

2025 LOS ALTOS 1ST HALF 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 Half, 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.

Demand for homes in the 1st half was **exceptionally strong resulting in record-high prices** in Los Altos with **average and median prices exceeding \$5 million for the first time**. Confirming this demand were two main indicators: 71% of all sales were for more than list price and 76% sold in 2 weeks or less. Demand was also driven by the lack of inventory although it has risen compared to the last few years. Sellers were also still reluctant to relinquish their low interest rate loans. On the other hand, buyers were eager to own properties in this great town, making it an ideal seller's market.

On a personal note, I am honored to once again be the **#1 Realtor Team in Los Altos** and **#14 Large Team in the United States**, per *RealTrends* June 2025. 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.

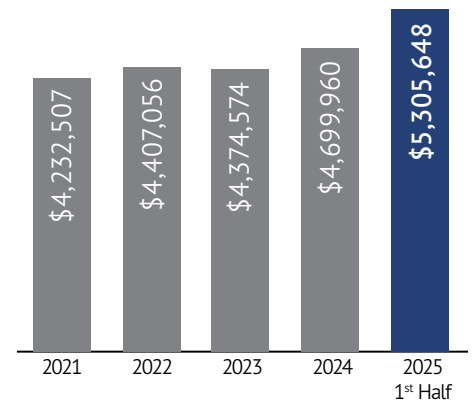
In today's market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience.

Having represented more than 856 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.

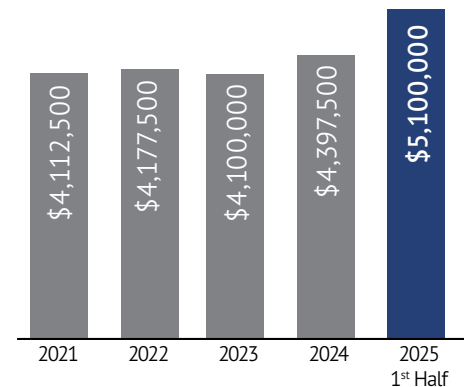
Sincerely,

David Troyer

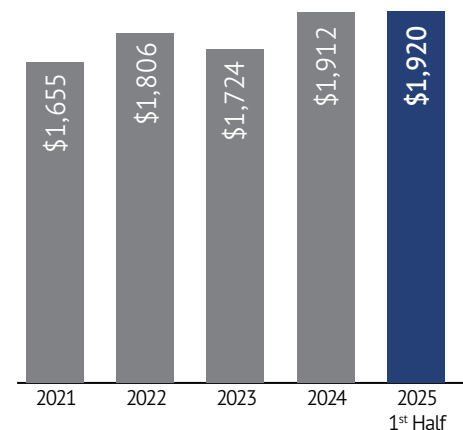
Average Price



Median Price



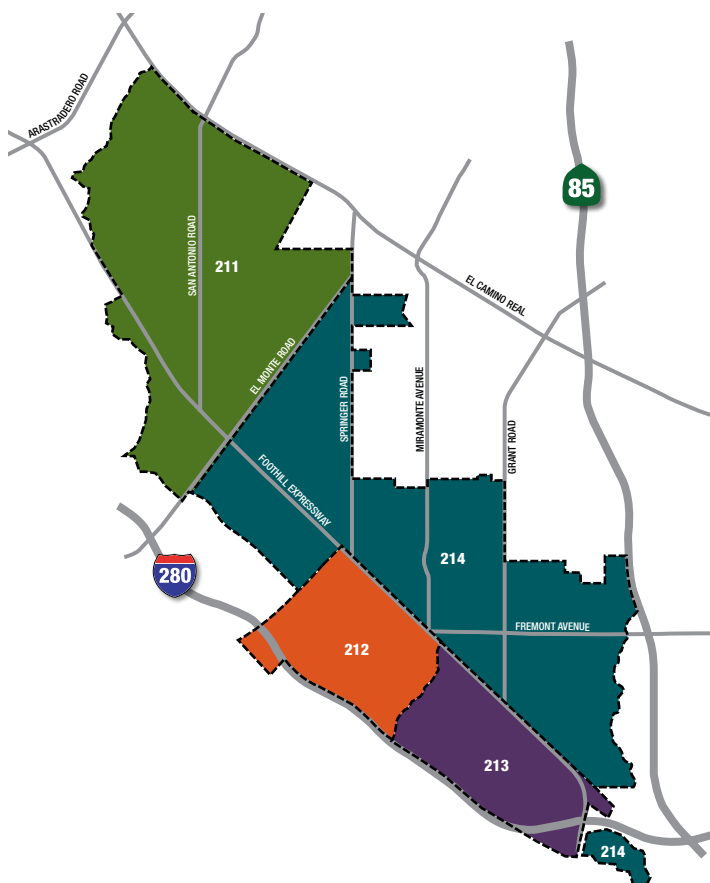
Price per Sq. Ft.



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RECAP OF 1ST HALF 2025

- Record high prices
- Average price exceeded \$5.3 million
- Median price exceeded \$5 million for the first time
- Homes sold very quickly
- 71% sold over list price



NUMBER OF SALES

There were **140 sales** of single-family homes reported through the Multiple Listing Service in the 1st half. This compares to 123 sales in the 1st half of 2024, and 97 sales in the first half of 2023. After years of declining inventory, **the number of homes available for sale has increased**, resulting in more sales.

In addition to the 140 single-family home sales, there were **37 condo/townhome sales**. 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

Prices reached record highs – again. The average increased 13% to \$5,305,648. The median price increased 16% in the 1st half to \$5.1 million, the first time reaching the \$5 million level. In both North and South Los Altos, both the average and median prices exceeded \$5 million. Contributing to this were 3 sales between \$11.5 million and \$12 million.

In the 1st half, there were 40 sales, or 29%, for more than \$6 million; only one home sold for less than \$2 million. 99 of the 140 sales, or **71%, sold for more than list price**, a far higher percentage than last year.

The **price per square foot in the 1st half was \$1,920 – a new record high.**

LENGTH OF TIME TO SELL

Strong demand was evidenced by how quickly homes sold. **76% sold in 2 weeks or less** and 38% sold in one week or less. Only 8% took longer than 30 days to sell.

OUTLOOK

As I reported to you in my 1st Quarter Report (find it at DavidTroyer.com/lareport), the market growth this year has exceeded my expectations. The 2nd quarter began with uncertainty in the financial markets due to global trade policy shifts. While some uncertainty remains, the stock market has since rebounded to new highs – a positive indicator for the real estate market, especially in our area. Based on the incredibly strong demand we have seen so far this year, I now expect the next several months to continue at this accelerated pace. Given the strong demand and limited inventory, **my outlook remains especially favorable for sellers in Los Altos.**

Los Altos continues to be one of the most desirable places to live in the Bay Area. The presence of excellent schools, a vibrant downtown area, and its convenient location make it a smart investment for buyers, which is why property prices remain high.

With **just 19 homes actively for sale** (and another 7 homes being privately marketed), now is an opportune time to list your home for sale with The Troyer Group. Our team has a proven track record of helping sellers prepare their homes for sale quickly and effectively, and we are committed to getting you your price or more. Please do not hesitate to contact us. You have nothing to lose.

NORTH LOS ALTOS – 1ST HALF

- Highest median and average sales prices in Los Altos
- 45 total sales, 28 in the 2nd quarter
- 89% sold for list price or more

The average price in the 1st quarter was \$6,321,206 and \$5,637,125 in the 2nd quarter resulting in a 1st half average price of \$5,895,559, which was 23% higher than the same period last year. There were 19 sales for more than \$6 million and 4 sales for more than \$8 million.

There were just 17 sales in the 1st quarter and 28 sales in the 2nd quarter. This low number was due to the few number of homes for sale.

A significant 76% of the homes in the 1st half sold for more than list price and another 13% sold at list price. The average price per square foot in North Los Altos in the 1st half was a new record at \$2,062. This is 5% higher than it was in the 1st half of 2024.

COUNTRY CLUB – 1ST HALF

- Median and average price down from 2024
- 9 of the 16 sales were in 9 days or less
- 10 of the 16 sales were for more than list price

There were 16 sales, compared to just 8 sales in the 1st half of 2024. Of the 16 sales, 10 were for more than list price, indicating a high level of demand. The average price, at \$4,640,250, was down 2% and the median price was down 10% compared to last year and falling below \$4 million. While not a record high for the area, there was one sale for \$8.6 million that sold for 12% over list price.

Of the 16 sales, 9 sold in 9 days or less, another clear indication of demand. Only one home sold for less than \$3 million. The average price per square foot was \$1,743 – a 3% increase compared to last year.

LOS ALTOS SUMMARY BY AREA JANUARY – JUNE 2025

Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
211	North Los Altos	45	\$11,700,000	\$3,100,000	\$5,710,000	\$5,895,556	8
212	Country Club	16	\$8,600,000	\$2,960,000	\$3,785,000	\$4,640,250	9
213	Highlands	14	\$5,500,000	\$3,000,000	\$4,010,500	\$4,068,864	10
214	South of El Monte	65	\$12,000,000	\$3,050,000	\$5,100,000	\$5,327,426	8
All of Los Altos		140	\$12,000,000	\$2,960,000	\$5,100,000	\$5,305,648	8

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

HIGHLANDS – 1ST HALF

- Median and average price down from 2024
- No sales for less than \$3 million
- 57% sold over list price

There were just 3 sales in the 1st quarter and then 11 sales in the 2nd quarter. The total of 14 sales compares to 12 sales in the 1st half of 2024. No homes sold for less than \$3 million. The average price, at \$4,068,864, was down 7% from 2024 and the median price at \$4,010,500 was down 3%. Only 10 years ago, the average and median price were less than \$2 million.

Of the 14 sales, 8 were for more than list price. Only 2 homes took longer than 3 weeks to sell.

The average price per square foot in the 1st half was \$1,771, which was a record high and 5% higher than it was last year.

SOUTH OF EL MONTE – 1ST HALF

- Average and median price each over \$5 million
- Average and median price each up 17%
- 72% sold over list price

Sales increased to 65 in the 1st half of 2025 from 56 in the 1st half of 2024. There were just 19 sales in the 1st quarter and then 46 sales in the 2nd quarter. Prices reached dramatic new highs exceeding \$5 million for the first time.

Of the 65 sales, 47, or 72%, sold over list price. Another clear indication of demand was how quickly homes sold – 82% sold in 2 weeks or less. There were 2 sales for more than \$11 million and no sales for less than \$3 million.

Price per square foot in the 1st half was \$1,897, which was a new record high.

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DAVID TROYER

#1 LOS ALTOS TEAM 2010-2024

\$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 over 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 has sold 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 HALF REVIEW

Record High Average and Median Price

Average and Median Price Exceed \$5 Million

71% Sold Over List Price

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