

ALFORD-BON
TIM & FAYE

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

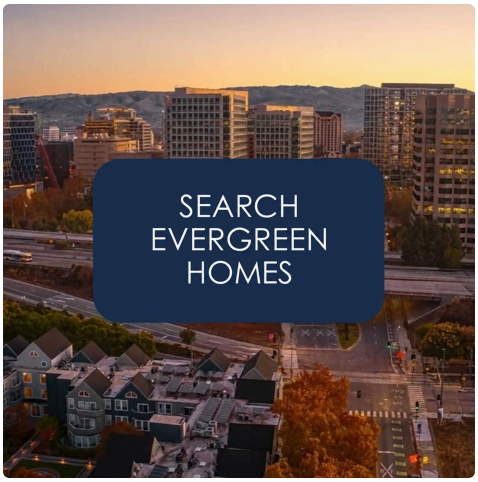
Evergreen moved at different speeds by property type in October. Across 95135 and 95148, 16 house closings had a $1.765 million median, 101.1% average sale-to-list ratio and 20.4 average days. Fifteen townhome and condo closings had an $850,000 median, 99.8% ratio and 45.5 days.

The house median was 20.7% above October 2025 across 16 closings versus 24; the median for townhomes and condos was 25.9% higher across 15 versus 11. Both are mix-sensitive, not appreciation. Three-month medians were $1.65 million and $837,000. November 1 showed 42 active houses versus 13 pending or contingent, and 55 active townhomes and condos versus five.

What this means:

- **Homeowners and sellers:** Separate 95135 from 95148 by neighborhood, school area, view or hillside setting, lot, condition and property type. The October median changes are mix-sensitive. Price a townhome or condo with complete HOA, insurance and assessment records because active choices far outnumbered pendings.
- **Buyers:** Do not substitute the 20.7% and 25.9% median changes for property analysis. Compare active and recent pending alternatives, track price changes, missed offer dates, returns and new listings, and confirm seller timing with the listing side before changing price, terms or timing.

- Tim & Faye



Search Evergreen Homes for Sale



Find Out What Your Evergreen Home Is Worth

EVERGREEN MARKET

The Local Pulse

OCTOBER 2026 AT A GLANCE

- **Single-family homes in 95135 and 95148:** $1.765 million October median; 16 closings; 20.4 average days on market; 101.1% average sale-to-list ratio.
- **Townhomes and condos:** $850,000 October median; 15 closings; 45.5 average days on market; 99.8% average sale-to-list ratio.
- **November 1:** 42 active versus 13 pending or contingent houses; 55 versus five 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.

Evergreen October 2026 Market Split

MLS closed sales | Property types shown separately

Single-family homes	Townhomes and condos
$1.76M	$850K
16 closings	15 closings
Avg. market time: 20.4 days	Avg. market time: 45.5 days
Sale-to-list: 101.1%	Sale-to-list: 99.8%

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 an Evergreen 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 down payment, ownership costs and work.

An ARM or temporary buydown can suit strong liquidity, expected income growth or a defined holding period. Compare fixed financing and review adjustment schedule, 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 roof, drainage, hillside and maintenance for a house.

MARKET BEHAVIOR

What Is Moving

Entry example - 5264 Cribari. The one-bedroom, one-bath, 947-square-foot condo closed for $400,000 after 22 days, 95.5% of its $419,000 list. This one sale shows an entry option can close below asking while the segment averages near list, not a trend or appraisal.

Townhome example - 7531 Morevern Circle. The two-bedroom, two-and-one-half-bath, 1,751-square-foot home closed for $1.218 million after five days, 101.5% of its $1.1999 million list. Match HOA finances, condition, layout and setting before transferring this result.

House example - 2922 Requa Court. The four-bedroom, three-bath, 3,383-square-foot home closed for $2.965 million after six days, 109.9% of its $2.698 million list. This one sale shows decisive competition, not a premium for all of 95135 or 95148.

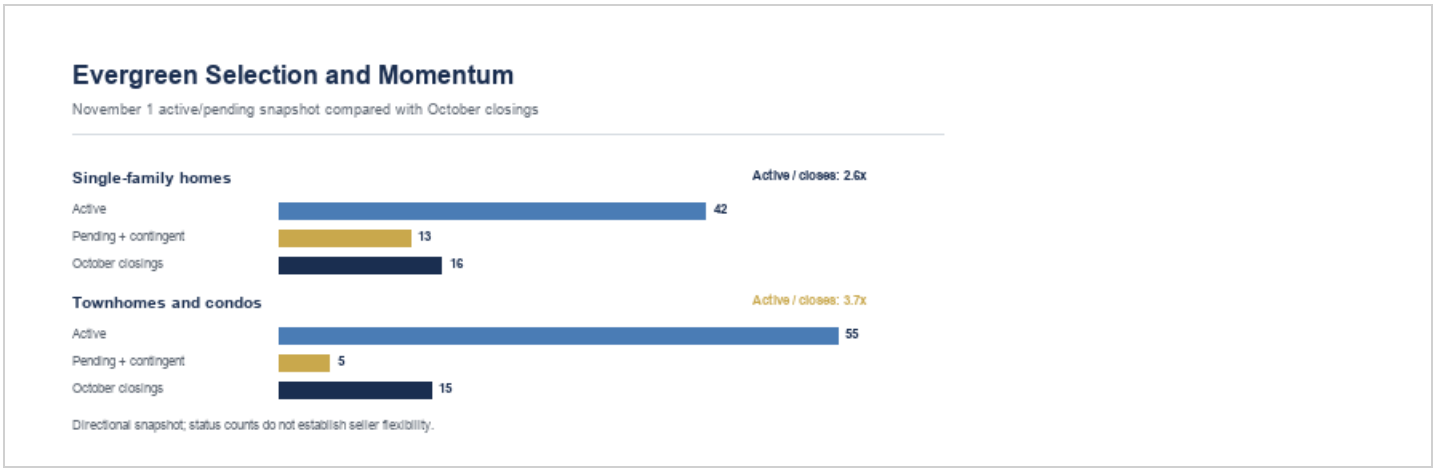
MARKET BEHAVIOR

Where Activity Stalls

Townhomes and condos face the most selection pressure: 15 closings averaged 45.5 days, with 55 active versus five pending or contingent. HOA finances, insurance, assessments, condition, parking and monthly cost can stall a listing.

Entry price does not guarantee urgency. Cribari took 22 days and closed 4.5% below list; buyers distinguish community, condition and ownership cost. MLS data does not establish motivation, so confirm the seller's timing and response to offers through the listing side before asking for price or terms.

A successful nearby house sale does not transfer across neighborhood, school area, lot and condition. Requa Court shows competition, but 16 October closings require closest substitutes, not the highest result.



REGIONAL COMPARISON

Evergreen's Split Market Matters More Than a Metro Headline

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

Evergreen houses averaged 101.1% of list; townhomes and condos averaged near list but had 55 active versus five pending or contingent. Both median increases are mix-sensitive, so current property evidence leads.

> **Our read:** Well-prepared houses can attract strong offers; buyers of townhomes and condos have more choice and should compare ownership costs. October medians reflect closing mix, not uniform value change. The November 1 alternatives, recent pendings and each home's tradeoffs should set the decision range.

WHAT CHANGES NEXT

Local Community Watch

The Jackson Avenue and I-680 safety project remains the immediate watch item. The City still lists fall 2026 signal activation, but the November 1 check found no official operating confirmation.

It adds a signal, crosswalk, lighting and southbound on-ramp curb extension for pedestrian, bicycle and ramp safety. Remaining work can affect traffic; this is not housing supply or a direct resale-value measure. Nearby residents should verify the active traffic pattern and construction stage before judging access.

The next milestone is an official activation date. Until then, activation remains pending and the project should not be called open.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Expected direction	Why
Turnkey single-family homes	**Competitive**	October averaged 101.1% of list, and the Requa Court example closed in six days at 109.9% of list.
Single-family homes with condition or location tradeoffs	**Selective**	Forty-two active versus 13 pending or contingent listings give buyers alternatives outside the strongest offerings.
Townhomes and condos	**More negotiable**	Fifty-five active listings versus five pending or contingent and a 45.5-day October average indicate broader choice.
Higher-price or view properties	**Neighborhood and property dependent**	Neighborhood, school area, view, lot, condition and insurance considerations can separate results sharply.

Base case: strong houses can draw competition; townhomes, condos and homes with condition or location tradeoffs reward comparison and negotiation. Expect the sharpest split between polished houses with close pending support and listings whose price does not answer ownership cost or setting.

This outlook is not guaranteed. Rates, inventory, school area, views, lot, hillside or insurance factors, condition, HOA finances and new listings can change a result.

RECOMMENDATIONS

What Matters Now

For homeowners:

- Separate 95135 from 95148 by neighborhood, school area, view, lot, condition and property type before using the $1.765 million or $850,000 medians.
- Keep permits, improvements, roof, drainage, foundation and insurance history organized; buyers compare the cost of undocumented work with the 42 active house alternatives.
- For a townhome or condo, review reserves, insurance, assessments, owner occupancy and major components; 55 active versus five pending or contingent makes ownership cost competitive.

For sellers:

- For a strong house, finish preparation and disclosures before launch and review early if traffic does not convert; Requa Court is not a blanket premium.
- For a townhome or condo, provide the HOA package and total monthly cost before competing with 55 active alternatives.
- Do not use October median changes as a pricing shortcut; compare neighborhood, school area, property type, condition and active and recently pending alternatives because mix changed. Review the first ten days of showings and repeat visits against that same group.

For buyers:

- Compare the closest active and recently pending alternatives in the same 95135 or 95148 neighborhood and school area, with similar property type, setting 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 townhome or condo, add dues, assessments, insurance and major-component risk to monthly and near-term cash needs; 55 active versus five pending or contingent supports deliberate comparison.
- For a view, hillside or large-lot house, verify drainage, insurance, access, retaining improvements and maintenance before setting the ceiling.

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); Jackson/I-680 project (Updated July 16; activation pending November 1); MLSListings/Aculist - 95135 August 2026 (Prior verified background source); MLSListings/Aculist - 95148 August 2026 (Prior verified background source); City of San Jose - 2026 bikeway projects (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.