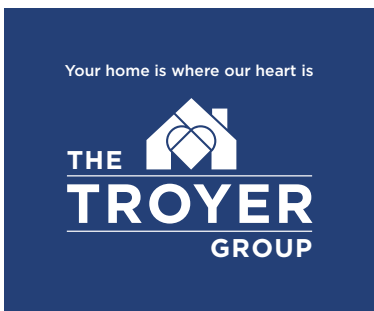


2018 MOUNTAIN VIEW 1ST HALF REAL ESTATE REVIEW



Dear Friends and Mountain View Homeowners:

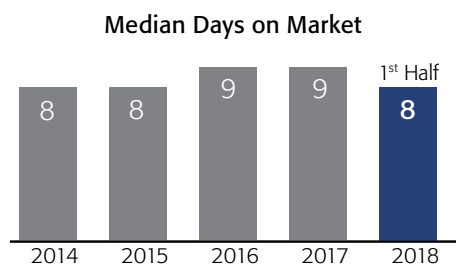
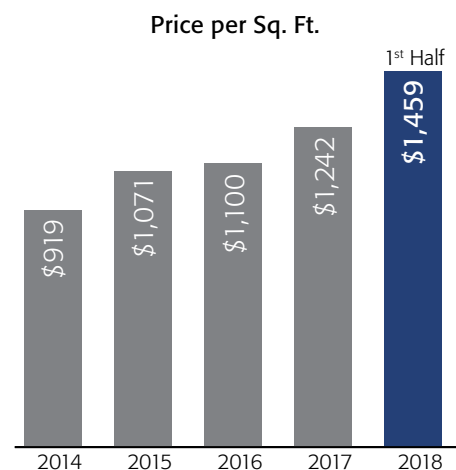
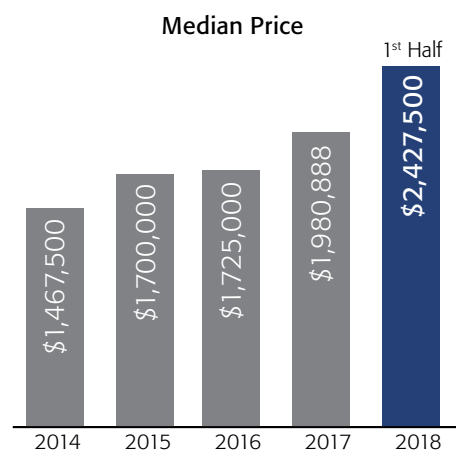
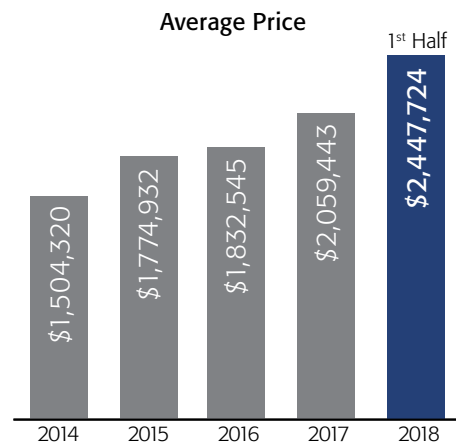
I am pleased to present you with my *Mountain View Real Estate Review* for the 1st Half, 2018 – the most comprehensive and up-to-date report for Mountain View homeowners. This information is designed to help you understand the market trends and property valuations in Mountain View, a town in which I 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, 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 420 buyers and sellers in Mountain View**, I have the experience and knowledge that it takes to successfully sell your home, 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 1ST HALF REAL ESTATE REVIEW



LENGTH OF TIME TO SELL

The median days on market tied the record low of 8 days. Only 7 homes out of 118 took longer than 3 weeks to sell.

OUTLOOK

I continue to see robust demand for homes in Mountain View. Buyers want to live in this incredibly desirable community in the heart of Silicon Valley. Demand is stronger than ever and sellers are taking advantage of these record high prices. Even though we are past the typical peak Spring selling season, demand for 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 1ST HALF 2018

- Record high prices
- Average and median above \$2.4 million
- 85% sold for more than list price
- Price/square foot increased 17%
- Homes sold very quickly

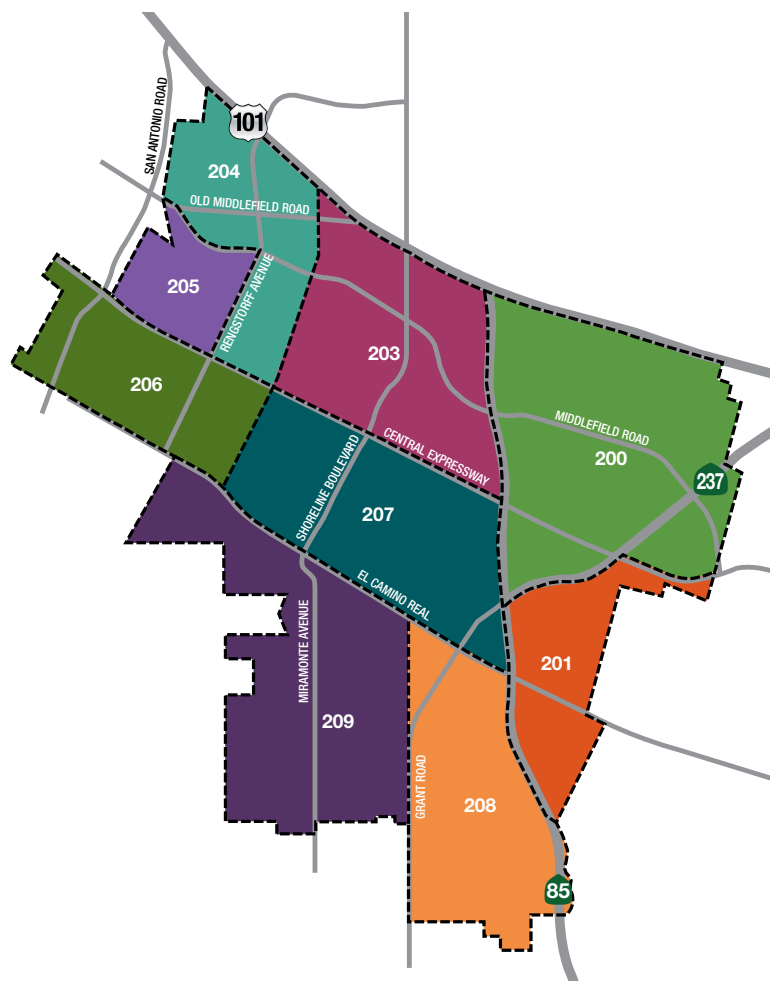
PRICES

The average and median price in the 1st half 2018 each exceeded \$2.4 million increasing 18% and 23%, respectively compared to all of 2017. These dramatic new highs are a result of 15 homes sold over \$3 million in the 1st half; in comparison, there were only 5 sales in all of 2017 for more than \$3 million. The vast majority of homes, 85%, sold for more than list price, and by as much as 47% more.

NUMBER OF SALES

There were **118 sales of single-family homes** reported through the Multiple Listing Service in the 1st half 2018, compared to 115 in the same half in 2017. This reflects a continuing trend of lower sales in the past 3 years, due to the few number of homes available for sale. The number of new listings increased to 166 in the 1st half compared to just 132 in the same half last year, however, this is far lower than the average of 201 at the recession high.

In addition to the 118 single-family home sales, there were **148 condo/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.



MOUNTAIN VIEW SUMMARY BY AREA JANUARY – JUNE 2018

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
200	Whisman	20	\$2,580,000	\$1,322,000	\$1,999,500	\$2,036,050	8
201	Sylvan Dale	4	\$3,370,000	\$2,116,000	\$2,350,000	\$2,546,500	6
203	North Shoreline	10	\$2,685,000	\$1,350,000	\$1,810,000	\$1,913,450	6
204	Rengstorff	2	\$2,288,000	\$2,270,000	\$2,279,000	\$2,279,000	4
205	Thompson	10	\$2,488,000	\$1,620,000	\$2,200,000	\$2,104,688	8
206	San Antonio	6	\$2,825,000	\$1,700,000	\$2,277,500	\$2,260,000	8
207	Downtown	19	\$2,910,000	\$1,750,000	\$2,500,000	\$2,380,632	9
208	Grant/Waverly Park	11	\$3,798,000	\$2,600,000	\$3,160,000	\$3,125,918	8
209	Miramonte – Los Altos Schools	19	\$3,465,000	\$2,100,000	\$2,781,000	\$2,824,763	8
209	Miramonte – Mtn View Schools	17	\$4,500,000	\$2,047,500	\$2,620,000	\$2,725,735	8
All of Mountain View		118	\$2,781,000	\$2,047,500	\$2,427,500	\$2,447,724	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 HALF

200 WHISMAN

Both the median and average price reached dramatic new highs in 1st half 2018 at an increase of 25% and 28%, respectively, since 2017. There were 20 sales, the most for any Mountain View area, and all were for list price or more. On average, homes sold for 13% more than list.

201 SYLVAN DALE

There were 4 sales here, one the highest on record in this area at \$3.37 million. Two homes, that The Troyer Group represented, were in the Cuernavaca community. All homes sold for more than list price, and by as much as 18% more. Both the average and median price were record highs.

203 NORTH SHORELINE

Sales reached record highs with the average price up 11% and the median price up 10% since 2017. There were 10 sales and only one was for less than list price. The second highest price on record was reached at \$2.65 million, but it did require a price adjustment, and sold for less than list price.

204 RENGSTORFF

There were just 2 homes sold in the 1st half 2018, each for more than list price and in 6 days or less. While not the highest prices on record, each was for more than \$2.2 million.

205 THOMPSON

The average price was up 14% and the median price was up 22%. A record high individual sales price was reached at \$2.488 million. There were 10 sales, each for more than list price – between 3% and 24% more. Only 1 home took longer than 9 days to sell.

206 SAN ANTONIO

The greatest increases were in this area with the average price up 60% and the median price up 55% since 2017. There were 6 sales all between \$1.7 million and \$2.825 million, which was a record high sale for the area with the buyer represented by The Troyer Group.

207 DOWNTOWN

This area tied for the most number of sales in Mountain View. Record high prices saw the average price up 23% and the median price up 33%. There were 19 sales and all but 2 were for more than list price, and by as much as 40% for a seller that The Troyer Group represented.

208 GRANT/WAVERLY PARK

As always, this area had the highest average and median price, up 24% and 25% respectively, compared to 2017. There were 11 sales with one at \$3.798 million – the second highest on record for this area. All but one home sold for more than list price, and by as much as 27%.

209 MIRAMONTE – LOS ALTOS SCHOOLS

Once again, record high prices were reached here, and a new individual sales price was reached at \$3.465 million. The average price increased 17% and the median increased 15% since 2017. There were 19 sales, only 1 of which sold for less than list price. All homes sold in 13 days or less.

209 MIRAMONTE – MOUNTAIN VIEW SCHOOLS

The 1st half 2018 saw record high prices here with a dramatic new high price of \$4.5 million (listed at \$4.398 million). The average price was up 24% and the median price was up 20% compared to 2017. There were 17 sales, all but one of which sold for more than list price.

2018 MOUNTAIN VIEW 1ST HALF REAL ESTATE REVIEW

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

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DAVID TROYER #1 TEAM MOUNTAIN VIEW 2018

#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 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 18 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.

**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 1ST HALF REVIEW

Dramatic Record Highs
85% Sold Over List Price
Homes Sold Quickly

DAVID TROYER Lic. #01234450

650.440.5076 | DAVID@DAVIDTROYER.COM | DAVIDTROYER.COM



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