

Your home is where our heart is



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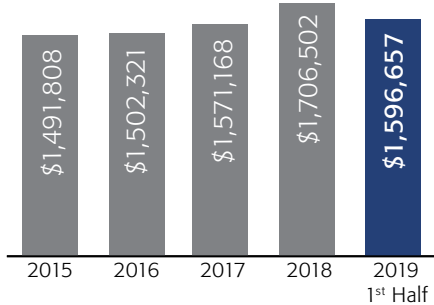


CONDO & TOWNHOME
SPECIALIST IN PALO ALTO

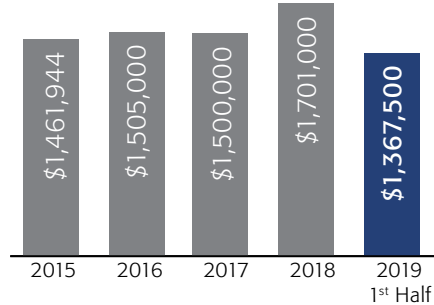
See reverse for 1st Half 2019 Review

PALO ALTO CONDOS/TOWNHOMES 1ST HALF 2019 REAL ESTATE REVIEW

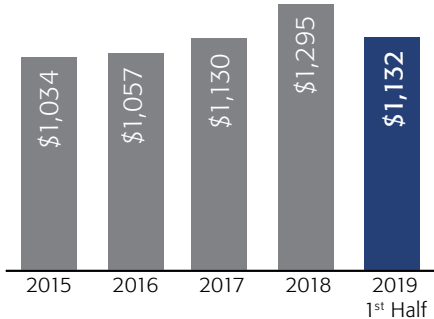
Average Price



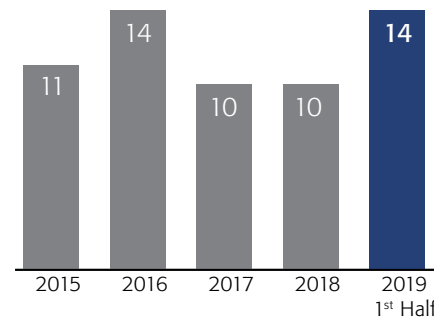
Median Price



Price per Sq. Ft.



Median Days on Market



RECAP OF 1ST HALF 2019

- 36 sales compared to 39 in 1st half 2018
- Median price down 20%
- Price per square foot down 13%
- Majority of sales in South Palo Alto
- 20 sold for more than list price
- Average price down 6%

PRICES

For the first time since 2009, year-over-year prices were down. Demand was still strong with 56% of the sales for more than list price, although this is much less than in previous years. With recent IPOs and low interest rates, I remain bullish on the real estate market.

Two homes sold for \$3 million or more, and one home sold for less than \$1 million. The vast majority of condos/townhomes sold between \$1 million and \$2 million.

NUMBER OF SALES

Sales were down just slightly compared to the same half in 2018. There are just 7 condo/townhomes currently for sale, 3 of which are in a 55+ community.

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



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