

# 2025 MOUNTAIN VIEW 1<sup>ST</sup> QUARTER REAL ESTATE REVIEW



## THE TROYER GROUP

### Dear Friends and Mountain View Homeowners:

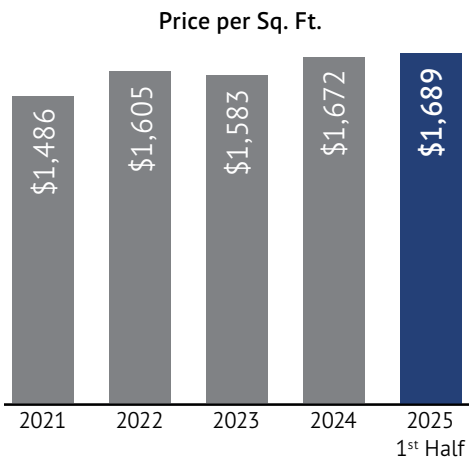
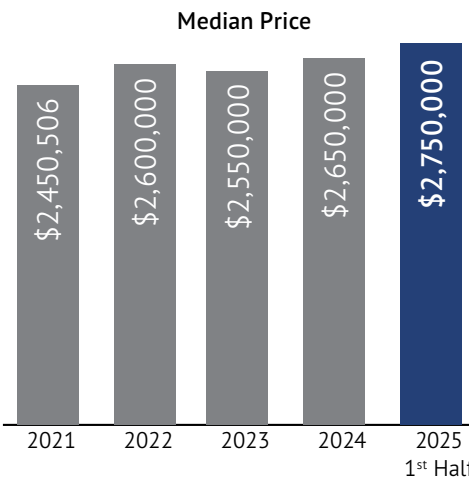
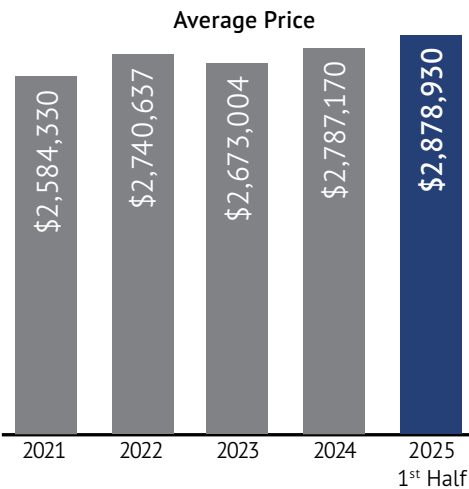
I am pleased to present you with my *Mountain View Real Estate Review* for the 1<sup>st</sup> Quarter, 2025 – the most comprehensive and up-to-date report for Mountain View homeowners. This information is designed to help you understand the market trends and property valuations in Mountain View, a town 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.

Prices in Mountain View **reached record highs** in the 1<sup>st</sup> quarter with the average price exceeding \$2.8 million for the first time reflecting an increase of 1% compared to 2024. The median price rose 4.5% to \$2,770,000. The vast majority of homes sold over list price and in less than 2 weeks. Demand was very strong but there was limited inventory. Sellers are still reluctant to relinquish their low-interest loans, which continues to affect inventory. Despite the current economic instability (see my Outlook inside), buyers are drawn to Mountain View and it is still a seller's market.

On a personal note, I have sold more homes in Mountain View than any other Realtor and was named the **#25 Medium Team in the United States**, per *RealTrends* June 2024. I attribute my success to a passion for selling homes here for 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 595 buyers and sellers in Mountain View**, 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



# 2025 MOUNTAIN VIEW 1<sup>ST</sup> QUARTER REAL ESTATE REVIEW



## RECAP OF 1<sup>ST</sup> QUARTER 2025

- Average price of \$2,808,058; up 1% compared to last year
- Median price of \$2,770,000; up 4.5% compared to last year
- 79% sold over list price
- 87% sold in less than 2 weeks
- 3 sales for more than \$4 million

## NUMBER OF SALES

There were **39 sales** of single-family homes reported through the Multiple Listing Service in the 1<sup>st</sup> quarter. This compares to 34 sales in the same quarter in 2024. The continuing low number of sales is directly related to the **limited number of homes available for sale**.

In addition to the 39 single-family home sales, there were a significant **43 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 you my separate report on them or you can download a copy at [davidtroyer.com/MVreport](http://davidtroyer.com/MVreport).

## PRICES

**Prices were strong** in the 1<sup>st</sup> quarter reaching record highs. The average price was up 1% to \$2,808,058, the median price was up 4.5% to \$2,770,000, and the price per square foot was up 9% to \$1,830.

Strong demand was evidenced by the fact that an amazing **79% of the homes sold for more than list price**. Only 4 homes sold for less than list price.

## LENGTH OF TIME TO SELL

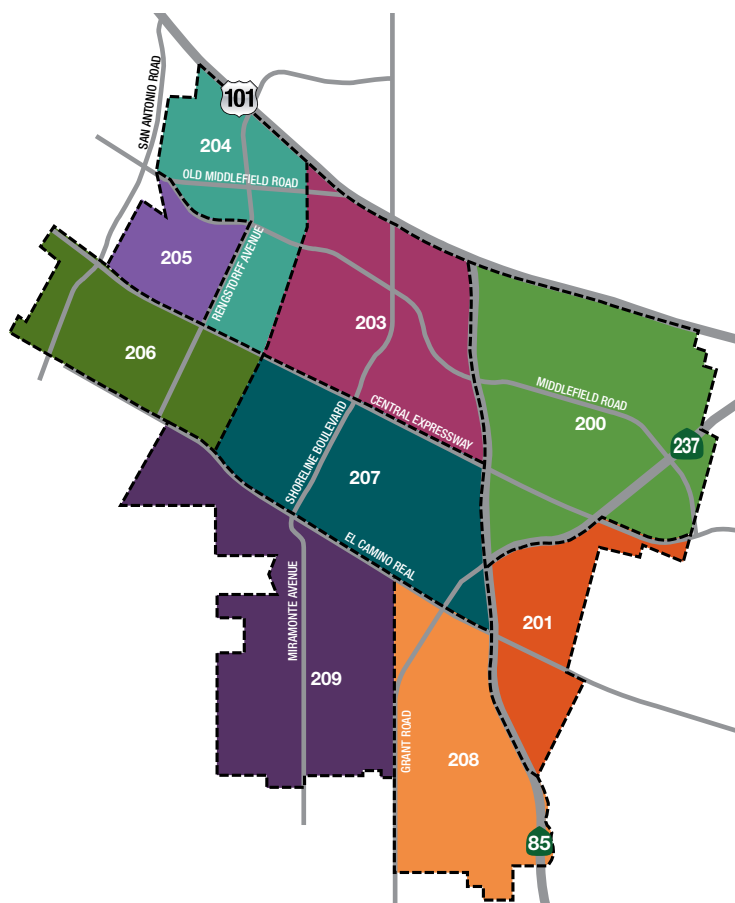
Continuing the trend from last year, **homes sold very fast** in the 1<sup>st</sup> quarter with an incredible 87% selling in less than 2 weeks, including 51% in one week or less. There were just 3 homes on the market for more than 30 days.

## OUTLOOK

As I reported to you at the beginning of the year in my annual report (find it at [DavidTroyer.com/MVreport](http://DavidTroyer.com/MVreport)), I anticipated a more balanced market this year, though with continued price growth. That has been the case in Mountain View, while in neighboring Los Altos, there was an unprecedented increase in prices I did not expect. 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 Mountain View 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 22 homes listed for sale** (plus 4 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.



# MOUNTAIN VIEW SUMMARY BY AREA JANUARY – MARCH 2025

| Area Number          | Area                          | # of Sales | High \$     | Low \$      | Median \$   | Average \$  | Median Days |
|----------------------|-------------------------------|------------|-------------|-------------|-------------|-------------|-------------|
| 200                  | Whisman                       | 6          | \$2,770,000 | \$1,400,000 | \$2,150,000 | \$2,139,981 | 8           |
| 201                  | Sylvan Dale                   | 0          | --          | --          | --          | --          | --          |
| 203                  | North Shoreline               | 3          | \$2,150,000 | \$1,960,000 | \$2,100,000 | \$2,070,000 | 8           |
| 204                  | Rengstorff                    | 0          | --          | --          | --          | --          | --          |
| 205                  | Thompson                      | 5          | \$3,050,000 | \$1,900,000 | \$2,475,000 | \$2,470,000 | 7           |
| 206                  | San Antonio                   | 2          | \$2,000,000 | \$1,900,000 | \$1,950,000 | \$1,950,000 | 8           |
| 207                  | Downtown                      | 5          | \$3,200,000 | \$2,212,500 | \$2,600,000 | \$2,664,100 | 9           |
| 208                  | Grant/Waverly Park            | 2          | \$4,225,000 | \$2,850,000 | \$3,537,500 | \$3,537,500 | 4           |
| 209                  | Miramonte – Los Altos Schools | 7          | \$4,750,000 | \$2,800,000 | \$3,550,000 | \$3,515,000 | 8           |
| 209                  | Miramonte – Mtn View Schools  | 9          | \$5,750,000 | \$2,310,000 | \$3,100,000 | \$3,245,988 | 7           |
| All of Mountain View |                               | 39         | \$5,750,000 | \$1,400,000 | \$2,770,000 | \$2,808,058 | 7           |

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

## A LOOK AT THE NEIGHBORHOODS IN THE 1<sup>ST</sup> QUARTER

### 200 WHISMAN

There were 6 sales in the 1<sup>st</sup> quarter, double the number in the same quarter last year. Every sale was for more than list price and every home sold in less than 2 weeks on the market. Prices were strong with both the average and median reaching record highs.

### 201 SYLVAN DALE

Number of sales in this area generally ranges from 0 to 5, and there were no sales here in the 1<sup>st</sup> quarter. At the end of last year, the average price here was \$2,636,000, which was 9% higher than the previous year.

### 203 NORTH SHORELINE

There were very few sales in the 1<sup>st</sup> quarter with just 3 but each sale was for more than list price and sold in 10 days or less of being on the market. Prices were lower than in recent years but still with an average and median price above \$2 million.

### 204 RENGSTORFF

There were no sales in the 1<sup>st</sup> quarter in this area. The average price here at the end of last year was \$2,193,975, which was 37% higher than the previous year.

### 205 THOMPSON

There were 5 sales in this area in the 1<sup>st</sup> quarter, all of which sold for significantly more than list price. Thus, record high prices were reached. The average price increased 10% to \$2,470,000 and the median price increased to \$2,475,000, a 14% increase. All homes sold in 9 days or less.

### 206 SAN ANTONIO

There were just 2 sales in this area in the 1<sup>st</sup> quarter, each of which sold for more than list price and in 9 days or less – all clear indications of high demand. The average price was lower though compared to previous years.

### 207 DOWNTOWN

There were 5 sales in this popular area in the 1<sup>st</sup> quarter, only 2 of which sold for less than list price. The average price was up 7% compared to last year but the median price, at \$2,600,000, was an all-time high. 3 homes sold in 9 days or less, but 2 were on the market for more than 30 days.

### 208 GRANT/WAVERLY PARK

This popular area usually has the most sales, however there were only 2 sales in the 1<sup>st</sup> quarter due to the low number available for sale. The highest priced sale, at \$4,225,000, sold for 21% more than list price; the other sale sold for list price. Both sales were in 7 days or less.

### 209 MIRAMONTE – LOS ALTOS SCHOOLS

This very popular area had 7 sales. All but one home, the most expensive, sold for more than list price and by as much as 28% over list. The average price, at \$3,515,000, was the second highest in all of Mountain View.

### 209 MIRAMONTE – MOUNTAIN VIEW SCHOOLS

There were sales in the 1<sup>st</sup> quarter, more than in any other area. 7 sold for more than list price and 1 sold at list price. All but 1 sold in 18 days or less. A new individual high price in the area was reached at \$5.75 million for new construction.

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DAVID TROYER

**#1 MOUNTAIN VIEW TEAM, 2024**

**\$4.4B+ IN SALES**

Your home is where our heart is



2025 MOUNTAIN VIEW 1<sup>ST</sup> QUARTER REVIEW

Record-High Prices

79% Sold Over List Price

Homes Sold Very Quickly

More Mountain View 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 Mountain View 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 Mountain View 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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