



HUGH CORNISH & ASSOCIATES

HUGH CORNISH

#1 Coldwell Banker Agent SF Bay Area
#98 Agent in the United States, Per *RealTrends*, 2024

Over \$3.3 Billion in Sales

MARKET UPDATE SEPTEMBER 2024

MONTHLY SALES DATA for August 2024

ATHERTON

Number of Homes Sold: 4
Average Sale Price: \$16,920,000
Average Days on Market: 60

MENLO PARK

Number of Homes Sold: 24
Average Sale Price: \$3,725,396
Average Days on Market: 20

PORTOLA VALLEY

Number of Homes Sold: 16
Average Sale Price: \$4,710,938
Average Days on Market: 23

WOODSIDE

Number of Homes Sold: 6
Average Sale Price: \$3,759,333
Average Days on Market: 49

MORTGAGE RATES as of 9/17/2024*

CONFORMING LOANS

15-year fixed rate: **4.875%** (APR 5.119%)
30-year fixed rate: **5.250%** (APR 5.51%)
Conforming rates with loan up to \$766,550

JUMBO LOANS

15-year fixed rate: **5.125%** (APR 5.230%)
30-year fixed rate: **5.750%** (APR 5.720%)
Jumbo rates above \$1,149,825

*The above rates are with points as indicated and certain loan to value, credit score and loan amount premiums apply. Contact: Peter Keller, Reliance Financial, Senior Mortgage Advisor (NMLS# 281019) at PeterK@relfin.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.

The long-awaited news is finally here! After months of anticipation, the Federal Reserve's decision to cut interest rates brought welcome relief to investors and borrowers. The cut – half a percentage point, larger than the typical quarter point – signals the Fed's intent to prevent an economic slowdown while aiming to manage inflation.

While the Federal Reserve rate was cut, it's important to understand how this affects mortgage rates. The following is from Peter Keller, who contributes to this newsletter every month with current rates:

"To be clear on rates, the Federal Reserve presides over the Federal Funds Rate which is a short term rate for commercial banks to loan each other money overnight. Mortgage rates are long term rates for consumers and are priced each day based on mortgage backed securities.

Inflation is the enemy of both types of rates so as inflation has been coming down, particularly over the past month, mortgage rates have decreased slowly as well. And when the Fed Funds Rate was lowered by .5%, mortgage rates actually increased that afternoon and the next morning because such a drastic decrease in the Fed rate indicated possible distress in our economy."

I encourage you to reach out directly to Peter, a very trusted lender, if you are in the market for financing.

In the meantime, a quick look at real estate in our area shows a moderate number of closed escrows last month. There were a total of 50 in August; this month so far there have been only 32. However, there are 48 homes that are pending sale, which is encouraging. It's not too late to get your home sold this year or to buy one before the holidays. Please reach out to me and let's figure out a plan together that will get you the best results.