

Your home is where our heart is



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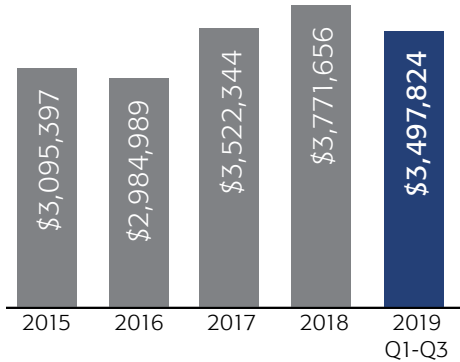


SPECIALIST IN PALO ALTO

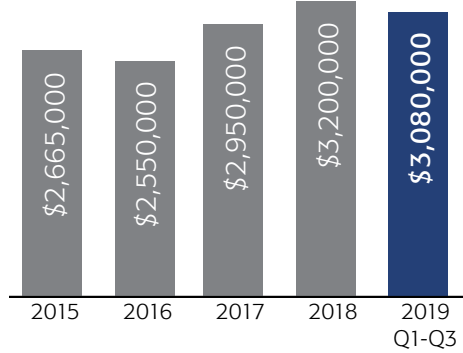
See reverse for 3<sup>rd</sup> Quarter 2019 Review

# PALO ALTO SINGLE-FAMILY 3<sup>RD</sup> QUARTER 2019 REAL ESTATE REVIEW

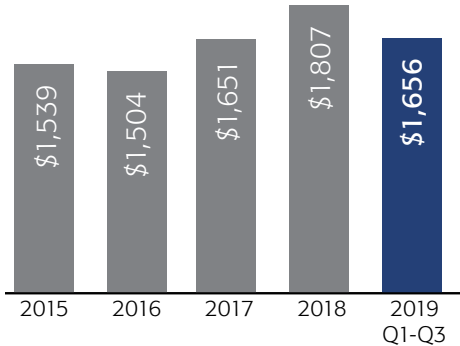
Average Price



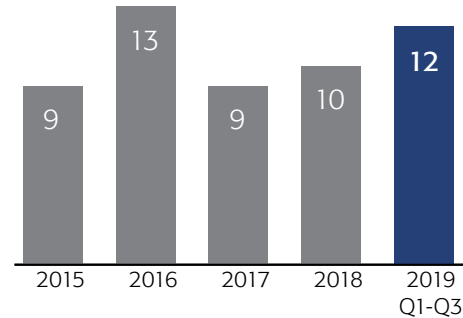
Median Price



Price per Sq. Ft.



Median Days on Market



## RECAP OF 3<sup>RD</sup> QUARTER 2019

- Lower prices in Q3
- Average price YTD down 7%
- Median price YTD down 4%
- 57% sold for more than list price in Q3
- Homes took slightly longer to sell
- 241 sales YTD compared to 263 YTD in 2018

## PRICES

The average price in Q3 was just over \$3.5 million, down \$200+K compared to Q2. Year-to-date, prices are down 7%. Fewer homes than normal, only 57%, sold for more than list price.

One home sold for over \$11 million and 8 sold for more than \$5 million in Q3. No homes sold for less than \$1.7 million in Q3.

## NUMBER OF SALES

There were 75 sales in Q3 compared to 100 in Q2 and 66 in Q1. Lack of homes available for sale continues to keep the numbers low. There have been 364 new listings year-to-date compared to 382 in the same period last year.

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



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