

Your home is where our heart is



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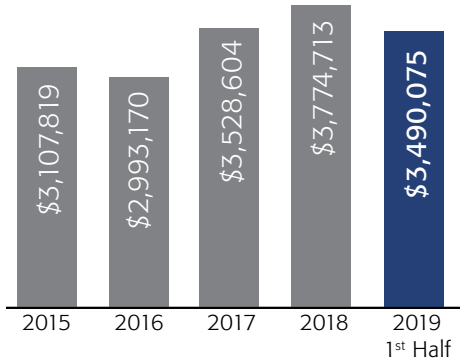


SPECIALIST IN PALO ALTO

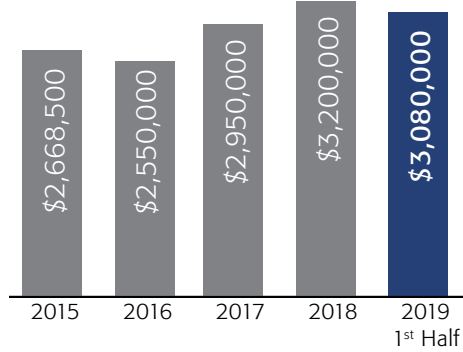
See reverse for 1st Half 2019 Review

PALO ALTO SINGLE-FAMILY 1ST HALF 2019 REAL ESTATE REVIEW

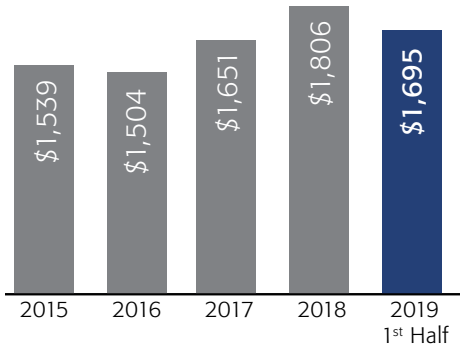
Average Price



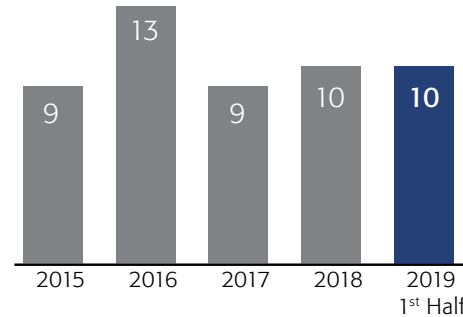
Median Price



Price per Sq. Ft.



Median Days on Market



RECAP OF 1ST HALF 2019

- Lower prices
- Average price down 7.5%
- Median price down 4%
- 52% sold for more than list price
- Price per square foot down 6%
- 165 sales compared to 192 in 1st half 2018

PRICES

After 3 consecutive years of escalating prices, the average and median price for the 1st half of 2019 pulled back slightly, yet each is still over \$3 million. Plus, demand was very strong as evidenced by the fact that 52% sold for more than list price. Also noteworthy – there were 16 sales for more than \$5 million, including one for \$13 million. There were no sales for less than \$1.8 million. I remain bullish on the real estate market, particularly with recent IPOs and with low interest rates. This is a great time to sell.

NUMBER OF SALES

Sales declined with just 165 compared to 192 in the 1st half of 2018. There are currently 45 single-family homes available for sale.

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



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