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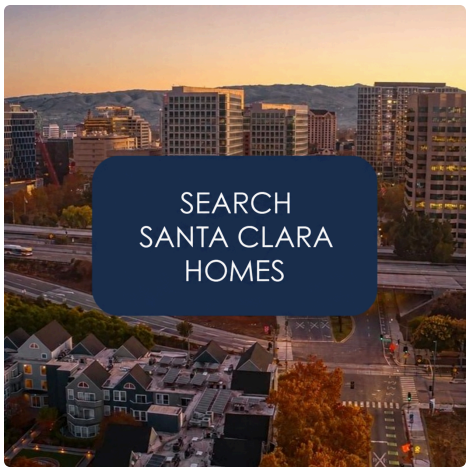
October produced 32 single-family home closings at a $1.96M median (-2.5% from October 2025) and 25 townhome-and-condo closings at $821,000. Single-family homes averaged 106.5% of list; townhomes and condos averaged 101.4%.

On November 1, 62 single-family homes and 53 townhomes and condos were active; 25 and 14 were pending or contingent. Monthly medians describe the homes sold, not appreciation. For one property, separate 95050, 95051, and 95054, then match school assignment, lot, age, condition, and any HOA obligations; citywide figures are context, not the valuation or negotiating conclusion.

What this means:

- **Homeowners and sellers:** Start with 95050, 95051, or 95054 and the same housing type before using a citywide result. October single-family homes averaged 106.5% of list with an 8.5-day median, while townhomes and condos had a 20-day median and more sensitivity to HOA obligations, age, and competing choices.
- **Buyers:** Plan for faster competition when comparable single-family homes in the same ZIP and school pattern are also going pending, but compare the 53 active townhomes and condos by HOA costs, insurance, condition, and newer alternatives. Watch price and status changes and confirm seller timing before choosing price, terms, timing, or no request.

- Tim & Faye



Search Santa Clara Homes for Sale



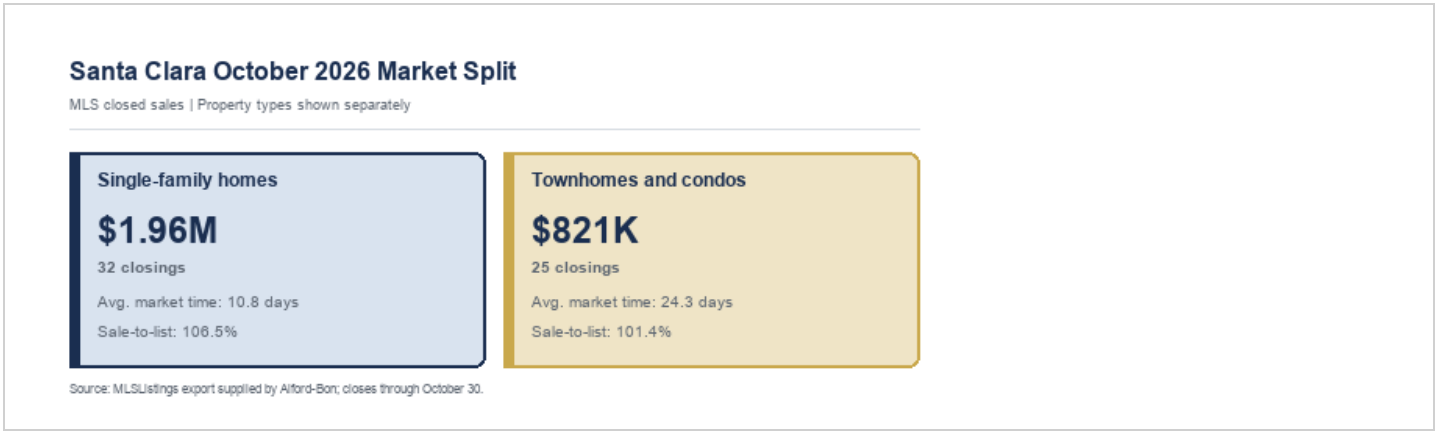
Find Out What Your Santa Clara Home Is Worth

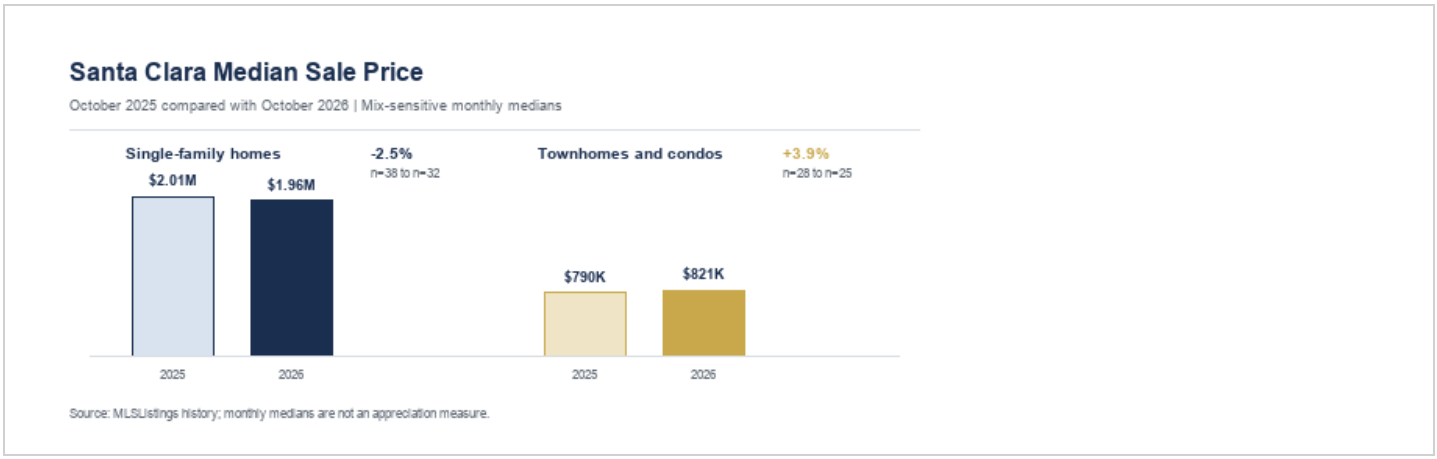
SANTA CLARA MARKET

The Local Pulse

OCTOBER 2026 AT A GLANCE

- **Single-family homes:** $1.96M median; 32 closings; 8.5-day median/10.8-day average; 106.5% of list.
- **Townhomes and condos:** $821,000 median; 25 closings; 20.0-day median/24.3-day average; 101.4% of list.
- **November 1:** single-family homes 62 active/25 pending or contingent; townhomes and condos 53/14. Active-to-October-closing ratios: 1.9/2.1.
- **Financing:** 7.24% national 30-year fixed average on October 29. With 20% down on the $1.96M benchmark, about $10,690/month principal and interest, before taxes, insurance, points, and fees.





FINANCING & AFFORDABILITY

What the November Rate Picture Means

Freddie Mac's national 30-year fixed average was **7.24% October 29**, versus 7.32% a week earlier and 6.17% a year earlier. At 20% down on the $1.96M median, principal and interest is about **$10,690/month**. PMMS is conforming-purchase data, not a jumbo quote or APR.

The $821,000 townhome-and-condo median is another entry point, but add HOA dues, insurance, assessments, parking, and condition. With 25 closings and 53 active listings, it does not describe every complex.

Many buyers use an ARM or temporary buydown and may refinance later if rates and qualification improve. Compare the reset date, index, margin, caps, maximum payment, and post-buydown payment with a fixed loan.

At the same seller net, compare a credit with a price reduction plus immediate repair, insurance, and HOA costs. The better structure can differ between a $1.96M single-family home and a $821,000 townhome or condo.

MARKET BEHAVIOR

What Is Moving

Lower-price closing - 1700 Civic Center Drive, #209: 1 bd, 1 ba, 653 sq. ft., townhome or condo. It closed for $411,000 after 33 days at 98.3% of list. One of 57 October closings, it shows range rather than a stand-alone valuation rule.

Middle-of-range closing - 3563 Stout Place: 3 bd, 3.5 ba, 1,839 sq. ft., single-family home. It closed for $1.53M after 18 days at 96.8% of list. One of 57 October closings, it shows range rather than a stand-alone valuation rule.

Upper-range closing - 189 Gilbert Avenue: 3 bd, 2 ba, 1,820 sq. ft., single-family home. It closed for $2.789M after 18 days at 100.0% of list. One of 57 October closings, it shows range rather than a stand-alone valuation rule.

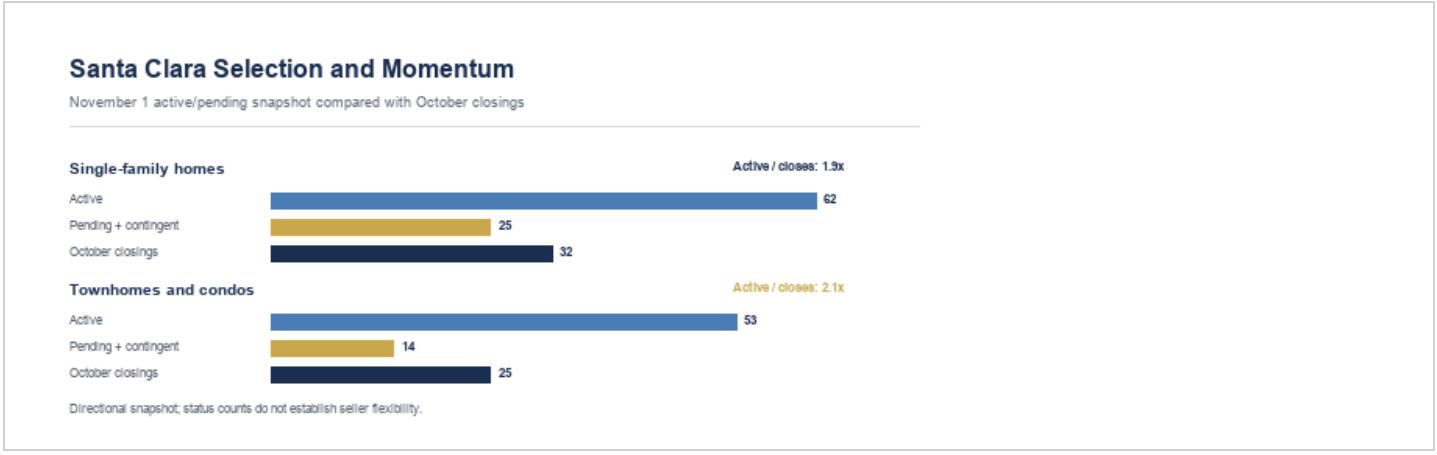
MARKET BEHAVIOR

Where Activity Stalls

The single-family home segment moved quickly overall, but 62 active listings remained on November 1. A home can still lose momentum when price, condition, lot, or location misses the closest buyer pool.

Townhomes and condos averaged 24 days and 101.4% of list, slower and less aggressive than single-family homes. HOA quality, monthly dues, insurance, and new-construction alternatives create more comparison points.

A citywide comparison can mislead across 95050, 95051, and 95054. Housing age, lot size, school assignment, transit proximity, utility costs, and HOA obligations differ enough to change the practical buyer set.



REGIONAL COMPARISON

Strong House Competition Despite Fewer Closings

Realtor.com Economics, via NAR, reported September metro pending sales down 4.6% year over year. It is pipeline context, not a city valuation measure.

In Santa Clara, single-family homes averaged 106.5% of list with an 8.5-day median; townhomes and condos averaged 101.4% with a 20.0-day median. That local split is more useful than the metro direction for current pricing and offers.

> **Our read:** Santa Clara is not one market. Use the October segment results to identify the buyer pool, then compare current alternatives sharing the location, housing type, condition, and price range.

WHAT CHANGES NEXT

Local Community Watch

The public-comment period for the Tasman East amendment's draft environmental impact report closed October 13. The proposal would allow 1,500 additional homes while the City explores more dedicated parkland; closing the comment period is not plan approval.

The next steps are responses to comments, a final environmental document, and public action. Even if the amendment advances, permits, infrastructure, and construction would determine when additional homes and parks are delivered.

Residents should watch the final environmental review, parkland proposal, hearings, and individual project permits. Tasman East remains a long-term citywide supply and amenity story, not a direct current comparison for most established single-family neighborhoods.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Expected direction	Why
Updated single-family homes in established neighborhoods	**Competitive**	October closings averaged 106.5% of list with an 8.5-day median.
Single-family homes priced from the wrong ZIP	**Response gap**	Sixty-two active choices let buyers compare neighborhood and condition closely.
Townhomes and condos	**Balanced competition**	Twenty-five October closings and 53 active listings create more choice than the house segment.
Tasman East projects	**Phased long-term supply**	Permits, parks, and construction sequencing determine when the plan becomes lived inventory.

Through spring 2027, Santa Clara should remain segmented by neighborhood, housing type, condition, and price. The 62 active single-family homes and 53 townhomes and condos are context; the closest alternatives determine competition for one home.

Lower rates or stronger equity confidence could broaden demand; sustained payment pressure, ownership costs, or diligence problems could lengthen market time. This outlook is not a guarantee of value.

RECOMMENDATIONS

What Matters Now

For homeowners:

- Build a Santa Clara value range from the same ZIP - 95050, 95051, or 95054 - and similar lot, age, condition, school assignment, and housing type; the $1.96M citywide single-family home median was only 2.5% below October 2025 while individual neighborhoods can move differently.
- For a townhome or condo, retain HOA insurance, reserves, dues, assessment history, parking, and rental rules before an equity review; buyers compare those obligations across 53 active listings, not just sale price.
- If utility cost is part of the home's value story, document actual Santa Clara electric usage and improvements rather than making a general claim; buyers need a property-specific operating-cost comparison.

For sellers:

- For a Santa Clara single-family home, benchmark first-week response against nearby homes going pending within roughly the October 8.5-day median; if comparable homes receive offers and yours does not, change price or presentation while the listing is still new.
- For a 95054 townhome or condo, compare both resale and newer alternatives and deliver a complete HOA package before launch; the segment averaged 101.4% of list, but its 20-day median was slower than single-family homes.
- Do not use the 106.5% citywide sale-to-list result as the list-price strategy for every house. Price from the same neighborhood, condition, lot, and school assignment so the home enters the buyer searches it can realistically win.

For buyers:

- Compare a Santa Clara listing with active and pending homes in the same ZIP, school pattern, housing type, condition, and price range. Track price changes, missed offer dates, returns to market, new competing listings, and recent pendings, then confirm seller timing with the listing side before changing price, terms, timing, or making no request.
- For a single-family home, plan for competition where the closest alternatives are also going pending; October's 106.5% average is background, not a command to overbid without checking the current group.
- For a townhome or condo, compare mortgage, HOA dues, insurance, assessment exposure, parking, and commute value across the 53 active choices; the $821,000 October median does not describe every complex. In 95054, include special assessments, newer-building warranties, exact utility charges, and HOA costs before fixing an offer ceiling and terms.

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Sources: Alford-Bon MLS closed-sale calculations (Oct. 1-31, 2026; export through Oct. 30); Alford-Bon MLS active/pending calculations (Nov. 1, 2026 snapshot); Freddie Mac PMMS (Oct. 29, 2026); Realtor.com via NAR (Sept. 2026); City of Santa Clara Tasman East CEQA page (2026-10-13; checked Nov. 1); City of Santa Clara Tasman East Specific Plan (2026-08-27; checked Nov. 1); MLSListings / Aculist - Santa Clara (Prior verified background source); City of Santa Clara - Tasman East fee/program page (Prior verified background source); City of Santa Clara - Patrick Henry Drive Specific Plan (Prior verified background source); City of Santa Clara - Specific Plans (Prior verified background source); SCCAOR - August 2026 county and city statistics (Prior verified background source); SCCAOR - Q2 2026 city statistics (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.