



HUGH CORNISH

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Top 1% Internationally
- Coldwell Banker

Ranked #125 Nationally
by *The Wall Street Journal*, 2017

Over \$2 Billion in Sales

MARKET UPDATE NOVEMBER 2017

MONTHLY SALES DATA for OCTOBER 2017

ATHERTON

Number of Homes Sold: 7

Average Sale Price: \$6,947,143

Average Days on Market: 44

WOODSIDE

Number of Homes Sold: 6

Average Sale Price: \$2,115,833

Average Days on Market: 58

MENLO PARK

Number of Homes Sold: 28

Average Sale Price: \$2,628,696

Average Days on Market: 18

PORTOLA VALLEY

Number of Homes Sold: 8

Average Sale Price: \$2,725,750

Average Days on Market: 18



As we head into the holiday season, the pace of the real estate market starts to slow down. There is still strong demand for homes in our area, but new inventory tends to decrease this time of year and does not increase significantly until the early spring.

As you may be aware, there are proposed tax changes in Congress, many that will impact the real estate market if placed into effect. I have an excellent article written by a Realtor, and nonpartisan, that provides a thorough summary of how the changes would affect home sellers and buyers. Following are a few key takeaways from the article:

- The reduction of mortgage interest is for new buyers only
- The bill requires people stay in their homes longer to get a capital gains exemption
- The bill makes homes with high property taxes much less attractive
- The changes are better for investors than for homeowners

[Click here](#) to read the full article.

As we approach year-end, this is an excellent time to start planning for 2018 if you are considering selling your home. Preparing your property for sale and getting your home on the market early, before the typical spring rush, means less competition and oftentimes a higher selling price. I would be happy to take a confidential look at your property and make any suggestions that may be needed to improve your home's value. It's all part of my concierge service.

This time of year is also a time to remember how fortunate we are to live in this part of the country. It is such a special place to call home and it has been my pleasure to represent you in your real estate needs. Our hearts go out to our neighbors in Napa and Sonoma counties who still need our help, as do those in Houston, Florida, Puerto Rico, and the Virgin Islands.

I wish you all a wonderful holiday season!
Best regards,

FOR SALE



145 Old La Honda Road
WOODSIDE

OFFERED AT \$3,895,000

145OldLaHonda.com

FOR SALE



12 Arastradero Road
PORTOLA VALLEY

OFFERED AT \$16,000,000

12Arastradero.com

FOR SALE



Exceptional Woodside Estate*
WOODSIDE

OFFERED AT \$11,995,000

ExceptionalWoodsideEstate.com

* Co-list with Erika Demma

FOR SALE



307 Olive Hill Lane*
WOODSIDE

OFFERED AT \$10,995,000

307OliveHill.com

* Co-list with Erika Demma

SOLD



65 Roan Place*
WOODSIDE

OFFERED AT \$3,395,000

65Roan.com

* Co-list with Erika Demma

SOLD



307 Walsh Road
ATHERTON

OFFERED AT \$2,395,000

307Walsh.com

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