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per *RealTrends*, 2025

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2025 3RD QUARTER REAL ESTATE REVIEW
WOODSIDE

We are proud to present the 3rd Quarter Review of 2025 for Woodside, a follow up to our 26th edition of our Annual Real Estate Review. **We are one of the top 4 listing agents in Woodside** for closed escrows YTD in 2025 (per homes sold on the MLS), and we are **long-term residents of Woodside and Portola Valley.**

As reported in our Half-Year Review, sales activity had been notably stronger this year than we expected. The number of sales remained strong in the third quarter following a strong second quarter, however the length of time to sell and prices were not as favorable. 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 and we remain optimistic on Woodside home values.

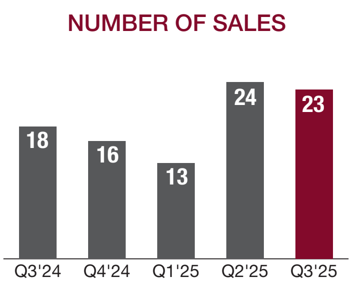
As always, do not hesitate to call us to discuss a strategy for selling your home in today's market. We remain committed to **presentation, marketing, and pricing** as the three most important factors in selling your Woodside home. We look forward to speaking with you any time.

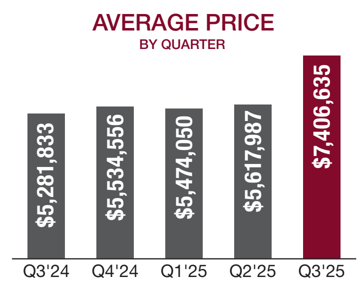
Sales Steady in Q3; Average Price Way Up but Median Price Down

There were **23 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, a large estate closed for $85 million and another closed for $18.9 million, which brought the average price up to $7,406,635. The median price in the third quarter was just over $3 million, due in part to 5 homes that sold for less than $2 million. The **year-to-date average price is up 23% since last year**, but still not to the record high in 2023.

Of the 23 homes that sold in the third quarter, **none were for more than list price**. On average, homes sold for 95% of list price. Homes took longer to sell in the third quarter; only 5 sold in less than 30 days; on average, the days on market was 75. The average days on market this year is 63, which is consistent with last year.

There are 29 homes currently for sale on the Multiple Listing Service and 6 homes not being publicly marketed. The homes range from $2,199,000 to $34,880,000 and only 12 have been on the market for less than 30 days.





July – September 2025 Sales

329 Albion Ave	$85,000,000	115 Toyon Ct	$3,800,000	885 Patrol Rd	$2,100,000
320 Harcross Rd	$18,900,000	9 Summit Rd	$3,250,000	12960 Skyline Blvd	$2,037,000
3295 Woodside Rd	$8,849,000	11120 La Honda Rd	$3,125,000	789 Canada Rd	$1,924,911
19 Preston Rd	$4,900,000	1207 Godetia Dr	$3,005,000	125 Grandview Dr	$1,790,000
490 W Maple Way	$4,750,000	495 Summit Springs Rd	$3,000,000	4214 Jefferson Ave	$1,500,000
252 Raymundo Dr	$4,200,000	625 W Glen Way	$2,977,000	31 Skyline Dr	$865,000
250 Hardwick Rd	$4,100,000	33 Bear Glen Dr	$2,950,000	13 & 15 Big Tree Way	$694,700
3570 Tripp Rd	**$3,935,000**	171 Old La Honda Rd	$2,700,000		

Bold = sold by Hugh Cornish & Associates; home sales per the MLS

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