# 2025 LOS ALTOS 3RD 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 3rd 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.

Demand this year has been incredibly strong driven by the lack of inventory. While the average price by quarter this year has declined, overall the **average price year-to-date is another record high exceeding $5 million**. Also confirming demand were two main indicators: 54% of all sales were for more than list price and 74% sold in 2 weeks or less. Sellers continue to be reluctant to relinquish their low-interest loans but buyers are more eager than ever with lower mortgage rates and record-high stock prices. Los Altos is such a great town and it is a seller's market.

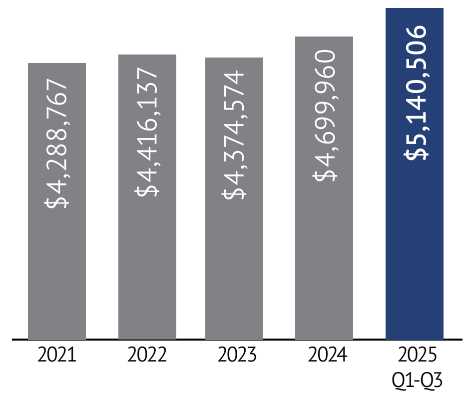
On a personal note, I am honored to once again be the **#1 Realtor Team in Los Altos and #14 Large Team in the United States**, per *RealTrends*, June 2025. I attribute my success to a passion for selling homes here for more than 29 years, an in-depth knowledge of this community, and my incredible team 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 867 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.

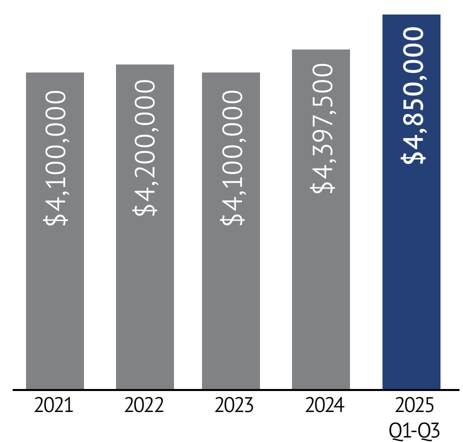
Sincerely,

David Troyer

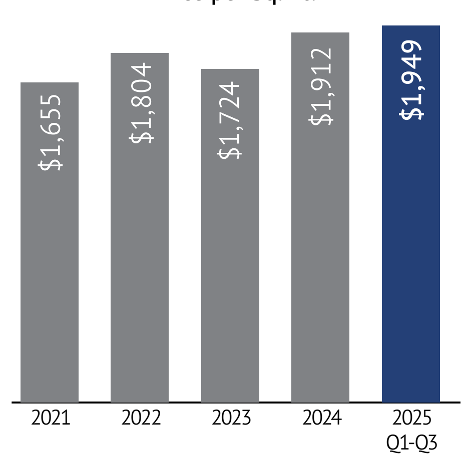
**Average Price**




**Median Price**



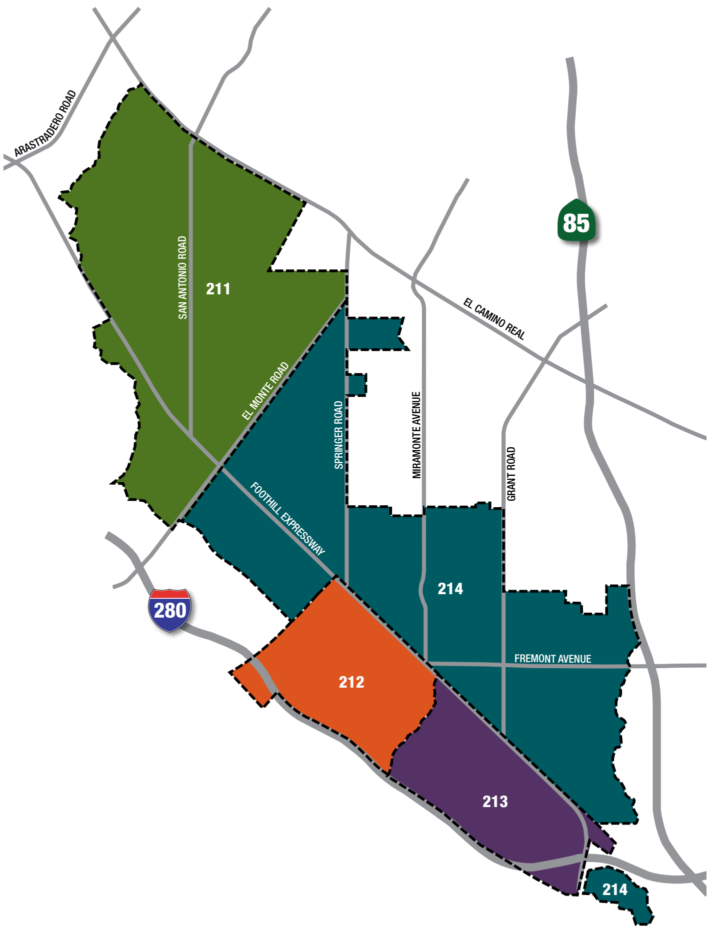

**Price per Sq. Ft.**



# 2025 LOS ALTOS 3RD QUARTER REAL ESTATE REVIEW

## RECAP OF 3RD QUARTER 2025

- Average Q3 price of $4,847,514; down 2% compared to Q3 last year
- 54% sold over list price in Q3
- 74% sold in 2 weeks or less in Q3
- 7 sales for more than $7 million in Q3 compared to 8 in Q3 last year
- YTD average price up 9% compared to all of last year




## NUMBER OF SALES

There were 43 sales in the 1st quarter, 98 sales in the 2nd quarter, and **70 sales in the 3rd quarter**. This total of 211 sales through the 3rd quarter compares to 199 sales in the same period last year – a 6% increase.

In addition to the 70 single-family home sales in the 3rd quarter, there were **14 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

The **average price for the 70 homes sold in the 3rd quarter was $4,847,514**. 7 homes sold for more than $7 million and 23 homes sold for more than $5 million. The Troyer Group is honored to have **represented the buyer of the most expensive home sold** at $10.4 million. Only 3 homes sold for less than $3.3 million.

The **average price in the 3rd quarter was down 2%** compared to the same quarter last year and down a significant 18% from the 1st quarter high this year, when it was almost $6 million. Year-to-date through the 3rd quarter, the average price of $5,140,506 **was up 9% compared to all of last year**.

The **median price in the 3rd quarter was $4,312,500**, representing a 6% decline compared to the same quarter last year. Year-to-date through the 3rd quarter, **the median price of $4,850,000 was up 10% compared to all of last year**.

The **price per square foot** through the 3rd quarter was **$2,006** – a 5% increase compared to all of 2024 and the first time exceeding $2,000 per square foot.

**There were 38 homes, or 54%, that sold for more than list price** in the 3rd quarter. On average, homes in the 3rd quarter sold for 105% of list price.

## LENGTH OF TIME TO SELL

**Homes sold very quickly** in the 3rd quarter with half selling in just 8 days or less and 74% selling in 2 weeks or less. On average, homes in the 3rd quarter sold in 14 days.

## OUTLOOK

As noted in my 1st Half Report (find it at DavidTroyer.com/lareport), Los Altos home values reached record highs in the first half. Since then, average prices have moderated slightly each quarter, following a remarkable multi-year climb that began in 2019. **This recent adjustment reflects a normalization after exceptional growth, not a downturn**. Even with this easing, prices remain among the highest ever recorded for Los Altos and we are seeing homes selling for more than $1 million over list price and with up to 20 offers.

Steady demand, limited inventory, and strong buyer confidence continue to define the local market. While the pace of appreciation has slowed, Los Altos real estate remains a premier investment supported by enduring desirability, excellent schools, and Silicon Valley's ongoing strength.

With **just 17 homes for sale**, 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 – 3RD QUARTER

- **Average price $5,432,983**
- **Average price YTD up 14% since 2024**
- **56% sold for more than list price**

The average price in the 3rd quarter was $5,217,138, down from $5,529,983 in the 2nd quarter, and $6,321,206 in the 1st quarter. 14 homes, or 56%, sold for $5 million or more and only 1 home sold for less than $3 million. The average price year-to-date in North Los Altos, of $5,685,276, was 14% higher than it was in all of 2024.

There were 25 sales in the 3rd quarter, compared to 29 sales in the 2nd quarter, and 17 sales in the 1st quarter. 56% of the homes sold for more than list price. Only 5 homes took longer than 3 weeks to sell.

The average price per square foot in North Los Altos in the 3rd quarter was $2,300. This was 16% higher than it was in all of 2024.

## COUNTRY CLUB – 3RD QUARTER

- **Average price in Q3 of $5,263,333**
- **Only 3 sales; 2 sold in just 1 week**
- **Average price YTD up just slightly since 2024**

There were 3 sales in the Country Club in the 3rd quarter, with a range of prices from $3,600,000 to $8,200,000. There were 10 sales in the 2nd quarter and 4 sales in the 1st quarter. The 3rd quarter average price was $5,263,333 and the median price was $3,990,000.

The average price year-to-date through the 3rd quarter was $4,738,632, representing a slight increase since 2024.

1 of the 3 homes, the most expensive one at $8,200,000, sold for 2.5% more than list price. On average, the homes sold for 99% of list price.

The average price per square foot in the Country Club in the 3rd quarter was $1,721. This was 4% higher than it was in all of 2024.

## LOS ALTOS SUMMARY BY AREA JANUARY – SEPTEMBER 2025

| Area Number | Area | # of Sales | High $ | Low $ | Median $ | Average $ | Median Days |
|---|---|---|---|---|---|---|---|
| 211 | North Los Altos | 71 | $11,700,000 | $2,530,000 | $5,500,000 | $5,685,276 | 8 |
| 212 | Country Club | 19 | $8,600,000 | $2,960,000 | $3,800,000 | $4,738,632 | 9 |
| 213 | Highlands | 25 | $5,500,000 | $3,000,000 | $3,997,500 | $4,069,413 | 9 |
| 214 | South of El Monte | 96 | $12,000,000 | $2,820,000 | $4,675,463 | $5,096,071 | 8 |
| | **All of Los Altos** | **211** | **$12,000,000** | **$2,530,000** | **$4,850,000** | **$5,140,506** | **8** |

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

## HIGHLANDS – 3RD QUARTER

- **Average price in Q3 of $4,070,112**
- **7 of the 11 homes sold over list price in Q3**
- **Average price YTD down 7% since 2024**

Sales were strong in the 3rd quarter with 11 sales between $3,605,000 and $5,375,000. There were 9 sales in the 2nd quarter and 7 sales in the 1st quarter. Year-to-date through the 3rd quarter, the average price of $4,069,413 was down 7% compared to all of 2024.

7 of the 11 homes sold in the 3rd quarter sold for more than list price. On average, homes sold for 107% of list price.

The price per square foot in the Highlands in the 3rd quarter was $1,771, which was 5% higher than all of 2024.

## SOUTH OF EL MONTE – 3RD QUARTER

- **Average price in Q3 was $4,610,973**
- **Average price YTD over $5 million**
- **52% sold over list price in Q3**

The average price in the 3rd quarter was $4,610,973, compared to $5,072,345 in the 2nd quarter and $5,944,989 in the 1st quarter. Year-to-date, the average price of $5,096,071 was 11% higher than it was in all of 2024.

There were 31 sales in the 3rd quarter; 5 sales were for more than $6 million and there was just 1 sale for less than $3 million. Of the 31 sales, 52% sold for more than list price. On average, homes sold for 104% of list price.

Average price per square foot in the 3rd quarter was $1,880, which was 3% lower than all of last year.

2025 LOS ALTOS
3RD QUARTER REAL ESTATE REVIEW
David Troyer • Intero
496 First Street, Suite 100 • Los Altos, CA 94022

PRSRT STD
U.S. Postage
PAID
San Francisco, CA
Permit No. 2001



DAVID TROYER

## #1 LOS ALTOS TEAM 2010-2024

## $4.4B+ IN SALES

Your home is where our heart is

THE TROYER GROUP

## 2025 LOS ALTOS 3RD QUARTER REVIEW

Average Price in Q3 Lowest This Year

Average Price YTD Up 9% Since 2024

54% Sold For More Than List Price

### 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**

DAVID TROYER Lic. #01234450
650.440.5076 | DAVID@DAVIDTROYER.COM

INTERO
A Berkshire Hathaway Affiliate

DAVIDTROYER.COM

FOLLOW US!