



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 MAY 2026

MONTHLY SALES DATA for April 2026

ATHERTON

Number of Homes Sold: 10
Average Sale Price: \$10,489,200
Average Days on Market: 43

MENLO PARK

Number of Homes Sold: 32
Average Sale Price: \$4,325,695
Average Days on Market: 11

PORTOLA VALLEY

Number of Homes Sold: 6
Average Sale Price: \$3,800,833
Average Days on Market: 23

WOODSIDE

Number of Homes Sold: 13
Average Sale Price: \$6,768,462
Average Days on Market: 73

MORTGAGE RATES as of 5/26/2026*

CONFORMING LOANS

15-year fixed rate: 5.750%

30-year fixed rate: 6.375%

Conforming rates with loan up to \$806,500

JUMBO LOANS

15-year fixed rate: 5.750%

30-year fixed rate: 6.125%

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, Prosperity Home Mortgage, Mortgage Consultant (NMLS 281019) at Peter.Keller@pmlloans.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.

When comparing the real estate trends in the four cities we specialize in, a common pattern emerges: **prices have gone up.**

City		2024	2025	2026 YTD
Atherton	# Sales	86	78	30
	Median \$	\$7,650,000	\$9,575,000	\$10,250,000
Menlo Park	# Sales	289	304	112
	Median \$	\$3,230,000	\$3,300,000	\$3,513,000
Portola Valley	# Sales	77	76	22
	Median \$	\$4,100,000	\$4,250,000	\$4,279,375
Woodside	# Sales	72	75	30
	Median \$	\$4,260,000	\$3,935,000	\$4,280,000

The housing market continues to evolve and, as always, national trends provide helpful context even though Atherton, Menlo Park, Portola Valley, and Woodside follow their own path. Here are several recent perspectives from leading industry economists:

- *Lawrence Yun, Chief Economist for the National Association of Realtors*, noted on May 19 that buyers are showing "cautious optimism" despite economic uncertainty and continued mortgage rate pressure. He also continues to emphasize that inventory levels remain one of the most important factors shaping the market.
- According to *Reuters on May 11*, housing economists continue to point to an ongoing imbalance between supply and demand. Inventory has improved in many areas, but remains below historical norms, particularly in highly desirable markets, like ours, driven by strong employment sectors.
- While affordability remains a challenge, recent market activity has shown that motivated buyers continue to move forward when the right property becomes available. Pending home sales have recently posted gains even as mortgage rates have remained elevated, per *Wall Street Journal on May 19*.

One thing remains clear, however: **there are active buyers in the market.** The market is changing, and now more than ever it is essential to obtain excellent advice tailored to a specific situation. Real estate has always been local. Broad headlines provide perspective, but conditions can vary dramatically from one neighborhood – or even one street – to another.

We are here to provide neighborhood-level insight and strategic advice because the details of a market matter far more than the national headlines. **Call us any time.**