

2025 MOUNTAIN VIEW CONDO/TOWNHOME 1ST QUARTER REAL ESTATE REVIEW



THE TROYER GROUP

Dear Friends and Mountain View Homeowners:

I am pleased to present you with my *Mountain View Condo/Townhome Real Estate Review* for the 1st 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 condos and townhomes that were publicly marketed through the Multiple Listing Service (MLS) and does not include any that were sold off-market in private sales.

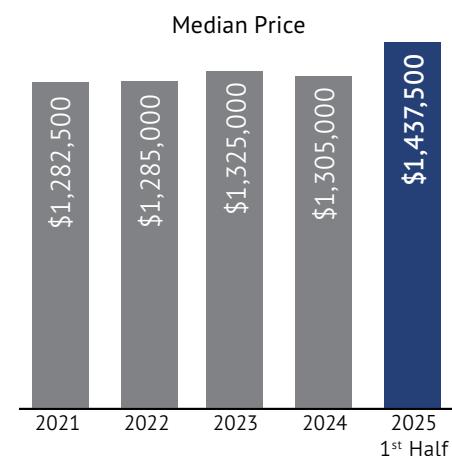
The condo/townhome market was strong in the 1st quarter. In fact, the average and median price each reached record highs. Prices had been quite consistent for the past 5 years but this year they have exceeded new boundaries. The average price was almost \$1.4 million, a 9% increase compared to last year. The median price was even stronger at \$1,456,000, representing a 12% increase. The vast majority of homes sold over list price and in less than 2 weeks. Demand was very strong. Sellers are still reluctant to relinquish their low-interest loans, which continues to affect inventory, but inventory is increasing. Despite the current economic instability (see my Outlook inside), buyers are drawn to Mountain View.

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



Price per Sq. Ft. by Bed/Bath Count

| Bed/ Bath | Average \$/Sq. Ft. | Bed/ Bath | Average \$/Sq. Ft. |
|--------------|-----------------------|--------------|-----------------------|
| 1/1 | \$804 | 3/2.5 | \$1,040 |
| 2/1 | \$803 | 3/3 | \$1,097 |
| 2/1.5 | \$975 | 3/3.5 | \$1,184 |
| 2/2 | \$884 | 4/2.5 | \$1,060 |
| 2/2.5 | \$1,085 | 4/3.5 | \$1,164 |
| 3/2 | \$1,129 | | |

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RECAP OF 1ST QUARTER 2025

- Record high average price of \$1,399,858
- Record high median price of \$1,456,000
- 70% sold over list price in Q1
- 70% sold in 2 weeks or less in Q1
- 3 sales for more than \$2 million

NUMBER OF SALES

There were **43 sales of condos/townhomes** reported through the Multiple Listing Service in the 1st quarter compared to 50 sales in the same quarter last year.

In addition to the 43 condo/townhome sales, there were **39 single-family home sales**. If you would like further details on the single-family homes sales this year in Mountain View, 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.

PRICES

For many years, the average price has been consistently in the \$1.2 million price range. For the first time, the average price exceeded \$1.3 million and almost reached \$1.4 million in the 1st quarter. This reflected a 9% increase compared to last year. The median price was even higher with a 12% increase to \$1,456,000.

There were just 11 homes that sold for less than \$1 million and 3 homes sold for more than \$2 million.

The **average price per square foot** was \$1,010, a record high and the first time over \$1,000. This new high was 4% higher than last year.

70% of the homes sold for more than list price, a clear indication of demand.

LENGTH OF TIME TO SELL

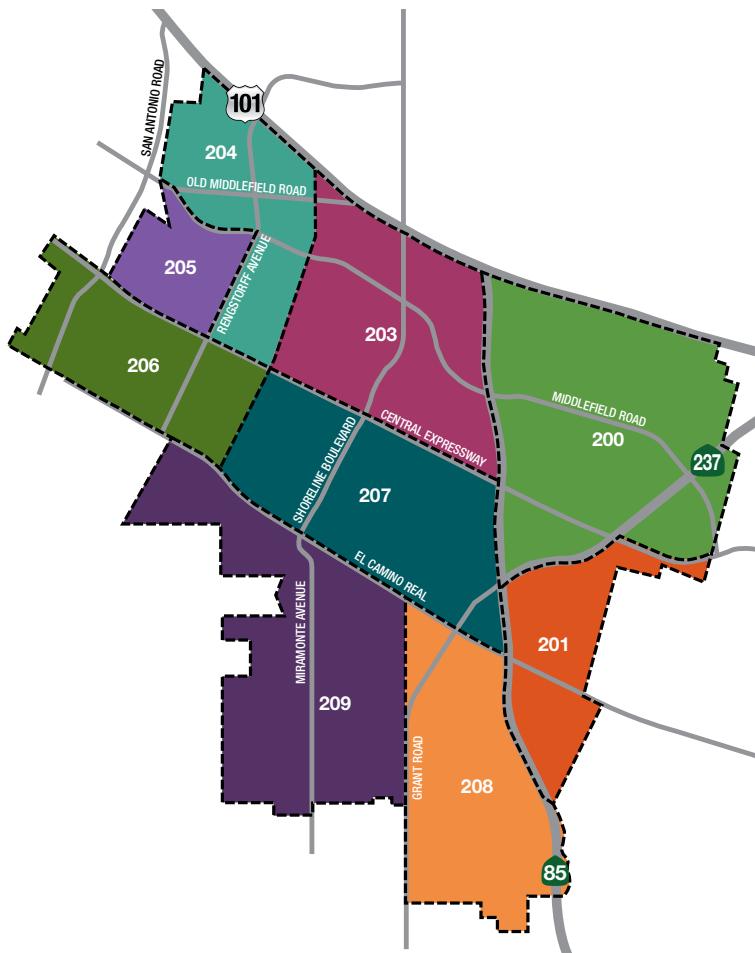
Condos/townhomes sold quickly in the 1st quarter with 70% selling in 2 weeks or less and only 3 homes taking longer than 30 days to sell. On average, condos/townhomes in the 1st quarter sold in 13 days.

OUTLOOK

As I reported to you at the beginning of the year in my annual report (find it at 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.

Inventory levels are fairly high with 57 homes for sale (plus another 7 being discreetly marketed). **This is still an exceptional time 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 CONDO/TOWNHOME SUMMARY BY AREA JAN – MAR 2025

| Area Number | Area | # of Sales | High \$ | Low \$ | Median \$ | Average \$ | Median Days |
|----------------------|--------------------|------------|-------------|-------------|-------------|-------------|-------------|
| 200 | Whisman | 15 | \$1,850,000 | \$660,000 | \$1,510,000 | \$1,426,200 | 13 |
| 201 | Sylvan Dale | 3 | \$865,000 | \$600,000 | \$830,000 | \$765,000 | 4 |
| 203 | North Shoreline | 8 | \$1,758,000 | \$600,000 | \$1,292,500 | \$1,260,500 | 7 |
| 204 | Rengstorff | 9 | \$2,998,000 | \$975,000 | \$1,798,800 | \$1,787,978 | 9 |
| 205 | Thompson | 0 | -- | -- | -- | -- | -- |
| 206 | San Antonio | 5 | \$1,800,000 | \$550,000 | \$1,050,000 | \$1,125,200 | 7 |
| 207 | Downtown | 1 | \$1,174,096 | \$1,174,096 | \$1,174,096 | \$1,174,096 | 13 |
| 208 | Grant/Waverly Park | 0 | -- | -- | -- | -- | -- |
| 209 | Miramonte | 2 | \$1,850,000 | \$1,680,000 | \$1,765,000 | \$1,765,000 | 11 |
| All of Mountain View | | 43 | \$2,998,000 | \$550,000 | \$1,456,000 | \$1,399,858 | 9 |

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 1ST QUARTER

200 WHISMAN

By far, this area had the highest number of sales in the 1st quarter. There were 15 sales, 11 of which were for more than list price. Only 2 homes sold for less than list price. The average price reached a record high, exceeding \$1.4 million for the first time and the median price was also a record, exceeding \$1.5 million for the first time.

201 SYLVAN DALE

There were 3 sales in this area, all at the same community and all for less than \$1 million. Consequently, the average and median prices were both lower than in previous years. 2 homes sold very quickly at 4 days each and one took 40 days to sell.

203 NORTH SHORELINE

There were 8 sales in this area, and all sold for list price or more. Only 2 sold for less than \$1 million and as a result the average price was up 11% to a new record high of \$1,260,500, and the first time over \$1.2 million. The median price was up 8% to a record high of \$1,292,500. Only 1 home took longer than 2 weeks to sell.

204 RENGSTORFF

This in-demand area had the second-highest number of sales in any area of Mountain View in the 1st quarter. There were 9 sales, and 7 were for more than list price, including the most expensive sale which was new construction that sold for 50% more than list price. This sale, at \$2,998,000, was by far a record high individual condo/townhome price not only for this area, but for all of Mountain View.

205 THOMPSON

This area has just a few complexes so it was not unusual to have no sales in the 1st quarter. The average price here last year was \$1,934,600, which was 10% higher than the previous year.

206 SAN ANTONIO

Sales were down in this area with just 5 sales, however 3 were for more than list price, including the most expensive sale, and 1 sold at list price. The average price of \$1,225,200 was 8% higher than last year and a new record high.

207 DOWNTOWN

There was just 1 sale in this popular area in the 1st quarter and it sold for 12% more than list price and in just 13 days on the market.

208 GRANT/WAVERLY PARK

There were no condo/townhome sales in this area in the 1st quarter, none in 2024, and only 1 in 2023. The average price in this area 2023 was \$1,800,000 and in 2022, when there were 3 sales, the average was \$1,920,000.

209 MIRAMONTE

There were 2 condo/townhome sales in this area in the 1st quarter, each of which sold for substantially more than list price and very quickly. As a result, this area reached a record high average price of \$1,765,000; the previous high was just \$1,386,863.

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David Troyer • Intero
496 First Street, Suite 200 • Los Altos, CA 94022

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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 CONDO/TOWNHOME 1ST QUARTER REVIEW

Record-High Prices

70% 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
- 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.

650.440.5076 | davidtroyer.com

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



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