



HUGH CORNISH & ASSOCIATES

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Over \$3.5 Billion in Sales

#1 Coldwell Banker Agent, San Francisco Peninsula

#11 Coldwell Banker Agent, United States

#98 Agent in the United States, *RealTrends* 2024

MARKET UPDATE MARCH 2025

MONTHLY SALES DATA

for February 2025

ATHERTON

Number of Homes Sold: 3
Average Sale Price: \$11,896,000
Average Days on Market: 9

MENLO PARK

Number of Homes Sold: 12
Average Sale Price: \$3,806,657
Average Days on Market: 14

PORTOLA VALLEY

Number of Homes Sold: 2
Average Sale Price: \$7,300,000
Average Days on Market: 73

WOODSIDE

Number of Homes Sold: 3
Average Sale Price: \$9,243,000
Average Days on Market: 37

MORTGAGE RATES

as of 3/25/2025*

CONFORMING LOANS

15-year fixed rate: **5.250** (APR 5.483%)
30-year fixed rate: **5.875%** (APR 6.046%)
Conforming rates with loan up to \$766,550

JUMBO LOANS

15-year fixed rate: **5.750%** (APR 5.843%)
30-year fixed rate: **6.125** (APR 6.224%)
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.

Despite the stock market fluctuations this year, buyer demand has been extremely high. Most new listings that come on the market are selling very quickly and often with multiple offers and for more than list price – particularly in the “entry level prices” of our markets.

This year (through March 25) there have been 72 sales of single family homes in the four cities that we specialize in plus there are 37 homes that are in contract and pending sale. Of the closed sales, **69% sold in 2 weeks or less**. In the highest end of the market there have been 9 sales between \$10.9 million and \$25.5 million. Of these sales, 6 sold in 15 days or less.

Also of note this year is the number of sales over list price. There have been **50% that sold for more than list price**. The majority of these, 69%, were sold for less than \$5 million.

We closely monitor the real estate market and inventory remains low with only **14 homes actively for sale in Atherton, 21 in Menlo Park, 27 in Woodside, and 22 in Portola Valley**. This limited selection of homes presents an excellent opportunity for sellers.

As always, we are committed to providing you with the most up-to-date information and guidance to make informed decisions in the real estate market. Please don't hesitate to reach out if you have any questions or concerns.

In closing, here is how we are faring based on the **average price today, March 25, compared to all of last year:**

ATHERTON

Average price \$11,279,414; **UP 13%**

WOODSIDE

Average price \$5,474,050; **UP 8%**

PORTOLA VALLEY

Average price \$5,357,455; **UP 9%**

MENLO PARK

Average price \$3,810,021; **UP 2%**

It is an exceptional time to sell and it would be our pleasure to represent you. Please call us for a personalized marketing plan for your home.

PS... It's still a great time to review our 2024 Real Estate Review for Atherton, Woodside, Portola Valley, and Menlo Park with a look back and for our outlook for this year. Please [click here](#) to review online or call us and we will get one right to you.