



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 OCTOBER 2026

MONTHLY SALES DATA for September 2026

ATHERTON

Number of Homes Sold: 5
Average Sale Price: \$12,334,200
Average Days on Market: 15

MENLO PARK

Number of Homes Sold: 27
Average Sale Price: \$4,451,778
Average Days on Market: 18

PORTOLA VALLEY

Number of Homes Sold: 4
Average Sale Price: \$6,523,750
Average Days on Market: 552

WOODSIDE

Number of Homes Sold: 6
Average Sale Price: \$5,121,667
Average Days on Market: 15

MORTGAGE RATES as of 10/28/2026*

CONFORMING LOANS

15-year fixed rate: 6.375%

30-year fixed rate: 6.875%

Conforming rates with loan up to \$806,500

JUMBO LOANS

15-year fixed rate: 6.500%

30-year fixed rate: 6.625%

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@phmlans.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.

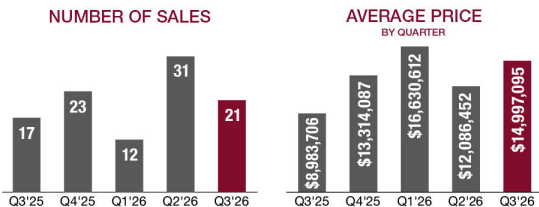
The stock market continued to demonstrate strength in the third quarter, with the S&P 500, Nasdaq, and Dow Jones all **reaching record highs during the period**. Led in part by technology and AI-related companies, the Nasdaq gained 2.5% during Q3 and was **up an impressive 15.6% for the year through September**. This continued strength provided a favorable backdrop for the real estate market.

Below is the comparison by quarter for each of the four cities that we specialize in. Plus, here is a recap for each city **comparing the average price through Q3 in 2026 to all of last year**:

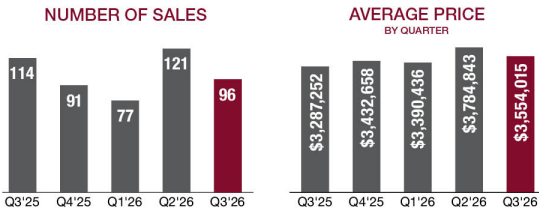
AVERAGE HOME SALES PRICE

	AVG SALE PRICE	CHANGE
Atherton	\$13,893,537	▲ +19%
Portola Valley	\$5,474,184	▼ -2%
Woodside	\$6,373,960	▲ +9%
Menlo Park	\$3,606,048	▲ +9%

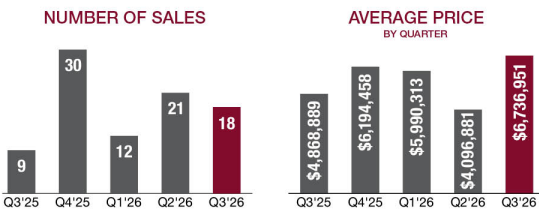
ATHERTON



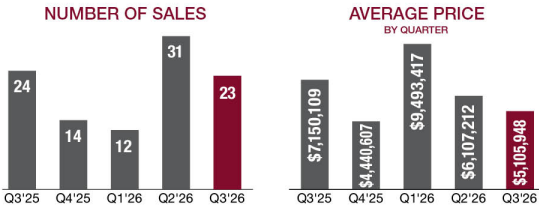
MENLO PARK



PORTOLA VALLEY



WOODSIDE



Current MLS inventory (excludes any off-market or private listings) remains limited with just **16 homes for sale in Atherton, 13 in Portola Valley, 36 in Menlo Park, and 29 in Woodside**. Encouragingly, pending sales reflect robust buyer interest, with 14 properties in contract in Atherton, 13 in Menlo Park, 10 in Woodside, and 5 in Portola Valley.

As we start approaching year-end, this is an excellent time to start planning for 2027 if you are considering selling your home. We would be happy to take a confidential look at your property and make any suggestions that may help improve your home's value. It's all part of our Cornish Concierge Service and there is never any obligation. In the meantime, wishing you a Happy Halloween this week. 🎃🎃🎃