



# HUGH CORNISH & ASSOCIATES

#1 Agent in the SF Bay Area  
Coldwell Banker, 2020  
#78 in the United States  
*The Wall Street Journal, 2021*

OVER \$2.75 BILLION IN SALES

## 2021 HALF-YEAR REAL ESTATE REVIEW

ATHERTON

MENLO PARK

PORTOLA VALLEY

WOODSIDE

We are proud to present the First Half Review of 2021, a follow up to the 22<sup>nd</sup> edition of our 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.

We continue to experience the pent-up demand from buyers who were hesitant to jump in the market last year because of the pandemic. Many are still looking for larger properties and more land as more and more continue to work from home. Interest rates remain at record lows and the stock market is at record highs, which are also fueling the real estate market. The second quarter of this year was particularly strong as more inventory became available, particularly in Menlo Park and Woodside as detailed in this report.

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 in this market. We look forward to speaking with you.

## ATHERTON

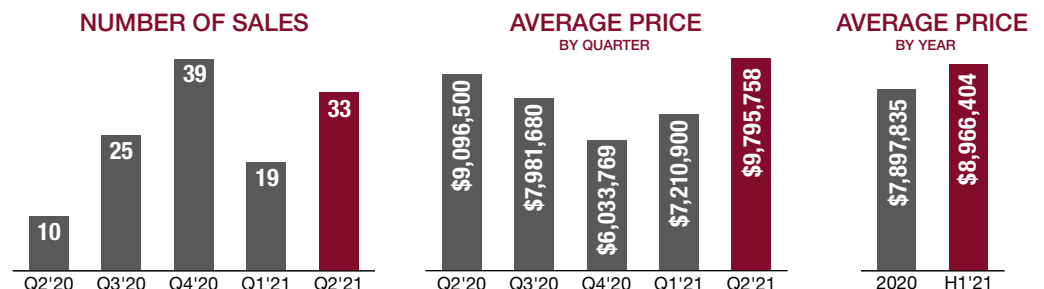
### Record-High 2<sup>nd</sup> Quarter Average Almost \$10 Million

The average price of a home in Atherton (per the Multiple Listing Service) in the first half of 2021 was \$8,966,404. This was 14% higher than all of 2020 – and almost all of the first half was before the state officially “opened up” on June 15. The second quarter reached a record high average price of \$9,795,758, a significant 36% increase just since the first quarter. There were 14 homes that sold for more than \$10 million, 11 of which sold in the second quarter.

There were 52 sales during the first half, compared to 28 sales in the same half last year. Only 9 homes sold over list price; on average homes sold for 98%

of list price. Of the 52 homes sold, 33 were sold in the second quarter. There were a total of 84 new listings in the first half, compared to 66 new listings in the first half of last year.

In the first half, the average days on market was 43, which is about the same as it was last year when it was 45, keeping in mind there was a period of time last year that the days were suspended. The median days on market in the first half was just 17. Currently, there are 30 homes for sale on the Multiple Listing Service. Of these homes, 21 are listed for more than \$10 million.



# MENLO PARK

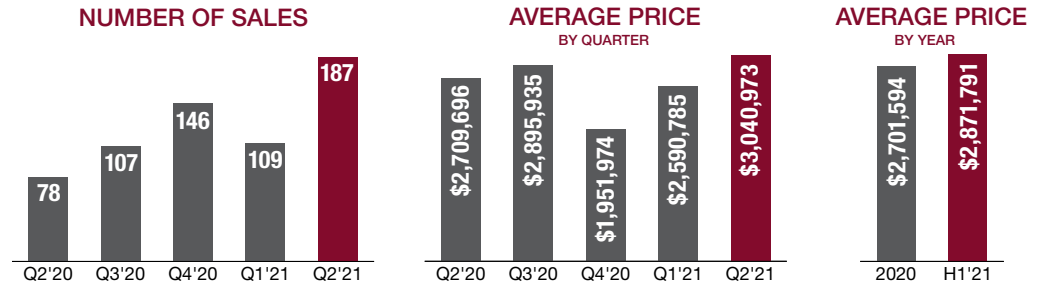
## Sales Incredibly Strong; Record-High Prices

There were 296 single-family and condo/townhome sales during the first half compared to just 143 in the first half of last year – a 107% increase. This is the highest number of sales in a first half since 2004 when it was also 296. Demand was incredibly strong evidenced by 175 homes, or 59%, selling for more than list price. The high end was strong with 3 sales for \$10 million or more, contributing to the increase in average price, which was 6% higher than all of last year. A record-high quarterly price was reached in the second quarter at more than \$3 million.

There were 393 new listings in the first half compared to 258 new listings in the same half last year.

In the first half, the average days on market was 21, which is slightly better than 25 days last year, keeping in mind there was a period of time last year that the days were suspended. The median days on market in the first half was just 9.

Currently, there are 63 homes for sale on the Multiple Listing Service ranging from \$650,000 to \$13,800,000.



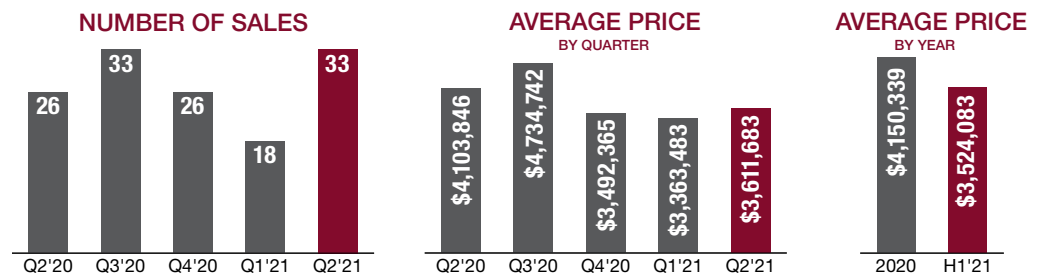
# PORTOLA VALLEY

## Sales Took Off in the 2<sup>nd</sup> Quarter; Prices Down

In the first half, there were 51 sales compared to 33 in the first half of last year; there were 33 this year in just the second quarter. Because the high-end was not as strong as last year, which had 3 sales over \$10 million resulting in a record-high average price, the average price this year is down 15%. There were, however, 4 sales between \$7 million and \$9 million and only 3 sales for less than \$2 million. There were 18 sales, or 35%, that sold for more than list price. There were 70 new listings in the first half compared to 56 in the same half in 2020.

In the first half, the average days on market was 35, which is much better than 43 days last year, keeping in mind there was a period of time last year that the days were suspended. The median days on market in the first half was just 10.

There are only 13 homes currently for sale on the Multiple Listing Service ranging from \$2,400,000 to \$26,950,000; 6 of these have been on the market for more than 45 days.



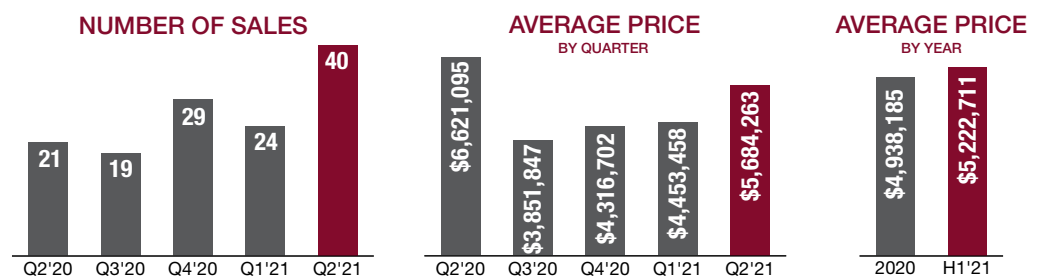
# WOODSIDE

## Record-Breaking # of Sales; Average Price up 6%

Following a record-breaking year for prices in Woodside, the average price of a home (per the Multiple Listing Service) in the first half was up another 6% to \$5,222,711. Sales were incredibly strong – in fact, at 64 sales, this is the highest number in any half for current records dating back to 2004. In comparison, there were 79 sales in all of last year and 65 sales in all of 2019.

In the first half, the average days on market was 50, which is much better than 75 days last year, keeping in mind there was a period of time last year that the days were suspended. The median days on market in the first half was just 18.

There are only 23 homes currently for sale on the Multiple Listing Service ranging from \$1,379,000 to \$135,000,000; 16 of these have been on the market for more than 30 days.



Sales took off in the second quarter with 40. Of all the sales in the first half, 23, or 58%, sold for more than list price. On average homes sold for 100.1% of list price. There were 93 new listings in the first half, compared to 66 in the same half last year.

# April – June 2021 Sales

## ATHERTON

98 Stevenson Ln	\$30,500,000
5 Faxon Forest	\$23,050,000
78 Alejandra Ave	\$19,500,000
55 Belbrook Way	\$15,250,000
137 Heather Dr	\$14,000,000
39 Melanie Ln	\$13,700,000
54 Tuscaloosa Ave	\$13,200,000
55 Irving Ave	\$12,200,000
180 Elena Ave	\$12,000,000
50 Barry Ln	\$11,500,000
285 Catalpa Dr	\$11,011,000
128 Atherton Ave	\$9,900,000
261 Atherton Ave	\$9,000,000
185 Fair Oaks Ln	\$8,820,000
464 Selby Ln	\$8,650,000
242 Oak Grove Ave	\$8,500,000
345 Selby Ln	\$8,300,000
96 Laburnum Rd	\$8,250,000
183 Almendral Ave	\$7,900,000
459 Walsh Rd	\$7,400,000
248 Greenoaks Dr	\$7,300,000
140 Atherton Ave	\$7,050,000
2 Fredrick Ave	\$6,700,000
191 Selby Ln	\$6,700,000
35 Edge Rd	\$6,350,000
2 Heritage Court	\$5,449,000
470 Middlefield Rd	\$5,310,000
40 Selby Ln	\$5,200,000
307 Walsh Rd	\$5,100,000
4 Maple Ave	\$5,000,000
379 Walsh Rd	\$4,020,000
89 Park Dr	\$3,650,000
72 Maple Ave	\$2,800,000

## MENLO PARK

1140 Arbor Rd	\$13,550,000
1180 Arbor Rd	\$12,900,000
23 Sunset Ln	\$10,000,000
1275 Santa Cruz Ave	\$8,750,000
1325 Garden Ln	\$7,550,000
980 Wallea Dr	\$7,400,000
308 Arbor Rd	\$7,280,000
601 Menlo Oaks Dr	\$7,100,000
1355 Hillview Dr	\$6,880,000
2140 Prospect St	\$6,085,000
5 Zachary Ct	\$6,050,000
775 Oak Knoll Ln	\$6,000,000
240 Princeton Rd	\$5,850,000
320 Lennox Ave	\$5,555,000
765 Hobart St	\$5,400,000
1365 Corinne Ln	\$5,300,000
1255 Elder Ave	\$5,295,000
950 Lucky Ave	\$5,265,000
1880 Oakdell Dr	\$5,100,100
1068 College Ave	\$5,100,000
1799 Stanford Ave	\$5,000,000
2150 Sharon Rd	\$5,000,000
725 Cotton St	\$4,900,000
1250 Hermosa Way	\$4,850,000
260 Encinal Ave	\$4,720,000
2045 Sharon Rd	\$4,700,000
501 Berkeley Ave	\$4,600,000
180 Hanna Way	\$4,420,000
3122 Barney Ave	\$4,400,000

1664 Oak Ave	\$4,365,000
2140 Mills Ave	\$4,350,000
925 Siskiyou Dr	\$4,325,000
675 Evergreen St	\$4,250,000
1805 Bay Laurel Dr	\$4,200,000
11 Garland Pl	\$4,180,000
984 Monte Rosa Dr	\$4,171,000
1330 Cotton St	\$4,150,000
1898 Camino A Los Cerros	\$4,150,000
2041 Mills Ave	\$4,150,000
1314 Cloud Ave	\$4,100,000
301 Arbor Rd	\$4,050,000
90 La Loma Dr	\$4,011,000
1110 Hillview Dr	\$3,950,000
1751 Croner Ave	\$3,950,000
309 University Dr	\$3,926,000
444 Gilbert Ave	\$3,900,000
2001 Menalto Ave	\$3,900,000
1015 Trinity Dr	\$3,900,000
611 Woodland Ave	\$3,898,000
230 Oconnor St	\$3,880,000
433 Encinal Ave	\$3,825,000
2171 Clayton Dr	\$3,800,000
8 Sunset Ln	\$3,760,000
9 Wood Ln	\$3,750,000
1100 N Lemon Ave	\$3,700,000
2130 Camino A Los Cerros	\$3,675,000
333 Marmona Dr	\$3,650,000
2051 Valparaiso Ave	\$3,600,000
442 Gilbert Ave	\$3,550,000
247 Oakhurst Pl	\$3,500,000
1385 Delfino Way	\$3,500,000
320 Encinal Ave	\$3,411,000
25 Sharon Ct	\$3,410,000
531 Menlo Oaks Dr	\$3,400,000
40 Willow Rd	\$3,350,000
1181 Orange Ave	\$3,250,000
2098 Oakley Ave	\$3,200,000
2075 Manzanita Ave	\$3,200,000
908 Menlo Ave	\$3,150,000
910 Menlo Ave	\$3,150,000
2111 Harkins Ave	\$3,100,000
968 Menlo Ave	\$3,000,000
540 Palmer Ln	\$3,000,000
1355 Santa Cruz Ave	\$2,950,000
4024 Fair Oaks Ave	\$2,950,000
419 Laurel Ave	\$2,930,000
611 12 <sup>th</sup> Ave	\$2,890,000
751 Partridge Ave	\$2,875,000
1441 Franks Ln	\$2,854,000
500 8 <sup>th</sup> Ave	\$2,850,000
2045 Menalto Ave	\$2,850,000
19 Susan Gale Ct	\$2,800,000
2131 Harkins Ave	\$2,780,000
2199 Sharon Rd	\$2,770,000
705 Live Oak Ave	\$2,700,000
980 Lassen Dr	\$2,675,000
727 San Benito Ave	\$2,658,000
2044 Ashton Ave	\$2,645,000
203 Lexington Dr	\$2,625,000
970 Millie Ave	\$2,600,000
751 San Benito Ave	\$2,600,000
2 Hallmark Cir	\$2,600,000
659 Palmer Ln	\$2,560,000
5 Carriage Ct	\$2,560,000

219 Oakhurst Pl	\$2,560,000
927 Timothy Ln	\$2,528,000
2151 Oakley Ave	\$2,520,000
212 O'Keefe St	\$2,510,000
936 Peggy Ln	\$2,500,000
414 Oconnor St	\$2,500,000
175 Elliott Dr	\$2,500,000
1036 Tehama Ave	\$2,495,000
371 Nova Ln	\$2,430,000
2469 Alpine Rd	\$2,416,000
1398 Sherman Ave	\$2,400,000
341 Oconnor St	\$2,400,000
2030 Liberty Park Ave	\$2,400,000
2035 Liberty Park Ave	\$2,350,325
170 Stone Pine Ln	\$2,350,000
980 Lucky Ave	\$2,340,000
998 Lucky Ave	\$2,320,000
295 Oakhurst Pl	\$2,305,000
1175 Laurel St	\$2,300,000
1260 Trinity Dr	\$2,285,000
272 Marmona Dr	\$2,280,000
25 Biltmore Ln	\$2,250,000
303 Robin Way	\$2,200,000
754 Gilbert Ave	\$2,175,000
2121 Santa Cruz Ave	\$2,175,000
1958 Menalto Ave	\$2,150,000
357 Mckendry Dr	\$2,150,000
943 Timothy Ln	\$2,130,000
192 Spruce Ave	\$2,125,000
49 Lorelei Ln	\$2,100,000
137 Spruce Ave	\$2,100,000
410 Encinal Ave	\$2,100,000
17 Artisan Way #17	\$2,050,000
2434 Sharon Oaks Dr	\$2,015,000
1054 Menlo Oaks Dr	\$2,010,000
1326 Hoover St #7	\$2,000,000
2087 Mills Ave	\$1,975,000
2409 Sharon Oaks Dr	\$1,975,000
611 Bay Rd	\$1,975,000
116 Oak Ct	\$1,970,000
2403 Sharon Oaks Dr	\$1,960,000
580 Kenwood Dr	\$1,950,000
1326 Hoover St #2	\$1,925,000
973 Menlo Ave #15	\$1,900,000
4205 Fair Oaks Ave	\$1,880,000
513 8 <sup>th</sup> Ave	\$1,850,000
2471 Sharon Oaks Dr	\$1,840,000
112 Sand Hill Cir	\$1,820,000
603 Palmer Ln	\$1,815,000
2442 Sharon Oaks Dr	\$1,790,000
1930 Santa Cruz Ave	\$1,775,000
1333 Hoover St	\$1,735,000
804 14 <sup>th</sup> Ave	\$1,728,000
1329 Hoover St	\$1,720,000
1303 Crane St	\$1,705,000
3607 Fair Oaks Ave	\$1,705,000
2389 Sharon Rd	\$1,700,000
16 Artisan Way	\$1,690,000
561 6 <sup>th</sup> Ave	\$1,650,000
516 7 <sup>th</sup> Ave	\$1,640,000
546 6 <sup>th</sup> Ave	\$1,608,750
1290 Sharon Park Dr #50	\$1,550,000
604 16 <sup>th</sup> Ave	\$1,550,000
220 Newbridge St	\$1,540,000
895 15 <sup>th</sup> Ave	\$1,515,000

2137 Avy Ave	\$1,498,000
1155 Merrill St #104	\$1,362,000
1247 Carlton Ave	\$1,335,000
604 9 <sup>th</sup> Ave	\$1,310,000
1150 Hollyburne Ave	\$1,299,888
20 Willow Rd #11	\$1,299,000
675 Sharon Park Dr #248	\$1,286,000
775 Ivy Dr	\$1,285,000
1130 Windermere Ave	\$1,260,000
120 Amherst Ave	\$1,250,000
1450 Hill Ave	\$1,230,000
239 Newbridge St	\$1,200,000
461 Burgess Dr #8	\$1,200,000
1324 Modoc Ave	\$1,200,000
1348 Sevier Ave	\$1,200,000
180 Newbridge St	\$1,195,000
2140 Santa Cruz Ave #D107	\$1,140,000
763 San Benito Ave	\$1,120,000
1359 Hollyburne Ave	\$1,120,000
675 Monte Rosa Dr #821	\$1,100,000
1216 Hollyburne Ave	\$1,078,000
1351 Carlton Ave	\$950,000
2140 Santa Cruz Ave #E110	\$900,000
675 Sharon Park Dr #111	\$879,888
320 Terminal Ave	\$850,000
610 Gilbert Ave #27	\$835,000
165 E Okeefe St #1	\$811,000
2140 Santa Cruz Ave #A306	\$785,000
165 E Okeefe St #12	\$775,000
675 Sharon Park Dr #205	\$725,000

## PORTOLA VALLEY

637 Westridge Dr	\$8,935,000
15 Zapata Way	\$7,700,000
67 Hillbrook Dr	\$7,400,000
127 Ramoso Rd	\$7,300,000
5 Vista Verde Way	\$4,750,000
3 Veronica Pl	\$3,925,000
11 Valley Oak St	\$3,900,000
848 Portola Rd	\$3,720,000
12 Portola Green Cir	\$3,700,000
896 La Mesa Dr	\$3,550,000
14 Portola Green Cir	\$3,510,000
5 Quail Ct	\$3,500,000
812 La Mesa Dr	\$3,500,000
241 Erica Way	\$3,450,000
124 Foxwood Rd	\$3,285,000
3 Fremontia St	\$3,250,000
205 W Floresta Way	\$3,240,000
177 Los Trancos Cir	\$3,215,550
277 Old Spanish Trl	\$3,000,000
3 Wintercreek	\$2,950,000
25 Lerida Ct	\$2,925,000
115 Tan Oak Dr	\$2,925,000
369 Ramona Rd	\$2,905,000
180 Bear Gulch Dr	\$2,900,000
241 Durazno Way	\$2,750,000
132 El Nido Rd	\$2,600,000
191 La Mesa Dr	\$2,550,000
271 Mimosa Way	\$2,500,000
221 Vista Verde Way	\$2,425,000
128 Santa Maria Ave	\$2,400,000
1260 Los Trancos Rd	\$2,225,000
167 Ramona Rd	\$1,500,000
128 Carmel Way	\$800,000

\* These statistics have been obtained from the Multiple Listing Service. Please note that not all residential sales are reported to the Multiple Listing Service, so the actual figures may be different.





Hugh Cornish & Associates  
1125 Merrill Street  
Menlo Park, CA 94025

GLOBAL  
LUXURY

RESIDENTIAL BROKERAGE

PRSRST STD  
U.S. Postage  
PAID  
San Francisco, CA  
Permit No. 2001

# 2021 HALF-YEAR REAL ESTATE REVIEW

CONTINUED FROM PREVIOUS PAGE

## WOODSIDE (April – June 2021 Sales)

410 Mountain Home Rd ..... \$28,200,000	1100 Mountain Home Rd ..... \$5,850,000	183 Prospect St ..... \$4,525,000	136 Bardet Rd ..... \$3,025,000
30 Trail Ln ..... \$20,000,000	110 Farm Rd ..... \$5,750,000	70 Skywood Way ..... \$4,500,000	980 Espinosa Rd ..... \$2,800,000
155 Bardet Rd ..... \$13,550,000	40 Tripp Ct ..... \$5,700,000	1090 Bear Gulch Rd ..... \$4,430,000	160 Otis Ave ..... \$2,510,000
310 Kings Mountain Rd ..... \$9,500,000	280 Ridgeway Rd ..... \$5,525,000	3130 Woodside Rd ..... \$4,250,000	743 W California Way ..... \$2,462,500
170 Fox Hollow Rd ..... \$9,310,000	484 Moore Rd ..... \$5,400,000	340 Kings Mountain Rd ..... \$3,900,000	176 Swett Rd ..... \$2,100,000
165 Farm Rd ..... \$9,000,000	22 Preston Rd ..... \$5,300,000	103 Alta Vista Rd ..... \$3,800,000	210 Swett Rd ..... \$1,950,000
15 Oakhill Dr ..... \$6,650,000	470 W Maple Way ..... \$5,250,000	95 Skywood Way ..... \$3,575,000	140 Creek Trl ..... \$1,725,000
375 La Questa Way ..... \$6,350,000	220 Todo El Mundo ..... \$4,988,000	112 Alta Mesa Rd ..... \$3,510,000	854 Midglen Way ..... \$1,575,000
740 W California Way ..... \$6,150,000	2120 Stockbridge Ave ..... \$4,950,000	800 Patrol Rd ..... \$3,050,000	4 Fremont Way ..... \$1,550,000
111 La Questa Way ..... \$5,900,000	642 Woodside Way ..... \$4,800,000	1255 La Honda Rd ..... \$3,030,000	17659 Skyline Blvd ..... \$980,000

## Recent Activity by Hugh Cornish & Associates\*

FOR SALE



11 Buck Meadow Dr, PORTOLA VALLEY  
OFFERED AT \$6,875,000  
[11BuckMeadow.com](http://11BuckMeadow.com)

FOR SALE



1216 San Mateo Dr, MENLO PARK  
OFFERED AT \$7,298,000  
[1216SanMateo.com](http://1216SanMateo.com)

FOR SALE



67 Rosewood Dr, ATHERTON  
OFFERED AT \$12,500,000  
[67Rosewood.com](http://67Rosewood.com)

PENDING



755 Cambridge Ave, MENLO PARK  
OFFERED AT \$3,395,000  
[755CambridgeAve.com](http://755CambridgeAve.com)

SOLD



275 Laning Dr, WOODSIDE  
OFFERED AT \$3,250,000  
[275LaningDrive.com](http://275LaningDrive.com)

SOLD



78 Alejandra Ave, ATHERTON  
OFFERED AT \$19,500,000  
[78Alejandra.com](http://78Alejandra.com)

SOLD



170 Fox Hollow Rd, WOODSIDE  
OFFERED AT \$9,650,000  
[170FoxHollow.com](http://170FoxHollow.com)

SOLD



2 Fredrick Ave, ATHERTON  
OFFERED AT \$6,798,000  
[2Fredrick.com](http://2Fredrick.com)

SOLD



2140 Santa Cruz Ave D107, MENLO PARK  
OFFERED AT \$1,198,000  
[2140SantaCruzD107.com](http://2140SantaCruzD107.com)

SOLD



9 Wood Ln, MENLO PARK  
OFFERED AT \$3,595,000  
[9WoodLane.com](http://9WoodLane.com)

SOLD



1441 Franks Ln, MENLO PARK  
OFFERED AT \$2,595,000  
[1441Franks.com](http://1441Franks.com)

SOLD



140 Atherton Ave, ATHERTON  
OFFERED AT \$7,250,000  
[140Atherton.com](http://140Atherton.com)

\* Partial list

HUGH  
CORNISH  
& ASSOCIATES

Over \$2.75 Billion in Sales  
#1 Agent in the SF Bay Area  
Coldwell Banker, 2020  
#78 in the United States  
The Wall Street Journal, 2021



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