



HUGH CORNISH & ASSOCIATES

Ranked #1 Agent in SF Bay Area *Coldwell Banker*, 2019
 #30 Agent in the United States *The Wall Street Journal*, 2020
 Over \$2.5 Billion in Sales
 HughCornish.com

MARKET UPDATE JULY 2020



If you did not receive your copy of the **2020 1st Half Review**, contact us or [click here](#).

MONTHLY SALES DATA for JUNE 2020

ATHERTON

Number of Homes Sold: 6
 Average Sale Price: \$6,506,667
 Median Sale Price: \$6,335,000

WOODSIDE

Number of Homes Sold: 9
 Average Sale Price: \$3,003,889
 Median Sale Price: \$1,980,000

MENLO PARK

Number of Homes Sold: 38
 Average Sale Price: \$2,908,337
 Median Sale Price: \$2,443,403

PORTOLA VALLEY

Number of Homes Sold: 19
 Average Sale Price: \$4,355,526
 Median Sale Price: \$3,725,000

MORTGAGE RATES as of 7/23/2020*

CONFORMING LOANS

15-year fixed rate: **2.375%** (APR 2.526%)
 30-year fixed rate: **2.875%** (APR 2.949%)
 7/1 ARM: **2.500%** (APR 2.728%)

JUMBO LOANS

15-year fixed rate: **2.750%** (APR 2.901%)
 30-year fixed rate: **3.125%** (APR 3.189%)
 7/1 ARM: **2.375%** (APR 2.661%)

*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 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.

PROUD ANNOUNCEMENT

We are proud to announce that on June 19, Hugh Cornish was ranked #30 in the United States based on sales volume, per *The Wall Street Journal*, and Hugh was named the #1 Agent in the SF Bay Area by Coldwell Banker for 2019.

2020 1st HALF REVIEW

THE EFFECT OF COVID-19

Shelter-in Place due to Covid-19 began 15 days before the end of the first quarter. As we moved into the second quarter, only 24 homes in the combined cities of Atherton, Menlo Park, Portola Valley, and Woodside went into contract in April. At the end of April, once occupied homes were allowed to be shown by appointment, then sales started picking up. Prior to this, only vacant homes could be shown. While the number of sales in the first half was down in Atherton and Menlo Park compared to the same half in 2019, it was just the opposite in Portola Valley and Woodside, as you will see inside this report.

MARKET UPDATE BY CITY

Below is a snapshot by city comparing the number of sales and average price by quarter. [Click here](#) to view the full city analyses and the entire report.

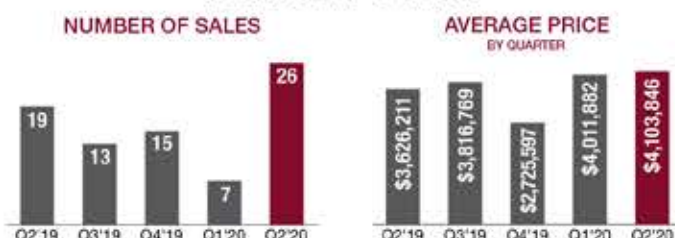
ATHERTON



MENLO PARK



PORTOLA VALLEY



WOODSIDE

