

2018 LOS ALTOS HILLS 3RD QUARTER REAL ESTATE REVIEW



Dear Neighbors and Los Altos Hills Homeowners:

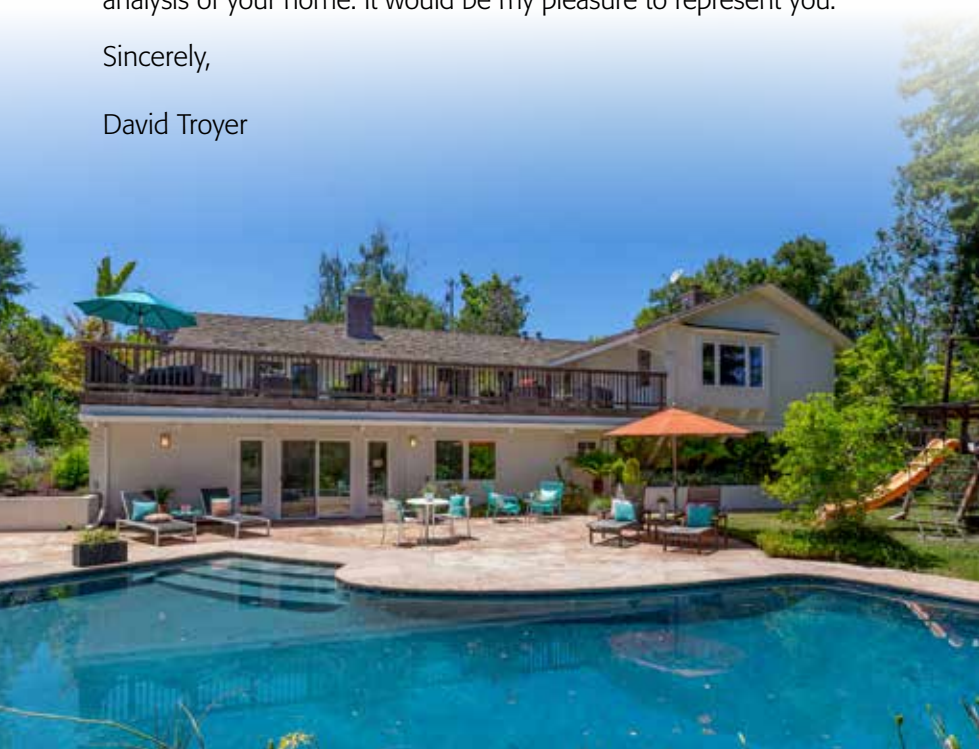
I am pleased to present you with my *Los Altos Hills Real Estate Review* for the 3rd Quarter, 2018 – the most comprehensive and up-to-date report for Los Altos Hills homeowners. This information is designed to help you understand the market trends and property valuations in Los Altos Hills, a town in which I live and 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.

On a personal note, I am honored to be the **#1 Team in Los Altos Hills** having sold more homes in Los Altos Hills 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.

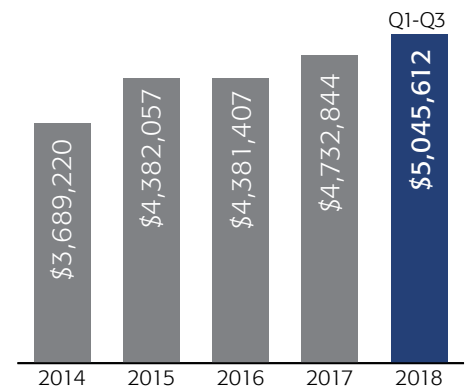
Even in a strong market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **Having represented more than 176 buyers and sellers in Los Altos Hills**, and as a homeowner here, I have the experience and knowledge that it takes to successfully sell your home this year, or to find you the perfect home. Please contact me with any questions or for a market analysis of your home. It would be my pleasure to represent you.

Sincerely,

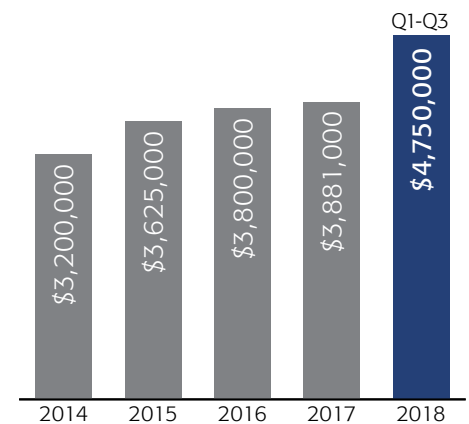
David Troyer



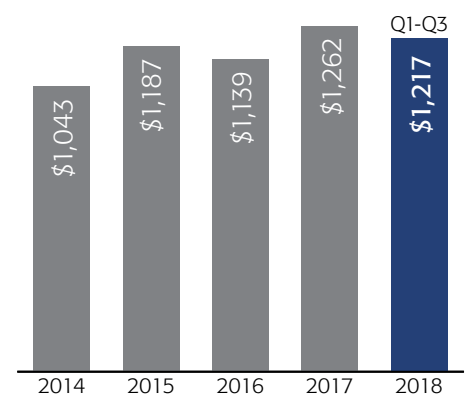
Average Price



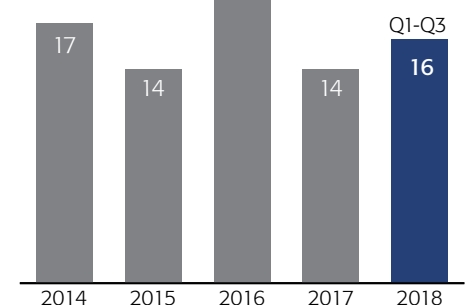
Median Price



Price per Sq. Ft.



Median Days on Market



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RECAP OF 3RD QUARTER 2018

- Lower quarterly prices; record highs for the year
- Median price YTD up 22% since 2017
- Average price YTD up 7% since 2017
- Average YTD exceeded \$5 million
- 30% sold in Q3 for more than list price

PRICES

Year-to-date through the 3rd quarter, the average price has **more than doubled** since the recession low in 2009 reaching \$5,054,612 – a 102% increase. **Prices were lower in the 3rd quarter** compared to the previous two quarters this year. The record high was in the 1st quarter when the average price was \$5,511,154. In the 3rd quarter, the average price was \$4,830,164.

The **median price**, at \$4.7 million in the 3rd quarter, was higher than the 2nd quarter but quite a bit less than the 1st quarter when it reached a record high of \$5.5 million. Year-to-date, the median price is \$4,750,000, which is **22% higher** than it was in 2017.

The **highest end of the market was strong** with 2 sales for \$7 million or more and 3 sales between \$6 million and \$7 million; there have been 16 sales in 2018 for \$6 million or more.

Price per square foot reached a record high in the 3rd quarter at \$1,282. This represents an 88% increase since the recession low in 2010.

NUMBER OF SALES

There were **20 sales** of single-family homes reported through the Multiple Listing Service in the 3rd quarter 2018, **4 of which sold for more than list price**. There were also 3 sales of vacant land this year.

LENGTH OF TIME TO SELL

In the 3rd quarter, half of the homes sold in **20 days** or less. This compares to 15 days in the 2nd quarter and 36 days in the 1st quarter. 8 homes this year have taken more than 100 days to sell, and 2 took more than one year to sell.

OUTLOOK

Buyers continue to want to live in this incredibly desirable community with its proximity to Silicon Valley and excellent value for lot size and privacy. Demand is stronger than ever and sellers are taking advantage of these record high prices. Even though we are out of the typical peak selling season, demand for Los Altos Hills indicates that it's not too late to get your home on the market 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.









Second only to Atherton, Los Altos Hills commands the highest prices in Silicon Valley.

City	Average \$ through Q3
Atherton	\$8,517,255
Los Altos Hills	\$5,054,612
Woodside	\$4,069,177
Palo Alto	\$3,812,426
Los Altos	\$3,702,743
Monte Sereno	\$3,500,852
Portola Valley	\$3,175,891
Saratoga	\$3,147,887
Menlo Park	\$2,864,909
Los Gatos	\$2,212,137

Q1 – Q3 LOS ALTOS HILLS HOME SALES

ADDRESS	LIST PRICE	SALE PRICE
24020 Oak Knoll Cir	\$10,877,000	\$10,075,000
12030 Elsie Way	\$9,495,000	\$9,000,000
26401 Eshner Ct	\$9,988,000	\$9,000,000
14329 Miranda Way	\$8,888,000	\$8,300,000
12825 Deer Creek Ln	\$8,260,000	\$8,200,000
24221 Hillview Rd	\$7,595,000	\$7,150,000
27466 Sunrise Farm Rd	\$7,998,000	\$7,000,000
13070 S Alta Ln	\$7,288,000	\$7,000,000
26475 Anacapa Dr	\$6,998,000	\$7,000,000
26989 Beaver Ln	\$6,850,000	\$6,850,000
14360 De Bell Rd	\$6,999,000	\$6,640,044
13505 Burke Rd	\$5,988,000	\$6,500,000
26020 Elena Rd	\$5,995,000	\$6,250,000
12111 Old Snakey Rd	\$6,495,000	\$6,230,000
26390 Anacapa Dr	\$6,488,000	\$6,108,000
25528 Hidden Springs Ct	\$6,500,000	\$6,000,000
10888 Magdalena Rd	\$5,800,000	\$5,880,000
13495 Country Way	\$4,988,000	\$5,750,000
27830 Elena Rd	\$4,988,000	\$5,700,000
10800 Magdalena Rd	\$5,500,000	\$5,500,000
26937 Almaden Ct	\$5,000,000	\$5,500,000
13531 Burke Rd	\$5,498,000	\$5,500,000
11841 Francemont Dr	\$5,495,000	\$5,495,000
26050 Torello Ln	\$4,250,000	\$5,370,000
26759 Shady Oaks Ct	\$4,998,000	\$5,348,000
10880 Magdalena Rd	\$5,005,000	\$4,950,000
25900 Springhill Dr 	\$4,495,000	\$4,850,000
26861 Purissima Rd	\$4,800,000	\$4,850,000
26498 Ascension Dr	\$4,800,000	\$4,850,000
27644 Natoma Rd	\$4,495,000	\$4,850,000
26055 Newbridge Dr	\$4,988,000	\$4,750,000

ADDRESS	LIST PRICE	SALE PRICE
26875 Nina Pl	\$4,695,000	\$4,695,000
14945 Page Mill Rd	\$4,998,000	\$4,650,000
24990 La Loma Dr	\$3,495,000	\$4,525,000
26898 Dezahara Way	\$3,980,000	\$4,500,000
12321 Gigli Ct	\$4,500,000	\$4,500,000
25851 Vinedo Ln	\$4,400,000	\$4,485,000
26710 Birch Hill Way	\$4,495,000	\$4,400,000
27650 Edgerton Rd	\$3,950,000	\$4,300,000
11031 Eastbrook Ave	\$3,998,000	\$4,200,000
10885 W Loyola Dr	\$4,200,000	\$4,185,280
25870 Ridgewood Ln	\$3,788,000	\$4,100,000
12170 Dawn Ln	\$3,750,000	\$3,950,000
12723 Canario Way 	\$3,998,000	\$3,900,000
12698 La Cresta Dr	\$3,998,000	\$3,900,000
26616 Westwind Way	\$4,250,000	\$3,900,000
23460 Camino Hermoso Dr* 	\$3,700,000	\$3,750,000
12181 Padre Ct	\$3,900,000	\$3,750,000
25851 Estacada Way	\$3,700,000	\$3,700,000
23271 Mora Heights Way* 	\$3,650,000	\$3,650,000
26378 Anacapa Dr	\$3,595,000	\$3,500,000
11600 Old Ranch Ln 	\$3,798,000	\$3,500,000
23281 Mora Heights Way	\$3,600,000	\$3,350,000
13349 La Cresta Dr	\$2,998,000	\$3,200,000
12291 Barley Hill Rd	\$2,488,888	\$3,080,000
10999 Terry Way	\$3,500,000	\$3,075,000
26896 Alejandro Dr	\$2,499,000	\$2,850,000
25005 Oneonta Dr	\$2,988,000	\$2,700,000
25251 La Rena Ln 	\$2,500,000	\$2,605,000
27800 Altamont Cir	\$2,499,000	\$2,535,000
12874 Viscaino Rd	\$2,450,000	\$2,450,000

 Sold by The Troyer Group; * Represented buyers; Information provided from MLS.

LOS ALTOS HILLS TRENDS SUMMARY

	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
Q1-Q3 2018	61	\$10,075,000	\$2,450,000	\$4,750,000	\$5,054,612	16
2017	94	\$25,000,000	\$2,038,000	\$3,881,000	\$4,732,844	14
2016	100	\$16,500,000	\$1,801,000	\$3,800,000	\$4,381,407	22
2015	95	\$25,000,000	\$1,650,000	\$3,625,000	\$4,382,057	14
2014	96	\$10,180,000	\$2,000,000	\$3,200,000	\$3,689,220	17
2013	114	\$7,950,000*	\$1,250,000	\$2,796,500	\$3,069,500	26
2012	114	\$11,100,000	\$974,000	\$2,602,500	\$2,924,073	29
2011	100	\$8,300,000	\$850,000	\$2,294,250	\$2,693,666	36
2010	81	\$8,200,000	\$1,000,000	\$2,315,000	\$2,590,417	72
2009	68	\$9,950,000	\$1,079,360	\$2,435,000	\$2,614,369	78
2008	61	\$11,000,000	\$1,062,000	\$2,420,000	\$2,889,133	52

*Actual prices for 2 sales in excess of \$9 million were not disclosed. Data is based on sales reported to the Multiple Listing Service and does not include any off-market sales.

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DAVID TROYER #1 TEAM IN LOS ALTOS & LOS ALTOS HILLS, 2018

#17 NATIONALLY

per The Wall Street Journal, 2018

More Los Altos Hills 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 Los Altos Hills home sales and for the past 18 years he has been the real estate agent of choice.
- And the #1 reason home sellers choose David... because no one has sold more Los Altos Hills homes than David Troyer.

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

Your home is where our heart is

THE 
TROYER
GROUP

2018 LOS ALTOS HILLS 3RD QUARTER REVIEW

3rd Quarter Prices Down
Record Highs for the Year
30% Sold Over List Price in Q3

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