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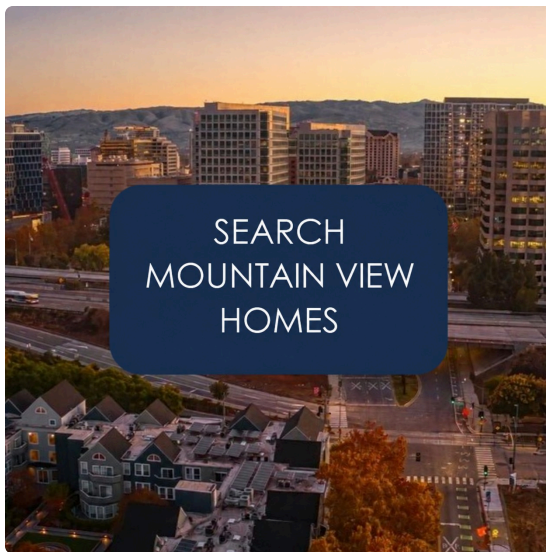
What changed since last month: financing tightened again, while Mountain View's scarcity of single-family homes and broader choice in other property types remained. Single-family homes recorded a \$2.55M median across 12 closings, 107% of list price, and 9 average days on market. Townhomes and condos recorded a \$0.985M median across 21 closings, 102% of list, and 33 average days.

From July to August, the first segment's median changed -16.1% and the second changed -28.4%. Those are month-to-month changes in the homes that happened to close, not an appreciation measure. The practical signal is the relationship among price, pace, list-price performance, and available alternatives. A polished home priced to match recent nearby sales can still attract several buyers quickly. A nearby home may sit longer when its condition, setting, disclosures, or asking price compares poorly with other available homes.

What this means:

- **Homeowners and sellers:** Compare single-family homes separately from townhomes, condos, and small-lot homes, then use recent sales from the same neighborhood and school area. One citywide median cannot price all four.
- **Buyers:** Houses averaged nine days and 107% of list; townhomes and condos took 33 days. Compare the closest 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*



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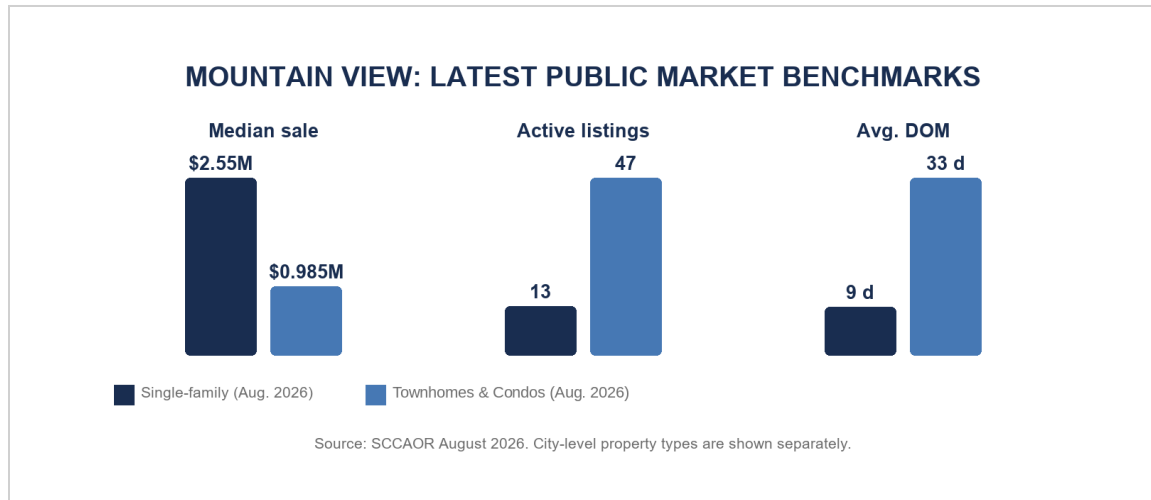
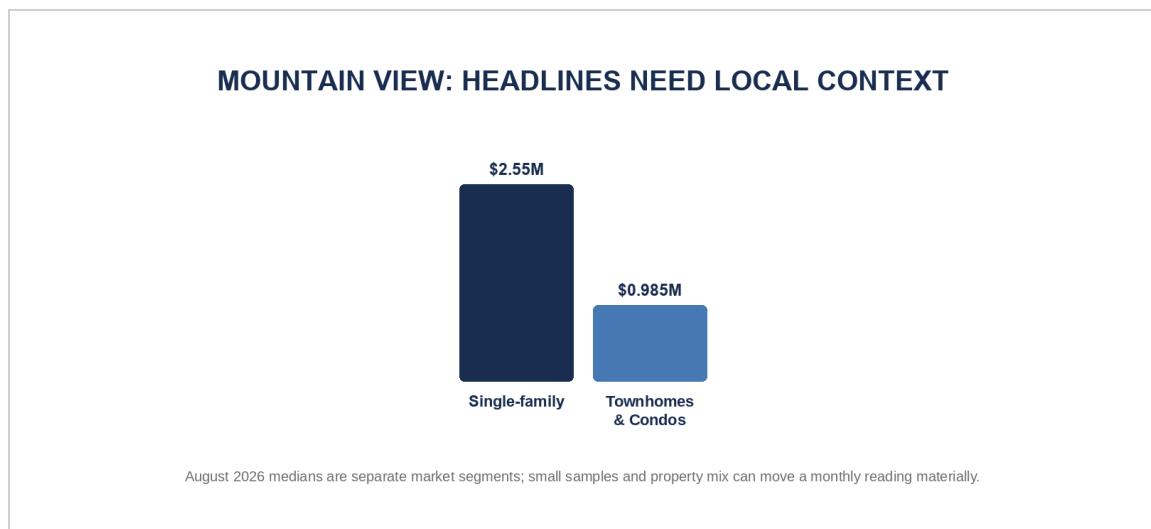
MOUNTAIN VIEW MARKET

The Local Pulse

AUGUST 2026 AT A GLANCE

- **Primary benchmark:** Single-family: \$2.55M median; 12 closings; 9 average days; 107% sale-to-list; 1.1 months of inventory.
- **Comparison signal:** Townhomes and condos: \$0.985M median; 21 closings; 33 average days; 102% sale-to-list; 2.2 months of inventory.

- **Selection and pace:** Sample and selection: 33 closings across the shown market segments and 60 active listings; medians can be distorted when only a few homes sold or the mix of homes changed.
- **Financing:** the national 30-year fixed average was 7.28% on October 1. At that rate, 20% down on the \$2.55M benchmark implies roughly \$13,960 per month in principal and interest before taxes, insurance, and other costs. Pricing can differ by loan and borrower.



FINANCING & AFFORDABILITY

What the October Rate Picture Means

Freddie Mac's national 30-year fixed average was **7.28% on October 1**. With 20% down on the \$2.55M benchmark, the illustrative principal-and-interest payment is about **\$13,960 per month**, before property tax, insurance or other obligations. This is a planning illustration rather than a loan quote; pricing, points and borrower profiles can differ materially. The Federal Reserve raised its target range by one-quarter point on September 16; mortgage

rates do not move one-for-one with that policy rate, so buyers should compare the actual fixed-rate, adjustable-rate, and buydown quotes available for their loan size.

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. Its model required about \$510,800 in annual income at a 6.54% effective rate. Mountain View's townhomes, conventional houses, and luxury or custom homes attract buyers with different budgets, down payments, and financing options; one regional employment headline cannot explain demand for all of them.

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. That can be practical for a buyer with strong liquidity, expected income growth, or a defined holding period, but the adjustment schedule, rate caps, and future payment range should be compared with a fixed-rate option before offer day.

A targeted seller credit can sometimes address payment pressure more efficiently than a broad price reduction. Buyers should compare that benefit with the property's immediate repair, insurance, and ownership costs.

MARKET BEHAVIOR

What Is Moving

Entry-priced condo — 1945 Mount Vernon Court, No. 11. The one-bedroom, one-bath, 810-square-foot condo closed August 28 for \$469,000. It shows a Mountain View ownership entry point well below the single-family headline, but property type, HOA obligations, size, and condition remain essential to the comparison.

Near the single-family median — 1690 Nilda Avenue. The three-bedroom, two-bath, 1,327-square-foot home closed August 12 for \$2.5 million, close to August's \$2.55 million single-family median. It is a useful benchmark, not a substitute for comparing lot, condition, micro-location, and immediate competition.

Upper-market sale — 455 Preston Drive. The four-bedroom, three-and-one-half-bath, 2,487-square-foot home closed August 7 for \$4.73 million. The result shows that larger, well-located Mountain View homes can attract buyers with different budgets and priorities than a typical resale.

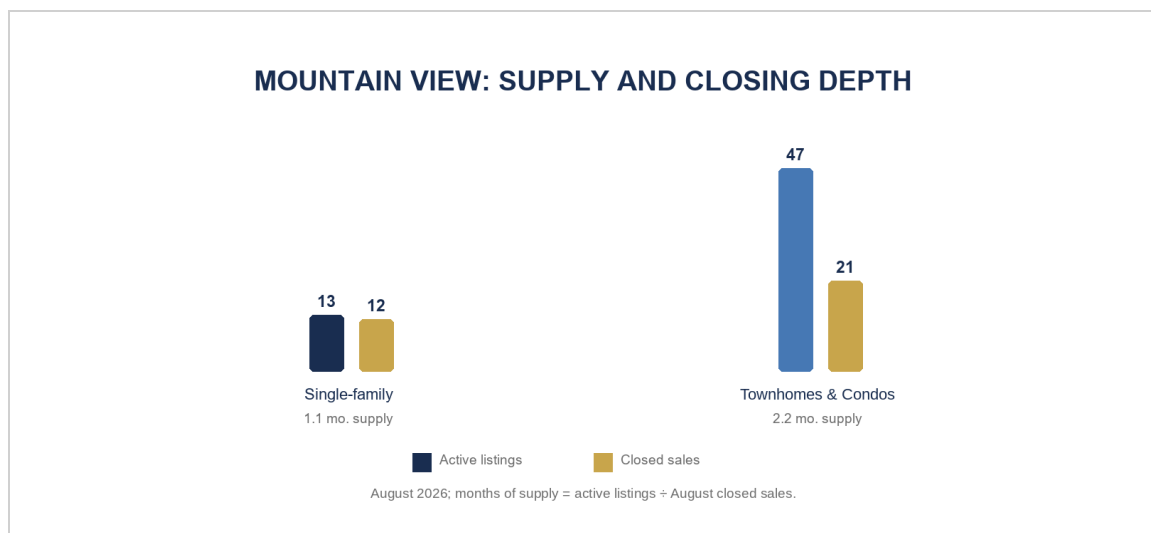
MARKET BEHAVIOR

Where Activity Stalls

The townhomes and condos long tail. Townhomes and condos averaged 33 days against nine for houses: the best units move, while weaker ones wait.

Older communities with uncertain reserves or insurance. Buyers can compare 47 active townhome and condo listings and will discount unresolved ownership costs.

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



REGIONAL COMPARISON

AI Wealth: Relevant, Not the Whole Story

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 single-family 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 townhomes, condos, and rental choices.

Our read: Mountain View's single-family homes should remain scarce and well supported, while townhomes, condos and condition-sensitive listings give buyers more

alternatives.

WHAT CHANGES NEXT

Local Community Watch

North Bayshore remains the city's largest future neighborhood change. The approved master plan allows up to 7,000 homes plus parks, retail, community space and new connections. Mountain View's 2026 development update continues to list the project, but buildout is long-term.

A second proposal could reshape the Shoreline gateway. The pending Shoreline Gateway application would replace the theater and surface parking with eight buildings of roughly nine to fifteen stories. It remains a proposal, not delivered housing.

Why residents should care. These projects can change the city's housing, traffic and amenity map over time. Watch permits, infrastructure commitments and construction phasing; neither is a current resale-market comp.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Expected direction	Why
Single-family	Competitive	About one month of supply.
Best townhomes and condos	Active	Transit and strong HOA story.
Older townhomes and condos	Negotiable	More choice and a longer tail.
New-plan areas	Gradual expansion	Large pipeline, long delivery.

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

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:

- separate single-family homes, townhomes, condos, and small-lot homes before selecting comparables.
- monitor North Bayshore and East Whisman for infrastructure, amenities, and future product competition.
- Keep the 12 fast single-family closings separate from the 21 slower townhome-and-condo closings; mixing them can hide whether scarcity or broader selection is driving the home's value range.

For sellers:

- A house still needs full preparation: at nine average days and 107% of list, first-week objections can forfeit the scarce-market advantage.
- For townhomes and condos, show HOA cost and condition upfront; 33 average days lets buyers compare weak packages.
- For a house on a busy road, a small lot or with a large addition, price from like-for-like sales; scarcity alone will not carry the compromise.

For buyers:

- compete selectively for single-family homes and base the offer on recent sales of similar homes in the same neighborhood and school area, not on a citywide premium.
- use the wider townhome and condo inventory to compare location, reserves, insurance, parking, and future construction exposure.
- Check North Bayshore and East Whisman construction timing near the address; nearby building can affect noise, traffic and future competition.

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All information is deemed reliable but not guaranteed. This is a general market analysis, not an appraisal, financial advice, tax advice, or legal advice.

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Sources: [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 - August 2026 county and city statistics](#); [SCCAOR - Q2 2026 city statistics](#); [Freddie Mac - Primary Mortgage Market Survey, October 1, 2026](#); [C.A.R. - Q2 2026 Housing Affordability](#); [BLS - San Jose metropolitan employment](#); [Federal Reserve - September 16, 2026 FOMC statement](#).

City figures use SCCAOR's August 2026 single-family and condo/townhome tables; July-to-August comparisons are month-to-month comparisons of the homes that sold, not appreciation measures. Source windows and property-type definitions vary.

Predictions are informed opinions based on current conditions and may change.