

2018 LOS ALTOS HILLS 1ST HALF REAL ESTATE REVIEW



Dear Neighbors and Los Altos Hills Homeowners:

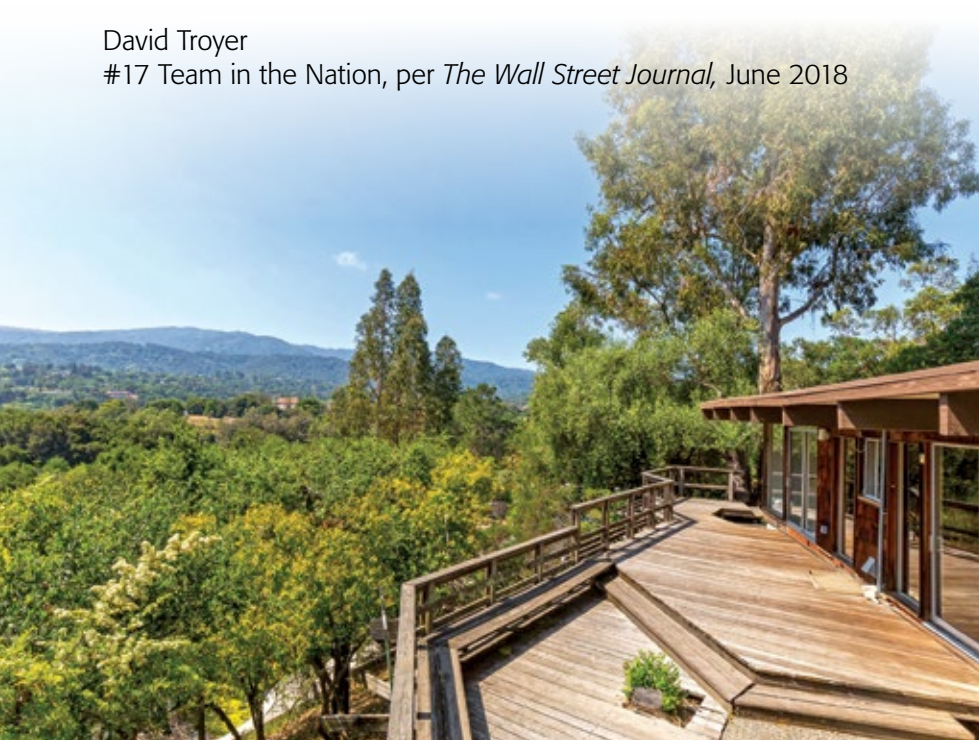
I am pleased to present you with my *Los Altos Hills Real Estate Review* for the 1st Half, 2018 – the most comprehensive and up-to-date report for Los Altos Hills homeowners. This information is designed to help you understand the market trends and property valuations in Los Altos Hills, a town in which I live and have specialized in selling homes for more than 20 years. The data included in this report is based on sales of single-family homes that were publicly marketed through the Multiple Listing Service (MLS) and does not include homes that were sold off-market in private sales.

On a personal note, I am honored to be the **#1 Realtor Team in Los Altos/Los Altos Hills**, representing more buyers and sellers in 2017 than any other agent. I attribute my success to a passion for selling homes for 20 years, an in-depth knowledge of this community, and my incredible team who provide our clients with an unparalleled level of service in this industry.

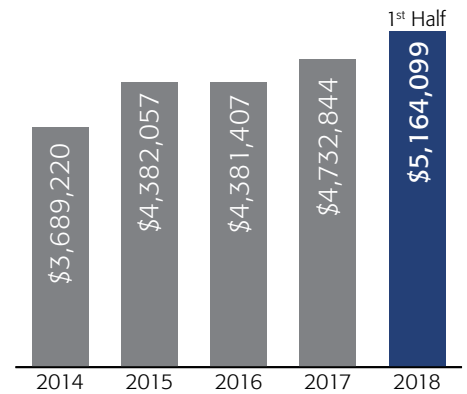
Even in a strong market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **Having represented more than 174 buyers and sellers in Los Altos Hills**, and as a homeowner here, I have the experience and knowledge that it takes to successfully sell your home this year, or to find you the perfect home. Please contact me with any questions or for a market analysis of your home. It would be my pleasure to represent you.

Sincerely,

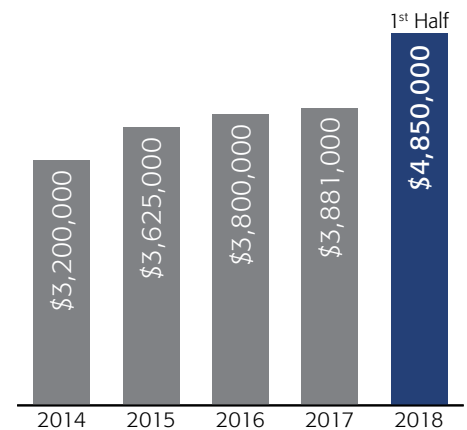
David Troyer
#17 Team in the Nation, per *The Wall Street Journal*, June 2018



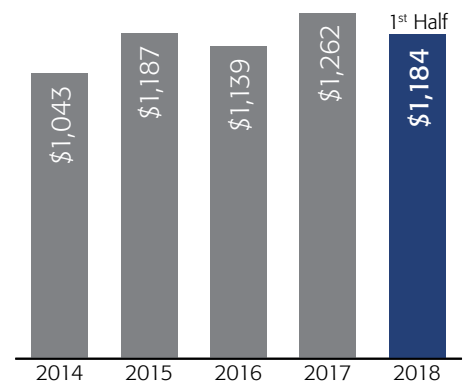
Average Price



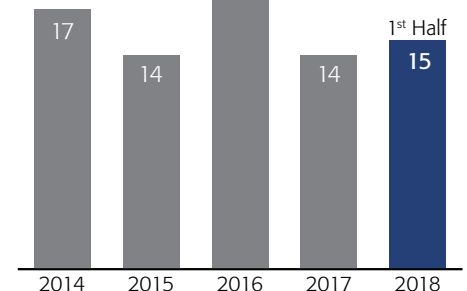
Median Price



Price per Sq. Ft.



Median Days on Market



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RECAP OF 1ST HALF 2018

- Average price exceeded \$5 million
- Prices down from 1st quarter
- Average price up 9% since 2017
- 51% sold for more than list price
- 61% sold in 3 weeks or less

PRICES

Dramatic price increases were reached in the 1st half 2018, although they were lower than the record highs reached in the 1st quarter. The **average price increased 9%** to \$5,164,099; in comparison, the average price at the end of the 1st quarter was over \$5.5 million. Prior to this, the previous quarterly high was in the 1st quarter of 2017 when it reached \$4.7 million. The **median price increased to \$4,850,000**, a 25% increase compared to 2017 but a decline of 12% compared to the record high in the 1st quarter of \$5.5 million.

Demand was strong as evidenced by the fact that **51% of the sales were for more than list price** and by as much as 30% more.

The highest end of the market was particularly strong with **7 sales for \$7 million or more**. Last year, there 11 sales in the entire year for \$7 million or more.

NUMBER OF SALES

There were **41 sales** reported through the Multiple Listing Service in the 1st half 2018, the vast majority of which were in the 2nd quarter. Additionally, there were 2 sales of vacant land (not included in the summary statistics of this report).

LENGTH OF TIME TO SELL

The median days on market improved significantly from the 1st quarter, dropping to just **15 days** from 36 days. 25 of the 41 sales occurred in 3 weeks or less but 6 homes took more than 100 days to sell.

OUTLOOK

It has been a strong year with record high prices but currently there are 20 homes for sale in Los Altos Hills and only 2 have been on the market for a week; the rest have been on the market between 30 and 450 days. It's too soon to tell if this indicates that there is a shift occurring in the market. With the lack of new listings, it's an excellent time to get your home on the market to take advantage of this amazing appreciation (and, no one can prepare a home for sale faster than The Troyer Group). I encourage you to call me so we can talk about your individual situation. You have nothing to lose.




Second only to Atherton, Los Altos Hills commands the highest prices in Silicon Valley.

City	1 st Half 2018 Average \$
Atherton	\$8,735,853
Los Altos Hills	\$5,164,099
Woodside	\$3,979,631
Palo Alto	\$3,886,281
Monte Sereno	\$3,838,781
Los Altos	\$3,677,962
Portola Valley	\$3,243,329
Saratoga	\$3,221,007
Menlo Park	\$3,007,259
Los Gatos	\$2,279,517

1ST HALF LOS ALTOS HILLS HOME SALES

ADDRESS	LIST PRICE	SALE PRICE	ADDRESS	LIST PRICE	SALE PRICE
24020 Oak Knoll Cir	\$10,877,000	\$10,075,000	26875 Nina Pl	\$4,695,000	\$4,695,000
26401 Eshner Ct	\$9,988,000	\$9,000,000	24990 La Loma Dr	\$3,495,000	\$4,525,000
12030 Elsie Way	\$9,495,000	\$9,000,000	12321 Gigli Ct	\$4,500,000	\$4,500,000
14329 Miranda Way	\$8,888,000	\$8,300,000	26898 Dezahara Way	\$3,980,000	\$4,500,000
12825 Deer Creek Ln	\$8,260,000	\$8,200,000	26710 Birch Hill Way	\$4,495,000	\$4,400,000
27466 Sunrise Farm Rd	\$7,998,000	\$7,000,000	27650 Edgerton Rd	\$3,950,000	\$4,300,000
13070 S Alta Ln	\$7,288,000	\$7,000,000	11031 Eastbrook Ave	\$3,998,000	\$4,200,000
14360 De Bell Rd	\$6,999,000	\$6,640,044	25870 Ridgewood Ln	\$3,788,000	\$4,100,000
13505 Burke Rd	\$5,988,000	\$6,500,000	12170 Dawn Ln	\$3,750,000	\$3,950,000
12111 Old Snakey Rd	\$6,495,000	\$6,230,000	12698 La Cresta Dr	\$3,998,000	\$3,900,000
25528 Hidden Springs Ct	\$6,500,000	\$6,000,000	23460 Camino Hermoso Dr 	\$3,700,000	\$3,750,000
10888 Magdalena Rd	\$5,800,000	\$5,880,000	23271 Mora Heights Way 	\$3,650,000	\$3,650,000
13495 Country Way	\$4,988,000	\$5,750,000	26378 Anacapa Dr	\$3,595,000	\$3,500,000
27830 Elena Rd	\$4,988,000	\$5,700,000	23281 Mora Heights Way	\$3,600,000	\$3,350,000
26937 Almaden Ct	\$5,000,000	\$5,500,000	12291 Barley Hill Rd	\$2,488,888	\$3,080,000
13531 Burke Rd	\$5,498,000	\$5,500,000	26896 Alejandro Dr	\$2,499,000	\$2,850,000
11841 Francemont Dr	\$5,495,000	\$5,495,000	25005 Oneonta Dr	\$2,988,000	\$2,700,000
26050 Torello Ln	\$4,250,000	\$5,370,000	25251 La Rena Ln 	\$2,500,000	\$2,605,000
26759 Shady Oaks Ct	\$4,998,000	\$5,348,000	27800 Altamont Cir	\$2,499,000	\$2,535,000
26861 Purissima Rd	\$4,800,000	\$4,850,000	12874 Viscaino Rd	\$2,450,000	\$2,450,000
25900 Springhill Dr 	\$4,495,000	\$4,850,000			

 Sold by The Troyer Group; * Represented buyers; Information provided from MLS.

LOS ALTOS HILLS TRENDS SUMMARY

	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
1 st Half 2018	41	\$10,075,000	\$2,450,000	\$4,850,000	\$5,164,099	15
2017	94	\$25,000,000	\$2,038,000	\$3,881,000	\$4,732,844	14
2016	100	\$16,500,000	\$1,801,000	\$3,800,000	\$4,381,407	22
2015	95	\$25,000,000	\$1,650,000	\$3,625,000	\$4,382,057	14
2014	96	\$10,180,000	\$2,000,000	\$3,200,000	\$3,689,220	17
2013	114	\$7,950,000*	\$1,250,000	\$2,796,500	\$3,069,500	26
2012	114	\$11,100,000	\$974,000	\$2,602,500	\$2,924,073	29
2011	100	\$8,300,000	\$850,000	\$2,294,250	\$2,693,666	36
2010	81	\$8,200,000	\$1,000,000	\$2,315,000	\$2,590,417	72
2009	68	\$9,950,000	\$1,079,360	\$2,435,000	\$2,614,369	78
2008	61	\$11,000,000	\$1,062,000	\$2,420,000	\$2,889,133	52
2007	96	\$14,800,000	\$1,110,000	\$2,575,000	\$3,028,275	44
2006	97	\$12,000,000	\$980,000	\$2,400,000	\$2,737,513	50
2005	133	\$12,000,000	\$1,310,000	\$2,400,000	\$2,746,940	41

*Actual prices for 2 sales in excess of \$9 million were not disclosed. Data is based on sales reported to the Multiple Listing Service and does not include any off-market sales.

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DAVID TROYER #1 TEAM IN LOS ALTOS & LOS ALTOS HILLS, 2018

#17 NATIONALLY

per The Wall Street Journal, 2018

More Los Altos Hills home sellers choose David Troyer. Here's why:

- A single agent simply cannot provide the level of service that The Troyer Group does – you need a specialist to assist with every step of the home sale process
- Value added services like staging, property inspection, home inspection, and pest inspection are all paid for by David Troyer
- Detailed and budget conscious home preparation is entirely managed by in-house Project Managers (page after page of Troyer Transformations at davidtroyer.com speak for themselves)
- The most extensive and expensive marketing program in the industry (paid for by David Troyer) with a full-time Marketing Manager and professional advertising agency on retainer
- Full-time, on staff, local employees assist David every step of the sale, freeing up David's time to spend directly with clients
- For over 20 years, David has specialized in Los Altos Hills home sales and for the past 18 years he has been the real estate agent of choice
- And the #1 reason home sellers choose David? No one sells more Los Altos/Los Altos Hills homes than David Troyer

Your home is where our heart is



2018 LOS ALTOS HILLS 1ST HALF REVIEW

Average Price Over \$5 Million

51% Sold Over List Price

7 Sold for \$7 Million or More

**Selling a home can be stressful.
Be sure to contact David Troyer.
You have nothing to lose.**

DAVID TROYER Lic. #01234450

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