



HUGH CORNISH & ASSOCIATES

#1 Coldwell Banker Agent SF Bay Area
 #98 Individual Agent in the US
 per RealTrends, 2024

OVER \$3.3 BILLION IN SALES

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2024 3RD QUARTER REAL ESTATE REVIEW PORTOLA VALLEY

I am proud to present the Third Quarter Review of 2024, a follow up to the 25th edition of my Annual Real Estate Review. In this publication you will find a summary of sales statistics for Portola Valley for the third quarter. It is my 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. The **third quarter was the strongest this year** for both sales and prices. I am honored to have **represented the sellers of 3 of the 25 homes sold**. Inventory continues to remain relatively low, yet demand has been strong. While we are heading into uncertain political times, the strength of the stock market is contributing to buyer demand. It is an excellent time for many sellers. As always, do not hesitate to call me to discuss a strategy for selling your home in today's market. I remain committed to **presentation, marketing, and pricing** as the three most important factors in selling your home. I look forward to speaking with you.

Sales & Prices Strongest in Third Quarter

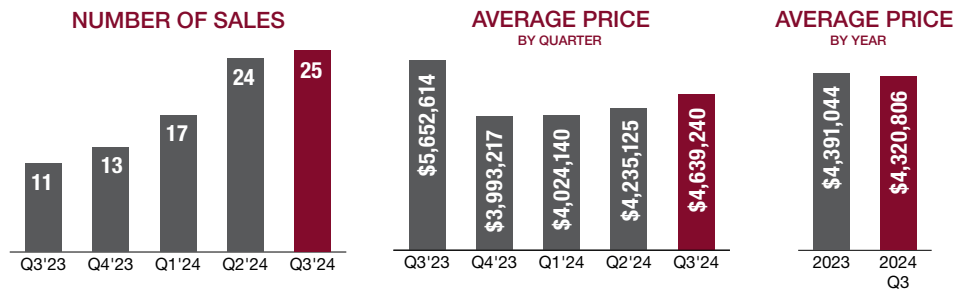
In the third quarter, sales volume and average price were the highest all year. There were 25 sales in the third quarter compared to 24 in the second quarter and 17 in the first quarter. The average price of a home in Portola Valley (per the Multiple Listing Service) was \$4,639,240.

This marks a steady increase in prices this year and a 16% increase since the first quarter. Year-to-date, the average price at the end of the third quarter was \$4,320,806, which was down just slightly from last year.

8 of the 25 homes, or 32%, sold over list price and homes sold quickly with 17 occurring within 30 days. **The highest**

priced sale in the quarter, which I am honored to have represented, was \$10 million and was the second-highest sale this year. The vast majority of the sales, 60%, were in Central Portola Valley.

Currently, there are 24 homes for sale on the Multiple Listing Service (and another 2 that are being privately marketed). Of all the homes, 9 are listed for more than \$10 million and 12 have been on the market for more than 30 days.



July – September 2024 Sales

550 Westridge Dr*	\$10,000,000
35 Valencia Ct.....	\$7,500,000
140 Degas Rd.....	\$7,236,000
237 Mapache Dr.....	\$6,800,000
297 Mapache Dr.....	\$6,500,000
465 Golden Oak Dr.....	\$6,400,000
25 Bear Gulch Dr.....	\$6,150,000
520 Portola Rd.....	\$5,700,000
298 Escobar Rd*	\$5,300,000

823 La Mesa Dr.....	\$4,850,000
20 Ohlone St.....	\$4,775,000
235 Willowbrook Dr.....	\$4,450,000
1265 Westridge Dr.....	\$4,350,000
177 Favonio Rd.....	\$4,250,000
111 Wyndham Dr*	\$4,000,000
2 Grove Ct.....	\$3,850,000
156 Brookside Dr.....	\$3,550,000
50 Linaria Way.....	\$3,510,000

48 Linaria Way.....	\$3,500,000
12 Berenda Way.....	\$3,110,000
113 Foxwood Rd.....	\$2,500,000
975 Portola Rd.....	\$2,430,000
140 Santa Maria Ave.....	\$2,100,000
127 Los Trancos Cir.....	\$1,850,000
132 Carmel Way.....	\$1,320,000

Home sales per the MLS

* Hugh Cornish Represented the Seller

RECENT ACTIVITY by HUGH CORNISH PORTOLA VALLEY RESIDENT 30+ YEARS

JUST LISTED



220 Golden Hills Dr, PORTOLA VALLEY
Offered at \$10,250,000

SOLD



111 Wyndham Dr, PORTOLA VALLEY
Offered at \$3,850,000

SOLD




298 Escobar Rd, PORTOLA VALLEY
Offered at \$5,649,000

SOLD




550 Westridge Dr, PORTOLA VALLEY
Offered at \$9,995,000
Co-listed with Christina Hengehold

SOLD



18 Arastradero Rd, PORTOLA VALLEY
Offered at \$4,150,000

SOLD



45 Buckeye, PORTOLA VALLEY
Offered at \$3,995,000

JUST LISTED




14 Mansion Ct, MENLO PARK
Offered at \$2,995,000

JUST LISTED



30 Amador Ave, ATHERTON
Offered at \$7,795,000

FOR SALE



1272 Sharon Park Dr, MENLO PARK
Offered at \$2,295,000

FOR LEASE



4175 Woodside Rd, WOODSIDE
For Lease: \$32,000/Month
Co-listed with Christina Hengehold

PENDING SALE



17 Melanie Ln, ATHERTON
Offered at \$5,995,000

PENDING SALE




430 Summit Springs Rd, WOODSIDE
Offered at \$5,395,000
Co-listed with Erika Demma

LEASED



20 Mansion Ct, MENLO PARK
For Lease: \$10,500/Month

SOLD




84 Serrano Dr, ATHERTON
Offered at \$7,495,000

SOLD




520 Tennyson Ave, PALO ALTO
Offered at \$8,495,000
Co-listed with Annie Watson

SOLD




Farm Rd, (APN #076-303-010) WOODSIDE
Offered at \$5,995,000

SOLD




1210 Canada Rd, WOODSIDE
Offered at \$13,700,000

SOLD



822 College Ave, MENLO PARK
Offered at \$3,795,000
Co-listed with Erika Demma

SOLD



890 Patrol Rd, WOODSIDE
Offered at \$2,295,000

SOLD



2169 Gordon Ave, MENLO PARK
Offered at \$4,495,000



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**COLDWELL BANKER
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