



HUGH CORNISH & ASSOCIATES

HUGH CORNISH

Over \$3.5 Billion in Sales

#1 Coldwell Banker Agent, San Francisco Peninsula

#7 Coldwell Banker Agent, United States

#111 Agent in the United States, *RealTrends* 2025

MARKET UPDATE JUNE 2025

MONTHLY SALES DATA for May 2025

ATHERTON

Number of Homes Sold: 7
Average Sale Price: \$9,367,857
Average Days on Market: 10

MENLO PARK

Number of Homes Sold: 27
Average Sale Price: \$4,185,823
Average Days on Market: 25

PORTOLA VALLEY

Number of Homes Sold: 4
Average Sale Price: \$6,656,250
Average Days on Market: 20

WOODSIDE

Number of Homes Sold: 11
Average Sale Price: \$6,536,636
Average Days on Market: 45

MORTGAGE RATES as of 6/13/2025*

CONFORMING LOANS

15-year fixed rate: **5.375%** (APR 5.572%)
30-year fixed rate: **6.125%** (APR 6.354%)
Conforming rates with loan up to \$806,550

JUMBO LOANS

15-year fixed rate: **6.000%** (APR 6.247%)
30-year fixed rate: **6.250%** (APR 6.317%)
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.

The **real estate market has been unpredictable lately**. Some homes, especially those priced right and presented well, are getting multiple offers. Others, even at the entry level, are sitting longer and needing price adjustments. At the same time, several **ultra-high-end properties have sold, including our listing at 250 Atherton Avenue** that just closed for over \$29 million, showing there's still strength at the top.

It's definitely **not a one-size-fits-all market** right now. Buyers are being selective, and sellers who are strategic are seeing results. That's where we come in...if a move is on your mind this summer, let's talk about how to position your home for success in this changing market. **Pricing and preparation have never been more important** – what's happening across town may not reflect what's happening on your street.

The **latest market update for May** is shown on the left. Here's how the average price compares to all of last year:

Atherton: -6%

Menlo Park: +13%

Portola Valley: +35%

Woodside: +29%

As always, it is best to review market data in detail with us as it pertains to your particular home.

On a personal note, we would like to share with you that this month I was ranked by *RealTrends* as **#111 Realtor in the entire country** (that's out of 1.6 million Realtors!), **#7 for Coldwell Banker in the US** and I continue to be the **#1 Coldwell Banker agent on the SF Peninsula**. This honor reflects our dedication to providing exceptional service and the trust that our clients have placed in us. If you know anyone who could use our services, we so appreciate your referrals. Thank you for your continued trust and support

JUST LISTED

Exceptional Craftsman & Beautiful Gardens on the Edge of Atherton



587 Sequoia Avenue
REDWOOD CITY
OFFERED AT \$4,650,000

[Learn more >](#)

NEW PRICE

Spectacular Views Overlooking San Francisco Bay and Atherton



1205 Trinity Drive
MENLO PARK
OFFERED AT \$8,950,000

[Learn more >](#)

NEW PRICE

Well-Appointed in Central Portola Valley with Pool on 2+ Acres

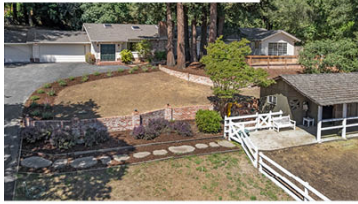


300 Cervantes Road
PORTOLA VALLEY
OFFERED AT \$3,995,000

[Learn more >](#)

NEW PRICE

The Essence of Woodside Country Living



3570 Tripp Road
WOODSIDE
OFFERED AT \$4,200,000

[Learn more >](#)

NEW PRICE

Private Retreat with Pool Minutes to Town Center



35 Neuman Lane
WOODSIDE
OFFERED AT \$5,495,000

[Learn more >](#)

FOR SALE

Mountain Meadow – A Landmark Legacy



100 Canada Road
WOODSIDE
OFFERED AT \$29,500,000

[Learn more >](#)

Co-listed with Erika Demma

FOR LEASE

Country Living on Exquisite 3-Acre Estate



4175 Woodside Road
WOODSIDE
FOR LEASE: \$29,000/month

[Learn more >](#)

PENDING

Exceptional Gardens and Charm Close to Town



3 Wyndham Drive
PORTOLA VALLEY
OFFERED AT \$2,750,000

[Learn more >](#)

PENDING

A Brilliant Designer Transformation on 1+ Acres

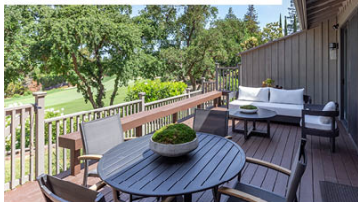


275 Eleanor Drive
WOODSIDE
OFFERED AT \$6,995,000

[Learn more >](#)

SOLD

Remodeled End Unit Luxury with Golf Course Views

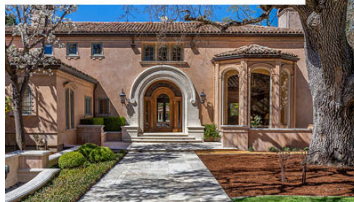


410 Sand Hill Circle
MENLO PARK
OFFERED AT \$2,695,000

[Learn more >](#)

SOLD

Exquisite Villa with Resort Amenities on 2.5 Acres



250 Atherton Avenue
ATHERTON
OFFERED AT \$32,000,000

[Learn more >](#)

SOLD

Timeless Monterey Colonial with Endless Potential



55 Serrano Drive
ATHERTON
OFFERED AT \$7,995,000

[Learn more >](#)