

2025 MOUNTAIN VIEW CONDO/TOWNHOME REAL ESTATE REVIEW



TROYER CABOT GROUP

Dear Friends and Mountain View Homeowners:

We are pleased to present you with our *Mountain View Real Estate Review for Condo and Townhome Owners for 2025* – the most comprehensive and up-to-date report for Mountain View homeowners. Designed as a clear, data-driven resource, this report provides insight into current market trends and property valuations in Mountain View, a community where our team has sold homes for 29 years. The data included 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.

Earlier this month we announced that Mike Cabot has joined the team, and the Troyer & Cabot Group was formally introduced with a new web site launched at www.troyercabot.com. This partnership expands the depth of our experience, analytical insight, and strategic perspective brought to every client relationship, while maintaining our same long-standing focus on Mountain View and commitment to data-driven guidance.

Here in Mountain View, record-breaking prices were once again achieved. **For the first time, the average condo/townhome price surpassed \$1.3 million and the median price reached \$1.4 million.** Sales activity was up ever so slightly with inventory limited, while strong demand drove multiple-offer situations and sales above list price. Entering 2026, the momentum is strong, supported by a stock market already setting new highs and an exceptionally tight supply of homes, with just 23 condos/townhomes currently available – conditions that continue to favor sellers.

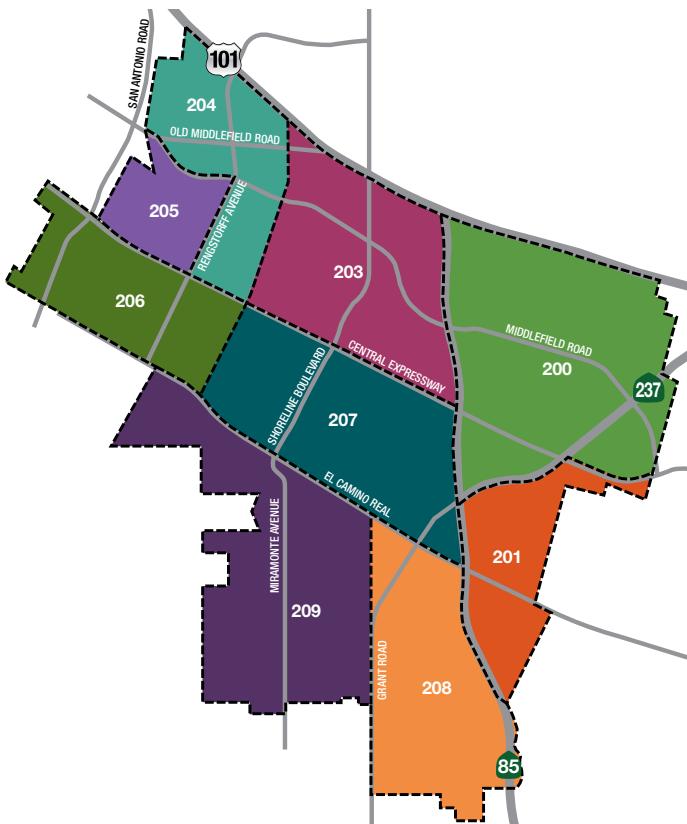
In a market as competitive as Mountain View, one of the most important things you can do when buying or selling a home is to be represented by agents with local experience. **Having represented more than 612 buyers and sellers in Mountain View**, we have the experience and knowledge that it takes to successfully sell your condo or townhome in 2026, or to find you the perfect home. Please contact us with any questions on this or for a free market analysis of your home. It would be our pleasure to represent you in any of your real estate needs.

Sincerely,

David Troyer and Mike Cabot



2025 MOUNTAIN VIEW CONDO/TOWNHOME REAL ESTATE REVIEW



RECAP OF 2025

- Record high average and median price
- Average price up 3%; median price up 7% to \$1.4 million
- Number of sales up ever so slightly
- 14 homes sold over \$2 million; 84 sold for less than \$1 million
- 57% sold over list price
- Homes took longer to sell; highest days on market since 2012

NUMBER OF SALES

There were **283 sales of condos/townhomes** reported through the Multiple Listing Service in 2025, just 3 more than in 2024. Sales were much stronger in the second half of the year with 155 sales compared to 128 in the first half.

There were an additional 236 single-family homes sold in Mountain View, which are not included in this report; however, we would be happy to send you our separate analysis of them if you are interested or you can download a copy at troyercabot.com/MVreport.

PRICES

After 7 consecutive years of the average price staying in the \$1.2 million price range, **the average price exceeded \$1.3 million in 2025**. This was a 3% increase from 2024. The median price was even stronger with a 7% increase to a dramatic new high of **\$1.4 million**.

The highest percentage of sales, **41%**, were homes sold for more than \$1.5 million. 30% of the sales were in both the price range of \$1 million to \$1.5 million and in the range of homes sold for less than \$1 million.

There were 160 homes, or 57%, that sold over list price. On average, condos/townhomes **sold for 103% of list price**, compared to 104% in 2024.

LENGTH OF TIME TO SELL

Homes took longer to sell in 2025 at a median days on market of 14, but this was the longest days on market since 2012. 72 homes, or 25%, sold in one week or less; 146 homes, or 52%, sold in 2 weeks or less. There were, however, 86 homes that were on the market for more than 30 days before selling.

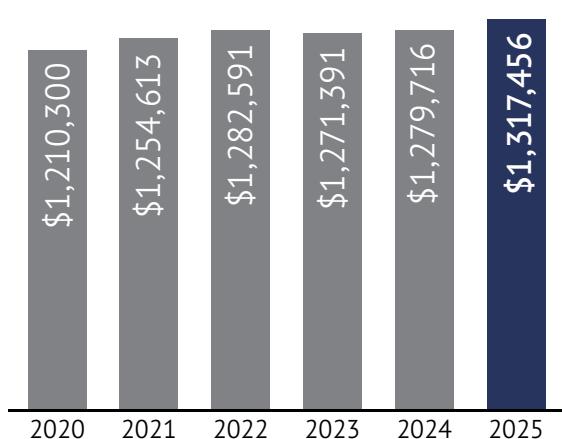
There was a direct **correlation between days on market and price**. For the 56 homes that were not accurately priced when listed and therefore required a price reduction, the average days on market was 51. All other homes had average days on market of just 19. Setting the correct price based on local market knowledge and market conditions is essential to obtaining maximum value and a timely sale.

2025 MOUNTAIN VIEW CONDO/TOWNHOME SUMMARY BY AREA

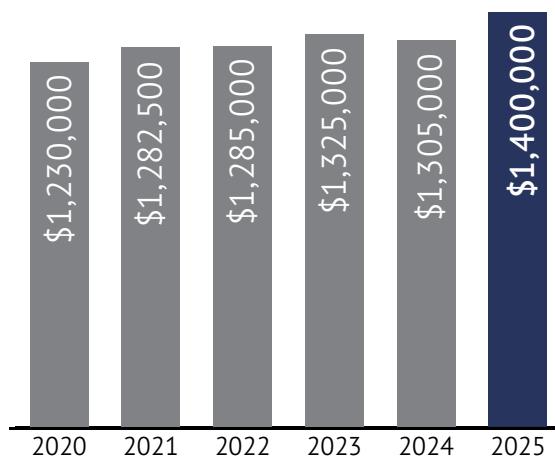
Area Number	Area	# of Sales	High \$	Low \$	Median \$	Average \$	Median Days
200	Whisman	70	\$2,080,000	\$480,000	\$1,479,500	\$1,351,886	14
201	Sylvan Dale	10	\$1,695,000	\$560,000	\$847,500	\$977,500	23
203	North Shoreline	41	\$2,260,000	\$540,000	\$1,335,000	\$1,226,095	13
204	Rengstorff	58	\$2,161,000	\$665,000	\$1,550,000	\$1,513,637	18
205	Thompson	2	\$2,100,000	\$1,776,000	\$1,938,000	\$1,938,000	19
206	San Antonio	62	\$2,249,460	\$465,000	\$999,000	\$1,129,259	15
207	Downtown	26	\$2,100,000	\$620,000	\$1,517,000	\$1,432,850	21
208	Grant/Waverly Park	1	\$1,840,000	\$1,840,000	\$1,840,000	\$1,840,000	27
209	Miramonte	13	\$2,225,000	\$650,000	\$1,550,000	\$1,337,538	15
All of Mountain View		283	\$2,260,000	\$465,000	\$1,400,000	\$1,317,456	14

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

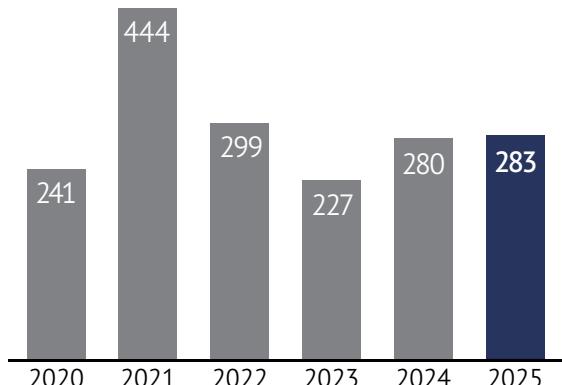
Average Price



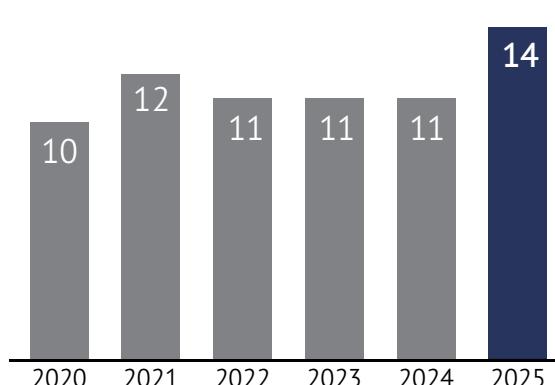
Median Price



Number of Sales



Median Days on Market





200 WHISMAN

This area had the highest number of sales, by far, in any area of Mountain View. There were 70 sales, which was up from 66 sales in 2024 and 53 in 2023. The average price was down just slightly from 2024, remaining over \$1.3 million for the fourth year in a row. There was 1 sale above \$2 million and 57% of the homes sold over list price. Homes sold quickly with one of the lowest days on market in this report.



201 SYLVAN DALE

There were 10 sales here compared to 7 in 2024. Because 6 of the sales were for less than \$1 million, the average price fell below \$1 million for the first time since 2014. However, it is important to note that 3 of the homes for more than \$1 million, sold for more than list price and very quickly. Half of the homes were on the market for 11 days or less, but the average days on market was 25.



203 NORTH SHORELINE

There were 41 sales here compared to 62 sales in 2024. The average price reached a record high, rising 9% to more than \$1.2 million. A new individual record high was reached at \$2,260,000, which sold for far more than list price. There were 22 homes, or 54%, that sold over list price and another 6 that sold at list price. The median days on market was 13, the lowest of any area in Mountain View.



204 RENGSTORFF

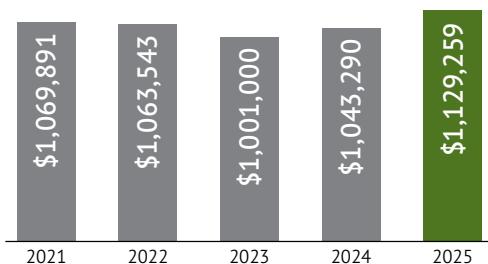
There were 58 sales in this area, a 14% increase from 2024. The average price was down 5% but still remained above \$1.5 million. There were 7 sales for more than \$2 million. 69% of all sales were for more than list price and 47% of all sales were in 14 days or less.



205 THOMPSON

This area has just a few townhome complexes so it is not uncommon for the number of sales to be low. There were just 2 sales compared to 5 in 2024. One was over \$2 million and one was less than \$2 million, resulting in a record high average price. The more expensive home took 32 days to sell, for less than list price, and the other home sold in just 6 days for 18% more than list price.

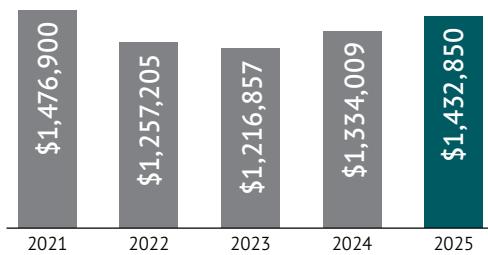
Average Sale Price



206 SAN ANTONIO

This area had the second-highest number of sales for any area in Mountain View. There were 62 sales, compared to 64 in 2024. The average price was a record high, exceeding \$1.1 million for the first time. 47% of the homes sold over list price and half sold in 15 days or less. A record high individual sales price was reached at \$2,249,460.

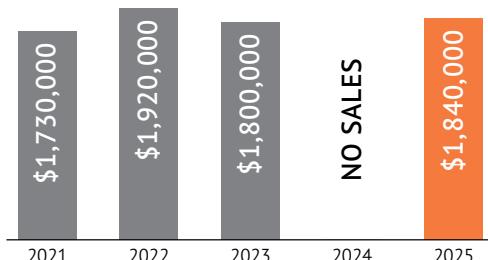
Average Sale Price



207 DOWNTOWN

Sales rose sharply in this area with 26 sales compared to 16 in 2024 and just 7 in 2023. The average price was up 7% and over \$1.4 million but still not to the record high set in 2021. There was just 1 sale for more than \$2 million and 3 sales for less than \$1 million. Homes varied for length of time on the market but with 11 taking 30 days or more to sell, this area's median days on market was 3 weeks.

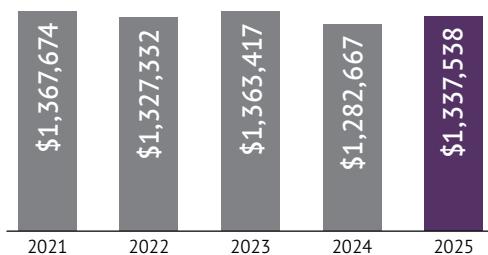
Average Sale Price



208 GRANT/WAVERLY PARK

This area has very few condos/townhomes; there was just 1 sale in 2025, no sales in 2024, and 1 sale in 2023. The home was on the market for 27 days but sold slightly more than list price at the end of the year.

Average Sale Price



209 MIRAMONTE

There were 13 sales in this area, compared to 9 sales in 2024. 7 sales were for more than \$1.5 million, including one exceeding \$2 million and setting a record high individual price at \$2,225,000 – 17% over list price. The average price was up 4% and over \$1.3 million but not quite to the record high set in 2021. There were 9 sales, or 69%, that were for more than list price.

DAVID & MIKE'S 2025 MOUNTAIN VIEW SALES

*Represented the buyer



240 Pine Way



1964 San Luis Avenue



138 Iris Drive



228 Sierra Vista Avenue



185 Hamwood Terrace



700 Chiquita Avenue #1



700 Chiquita Avenue #18



198 Ada Avenue*



1031 Crestview Drive #312



1513 Meadow Lane



1532 Meadow Lane



1763 Fordham Way*



1848 Peacock Avenue



333 Nita Avenue



956 Tulane Drive



3388 Lubich Drive



2525 Mardell Way



286 Hans Avenue



1159 Solana Drive



1893 San Luis Avenue



80 Centre Street

THE TROYER & CABOT GROUP #1 MOUNTAIN VIEW TEAM 2025

Why do more Mountain View Home sellers choose David & Mike?

- David and Mike combine decades of experience, local expertise, and proven success to deliver exceptional results for every client.
- The Troyer & Cabot Group provides a full team of specialists who expertly manage every step of the home sale process, ensuring nothing is overlooked.
- Property inspections, home inspections, and pest inspections are all paid for by David and Mike.
- In-house Project Managers oversee every detail with precision and budget-conscious care. Explore their stunning Troyer & Cabot Transformations™ at troyercabot.com.
- The Troyer & Cabot Group invests in the most comprehensive marketing program in the industry, backed by a full-time Marketing Manager and professional advertising agency.
- A dedicated in-house staff manages logistics and communication, allowing David and Mike to focus entirely on strategy, negotiation, and your experience.
- With a combined 35 years of experience specializing in the Mountain View market, the team's knowledge, relationships, and results speak for themselves.
- The number one reason home sellers choose The Troyer & Cabot Group: **No one sells more Mountain View homes than David Troyer and Mike Cabot.**



TROYER CABOT GROUP

Your home is where our heart is

Selling a home can be stressful if you choose the wrong agent.
Be sure Troyer & Cabot Group is one of your choices to interview.
You have nothing to lose.

650.440.5076

WANT MORE REASONS?

Check out David and Mike's reviews on  and at troyercabot.com

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Learn Your
Home's Value



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TROYER & CABOT GROUP #1 MOUNTAIN VIEW AGENTS 2025



OUTLOOK... In our report to you last year, we anticipated a more balanced market. It turns out it was indeed a seller's market with record-high average and median prices. Demand for Mountain View condos and townhomes was

strong, particularly in the second half, which bodes well for 2026. Property values are projected to show continued growth, and the number of home sales is anticipated to increase at a moderate pace.

Mortgage rates are forecasted to remain around the low-6% range through 2026, with many analysts expecting them to hover near 6.0%–6.5% on a 30-year fixed mortgage and only modest declines through the end of the year. Periodic dips below 6 percent could provide a modest boost to buyer confidence and transaction activity.

That said, in Silicon Valley, interest rates typically play a smaller role than in many other markets. Buyers often rely on significant financial flexibility – including cash holdings, equity from prior sales, or stock-based compensation – reducing dependence on conventional mortgage financing. As a result, local market behavior continues to be driven primarily by inventory, competition, and the appeal of individual properties rather than rate volatility.

For buyers, decisiveness will remain critical when well-located, well-priced homes come to market, particularly in highly competitive neighborhoods. Sellers continue to benefit from solid demand, but results will depend on careful pricing, presentation, and timing – areas where Troyer & Cabot Group provides a clear advantage.

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INTERO
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Your home is where our heart is



2025 MOUNTAIN VIEW CONDO/TOWNHOME REAL ESTATE

Record High Average and Median Price

57% Sold Over List Price

Homes Took Longer to Sell

Sales Up Slightly

As always, real estate is a deeply local business, with conditions varying significantly from one neighborhood to the next. By staying attuned to these local nuances and understanding the latest trends – guided by Troyer & Cabot Group, buyers and sellers can navigate the 2026 market with confidence. We remain optimistic on the long-term value of owning a home in Mountain View, which continues to be one of the best places to live in the Bay Area. If you would like more information on any of the information in this report, or if you would like to discuss your specific real estate needs, please give us a call.

The Troyer & Cabot Group represented buyers and sellers of 21 Mountain View homes in 2025. It's results like this that place **The Troyer & Cabot Group as the #2 Large Team in Northern California and #14 in the United States**, per *RealTrends*, 2025.

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