

2018 MOUNTAIN VIEW 3RD QUARTER REAL ESTATE REVIEW



Dear Friends and Mountain View Homeowners:

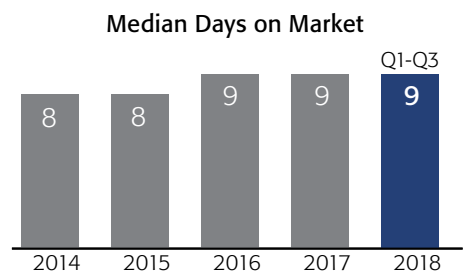
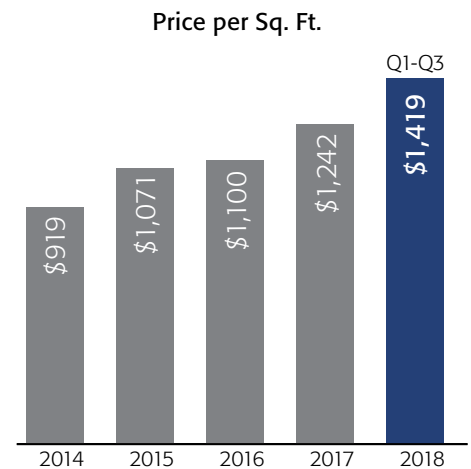
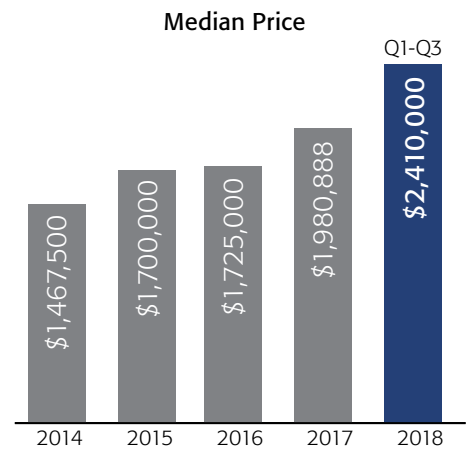
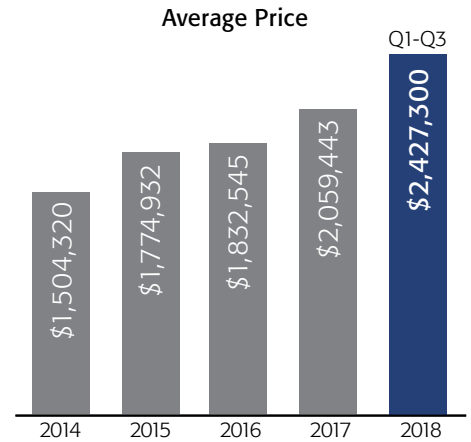
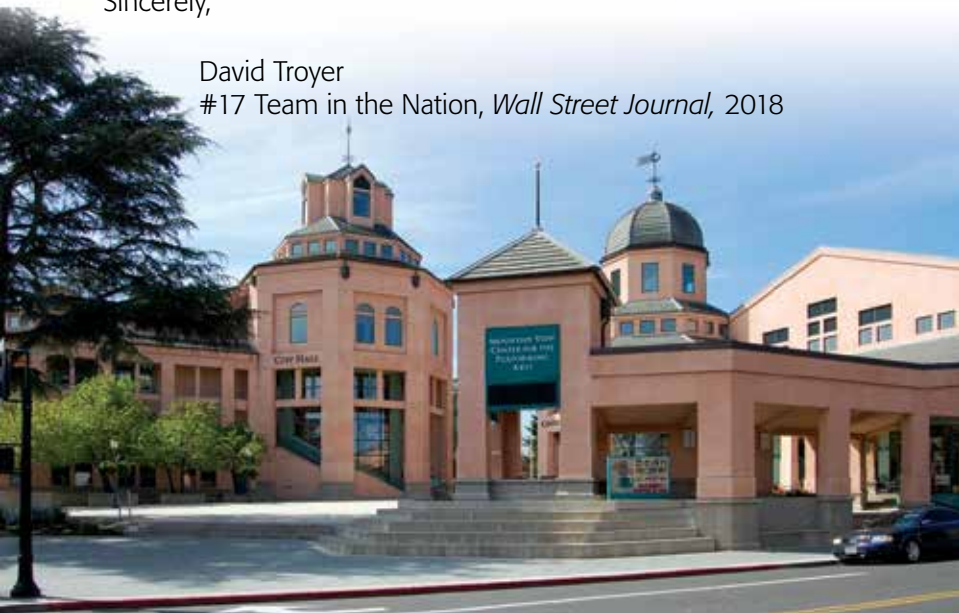
I am pleased to present you with my *Mountain View Real Estate Review* for the 3rd quarter of 2018. It is the most comprehensive and up-to-date report for Mountain View homeowners. The information contained in this report is designed to help you understand the market trends and property valuations in 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 this report, 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 and again this year. 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 436 buyers and sellers in Mountain View**, I have the experience and knowledge 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
#17 Team in the Nation, *Wall Street Journal*, 2018



2018 MOUNTAIN VIEW 3RD QUARTER REAL ESTATE REVIEW



LENGTH OF TIME TO SELL

Homes continued to sell quickly, with a median of just 9 days on the market. Only 17 homes were on the market for more than 2 weeks prior to selling.

OUTLOOK

Buyers want to live in this incredibly desirable community in the heart of Silicon Valley. Demand is as strong as ever and sellers are taking advantage of these record high prices. Even though we are out of the typical peak selling season, demand for housing in Mountain View 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.

RECAP OF 3RD QUARTER 2018

- Lower prices in Q3
- Record high prices YTD
- 72% sold for more than list price
- Record high price per square foot
- Length of time to sell stays low

NUMBER OF SALES

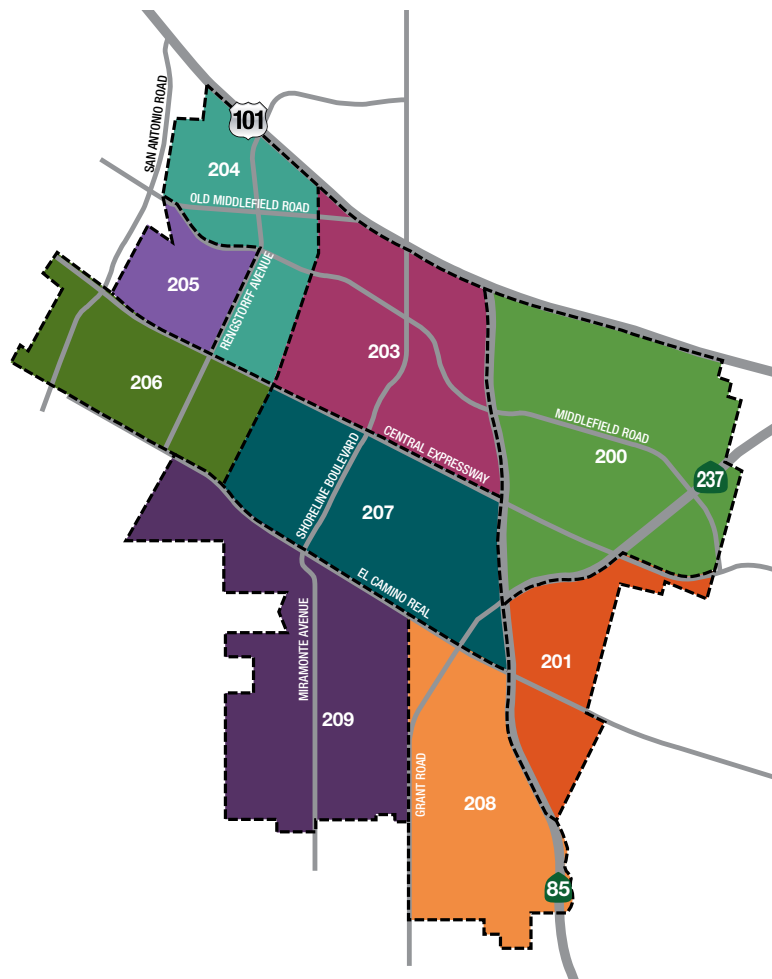
There were **50 sales** of single-family homes reported through the Multiple Listing Service (MLS) in the 3rd quarter, far fewer than the 71 sales in the same quarter last year. Year to date, the total number of sales is down just slightly compared to the same period in 2017, with a total of 181 sales this year compared to 187 sales in the first three quarters of last year.

In addition to the 50 single-family home sales, there were **74 condo and townhome sales**, which are not included in this report; however, I would be happy to send you my separate analysis of these if you are interested.

PRICES

With an average price of \$2,356,921, prices were lower in the 3rd quarter than they were at the record high of \$2,452,892 set in the 2nd quarter. However, year to date, the average price is still 18% higher than last year and more than double what it was less than 6 years ago.

There were 8 sales for more than \$3 million in the 3rd quarter, half of which sold for more than list price. In all of 2017, there were 8 sales for more than \$3 million. There were no sales for less than \$1.35 million and the majority of homes (72%) sold for more than list price.



MOUNTAIN VIEW SUMMARY BY AREA JANUARY – SEPTEMBER 2018

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
200	Whisman	25	\$2,100,000	\$1,650,000	\$2,000,000	\$2,003,440	10
201	Sylvan Dale	6	\$3,370,000	\$2,100,000	\$2,240,000	\$2,404,333	8
203	North Shoreline	12	\$2,685,000	\$1,350,000	\$1,800,000	\$1,888,708	6
204	Rengstorff	3	\$2,288,000	\$1,680,000	\$2,270,000	\$2,079,333	6
205	Thompson	12	\$2,488,000	\$1,620,000	\$2,200,000	\$2,109,740	8
206	San Antonio	8	\$2,825,000	\$1,450,000	\$1,801,900	\$2,097,975	8
207	Downtown	28	\$3,175,000	\$1,675,000	\$2,210,000	\$2,307,625	10
208	Grant/Waverly Park	22	\$3,798,000	\$1,930,000	\$2,909,000	\$2,971,232	9
209	Miramonte – Los Altos Schools	25	\$3,465,000	\$2,100,000	\$2,750,000	\$2,812,420	8
209	Miramonte – Mtn View Schools	27	\$4,500,000	\$1,750,000	\$2,520,000	\$2,665,929	9
All of Mountain View		168	\$4,500,000	\$1,650,000	\$2,410,000	\$2,427,300	9

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 3RD QUARTER

200 WHISMAN

There were just 5 sales in the 3rd quarter, the lowest quarterly count this year. All but one of the homes sold over list price and 3 sold for \$2 million or more. Year to date, the median price reached \$2 million for the first time. The average price, at \$2,003,440, was just slightly lower than the record high in the first half of \$2,036,050.

201 SYLVAN DALE

There were 2 sales in the 3rd quarter of 2018, each for more than \$2 million. Year to date, there have been 6 sales, 4 in the Cuernavaca Community (of which The Troyer Group represented 2). The average price and the median price were lower in the 3rd quarter than the record high set in the first half of the year.

203 NORTH SHORELINE

Two homes sold in this area during the 3rd quarter, each for substantially more than list price. The average price and the median price were lower than the record set for each in the first half of the year but year to date they are each 9% higher than last year.

204 RENGSTORFF

There was just 1 home sold in the 3rd quarter of 2018. This home sold in 20 days, for \$1.68 million, less than the list price. Year to date, both the median price and the average price are down just slightly compared to 2017.

205 THOMPSON

Two homes sold in this area during the 3rd quarter, each for substantially more than list price. The average price, year to date, is up 15% compared to last year; the median price exceeded \$2 million for the first time and is up 22% from last year.

206 SAN ANTONIO

There were just 2 sales in the 3rd quarter, each for more than list price. One sale was for \$1.45 million, the lowest this year, following a previous low of \$1.7 million. Year to date, the average price and the median price are up dramatically compared to last year, with a 48% and 23%, respective increase.

207 DOWNTOWN

A record high sales price of \$3,175,000 was set in the 3rd quarter (for a home listed at \$2,598,000). There were 9 sales, 6 that sold for more than \$2 million. Year to date, the average price is 19% higher than last year and the median price is up 18%.

208 GRANT/WAVERLY PARK

There were 11 sales in this area during the 3rd quarter, 3 of which were represented by The Troyer Group. Prices ranged from \$1,930,000 to \$3,420,000. Year to date, the average price and median price are record highs, with each at almost \$3 million.

209 MIRAMONTE – LOS ALTOS SCHOOLS

During the 3rd quarter, there were 6 sales, ranging from \$2,100,000 to \$3,390,000. Only one home sold for less than list price. The average price year to date is up 16% compared to last year and the median price is up 13%.

209 MIRAMONTE – MOUNTAIN VIEW SCHOOLS

Sales were strong during the 3rd quarter, with 10 sales ranging from \$1,750,000 to \$3,600,000. Only one sale was for less than list price. The record high average of \$2,665,929 is 22% higher than the average price last year and the median price of \$2,520,000 is up 16%.

2018 MOUNTAIN VIEW 3RD QUARTER REAL ESTATE REVIEW

David Troyer • Intero
496 First Street, # 200 • Los Altos, CA 94022

PRSR STD
U.S. Postage
PAID
San Francisco, CA
Permit No. 2001

©2018 Intero, a Berkshire Hathaway Affiliate and wholly owned subsidiary of HomeServices of America, Inc. All rights reserved. The logo is a registered trademark of Intero Real Estate Services, Inc. If your home is currently listed for sale, this is not intended as a solicitation of that listing. Information in this report is deemed reliable, but not guaranteed. ©Marketing Designs, Inc. 650.802.0888 marketingdesigns.net



DAVID TROYER #1 MOUNTAIN VIEW AGENT 2017 AND 2018 YTD

#17 NATIONALLY
per The Wall Street Journal, 2018

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, such as 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 a professional advertising agency on retainer.
- Full-time, on staff, local employees assist David during every step of the sale, freeing up his time to spend directly with clients.
- For over 20 years, David has specialized in Mountain View 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? No one sells more Mountain View 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



2018 MOUNTAIN VIEW 3RD QUARTER REVIEW

Sales & Prices Down Slightly in Q3

Record High Prices YTD

72% Sold Over List Price

DAVID TROYER Lic. #01234450

650.440.5076 | DAVID@DAVIDTROYER.COM | DAVIDTROYER.COM



INTERO
A Berkshire Hathaway Affiliate