



HUGH CORNISH & ASSOCIATES

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Over \$3.8 Billion in Sales

#1 Coldwell Banker Agent, San Francisco Peninsula

#11 Coldwell Banker Agent, United States

#111 Agent in the United States, *RealTrends 2025*

MARKET UPDATE MARCH 2026

MONTHLY SALES DATA

for February 2026

ATHERTON

Number of Homes Sold: 3
Average Sale Price: \$15,636,667
Average Days on Market: 42

MENLO PARK

Number of Homes Sold: 20
Average Sale Price: \$2,965,951
Average Days on Market: 6

PORTOLA VALLEY

Number of Homes Sold: 6
Average Sale Price: \$4,604,500
Average Days on Market: 91

WOODSIDE

Number of Homes Sold: 4
Average Sale Price: \$17,731,250
Average Days on Market: 32

MORTGAGE RATES

as of 3/24/2026*

CONFORMING LOANS

15-year fixed rate: 5.750%
30-year fixed rate: 6.25%
Conforming rates with loan up to \$806,500

JUMBO LOANS

15-year fixed rate: 5.625%
30-year fixed rate: 6.125%
Jumbo rates above \$1,209,750

We continue to see **strong buyer activity** across all price points, while inventory remains relatively limited. Well-prepared and thoughtfully priced homes are still attracting significant interest. That said, activity is not entirely consistent across every segment, and some parts of the market are moving more selectively.

Over the past month, the **stock market has pulled back** from recent highs. That shift has not yet had a noticeable impact on local real estate, but it is something we are watching closely. If volatility continues, and history repeats itself, it could begin to influence buyer confidence and overall momentum.

There is clear underlying **strength in today's market**, particularly among buyers making long-term decisions. At the same time, strategy matters more than ever. Positioning, pricing, and preparation are what separate average results from exceptional ones.

Across the four cities we specialize in, **indicators are mixed**. **Atherton** recorded just 3 sales in February, but already 7 have closed in March, with average days on market declining. **Woodside** and **Portola Valley** are on pace to match or come in slightly below February's activity. Days on market have increased in Portola Valley, while trending lower in Woodside. In **Menlo Park**, there have been 17 single-family sales so far in March, compared to 20 in February, with only a slight increase in days on market.

We have our finger on the pulse of the market every day and are always happy to share what we are seeing as conditions continue to evolve. **Please feel free to reach out with any questions**. We have several exceptional properties coming soon and would be delighted to also represent you, or someone you know. Please call either of us any time.

*The above rates are with points as indicated and certain loan to value, credit score and loan amount premiums apply. Contact: Peter Keller, Prosperity Home Mortgage, Mortgage Consultant (NMLS 281019) at Peter.Keller@phmloans.com or 650.248.4190
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