



# HUGH CORNISH & ASSOCIATES

#1 Coldwell Banker Agent  
SF Peninsula  
#111 Agent in the United States  
*RealTrends 2025*

OVER \$3.5 BILLION IN SALES

## 2025 HALF-YEAR REAL ESTATE REVIEW

ATHERTON

MENLO PARK

PORTOLA VALLEY

WOODSIDE

We are proud to present the First Half Review of 2025, a follow up to the 26th edition of our Annual Real Estate Review. In this publication you will find a summary of sales statistics for Atherton, Menlo Park, Portola Valley, and Woodside for the first half. It is our 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.

**Sales activity was notably stronger in the second quarter compared to the first across all four cities** highlighted in this report. Atherton posted the highest price gains, while the other three cities experienced only slight adjustments with minor increases or decreases compared to last year. As anticipated in our annual and first-quarter updates, inventory has remained relatively limited, yet demand continues to be strong, reflected in the number of homes selling over list price and the pace at which they are going under contract. Although the financial markets faced some uncertainty early in the second quarter, the stock market ultimately reached record highs, fueling continued demand for real estate in our area.

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

### Record-High Average Price; Sales Stronger in Second Quarter

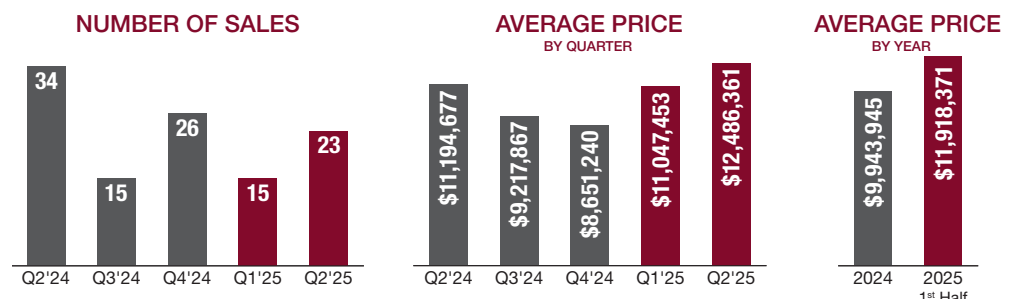
Sales (per the Multiple Listing Service) took off in the second quarter with 23 sales compared to 15 in the first quarter. The high-end of the market was strong with 20 sales, or 53% (7 in the first quarter and 13 in second quarter) that sold for more than \$10 million. This contributed to the average price reaching a new record high of \$11,918,371 – a 20% increase compared to last year.

Of the 38 homes that sold in the first half, 17 sold for more than list price. On average, homes sold for 102.5% of list price. There were a total of 73 new listings in the first half compared to 77 in the first half of last year.

Homes sold quickly with 30 sales, or 79%, occurring in less than 3 weeks. There were

only 3 homes that took longer than 3 months to sell. On average, homes took 36 days to sell in the first quarter and 18 days in the second quarter. The median days on market for the first half was only 10.

Currently, there are 18 homes for sale on the Multiple Listing Service and another 5 that are not being publicly marketed yet. Of these 23 homes, 10 are listed for more than \$10 million; 17 have been on the market for more than 30 days.



# MENLO PARK

## Prices Steady; Sales Up Sharply in Second Quarter

There were 172 single-family and condo/townhome sales during the first half of 2025 compared to 192 in the first half of last year. Sales were much stronger in the second quarter this year with 119 compared to 53 in the first quarter.

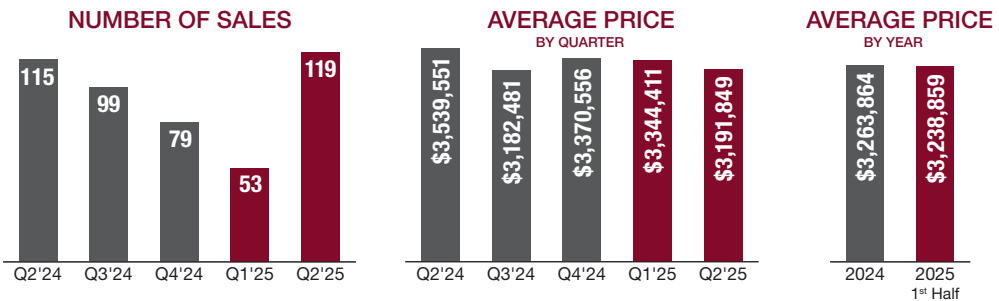
The average price was just slightly lower in the first half at \$3,238,859 compared to last year. Prices were lower in the second quarter, dropping to \$3,191,849.

Of the 172 homes sold, 95, or 55%, sold for more than list price, a clear indication of demand. There were 31 sales between \$5 million and \$9.5 million. There were 14 sales for less than \$1 million and 54 sales for less than \$2 million.

Inventory of homes for sale declined slightly

this year with 282 new listings in the first half compared to 292 in the same period last year. This is still significantly lower than during the pandemic when there were 390 new listings in the first half of 2021. Homes sold quickly; in fact, 66% of the homes sold in 2 weeks or less. There were just 31 homes that were on the market for 30 days or more.

Currently there are 61 homes for sale and another 2 not being publicly marketed. Prices for single-family homes range from \$995,000 to \$10,498,000. There are 28 condo/townhomes for sale from \$725,000 to \$2,898,000.



# PORTOLA VALLEY

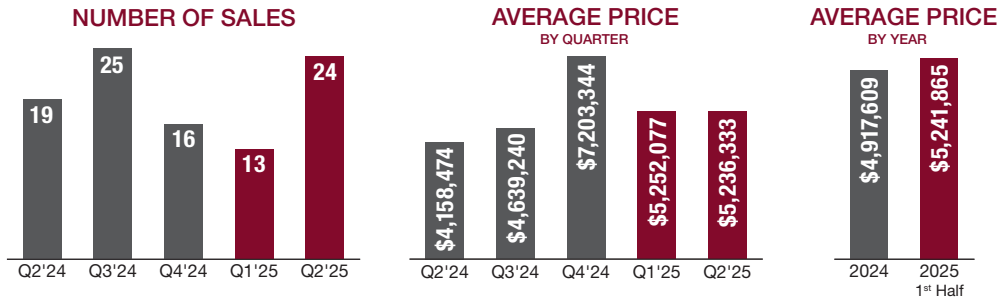
## Average Price Up 7%; Sales Strongest in Second Quarter

Sales (per the Multiple Listing Service) took off in the second quarter with 24 sales compared to 13 in the first quarter. The high-end of the market was strong with 8 sales, or 22% (3 in the first quarter and 5 in second quarter) that sold for more than \$7 million. This contributed to the average price reaching \$5,241,865 – a 7% increase compared to last year, although not quite the record high reached in 2022 when it was \$5,341,106.

Of the 37 homes that sold in the first half, 20 sold for more than list price. On average, homes sold for 102.2% of list price. There were 74 new listings in the first half compared to 73 in the first half of last year.

Homes sold quickly with 26 sales, or 70%, occurring in less than 3 weeks. There were only 4 homes that took longer than 3 months to sell. On average, homes took 35 days to sell in both the first and second quarters. The median days on market for the first half was only 12.

There are just 25 homes currently for sale on the Multiple Listing Service and 5 homes not being publicly marketed. The homes range from \$1,695,000 to \$85,000,000.



# WOODSIDE

## Average Price up 9%; Sales Strongest in Second Quarter

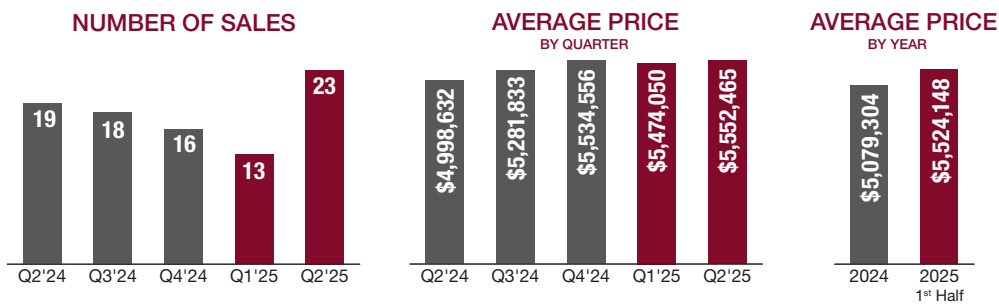
There were 36 sales during the first half of 2025 compared to 38 in the first half of last year. Sales were much stronger in the second quarter this year with 23 compared to 13 in the first quarter.

The high-end of the market was strong with 6 sales, or 17% (1 in the first quarter and 5 in second quarter) that sold for more than \$10 million. This contributed to the average price reaching \$5,524,148 – a 9% increase compared to last year, although not the record high reached in 2023 when it was \$6,791,300.

Of the 36 homes sold, just 10, or 28%, sold for more than list price. On average, homes sold for 96.9% of list price. Homes took longer to sell in Woodside compared to

other cities in this report, with just 15 selling in less than 3 weeks. On average, homes sold in 57 days compared to 49 days in the first half of last year. This is due to 5 homes that took longer than 130 days to sell.

There are 42 homes currently for sale on the Multiple Listing Service and another 5 that are not being publicly marketed yet. Prices range from \$750,000 to \$125 million. Of these 47 homes, 37 have been on the market for more than 30 days.



# April – June 2025 Sales

## ATHERTON

94 Melanie Ln.....	\$32,100,000
96 Ridge View Dr.....	\$31,802,442
250 Atherton Ave.....	\$29,034,000
54 Mulberry Ln.....	\$16,666,000
84 Lupin Ln.....	\$14,850,000
118 Almendral Ave.....	\$14,000,000
240 Valparaiso Ave.....	\$13,750,000
267 Greenoaks Dr.....	\$12,800,000
377 Stockbridge Ave.....	\$12,200,000
64 Alejandra Ave.....	\$10,960,000
264 Bay Rd.....	\$10,700,000
38 Elena Ave.....	\$10,280,000
75 Kilroy Way.....	\$10,204,081
2 Lane Pl.....	\$8,888,888
86 Belbrook Way.....	\$8,680,000
55 Serrano Dr.....	\$8,600,000
37 Lupin Ln.....	\$7,550,000
100 Sutherland Dr.....	\$7,150,000
93 Melanie Ln.....	\$6,395,000
87 Fair Oaks Ln.....	\$6,100,000
90 McCormick Ln.....	\$6,050,000
226 Selby Ln.....	\$4,675,888
84 Wilburn Ave.....	\$3,750,000

## MENLO PARK

1360 Garden Ln.....	\$9,500,000
520 Grace Dr.....	\$8,700,000
35 Hesketh Dr.....	\$8,600,000
1325 Garden Ln.....	\$8,549,000
720 Vine St.....	\$8,000,000
1180 N Lemon Ave.....	\$7,735,000
662 Berkeley Ave.....	\$7,300,000
6 Zachary Ct.....	\$6,580,000
1765 Oak Ave.....	\$6,250,000
316 Yale Rd.....	\$6,195,000
2 Lassen Ct.....	\$5,850,000
117 Seminary Dr.....	\$5,750,000
60 Gloria.....	\$5,610,000
1271 Bellair Way.....	\$5,500,000
522 Palmer Ln.....	\$5,500,000
170 Hanna Way.....	\$5,500,000
321 Claire Pl.....	\$5,430,000
378 Felton Dr.....	\$5,360,000
960 Colby Ave.....	\$5,352,000
711 Central Ave.....	\$5,300,000
901 Cotton St.....	\$5,150,000
1316 American Way.....	\$5,100,000
1674 Oak Ave.....	\$5,100,000
550 Saint Francis Pl.....	\$5,025,000
1420 Mills Ct.....	\$4,860,000
60 Vasilakos Way.....	\$4,800,000
1101 Hobart St.....	\$4,700,000
1930 Camino A Los Cerros.....	\$4,510,000
2230 Tioga Dr.....	\$4,500,000
195 Hanna Way.....	\$4,436,250
46 La Loma Dr.....	\$4,350,000
1055 Siskiyau Dr.....	\$4,350,000
11 Brent Ct.....	\$4,200,000
940 Continental Dr.....	\$4,050,000
620 Olive St.....	\$3,975,000
1100 Hobart St.....	\$3,880,000
439 O'Connor St.....	\$3,875,000
1075 Deanna Dr.....	\$3,870,000
183 Hedge Rd.....	\$3,850,000
1332 Hoover St.....	\$3,800,000

135 Emma Ln.....	\$3,628,000
900 College Ave.....	\$3,500,000
2 Perry Ave.....	\$3,425,000
1619 Santa Cruz Ave.....	\$3,400,000
303 Robin Way.....	\$3,400,000
508 Pope St.....	\$3,400,000
2071 Oakley Ave.....	\$3,375,000
1781 Santa Cruz Ave.....	\$3,350,000
510 Encina Ave.....	\$3,330,000
1314 University Dr.....	\$3,300,000
307 Concord Dr.....	\$3,267,222
6 Russell Ct.....	\$3,125,000
348 Central Ave.....	\$3,100,000
245 Menlo Oaks Dr.....	\$3,020,000
911 Arnold Way.....	\$2,950,000
240 Marmona Dr.....	\$2,930,000
883 Middle Ave.....	\$2,900,000
2071 Camino De Los Robles.....	\$2,888,000
1260 Cloud Ave.....	\$2,888,000
1399 Woodland Ave.....	\$2,850,000
610 Sand Hill Cir.....	\$2,800,000
410 Sand Hill Cir.....	\$2,775,000
2030 Ashton Ave.....	\$2,575,000
636 Cambridge Ave.....	\$2,525,000
1274 Sharon Park Dr.....	\$2,495,000
508 8 <sup>th</sup> Ave.....	\$2,450,000
639 Palmer Ln.....	\$2,425,000
279 Oakhurst Pl.....	\$2,415,000
928 Peggy Ln.....	\$2,229,500
136 Sand Hill Cir.....	\$2,200,000
907 Christopher Way.....	\$2,180,000
536 7 <sup>th</sup> Ave.....	\$2,175,000
721 14 <sup>th</sup> Ave.....	\$2,125,000
60 Mansion Ct.....	\$2,100,000
1611 Stone Pine Ln.....	\$2,100,000
1009 Windermere Ave.....	\$1,950,000
139 Hedge Rd.....	\$1,930,000
467 8 <sup>th</sup> Ave.....	\$1,925,000
192 Oak Ct.....	\$1,910,000
1035 Henderson Ave.....	\$1,892,000
3755 Bay Rd.....	\$1,850,000
537 7 <sup>th</sup> Ave.....	\$1,828,000
1043 Almanor Ave.....	\$1,825,000
824 14 <sup>th</sup> Ave.....	\$1,800,000
600 Willow Rd 18.....	\$1,710,000
843 15 <sup>th</sup> Ave.....	\$1,680,000
636 11 <sup>th</sup> Ave.....	\$1,655,000
1135 Sevier Ave.....	\$1,600,000
2327 Sharon Rd.....	\$1,598,000
219 Terminal Ave.....	\$1,555,000
1307 Windermere Ave.....	\$1,525,000
758 Hamilton Ave.....	\$1,465,000
120 Amherst Ave.....	\$1,454,000
1251 Madera Ave.....	\$1,450,000
1327 Madera Ave.....	\$1,425,000
1110 Almanor Ave.....	\$1,400,000
1227 Madera Ave.....	\$1,400,000
600 Willow Rd 2.....	\$1,375,000
127 Newbridge St.....	\$1,345,000
1534 San Antonio St.....	\$1,280,000
1304 University Dr Apt 4.....	\$1,275,000
1161 Noel Dr A.....	\$1,265,000
571 Hamilton Ave.....	\$1,260,000
1363 Carlton Ave.....	\$1,250,000
21 Willow Rd 46.....	\$1,150,000

1100 Sharon Park Dr 13.....	\$1,130,000
675 Sharon Park Dr 231.....	\$1,050,000
1359 Henderson Ave.....	\$1,020,000
1161B Noel Dr B.....	\$980,000
1304 Hollyburne Ave.....	\$940,000
1161 Noel Dr.....	\$895,000
21 Willow Rd 45.....	\$875,000
610 Gilbert Ave 14.....	\$850,000
1163 Noel Dr.....	\$845,000
917 Fremont St.....	\$820,000
2140 Santa Cruz Ave A303.....	\$760,000
165 E Okeefe St 3.....	\$745,000
675 Sharon Park Dr 222.....	\$690,000
675 Sharon Park Dr 216.....	\$665,000

## PORTOLA VALLEY

40 Firethorn Way.....	\$25,000,000
130 Deer Meadow Ln.....	\$9,000,000
909 Westridge Dr.....	\$8,000,000
140 Pinon Dr.....	\$7,485,000
6 Redberry Rdg.....	\$7,250,000
6 Arastradero Rd.....	\$6,900,000
30 Cheyenne Pt.....	\$6,550,000
831 La Mesa Dr.....	\$5,000,000
4 Franciscan Rdg.....	\$4,625,000
1036 Los Trancos Rd.....	\$4,412,000
161 E Floresta Way.....	\$4,250,000
20 Foxtail.....	\$4,200,000
260 Golden Hills Dr.....	\$3,700,000
4760 Alpine Rd.....	\$3,550,000
240 Dedalera Dr.....	\$3,350,000
111 Carmel Way.....	\$3,025,000
3 Wyndham Dr.....	\$2,950,000
1144 Los Trancos Rd.....	\$2,925,000
1 Hayfields Rd.....	\$2,900,000
319 Wyndham Dr.....	\$2,450,000
143 Lake Rd.....	\$2,375,000
322 Wyndham Dr.....	\$2,325,000
1023 Los Trancos Rd.....	\$1,850,000
102 Santa Maria Ave.....	\$1,600,000

## WOODSIDE

961 High Rd.....	\$15,750,000
140 Eleanor Dr.....	\$14,250,000
258 Kings Mountain Rd.....	\$13,500,000
1491 Canada Ln.....	\$12,600,000
19600 Skyline Blvd.....	\$10,500,000
7 Oak Haven Way.....	\$6,820,000
2290 Stockbridge Ave.....	\$6,400,000
110 Northridge Ln.....	\$5,755,000
1477 Portola Rd.....	\$5,750,000
260 Family Farm Rd.....	\$5,000,000
83 Tum Suden Way.....	\$4,850,000
643 Woodside Way.....	\$3,885,000
160 Alta Mesa Rd.....	\$3,850,000
895 Espinosa Rd.....	\$2,990,000
150 Otis Ave.....	\$2,450,000
136 Otis Ave.....	\$2,450,000
112 Marine Rd.....	\$2,145,000
101 Laughing Cow Rd.....	\$1,935,000
55 Big Tree Rd.....	\$1,775,000
13499 La Honda Rd.....	\$1,768,000
12 Skylonda Dr.....	\$1,335,000
227 Blakewood Way.....	\$1,263,688
200 Star Hill Rd.....	\$685,000



# 2025 HALF-YEAR REAL ESTATE REVIEW

ATHERTON

MENLO PARK

PORTOLA VALLEY

WOODSIDE

## RECENT ACTIVITY by Hugh Cornish & Associates

**FOR SALE**



100 Canada Rd, WOODSIDE  
Offered at \$29,500,000  
Co-listed with Erika Demma

**FOR SALE**



3 Oak Forest Ct, PORTOLA VALLEY  
Offered at \$5,495,000

**FOR SALE**



587 Sequoia Ave, REDWOOD CITY  
New Price: \$4,295,000

**FOR SALE**



300 Cervantes Rd, PORTOLA VALLEY  
Offered at \$3,995,000

**PENDING**



1205 Trinity Dr, MENLO PARK  
Offered at \$8,950,000

**PENDING**



3570 Tripp Rd, WOODSIDE  
Offered at \$4,200,000

**SOLD**



250 Atherton Ave, ATHERTON  
Offered at \$32,000,000

**SOLD**



55 Serrano Dr, ATHERTON  
Offered at \$7,995,000

**SOLD**



370 Atherton Ave, ATHERTON  
Offered at \$7,795,000

**SOLD**



6 Arastradero Rd, PORTOLA VALLEY  
Offered at \$7,495,000

**SOLD**



275 Eleanor Dr, WOODSIDE  
Offered at \$6,995,000

**SOLD**



87 Fair Oaks Ln, ATHERTON  
Offered at \$5,850,000

**SOLD**



83 Turn Suden Way, WOODSIDE  
Offered at \$4,995,000

**SOLD**



1144 Los Trancos Rd, PORTOLA VALLEY  
Offered at \$2,995,000

**SOLD**



3 Wyndham Dr, PORTOLA VALLEY  
Offered at \$2,750,000

**SOLD**



410 Sand Hill Cir, MENLO PARK  
Offered at \$2,695,000



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