

2019 MOUNTAIN VIEW CONDO/TOWNHOME 1ST HALF REAL ESTATE REVIEW



Dear Friends and Mountain View Homeowners:

I am pleased to present you with my *Mountain View Condo/Townhome Real Estate Review* for the 1st Half, 2019 – the most comprehensive and up-to-date report available. This information is designed to help you understand the market trends and property valuations for Mountain View condos and townhomes, 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 condos and townhomes 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 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 condo/townhome 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.

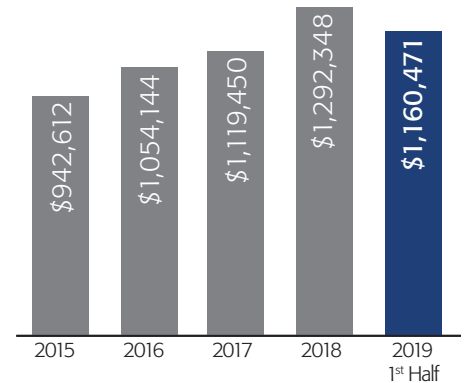
Sincerely,

David Troyer

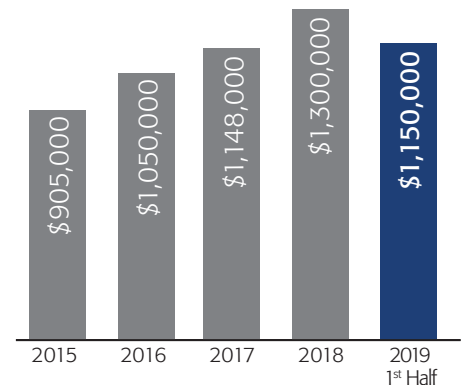
#21 Team in the Nation, *Wall Street Journal*, 2019



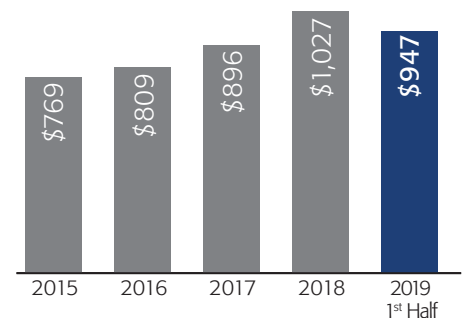
Average Price



Median Price



Price per Sq. Ft.



Price per Sq. Ft. by Bed/Bath Count

Bed/Bath	Average \$/Sq. Ft.	Bed/Bath	Average \$/Sq. Ft.
1/1	\$920	3/2	\$884
2/1	\$890	3/2.5	\$988
2/2	\$963	3/3	\$957
2/2.5	\$990		

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RECAP OF 1ST HALF 2019

- Prices down
- Median and average over \$1.1 million
- 65% sold over list price
- Price/square foot down
- Number of sales down

NUMBER OF SALES

There were **133 sales of condos/townhomes** reported through the Multiple Listing Service in the 1st half, 89 of which sold in the 2nd quarter. Last year, there were a total of 279 sales, a continuing trend of declining sales, which appears to be a trend that remains this year.

In addition to the 133 condo/townhome sales, there were 101 single-family homes sold in Mountain View, 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

Following record highs in 2018, the **average price declined 11%** in the 1st half to \$1,160,471. The **median price also declined 11%** dropping to \$1,150,000.

In the highest end of the market, there were 5 sales for more than \$1.8 million, 4 of which sold for more than list price. Only one home sold for less than \$500K. Demand was strong as 87 homes, or 65%, sold for more than list price.

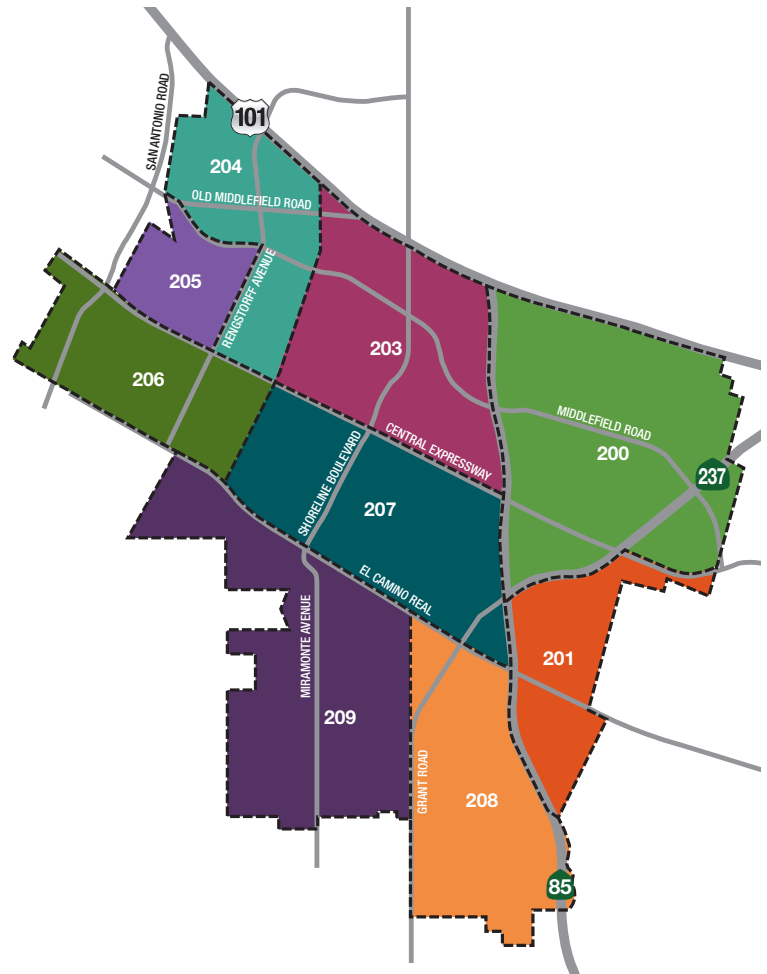
Price per square foot also declined, dropping to \$947 from the record high set last year at \$1,027. This is still higher than any other previous year.

LENGTH OF TIME TO SELL

The median days on market was 10 days compared to 9 days in 2018; it has ranged from 8 to 10 days for the past 5 years. There were 27 homes on the market for more than 30 days.

OUTLOOK

The year started off slower than normal with just 44 sales in the 1st quarter but picked up considerably in the 2nd quarter with another 89 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 condo/townhome 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 CONDO/TOWNHOME SUMMARY BY AREA JAN-JUNE 2019

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
200	Whisman	35	\$1,860,000	\$610,000	\$1,350,000	\$1,297,956	8
201	Sylvan Dale	6	\$1,682,000	\$950,000	\$1,402,500	\$1,392,500	9
203	North Shoreline	22	\$1,550,000	\$580,000	\$945,000	\$981,177	10
204	Rengstorff	24	\$1,900,000	\$495,000	\$1,239,750	\$1,211,850	8
205	Thompson	1	\$1,825,000	\$1,825,000	\$1,825,000	\$1,825,000	13
206	San Antonio	26	\$1,680,000	\$600,000	\$1,090,000	\$1,062,188	13
207	Downtown	10	\$1,355,000	\$815,000	\$1,005,000	\$1,012,000	9
208	Grant/Waverly Park	1	\$1,560,000	\$1,560,000	\$1,560,000	\$1,560,000	51
209	Miramonte	8	\$1,800,000	\$725,000	\$912,500	\$1,095,875	15
All of Mountain View		133	\$1,900,000	\$495,000	\$1,150,000	\$1,160,471	10

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

More homes sold in this area than in any other area in Mountain View. There were 35 sales, 25 of which sold for more than list price, including 6 of the 7 most expensive homes. The average price was down less than 1% compared to last year's record high of \$1,302,914. The median price was up to a record high of \$1,350,000.

201 SYLVAN DALE

There were 6 sales in this area, 5 of which occurred in the 2nd quarter. All homes sold for more than list price and the average reached a record high of \$1,392,500 but the median was down slightly. Only 1 home took longer than 2 weeks to sell.

203 NORTH SHORELINE

Sales were strong in this area with 22 sales, but both the average and median price dropped below \$1 million. 12 of the homes sold for more than list price and 8 homes took longer than 2 weeks to sell.

204 RENGSTORFF

There were 24 sales, only 6 of which sold in the 1st quarter. 16 homes sold for more than list price, including the highest priced sale at \$1.9 million. Both the average and median price declined from last year. Homes sold very quickly.

205 THOMPSON

There was just 1 sale in this area that sold over list price for \$1.825 million.

206 SAN ANTONIO

There were 26 sales in the 1st half, only 8 of which occurred in the 1st quarter. 17 sales were for more than list price. The average and median prices were down but remain over \$1 million. 7 homes took more than 30 days to sell.

207 DOWNTOWN

There were 10 sales in the 1st half, 7 of which (all of the highest priced sales) sold for more than list price. The average and median prices dropped significantly as there were 4 sales for less than \$900K.

208 GRANT/WAVERLY PARK

There was just 1 sale in this area that sold for less than list price at \$1.56 million.

209 MIRAMONTE

There were 8 sales here, 3 that sold for more than list price. The average and median prices were down substantially due to the number of 2-bedroom, 1-bath homes that sold for lower prices.

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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 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



**2019 MOUNTAIN VIEW CONDO/
TOWNHOME 1ST HALF REVIEW**

Prices down
Median and average over \$1.1 million
65% sold over list price

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