ALFORD-BON
TIM & FAYE

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

What changed since last month: financing became more restrictive, while Cupertino's split between scarce single-family homes and more negotiable townhomes and condos remained. August remains the latest complete city period: 20 closings of single-family homes at a $3.32 million median, 103% of list, and 12 median days; seven townhome-and-condo closings at $1.198 million, 99% of list, and eight median days.

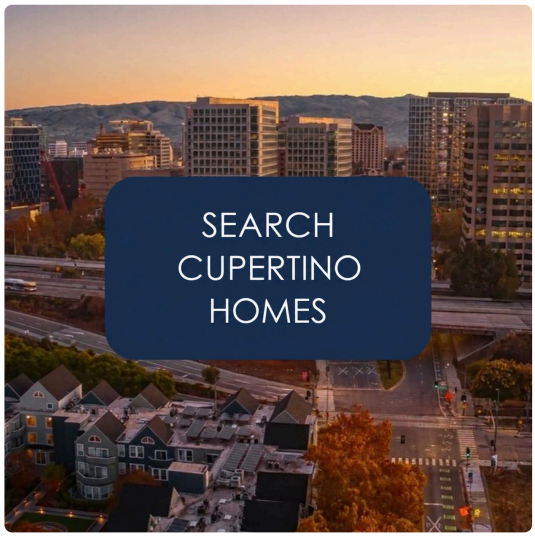
September's two-speed-market call still holds: inventory measured 2.0 months for single-family homes and 2.9 for townhomes and condos. Freddie Mac's weekly benchmark reached 7.28% on October 1, confirming that financing had tightened after the August closing period; Mortgage News Daily's daily lender-sheet index reached 7.60% on September 30. At 7.60%, the same $3.32 million illustration costs about $1,600 more per month than on September 3, narrowing the buyer pool and raising the cost of compromise.

What this means:

- **Homeowners and sellers:** Compare the home with recent sales and current listings of the same housing type, school area, condition, and location. Remodeled single-family homes behave differently from dated homes, townhomes, and condos.

- **Buyers:** Townhomes and condos had 2.9 months of inventory versus 2.0 for houses. Compare nearby alternatives, watch for a price change, missed offer date, or return to market, and confirm the seller's timing before seeking price or terms.

- Tim & Faye



Search Cupertino Homes for Sale

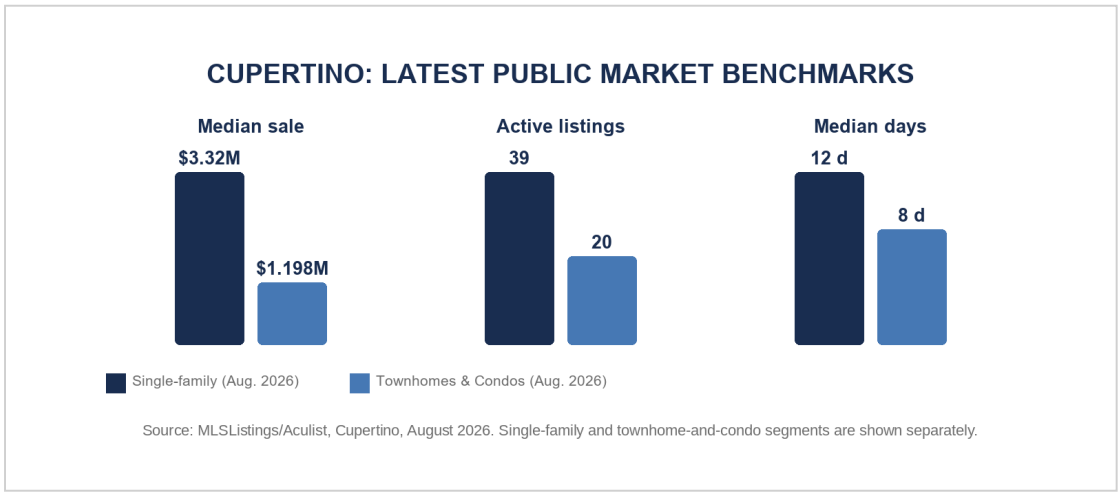
Find Out What Your Cupertino Home Is Worth

CUPERTINO MARKET

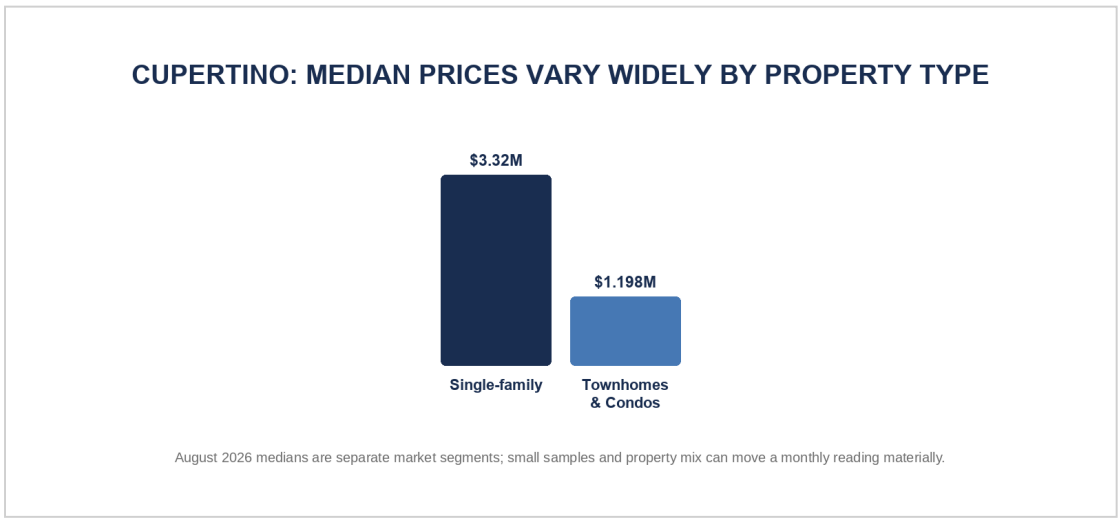
The Local Pulse

AUGUST 2026 AT A GLANCE

- **Latest complete local benchmark:** Single-family homes: $3.32M median; 20 closings; 12 median days; 103% sale-to-list; 2.0 months of inventory.
- **Leverage gap:** Townhomes and condos: $1.198M median; 7 closings; 8 median days; 99% sale-to-list; 2.9 months of inventory.
- **Since the September report:** Freddie Mac's weekly average reached 7.28% on October 1, while Mortgage News Daily's daily lender-sheet index reached 7.60% on September 30. The 7.60% illustration adds about $1,600 per month versus September 3.
- **New local watch:** The Rise retains 2,669 homes, but the 30-acre rooftop park is now 14+ ground-level acres—a community change, not resale supply.



Source: MLSListings/Aculist, Cupertino, August 2026. Single-family and townhome-and-condo segments are shown separately.



August 2026 medians are separate market segments; small samples and property mix can move a monthly reading materially.

FINANCING & AFFORDABILITY

What the October Rate Picture Means

Freddie Mac's weekly 30-year benchmark moved from **6.71% on September 3 to 7.28% on October 1**. That weekly measure lagged the subsequent market move: Mortgage News Daily's index, derived from current lender rate sheets, reached 7.60% on September 30. With 20% down on the $3.32M benchmark, the illustrative principal-and-interest payment rises from about $17,160 at 6.71% to **$18,750 per month at 7.60%**, before property tax, insurance, and other obligations. That is roughly $1,600 more per month; on Freddie Mac's own weekly series (6.71% to 7.28%), the increase is about $1,020. The daily index is not a loan offer, and Cupertino jumbo pricing may differ. Mortgage rates also do not move one-for-one with the Federal Reserve's policy rate.

C.A.R. found that 22% of Santa Clara County households could afford the county's second-quarter $2.05 million median for single-family homes. Cupertino's higher price points mean that equity, liquidity, down payment, and loan structure remain central to the buyer pool.

An adjustable-rate mortgage or temporary buydown can be practical for a buyer with strong liquidity, expected income growth, or a defined holding period. Compare the initial term, index, margin, caps, and highest possible payment with a fixed-rate option; treat a later refinance as optional upside, not a requirement.

A targeted seller credit can sometimes reduce near-term payment pressure more efficiently than a broad price cut. Compare both choices at the same seller net and include repairs, insurance, HOA obligations, and other ownership costs.

MARKET BEHAVIOR

What Is Moving

A $600,000 ownership entry point - 20666 Celeste Circle. The one-bedroom, one-bath, 871-square-foot condo closed August 28. Its payment, HOA dues, reserves, insurance, and condition matter more than comparing it with the citywide median.

A $3.35 million benchmark - 10730 La Roda Drive. The three-bedroom, two-and-one-half-bath, 2,378-square-foot home closed August 28 near the $3.32 million median for single-family homes. It is a useful anchor only after adjusting for lot, condition, school assignment, and current competition.

A $5.6 million new-home buyer pool - 10468 South Stelling Road. The six-bedroom, five-and-one-half-bath, 4,073-square-foot home closed August 3. Exceptional new product belongs to a different comparison set from the typical Cupertino resale.

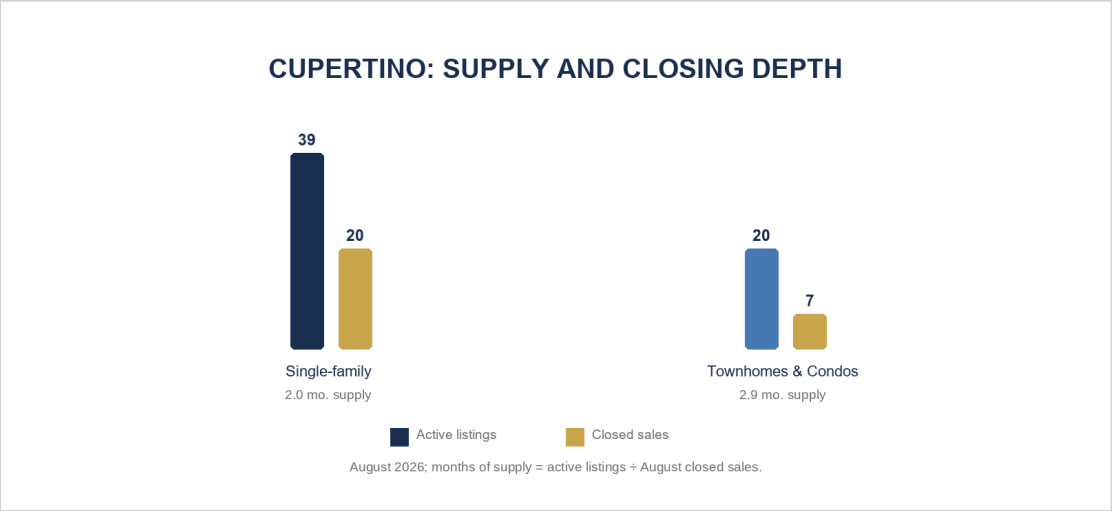
MARKET BEHAVIOR

Where Activity Stalls

Homes that ask buyers to absorb both the higher payment and unfinished work. With daily lender pricing near 7.60%, condition, insurance, and near-term repairs carry more weight in the offer.

Townhomes and condos with incomplete HOA evidence. With 2.9 months of inventory and 99% sale-to-list, buyers have room to compare reserves, insurance, assessments, and litigation.

Homes priced from an unmatched exceptional sale. The $5.6 million new-home result does not transfer automatically across age, lot, architecture, condition, or school assignment.



REGIONAL COMPARISON

Jobs Grew, but the Buyer Pool Split

San Jose metro nonfarm employment rose 1.6% year over year in August, but the mix diverged: information jobs fell 0.5% and professional and business services fell 0.3%, while construction rose 7.8% and education and health services rose 6.2%.

That mix argues against treating technology wealth as one uniform demand engine. Equity, stock compensation, job security, cash reserves, and the property itself still determine who competes and who waits.

> **Our read:** Cupertino can remain competitive even when buyer urgency differs by property type, condition and price.

WHAT CHANGES NEXT

Local Community Watch

Vallco: the scale remains, but the park has changed. Vallco was defined by a 30-acre rooftop park—a community destination that is no longer planned. The August 24 Blocks 1 and 2 approval advanced entitlements. It retains 2,669 homes; affordable units fell from 890 to 356 under state-law changes.

The public-space plan is different. The current plan offers 14+ mostly ground-level acres of plazas, playfields, landscaping, and paths. Because the acreages describe different

space, they are not directly comparable. The developer says it is easier to use, maintain, finance, and build. The tradeoff is a distributed network instead of a signature landmark.

The market effect is gradual; the community effect may last. Phase one projects 1,369 homes, about 202,000 square feet of retail, and 3+ acres of public parkland for 2028–2029—targets, not guarantees. The Rise may still become one of Cupertino's most consequential new neighborhoods, adding homes, shops, and public spaces to a site long awaiting renewal. Its success will ultimately be measured by whether those spaces create the sense of place—and community value—that the original rooftop park promised.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Expected direction	Why
Turnkey single-family homes	**Competitive, thinner**	2.0 months of supply; higher payments narrow bidder depth.
Dated single-family homes	**Negotiable**	Buyers price work and carrying cost together.
Townhomes & condos	**Buyer-selective**	2.9 months of supply and 99% sale-to-list.
The Rise and BMR pipeline	**Long-dated**	Important future choice, not near-term resale inventory.

Prediction: Through early 2027, Cupertino is more likely to remain selective than weak. Turnkey single-family homes should retain support, but higher payments will reduce bidder depth; townhomes, condos, and dated homes should offer more room for diligence and terms. The Rise and BMR pipeline matter to long-range choice, not this season's comps.

This is a market outlook, not a guarantee of future value. Property condition, micro-location, school assignment, lot, architecture, insurance, and financing can materially change an individual result.

RECOMMENDATIONS

What Matters Now

For homeowners:

- Value by property type, school area, condition and location; August had 20 house and seven condo closings.

- Keep houses separate from condos: 2.0 versus 2.9 months of supply changes which competition matters.
- For older or expanded homes, verify permits, insurance and systems; undocumented work loses value.

For sellers:

- Launch fully prepared: the 12-day house pace leaves little time to fix a problem.
- If showings produce no offer by 12 days, fix price or presentation before newer listings replace it.
- $3.32M buyers face rate pressure; compare a lender-priced credit with a price cut and use the lower-cost solution.

For buyers:

- Set the ceiling from current fixed, adjustable and buydown quotes; an August sale is not today's payment guide.
- At 2.0 months of house supply, prepare for speed; at 2.9 for townhomes and condos, compare HOA documents and terms.
- Verify school, permits and insurance; for a townhome or condo, price reserves, assessments and master-policy gaps.

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: MLSListings/Aculist - Cupertino August 2026 recent sales; SCCAOR - August 2026 city statistics; SCCAOR - Q2 2026 city statistics; City of Cupertino - The Rise approvals and current program; City archival plans - original 30-acre rooftop park; The Rise 2025 modification - open space and first phase; City of Cupertino - September 25, 2026 BMR program memo; Freddie Mac - Primary Mortgage Market Survey, October 1, 2026; Mortgage News Daily - daily lender-sheet index, September 30, 2026; C.A.R. - Q2 2026 Housing Affordability; BLS - San Jose metropolitan employment, August 2026 preliminary; Federal Reserve - September 16, 2026 FOMC statement.

Cupertino figures use the newest complete August 2026 MLSListings/Aculist city snapshot and separate single-family-home and townhome-and-condo market segments. Source windows and definitions vary. Development timing and policy proposals may change. Predictions are informed opinions based on current conditions and may change.