

ALFORD-BON
TIM & FAYE

Alford-Bon | Tim & Faye | Sell · Buy · Invest

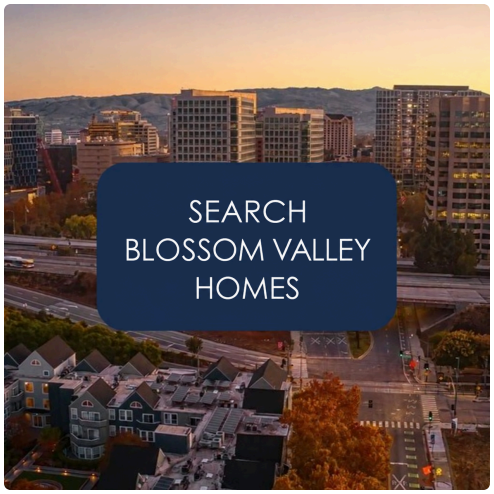
Blossom Valley was active but negotiable in October. Across 95123 and 95136, 32 house closings had a $1.38 million median, 99.8% average sale-to-list ratio and 27.3 average days. Sixteen townhome and condo closings had a $627,500 median, 98.1% ratio and 44.6 days.

The house median was 5.6% below October 2025 across 32 closings versus 46; the median for townhomes and condos was 2.9% lower across 16 versus 26. These mix and volume changes are not uniform value changes. November 1 showed 85 active houses versus 30 pending or contingent, and 81 active townhomes and condos versus 16.

What this means:

- **Homeowners and sellers:** Separate 95123 from 95136 by neighborhood, condition, street, lot and property type. Both segments averaged below list and buyers have alternatives, so pricing and preparation must answer the home's tradeoffs, not a broad median.
- **Buyers:** Use October averages as context, then compare active and recent pending alternatives. Price changes, missed offer dates, returns, new competition and pendings can show leverage; confirm seller timing with the listing side before changing price, terms or timing.

- Tim & Faye



Search Blossom Valley Homes for Sale



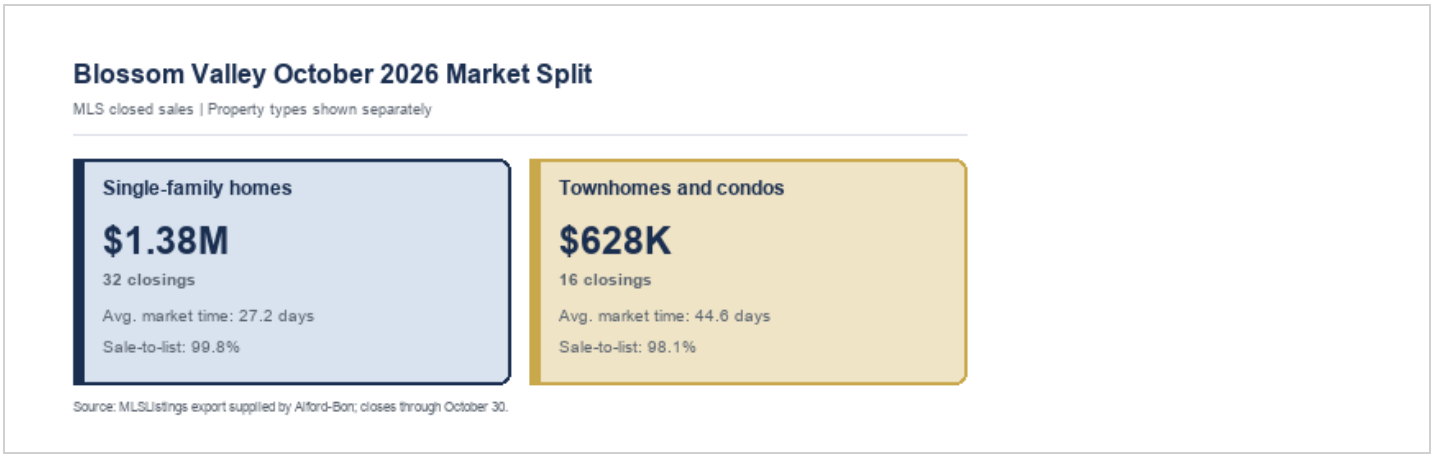
Find Out What Your Blossom Valley Home Is Worth

BLOSSOM VALLEY MARKET

The Local Pulse

OCTOBER 2026 AT A GLANCE

- **Single-family homes in 95123 and 95136:** $1.38 million October median; 32 closings; 27.3 average days on market; 99.8% average sale-to-list ratio.
- **Townhomes and condos:** $627,500 October median; 16 closings; 44.6 average days on market; 98.1% average sale-to-list ratio.
- **November 1:** 85 active versus 30 pending or contingent houses; 81 versus 16 townhomes and condos.
- **Financing:** Freddie Mac's October 29 national conforming-purchase average was 7.24%; $1 million fixed for 30 years is about $6,815 monthly principal and interest before taxes, insurance, points and fees.





FINANCING & AFFORDABILITY

What the November Rate Picture Means

Freddie Mac's October 29 national averages were **7.24%** for 30 years, down from 7.32%, and **6.60%** for 15 years. These conventional conforming purchase-loan figures are not a Blossom Valley quote or APR; loan size, points, reserves, credit and property type affect pricing.

At 7.24%, $1 million fixed for 30 years is about $6,815 monthly principal and interest, roughly $54 less than at 7.32%. Taxes, insurance, HOA dues, points, fees and mortgage insurance are excluded; model actual loan, repair, improvement and ownership costs.

An ARM or temporary buydown can suit sufficient reserves, expected income growth or a defined holding period. Compare fixed financing and review adjustment date, index, margin, caps and maximum payment. A permitted seller credit may fund a buydown or closing costs efficiently.

Many buyers enter with an ARM or buydown and plan to refinance if rates and qualification improve. Model resets, caps, future payments and holding period; preserve reserves. Include HOA dues, assessments and insurance for a townhome or condo and systems and improvements for a house. Sellers should compare a credit's buyer benefit and net with a price change.

MARKET BEHAVIOR

What Is Moving

Entry example - 288 Tradewinds Drive, No. 1. The one-bedroom, one-bath, 722-square-foot condo closed for $400,000 after 18 days, 100.0% of its $400,000 list. This one sale found a buyer without an above-list result and is not a valuation conclusion for all condos.

House example - 6307 Benzo Drive. The four-bedroom, two-bath, 1,597-square-foot home closed for $1.3 million after seven days, 100.1% of its $1.299 million list. It moved quickly at a supported price; match condition, block and lot before transferring it.

Upper-price example - 5022 Glouchester Court. The five-bedroom, three-bath, 2,533-square-foot home closed for $2 million after 17 days, 105.4% of its $1.898 million list. This one sale shows competition, not a premium for every large or remodeled home.

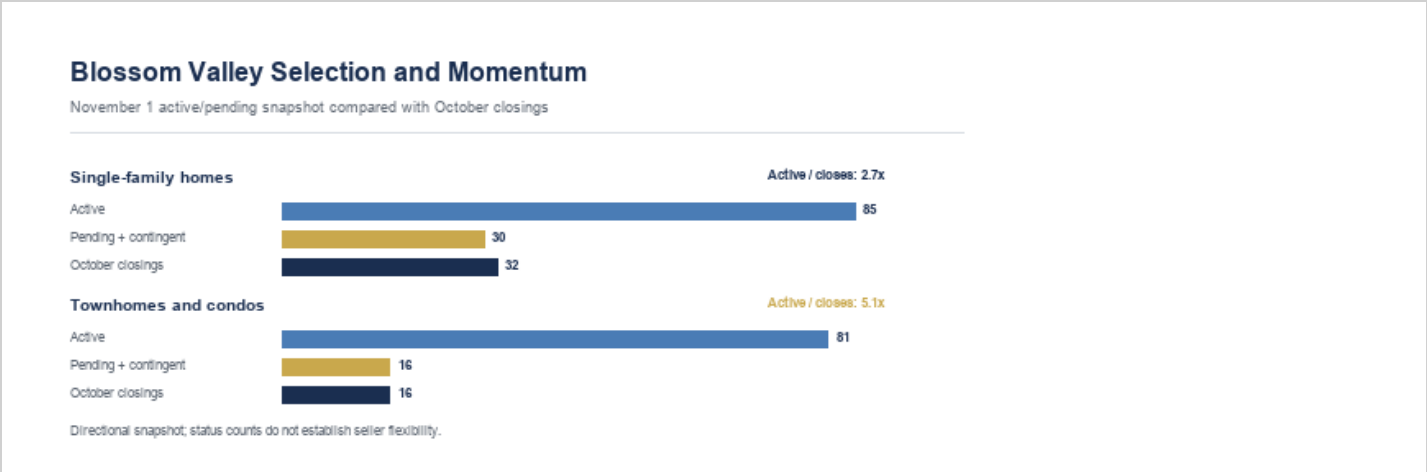
MARKET BEHAVIOR

Where Activity Stalls

Townhomes and condos have broad choice: 16 closings averaged 44.6 days and 98.1% of list, with 81 active versus 16 pending or contingent. HOA finances, insurance, assessments, condition, parking and monthly cost affect conversion.

Houses stall when price misses repair, street or layout tradeoffs. The segment averaged 27.3 days and below list, with 85 active choices; missed first cycles need comparison with recent pendings, not defense by the $1.38 million median. Showing volume, repeat visits and offer quality help distinguish a price problem from a presentation or access problem.

Above-list results do not transfer across 95123 and 95136. Glouchester Court shows competition, but buyers distinguish neighborhood, condition, size and layout; MLS data does not establish price cause or motivation.



REGIONAL COMPARISON

More Local Choice Within a Softer Metro Pending Trend

Realtor.com Economics, quoted by NAR October 20, reported September metro pending sales down 4.6% year over year. This is not October Blossom Valley closed sales and differs in geography, period and method.

Both local segments averaged below list and had substantial active alternatives. Individual homes can still compete, as Glouchester Court did, but property-level comparison matters more than a uniform market assumption.

> **Our read:** Buyers have choice; well-prepared sellers can create urgency by pricing against close neighborhood and property-type alternatives. Townhomes, condos and homes needing work offer the clearest evidence-based negotiation.

WHAT CHANGES NEXT

Local Community Watch

On November 1, Blossom Hill Road and nearby Santa Teresa bikeway work remained in progress. Separately, Blossom Hill Station remains approved for up to 239 market-rate and 89 affordable homes, with no current construction-start milestone.

Keep the timelines separate: road work affects travel now; the station plan is longer-term housing and public improvement. Approval is not construction or current supply. Residents near either site should verify current access and official milestones rather than price a future benefit or burden into today's home.

Watch for mobility completion and an official station-project permit or start. Until then, transportation work is ongoing and housing is approved without a confirmed start.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Expected direction	Why
Well-prepared single-family homes	**Balanced to competitive**	October averaged near list, and the Glouchester Court example showed that a strong home can still draw above-list competition.
Single-family homes needing work	**Selective**	Eighty-five active versus 30 pending or contingent listings give buyers alternatives when condition or layout misses the price.
Townhomes and condos	**Negotiable**	Sixteen closings averaged 44.6 days and 98.1% of list, with 81 active versus 16 pending or contingent on November 1.
Larger or fully improved homes	**Depends on closest substitutes**	Competition exists, but neighborhood, finish, lot and functional layout determine whether a premium is supported.

Base case: well-prepared houses can attract urgency; townhomes, condos, homes needing work and missed first cycles offer more comparison. The likely dividing line is whether price and disclosures answer the repair, street, HOA or layout tradeoff better than nearby active choices.

This outlook is not guaranteed. Rates, inventory, neighborhood, condition, street, HOA finances, insurance and new listings can change an outcome.

RECOMMENDATIONS

What Matters Now

For homeowners:

- Separate 95123 from 95136 by neighborhood, street, lot, condition and property type before using the $1.38 million or $627,500 medians.
- Keep permits and roof, electrical, plumbing, HVAC and improvement records organized; buyers price unresolved systems and renovation time.
- For a townhome or condo, review reserves, insurance, assessments and major components; 81 active versus 16 pending or contingent makes ownership cost competitive.

For sellers:

- For a strong house, prepare fully and price against active and recent pending alternatives; Benzo Drive and Glouchester Court show speed without a blanket premium.
- For a home needing work, quantify major items and buyer improvement cost rather than price from renovated sales; the 27.3-day average gives comparison time.
- For a townhome or condo, provide the HOA package and total monthly cost before competing with 81 active alternatives; unresolved reserves, insurance or assessments make a small list-price difference less persuasive.

For buyers:

- Compare the closest active and recently pending homes in the same 95123 or 95136 neighborhood, property type and price range. Track price changes, missed offer dates, returns, new competition and pendings; confirm seller timing with the listing side. Use those facts to choose a price request, different terms, delayed offer timing, or no request. Broad statistics are context, not this home's conclusion.
- For a townhome or condo, add dues, assessments, insurance and major-component risk to monthly and near-term cash needs; 98.1% of list and broad choice support careful negotiation.
- For a house needing work, price roof, electrical, plumbing, HVAC and renovation before treating a below-median price as a discount.

Contact Us

Tim Alford & Faye Bon
Christie's International Real Estate Sereno
214 Saratoga-Los Gatos Rd, Los Gatos, CA 95030
(408) 832-7698
homes@alfordbon.com
Alford-Bon Team Website

CHRISTIE'S INTERNATIONAL REAL ESTATE
SERENO
sereno
1% For Good
CHARITABLE FOUNDATION

All information is deemed reliable but not guaranteed. This is a general market analysis, not an appraisal, financial advice, tax advice, or legal advice.

CHRISTIE'S INTERNATIONAL REAL ESTATE SERENO

TIM ALFORD	FAYE BON	SERENO
DRE #01507448	DRE #01746037	DRE #02101181

Sources: MLS export and local calculations (October closes through October 30; November 1 listing snapshot); Freddie Mac PMMS (Week of October 29, 2026); NAR / Realtor.com pending sales (September 2026; released October 20); San Jose bikeways (In progress Nov. 1); Blossom Hill plan (Approved; no start by Nov. 1); MLSListings/Aculist - 95123 August 2026 (Prior verified background source); MLSListings/Aculist - 95136 August 2026 (Prior verified background source); SCCAOR - August 2026 county and city statistics (Prior verified background source); SCCAOR - Q2 2026 city statistics (Prior verified background source); Freddie Mac - Primary Mortgage Market Survey, October 1, 2026 (Prior verified background source); C.A.R. - Q2 2026 Housing Affordability (Prior verified background source).
Local figures are Alford-Bon calculations from the supplied MLSListings exports. October 2026 closed-sale files contain closes through October 30; the active, contingent, and pending snapshot is dated November 1. Monthly medians are mix-sensitive and are not appreciation measures. Property-type definitions and source windows vary. Predictions are informed opinions based on current conditions and may change.