QUINLEY REALTY

Luxury homes across the Bay Area

QUINLEY REALTY · OCTOBER 2026

Your Bay Area Home & Market Update

Hi there,

Fall is here, and so is a lot of housing news. Here's what matters in the Bay Area this month.

01 · MARKET TAKE

Our 60-Second Market Take

What changed: Mortgage rates rose every week in September and kept climbing into October. Freddie Mac's 30-year average went from 6.66% in late August to **7.28%** on Oct 1, its highest weekly reading since November 2023. In Santa Clara County, the single-family median slipped to **$1,850,000** in August (SCCAOR), and fewer homes sold than a year ago.

What it means:

- **Buyers:** You have a bit more breathing room than in spring, especially on condos and townhomes, which are selling right around list price. Get fully pre-approved and ask your lender about rate buydowns.
- **Sellers:** Well-priced homes still sell in under a month and above asking. Pricing right matters more than it did six months ago.

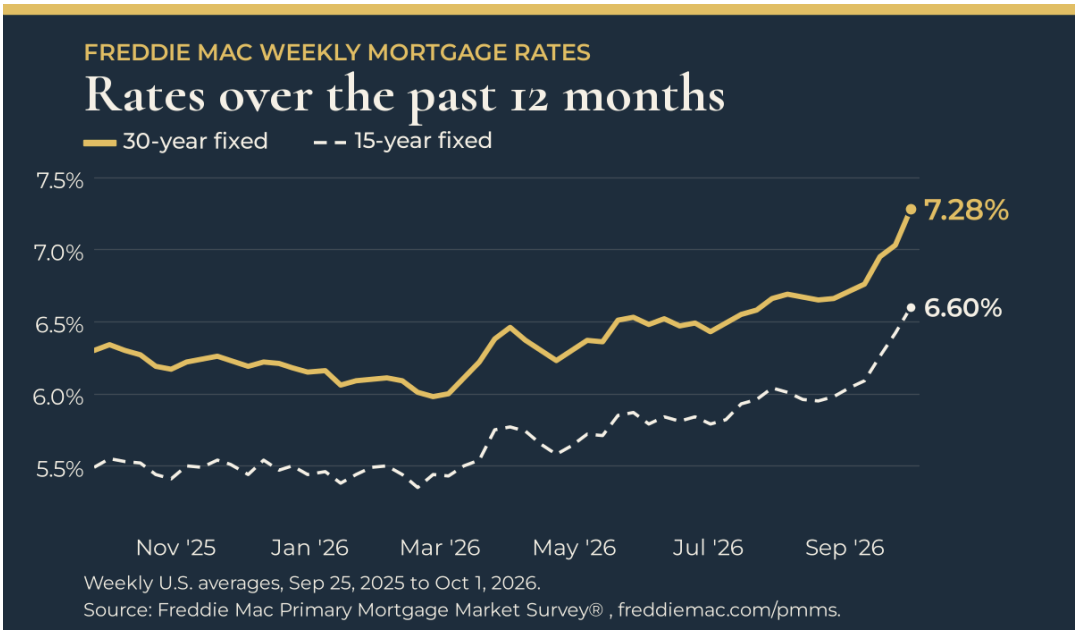
- **Owners:** Values are roughly flat year over year, not falling. C.A.R. notes that prices usually soften a little in fall and winter, so a small dip is normal.

> **Coming Oct 7:** C.A.R. releases its 2027 California Housing Market Forecast next week. We'll share the highlights in our November update.

Sources: Freddie Mac PMMS (Oct 1, 2026); SCCAOR (Sep 18, 2026); C.A.R. (Sep 16, 2026).

02 · THE NUMBERS

The Numbers (Bay Area, August 2026)



What it means: Rates are 0.94 points higher than a year ago. On an $800,000 loan, principal and interest runs about $5,474 a month at 7.28% vs. about $4,973 at last year's 6.34%, roughly $501 more. Source: Freddie Mac Primary Mortgage Market Survey, Oct 1, 2026 release.

Mortgage rates (30-yr fixed): 6.66% (Aug 27) → 6.71% → 6.76% → 6.95% → 7.03% → **7.28% (Oct 1)**. A year ago the rate was 6.34%. The **15-year fixed** averaged **6.60%** (6.42% a week earlier, 5.55% a year ago). (Freddie Mac, Oct 1, 2026)

California overall: The statewide median for existing single-family homes was **$901,420** in August, up 1.6% from July and up 0.1% from

a year ago. Sales ran at a seasonally adjusted annual pace of 269,620, up 1.4% from August 2025. (C.A.R., Sep 16, 2026)

National check-in: The S&P Cotality Case-Shiller National Index rose **1.9%** year over year in July (S&P DJI, Sep 29). Mortgage applications fell **6%** for the week ending Sep 25, and MBA's average 30-year contract rate rose to 7.30%, its highest since November 2023 (MBA, Sep 30). NAR's August pending home sales rose 0.3% from July but were down 4.7% from a year ago (NAR, Sep 17).

Five-county snapshot. These are existing single-family homes in August 2026, compared with July (MoM) and with August 2025 (YoY). Every figure comes from one source, the C.A.R. August 2026 county report. (September county data is due from C.A.R. in mid-October.)

County	Median price	Sales	Days on mkt	Months of supply
Santa Clara	**$1,900,000** MoM ▼ 2.8% YoY ▬ 0.0%	**▼ 13.0%** YoY MoM ▼ 11.9%	**12** MoM ▼ 1 YoY ▼ 1	**2.1** MoM ▲ 0.2 YoY ▲ 0.2
San Mateo	**$2,250,000** MoM ▲ 1.8% YoY ▲ 13.2%	**▲ 1.5%** YoY MoM ▼ 14.8%	**11** MoM ▼ 2 YoY ▼ 2	**1.7** MoM ▲ 0.2 YoY ▼ 0.5
Alameda	**$1,285,000** MoM ▲ 0.8% YoY ▲ 1.3%	**▼ 8.8%** YoY MoM ▼ 14.3%	**14** MoM ▼ 1 YoY ▼ 2	**2.3** MoM ▲ 0.3 YoY ▼ 0.3
Contra Costa	**$875,000** MoM ▬ 0.0% YoY ▲ 2.9%	**▼ 4.1%** YoY MoM ▼ 10.3%	**20** MoM ▲ 5 YoY ▼ 1	**2.7** MoM ▲ 0.1 YoY ▼ 0.4
San Francisco	**$1,875,000** MoM ▼ 8.5% YoY ▲ 25.0%	**▼ 3.2%** YoY MoM ▼ 13.2%	**34** MoM ▲ 11.5 YoY ▼ 3	**1.3** MoM ▲ 0.3 YoY ▼ 1.0

Days on mkt = median days to sell. Months of supply = C.A.R. Unsold Inventory Index. Sales = change in number of closed sales (bold = YoY); C.A.R. doesn't publish county sales counts. ▲ up, ▼ down, ▬ no change. Source: C.A.R., released Sep 16, 2026.

What stands out

Santa Clara: Median flat year over year at $1.9M, but sales fell 13% and supply rose to 2.1 months. Homes still sell in about 12 days.
San Mateo: The priciest of the five at $2.25M, up 13.2% from last

August. It's also the fastest market, at 11 days.

Alameda: Steady: the median is up 1.3%, and supply (2.3 months) is lower than a year ago.

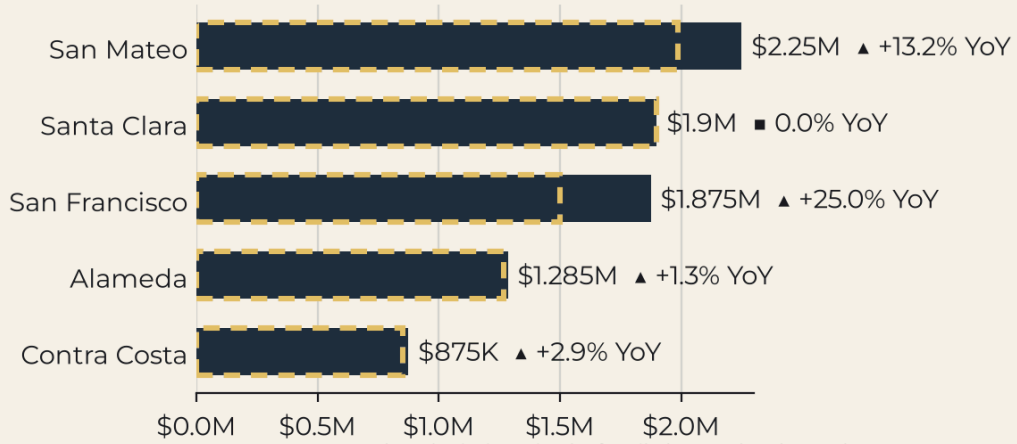
Contra Costa: The most affordable of the five at $875K (+2.9%), but homes took 20 days to sell, up from 15 in July.

San Francisco: The median is up 25% from a year ago, and active listings are down 53.6%. The median also fell 8.5% from July, so expect swings.

County medians can swing month to month with the mix of homes sold, so read single-month moves with caution.

Median sale price, August 2026

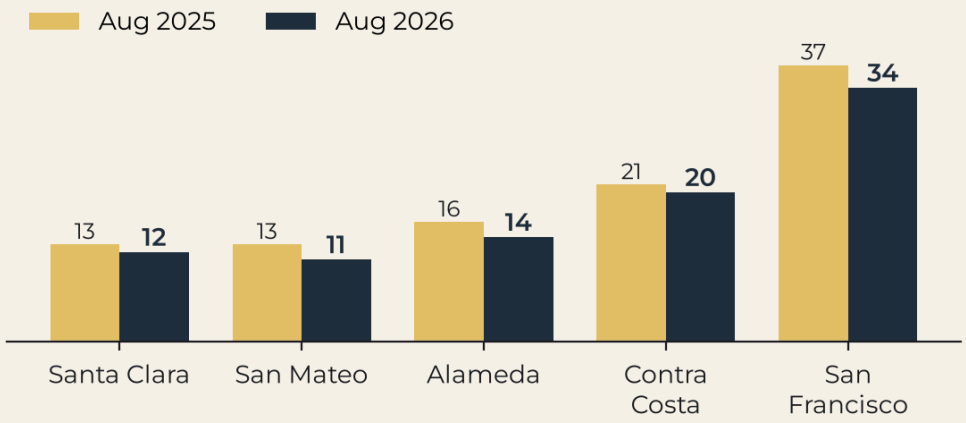
Solid bar = Aug 2026; dashed gold outline = Aug 2025



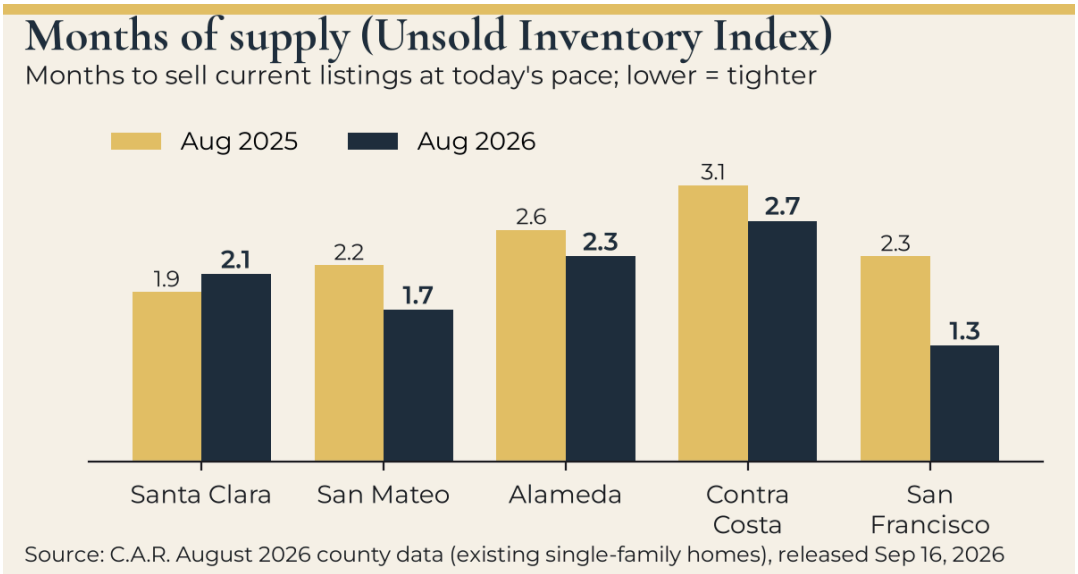
Source: C.A.R. August 2026 county data (existing single-family homes), released Sep 16, 2026

Median days on market

Days to sell a home; lower = faster market



Source: C.A.R. August 2026 county data (existing single-family homes), released Sep 16, 2026



Santa Clara close-up: The local association counts 624 single-family sales (−13.6% YoY), a $1,850,000 median (−1.6% YoY), and an average of 25 days on market (26 a year ago) (SCCAOR, Sep 18, 2026). MLSListings reports a 103% sale-to-list ratio, 1.5 months of inventory, and a condo/townhome median of $846,944 (MLSListings, August 2026 data). These figures differ a little from C.A.R.'s because each group uses its own data and methods (for example, average vs. median days).

HOME VALUE

Thinking About a Move?

Curious what your home is worth? **Just reply to this email** for a free, no-pressure home value check.

Get my free home value check

03 · HOMEOWNER TIP

Homeowner Tip: Your Fall Checklist

- **Property taxes:** Santa Clara County mails bills in October. The first installment is **due Nov 1** and becomes **late after 5 p.m. Dec 10**, when a 10% penalty plus $20 is added. (County DTAC)

- **Insurance:** Nonrenewals are climbing nationwide. Read your renewal notice carefully, and start shopping early if you get a nonrenewal. (Realtor.com)
- **Wildfire & winter prep:** Clean your gutters, clear dry brush near the house, test your smoke detectors, and take a quick video of every room for your insurance records.

04 · PROGRAMS & POLICY

Programs & Policy Worth Knowing

- **Buyer help:** CalHFA offers first-time buyer programs with up to 100% financing and closing-cost assistance (CalHFA). The Golden State Finance Authority (GSFA) offers down payment and closing cost assistance programs for California homebuyers, with eligibility based on income, credit and loan type (gsfahome.org). **Wondering if you qualify?** Just reply to this email, or contact Ryan (916.698.7139 · RQuinley@kw.com) or Denise (510.648.0847 · DQuinley@kw.com).
- **Condo loans:** Since Aug 3, Fannie Mae and Freddie Mac loans require a full review of an HOA's finances and building condition, which can mean delays or denials. If you're buying a condo, ask for the HOA budget, reserve study, and insurance certificate early. (Realtor.com)
- **Capital-gains bill:** The bipartisan More Homes on the Market Act (H.R. 1340) would raise the home-sale exclusion to $500K for single filers and $1M for married couples filing jointly. **It has not passed** and is still in committee. Check with your tax advisor before planning around it. (Congress.gov)
- **Prop 37 (Nov 3 ballot):** This measure would create a $25 billion state bond program. Eligible middle-income buyers of newly built homes could borrow up to 17% of the price, with as little as 3% down. It is sponsored by the California Association of REALTORS®. For the official summary and the arguments for and against, see the Voter Guide.

05 · RECENT ACTIVITY

Recent Activity

SOLD REPRESENTED BUYER

104 Freedom Ln, Mountain View



Listing photo courtesy of MLSListings / Keller Williams Thrive.

3 beds · 2.5 baths · 1,760 sq ft · Sold Sep 11, 2026 for **$2,548,000**

Congratulations to our buyers on their new home in Mountain View's sought-after Crossings neighborhood! This beautifully upgraded home has vaulted ceilings, a chef's kitchen, and a two-car garage with solar panels and an EV charger, all close to highly regarded Los Altos schools. We were honored to represent you, and we wish you many happy years in your new home.

Represented the buyers: Ryan Quinley, Quinley Realty, Keller Williams Elevate. Listed by Keller Williams Thrive. Sale details: Redfin / MLSListings #ML82057979.

OFFER SUBMITTED REPRESENTING BUYER

880 Los Positos, Milpitas



Listing photo courtesy of bridgeMLS / Compass.

4 beds · 3 baths · 2,886 sq ft · Listed at **$2,000,000**

We're excited to have submitted an offer for our buyers on this two-story Milpitas home, with an open-concept kitchen and family room, an attached three-car garage, and a spot in the top-rated Milpitas School District. Fingers crossed!

Representing the buyers: Quinley Realty, Keller Williams Elevate. Listed by Compass.
Listing details: Redfin / bridgeMLS #41148109.

FEATURED LISTING FOR SALE

5054 Cribari Vale, San Jose



2 beds · 2 baths · 1,240 sq ft · Offered at **$459,000**

This remodeled lower-level condo in Cribari Village is in The Villages Golf & Country Club, a gated 55+ community with 24/7 security. It has quartz kitchen counters, a private patio with its own step-free entry, an elevated garden, and a washer and dryer in an enclosed utility room, plus a covered carport with extra storage. It's just steps from the Cribari Center's pool, spa and fitness center.

> **Now $459,000** after a $20,000 price improvement · HOA $1,265/mo (covers water and sewer) · **$5,000 bonus credit if in contract by Oct 31.**
> See photos and details on Redfin or reply to set up a tour.

Listed by Denise Quinley and Ryan Quinley, Keller Williams Elevate. MLSListings #ML82040885.

06 · AROUND TOWN

Around Town: Fall Fun in All Five Counties

One pick for every county we cover. Dates checked Oct 2, 2026 on each organizer's official page; please confirm details before you go.

- **Pumpkins in the Park**
  Sat, Oct 10, 10 a.m.–4 p.m. · Discovery Meadow, San José (Santa Clara County)
  Downtown San José's free harvest festival, now in its 30th year: a free pumpkin per family (while supplies last), costume contests and food trucks.
- **Ardenwood Harvest Festival**
  Sat–Sun, Oct 10–11, 10 a.m.–4 p.m. · Ardenwood Historic Farm, Fremont (Alameda County)
  Harvest corn in the field, press cider and ride the narrow-gauge train at this East Bay Regional Park District farm. $8–$12; under 4 free.
- **Pleasant Hill Harvest Festival**
  Sat, Oct 10, 11 a.m.–9 p.m. · Crescent Drive, Pleasant Hill (Contra Costa County)
  The first-ever Pleasant Hill Harvest Festival, with a pumpkin patch, petting zoo, live music, local food and artisan vendors.
- **Half Moon Bay Art & Pumpkin Festival**
  Sat–Sun, Oct 17–18, 9 a.m.–5 p.m. · Main Street, Half Moon Bay (San Mateo County)
  The 54th annual festival in the World Pumpkin Capital, with giant pumpkins, 275 artists, four stages and the Great Pumpkin Parade. Free admission.
- **Scaregrove Halloween Event**
  Fri, Oct 30, 3–9 p.m. · Sigmund Stern Grove, San Francisco (San Francisco County)
  SF Rec & Park's free family Halloween party, with a haunted house, haunted maze, carnival rides and crafts. Come in costume!

07 · ASK THE QUINLEYS

Ask the Quinleys

"Should we wait for rates to drop?"
Lots of people are. In a Neighbors Bank survey, 72% of would-be buyers had delayed their search, by 13 months on average, and

many were holding out for about 5%. Only 35% knew the actual rate range. Our honest take: nobody can time rates. Start with a monthly payment that works *today*. If rates fall later, refinancing may be an option (though it's never guaranteed). Keep in mind that lower rates also bring more buyers back, and competition goes up with them.

08 · HOME VALUE

Thinking About a Move?

Curious what your home is worth? **Just reply to this email** for a free, no-pressure home value check.

Get my free home value check

> Thinking about moving, refinancing, or just curious what your home is worth? **Just hit reply** and tell us what you're wondering about. We read every reply.
> — *Ryan & Denise*

And thank you! Most of our business comes from friends like you. When you introduce us to someone you care about, we'll treat them like family.

Warmly,

Ryan & Denise Quinley

Quinley Realty · Keller Williams Elevate · ryandeniserealestate.com

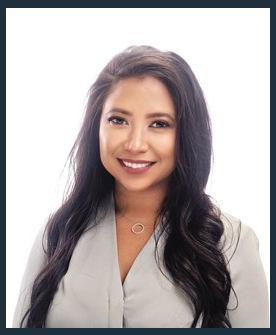
Know someone thinking of buying or selling? We'd love an introduction.



Ryan Quinley

REALTOR®
DRE 02114228

916.698.7139
RQuinley@kw.com



Denise Quinley

REALTOR®
DRE 02120682

510.648.0847
DQuinley@kw.com

QUINLEY REALTY · KELLER WILLIAMS ELEVATE
ryandeniserealestate.com

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Keller Williams Elevate · 5201 Great America Pkwy, Suite 138, Santa Clara, CA 95054
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