



HUGH CORNISH & ASSOCIATES

HUGH CORNISH

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 APRIL 2025

MONTHLY SALES DATA

for March 2025

ATHERTON

Number of Homes Sold: 9
Average Sale Price: \$11,254,867
Average Days on Market: 19

MENLO PARK

Number of Homes Sold: 23
Average Sale Price: \$3,943,831
Average Days on Market: 8

PORTOLA VALLEY

Number of Homes Sold: 5
Average Sale Price: \$5,068,400
Average Days on Market: 11

WOODSIDE

Number of Homes Sold: 4
Average Sale Price: \$5,348,911
Average Days on Market: 23

MORTGAGE RATES

as of 4/15/2025*

CONFORMING LOANS

15-year fixed rate: **5.875** (APR 5.977%)
30-year fixed rate: **6.500** (APR 6.645%)
Conforming rates with loan up to \$806,550

JUMBO LOANS

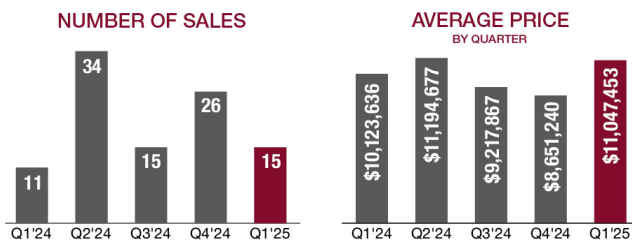
15-year fixed rate: **6.375** (APR 6.409%)
30-year fixed rate: **6.750** (APR 6.842%)
Jumbo rates above \$1,209,750

*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.

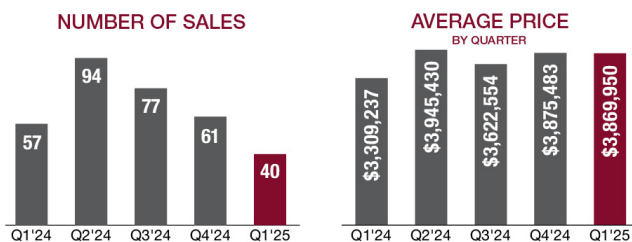
In our Annual Real Estate Review (find it at hughcornish.com), we anticipated the local real estate market prices to increase, inventory to continue to be low, and demand to be strong. This, in fact, occurred in the first quarter with all four cities showing an increase in price compared to all of last year. However, there is a great deal of uncertainty in the financial markets right now. While it's too early to gauge the long-term impact, volatility in the stock market, shifts in consumer confidence, and potential increases in the cost of goods could influence buyer behavior in the coming months. Real estate in Atherton, Menlo Park, Woodside, and Portola Valley remains highly sought after, and lower inventory continues to support strong pricing.

As always, do not hesitate to call us to discuss a strategy for selling your home in today's market. We remain committed to **presentation, marketing, and pricing** as the three most important factors in selling your home. We look forward to speaking with you.

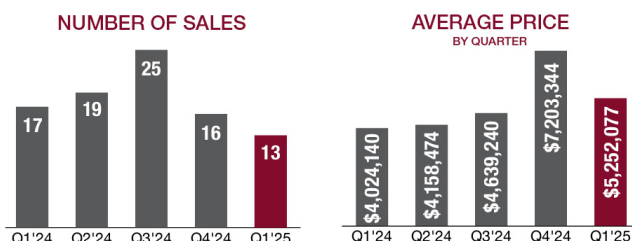
ATHERTON



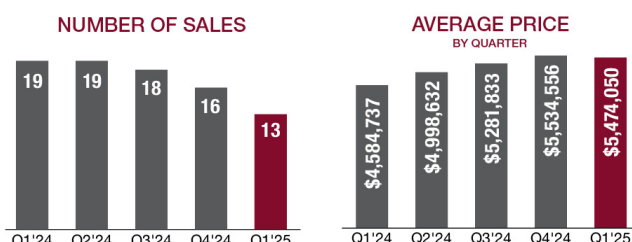
MENLO PARK



PORTOLA VALLEY



WOODSIDE



JUST LISTED

Refined Renovation with Sweeping Views



83 Tum Suden Way
WOODSIDE
OFFERED AT \$4,995,000
[Learn more >](#)

FOR SALE

Exquisite Villa with Resort Amenities on 2.5 Acres



250 Atherton Avenue
ATHERTON
OFFERED AT \$32,000,000
[Learn more >](#)

FOR SALE

Spectacular Views Overlooking San Francisco Bay and Atherton



1205 Trinity Drive
MENLO PARK
OFFERED AT \$9,750,000
[Learn more >](#)

FOR LEASE

Country Living on Exquisite 3-Acre Estate



4175 Woodside Road
WOODSIDE
FOR LEASE: \$29,000/month
[Learn more >](#)

PENDING

Timeless Monterey Colonial with Endless Potential



55 Serrano Drive
ATHERTON
OFFERED AT \$7,995,000
[Learn more >](#)

SOLD

Stunning Bay Views & Luxury Living Bordering Open Space



1144 Los Trancos Road
PORTOLA VALLEY
OFFERED AT \$2,995,000
[Learn more >](#)

SOLD

Portola Valley's Exquisite 2.8-Acre Sanctuary with Unobstructed Views



6 Arastradero Road
PORTOLA VALLEY
OFFERED AT \$7,495,000
[Learn more >](#)

SOLD

A Private Oasis with Timeless Appeal



87 Fair Oaks Lane
ATHERTON
OFFERED AT \$5,850,000
[Learn more >](#)

SOLD

Timeless Monterey Colonial on Over One Acre



22 Oakwood Boulevard
ATHERTON
OFFERED AT \$5,495,000
[Learn more >](#)



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HUGH CORNISH
650.619.6461
hcornish@cbtnorcal.com
DRE# 00912143



CHRISTINA HENGEHOLD
415.722.6402
christina.hengehold@cbrealty.com
DRE# 02210414

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Coldwell Banker | 1706 El Camino Real | Menlo Park, CA 94025 US

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