

Your home is where our heart is



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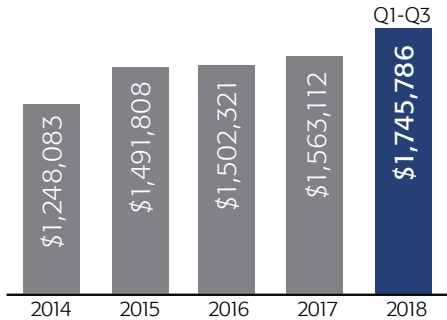


CONDO & TOWNHOME  
SPECIALIST IN PALO ALTO

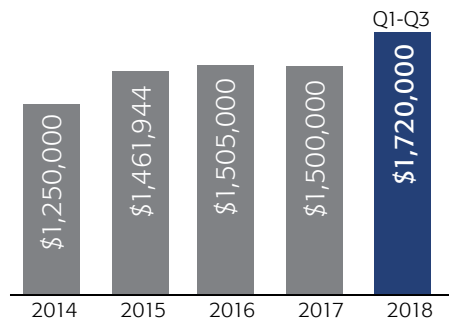
See reverse for 3<sup>rd</sup> Quarter 2018 Review

# 2018 PALO ALTO CONDOS/TOWNHOMES 3<sup>RD</sup> QUARTER REAL ESTATE REVIEW

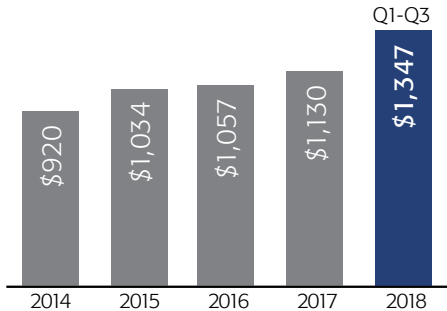
Average Price



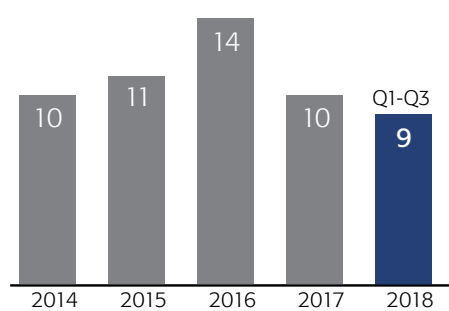
Median Price



Price per Sq. Ft.



Median Days on Market



## RECAP OF 3<sup>RD</sup> QUARTER 2018

- Prices down in Q3
- Record highs year to date
- Average price up 12% since 2017
- Median price up 15% since 2017
- 85% sold for more than list price in Q3
- Price per square foot up 19%

## PRICES

The median price year to date through Q3 was \$1.72 million, less than the record high of \$1.8 million set in the first half. On average, homes sold for 112% of list price; 8 homes this year sold for less than list price.

Only 2 condos/townhomes sold for more than \$2 million in Q3; there have been 14 this year for more than \$2 million. Only one sale was for less than \$1 million in Q3.

## NUMBER OF SALES

At 27, there were more sales in Q3 than in either of the previous two quarters. Homes took longer to sell though, with a median days on market of 12.

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



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