



HUGH CORNISH & ASSOCIATES

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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 AUGUST 2025

MONTHLY SALES DATA for July 2025

ATHERTON

Number of Homes Sold: 3
Average Sale Price: \$12,333,333
Average Days on Market: 30

MENLO PARK

Number of Homes Sold: 38
Average Sale Price: \$3,824,318
Average Days on Market: 32

PORTOLA VALLEY

Number of Homes Sold: 1
Average Sale Price: \$6,020,000
Average Days on Market: 8

WOODSIDE

Number of Homes Sold: 5
Average Sale Price: \$4,167,800
Average Days on Market: 75

MORTGAGE RATES as of 8/21/2025*

CONFORMING LOANS

15-year fixed rate: **5.125%** (APR 5.378%)
30-year fixed rate: **5.875%** (APR 6.134%)
Conforming rates with loan up to \$806,550

JUMBO LOANS

15-year fixed rate: **5.375%** (APR 5.486%)
30-year fixed rate: **5.875%** (APR 5.939%)
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@rellfin.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 July Market Update, we indicated that sales were notably stronger in the second quarter than in the first quarter. Looking back now at the beginning of the third quarter with July numbers, there was a slowdown in closed sales as many buyers and sellers took off for summer vacations. This was particularly evident in Atherton and Portola Valley, and is not uncommon for this time of year. Overall, in looking at the market and the table below, while sales may be down, **prices are up across the board year to date in comparison to all of last year.** This is true with both average and median prices.

Average Price	2024	2025 YTD	% Change
Atherton	\$9,943,945	\$11,800,598	19%
Menlo Park	\$3,719,163	\$3,760,598	1%
Portola Valley	\$4,917,609	\$5,130,463	4%
Woodside	\$5,079,304	\$5,226,268	3%

Median Price	2024	2025 YTD	% Change
Atherton	\$7,650,000	\$9,650,000	26%
Menlo Park	\$3,230,000	\$3,315,000	3%
Portola Valley	\$4,100,000	\$4,200,000	2%
Woodside	\$4,260,000	\$4,305,000	1%

We continue to advise sellers that it is **important to price homes competitively in today's market** in order to attract a wide pool of buyers and to limit days on market. Price reductions have been more common this year, given the fluctuating stock market in the first quarter and continued high interest rates. Even so, limited inventory combined with strong demand has fueled an upward shift in prices. The stock market's recent record highs continue to support buyer demand in our area. As always, please do not hesitate to call us to discuss a strategy for selling your home in today's market, **including the potential for an off-market sale, which we have successfully done several times this year.** We also have upcoming listings, so please reach out if you are in the market.

We remain committed to **presentation, marketing, and pricing as the three most important factors** in achieving a successful sale. We look forward to speaking with you.