

2025 LOS ALTOS HILLS 1ST HALF REAL ESTATE REVIEW



THE TROYER GROUP

Dear Friends and Los Altos Hills Homeowners:

I am pleased to present you with my *Los Altos Hills Real Estate Review* for the 1st Half, 2025 – 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 where I live and have specialized in home sales for 29 years. The data included in this report is based on sales of 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 Hills with the **average price exceeding \$6.3 million for the first time**. Confirming this demand were two main indicators: 55% of all sales were for more than list price and 72% 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/Los Altos Hills** 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.

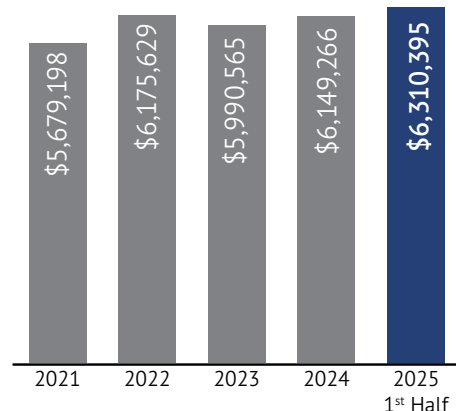
In today's market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **I represented more sales in the 1st Half, by far, than any other individual agent or team. Having represented more than 243 total buyers and sellers in Los Altos Hills**, 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,

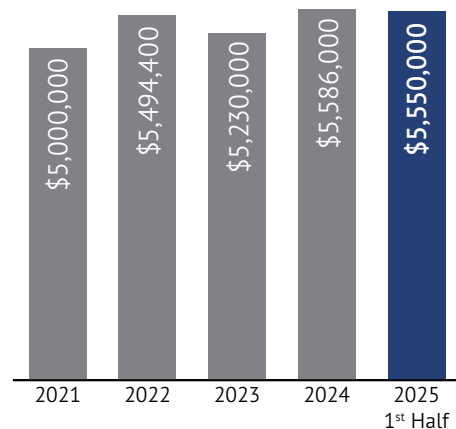
David Troyer



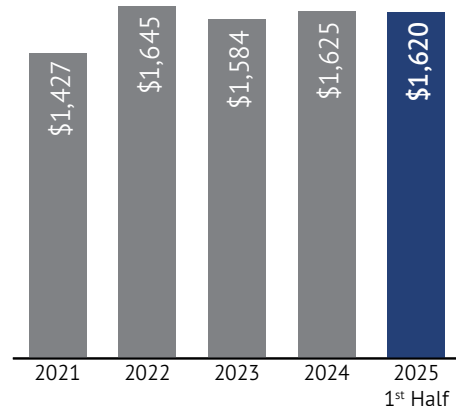
Average Price



Median Price



Price per Sq. Ft.



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RECAP OF 1ST HALF 2025

- Record high average price over \$6.3 million
- Average price up 3%
- Median price down less than 1%
- 3 sales for more than \$12 million
- 55% sold over list price
- 72% sold in less than 2 weeks



Los Altos Hills commanded the second highest prices in Silicon Valley through the 1st Half 2025.

City	Average \$ through Q2
Atherton	\$11,918,371
Los Altos Hills	\$6,310,395
Woodside	\$5,567,414
Los Altos	\$5,305,648
Portola Valley	\$5,241,865
Monte Sereno	\$5,088,952
Palo Alto	\$4,614,705
Saratoga	\$4,509,885
Menlo Park	\$3,711,774
Los Gatos	\$2,992,276

NUMBER OF SALES

There were 47 sales in the 1st half, with only 17 in the 1st quarter, as reported through the Multiple Listing Service. The 1st half sales of 47 compares to 33 sales in the 1st half of 2024 and 28 in the 1st half of 2023. The **number of new listings was up 23%** compared to the same period last year.

PRICES

Along with a 42% increase in the number of sales came a **record high average price**. The average price was \$6,310,395, a 3% increase since last year and 2% higher than the previous record high set in 2022 during the pandemic. **The median price was down less than 1% to \$5,550,000 compared to last year.**

Contributing to the increase in average price was the high end of the market, which was strong with 3 sales between \$12 million and \$15 million. There were an additional 7 sales between \$8 million and \$10 million; there was only one sale for under \$3 million. **55% of the sales were for more than list price.** This compares to 42% in the same period last year.

The price per square foot in the 1st half was \$1,620 – just slightly lower than last year when it was \$1,625.

LENGTH OF TIME TO SELL

Homes sold much more quickly than last year. **72% sold in 2 weeks or less**, and only **19% took longer than 30 days to sell.**




OUTLOOK

As I reported to you in my 1st Quarter Report (find it at DavidTroyer.com/lahreport), 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 Hills.**

Los Altos Hills continues to be one of the most desirable places to live in the Bay Area and commands the second highest prices. The presence of excellent schools 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.

2025 2ND QUARTER LOS ALTOS HILLS HOME SALES

ADDRESS	BEDS/BATHS	SQ. FT.	ACRES	LIST PRICE	SALE PRICE	PRICE/SQ. FT.	LIST PRICE VS. SALE PRICE	DOM
13431 Wildcrest Dr	6/6+	7,154	1.35	\$15,000,000	\$15,000,000	\$2,097	100.00%	14
11921 Hilltop Dr	 4/4+	6,332	1.21	\$12,500,000	\$12,035,000	\$1,901	96.28%	8
26700 Palo Hills Dr	5/4.5	4,887	0.96	\$9,498,000	\$9,518,800	\$1,948	100.22%	8
11991 Murietta Ln	5/5.5	5,572	1.16	\$9,250,000	\$8,683,000	\$1,558	93.87%	54
10560 Blandor Way	4/5.5	5,421	1.31	\$9,200,000	\$8,500,000	\$1,568	92.39%	0
13331 Wildcrest Dr	4/5+	4,931	1.08	\$8,398,000	\$8,500,000	\$1,724	101.22%	8
25850 Westwind Way	5/4.5	4,873	1.26	\$8,188,000	\$8,188,888	\$1,680	100.01%	14
25611 Vinedo Ln	5/4.5	5,074	1.07	\$8,588,000	\$8,100,000	\$1,596	94.32%	98
27161 Moody Rd	5/4+	4,800	3.00	\$8,000,000	\$7,600,000	\$1,583	95.00%	55
25600 Willow Pond Ln	 4/5	5,219	1.01	\$7,498,000	\$7,000,000	\$1,341	93.36%	37
12580 La Cresta Dr	 5/5.5	8,000	1.03	\$6,800,000	\$6,500,000	\$813	95.59%	8
11525 Old Ranch Ln	 4/3.5	3,306	1.03	\$5,998,000	\$6,154,000	\$1,861	102.60%	7
27885 Fawn Creek Ct	4/3.5	3,793	1.25	\$4,988,000	\$6,150,000	\$1,621	123.30%	7
26896 Alejandro Dr	 4/3	2,919	1.20	\$5,998,000	\$6,018,000	\$2,062	100.33%	33
27696 Vogue Ct	 5/3.5	4,073	1.00	\$5,698,000	\$5,700,000	\$1,399	100.04%	8
26666 Laurel Ln	4/3.5	3,494	1.08	\$5,388,000	\$5,500,000	\$1,574	102.08%	8
13735 Paseo Del Roble Dr	4/3.5	4,346	4.12	\$5,495,000	\$5,395,000	\$1,241	98.18%	16
23641 Camino Hermoso Dr	5/3.5	4,044	1.52	\$5,495,000	\$5,335,000	\$1,319	97.09%	100
27261 Sherlock Rd	5/3.5	3,456	2.00	\$4,988,000	\$5,150,000	\$1,490	103.25%	12
26885 Taaffe Rd	 4/3	3,031	1.24	\$4,795,000	\$5,100,000	\$1,683	106.36%	8
25900 Vinedo Ln	4/3	2,476	1.11	\$4,329,000	\$5,028,000	\$2,031	116.15%	7
12769 Dianne Dr	4/3	2,939	1.12	\$4,550,000	\$4,625,000	\$1,574	101.65%	18
13385 La Cresta Dr	4/2.5	2,443	1.37	\$4,798,000	\$4,600,000	\$1,883	95.87%	9
26928 Elena Rd	3/2	1,793	1.08	\$4,188,888	\$4,500,000	\$2,510	107.43%	4
12510 Minorca Ct	5/4.5	5,546	1.48	\$3,988,000	\$4,150,000	\$748	104.06%	8
26350 Taaffe Rd	4/2.5	2,699	1.79	\$4,498,000	\$4,100,000	\$1,519	91.15%	9
22580 Ravensbury Ave	3/2	2,443	1.76	\$3,998,000	\$4,000,000	\$1,637	100.05%	39
10575 Berkshire Dr	3/2	1,787	1.13	\$3,200,000	\$3,500,000	\$1,959	109.38%	9
10531 Magdalena Rd	3/3	2,691	1.10	\$3,088,000	\$3,000,000	\$1,115	97.15%	25
27440 Elena Rd	4/2	1,635	2.12	\$2,495,000	\$2,500,000	\$1,529	100.20%	11

 Sold by The Troyer Group

Information provided from MLS.

2025 LOS ALTOS HILLS TRENDS SUMMARY

	# Of Sales	High \$	Low \$	Median \$	Average \$	Median Days
2025 1ST H	47	\$15,000,000	\$2,500,000	\$5,550,000	\$6,310,395	9
2024	79	\$14,000,000	\$2,900,000	\$5,586,000	\$6,149,266	16
2023	54	\$16,250,019	\$2,530,000	\$5,230,000	\$5,990,565	11
2022	76	\$19,000,000	\$3,100,000	\$5,494,400	\$6,175,629	9
2021	128	\$21,000,000	\$2,750,000	\$5,000,000	\$5,679,198	11
2020	103	\$12,740,000	\$1,575,000	\$4,100,000	\$4,798,836	14
2019	53	\$8,798,800	\$2,400,000	\$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

*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 LOS ALTOS/LOS ALTOS
HILLS TEAM 2024**
\$4.4B+ IN SALES

Your home is where our heart is



2025 LOS ALTOS HILLS 1ST HALF REVIEW

Record High Average Price
3 Sales for More Than \$12 Million
55% Sold Over List Price

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 29 years, David has specialized in Los Altos Hills 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/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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