

2021 LOS ALTOS HILLS 3RD 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 3rd Quarter, 2021 – 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 24 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.

The Los Altos Hills market continues to be stronger than ever. In the 3rd quarter, prices and number of sales were the strongest quarter this year. In fact, the **average price exceeded \$6 million** for the first time reaching \$6,302,317.

On a personal note, I am honored to once again be the **#1 Realtor Team in Los Altos/Los Altos Hills**, selling more homes here in 2020 than any other agent. I attribute my success to a passion for selling homes, an in-depth knowledge of this community, and my incredible team members who provide our clients with an unparalleled level of service in this industry.

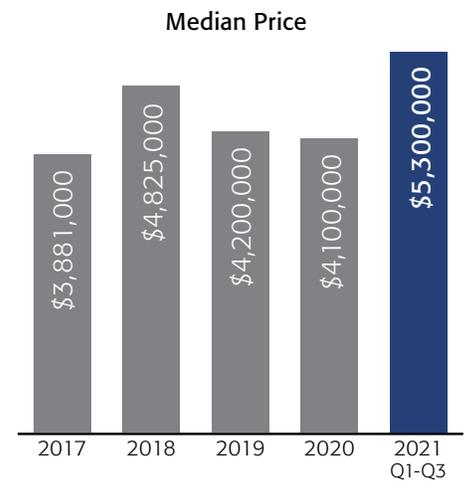
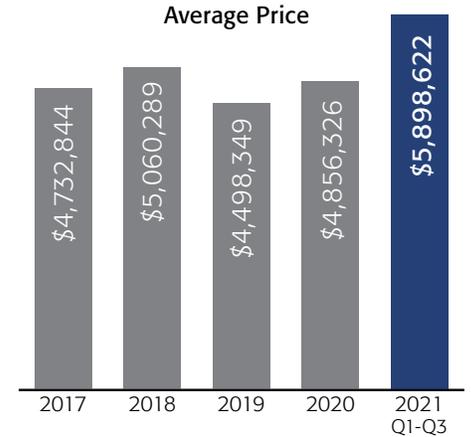
In today's market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **Having represented more than 215 buyers and sellers in Los Altos Hills**, I have the experience and knowledge that it takes to successfully sell your home still this year or next, or to find you the perfect home. If you're not ready to sell, we can also help you lease your home. It's all part of my team service. Please contact me with any questions and for a free market analysis of your home. It would be my pleasure to represent you.

Sincerely,

David Troyer



Sold by
David Troyer
in 2021



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Los Altos Hills commands the second highest prices in Silicon Valley through the 3rd Quarter 2021.

City	Average \$ through Q3
Atherton	\$9,296,945
Los Altos Hills	\$5,898,622
Woodside	\$4,986,135
Monte Sereno	\$4,210,116
Los Altos	\$4,207,708
Palo Alto	\$3,879,459
Portola Valley	\$3,761,614
Saratoga	\$3,630,287
Menlo Park	\$3,176,027
Los Gatos	\$2,809,533

RECAP OF 3RD QUARTER 2021

- Average price up 22% compared to Q3 2020
- Median price up 23% compared to Q3 2020
- Q3 average price exceeded \$6 million for first time
- Average YTD price up 21% compared to all of last year
- 54% sold over list price in Q3

NUMBER OF SALES

Sales remained very strong in the 3rd quarter and the highest quarter so far. There were 16 sales in the 1st quarter, 40 sales in the 2nd quarter, and **41 sales in the 3rd quarter**. This total of 97 sales through the 3rd quarter compares to 103 sales in all of last year.

PRICES

Record high prices were reached in the 3rd quarter of 2021. The **average price for the 41 homes sold was \$6,302,317** and the first time the average ever exceeded \$6 million. 5 homes sold between \$10 million and \$21 million and there were no homes sold for less than \$3.1 million. The average price in the 3rd quarter was 22% higher than the same quarter last year.

The **median price** in the 3rd quarter was **\$5,300,000**, representing a 23% increase compared to the same quarter last year.

The **price per square foot** in the 3rd quarter also reached a record high at \$1,412 – a 16% increase compared to all of 2020 when it was \$1,220.

There were 22 homes, or 54%, that sold for more than list price. On average, homes sold for 105.4% of list price – dramatically higher than the average of 97.3% in 2020.

LENGTH OF TIME TO SELL

We did not report days on market in the 2020 reports as they were suspended during Shelter-in-Place (March 17 to May 1) and it would not have been an accurate representation. This year, it is once again an important factor in analyzing the market. There were **21 homes that sold in less than 2 weeks** in the 3rd quarter; there were 6 that took longer than 100 days to sell and all had price adjustments prior to selling.

OUTLOOK

As I have said now for over one year, while during an ongoing pandemic, “home” remains ever so important to us all as we continue to adapt to new priorities in our lifestyles. Buyers want to live in this incredibly desirable community with our great schools, larger homes, and significantly larger lot sizes – all more important than ever especially for working from home. I remain bullish on the value of owning a home in Los Altos Hills. There is incredibly low inventory of homes for sale – just 18 on the MLS right now – and a huge demand from buyers, which continues to push prices upward. New stock market highs are giving buyers permission to be extra aggressive, and many buyers want to take advantage of the record-low interest rates as well while they can. It is a seller’s market indeed 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.

Q3 LOS ALTOS HILLS HOME SALES

ADDRESS	ACRES	LIST PRICE	SALE PRICE
10570 Blandor Way	1.3	\$22,000,000	\$21,000,000
23923 Jabil Ln	1.4	\$11,900,000	\$11,500,000
25755 Carado Ct	1.2	\$11,998,000	\$11,400,000
690 Loyola Dr	4.6	\$7,250,000	\$11,150,000
25380 Becky Ln	1.1	\$10,800,000	\$10,292,178
13936 Fremont Pines Ln	1.0	\$9,998,000	\$9,998,000
26201 Catharine Ct	1.5	\$7,998,000	\$9,050,000
12398 Stonebrook Dr	1.8	\$9,699,000	\$8,750,000
26270 Purissima Rd	2.1	\$7,850,000	\$7,520,000
11801 Francemont Dr	1.1	\$6,488,000	\$7,013,000
12345 Murietta Ln	1.5	\$7,250,000	\$6,900,000
10501 Berkshire Dr	1.1	\$6,875,000	\$6,900,000
25608 Deerfield Dr	0.3	\$6,998,000	\$6,875,000
25610 Frampton Ct	1.1	\$6,998,000	\$6,850,000
10650 Magdalena Rd	1.1	\$6,480,000	\$6,150,000
26171 Moody Rd	1.2	\$6,398,000	\$6,000,000
26660 Snell Ln	1.1	\$4,488,000	\$6,000,000
12195 Altamont Ct	1.3	\$4,998,000	\$5,610,000
13500 Country Way	1.3	\$4,999,000	\$5,400,000
26415 Anacapa Ct	 1.1	\$4,998,000	\$5,300,000
26636 Altamont Rd	1.0	\$4,495,000	\$5,300,000

ADDRESS	ACRES	LIST PRICE	SALE PRICE
12111 Hilltop Dr	 1.0	\$4,798,000	\$5,175,000
14965 Page Mill Rd	3.0	\$5,400,000	\$5,100,000
27446 Black Mountain Rd*	 1.0	\$3,999,998	\$4,805,000
14100 Berry Hill Ln	1.1	\$4,788,000	\$4,788,000
23715 Camino Hermoso Dr	1.6	\$5,385,000	\$4,540,800
26500 Purissima Rd	1.3	\$4,495,000	\$4,500,000
25275 Cantata Way	 1.1	\$3,798,000	\$4,425,000
27935 Altamont Cir	0.6	\$3,698,000	\$4,375,000
27181 Adonna Ct	1.0	\$3,895,000	\$4,300,002
25600 Frampton Ct	1.0	\$3,288,000	\$4,100,000
14266 Amherst Ct	1.1	\$3,695,000	\$4,000,000
26776 Almaden Ct	1.3	\$3,198,000	\$4,000,000
10737 Magdalena Rd	1.1	\$3,495,000	\$3,875,000
25558 Fernhill Dr	1.0	\$3,999,999	\$3,850,000
25566 Fernhill Dr	1.0	\$3,699,000	\$3,800,000
12200 S El Monte Rd	1.6	\$3,998,000	\$3,750,000
22580 Ravensbury Ave	 1.8	\$3,498,000	\$3,685,000
11519 Arroyo Oaks Dr	1.0	\$4,300,000	\$3,600,000
25201 La Loma Dr	1.1	\$2,995,000	\$3,600,000
24612 Olive Tree Ln	1.6	\$3,198,888	\$3,168,000

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

2021 LOS ALTOS HILLS TRENDS SUMMARY

	# Of Sales	High \$	Low \$	Median \$	Average \$	Median Days
2021 Q1-Q3	97	\$21,000,000	\$3,168,000	\$5,300,000	\$5,898,622	13
2020	103	\$12,740,000	\$1,575,000	\$4,100,000	\$4,798,836	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

* 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 LOS ALTOS/
LOS ALTOS HILLS, 2020**

**#2 LARGE TEAM, NORTHERN CALIFORNIA
#12 LARGE TEAM, UNITED STATES**

per The Wall Street Journal, 2021

Your home is where our heart is



2021 LOS ALTOS HILLS 3RD QUARTER REVIEW

Average exceeded \$6 million for first time

YTD average price up 21% since 2020

54% sold over list price in Q3

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 24 years, David has specialized in Los Altos Hills home sales and for the past 21 years he has been the real estate agent of choice
- And the #1 reason home sellers choose David... because no one sells 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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