

## HUGH ORNISH & 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 MAY 2025

# MONTHLY SALES DATA for April 2025

#### **ATHERTON**

Number of Homes Sold: 9 Average Sale Price: \$11,583,107 Average Days on Market: 32

#### **MENLO PARK**

Number of Homes Sold: 33 Average Sale Price: \$3,510,432 Average Days on Market: 21

#### **PORTOLA VALLEY**

Number of Homes Sold: 12 Average Sale Price: \$5,587,500 Average Days on Market: 35

#### WOODSIDE

Number of Homes Sold: 10 Average Sale Price: \$3,430,369 Average Days on Market: 77

## MORTGAGE RATES as of 5/28/2025\*

#### **CONFORMING LOANS**

15-year fixed rate: 5.500% (APR 5.765%) 30-year fixed rate: 6.250% (APR 6.525%) Conforming rates with loan up to \$806,550

#### **JUMBO LOANS**

15-year fixed rate: 5.875% (APR 5.947%) 30-year fixed rate: 6.375% (APR 6.545%) 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 (NMLSF# 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.

When comparing the year-to-date real estate trends (as of May 26 in each year) in the four cities we specialize in, a common pattern emerges: prices have gone up.

City		2023 YTD	2024 YTD	2025 YTD
Atherton	# Sales	26	27	29
	Median \$	\$10,125,000	\$7,100,000	\$8,888,888
Menlo Park	# Sales	95	113	93
	Median \$	\$3,600,000	\$3,030,000	\$3,400,000
Portola Valley	# Sales	15	32	28
	Median \$	\$3,700,000	\$3,887,500	\$4,200,000
Woodside	# Sales	23	33	33
	Median \$	\$3,800,000	\$4,250,000	\$4,410,000

It is hard to say right now, in this shifting economy, if that will be a continuing trend. Here are some very recent takes on the market in terms of overall sales in our area:

- Lawrence Yun, Chief Economist at the National Association of Realtors, projects a 9% increase in existing home sales nationwide in 2025, with the Silicon Valley region expected to outperform this average due to its robust job market and economic activity.
- Elliot Eisenberg, an economist known for his insights on housing trends, anticipates that the Bay Area will surpass national growth rates in 2025, attributing this to strong income levels and significant investments in the technology sector.
- Dave Walsh, former president of the California Association of Realtors, forecasts a 15% growth in closed sales for Silicon Valley in 2025, highlighting the region's unique market dynamics influenced by the stock market and technological advancements.

While mortgage rates remain elevated, they are expected to gradually decrease by the end of 2025, providing some relief to homebuyers. However, factors such as potential tariffs and economic policies could influence inflation and interest rates, introducing some uncertainty into the market.

One thing is clear: there are buyers in the market. It is a changing market though and now more than ever it is essential that you obtain excellent advice on your particular situation. We can advise you on this. Please contact us for a thorough market analysis to position your home in this market.



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

Learn more >

# **JUST LISTED** A Brilliant Designer Transformation on 1+ Acres

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

FOR SALE

The Essence of Woodside



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

Learn more >

Co-listed with Erika Demma



1205 Trinity Drive MENLO PARK OFFERED AT \$9,250,000

Learn more >



**Country Living** 

3570 Tripp Road WOODSIDE OFFERED AT \$4,495,000

Learn more >



35 Neuman Lane WOODSIDE OFFERED AT \$5,895,000

Learn more >



300 Cervantes Road PORTOLA VALLEY OFFERED AT \$4,495,000 Learn more >



250 Atherton Avenue **ATHERTON** OFFERED AT \$32,000,000 Learn more >



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

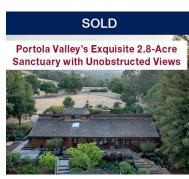


55 Serrano Drive **ATHERTON** OFFERED AT \$7,995,000

Learn more >

SOLD Refined Renovation with Sweeping Views

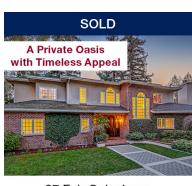
83 Tum Suden Way WOODSIDE OFFERED AT \$4,995,000 Learn more >



6 Arastradero Road PORTOLA VALLEY OFFERED AT \$7,495,000 Learn more >

SOLD Stunning Bay Views & Luxury Living **Bordering Open Space** 

1144 Los Trancos Road PORTOLA VALLEY OFFERED AT \$2,995,000 Learn more >



87 Fair Oaks Lane **ATHERTON** OFFERED AT \$5,850,000 Learn more >



22 Oakwood Boulevard **ATHERTON** OFFERED AT \$5,495,000 Learn more >