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
PORTOLA VALLEY

We are proud to present the 3rd Quarter Review of 2025 for Portola Valley, a follow up to our 26th edition of our Annual Real Estate Review. This year, **we are proud to have listed and sold more Portola Valley homes on the Multiple Listing Service than any other agent.**

As reported in our Half-Year Review, sales activity had been notably stronger this year than we expected. There was quite a drop in sales in the third quarter, due in part to inventory remaining relatively limited, yet demand continued to be strong, reflected in the number of homes selling over list price. 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.

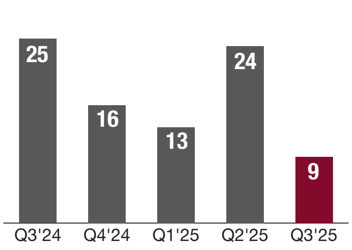
As always, do not hesitate to call us to discuss a strategy for selling your home in today's market. We remain committed to **presentation, marketing, and pricing** as the three most important factors in selling your Portola Valley home. We look forward to speaking with you any time.

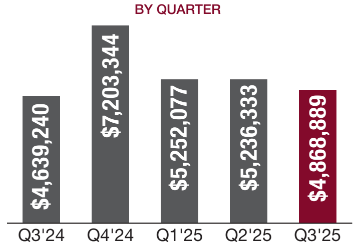
Sales Down in Q3; Average Price YTD Remains Over $5M

There were **only 9 sales in the third quarter** (per the Multiple Listing Service) compared to 24 in the second quarter and 13 in the first quarter. In the high end of the market, there were 4 sales for more than $5 million, including one that we represented and sold over list price. With just 2 sales over $6 million, the average price dropped below $5 million for the first time in a year. The third quarter average of $4,868,889 was less than a 1% decline from all of last year. **Year to date, the average price is up 5% since last year.**

Of the 9 homes that sold in the third quarter, 6 sold for more than list price. On average, homes sold for 101% of list price. Homes sold quickly with 5 sales, or 56%, selling in 11 days or less. On average though homes took 34 days to sell. The median days on market this year is only 12.

There are just 24 homes currently for sale on the Multiple Listing Service and 3 homes not being publicly marketed. The homes range from $1,695,000 to $15,500,000 and only 5 have been on the market for less than 30 days.





May – September 2025 Sales

130 Deer Meadow Ln	$9,000,000
909 Westridge Dr	$8,000,000
45 Bear Gulch Drive*	$8,000,000
140 Pinon Dr	$7,485,000
30 Cheyenne Pt	$6,550,000
22 Grove Dr*	$6,020,000
4 Buck Meadow Dr*	$5,765,000
3 Oak Forest Ct*	**$5,205,000**
831 La Mesa Dr	$5,000,000
4 Franciscan Rdg	$4,625,000
240 Willowbrook Dr*	$4,600,000
1036 Los Trancos Rd	$4,412,000
161 E Floresta Way	$4,250,000
760 La Mesa Dr*	$3,850,000
90 Bear Gulch Dr*	$3,800,000
10 Bear Gulch Dr*	$3,380,000
340 Canyon Dr*	$3,200,000
3 Wyndham Dr	**$2,950,000**
1 Hayfields Rd	$2,900,000
1023 Los Trancos Rd	$1,850,000
102 Santa Maria Ave	$1,600,000

* Sold in third quarter. Bold = sold by Hugh Cornish & Associates; home sales per the MLS

www.HughCornish.com 650.619.6461 hcornish@cbnorcal.com CalRE#00912143