ALFORD-BON

MOUNTAIN VIEW

MARKET REPORT

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

Mountain View combines a very scarce single-family market with a much deeper attached segment. July houses sold at a $3.038 million median, 106% of list, and 24 median days with less than one month of inventory. Attached homes showed a $1.45 million median, 2.3 months of inventory, and 14 median days.

The apparent paradox-attached homes moving quickly while supply is much higher-means the best units are active, but buyers still have alternatives. For houses, the small inventory count can produce competition even when marketing time is not as compressed as Palo Alto or Sunnyvale.

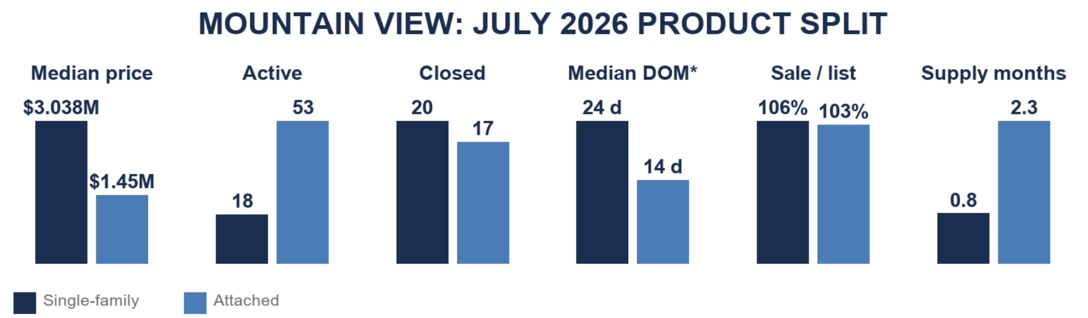
Mountain View's long-term story is unusually tied to planned housing near major employment districts. North Bayshore and East Whisman can add thousands of homes over time, mainly in multifamily form, while established detached neighborhoods remain finite.

- Tim & Faye

MOUNTAIN VIEW MARKET

The Local Pulse

- July single-family median: **$3.038M**; 20 closings; 106% of list; 24 median days; 0.8 months of inventory.
- July attached median: **$1.45M**; 17 closings; 103% of list; 14 median / 31 average days; 2.3 months of inventory.
- Q2 single-family median: **$3.0M** across 73 closings; 106% of list and 14 average days.
- Aculist and SCCAOR differ slightly on attached counts and medians because of timing/definitions; both show materially more attached choice.



* Average DOM used where median was unavailable. Sources vary slightly by cutoff.

FINANCING & AFFORDABILITY

What the September Rate Picture Means

Freddie Mac's national 30-year fixed average was **6.71% on September 3**. With 20% down on the city's July single-family median, the illustrative principal-and-interest payment is about **$15,700 per month**, before property tax, insurance, HOA costs or other obligations. This is a planning illustration rather than a loan quote; jumbo pricing, points and borrower profiles can differ materially.

C.A.R.'s second-quarter affordability index found that 22% of Santa Clara County households could afford the county's $2.05 million median single-family home. The model required about $510,800 in annual income at a 6.54% effective rate. That county measure is broader than any one city, but it explains why liquidity, equity and financing structure are now central to local demand.

Mountain View buyers face a large gap between detached and attached pricing. An ARM or temporary buydown can be a practical bridge for a well-qualified buyer, while the attached segment may reduce the loan amount materially. The comparison should include HOA dues and reserves, not just principal and interest.

Many buyers are using adjustable-rate mortgages or temporary buydowns to reduce the initial payment while preserving the opportunity to refinance if fixed rates improve. The practical test is whether the adjustment schedule, rate caps and future payment range fit the household's broader plan - not whether the market promises a particular refinance date.

MARKET BEHAVIOR

What Is Moving

Single-family homes with practical access and finished condition. Buyers continue to bid above asking where the property solves commute, school, and layout needs without a major project.

Downtown and transit-oriented attached homes. Walkability, Caltrain, parking, outdoor space, and HOA quality create a clear value proposition.

Small-lot and townhouse alternatives. House-like layouts can attract buyers priced out of detached inventory, especially when monthly costs are transparent.

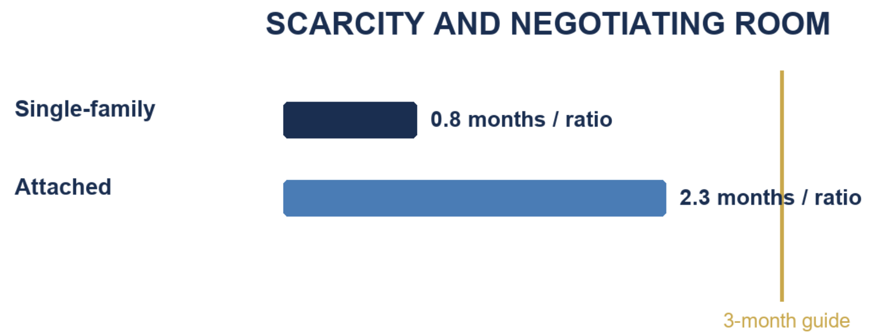
MARKET BEHAVIOR

Where Activity Stalls

The attached long tail. A 14-day median but 31-day average indicates that the best units move while a smaller group remains much longer.

Older communities with uncertain reserves or insurance. Buyers can compare 50-plus active attached listings and will discount unresolved ownership costs.

Detached homes with functional compromises. Scarcity protects value, but busy roads, limited lots, additions, or heavy work still require an appropriate price.



Lower bars indicate tighter supply. Figures are source-reported months or active-listing-to-July-sales ratios.

REGIONAL COMPARISON

AI Wealth: A Local Reading

Mountain View is directly exposed to major technology employment and the broader AI investment cycle. That can support confidence and upper-income demand, particularly for scarce detached homes.

At the same time, the city has one of the region's largest planned multifamily pipelines. The future market is likely to stay split between finite single-family neighborhoods and a growing range of attached and rental choices.

WHAT CHANGES NEXT

Forces to Watch

North Bayshore. The approved master plan allows up to 7,000 homes, 26.1 acres of parks, retail, community space, offices, and new connections.

East Whisman. The precise plan targets up to 5,000 multifamily homes; an approved Middlefield Road project alone includes 836 apartments, including 150 affordable units, with completion anticipated by 2032.

Transit and execution timing. These are long-duration plans. They influence expectations now but will enter the market in phases, not as one sudden inventory event.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Direction	Why
Single-family	**Competitive**	Less than one month of supply.
Best attached	**Active**	Transit and strong HOA story.
Older attached	**Negotiable**	More choice and a longer tail.
New-plan areas	**Gradual expansion**	Large pipeline, long delivery.

Prediction: Detached Mountain View homes should remain scarce and well supported, though marketing time may vary by condition and micro-location. Attached outcomes will be wider. Planned housing will add long-term depth and amenities without eliminating the scarcity of conventional single-family neighborhoods.

This outlook is an informed opinion, not a guarantee. Property condition, micro-location, financing, schools, permits, insurance and broader economic conditions can materially change an individual result.

RECOMMENDATIONS

What Matters Now

- **Homeowners:** separate detached, townhouse, condo, and small-lot products before selecting comparables.
- **Homeowners:** monitor North Bayshore and East Whisman for infrastructure, amenities, and future product competition.
- **Sellers:** detached homes still require decisive launch preparation; scarcity does not cure functional objections.
- **Sellers:** attached listings should make HOA and total-monthly-cost information easy to evaluate.
- **Buyers:** compete selectively for detached homes, using very close micro-market sales rather than a citywide premium assumption.
- **Buyers:** use the wider attached inventory to compare location, reserves, insurance, parking, and future construction exposure.

A PROPERTY-SPECIFIC CONVERSATION

Turn Market Data Into a Decision

> City statistics identify direction; they do not determine the value or strategy for an individual home. We can prepare a neighborhood-level analysis that accounts for condition, lot, school assignment, location, improvements, timing, and the competing inventory a buyer will actually see.
>
> For buyers, we can separate true scarcity from offer-day pressure and identify where stale or attached inventory creates a better risk-adjusted opportunity.

RESEARCH

Sources & Notes

MLSListings / Aculist - Mountain View
City of Mountain View - North Bayshore Master Plan
City of Mountain View - 685 E. Middlefield Road
City of Mountain View - East Whisman Precise Plan
SCCAOR - July 2026 county and city statistics
SCCAOR - Q2 2026 city statistics
Freddie Mac - Primary Mortgage Market Survey
WIRED - AI equity and Bay Area housing
The Guardian - AI wealth and San Francisco housing
C.A.R. - July 2026 California Home Sales and Price Report
C.A.R. - Q2 2026 Housing Affordability Index
BLS - San Jose-Sunnyvale-Santa Clara Economy at a Glance
BLS - August 2026 Employment Situation

City market figures use July 2026 unless stated otherwise. SCCAOR had not published August 2026 city statistics as of September 5, so July remains the newest complete official city period for this edition. Source cutoffs and property classifications can differ. Hero photography was supplied by Tim Alford for use in this report.

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