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 per *RealTrends*, 2025

OVER \$3.8 BILLION IN SALES

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2026 1ST QUARTER REAL ESTATE REVIEW PORTOLA VALLEY

We are proud to present the 1st Quarter Review of 2026 for Portola Valley, a follow up to our 27th edition of our Annual Real Estate Review. There was quite a drop in sales in the first quarter compared to the fourth quarter, due in part to inventory remaining relatively limited. It was encouraging to see the number of homes sold that had been lingering on the market. Although there is still uncertainty in the market this year, the stock market highs have continued to fuel demand for real estate in our area.

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 Portola Valley home. We look forward to speaking with you any time.

Sales and Prices Down Just Slightly (Average Still Nearly \$6M)

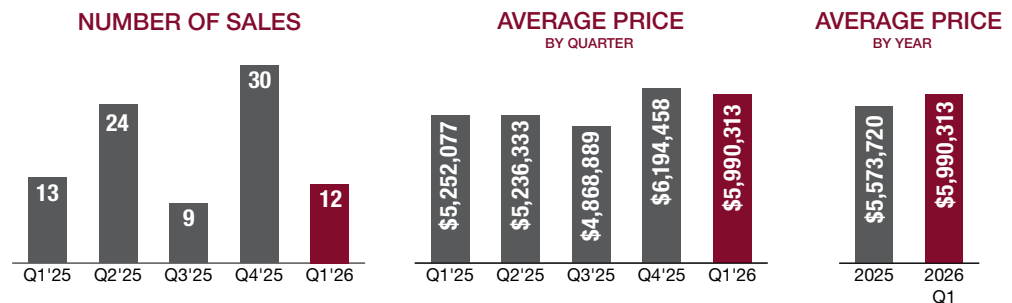
There were **11 sales in the first quarter** (per the Multiple Listing Service) compared to 13 in the first quarter of 2025. This, however, is quite a drop from the 30 sales that occurred in the fourth quarter of 2025.

In the highest-end of the market, there were 5 sales for \$7 million or more, including 2 that we represented. The **average price was \$5,990,313**, which was 3% less than the fourth quarter, but **7% higher than all of last year.**

Of the 11 homes that sold in the third quarter, 3 sold for list price and the rest

sold for less than list price. **On average, homes sold for 96% of list price.** Homes took quite a bit longer to sell with an average days on market of 116 compared to 46 days in 2025. Only 4 homes sold in less than 30 days.

There are just 21 homes currently for sale on the Multiple Listing Service plus 2 homes not being publicly marketed. The homes range from \$1,800,000 to \$15,500,000 and 11 have been on the market for less than 30 days.



January – March 2026 Sales

1 Grove Ct\$14,500,000	110 Bear Gulch Dr\$7,000,000	670 La Mesa Drive.....\$3,850,000
1390 Westridge Dr\$8,100,000	2 Horseshoe Bnd\$5,100,000	30 Pine Ridge Way.....\$3,229,000
65 Cheyenne Pt\$7,998,000	9 Franciscan Rdg.....\$4,533,750	435 Golden Oak Dr\$3,000,000
600 Westridge Dr\$7,998,000	11 Hawk View.....\$4,025,000	40 Deer Path Dr.....\$2,550,000

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