold Properties



$15,750,000
68 Almendral Ave, Atherton, CA 94027



$11,660,000
363 Bellevue Ct, Los Altos, CA 94024



$8,800,000
211 Barbara Drive, Palo Alto, CA 94303



$7,600,000
55 Waverley Oaks, Palo Alto, CA 94301



$7,200,000
1116 Ramona St, Palo Alto, CA 94301



$6,420,000
9 Atherton Oaks Lane, Atherton, CA 94027



$6,320,000
345 Vine St, Menlo Park, CA 94025



$5,650,000
65 Fairfax Ave, Atherton, CA 94027



$5,200,000
1211 Fulton Street, Palo Alto, CA 94301

Jackie's Featured Sold Properties



$5,000,000
11975 Murietta Lane, Los Altos Hills, CA 94022



$4,600,000
671 Live Oak Ave, Menlo Park, CA 94025



$4,480,000
845 Moreno Avenue, Palo Alto, CA 94303



$4,279,000
2778 Stirrup Way, Los Altos Hills, CA 94022



$4,250,000
98 Kilroy Way, Atherton, CA 94027



$4,242,000
20 San Juan Avenue, Menlo Park, CA 94025



$4,200,000
96 Tuscaloosa Avenue, Atherton, CA 94027



$4,200,000
1611 Oakdell Drive, Menlo Park, CA 94025



$4,150,000
4170 Wallis Court, Palo Alto, CA 94306

Jackie's Featured Sold Properties



$4,050,000
962 Addison Avenue, Palo Alto, CA 94301



$4,025,000
1766 Fulton Street, Palo Alto, CA 94303



$4,005,000
928 Lundy Lane, Los Altos, CA 94024



$4,000,000
1087 College Ave, Menlo Park, CA 94025



$4,000,000
900 Los Robles Ave, Palo Alto, CA 94306



$3,700,000
309 Nova Lane, Menlo Park, CA 94025



$3,700,000
1808 Fallen Leaf Ln, Los Altos, CA 94024



$3,300,000
3868 Corina Way, Palo Alto, CA 94303



$3,050,000
1639 Bonita Ave, Mountain View, CA 94040

The Jackie Schoelerman Difference

Local Knowledge. Strategic Thinking. Exceptional Representation.

I help Silicon Valley homeowners and luxury home buyers make exceptional real estate decisions through strategic pricing, thoughtful positioning, compelling storytelling, global marketing, and experienced negotiation.

My approach is personal, analytical, and designed around each client's goals.

A Strategic Approach to Real Estate

I bring together decades of Silicon Valley real estate experience with a foundation in architecture and business finance, giving me a distinctive perspective on design, value, market positioning, and negotiation.

My clients benefit from thoughtful preparation, careful analysis, and representation tailored to their individual goals. I have been recognized as the #2 Top Producer in the Coldwell Banker Palo Alto office for 2025, with previous rankings of #2 in 2022, #4 in 2023, and #5 in 2024.

Fluent in English and Persian, I also understand the importance of communicating clearly across cultures and building trusted relationships with local and international clients.

A Thoughtful Marketing Approach

Every home has a story, and effective marketing begins by understanding what makes that property distinctive.

For sellers, I develop a strategy around the home itself, its ideal audience, current market conditions, and the competitive landscape. That may include property preparation, professional staging guidance, photography and video, architectural floor and site plans, lifestyle-focused storytelling, targeted online exposure, private agent outreach, and pre-market positioning when appropriate.

The objective is not simply to place a home in front of more people. It is to present it thoughtfully to the right audience, create a compelling first impression, and position it to compete effectively in its market.



Jackie (Jaleh) Schoelerman
Proudly serving Palo Alto • Menlo Park • Atherton • Los Altos
(650) 855-9700 | jackie@schoelerman.com
www.schoelerman.com | CalRE #01092400

SCAN QR TO VISIT WEBSITE

Call me today at 650-855-9700 or email jackie@schoelerman.com to schedule a consultation.