


ALFORD-BON
TIM & FAYE

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

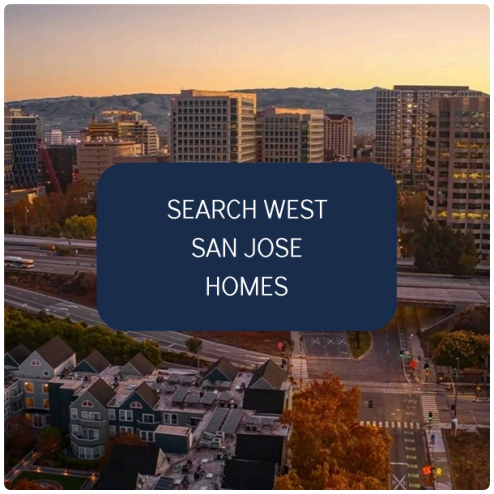
**West San Jose houses were fast and competitive in October despite a mix-driven median shift.** Across 95117, 95129 and 95130, 23 closings had a $2.12 million median, 104.3% average sale-to-list ratio and 16.0 average days. Seven townhome and condo closings had a $769,000 median, 100.2% ratio and 50.6 days.

The house median was 21.5% below October 2025 across 23 closings versus 29; the median for townhomes and condos was 32.8% lower across seven versus nine. These are mix-sensitive, not depreciation. Three-month medians were $2.06 million and $1.0643 million. November 1 showed 38 active houses versus 22 pending or contingent, and 37 active townhomes and condos versus one. The pace and sale-to-list results show why the median shift cannot stand in for the same home's value change.

**What this means:**

- **Homeowners and sellers:** Separate the three ZIPs by neighborhood, school area, lot, condition and property type. Strong houses can compete, while townhomes and condos face far more active choices than pending demand. Year-over-year medians are not pricing shortcuts.
- **Buyers:** The 104.3% house average is not a rule, and a lower median does not mean the same home lost value. Compare active and recent pending alternatives, track price changes, missed offer dates, returns and new competition, and confirm seller timing with the listing side before changing price, terms or timing.

***- Tim & Faye***




**Search West San Jose Homes for Sale**




**Find Out What Your West San Jose Home Is Worth**

WEST SAN JOSE MARKET

# The Local Pulse

### OCTOBER 2026 AT A GLANCE

- **Single-family homes across 95117, 95129 and 95130:** $2.12 million October median; 23 closings; 16.0 average days on market; 104.3% average sale-to-list ratio.
- **Townhomes and condos:** $769,000 October median; seven closings; 50.6 average days on market; 100.2% average sale-to-list ratio.
- **November 1:** 38 active versus 22 pending or contingent houses; 37 active versus one pending or contingent townhome or condo.
- **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.

**West San Jose October 2026 Market Split**

MLS closed sales | Property types shown separately

| Single-family homes | Townhomes and condos |
|---|---|
| $2.12M | $769K |
| 23 closings | 7 closings |
| Avg. market time: 16.0 days | Avg. market time: 50.6 days |
| Sale-to-list: 104.3% | Sale-to-list: 100.2% |

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 West San Jose 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. Higher-balance or jumbo pricing may differ.

An ARM or temporary buydown can suit strong liquidity, 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 - 460 Auburn Way, No.** 5. The two-bedroom, one-and-one-half-bath, 1,099-square-foot condo closed for $520,000 after 194 days, 96.3% of its $540,000 list. This one sale shows entry price does not guarantee urgency, not a condo trend.

**House example - 1588 Vallejo Drive.** The three-bedroom, two-bath, 1,428-square-foot home closed for $2 million, 100.0% of its $2 million list, with zero reported days. Zero can reflect listing timing or MLS workflow and does not prove every similar home sells immediately.

**Competitive house example - 1510 Greene Drive.** The four-bedroom, two-bath, 1,798-square-foot home closed for $3.05 million after seven days, 113.4% of its $2.6888 million list. Match school area, condition, lot and competition before transferring this one strong result.

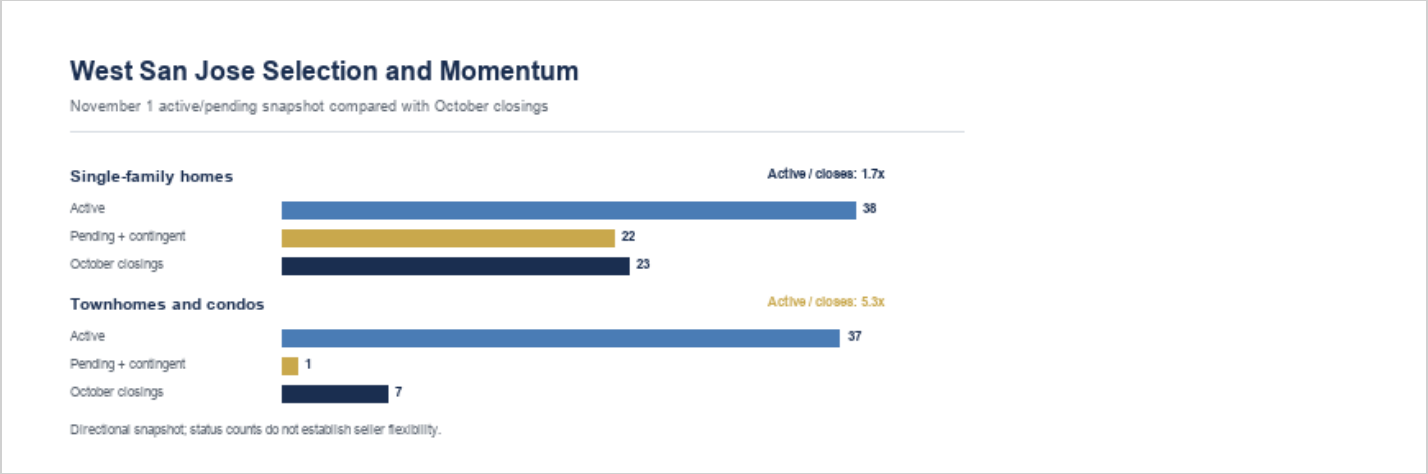
MARKET BEHAVIOR

# Where Activity Stalls

**Townhomes and condos have the clearest imbalance:** seven closings averaged 50.6 days, with 37 active versus one pending or contingent. HOA finances, insurance, assessments, condition, parking and monthly cost affect conversion.

**Lower price does not prevent a stall.** Auburn Way took 194 days and closed below list, so investigate building condition, HOA evidence and offer history; MLS data does not establish motivation.

**Houses miss when price, condition, school area or lot fails expectations.** Greene Drive proves competition, but slow listings need comparison with new and pending alternatives, not the 104.3% segment average.




REGIONAL COMPARISON

## Competitive Houses, Broad Condo Choice, and a Softer Metro Backdrop

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

West San Jose houses averaged 104.3% of list with 38 active versus 22 pending or contingent; townhomes and condos had 37 active versus one. This split matters more than a regional percentage or year-over-year median.

> **Our read:** Strong houses that compare well within the same school area, condition and price range remain competitive. Buyers of townhomes and condos have far more selection; sellers need documentation and price discipline. The closest pending homes should carry more weight than the year-over-year median.

WHAT CHANGES NEXT

## Local Community Watch

**The November 1 City check found no newer start milestone.** Costco at Westgate West remains approved from October 22, 2024; El Paseo from December 10, 2024 for 772 multifamily homes, including 39 affordable, retail and a care facility.

**The approvals may affect long-term shopping, housing and traffic, but are not active construction or delivered homes.** Do not assign a resale effect without permits, construction notice and property-specific traffic or access review. A verified start and work schedule would be the next decision-useful change.

**Watch permits, construction notices and work schedules.** Until an official update, both projects remain approved without a verified start.

SIX-MONTH OUTLOOK

# Our Base-Case View

| Segment | Expected direction | Why |
|---|---|---|
| **Turnkey single-family homes** | **Competitive** | October averaged 104.3% of list and 16.0 days, with 22 pending or contingent listings against 38 active on November 1. |
| **Single-family homes with condition or school-area tradeoffs** | **Selective** | Competition is strong only when the home compares well with close substitutes in the same neighborhood, school area and price range. |
| **Townhomes and condos** | **Negotiable** | Thirty-seven active listings versus only one pending or contingent and a 50.6-day October average give buyers broad choice. |
| **Homes near Westgate or El Paseo** | **Permit- and location-specific** | The projects are approved but lack a verified construction start, so present access and traffic matter more than assumed future effects. |

**Base case:** strong houses can compete; townhomes, condos and homes with location, condition or pricing tradeoffs offer more comparison and negotiation.

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

RECOMMENDATIONS

# What Matters Now

**For homeowners:**

- Separate the three ZIPs by school area, neighborhood, lot, condition and property type before using the $2.12 million or $769,000 medians.
- Keep permits, improvements, roof, foundation, drainage and system records organized; buyers distinguish execution risk among 38 active houses.
- For a townhome or condo, review reserves, insurance, assessments and major projects; 37 active versus one pending or contingent makes ownership cost central.

**For sellers:**

- For a strong house, prepare fully and price against school-area and condition alternatives; Greene Drive shows upside, not a transferable premium.
- For a townhome or condo, provide the HOA package and total monthly cost; lower price alone did not create Auburn Way urgency.
- Near Westgate or El Paseo, disclose verified approvals and current access without claiming a start date or value effect; update the file if a permit or construction notice appears before launch.

**For buyers:**

- Compare the closest active and recently pending alternatives in the same ZIP and school area, with similar property type, 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 townhome or condo, add dues, assessments, insurance and major-component risk to monthly and near-term cash needs; 37 active versus one pending supports careful negotiation.
- Near Westgate or El Paseo, inspect traffic, noise and access and verify permits and notices; do not price an assumed future effect without an official timeline.

## 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 District 1 projects (Approvals verified November 1; no start milestone); MLSListings / Aculist - 95117 (Prior verified background source); MLSListings / Aculist - 95129 (Prior verified background source); MLSListings / Aculist - 95130 (Prior verified background source); SCCAOR - August and September 2026 city tables (Prior verified background source); Spotlight - El Paseo, Dec. 2024 (Prior verified background source); Spotlight - Costco, Jan. 2026 (Prior verified background source); BLS - San Jose employment (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.