HUGH CORNISH & ASSOCIATES

HUGH CORNISH

Over $3.8 Billion in Sales

#1 Coldwell Banker Agent, San Francisco Peninsula
#6 Coldwell Banker Agent, United States
#135 Agent in the United States, *RealTrends* 2026

MARKET UPDATE AUGUST 2026

MONTHLY SALES DATA for July 2026

ATHERTON

Number of Homes Sold: 12
Average Sale Price: $13,945,833
Average Days on Market: 20

MENLO PARK

Number of Homes Sold: 22
Average Sale Price: $3,616,114
Average Days on Market: 22

PORTOLA VALLEY

Number of Homes Sold: 8
Average Sale Price: $5,566,250
Average Days on Market: 46

WOODSIDE

Number of Homes Sold: 8
Average Sale Price: $5,792,250
Average Days on Market: 57

MORTGAGE RATES as of 8/24/2026*

CONFORMING LOANS

15-year fixed rate: 5.750%
30-year fixed rate: 6.490%
Conforming rates with loan up to $806,500

JUMBO LOANS

15-year fixed rate: 5.500%
30-year fixed rate: 6.125%
Jumbo rates above $1,249,125

*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
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.

Following the significant strengthening of the market in the second quarter, **prices have remained exceptionally strong through the first seven months** of the year. Limited inventory continues to define the market, with both average and median prices higher than last year in Atherton, Menlo Park, and Woodside. Atherton continues to lead the gains, with the average price up 18% and the median up 21%. Menlo Park has also posted strong appreciation, with average and median prices up 10% and 7%, respectively, while Woodside prices are up 11% on average and 9% at the median.

Portola Valley remains the exception, with the average price down 6% and the median down 3% compared to last year, yet still with averages well over $5 million. As noted in previous updates, results in a smaller market like this can be significantly influenced by the mix of homes sold, particularly at the highest end.

Average Price	2025	2026 YTD	% Change
Atherton	$11,953,142	$14,072,678	18%
Menlo Park	$3,714,296	$4,101,107	10%
Portola Valley	$5,573,720	$5,226,554	-6%
Woodside	$5,863,539	$6,528,701	11%

Median Price	2025	2026 YTD	% Change
Atherton	$9,575,000	$11,600,000	21%
Menlo Park	$3,300,000	$3,535,000	7%
Portola Valley	$4,250,000	$4,137,500	-3%
Woodside	$3,935,000	$4,300,000	9%

As the fall market approaches, **pricing and presentation will remain especially important.** Demand remains strong and inventory is still limited, but buyers are selective. Homes that are priced right from the start are attracting the most attention and generating the strongest results.

Record stock market levels and continued strength across the technology and AI sectors also remain positive factors for Silicon Valley real estate.

As always, do not hesitate to call us to discuss a strategy for selling your home in today's market. We look forward to speaking with you.