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 NOVEMBER 2025

MONTHLY SALES DATA for October 2025

ATHERTON
Number of Homes Sold: 7
Average Sale Price: $12,052,143
Average Days on Market: 56

MENLO PARK
Number of Homes Sold: 32
Average Sale Price: $3,619,994
Average Days on Market: 13

PORTOLA VALLEY
Number of Homes Sold: 14
Average Sale Price: $5,092,768
Average Days on Market: 46

WOODSIDE
Number of Homes Sold: 3
Average Sale Price: $2,524,667
Average Days on Market: 91

MORTGAGE RATES as of 11/18/2025*

CONFORMING LOANS
15-year fixed rate: 5.000% (APR 5.243%)
30-year fixed rate: 5.750% (APR 5.861%)
Conforming rates with loan up to $806,550

JUMBO LOANS
15-year fixed rate: 5.500% (APR 5.571%)
30-year fixed rate: 5.875% (APR 5.915%)
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 (NMLSF# 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.

Happy Thanksgiving everyone! We wish you a wonderful day with family and friends this Thursday and safe travels to those of you leaving the area.

Here's a quick update on the real estate market and a look back at October sales. The market has slowed some, which is expected at this time of year with fewer new listings. There are serious buyers in the market though and we are still seeing some very notable high-end sales happening. Now is an excellent time to start planning for an early sale in 2026 to be ahead of the competition. Please feel free to call us anytime to get started.

Here's a quick look at October sales:

Atherton: There were 7 closed escrows in October and the average price was the third highest price this year following June ($16M+) and July ($12M+). In January, May, and September, we saw averages dip below $10 million.

Menlo Park: There were 32 single-family closed escrows, the third monthly highest this year. The average price was a respectable $3.6 million, which put October roughly in the middle of this year's monthly averages.

Portola Valley: 14 closed escrows was the highest number this year, surpassing the previous high of 12 in April. The average price of just over $5 million was also near the midpoint for the year, with several months above and below that level.

Woodside: Just 3 closed sales in October resulted in the lowest average monthly price this year. For the year, the average is over $6M due in part to the sale of one very high-end estate property. The median price for the year is $3.8M+.