



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

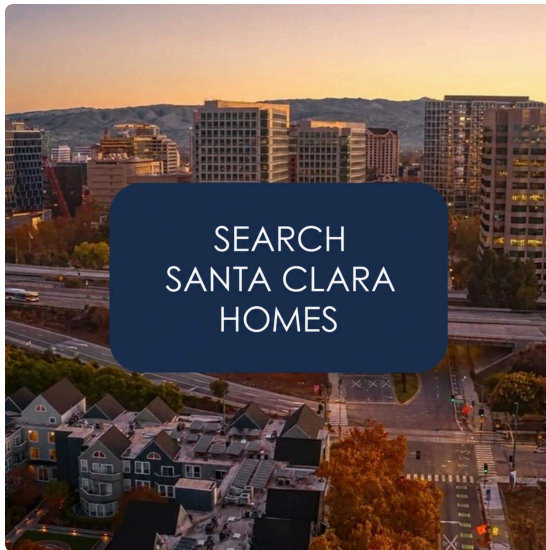
What changed since last month: financing tightened again, while Santa Clara's divide between scarce single-family homes and more available townhomes and condos remained. Single-family homes recorded a \$1.817M median across 38 closings, 103% of list price, and 22 average days on market. Townhomes and condos recorded a \$1.065M median across 24 closings, 103% of list, and 54 average days.

From July to August, the first segment's median changed -4.3% and the second changed +8.8%. 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 a home only with recent sales and current listings of the same housing type, ZIP code, age, school area, and condition. Do not mix single-family and townhome-or-condo medians.
- **Buyers:** Both segments averaged 103% of list, but townhomes and condos had twice the supply. Compare the exact community, 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 Santa Clara Homes for Sale



Find Out What Your Santa Clara Home Is Worth

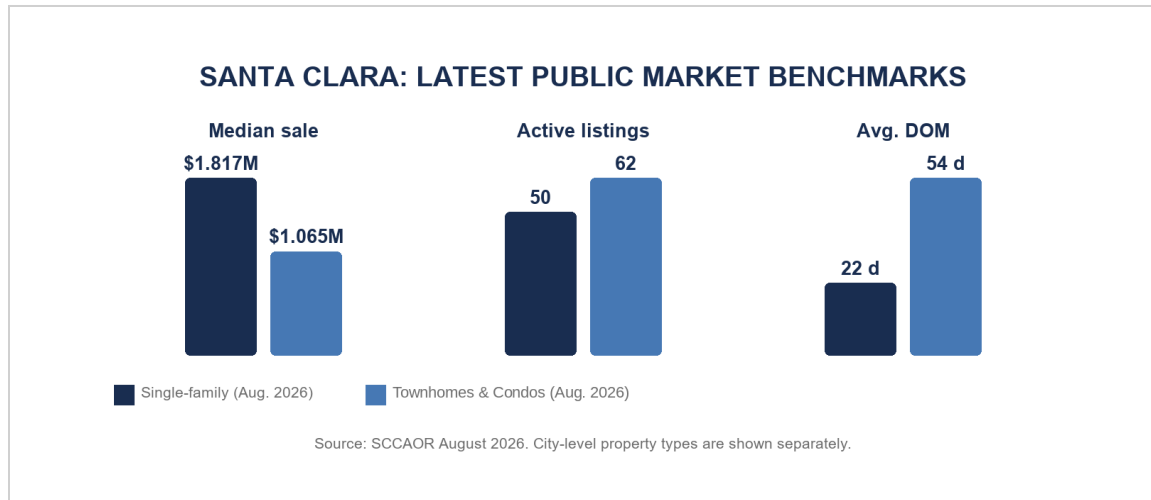
SANTA CLARA MARKET

The Local Pulse

AUGUST 2026 AT A GLANCE

- **Primary benchmark:** Single-family: \$1.817M median; 38 closings; 22 average days; 103% sale-to-list; 1.3 months of inventory.
- **Comparison signal:** Townhomes and condos: \$1.065M median; 24 closings; 54 average days; 103% sale-to-list; 2.6 months of inventory.

- **Selection and pace:** Sample and selection: 62 closings across the shown market segments and 112 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 \$1.817M benchmark implies roughly \$9,950 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 \$1.817M benchmark, the illustrative principal-and-interest payment is about **\$9,950 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. Santa Clara'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 — 934 Kiely Boulevard, No. G. The one-bedroom, one-bath, 440-square-foot condo closed August 21 for \$345,000. It shows a Santa Clara ownership entry point well below the single-family headline, but property type, HOA obligations, size, and condition remain essential to the comparison.

A townhome at the single-family median — 2960 Sanor Place, No. 106. The four-bedroom, three-full-and-three-half-bath, 2,259-square-foot townhome closed August 21 for \$1.825 million, close to August's \$1.817 million single-family median. It shows that a newer townhome can reach the single-family median; compare it with other townhomes, HOA obligations, and condition, not with houses.

Upper-market sale — 981 Curtis Avenue. The three-bedroom, two-bath, 1,572-square-foot home closed August 24 for \$2.359 million. The result shows how location, condition, and buyer competition can move an individual Santa Clara sale materially above the citywide benchmark.

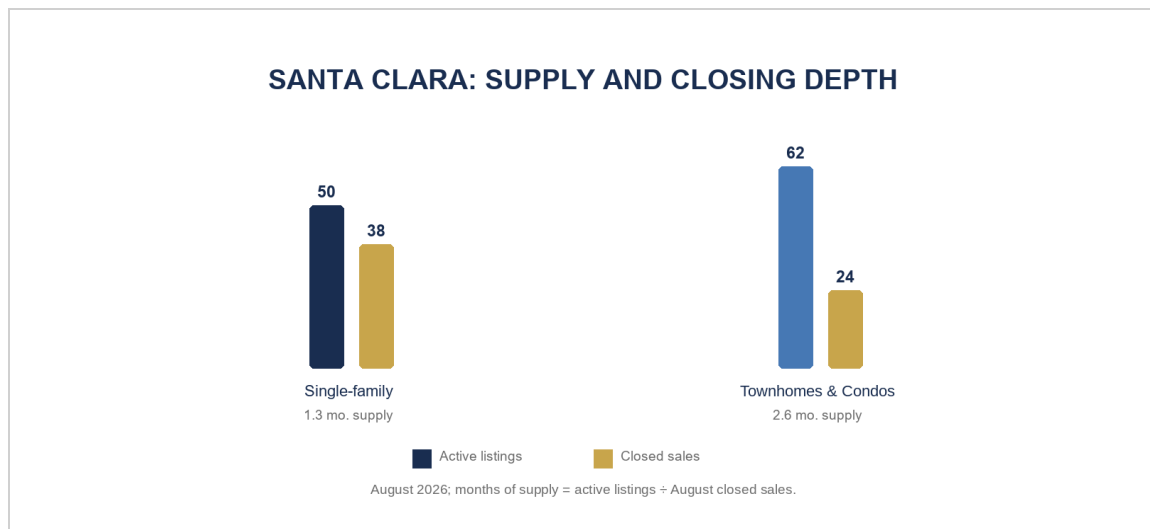
MARKET BEHAVIOR

Where Activity Stalls

Townhomes and condos that compete only on price. With 2.6 months of supply and a 54-day average, generic presentation or unresolved HOA questions can quickly push a listing behind comparable choices.

Older homes with unpriced systems work. Buyers will absorb condition when the discount is credible; they resist vague electrical, roof, foundation, drainage, or permit exposure.

Overgeneralizing from the \$1.817 million median. Santa Clara's ZIP codes and product ages differ. A 95050 house, a 95051 tract home, and a 95054 condo need separate peer groups.



REGIONAL COMPARISON

AI Wealth: Relevant, Not the Whole Story

Santa Clara is positioned as a relative-value alternative to Cupertino, Sunnyvale, and the Peninsula. AI and semiconductor investment can support employment confidence, but the first market effect is likely stronger demand for scarce single-family homes near major job centers.

The city is also creating substantial higher-density capacity. That can deepen the local amenities and housing base while keeping townhome, condo, and rental supply more elastic than single-family-home supply.

Our read: Santa Clara's single-family homes should remain the tightest segment, while townhomes and condos offer buyers more time and alternatives.

WHAT CHANGES NEXT

Local Community Watch

Tasman East is moving from plan capacity toward a built neighborhood. The City lists multiple approved projects and, in its August 27 update, said staff is exploring additional dedicated parkland as part of a plan amendment.

Why residents should care. Thousands of planned homes can add housing choice, retail demand, parks and transit-oriented activity near the light-rail corridor, while construction and infrastructure needs will arrive in phases.

What to watch next. Watch the parkland amendment, project permits and construction sequencing. Tasman East is a long-term citywide supply and amenity story, not an immediate comparison for most established single-family neighborhoods.

SIX-MONTH OUTLOOK

Our Base-Case View

Segment	Expected direction	Why
Single-family	Competitive	1.3 months of supply.
Best townhomes and condos	Active	Good HOA and location still win.
Older townhomes and condos	Negotiable	More choice and cost scrutiny.
New-density areas	Long-term change	Large pipeline, gradual delivery.

Prediction: Single-family homes should remain the tightest segment through early 2027. Townhomes and condos will be more price- and HOA-sensitive, giving buyers selective leverage. New specific-plan supply will influence expectations before it materially changes the resale inventory count.

RECOMMENDATIONS

What Matters Now

For homeowners:

- separate single-family-home and townhome-and-condo comparables, then narrow by ZIP, age, and school boundary.
- monitor nearby specific-plan construction for both amenity gains and future product competition.
- Use the 1.3-month house market and 2.6-month townhome-and-condo market separately; identical 103% sale-to-list results do not mean the two segments offer the same pricing power.

For sellers:

- With 1.3 months of house supply, complete disclosures and systems reports before launch; scarce inventory rewards low uncertainty.
- For townhomes and condos, disclose reserves, insurance, assessments and parking; 54 average days lets buyers compare weak HOA packages.
- For an older house in 95050 or 95051, price roof, electrical, foundation, and permit questions before launch; buyers resist vague exposure even with 1.3 months of supply.

For buyers:

- For a turnkey house, pre-underwrite and set the ceiling before offer day; 1.3 months of supply can still produce competition.
- Use 2.6 months of townhome-and-condo supply to compare condition and terms, but complete the HOA review before using the 54-day average as leverage.
- Compare a newer townhome and an older house at the same price on lot, HOA dues, and expected repairs; August's \$1.825 million townhome sale sat at the single-family median.

Contact Us

Tim Alford & Faye Bon
Christie's International Real Estate Sereno
214 Saratoga-Los Gatos Rd, Los Gatos, CA 95030
[\(408\) 832-7698](tel:(408)832-7698)
homes@alfordbon.com
[Alford-Bon Team Website](#)



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: [MLSListings / Aculist — Santa Clara](#); [City of Santa Clara — Tasman East fee/program page](#); [City of Santa Clara — Patrick Henry Drive Specific Plan](#); [City of Santa Clara — Specific Plans](#); [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.