

Your home is where our heart is



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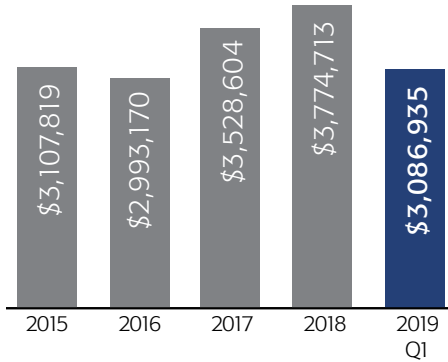


SPECIALIST IN PALO ALTO

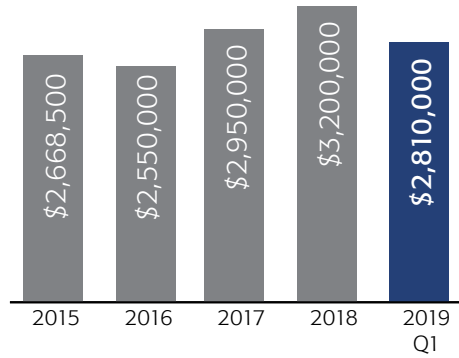
See reverse for 1st Quarter 2019 Review

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

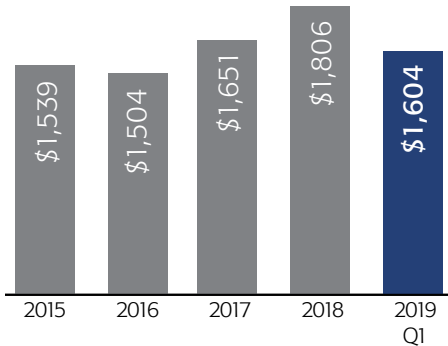
Average Price



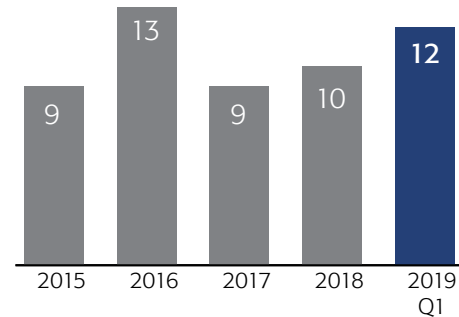
Median Price



Price per Sq. Ft.



Median Days on Market



RECAP OF 1ST QUARTER 2019

- Lower prices
- Average price down 18%
- Median price down 12%
- 50% sold for more than list price
- Price per square foot down 11%
- 66 sales compared to 71 in Q1 2018

PRICES

For the first time since 2016, year-over-year prices are down. It's too soon to call this a trend and demand is still strong with 50% of the sales for more than list price, although this is much less than in previous years. With the IPO of Lyft and several more unicorn IPOs planned this year, I remain bullish on the real estate market.

Two homes sold between \$6.5 million and \$7 million and 8 homes sold between \$4 million and \$5 million. There were no sales for less than \$1.8 million.

NUMBER OF SALES

There were 66 sales in Q1 compared to 84 in Q4, 71 in Q3, and 121 in Q2. There are currently 50 single-family homes available for sale.

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



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