



# HUGH CORNISH & ASSOCIATES

Top 1% Internationally – Coldwell Banker

Ranked #200 Nationally by *The Wall Street Journal*, 2019

Over \$2 Billion in Sales

[www.HughCornish.com](http://www.HughCornish.com)

## MARKET UPDATE DECEMBER 2019



*Enjoy the  
Holidays  
and have a  
Wonderful  
New Year*

### MONTHLY SALES DATA for NOVEMBER 2019

#### ATHERTON

Number of Homes Sold: 5  
Average Sale Price: \$10,784,000  
Average Days on Market: 116

#### WOODSIDE

Number of Homes Sold: 11  
Average Sale Price: \$3,477,773  
Average Days on Market: 35

#### MENLO PARK

Number of Homes Sold: 31  
Average Sale Price: \$2,851,403  
Average Days on Market: 22

#### PORTOLA VALLEY

Number of Homes Sold: 6  
Average Sale Price: \$2,889,167  
Average Days on Market: 70

#### MORTGAGE RATES as of 12/18/19\*

##### CONFORMING LOANS

15-year fixed rate: 3.125% (APR 3.223%)  
30-year fixed rate: 3.875% (APR 3.931%)  
7/1 ARM: 3.375% (APR 3.883%)

##### JUMBO LOANS

15-year fixed rate: 3.250% (APR 3.269%)  
30-year fixed rate: 3.500% (APR 3.531%)  
7/1 ARM: 2.875% (APR 3.610%)

\*All above rates are with no points to the borrower. Certain loan to value, credit score, and loan amount premiums may apply. Contact: Peter Keller, Wells Fargo Home Mortgage, Home Mortgage Consultant (NMLS# 281019) at [PeterKeller@wellsfargo.com](mailto:PeterKeller@wellsfargo.com) or 650.248.4190  
Please Note: We care about your security and privacy. Please don't include identifying information like account numbers, birth dates and social security numbers in emails to us. Call us instead for secure email options or send the information by fax or regular US mail.  
Wells Fargo is an equal housing lender.