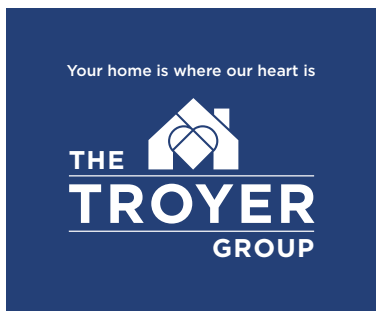


2018 MOUNTAIN VIEW 1ST QUARTER REAL ESTATE REVIEW



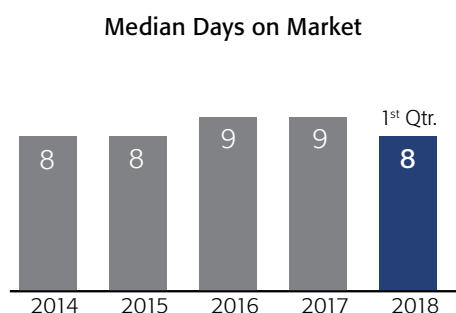
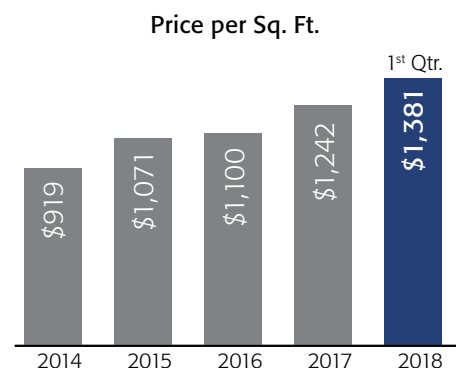
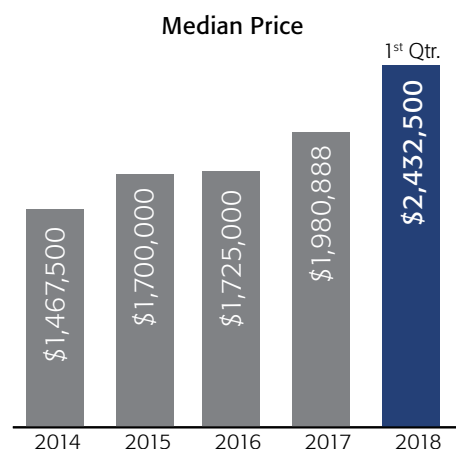
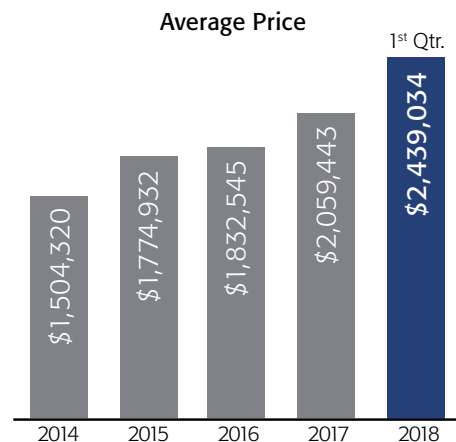
Dear Friends and Mountain View Homeowners:

I am pleased to present you with my *Mountain View Real Estate Review* for the 1st Quarter, 2018 – the most comprehensive and up-to-date report for Mountain View homeowners. This information is designed to help you understand the market trends and property valuations in Mountain View, a town in which I have specialized in selling homes for more than 20 years. The data included in this report is based on sales of single-family homes that were publicly marketed through the Multiple Listing Service (MLS) and does not include homes that were sold off-market in private sales. I also publish a report just for Mountain View condo and townhome owners; if you would like a copy of that, please contact me.

On a personal note, I am honored to be the **#1 Realtor in Mountain View** having sold more homes in Mountain View than any other agent in 2017. I attribute my success to a passion for selling homes for 20 years, an in-depth knowledge of this community, and my incredible team who provide our clients with an unparalleled level of service in this industry.

Even in a strong market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **Having represented more than 410 buyers and sellers in Mountain View**, I have the experience and knowledge that it takes to successfully sell your home this year, or to find you the perfect home. Please contact me with any questions and for a free market analysis of your home. It would be my pleasure to represent you.

Sincerely,
David Troyer



2018 MOUNTAIN VIEW 1ST QUARTER REAL ESTATE REVIEW



LENGTH OF TIME TO SELL

The median days on market dropped even lower to just 8 days. There were only 3 homes that took longer than 2 weeks to sell.

OUTLOOK

The year started off very strong and I anticipate it to continue. The number of homes for sale generally increases at this time of year, so there will be more competition, which may cause prices to level off just slightly. It's not too late to get your home on the market now and take advantage of this amazing appreciation (no one can prepare a home for sale faster than The Troyer Group). I encourage you to call me so we can talk about your individual situation. You have nothing to lose.

RECAP OF 1ST QUARTER 2018

- Dramatic increase in prices
- Median and average exceeded \$2.4 million
- 80% sold for more than list price
- Price/square foot increased 8%

PRICES

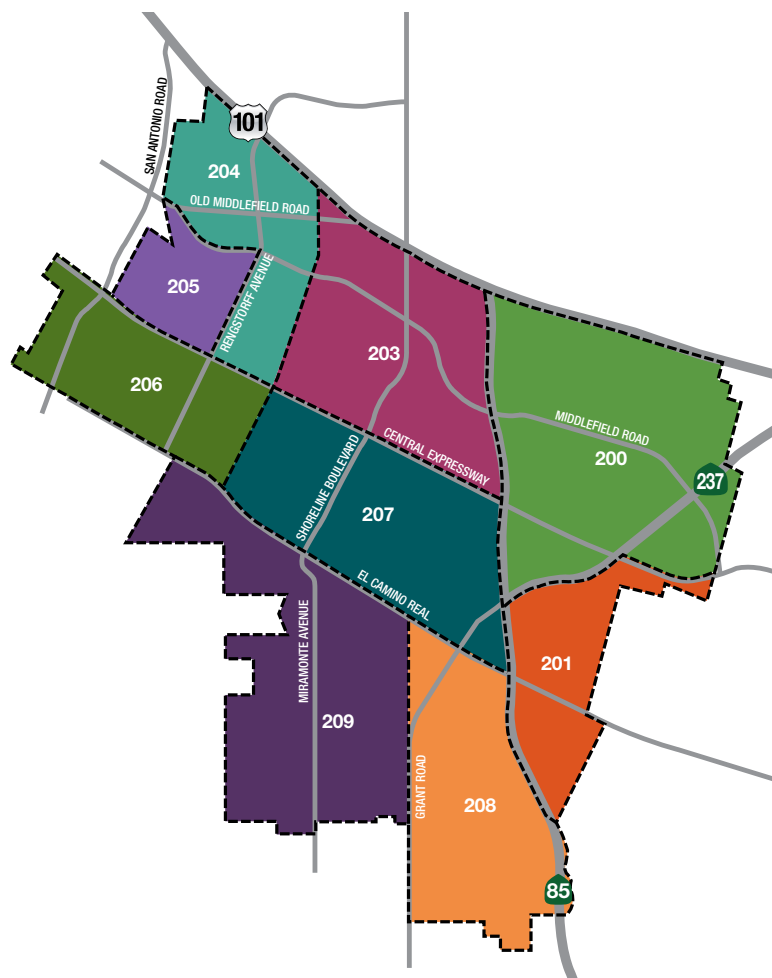
The median price in the 1st quarter 2018 increased 18%, setting a new record at \$2,439,034 – 159% higher than the 2009 recession low of \$943,196. There were only 2 sales for less than \$1.7 million and there were 6 sales for more than \$3 million.

The vast majority of homes, 80%, sold for more than list price and by as much as 47% more when a home listed at \$1,895,000 sold for \$2,781,000.

NUMBER OF SALES

There were **44 sales of single-family homes** reported through the Multiple Listing Service in the 1st quarter, about the same as in the 1st quarter the past two years. The number of sales continues to be down on a year-over-year basis due to the few number of homes available for sale. This remains encouraging for sellers as the imbalance between supply and demand favors sellers and contributes to the continuing increase in prices.

In addition to the 44 single-family home sales, there were **58 condo/townhome sales**, which are not included in this report; however, I would be happy to send you my separate analysis of them if you are interested.



MOUNTAIN VIEW SUMMARY BY AREA JANUARY – MARCH 2018

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
200	Whisman	7	\$2,425,000	\$1,322,000	\$2,088,000	\$1,997,000	11
201	Sylvan Dale	–	–	–	–	–	–
203	North Shoreline	5	\$2,685,000	\$1,462,500	\$1,820,000	\$2,027,900	4
204	Rengstorff	2	\$2,288,000	\$2,270,000	\$2,279,000	\$2,279,000	4
205	Thompson	3	\$2,488,000	\$1,861,000	\$2,200,000	\$2,183,000	7
206	San Antonio	3	\$2,825,000	\$1,700,000	\$2,725,000	\$2,416,667	8
207	Downtown	7	\$2,550,000	\$1,750,000	\$2,210,000	\$2,217,143	7
208	Grant/Waverly Park	3	\$3,450,000	\$2,930,000	\$3,435,000	\$3,271,667	9
209	Miramonte – Los Altos Schools	7	\$3,465,000	\$2,100,000	\$3,225,000	\$2,973,857	7
209	Miramonte – Mtn View Schools	7	\$2,988,000	\$2,400,000	\$2,702,000	\$2,670,000	8
All of Mountain View		44	\$3,465,000	\$1,322,000	\$2,432,500	\$2,439,034	8

Data is based on sales reported to the Multiple Listing Service and does not include any off-market sales.

A LOOK AT THE NEIGHBORHOODS IN THE 1ST QUARTER

200 WHISMAN

There were 7 sales, compared to 15 in all of last year. Prices increased dramatically with the median price exceeding \$2 million for the first time. A record high individual sale price was reached at \$2,425,000 (listed at \$1,698,000).

201 SYLVAN DALE

There were no single-family homes sold in this area in the 1st quarter.

203 NORTH SHORELINE

The average price exceeded \$2 million for the first time, up 17% from last year. The median price was also a record at more than \$1.8 million. There were 5 sales, 3 of which sold for more than list price.

204 RENGSTORFF

There were just 2 sales in the 1st quarter. Both were new homes that sold for more than list price and for more than \$2.2 million. As a result, the average price in this area was up 10%.

205 THOMPSON

There were 3 sales, all for more than list price and all between \$1.8 and \$2.5 million. The average and median exceeded \$2 million for the first time and a record sale price was reached at \$2,488,000. The average price was up 19% and the median was up 22%.

206 SAN ANTONIO

Huge price increases happened here, although there were just 3 sales. The average, up 72%, reached a record of \$2,416,667 and the median was up 86% to a record of \$2,725,000. A record high price of \$2,825,000 was reached.

207 DOWNTOWN

This popular area had a record average price, up 14% from last year. The median price increased 18% and both were for more than \$2.2 million. All 7 sales were for more than list price.

208 GRANT/WAVERLY PARK

The highest quarterly prices were in this area. There were just 3 sales, all for more than \$2.9 million and 2 for far more than list price. As a result, the average set a new record, up 30% from last year and so did the median, up 36%.

209 MIRAMONTE – LOS ALTOS SCHOOLS

There were 7 sales, all of which sold for substantially more than list price. The 4 highest sales were all records. As a result, a record high average was set, up 23% from last year, and the median was even higher exceeding \$3 million and up 33%.

209 MIRAMONTE – MOUNTAIN VIEW SCHOOLS

Record high prices were reached in the 1st quarter. The average was up 22% and the median was up 24%. There were 7 sales, the highest one at a list price of \$2,988,000 and the others all for more than list price.

2018 MOUNTAIN VIEW 1ST QUARTER REAL ESTATE REVIEW

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DAVID TROYER #1 MOUNTAIN VIEW AGENT 2017

**More Mountain View home sellers choose
David Troyer. Here's why:**

- A single agent simply cannot provide the level of service that The Troyer Group does – you need a specialist to assist with every step of the home sale process.
- Value-added services like staging, property inspection, home inspection, and pest inspection are all paid for by David Troyer.
- Detailed and budget-conscious home preparation is entirely managed by in-house Project Managers (page after page of Troyer Transformations™ at davidtroyer.com speak for themselves).
- The most extensive and expensive (paid for by David Troyer) marketing program in the industry with a full-time Marketing Manager and professional advertising agency on retainer.
- Full-time, on-staff, local employees assist David every step of the sale, freeing up David's time to spend directly with clients
- For over 20 years, David has specialized in Mountain View home sales and for the past 17 years he has been the real estate agent of choice.
- And the #1 reason home sellers choose David... because no one sells more Mountain View homes than David Troyer.

Your home is where our heart is



2018 MOUNTAIN VIEW 1ST QUARTER REVIEW

Dramatic New Highs
Median and Average Exceeded \$2.4 Million
80% Sold Over List Price

**Selling a home can be stressful.
Be sure to contact David Troyer.
You have nothing to lose.**

DAVID TROYER Lic. #01234450

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