

ALFORD-BON
TIM & FAYE

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

Cambrian favored well-positioned houses in October. Across 95118 and 95124, 44 single-family home closings had a $1.9644 million median, 103.6% average sale-to-list ratio and 25.2 average days. Eight townhome and condo closings had an $806,500 median, 98.3% ratio and 57.6 days.

The house median was 7.2% above October 2025, but closings fell 21.4% from 56 to 44, so mix matters. The comparison for townhomes and condos is thinner at eight closings versus four. November 1 showed 82 active houses versus 32 pending or contingent, and 26 active townhomes and condos versus seven. The pattern supports strong demand for the best houses without implying that every Cambrian home moved with the median.

What this means:

- **Homeowners and sellers:** Separate 95118 from 95124, then compare school area, lot, street, condition and remodeling. A turnkey house can outperform; a home needing work or priced above close alternatives must recognize buyer time and execution cost. Townhomes and condos need separate evidence and complete HOA records.
- **Buyers:** The 103.6% house average is not a rule for every offer. Compare active and recent pending alternatives, watch price changes, missed offer dates, returns and new listings, and have the listing side confirm seller timing before choosing leverage in price, terms or timing.

- Tim & Faye



Search Cambrian Homes for Sale



Find Out What Your Cambrian Home Is Worth

CAMBRIAN MARKET

The Local Pulse

OCTOBER 2026 AT A GLANCE

- **Single-family homes in 95118 and 95124:** $1.9644 million October median; 44 closings; 25.2 average days on market; 103.6% average sale-to-list ratio.
- **Townhomes and condos:** $806,500 October median; eight closings; 57.6 average days on market; 98.3% average sale-to-list ratio.
- **Selection and pace:** the November 1 snapshot counted 82 active and 32 pending or contingent single-family home listings, compared with 26 active and seven pending or contingent townhomes and condos.
- **Financing:** Freddie Mac's national conforming-purchase survey averaged 7.24% for a 30-year fixed loan on October 29; a $1 million fixed loan at that rate is about $6,815 per month in principal and interest before taxes, insurance, points and fees.

Cambrian October 2026 Market Split

MLS closed sales | Property types shown separately

Single-family homes

$1.96M

44 closings

Avg. market time: 25.2 days

Sale-to-list: 103.6%

Townhomes and condos

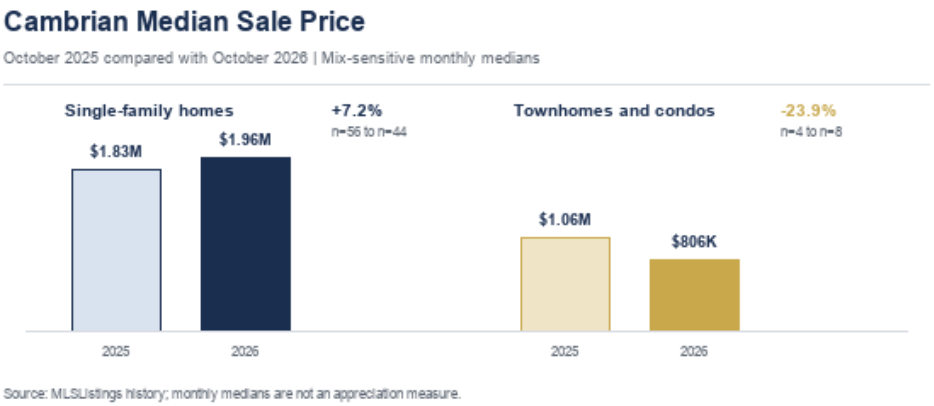
$806K

8 closings

Avg. market time: 57.6 days

Sale-to-list: 98.3%

Source: MLSListings export supplied by Alford-Bon; closes through October 30.



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 Cambrian 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 the actual down payment and ownership or renovation cost.

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

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 for HOA assessments or older-house systems. Sellers should compare a credit's buyer benefit and net with a price change.

MARKET BEHAVIOR

What Is Moving

Entry example - 1314 Shawn Drive, No. 1. The two-bedroom, one-bath, 810-square-foot condo closed for $470,000 after six days, 95.9% of its $489,900 list. Speed did not mean an above-list result; this is one sale, not a segment valuation.

House example - 1924 Rosswood Drive. The three-bedroom, two-bath, 1,460-square-foot home closed for $1.82 million after 72 days, 98.4% of its $1.85 million list. Check condition, street and offer history before using this extended-exposure sale as a comparable.

Upper-price example - 15218 Clydelle Avenue. The four-bedroom, four-and-one-half-bath, 3,350-square-foot home closed for $4.45 million after seven days, 106.0% of its $4.198 million list. This single sale shows strong demand but does not establish a premium for every large or remodeled home.

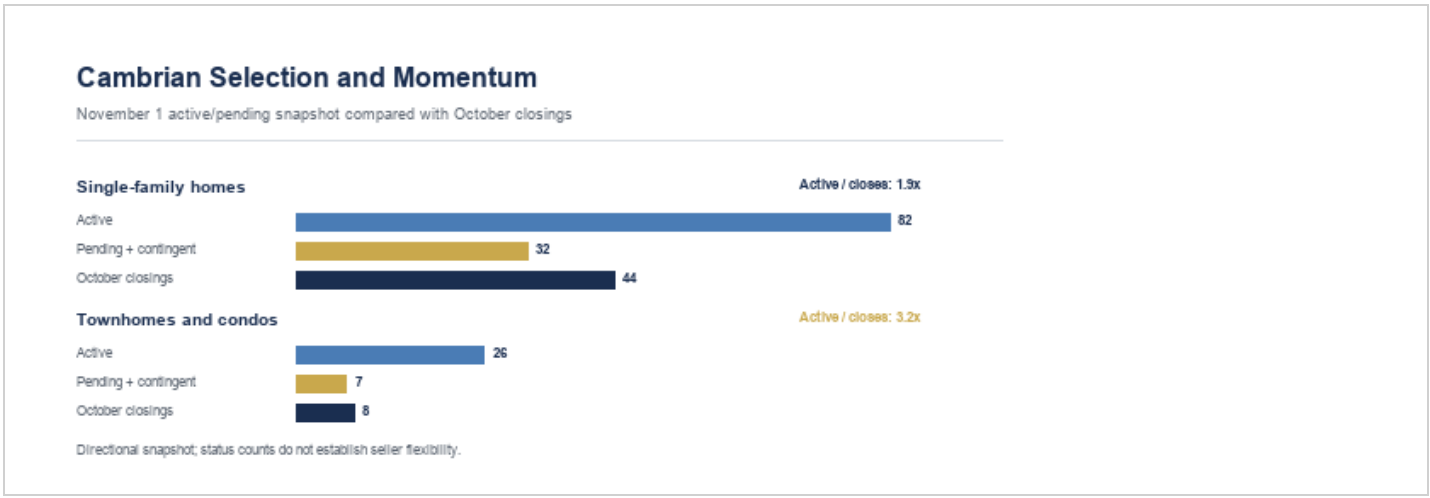
MARKET BEHAVIOR

Where Activity Stalls

Townhomes and condos stall when ownership costs compare poorly. Eight closings averaged 57.6 days and 98.3% of list, with 26 active versus seven pending or contingent. HOA condition, reserves, insurance, assessments, parking and outdoor space affect price.

A house beyond its first offer cycle needs comparison with recent pendings. Rosswood Drive took 72 days and closed 1.6% below list versus the segment's 25.2 days and 3.6% over, pointing to property-specific price, condition or location.

A renovated or larger house can stall above close substitutes. Clydelle Avenue shows competition exists, but buyers distinguish ZIP, school area, block, lot, finish and layout; MLS data does not establish buyer decisions. Sellers should compare response with the newest pending homes before treating one exceptional close as the ceiling.



REGIONAL COMPARISON

Local Competition Persists Inside 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 larger geography and earlier period are not Cambrian's October closings or NAR's regional and national series.

Cambrian houses averaged 103.6% of list, yet 82 active versus 32 pending or contingent shows uneven pressure. Townhomes and condos were slower and below list; property-level evidence should lead.

> **Our read:** Turnkey houses can remain competitive; condition, location or price tradeoffs and townhomes or condos offer more comparison and negotiation.

WHAT CHANGES NEXT

Local Community Watch

The Cambrian Park Plaza phasing amendment was submitted February 13, 2026. It changes buildout sequence, not approved uses, home count or commercial area. No newer official decision or construction-start notice appeared by November 1.

Phasing affects how long the plaza transitions and when retail, gathering space, roads and parkland arrive. The application is not construction or current housing supply and does not support an immediate resale adjustment. Residents should watch whether the first permitted phase includes the public and commercial features buyers expect.

Watch the amendment decision, first-phase permits, and whether commercial and public space advance with housing. Until an official notice, the proposal is pending and construction unverified.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Expected direction	Why
Turnkey single-family homes	**Competitive**	October averaged 103.6% of list, and the seven-day Clydelle Avenue example showed strong demand for a specific well-positioned home.
Homes needing work or missing the first cycle	**Selective**	The 72-day Rosswood Drive example closed below list, showing that buyers will wait when the price-property tradeoff is weaker.
Townhomes and condos	**Negotiable**	Eight closings averaged 57.6 days and 98.3% of list, with 26 active versus seven pending or contingent on November 1.
Large remodeled or upper-price homes	**Depends on closest substitutes**	Competition exists, but school area, block, lot, finish and layout determine whether a premium is supported.

Base case: strong houses can draw multiple buyers; townhomes, condos, homes needing work and missed first cycles offer more choice. The dividing line will be how price and preparation compare with the newest pending alternative in the same school area.

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

RECOMMENDATIONS

What Matters Now

For homeowners:

- Separate 95118 from 95124 by school area, lot, block, condition and renovation; the $1.9644 million house median does not set a value for a specific home.
- Maintain permits and roof, foundation, drainage, system and improvement records because buyers price older-home work into their ceiling.
- For a townhome or condo, review reserves, insurance, assessments and major-component plans; eight closings and 57.6 days require an ownership-cost comparison.

For sellers:

- For a turnkey house, finish preparation and disclosures before launch and review showings, repeat visits and offers within two weeks.
- If work is needed, price against buyer cost and time, not remodeled sales; Rosswood Drive's 72 days support an early comparison.
- For a townhome or condo, provide the HOA package and total monthly cost before competing with 26 active choices.

For buyers:

- Compare the closest active and recently pending homes in the same 95118 or 95124 neighborhood and school area, with similar lot, condition and price. 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. Citywide figures are context, not this home's conclusion.
- For a house needing work, price roof, foundation, drainage, electrical and remodeling before treating a below-median ask as a bargain.
- For a townhome or condo, add dues, assessments, insurance and major-component risk to monthly and near-term cash needs.

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
DRE #01507448

FAYE BON
DRE #01746037

SERENO
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 Cambrian Park Plaza (Amendment filed February 13, 2026; no decision or start by November 1); KQED Plaza phasing report (February 2026 context); MLSListings/Aculist - 95124 August 2026 (Prior verified background source); MLSListings/Aculist - 95118 August 2026 (Prior verified background source); City of San Jose - February 2026 phasing plan (Prior verified background source); SCCAOR - August 2026 housing statistics (Prior verified background source); Freddie Mac - October 1, 2026 PMMS (Prior verified background source); Mortgage News Daily - September 30, 2026 (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.