

2025 LOS ALTOS 1ST QUARTER REAL ESTATE REVIEW



THE TROYER GROUP

Dear Friends and Los Altos Homeowners:

I am pleased to present you with my *Los Altos Real Estate Review* for the 1st Quarter, 2025 – the most comprehensive and up-to-date report for Los Altos homeowners. This information is designed to help you understand the market trends and property valuations in Los Altos, a town in which I have specialized in selling homes for more than 29 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.

It was a remarkable 1st quarter with unprecedented price increases. Demand this year has been incredibly strong, yet the inventory of homes for sale was so low, which resulted in record high prices. In fact, **the average price in Los Altos reached almost \$6 million**. Confirming this demand were two main indicators: 67% of all sales were for more than list price and 74% sold in less than 2 weeks. Sellers are still reluctant to relinquish their low-interest loans, which has affected inventory. Despite the current economic instability (see my Outlook inside), buyers are drawn to Los Altos and it is still a seller's market.

On a personal note, I am honored to once again be the **#1 Realtor Team in Los Altos and #25 Medium Team in the United States**, per *RealTrends* June 2024. I attribute my success to a passion for selling homes here for more than 29 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.

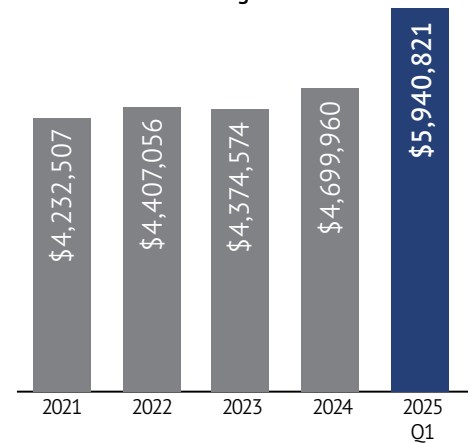
Having represented more than 841 buyers and sellers in Los Altos, I have the experience and knowledge that it takes to successfully sell your home, or to find you the perfect home. Please contact me with any questions and for a free market analysis of your home. It would be my pleasure to represent you

Sincerely,

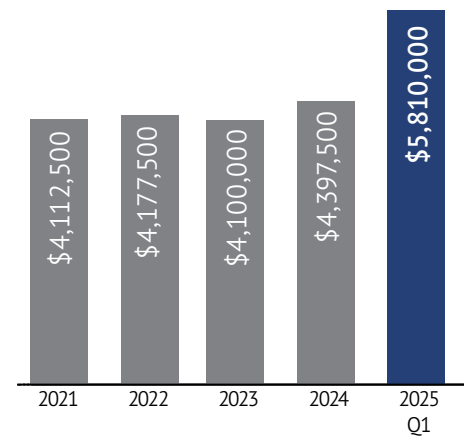
David Troyer



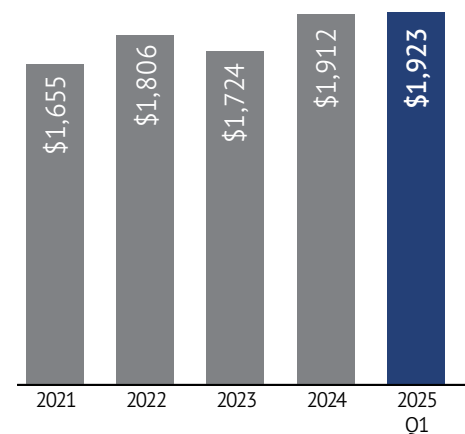
Average Price



Median Price



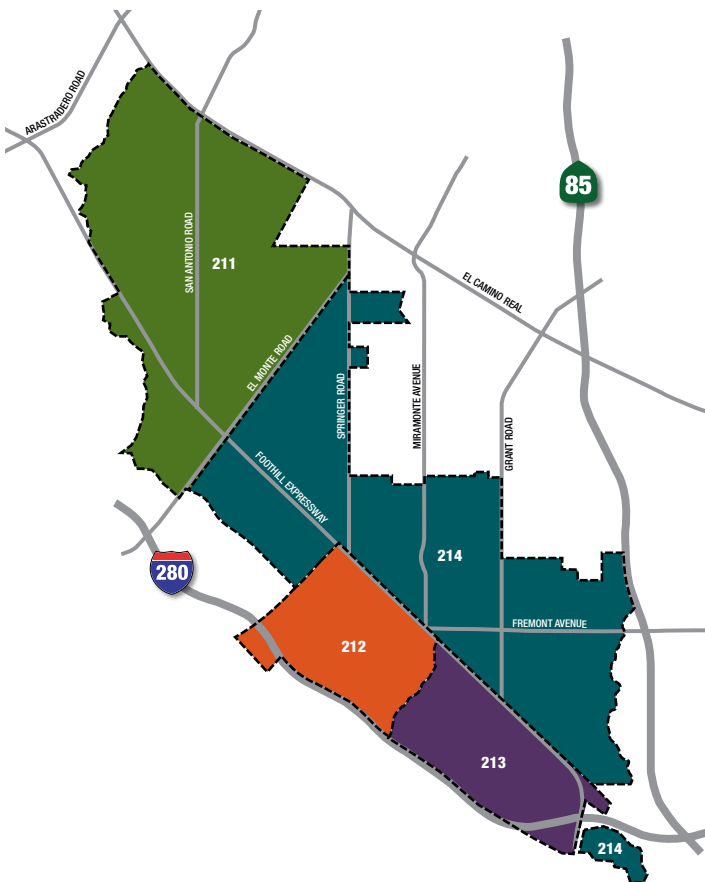
Price per Sq. Ft.



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RECAP OF 1ST QUARTER 2025

- Average Q1 price of \$5,940,821; up 26% compared to last year
- Median Q1 price of \$5,810,000; up 32% compared to last year
- 67% sold over list price in Q1
- 74% sold in less than 2 weeks in Q1
- 8 sales for more than \$7 million



NUMBER OF SALES

There were just **43 sales** of single-family homes reported through the Multiple Listing Service in the 1st quarter. This compares to 41 sales in the same quarter in 2023 and 38 in the 1st quarter of 2022. The low number of sales is directly related to the **few number of homes available for sale** and definitely not because of low demand.

In addition to the 43 single-family home sales, there was a sharp increase in the number of condo/townhome sales, with **19 condo/townhome sales**, compared to 4 in 1st quarter of 2024 and 2023. If you would like further details on condo/townhome sales this year, which are not included in this report, I would be happy to provide them to you.

PRICES

Staggering record-high prices were reached in Q1. The **average price** was almost \$6 million at \$5,940,821, a 26% increase just since last year. Attributing to this were 2 sales in the \$11 million range. Plus, there were only 3 sales for less than \$4 million.

The **median price also reached a record high** in the 1st quarter at \$5,810,000, a 32% increase compared to all of last year.

The **high end of the market was strong** with 8 homes selling for more than \$7 million. All but one of these sold in 3 weeks or less on the market and 3 of them sold for more than list price.

The number of homes that sold **over list price** was high with 29, or 67%.

The **price per square foot** in the 1st quarter was \$1,923 – a 2% decline compared to the 1st quarter of last year but still a **record high for the year**.

LENGTH OF TIME TO SELL

Homes sold **very quickly** in the 1st quarter with 37% selling in just 7 days or less and 74% selling in less than 2 weeks. On average, homes in the 1st quarter sold in 16 days.

OUTLOOK

As I reported to you at the beginning of the year in my annual report (find it at DavidTroyer.com/lareport), I anticipated a more balanced market this year, though with continued price growth. I did not anticipate the growth to be what it was in the 1st quarter, which was an unprecedented increase. As this report goes to print, there is a great deal of uncertainty in the financial markets as a result of the President's implementation of tariffs.

While it's too early to gauge the long-term impact, volatility in the stock market, shifts in consumer confidence, and potential increases in the cost of goods could influence buyer behavior in the coming months. However, real estate in Los Altos remains highly sought-after, and limited inventory continues to support strong pricing. Buyers may become more cautious, but the fundamentals of the local market – top schools, a thriving community, and proximity to major tech employers – remain key drivers of demand.

With **only 21 homes listed for sale** (plus 3 being discreetly marketed), **this is an exceptional opportunity to entrust your property sale to The Troyer Group.** Our team boasts a proven track record in preparing homes for sale and an unwavering commitment to securing expected prices or exceeding them. I encourage you to get in touch with me now to review your individual circumstances – as a seller or a buyer. There is never any obligation.

NORTH LOS ALTOS – 1ST QUARTER

- Record high average price \$6,321,206
- Average price up 27% since 2024
- 65% sold for more than list price

The average price in the 1st quarter was a record high of \$6,321,206, which was 27% higher than last year. There were 4 sales for more than \$7 million, including the highest price in Los Altos at \$11.7 million.

The median price of \$6,120,000 increased even more at 30% compared to last year when it was just \$4,705,000.

11 of the 17 homes sold, or 65%, sold for more than list price. The average price per square foot in North Los Altos in the 1st quarter was \$1,972, a decline of 1% compared to all of last year. Only 5 homes took longer than 2 weeks to sell.

COUNTRY CLUB – 1ST QUARTER

- Limited data with just 4 sales
- Record high average price of \$5,375,000
- 75% sold in 9 days or less

With only 4 sales in the 1st quarter, the limited data is not enough to determine trends for this year. Demand was strong with 3 homes selling for more than list price and one home selling at list price, despite having been on the market for 78 days.

The average price of \$5,375,000 was 14% higher than last year's average of \$4,730,824. The median price also reached a record high, up 13% from last year to \$4,950,000.

Three of the four homes sold in 9 days or less, marking this area as the lowest days on market in all of Los Altos.

LOS ALTOS SUMMARY BY AREA JANUARY – MARCH 2025

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
211	North Los Altos	17	\$11,700,000	\$3,100,000	\$6,120,000	\$6,321,206	8
212	Country Club	4	\$8,600,000	\$3,000,000	\$4,950,000	\$5,375,000	7
213	Highlands	3	\$5,200,000	\$4,160,000	\$4,180,000	\$4,513,333	10
214	South of El Monte	19	\$11,500,000	\$4,000,000	\$5,501,000	\$5,944,989	8
All of Los Altos		43	\$11,700,000	\$3,000,000	\$5,810,000	\$5,940,821	8

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

HIGHLANDS – 1ST QUARTER

- Limited data with just 3 sales
- Record high average and median prices
- Homes sold very fast

There were just 3 sales in the 1st quarter of 2025, about the same as in the 1st quarter of the previous two years. This limited data is not enough to determine any trends in this area at this time. All three homes sold for more than list price and in less than 3 weeks.

The record high average price of \$4,513,333 reflected a 3% increase compared to all of last year. The record high median price of \$4,180,000 reflected a 1% increase.

The average price per square foot was a dramatic record high at \$1,958, a 16% increase compared to last year.

SOUTH OF EL MONTE – 1ST QUARTER

- Record high average price \$5,944,989
- Average price up 29% since 2024
- 63% sold over list price

There were 19 sales and no homes sold for less than \$4 million; 7 homes sold for more than \$6 million and 3 sold for more than \$8 million.

The record high average price at \$5,944,989 was 29% higher than it was in all of 2024. The median price was 26% higher to a record high of \$5,501,000.

Price per square foot in the 1st quarter was an average of \$1,906, a decline of 1% compared to last year. 15 of the 19 homes sold in less than 2 weeks.

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DAVID TROYER

#1 LOS ALTOS TEAM, 2024

\$4.4B+ IN SALES

**More Los Altos 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 29 years, David has specialized in Los Altos home sales and for the past 26 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 homes than David Troyer

Selling a home can be stressful.

Be sure to contact David Troyer.

You have nothing to lose.

650.440.5076 | davidtroyer.com

Your home is where our heart is



2025 LOS ALTOS 1ST QUARTER REVIEW

Staggering Increase in Prices

Average Price Almost \$6 Million

67% Sold Over List Price

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