



HUGH CORNISH & ASSOCIATES

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Over \$3.8 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 FEBRUARY 2026

MONTHLY SALES DATA

for January 2026

ATHERTON

Number of Homes Sold: 2
Average Sale Price: \$25,225,000
Average Days on Market: 47

MENLO PARK

Number of Homes Sold: 13
Average Sale Price: \$3,868,846
Average Days on Market: 28

PORTOLA VALLEY

Number of Homes Sold: 2
Average Sale Price: \$9,262,500
Average Days on Market: 180

WOODSIDE

Number of Homes Sold: 5
Average Sale Price: \$4,509,200
Average Days on Market: 72

MORTGAGE RATES

as of 2/20/2026*

CONFORMING LOANS

15-year fixed rate: 5.250%
30-year fixed rate: 5.75%
Conforming rates with loan up to \$806,500

JUMBO LOANS

15-year fixed rate: 5.250%
30-year fixed rate: 5.625%
Jumbo rates above \$1,209,750

Mortgage rates have slipped under 6% again – as shown in the sidebar from our trusted lender – while the Fed funds target range remains at 3.50% – 3.75%. That stability has helped restore buyer confidence, particularly at the high end, where demand continues to be fueled by Silicon Valley liquidity and AI-driven capital flows.

January closed sales were limited, making it too early to define 2026 trends, but **the numbers were impressive**. **Atherton** recorded two sales between \$20 million and \$30 million. **Portola Valley** also had two closings, including one at \$14.5 million. **Woodside** saw five sales, highlighted by one at \$11.7 million. **Menlo Park** showed the clearest early momentum, with stronger pricing, quicker market times, and two significant sales at \$7.25 million and \$9.6 million.

Meanwhile, **venture capital investment remains robust**. Andreessen Horowitz recently raised more than \$15 billion across new funds focused heavily on AI and high-growth sectors. Anticipated IPOs and secondary liquidity events tied to AI leaders such as OpenAI, Anthropic, and Databricks are **expected to generate substantial new wealth locally**.

Since February 1 alone, **15 homes have closed above \$10 million** across San Mateo and Santa Clara Counties, including the Woodside legacy estate we represented at \$27,850,000.

As spring inventory builds, strategic pricing and positioning will matter more than ever. **Are you ready to buy or sell? Reach out to us anytime.**

PS - We have several new listings coming soon, two shown below. Call us for details and to be the first to see them.

*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.