



# HUGH CORNISH & ASSOCIATES

Top 1% Internationally – Coldwell Banker  
 Ranked #200 Nationally by *The Wall Street Journal*, 2019  
 Over \$2 Billion in Sales

## 2019 1<sup>ST</sup> HALF REAL ESTATE REVIEW OVER \$100 MILLION IN SALES, 2019 YTD

ATHERTON      MENLO PARK      PORTOLA VALLEY      WOODSIDE

**W**e are proud to present the first half review of 2019, a follow-up to the 20<sup>th</sup> edition of the annual Real Estate Review. In this publication, we provide a summary of sales statistics for Atherton, Menlo Park, Portola Valley, and Woodside for the first half. It is our hope that this report proves to be a useful tool for local property owners and potential buyers, enabling them to better understand market trends and residential property values. As always, do not hesitate to call us if you would like any details on sales in your own neighborhood or to discuss a strategy for selling your home. We look forward to speaking with you.

### ATHERTON

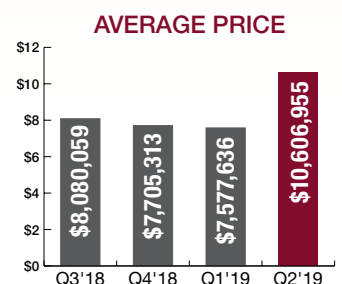
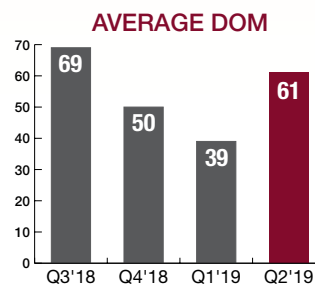
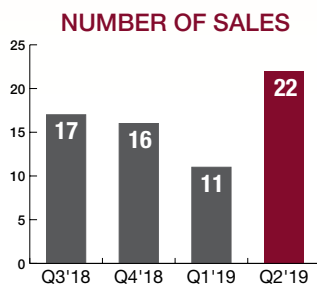
### Prices & Number of Sales Decline

The reported average sale price of a home in Atherton in the first half of 2019 was a record high of \$9,098,440. This represents an increase of \$775,082, or 9%, compared to the average of \$8,323,358 in all of 2018. This is due to 11 homes that sold for more than \$11 million. Median price also increased rising to \$7,100,000 in the first half of this year, compared to \$6,650,000 in all of 2018. This represents a 7% increase.

There were 33 sales reported in the Multiple Listing Service in Atherton during the first half of 2019, compared to 34 sales in the same half last year. 9 of the 33 homes sold for more than list price; on average, homes sold for 99% of list price. There were 67 new listings in the first half of 2019, compared to 66 new listings in the same half last year.

Homes took a little longer to sell than they did last year; the average days on market was 54 days compared to 52 days last year. 50% of all sales in the first half sold in 39 days or less and 10 homes sold in 2 weeks or less.

There are currently 27 homes for sale on the Multiple Listing Service as of July 21. Of these homes, 12 are listed for more than \$11 million. The average list price of the homes currently for sale is \$11,284,700, ranging from \$3,695,000 to \$26,000,000. The average days on market for the current listings is 88 days, as 8 homes have been on the market for over 100 days.



More City Reviews >>

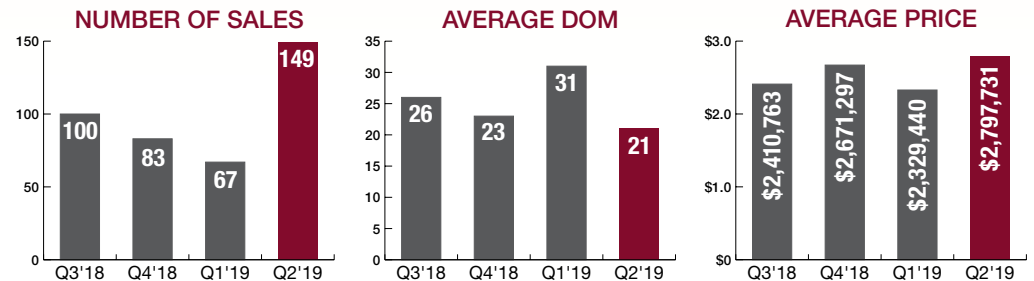
# MENLO PARK

## Record High Average Price

The reported average sale price of a home in Menlo Park, including single-family, condos, and townhomes, in the first half of 2019 was a record high of \$2,652,474. This represents an increase of \$40,767, or 1.5%, compared to the average of \$2,611,707 in all of 2018. The median price declined slightly to \$2,255,000 in the first half of this year, compared to \$2,300,000 in all of 2018. This represents just a 2% decline. Demand was incredibly strong as evidenced by the fact that 113 homes, or 76%, sold for more than list price. On average, homes sold for 102% of list price. There were 216 reported sales during the first half of 2019, far more than the 187 that

closed in the same half of 2018. The number of sales in the second quarter, 149, was the highest quarterly number reached since the second quarter of 2011. There were 323 new listings in the first half of 2019, compared to 271 new listings in the same half of 2018.

Homes sold very quickly with an average days on market of 24 and a median days on market of 13. Inventory is high with 68 homes for sale in Menlo Park in the Multiple Listing Service as July 21, 41 of which have been on the market for more than 30 days. The average days on market for the current listings is 61 days and the median is 39 days. Prices range from \$650,000 to \$17,500,000. The average list price is \$3,027,725.



# PORTOLA VALLEY

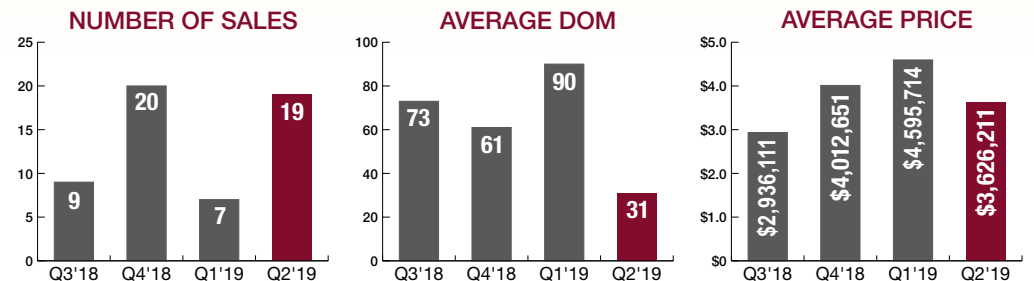
## Average Price Reaches Record High

The reported average sale price of a home in Portola Valley in the first half of 2019 was a record high of \$3,887,231. This represents a 12% increase compared to 2018. Median price declined 2% dropping to \$3,275,000 in the first half of this year.

The average days on market was 47 days and the median days on market was 19; 10 homes sold in 2 weeks or less.

Currently, there are just 12 Portola Valley homes for sale in the Multiple Listing Service, with list prices ranging from \$1,495,000 to \$12,000,000. The average list price of the homes currently for sale is \$4,786,625. The average days on market for the current listings is 91 days and the median is 86 days.

There were 26 reported sales in the first half of 2019, the same number as in the first half of 2018. There were just 6 homes that sold for more than list price. In the first half of 2019, there were 46 new listings compared to 53 new listings in the first half of 2018.



# WOODSIDE

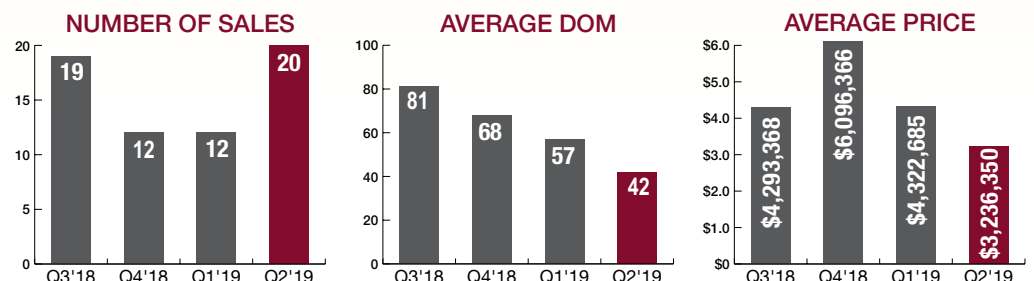
## Prices Down After 2018 Record Highs

The reported average sale price of a home in Woodside in the first half of 2019 was \$3,643,725. This represents a decline of \$904,232, or 20%, compared to the record high average of \$4,547,957 in all of 2018. The median price also declined to \$2,932,500 in the first half of this year, compared to \$3,500,000 in 2018. This represents a 16% decline.

The average days on market in the first half of 2019 was 47 days and the median days on market was 23; 13 homes sold in 2 weeks or less but 5 homes took more than 100 days to sell.

Currently, there are 33 Woodside homes for sale in the Multiple Listing Service, with list prices ranging from \$1,775,000 to \$28,500,000. The average list price of the homes currently for sale is \$9,193,148 as there are 11 homes for sale for more than \$10 million. The average days on market for the current listings is 148 days and the median is 100 days.

There were 32 reported sales in the first half of 2019, the same number as in the first half of 2018. There were just 5 homes that sold for more than list price; on average homes sold for 99% of list price. In the first half of 2019, there were 72 new listings compared to 63 new listings in the first half of 2018.



# APRIL – JUNE 2019 SALES

## ATHERTON

58 Tuscaloosa Ave	\$25,000,000
61 Faxon Rd	\$24,000,000
30 Belbrook Way	\$23,000,000
96 Ridge View Dr	\$21,000,000
74 Logan Ln	\$17,808,000
1 Ridge View Dr	\$14,510,000
222 Atherton Ave	\$12,850,000
61 Selby Ln	\$11,500,000
43 Amador Ave	\$11,300,000
38 Tuscaloosa Ave	\$9,000,000
400 Selby Ln	\$8,900,000
1 Queens Ct	\$8,725,000
60 Winchester Dr	\$7,800,000
368 Stevick Dr	\$7,100,000
338 Greenoaks Dr	\$5,350,000
357 Walsh Rd	\$5,100,000
1 Edge Rd	\$5,000,000
1 Bassett Ln	\$4,900,000
362 Camino Al Lago	\$3,050,000
99 Nora Way	\$3,010,000
29 Snowden Ave	\$2,250,000
286 Selby Ln	\$2,200,000

## MENLO PARK

777 Sharon Park Dr	\$9,700,000
1628 Stanford Ave	\$7,600,000
888 Berkeley Ave	\$7,548,000
1824 Doris Dr	\$7,075,000
1145 Rosefield Way	\$6,850,000
1210 Bay Laurel Dr	\$6,810,000
320 Olive St	\$6,700,000
1440 Bay Laurel Dr	\$6,675,000
1760 Bay Laurel Dr	\$6,400,000
555 Oakfield Ln	\$6,200,000
130 Royal Oaks Ct	\$5,750,000
930 Berkeley Ave	\$5,650,000
39 Sneckner Ct	\$5,400,000
1646 Stanford Ave	\$5,300,000
1321 Hobart St	\$4,945,000
1678 Oak Ave	\$4,800,000
3 Fredrick Ct	\$4,750,000
2181 Cedar Ave	\$4,475,000
900 Hobart St	\$4,225,000
1175 Hermosa Way	\$4,200,000
422 Concord Dr	\$4,050,000
240 Ringwood Ave	\$4,000,000
1203 N Lemon Ave	\$4,000,000
35 Hallmark Cir	\$4,000,000
931 Cloud Ave	\$3,988,000
4 Alder Pl	\$3,950,000
1357 Woodland Ave	\$3,950,000
195 Seminary Dr	\$3,925,000
680 Cambridge Ave	\$3,925,000
35 Oak Hollow Way	\$3,825,000

1220 Hillview Dr	\$3,810,000
675 Evergreen St	\$3,800,000
755 Cambridge Ave	\$3,800,000
1130 Westfield Dr	\$3,725,000
221 Laurel St	\$3,660,000
2127 Oakley Ave	\$3,600,000
1351 Sherman Ave	\$3,550,000
420 Ringwood Ave	\$3,538,000
865 Middle Ave	\$3,500,000
2190 Avy Ave	\$3,475,000
3880 Alameda De Las Pulgas	\$3,400,000
7 Montana Ln	\$3,400,000
1105 Hermosa Way	\$3,350,000
15 Susan Gale Ct	\$3,350,000
1081 Sierra Dr	\$3,333,000
807 Paulson Cir	\$3,275,000
2070 Sterling Ave	\$3,262,000
124 Felton Dr	\$3,200,000
1105 Hidden Oaks Dr	\$3,200,000
1141 Westfield Dr	\$3,125,000
35 La Loma Dr	\$3,100,000
311 Concord Dr	\$3,000,000
119 Hillside Ave	\$3,000,000
44 La Loma Dr	\$2,995,000
620 Fremont St	\$2,990,000
710 17 <sup>th</sup>	\$2,900,000
739 Fremont St	\$2,900,000
430 Central Ave	\$2,800,000
430 Central Ave	\$2,800,000
1135-1137 Marcussen Dr	\$2,800,000
180 Stanford Ave	\$2,750,000
730 17 <sup>th</sup> Ave	\$2,700,000
11 Susan Gale Ct	\$2,600,000
24 Homer Ln	\$2,580,000
320 Grayson Ct	\$2,550,000
221 Lexington Dr	\$2,510,000
1027 Henderson Ave	\$2,400,000
112 Clover Lane	\$2,400,000
112 Clover Ln	\$2,400,000
14 Hallmark Cir	\$2,395,000
128 Elliott Dr	\$2,380,000
925 Valparaiso Ave	\$2,375,000
720 Laurel Ave	\$2,360,000
318 Oakwood Pl	\$2,350,000
426 8 <sup>th</sup> Ave	\$2,300,000
7 Susan Gale Ct	\$2,260,000
526 Bay Rd	\$2,250,000
313 Bay Rd	\$2,225,000
873 Partridge Ave	\$2,200,000
184 Stone Pine Ln	\$2,200,000
920 Menlo Ave	\$2,200,000
988 Menlo Ave	\$2,195,000
440 9 <sup>th</sup> Ave	\$2,125,000
2043 Santa Cruz Ave	\$2,120,000
522 Bay Rd	\$2,100,000

162 Buckthorn Way	\$2,100,000
304 Robin Way	\$2,075,000
238 Mckendry Dr	\$2,025,000
549 Menlo Oaks Dr	\$2,000,888
920 Cloud Ave	\$2,000,000
480 Sand Hill Cir	\$2,000,000
402 Encinal #402	\$1,999,999
408 Encinal Avenue	\$1,995,039
675 Nash Ave	\$1,970,000
639 Palmer Ln	\$1,951,000
179 Hedge Rd	\$1,915,000
1041 Sonoma Ave	\$1,910,000
1983 Byers Dr	\$1,882,000
131 Hedge Rd	\$1,860,000
319 Chester St	\$1,825,000
1047 Greenwood Dr	\$1,825,000
224 Willow Rd	\$1,820,000
239 Oakhurst Pl	\$1,820,000
222 Oak Ct	\$1,800,000
2105 Monterey Ave	\$1,800,000
2021 Santa Cruz Ave	\$1,800,000
1334 Mills St	\$1,750,000
1326 Hoover St #9	\$1,750,000
2319 Sharon Rd	\$1,750,000
170 Willow Rd	\$1,730,000
657 Roble Ave	\$1,730,000
880 Partridge Ave	\$1,725,000
1326 Hoover St #4	\$1,710,000
224 Hedge Rd	\$1,635,000
2101 Valparaiso Ave	\$1,630,000
619 Middle Ave	\$1,620,000
1546 San Antonio Ave	\$1,606,000
4411 Fair Oaks Ave	\$1,600,000
539 San Benito Ave	\$1,600,000
34 Lorelei Ln	\$1,600,000
2119 Santa Cruz Ave	\$1,588,900
150 Alma St #101	\$1,587,000
1421 Rosemary St	\$1,550,000
486 7 <sup>th</sup> Ave	\$1,545,000
600 Willow Rd #6	\$1,530,000
2139 Avy Ave	\$1,500,000
1280 Sharon Park Dr #32	\$1,470,000
1057 Pine St	\$1,453,000
72 Loyola Ave	\$1,450,000
21 Lorelei Ln	\$1,425,000
429 7 <sup>th</sup> Ave	\$1,360,000
1372 Madera Ave	\$1,338,888
804 18 <sup>th</sup> Ave	\$1,320,000
2307 Sharon Rd	\$1,320,000
636 11 <sup>th</sup> Ave	\$1,315,000
387 6 <sup>th</sup> Ave	\$1,300,000
461 Hamilton Ave	\$1,300,000
1100 Sharon Park Dr #38	\$1,300,000
675 Sharon Park Dr #134	\$1,298,000
503 7 <sup>th</sup> Ave	\$1,250,000

1346 Madera Ave	\$1,248,155
915 Marsh Rd	\$1,175,000
150 Alma St #213	\$1,162,000
2140 Santa Cruz Ave #D107	\$1,140,000
505 Ivy Dr	\$1,106,000
1436 San Antonio Ave #3	\$1,100,000
675 Sharon Park Dr #314	\$1,098,000
2140 Santa Cruz Ave #E202	\$1,030,000
675 Sharon Park Dr #224	\$950,000
1236 Sevier Ave	\$913,000
220 Newbridge St	\$900,000

## PORTOLA VALLEY

158 Pinon Dr	\$8,495,000
272 Golden Hills Dr	\$6,495,000
45 Stonegate Rd	\$4,600,000
35 Granada Ct	\$4,500,000
15 Cordova Ct	\$4,400,000
295 Cervantes Rd	\$4,300,000
5 Coal Mine Vw	\$3,900,000
330 Dedalera Dr	\$3,700,000
30 Quail Ct	\$3,595,000
183 Vista Verde Way	\$3,300,000
15 Aliso Way	\$3,250,000
5 Sandstone St	\$3,195,000
11 Sandstone St	\$3,100,000
391 Canyon Dr	\$2,800,000
181 Erica Way	\$2,375,000
55 Prado Ct	\$2,250,000
377 Wayside Rd	\$1,925,000
245 Bonita Rd	\$1,600,000
1108 Los Trancos Rd	\$1,118,000

## WOODSIDE

165 Josselyn Ln	\$7,495,000
125 Lakeview Dr	\$7,195,000
330 Laning Dr	\$5,850,000
460 Las Pulgas Dr	\$5,500,000
515 Moore Rd	\$4,800,000
133 Marva Oaks Dr	\$4,750,000
191 Miramontes Rd	\$4,600,000
12400 Skyline Blvd	\$3,300,000
195 Jane Dr	\$3,050,000
1475 Portola Rd	\$2,815,000
1020 Bear Gulch Rd	\$2,527,000
13250 Skyline Blvd	\$1,875,000
190 Bonsen Ct	\$1,848,000
165 Grandview Dr	\$1,765,000
37 Big Tree Way	\$1,695,000
13878 Skyline Blvd	\$1,425,000
128 Huckleberry Trl	\$1,390,000
10700 La Honda Rd	\$1,188,000
13499 La Honda Rd	\$960,000
36 Skylonda Dr	\$699,000



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Hugh Cornish & Associates  
1377 El Camino Real  
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# 2019 1<sup>ST</sup> HALF REAL ESTATE REVIEW

## Current Activity by Hugh Cornish & Associates

*OVER \$100 MILLION IN SALES, 2019 YTD*

**FOR SALE - OPPORTUNITY IN WESTRIDGE**



210 Escobar Road, PORTOLA VALLEY  
OFFERED AT \$3,195,000  
[210Escobar.com](http://210Escobar.com)

**FOR SALE - 1+ ACRES**



87 Patricia Drive, ATHERTON  
OFFERED AT \$11,995,000  
[87Patricia.com](http://87Patricia.com)

**FOR SALE - BUILD YOUR DREAM HOME**



84 Stockbridge Avenue, ATHERTON  
OFFERED AT \$6,850,000  
[84Stockbridge.com](http://84Stockbridge.com)

**FOR SALE - STEPS FROM DOWNTOWN**



638 Middlefield Road, PALO ALTO  
OFFERED AT \$3,195,000  
[638Middlefield.com](http://638Middlefield.com)

**FOR SALE - VIEWS OF THE BAY**



40 Fox Hill Road, WOODSIDE  
OFFERED AT \$9,995,000  
[ExceptionalWoodsideEstate.com](http://ExceptionalWoodsideEstate.com)  
Co-listed with Erika Demma

**FOR SALE - NEW CONSTRUCTION**



4 Palm Court, MENLO PARK  
OFFERED AT \$5,775,000  
[4PalmCourt.com](http://4PalmCourt.com)

**FOR SALE - APPROXIMATELY 2 ACRES**



236 Camino Al Lago, ATHERTON  
OFFERED AT \$14,995,000  
[236CaminoAlLago.com](http://236CaminoAlLago.com)

**FOR SALE - PRIVACY AND VIEWS**



167 Ramoso Road, PORTOLA VALLEY  
OFFERED AT \$5,495,000  
[167Ramoso.com](http://167Ramoso.com)

**SOLD - ESTATE WITH GLORIOUS VIEWS**



880 Westridge Drive, PORTOLA VALLEY  
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[LaQuintaHermosaPV.com](http://LaQuintaHermosaPV.com)

HUGH CORNISH & ASSOCIATES

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



HUGH CORNISH

650.619.6461  
hugh@hughcornish.com  
CalRE#00912143



STEPHANIE ELKINS  
VAN LINGE

650.400.2933  
stephanie@hughcornish.com  
CalRE#00897565