

2024 MOUNTAIN VIEW CONDO/TOWNHOME REAL ESTATE REVIEW



THE TROYER GROUP

Dear Friends and Mountain View Homeowners:

I am pleased to present you with my *Mountain View Real Estate Review for Condo and Townhome Owners for 2024* – the most comprehensive and up-to-date report available. This information is designed to help you understand the market trends and property valuations in Mountain View, a town in which I have specialized in selling homes for 28 years. The data included in this report is based on sales of condos and townhomes that were publicly marketed through the Multiple Listing Service (MLS) and does not include any that were sold off-market in private sales.

While the **number of sales increased in 2024**, the biggest factor affecting the market continued to be the **few number of homes for sale**. Strong demand allowed prices to stay strong with a very slight increase in average price staying in the \$1.2 million range every year since 2018. **Buyer demand was strong** evidenced by how quickly homes sold (57% in 2 weeks or less) and by how many homes sold over list price (59%). Moving into 2025 there is a great deal of optimism, yet still a scarcity of homes for sale (there are just 11 condo/townhomes publicly for sale), which bodes well for sellers.

On a personal note, I am honored to once again be the **#1 Realtor in Mountain View** having sold more homes here than any other agent. I attribute my success to a passion for selling homes here for 28 years, an in-depth knowledge of this community, and my incredible team who provides our clients with an unparalleled level of service in this industry.

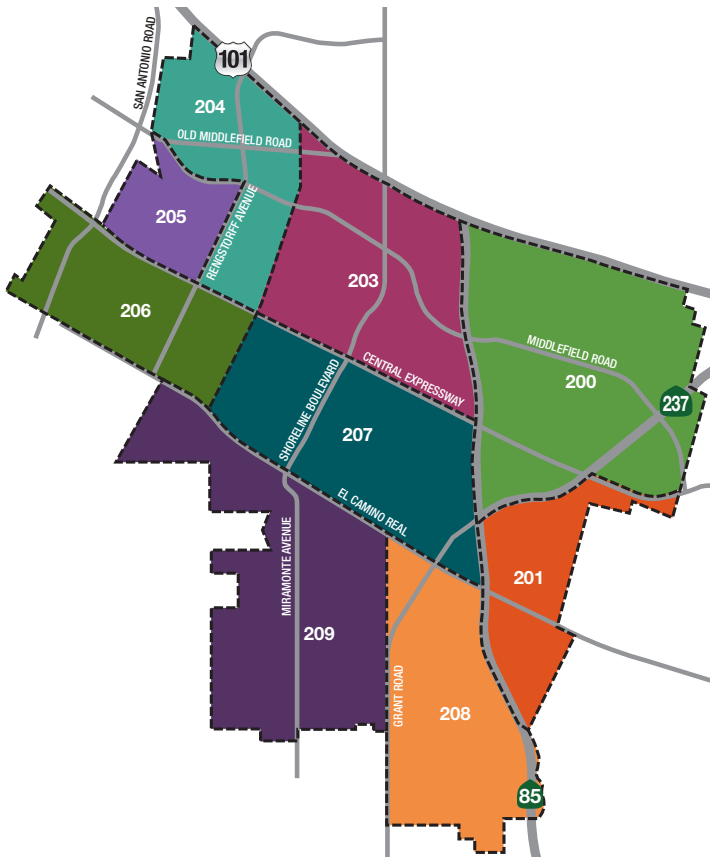
In today's market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **Having represented more than 591 buyers and sellers in Mountain View**, I have the experience and knowledge that it takes to successfully sell your home in 2025, or to find you the perfect home. We also provide leasing services to landlords looking for help finding a tenant for their rental property. We will create a customized marketing plan, make recommendations for light updates, handle showings, run credit checks, and prepare lease agreement documents. Please contact me with any questions on this or for a free market analysis of your home. It would be my pleasure to represent you in any of your real estate needs.

Sincerely,

David Troyer



2024 MOUNTAIN VIEW CONDO/TOWNHOME REAL ESTATE REVIEW



RECAP OF 2024

- Number of sales up 23%
- Average price up slightly; median price down slightly
- 59% sold for more than list price
- More than half sold in 2 weeks or less
- 8% sold for \$2 million or more
- 35% sold for less than \$1 million

NUMBER OF SALES

There were **280 sales of condos/townhomes** reported through the Multiple Listing Service in 2024, a significant **23% increase** from the previous year but still dramatically less than at the height of the pandemic in 2021. Sales were consistent throughout the year with 142 sales in the first half and 138 sales in the second half of the year.

There were an additional 255 single-family homes sold in Mountain View, which are not included in this report; however, I would be happy to send you my separate analysis of them if you are interested or you can download a copy at davidtroyer.com/MVreport.

PRICES

Once again, **prices held fairly steady in 2024**, having stayed in the \$1.2 million average price range every year since 2018. The **average price rose by less than 1%** to \$1,279,716 in 2024. The **median price dipped by 1.5%** but remained above \$1.3 million for the second year in a row.

The highest percentage of sales, **35%, were homes sold for more than \$1.5 million**. 30%, were in the price range of \$1 million to \$1.5 million, and 35% of the sales were for less than \$1 million.

There were 166 homes, or 59%, that sold over list price (compared to 55% the previous year). On average, condos/townhomes sold for 104% of list price, compared to 103% in 2023.

LENGTH OF TIME TO SELL

Homes sold fairly quickly in 2024. 99 homes, or 35% sold in one week or less; 160 homes, or 57%, sold in 2 weeks or less. There were, however, 67 homes that were on the market from 30 to 311 days before selling.

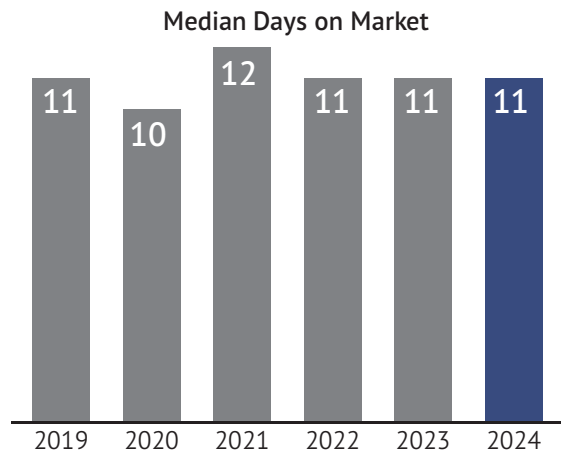
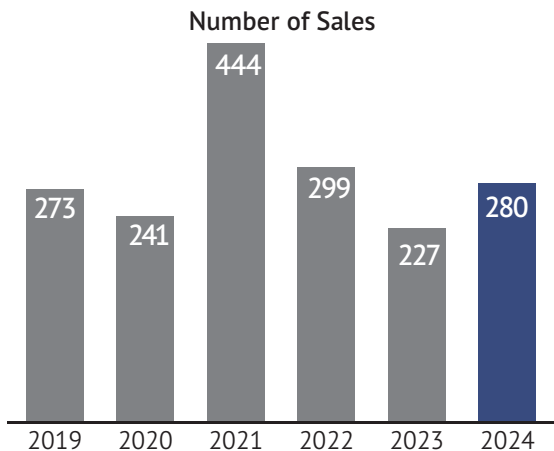
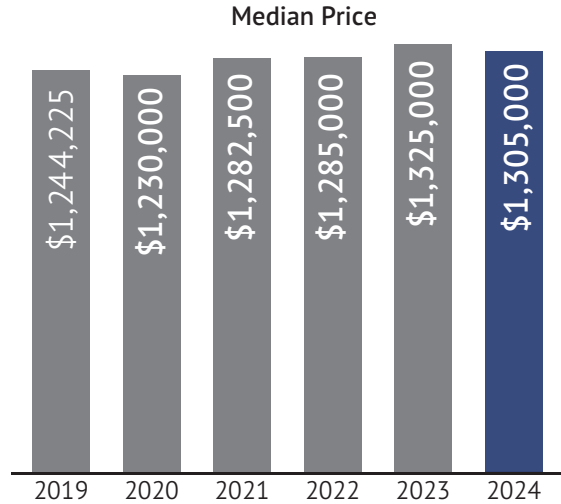
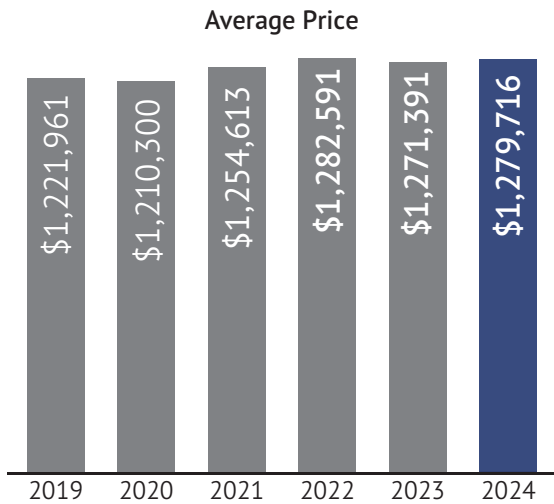
There was a direct **correlation between days on market and price**. For the 52 homes that were not accurately priced when listed and therefore required a price reduction, the average days on market was 72. All other homes had average days on market of just 15. Setting the correct price based on local market knowledge and market conditions is essential to obtaining maximum value and a timely sale.

Bed/Bath	Average Price per Sq. Ft.
1/1	\$839
1/1.5	\$888
2/1	\$826
2/1.5	\$1,011
2/2	\$861
2/2.5	\$1,052
3/1.5	\$979
3/2	\$943
3/2.5	\$1,083
3/3	\$1,059
3/3.5	\$1,100
4/2.5	\$1,047
4/3	\$1,070
4/3.5	\$1,087

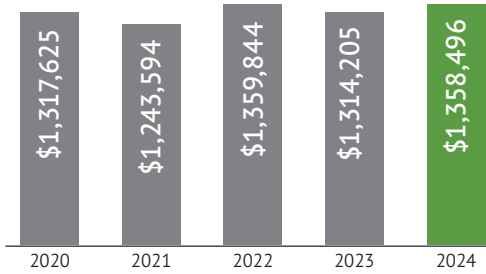
2024 MOUNTAIN VIEW CONDO/TOWNHOME SUMMARY BY AREA

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
200	Whisman	66	\$2,138,000	\$585,000	\$1,425,000	\$1,358,496	10
201	Sylvan Dale	7	\$1,760,000	\$670,000	\$830,000	\$1,164,714	21
203	North Shoreline	62	\$2,037,000	\$565,000	\$1,192,500	\$1,124,409	10
204	Rengstorff	51	\$2,215,000	\$430,000	\$1,620,000	\$1,597,289	10
205	Thompson	5	\$2,370,000	\$1,480,000	\$2,025,000	\$1,934,600	8
206	San Antonio	64	\$2,205,000	\$500,000	\$965,000	\$1,043,290	14
207	Downtown	16	\$2,428,000	\$637,250	\$1,242,500	\$1,334,009	16
208	Grant/Waverly Park	-	-	-	-	-	-
209	Miramonte	9	\$2,053,000	\$888,000	\$1,300,000	\$1,282,667	19
All of Mountain View		280	\$2,428,000	\$430,000	\$1,305,000	\$1,279,716	11

Data is based on sales reported to the Multiple Listing Service and does not include any off-market sales.



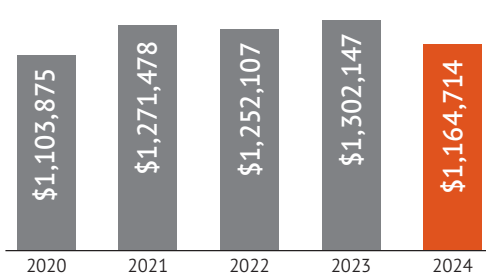
Average Sale Price



200 WHISMAN

This area had the highest number of sales in any area of Mountain View. There were 66 sales, which was up significantly from 53 sales in 2023. The average price was up 3% and almost to the record high in 2022. There were 3 sales above \$2 million and an impressive 70% of the homes sold over list price. Homes sold quickly with more than half selling in 10 days or less, yet there were 13 homes that took longer than 30 days to sell.

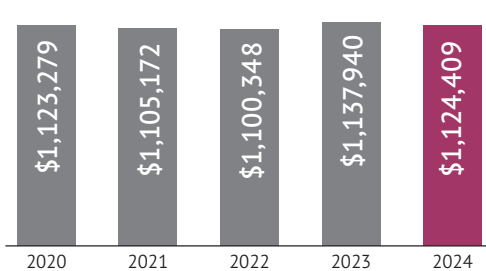
Average Sale Price



201 SYLVAN DALE

There were 7 sales here compared to 5 in 2023. Because 4 of the sales were for less than \$1 million, both the average and median prices were down. However, it is important to note that the 3 homes that sold well over \$1 million, each sold for more than list price and very quickly. The length of time on the market for the 7 homes varied from just 5 days to 311 days.

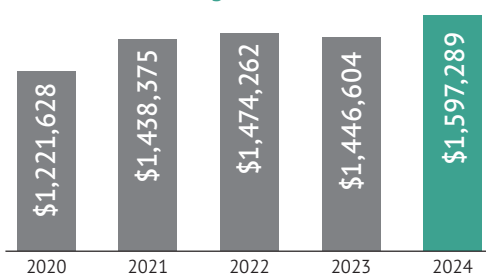
Average Sale Price



203 NORTH SHORELINE

Sales were very strong here with 62 sales, compared to 42 in 2023 and 50 in 2022. The average price was down just slightly from the record high in 2023. A new individual record high was reached at \$2,037,000, which sold for far more than list price. There were 38 homes, or 61%, that sold over list price. Only 16 homes sold for less than list price. The median days on market was 10, but it is notable that there were 13 homes that were on the market for more than 30 days.

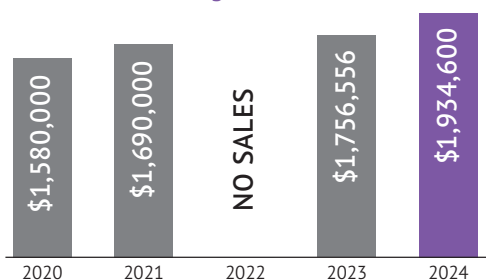
Average Sale Price



204 RENGSTORFF

There were 51 sales in this area, a 5.5% decline from 2023. The average price reached a record high exceeding \$1.5 million for the first time and representing a 10% increase. There were 9 sales for \$2 million or more, compared to just 3 in 2023. 63% of all sales were for more than list price and half of all sales were in 10 days or less.

Average Sale Price

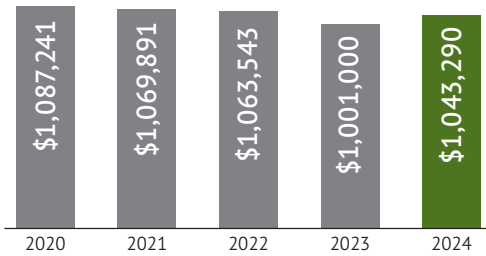


205 THOMPSON

This area has just a few townhome complexes so it is not uncommon for the number of sales to be low. There were 5 sales, 3 of which were at a new community and all of those sold over \$2 million. This resulted in a record high average price exceeding \$1.9 million and up 10% since 2023. All homes sold quickly with a median days on market of just 8 – the lowest of any area in this report.



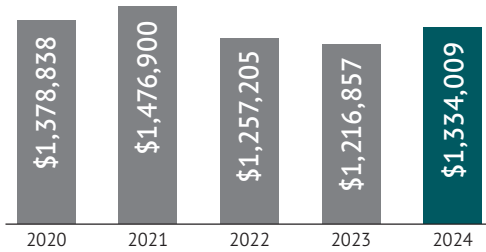
Average Sale Price



206 SAN ANTONIO

This area had the second-highest number of sales for any area in Mountain View. There were 64 sales, compared to just 44 in 2023 – a dramatic 45% increase. The average price was up slightly but still not to the records set during the pandemic. 52% of the homes sold over list price and half sold in 2 weeks or less. A record high individual sales price was reached at \$2,205,000.

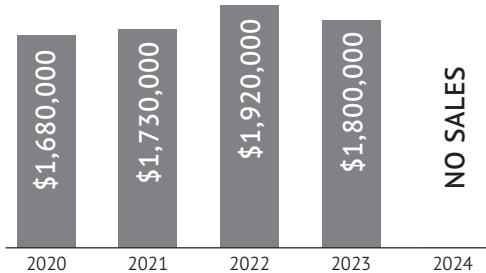
Average Sale Price



207 DOWNTOWN

Sales more than doubled in this area with 16 sales compared to just 7 in 2023. The average price was up 10% but still not to the record high set in 2021. There were 3 sales for more than \$2 million, including a record high individual sale at \$2,428,000. Homes varied for length of time on the market with 6 selling in one week or less and 5 taking longer than 30 days to sell.

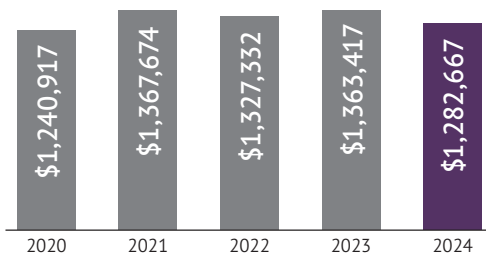
Average Sale Price



208 GRANT/WAVERLY PARK

There were no sales of condos/townhomes in this area and just one sale in 2023.

Average Sale Price



209 MIRAMONTE

There were 9 sales in this area, compared to 12 sales in each of the previous two years. 5 sales were for \$1.3 million or more, including one exceeding \$2 million, and 4 sales were for less than \$1 million. The average price was down 6% and below \$1.3 million for the first time since 2021. 3 homes sold for list price, 2 homes sold over list price, and 4 homes sold for less than list price.



DAVID'S 2024 MOUNTAIN VIEW SALES

*Represented the buyer **Represented the buyer and seller.



80 Towne Cir



342 Deerwood Ct



3912 Degree Ln



40 Tyrella Ct



60 Sheffield Ct



443 Lotus Ln



909 Arietta Dr



1950 San Luis Ave



182 Granada Dr



156 Granada Dr



742 Cottage Ct



1983 San Luis Ave #18



217 Ada Ave #9



938 Clark Ave #7



725 Mariposa Ave #207



255 S Rengstorff Ave #13



1645 Yale Dr



387 Martens Ave



2704 Wasatch Dr



1783 Drew Ave



208 Shumway Ln*



452 Whisman Park Dr



633 Charmain Cir



1155 Judson Dr**



1060 Boranda Ave



774 San Pablo Dr*



202 Thompson Ave



700 Farley St

DAVID TROYER #1 MOUNTAIN VIEW AGENT 2024



Why do more Mountain View home sellers choose David Troyer?

- 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 28 years, David has specialized in Mountain View home sales and for the past 25 years he has been the real estate agent of choice
- And the #1 reason home sellers choose David... because no one sells more Mountain view homes than David Troyer



THE TROYER GROUP

Your home is where our heart is

Selling a home can be stressful if you choose the wrong agent.

Be sure David Troyer is one of your choices to interview.

You have nothing to lose.

650.440.5076

WANT MORE REASONS?

Check out David's reviews on  and at davidtroyer.com



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DAVID TROYER #1 MOUNTAIN VIEW AGENT 2024



OUTLOOK... As shared in last year's report, my optimism for the 2024 real estate market prevailed, even in the face of higher interest rates and the uncertainty of a presidential election year. With a record-breaking stock market and the continued strength of Silicon Valley, I remain equally positive for the 2025 outlook.

I expect the year ahead to be a more balanced market, offering opportunities for both buyers and sellers. Property values are projected to show moderate growth, and the number of home sales is anticipated to increase at a steady pace.

Mortgage rates are forecasted to stabilize between 6.2% and 6.5% by the end of the year. Should rates dip below 6%, buyer confidence could strengthen further, encouraging more activity. However, in Silicon Valley, interest rates often have less impact than in other areas of the country. Buyers here frequently leverage substantial resources – whether cash reserves, equity from previous sales, or stock options – minimizing reliance on traditional financing. This unique dynamic means local market trends are shaped more by inventory levels, competition, and property desirability than by interest rate fluctuations.

For buyers, acting quickly on desirable homes will continue to be important particularly in competitive neighborhoods. Sellers, while still positioned in a favorable market, will find that strategic pricing and thoughtful preparation will be essential to achieving success – areas where The Troyer Group provides unparalleled expertise.

Your home is where our heart is



2024 MOUNTAIN VIEW CONDO/TOWNHOME REAL ESTATE

Average Sale Price Up Slightly

Number of Sales Increased

59% Sold Over List Price

As always, real estate is a deeply local business, with conditions varying significantly from one neighborhood to the next. By staying attuned to these local nuances and understanding the latest trends – guided by The Troyer Group, buyers and sellers can navigate the 2025 market with confidence. I remain optimistic on the long-term value of owning a home or condo/townhome in Mountain View, which continues to be one of the best places to live in the Bay Area. If you would like more information on any of the information in this report, or if you would like to discuss your specific real estate needs, please give me a call.

No one sells more homes in Mountain View than David Troyer. David represented buyers and sellers of 29 Mountain View homes in 2024 – more than any other agent. It's results like this that place David as the **#4 Medium Team in Northern California and #25 in the United States, per RealTrends, 2024.**

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