HUGH CORNISH & ASSOCIATES

Coldwell Banker
1706 El Camino Real
Menlo Park, CA 94025

#1 Coldwell Banker Agent SF Peninsula
#111 Individual Agent in the US
per *RealTrends*, 2025

OVER $3.5 BILLION IN SALES

2025 3RD QUARTER REAL ESTATE REVIEW
ATHERTON

We are proud to present the 3rd Quarter Review of 2025 for Atherton, a follow up to our 26th edition of our Annual Real Estate Review. This year, **we are proud to have represented more Atherton sellers, per the Multiple Listing Service, than any other agent.**

As reported in our Half-Year Review, sales activity has been notably stronger this year than we expected. 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 there has been some uncertainty in the market during the course of the year, the stock market highs have continued to fuel 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 Atherton home. We look forward to speaking with you any time.

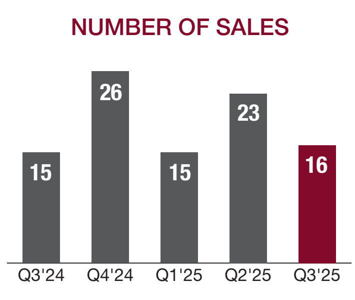
Average Price Down in Q3 but Record-High YTD

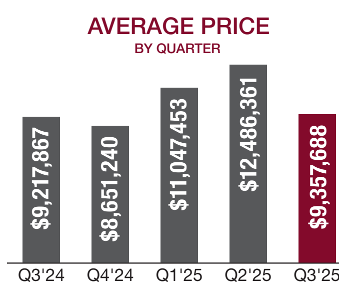
There were 16 sales in the third quarter compared to 23 in the second quarter and 15 in the first quarter. The average price of a home in Atherton (per the Multiple Listing Service) was the lowest in the third quarter at $9,357,688. However, year-to-date, the average price at the end of the third quarter was $11,159,650, which was a **12% increase compared to all of last year.**

Contributing to the lower average price was the fewer high-end sales; there were 4 sales, or 25%, for $10 million or more compared to 13 sales, or 57%, in the second quarter and 7 sales, or 47%, in the first quarter. Days on market in the third quarter was 32, which is close to the 28 days on market for all three quarters.

A number of homes sold over list price – 6 of the 16 sales in the third quarter, or 38%, which compares to 48% in the second quarter and 40% in the first quarter. On average this year, homes sold for 102% of list price.

This year, there have been 2 sales for more than $30 million and 7 sales for $20 million or more. Currently, there are **just 14 homes for sale** on the Multiple Listing Service (and another 6 that are being privately marketed). Of all the homes, 16 are listed for $11 million or more and 11 have been on the market for more than 30 days.





July – September 2025 Sales

164 Elena Ave	$27,150,000
176 Encinal Ave	$20,200,000
99 James Ave	$11,600,000
68 Elena Ave	$10,200,000
84 Selby	$9,650,000
79 Placitas Ave	$8,925,000
30 Fredrick Ave	$8,200,000
391 Atherton Ave	$8,000,001
51 Toyon Rd	$7,520,000
37 Valley Rd	$7,005,000
79 Deodora Dr	$7,000,000
48 Middlegate St	$6,198,000
2 Bassett Ln	$5,200,000
86 Rittenhouse Ave	$4,775,000
89 Fair Oaks Ln	$4,300,000
343 Lloyden Park Ln	$3,800,000

Home sales per the MLS

WWW.HUGHCORNISH.COM 650.619.6461 hcornish@cbnorcal.com CalRE#00912143