

2025 MOUNTAIN VIEW 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 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 single-family homes publicly marketed through the Multiple Listing Service (MLS) and does not include private off-market transactions.

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 home price surpassed \$2.8 million.** Sales activity was down and with inventory limited, strong demand drove multiple-offer situations, sales above list price, and faster sales. Entering 2026, the momentum is strong, supported by a stock market already setting new highs and an exceptionally tight supply of homes, with just 5 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 home 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

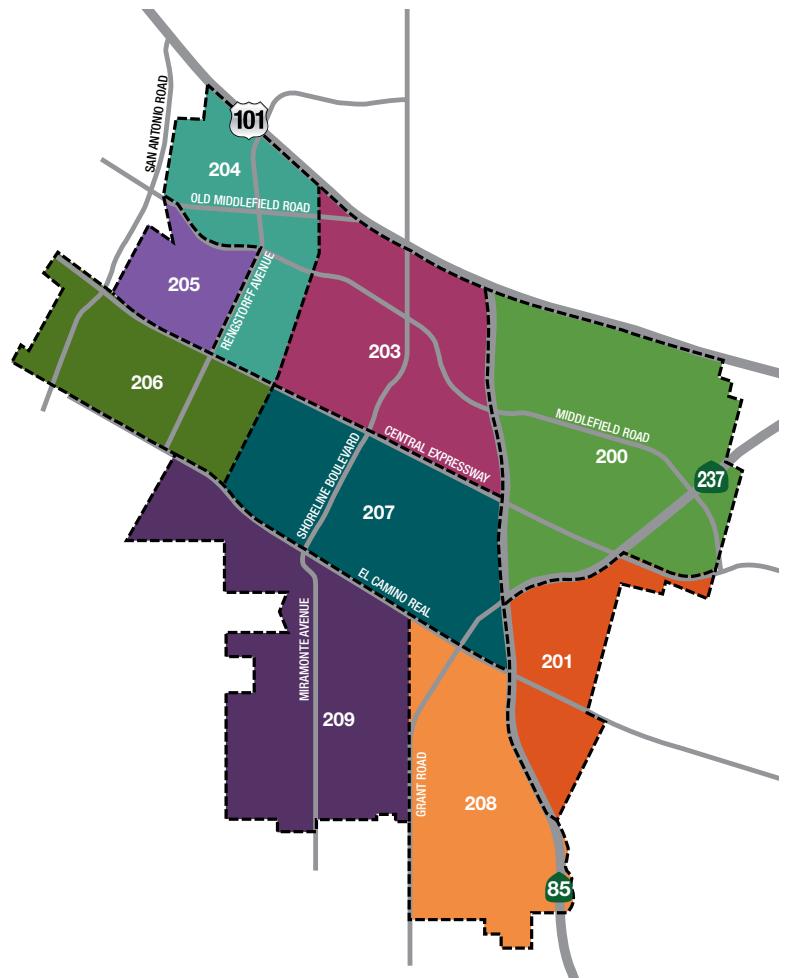


2025 MOUNTAIN VIEW REAL ESTATE REVIEW



RECAP OF 2025

- Record high average and median price
- Average price up 4%; median price up 2%
- 3 homes sold for more than \$5 million
- 74% sold over list price (compared to 71% in 2024)
- Homes sold very quickly; 44% in 7 days or less and 73% in 2 weeks or less
- 6 of the 10 areas had record high prices



PRICES

Prices increased again in 2025 with **both the average and median price reaching record highs**. The average price rose 4% from the previous year, exceeding \$2.8 million for the first time. The median price increased 2% to a new high over \$2.7 million for the first time. As the year went on, prices increased. In the first half, the average was \$2,875,209; in the second half, the average price was \$2,915,503. The median price was more balanced throughout the year.

The highest end of the market was strong with 36 sales for more than \$4 million (compared to just 26 the previous year). This included 3 sales for more than \$5 million, the most expensive, at \$5,750,000, being the second-highest price on record in Mountain View.

There were 175 homes, or **74%, that sold for more than list price**. There was a shift between the first and second halves with **78% over list price in the first half and 70% in the second half**.

NUMBER OF SALES

There were **236 single-family homes sold** as reported through the Multiple Listing Service in 2025. This was a decline of 7% yet still higher than the all-time low of 219 in 2023.

There were an additional **283 condos/townhomes sold** in Mountain View, which are not included in this report; however, we would be happy to send you our separate report on them if you are interested or you can download a copy at troyercabot.com/MVreport.

LENGTH OF TIME TO SELL

Again, homes sold very fast in 2025, a clear indication of demand. 44% sold in 7 days or less and 73% sold in 2 weeks or less. There were only 30 homes that were on the market for more than 30 days.

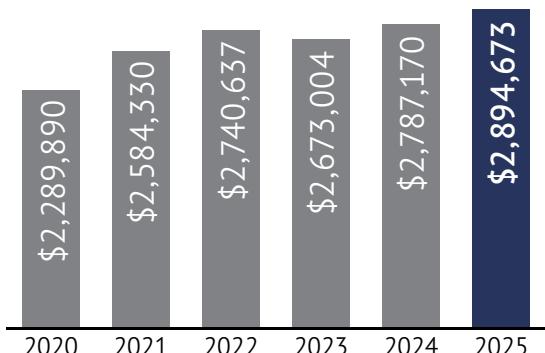
There was a direct correlation between days on market and price. For the 22 homes that were not accurately priced when listed and therefore required a price reduction, the average days on market was 46. All other homes had average days on market of just 12. Setting the correct price based on local market knowledge and conditions is essential to obtaining maximum value and a timely sale.

2025 MOUNTAIN VIEW SUMMARY BY AREA

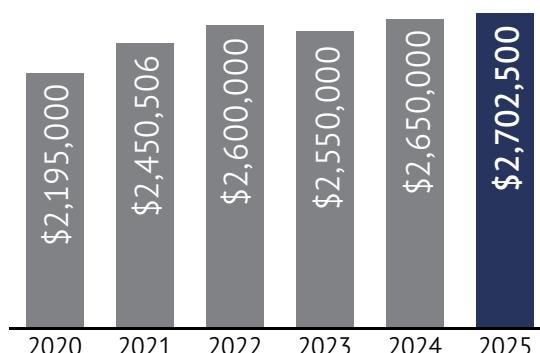
| Area Number | Area | # of Sales | High \$ | Low \$ | Median \$ | Average \$ | Median Days |
|-----------------------------|-------------------------------|------------|--------------------|--------------------|--------------------|--------------------|-------------|
| 200 | Whisman | 29 | \$3,495,000 | \$1,400,000 | \$2,200,000 | \$2,248,834 | 8 |
| 201 | Sylvan Dale | 4 | \$3,300,000 | \$2,200,000 | \$2,550,000 | \$2,650,000 | 8 |
| 203 | North Shoreline | 35 | \$4,300,000 | \$1,050,000 | \$2,300,000 | \$2,412,944 | 8 |
| 204 | Rengstorff | 3 | \$2,750,000 | \$1,700,000 | \$1,980,000 | \$2,143,333 | 12 |
| 205 | Thompson | 19 | \$3,050,000 | \$1,900,000 | \$2,358,000 | \$2,393,081 | 8 |
| 206 | San Antonio | 7 | \$2,550,011 | \$1,500,000 | \$1,920,000 | \$1,953,716 | 9 |
| 207 | Downtown | 40 | \$5,738,000 | \$1,420,000 | \$2,300,000 | \$2,442,538 | 9 |
| 208 | Grant/Waverly Park | 28 | \$4,820,101 | \$2,828,000 | \$3,973,000 | \$3,885,111 | 7 |
| 209 | Miramonte - Los Altos Schools | 32 | \$4,888,520 | \$2,534,500 | \$3,955,000 | \$3,839,844 | 7 |
| 209 | Miramonte - MV Schools | 39 | \$5,750,000 | \$1,750,000 | \$3,120,000 | \$3,280,498 | 8 |
| All of Mountain View | | 236 | \$5,750,000 | \$1,050,000 | \$2,702,500 | \$2,894,673 | 8 |

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

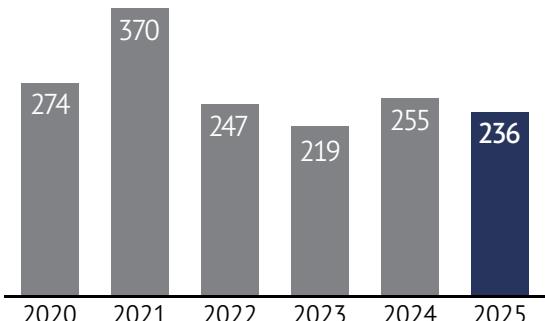
Average Price



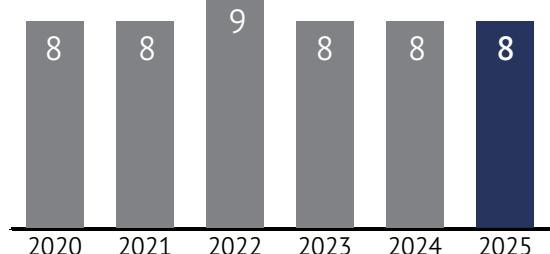
Median Price



Number of Sales



Median Days on Market





200 WHISMAN

This area reached a new record high average price, exceeding \$2.2 million for the first time. There were 29 sales compared to 21 in 2024 and 20 in 2023. 23 sales, or 79%, were for more than list price – a clear indication of demand. 76% of the sales were for more than \$2 million and 2 sales were for more than \$3 million.



201 SYLVAN DALE

There were just 4 sales in 2025, following 11 sales in 2024. All homes sold for more than list price and 3 sold in 8 days or less. No homes sold for less than \$2.2 million and the average price was up to a new all-time high of \$2.65 million. The median price fell to \$2.55 million, a 6% drop from the record high of \$2.7 million in 2024.



203 NORTH SHORELINE

Sales were strong here and the average and median price each reached a record high. The average price exceeded \$2.4 million for the first time and the median price reached \$2.3 million. The high end was strong with 5 sales for more than \$3 million, including a record high sale for \$4.3 million, and the first sale for more than \$4 million. On the opposite end, there were no sales for less than \$1 million and just 7 sales for less than \$2 million. Homes sold quickly with half selling in 8 days or less.



204 RENGSTORFF

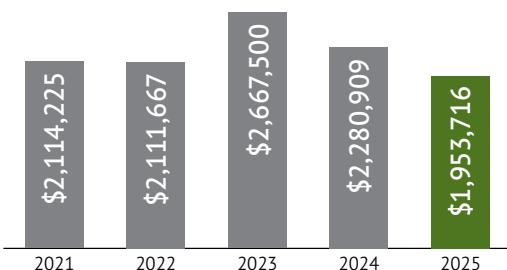
There were just 3 sales in 2025 and each sold for more than list price. The average price was down slightly yet still over \$2.1 million. Prices have varied here over the past 9 years with averages taking some steep declines in years most often tied to the few number of sales. The length of time to sell a home varied with 2 of the sales occurring in 12 days or less and the other taking 115 days, yet still selling over list price.



205 THOMPSON

Sales were strong here with 19 sales in 2025. A significant 15 of the 19 homes sold for more than list price and only 5 took longer than 20 days to sell – all clear evidence of strong demand. The average price was up 7% to a new high of more than \$2.3 million. There were 2 sales over \$3 million and only 1 sale for less than \$2 million.

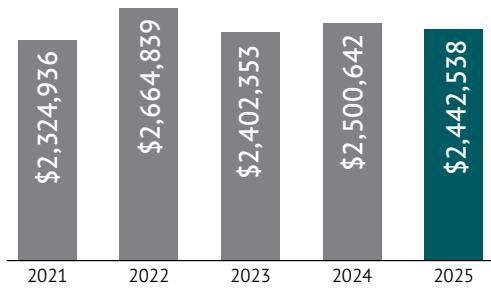
Average Sale Price



206 SAN ANTONIO

There were 7 sales in this area but prices were generally lower causing the average price to drop 14% to below \$2 million – the first time since 2020. Demand though was evidenced by 5 of the 7 homes selling for more than list price, including the 3 most expensive. Those 3 homes, plus 2 additional homes, sold in 14 days or less.

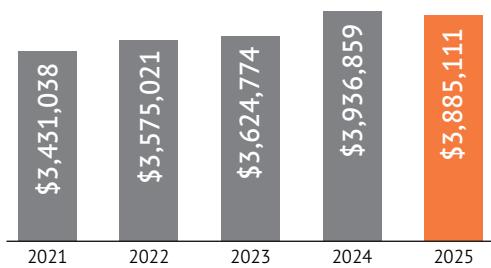
Average Sale Price



207 DOWNTOWN

As in 2023 and 2024, this popular area had more sales than any other area in Mountain View. There were 40 sales, compared to 45 in 2024 and 40 in 2023. There were 6 sales for more than \$3 million, including a new home at \$5,738,000, which was by far the highest on record. Despite the high prices, the average price was down 2% and down 8% from the record high in 2022. 25 of the 40 homes, or 63%, sold for more than list price and 23, or 58%, sold in 2 weeks or less.

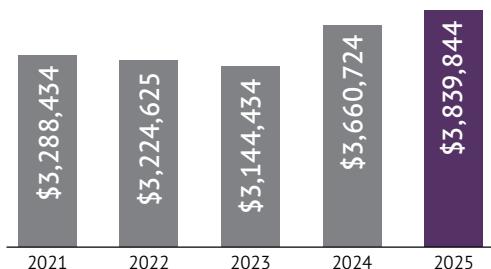
Average Sale Price



208 GRANT/WAVERLY PARK

This sought-after area was very strong with 28 sales, 21 of which sold for more than list price, including the 5 most expensive. The average price dropped a slight 1% from the record high in 2024 but the median price reached a record high of more than \$3.9 million. There were 13 sales for more than \$4 million and no sales for less than \$2.8 million. There were 23 homes that sold in 2 weeks or less. Demand was high.

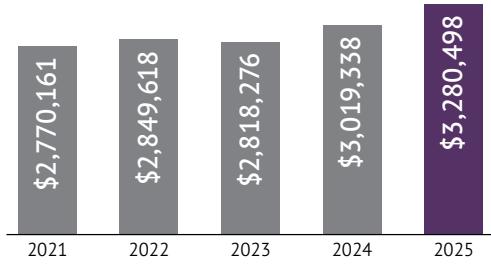
Average Sale Price



209 MIRAMONTE-LOS ALTOS SCHOOLS

This area had the second highest average price in Mountain View with a 5% increase and a new record high for the area exceeding \$3.8 million. There were 16 sales for more than \$4 million, and all but 4 homes sold for more than list price. There were only 2 homes that sold for less than list price. With demand like this, it's no surprise that homes sold very quickly – in fact, this area tied with Grant/Waverly Park for the lowest days on market in all of Mountain View.

Average Sale Price



209 MIRAMONTE-MTN VIEW SCHOOLS

This area had the second highest number of sales in Mountain View and the average price reached a record high, exceeding the \$3.2 million for the first time. Demand was exceptionally strong with only 4 homes selling for less than list price. The average home sold for 107% of list price. There was a record high sale at \$5,750,000. Homes sold very fast with 30 of the 39 sales, or 77%, selling in 2 weeks or less.

DAVID & MIKE'S 2025 MOUNTAIN VIEW SALES

*Represented the buyer



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



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

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 prices. Demand for Mountain View homes was exceptional and we expect

that demand to continue into 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, schools, 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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If your home is currently listed for sale, this is not a solicitation of that listing. All information deemed reliable but not guaranteed. The Troyer & Cabot Group reserves the right to make changes to the programs detailed within this guide without prior notice. Marketing Designs, Inc. 650.802.0888 marketingdesigns.net



2025 MOUNTAIN VIEW REAL ESTATE

Record High Average and Median Price

73% Sold Over List Price

Homes Sold Very Quickly

Sales Down 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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