

Your home is where our heart is



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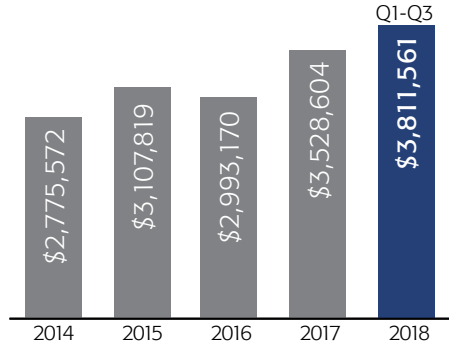


SPECIALIST IN PALO ALTO

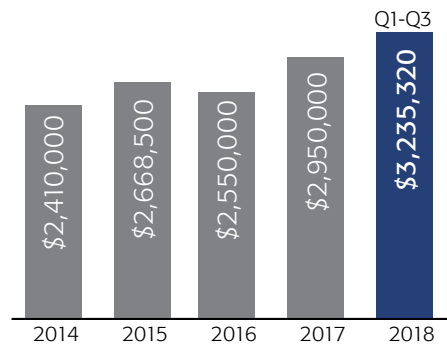
See reverse for 3rd Quarter 2018 Review

2018 PALO ALTO SINGLE-FAMILY 3RD QUARTER REAL ESTATE REVIEW

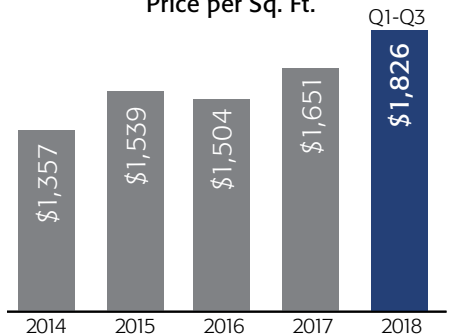
Average Price



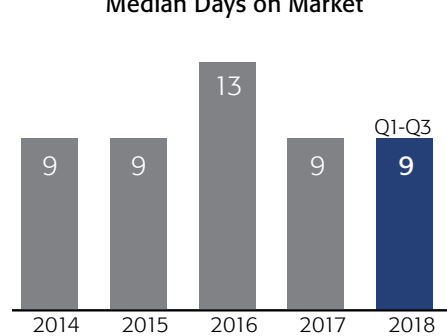
Median Price



Price per Sq. Ft.



Median Days on Market



RECAP OF 3RD QUARTER 2018

- Lower prices in Q3
- Record high prices YTD
- Average price YTD up 8%
- Median price YTD up 10%
- 67% sold for more than list price in Q3
- Record high price per square foot

PRICES

The average price is at a record high for the year at more than \$3.8 million but for the quarter, the average price was \$3.6 million (compared to \$3.9 million in the 2nd quarter). Fewer homes than normal, 67%, sold for more than list price.

3 homes sold for \$7 million or more in Q3, including one for more than \$10 million. This year, there have been 5 sales for more than \$10 million. No homes this year sold for less than \$1.56 million.

NUMBER OF SALES

There were 71 sales in Q3 compared to 120 in Q2 and 70 in Q1. Lack of homes available for sale is keeping the numbers low.

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



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