



HUGH CORNISH & ASSOCIATES

HUGH CORNISH

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 OCTOBER 2025

MONTHLY SALES DATA for September 2025

ATHERTON

Number of Homes Sold: 7
Average Sale Price: \$6,856,143
Average Days on Market: 27

MENLO PARK

Number of Homes Sold: 31
Average Sale Price: \$3,198,129
Average Days on Market: 30

PORTOLA VALLEY

Number of Homes Sold: 5
Average Sale Price: \$5,484,000
Average Days on Market: 46

WOODSIDE

Number of Homes Sold: 15
Average Sale Price: \$9,145,907
Average Days on Market: 92

MORTGAGE RATES as of 10/15/2025*

CONFORMING LOANS

15-year fixed rate: **4.875%** (APR 5.098%)
30-year fixed rate: **5.500%** (APR 5.667%)
Conforming rates with loan up to \$806,550

JUMBO LOANS

15-year fixed rate: **5.250%** (APR 5.321%)
30-year fixed rate: **5.625%** (APR 5.836%)
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@relfin.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.

Our Third Quarter reports are out for Atherton, Menlo Park, Portola Valley, and Woodside (with links below to each one). The inventory of homes for sale continued to stay lower than in previous years, although it did start to increase in the third quarter, however sales dropped in each city. Prices exhibited a varied trend across the cities with Woodside Q3 average price rising significantly due to the sale of a very large estate property.

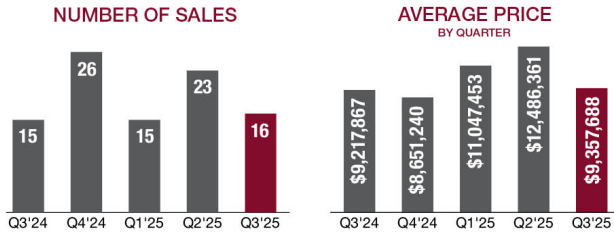
It was encouraging to see the number of high-end sales in the third quarter. There were 9 sales between \$10 million and \$85 million. This compares to 19 high-end sales in the second quarter and 9 high-end sales in the first quarter.

MARKET UPDATE BY CITY

Below is a snapshot by city comparing the number of sales and average price by quarter.

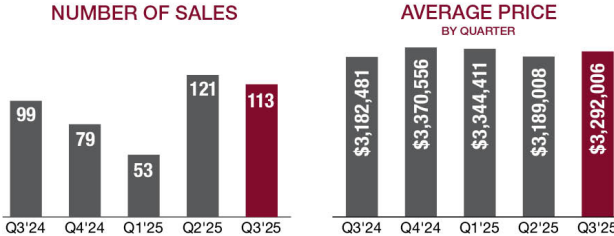
[Click here](#) to view the full Atherton report.

ATHERTON



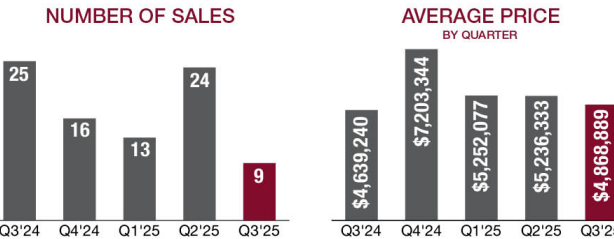
[Click here](#) to view the full Menlo Park report.

MENLO PARK



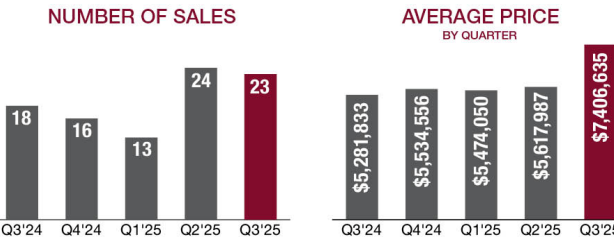
[Click here](#) to view the full Portola Valley report.

PORTOLA VALLEY



[Click here](#) to view the full Woodside report.

WOODSIDE



As we start approaching year-end, this is an excellent time to start planning for 2026 if you are considering selling your home. We would be happy to take a confidential look at your property and make any suggestions that may help improve your home's value. It's all part of our Cornish Concierge Service and there is never any obligation. In the meantime, wishing you a Happy Halloween this week.