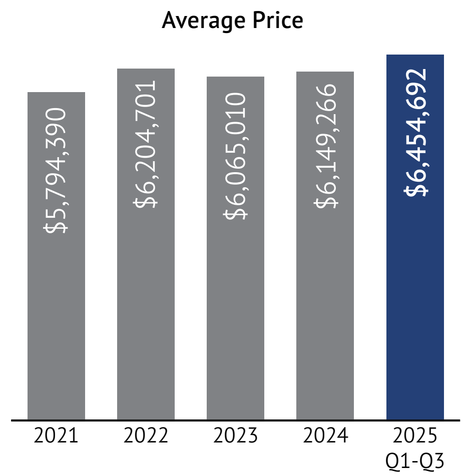
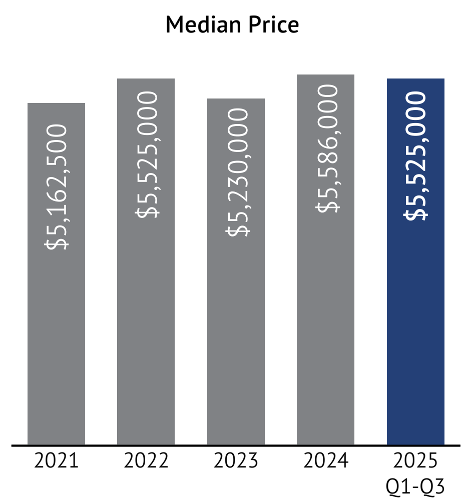
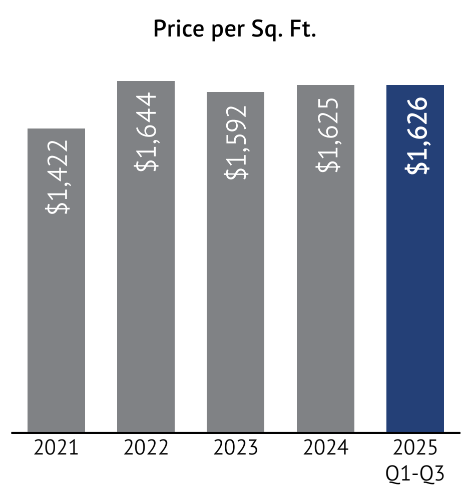
2025 LOS ALTOS HILLS 3RD QUARTER REAL ESTATE REVIEW

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 3rd Quarter, 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 in which I live and have specialized in selling homes 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 first three quarters was exceptionally strong resulting in record-high prices in Los Altos Hills, with the average price exceeding $6.6 million in the 3rd quarter. Confirming this demand were these main indicators: 45% of all sales were for more than list price, 58% sold in 2 weeks or less, and there were 5 sales for more than $10 million. Demand was also driven by the lack of inventory due to sellers 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. **Having represented more than 245 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

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RECAP OF 3RD QUARTER 2025

- Record-high average price
- Average price in Q3 up 5% compared to 2024
- Median price in Q3 down 1% compared to 2024
- 5 sales over $10 million in Q3
- 45% sold over list price in Q3

Los Altos Hills commanded the second highest prices in Silicon Valley through the 3rd Quarter 2025.

City	Average $ through Q3
Atherton	$11,159,650
Los Altos Hills	**$6,454,692**
Woodside	$6,272,449
Portola Valley	$5,168,891
Los Altos	$5,140,506
Monte Sereno	$4,961,158
Palo Alto	$4,695,393
Saratoga	$4,565,689
Menlo Park	$3,687,260
Los Gatos	$2,904,106

NUMBER OF SALES

There were **33 sales in the 3rd quarter**, 30 sales in the 2nd quarter, and 17 sales in the 1st quarter. This total of 80 sales through the 3rd quarter compares to only 54 sales in the same period last year – a 48% increase.

PRICES

Prices in the 3rd quarter were remarkably strong. The record-high average price was $6,660,206, attributed to 5 sales in excess of $10 million. The median price at $5,475,000 was not a record high. Year-to-date through the 3rd quarter, the average price was **$6,454,692, which was a record high and up 5% compared to all of last year**. The median price year-to-date was $5,525,000, a decline of just 1% compared to last year.

In the 3rd quarter, there were 5 homes sold for more than $10 million, 11 homes for more than $7 million, and only 4 homes that sold for less than $4 million. Of the 33 sales, 15, or **45%, sold for more than list price**, including one of the most expensive sales in the quarter.

The price per square foot in the 3rd quarter was $1,634 – just a slight decline from last year when it was $1,635.

LENGTH OF TIME TO SELL

Homes sold quickly in the 3rd quarter with 58% of the sales occurring in 2 weeks or less. On average, homes in the 3rd quarter sold in 25 days, due to two sales taking more than 160 days; the median days on market was just 10.

OUTLOOK

As I reported to you in my 1st Half Report (find it at DavidTroyer.com/lahreport), the market growth this year has exceeded my expectations. Each quarter this year has reached a record high average price. While some uncertainty remains, the stock market continues to reach 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 continue to expect this accelerated pace given the strong demand and limited inventory.

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, its convenient location, and large lot sizes make it a smart investment for buyers, which is why property prices remain high.

With just 25 homes actively for sale (and another 3 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 Q3 **LOS ALTOS HILLS HOME SALES**

ADDRESS	BEDS/BATHS	SQ. FT.	ACRES	LIST PRICE	SALE PRICE	PRICE/SQ. FT.	LIST PRICE VS. SALE PRICE	DOM
26074 Mulberry Ln	6/6.5	8,476	1.00	$16,788,000	$15,700,000	$1,852	93.52%	32
25893 W Fremont Rd	5/6+	9,192	1.00	$14,998,000	$14,800,000	$1,610	98.68%	0
12815 Viscaino Rd	6/6+	7,486	1.25	$12,500,000	$12,000,000	$1,603	96.00%	20
26270 Purissima Rd	5/5.5	6,050	2.10	$9,988,000	$11,000,000	$1,818	110.13%	7
12252 Menalto Dr	5/5+	6,190	1.30	$10,800,000	$10,550,000	$1,704	97.69%	23
13975 La Paloma Rd	5/5.5	5,093	1.00	$9,795,000	$9,880,000	$1,940	100.87%	8
25251 La Rena Ln	5/5+	5,020	1.00	$9,298,000	$9,150,000	$1,823	98.41%	25
26545 Purissima Rd	5/4.5	3,773	1.01	$7,995,000	$8,160,000	$2,163	102.06%	7
12791 Normandy Ln	**5/4.5**	**5,190**	**1.21**	**$8,498,000**	**$8,000,000**	**$1,541**	**94.14%**	**40**
13801 Templeton Pl	4/4.5	4,310	1.00	$8,250,000	$7,758,000	$1,800	94.04%	8
12698 La Cresta Dr	5/3.5	3,815	1.19	$6,498,000	$7,501,000	$1,966	115.44%	7
14210 Berry Hill Ct	4/3.5	3,900	1.02	$6,800,000	$6,498,000	$1,666	95.56%	7
11510 Summit Wood Rd	5/6	4,300	1.02	$6,395,000	$6,300,000	$1,465	98.51%	31
25671 Chapin Rd	6/3	5,172	2.17	$5,500,000	$6,010,000	$1,162	109.27%	9
14228 Amherst Ct	5/4	3,234	0.91	$5,850,000	$5,950,000	$1,840	101.71%	6
23480 Ravensbury Ave	4/2.5	3,107	0.96	$5,495,000	$5,625,000	$1,810	102.37%	8
25850 Vinedo Ln	4/3.5	3,826	1.17	$4,988,000	$5,475,000	$1,431	109.76%	6
26792 Robleda Ct	4/2.5	2,657	1.11	$4,488,000	$5,401,000	$2,033	120.34%	7
12650 Viscaino Ct	4/3	3,077	1.30	$5,498,000	$5,400,000	$1,755	98.22%	4
26993 Almaden Ct	4/2.5	2,948	1.05	$4,998,000	$5,300,000	$1,798	106.04%	10
25870 Westwind Way	3/3	2,935	1.04	$4,750,000	$5,225,000	$1,780	110.00%	14
27655 Black Mountain Rd	3/2.5	2,620	1.00	$4,500,000	$5,068,800	$1,935	112.64%	9
25620 Deerfield Dr	4/3	2,625	0.44	$4,998,000	$5,000,000	$1,905	100.04%	15
13206 Wright Way	5/4.5	5,186	2.00	$5,295,000	$4,930,000	$951	93.11%	177
13888 Fremont Pines Ln	4/3	3,306	1.00	$4,998,000	$4,800,000	$1,452	96.04%	12
11633 Dawson Dr	5/3	3,809	1.00	$4,695,000	$4,600,000	$1,208	97.98%	16
26388 Ginny Ln	5/3	2,432	1.11	$4,298,000	$4,180,000	$1,719	97.26%	26
10605 Berkshire Dr	4/3.5	2,636	0.85	$3,698,000	$4,100,000	$1,555	110.87%	6
23200 Encinal Ct	3/2.5	3,050	3.85	$4,995,000	$4,075,000	$1,336	81.58%	163
11552 Hillpark Ln	3/3	2,926	1.00	$3,300,000	$3,950,000	$1,350	119.70%	9
13038 Vista Del Valle Ct	**4/3.5**	**2,425**	**1.01**	**$3,798,000**	**$3,500,000**	**$1,443**	**92.15%**	**74**
27763 Altamont Cir	2/2	1,813	1.30	$2,800,000	$2,600,000	$1,434	92.86%	19
27586 Moody Rd	3/2	1,200	1.25	$1,495,000	$1,300,000	$1,083	86.96%	28

Sold by The Troyer Group

Information provided from MLS.

2025 LOS ALTOS HILLS **TRENDS SUMMARY**

	# Of Sales	High $	Low $	Median $	Average $	Median Days
2025 Q1-Q3	80	$15,700,000	$1,300,000	$5,525,000	$6,454,692	9
2024	79	$14,000,000	$2,900,000	$5,586,000	$6,149,266	16
2023	52	$16,250,019	$3,280,000	$5,230,000	$6,065,010	11
2022	76	$19,000,000	$3,100,000	$5,525,000	$6,204,701	9
2021	128	$21,000,000	$2,750,000	$5,162,500	$5,794,390	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

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#1 LOS ALTOS/LOS ALTOS HILLS TEAM 2024

$4.4B+ IN SALES

Your home is where our heart is

THE TROYER GROUP

2025 LOS ALTOS HILLS 3RD QUARTER REVIEW

Record-High Average Price in Q3

5 Sales Over $10 Million

Homes Sold Quickly

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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