

2019 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, 2019 – 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 22 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 2018. 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.

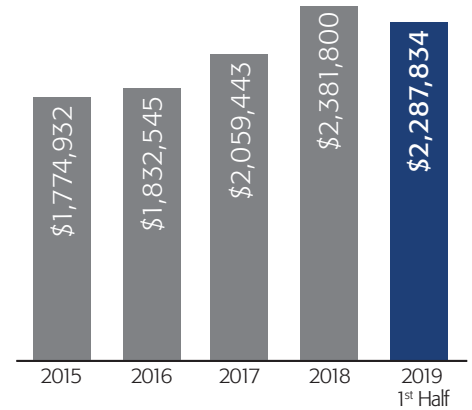
Even in a strong market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **Having represented more than 457 buyers and sellers in Mountain View**, I have the experience and knowledge that it takes to successfully sell your 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,

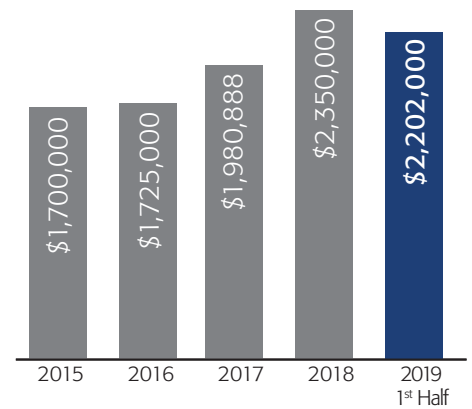
David Troyer
 #21 Team in the Nation, *Wall Street Journal*, 2019



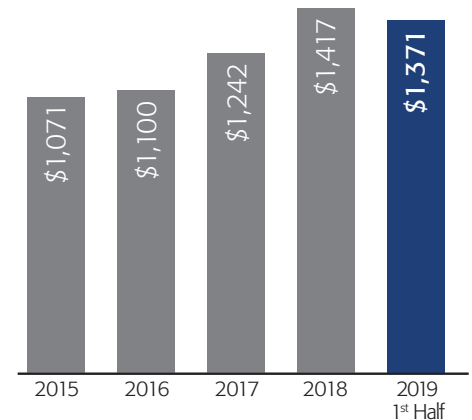
Average Price



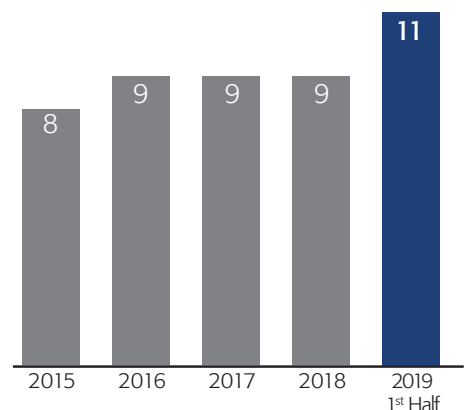
Median Price



Price per Sq. Ft.



Median Days on Market



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RECAP OF 1ST HALF 2019

- Average and median price down slightly
- Average and median each over \$2.2M
- 60% sold over list price
- Homes sold very quickly

NUMBER OF SALES

There were **101 sales of single-family homes** reported through the Multiple Listing Service in the 1st half, compared to 119 in the same half last year. The number of sales continues to be down on a year-over-year basis due to the few number of homes available for sale.

In addition to the 101 single-family home sales, there were **133 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.

PRICES

The average price in the 1st half 2019 was down 4% compared to last year's record high. The median price declined by 6% yet is still in excess of \$2.2 million.

There were 9 homes that sold for more than \$3 million and there were no sales for less than \$1.25 million. The vast majority of the homes sold in the \$2 million price range.

Fewer homes sold for over list price than we have seen in recent years. Of the 101 sales, 61, or 60%, sold over list price. On average, homes sold for 102.6% of list price.

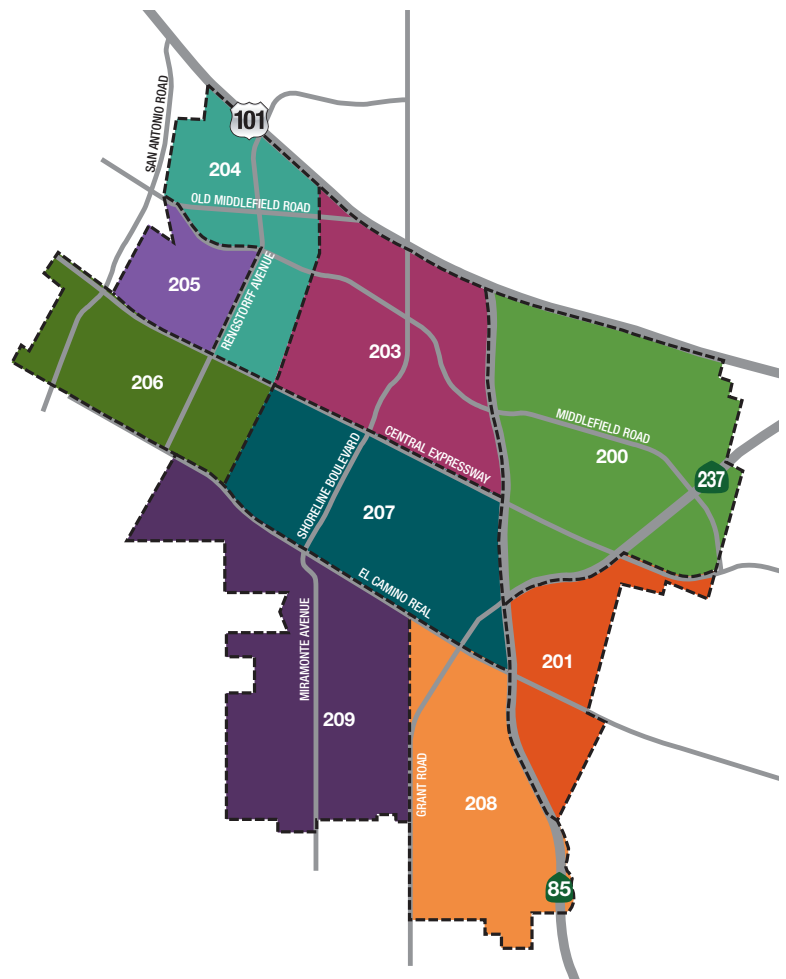
The price per square foot in the 1st half declined from the high of \$1,417 last year to \$1,371.

LENGTH OF TIME TO SELL

The median days on market increased from 9 days last year to 11 days in the 1st half. There were 21 homes that took longer than 30 days to sell.

OUTLOOK

The year started off slower than normal with just 27 sales in the 1st quarter but picked up considerably in the 2nd quarter with another 74 sales. I expect sales to continue at a brisk pace, all dependent on the number of new listings. Demand is clearly strong and it remains a seller's market. With the recent IPOs this year and other ones still planned, plus the continuing very low interest rates, I remain optimistic about the strength of our market. 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.



MOUNTAIN VIEW SUMMARY BY AREA JANUARY – JUNE 2019

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
200	Whisman	9	\$2,200,000	\$1,500,000	\$2,010,000	\$1,940,889	38
201	Sylvan Dale	2	\$2,421,000	\$2,128,000	\$2,274,500	\$2,274,500	8
203	North Shoreline	11	\$2,450,000	\$1,250,000	\$1,650,000	\$1,740,455	15
204	Rengstorff	---	---	---	---	---	---
205	Thompson	10	\$2,250,000	\$1,600,000	\$1,864,000	\$1,861,050	9
206	San Antonio	3	\$2,320,000	\$1,310,000	\$1,825,000	\$1,818,333	8
207	Downtown	18	\$4,343,000	\$1,550,000	\$2,144,000	\$2,373,556	11
208	Grant/Waverly Park	18	\$3,470,181	\$1,849,000	\$2,621,850	\$2,708,493	14
209	Miramonte – Los Altos Schools	15	\$3,302,000	\$2,075,000	\$2,550,000	\$2,611,733	7
209	Miramonte – Mtn View Schools	15	\$3,458,888	\$1,807,000	\$2,213,000	\$2,346,059	15
All of Mountain View		101	\$4,343,000	\$1,250,000	\$2,202,000	\$2,287,834	11

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

There were 9 sales in the 1st half. The median price reached a record high of \$2.01 million but the average declined just slightly still in excess of \$1.9 million. The highest priced sale at \$2.2 million was over list price. Homes took longer to sell in this area than in any other area of Mountain View.

201 SYLVAN DALE

There were just 2 homes sold in this area in the 1st half, both occurring in the 2nd quarter. Each sold for more than \$2 million and each sold for significantly more than list price in just 8 days.

203 NORTH SHORELINE

There were 11 sales in this area in the 1st half, 9 of which occurred in the 2nd quarter. 4 of the sales were for more than list price and all but 3 sold very quickly. The average and median price declined from last year.

204 RENGSTORFF

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

205 THOMPSON

There were 10 sales in this area in the 1st half, 8 of which occurred in the 2nd quarter. 7 of the sales were for more than list price, including the 3 highest sales all over \$2 million. Both the average and median were down from the the 2018 record highs. Only 1 home took longer than 15 days to sell.

206 SAN ANTONIO

There were 3 sales in San Antonio in the 1st half and all sold over list price, including the highest-priced sale that went for 29% over list. All homes sold in just 7 or 8 days. Both the median and average price were down from last year.

207 DOWNTOWN

This popular area had 18 sales. The average price was a record high of \$2,373,556 and represents a 5% increase compared to 2018. 11 homes sold over list price, including the 3 highest-priced sales that were between \$3 million and \$4.4 million.

208 GRANT/WAVERLY PARK

This area had strong sales but the average and median prices each declined compared to last year, although still above \$2.6 million. There were 8 sales that were for more than list price and only 4 homes took longer than 30 days to sell.

209 MIRAMONTE – LOS ALTOS SCHOOLS

There were 15 sales, 13 of which sold for more than list price, but the average and median price were down compared to last year's record highs. Homes sold faster than compared to any other area in Mountain View.

209 MIRAMONTE – MOUNTAIN VIEW SCHOOLS

There were 15 sales, 8 of which sold for more than list price. The average and median price were down compared to last year's record highs. Only 1 home sold for less than \$2 million.

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DAVID TROYER
#1 MOUNTAIN VIEW AGENT 2018
#21 NATIONALLY
#2 in NORTHERN CALIFORNIA
per The Wall Street Journal, 2019

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 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



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60% sold over list price
Homes sold very quickly

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