

Your home is where our heart is



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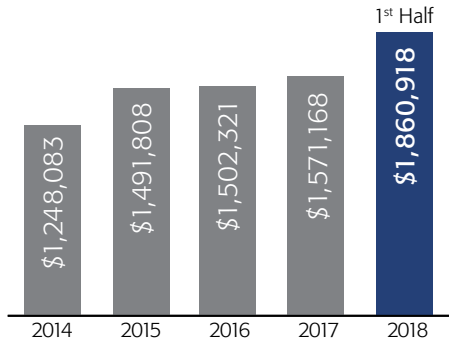


CONDO & TOWNHOME
SPECIALIST IN PALO ALTO

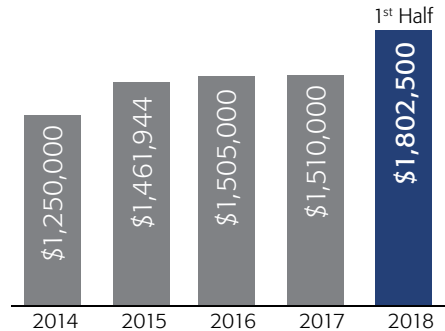
See reverse for 1st Half 2018 Review

2018 PALO ALTO CONDO/TOWNHOME 1ST HALF REAL ESTATE REVIEW

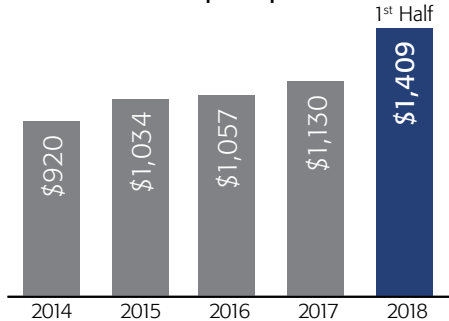
Average Price



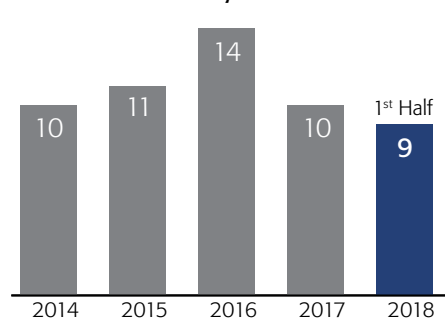
Median Price



Price per Sq. Ft.



Median Days on Market



RECAP OF 1ST HALF 2018

- Dramatic record high prices
- Average price increased 18%
- Median price increased 19%
- 89% sold for more than list price
- Number of sales down 7% compared to 1st half 2017
- Price per square foot up 25%

PRICES

The median and average price each reached a record high of more than \$1.8 million. In 2017, the median was \$1.51 million. On average, homes sold for 15% more than list price; only 4 sold for less than list price.

13 condos/townhomes sold for \$2 million or more; the most expensive sale was \$3.2 million, which was listed at \$2.98 million. There was only one sale for less than \$1.2 million.

NUMBER OF SALES

There were 7 more new listings than 1st half last year but 3 fewer sales this year. Demand is still at an all-time high. Days on market are a record low of 9.

**If you are interviewing Realtors,
be sure David Troyer is on the list.**



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