

Your home is where our heart is



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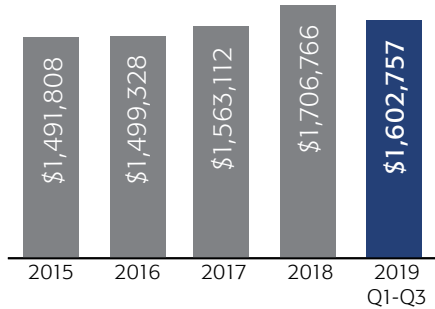


CONDO & TOWNHOME
SPECIALIST IN PALO ALTO

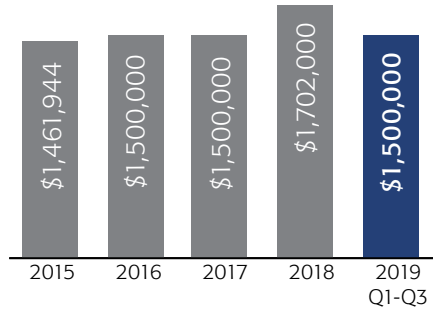
See reverse for 3rd Quarter 2019 Review

PALO ALTO CONDOS/TOWNHOMES 3RD QUARTER 2019 REAL ESTATE REVIEW

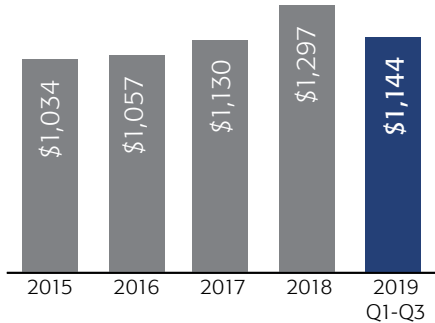
Average Price



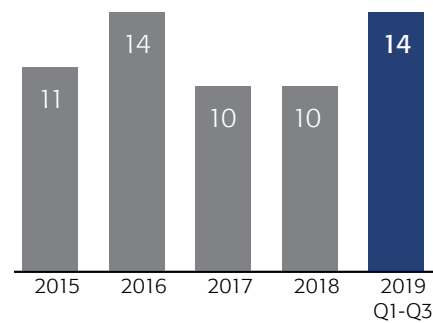
Median Price



Price per Sq. Ft.



Median Days on Market



RECAP OF 3RD QUARTER 2019

- Lower prices in Q3
- Average price YTD down 6%
- Median price YTD down 12%
- 65% sold for more than list price in Q3
- Homes took longer to sell
- 53 sales YTD compared to 66 YTD in 2018

PRICES

The average price in Q3 was just over \$1.58 million, down \$283K compared to Q2. Year-to-date, average price is down 6%. Fewer homes than normal, 65%, sold for more than list price.

Two homes sold for more than \$2 million and 10 sold for more than \$1.5 million in Q3. No homes sold for less than \$1.1 million in Q3.

NUMBER OF SALES

There were 17 sales in Q3 compared to 23 in Q2 and 13 in Q1. Lack of homes available for sale continues to keep the numbers low. There have been 77 new listings year-to-date compared to 95 in the same period last year.

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



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