

# 2020 LOS ALTOS HILLS 3<sup>RD</sup> QUARTER 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 3<sup>rd</sup> Quarter, 2020 – 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 23 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.

Despite the effects of Covid-19 during the past two quarters, the real estate market has been incredibly strong with many discovering new needs for how they live – more office and distance learning space plus space for fitness and recreation. **Having represented more than 196 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, or to find you the perfect home, even during this pandemic. Please contact me with any questions or for a market analysis of your home. It would be my pleasure to represent you.

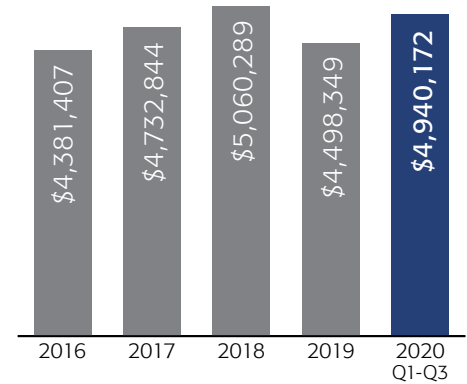
On a personal note, I am honored to be the **#1 Team in Los Altos/Los Altos Hills** having sold more homes here than any other agent last year and again this year. I attribute my success to a passion for selling homes for 23+ years, an in-depth knowledge of this community, and my incredible team who provide our clients with an unparalleled level of service in this industry.

Sincerely,

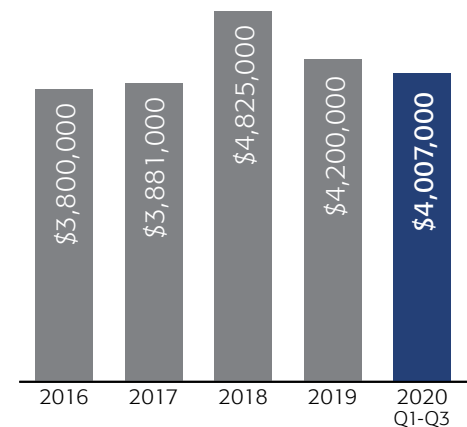
David Troyer



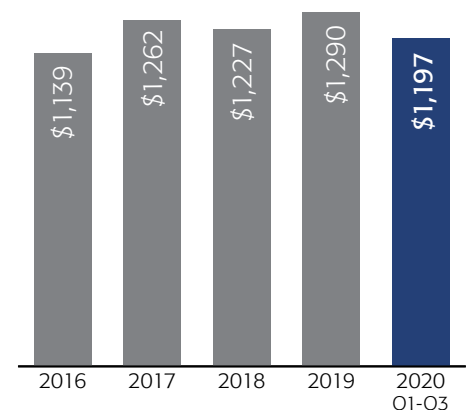
### Average Price



### Median Price



### Price per Sq. Ft.



# 2020 LOS ALTOS HILLS 3<sup>RD</sup> QUARTER REAL ESTATE REVIEW



Los Altos Hills commands the third highest prices in Silicon Valley in the 3<sup>rd</sup> Quarter 2020.

City	Average \$ through Q3
Atherton	\$8,300,057
Woodside	\$4,953,668
<b>Los Altos Hills</b>	<b>\$4,940,172</b>
Portola Valley	\$4,409,541
Monte Sereno	\$3,616,522
Los Altos	\$3,595,703
Palo Alto	\$3,404,661
Menlo Park	\$2,995,598
Saratoga	\$2,938,884
Los Gatos	\$2,350,892

## RECAP OF 3<sup>RD</sup> QUARTER 2020

- Number of sales strong
- 35 sales in Q3 compared to 17 in Q3 2019
- Average price YTD \$4,940,172, up 10% since 2019
- Median price YTD \$4,007,000, down 5% since 2019
- 34% in Q3 sold over list price

## PRICES

The **average price in the 3<sup>rd</sup> quarter** was \$5,170,779, which was 19% higher than the 2<sup>nd</sup> quarter but not as strong as the 1<sup>st</sup> quarter when it reached \$5,249,857. Year-to-date, the average price is up 10% since 2019.

The **median price**, at \$4,250,000 in the 3<sup>rd</sup> quarter, followed suit – 9% higher than the 2<sup>nd</sup> quarter and 4% lower than in the 1<sup>st</sup> quarter. These trends are a clear indication of the effect of Covid-19 that began at the end of the 1<sup>st</sup> quarter.

There were 35 sales in the 3<sup>rd</sup> quarter, **12 of which sold for more than list price**. On average, homes sold for 97.8% of list price.

The **highest end of the market was strong** with 2 sales over \$10 million and 14 sales over \$5 million; year-to-date, there have been 26 sales over \$5 million, including 5 for more than \$9 million.

**Price per square foot year-to-date, at \$1,197, fell** to its lowest level since 2016. In the 3<sup>rd</sup> quarter, the price per square foot was \$1,196, representing a 7% decline compared to last year.

## NUMBER OF SALES

There were **35 sales** reported through the Multiple Listing Service in the 3<sup>rd</sup> quarter 2020, compared to just 17 in the same quarter last year. There were no sales of vacant land.





## LENGTH OF TIME TO SELL



Because days on market were suspended this year during Shelter-in-Place (March 17 to May 1), those statistics are not included in this report, as it would not be an accurate representation.


## OUTLOOK

Home has never been more important and buyers continue to want to live in this incredibly desirable community with its excellent value for lot size, larger homes, and privacy – all more important than ever to buyers as they discover new needs for working from home and distance learning. The market has been incredibly resilient and I anticipate the number of sales to remain strong since Los Altos Hills can meet the need of today's buyers better than most surrounding communities. Because of Covid-19, there is no typical selling season this year and therefore it's not too late to get your home on the market and take advantage of this seller's market. 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.

## Q3 LOS ALTOS HILLS HOME SALES

ADDRESS	LIST PRICE	SALE PRICE
12355 Stonebrook Dr* 	\$18,800,000	\$10,750,000
26860 Robleda Ct 	\$10,500,000	\$10,500,000
24925 Oneonta Dr	\$9,998,000	\$9,450,000
12590 Miraloma Way* 	\$8,450,000	\$9,000,001
27466 Sunrise Farm Rd	\$8,488,000	\$7,770,000
13164 La Cresta Dr 	\$7,498,000	\$7,500,000
26991 Taaffe Rd	\$7,188,000	\$7,200,000
12167 Altamont Ct	\$7,188,000	\$6,850,000
25959 Alicante Ln	\$5,695,000	\$6,180,000
25608 Deerfield Dr	\$5,988,800	\$5,988,800
27866 Via Corita Way	\$5,288,000	\$5,825,000
12004 Adobe Creek Lodge Rd	\$5,988,000	\$5,700,000
25487 Adobe Ln	\$5,495,000	\$5,400,000
26886 Alejandro Dr	\$5,250,000	\$5,046,250
13010 E Sunset Dr	\$4,998,000	\$4,625,000
27693 Vogue Ct	\$4,495,000	\$4,560,000
11564 Arroyo Oaks Dr	\$4,398,000	\$4,398,000
26724 Palo Hills Dr	\$4,249,000	\$4,300,000

ADDRESS	LIST PRICE	SALE PRICE
25586 Willow Pond Ln	\$4,200,000	\$4,200,000
24288 Dawnridge Dr 	\$3,998,888	\$4,100,000
11035 Magdalena Rd	\$4,295,000	\$4,100,000
14381 Miranda Way	\$3,995,000	\$3,975,000
27177 Byrne Park Ln* 	\$3,998,000	\$3,910,000
12227 Colina Dr	\$3,488,000	\$3,910,000
12924 Brendel Dr	\$3,995,000	\$3,800,000
12897 Viscaino Pl	\$3,795,000	\$3,725,000
25560 Fernhill Dr	\$3,500,000	\$3,700,000
11275 Summit Wood Rd	\$3,988,000	\$3,685,000
12374 Melody Ln	\$3,950,000	\$3,675,000
11824 Hilltop Dr	\$3,688,000	\$3,500,000
12901 Tripoli Ct	\$3,699,999	\$3,400,000
25091 Tapa Way	\$3,198,000	\$3,225,000
14422 Liddicoat Cir	\$3,498,888	\$3,200,000
27369 Chaparral Way	\$2,995,000	\$3,000,000
14735 Saltamontes Way	\$2,300,000	\$2,300,000

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

## 2020 LOS ALTOS HILLS TRENDS SUMMARY

	# Of Sales	High \$	Low \$	Median \$	Average \$	Median Days
2020 Q1-Q3	71	\$11,500,000	\$2,300,000	\$4,007,000	\$4,940,172	14
2019	51	\$8,798,800	\$2,461,875	\$4,200,000	\$4,498,349	23
2018	70	\$10,075,000	\$2,450,000	\$4,825,000	\$5,060,289	20
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

\* 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, 2019**

**#17 NATIONALLY  
#3 in NORTHERN CALIFORNIA**  
*per The Wall Street Journal, 2020*

Your home is where our heart is



2020 LOS ALTOS HILLS 3<sup>RD</sup> QUARTER REVIEW

Average Price Over \$5 Million

34% Sold Over List Price in Q3

High End of Market Strong

## 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 (paid for by David Troyer) marketing program in the industry 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 23 years, David has specialized in Los Altos Hills home sales and for the past 20 years he has been the real estate agent of choice. Plus, David lives in Los Altos Hills
- And the #1 reason home sellers choose David... because no one has sold more Los Altos/Los Altos Hills homes than David Troyer

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

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