



Market Report - The Brasil Group

Los Altos, CA

REPORT FOR 11/28/2021

Single-Family Homes



Presented by Vinicius Brasil

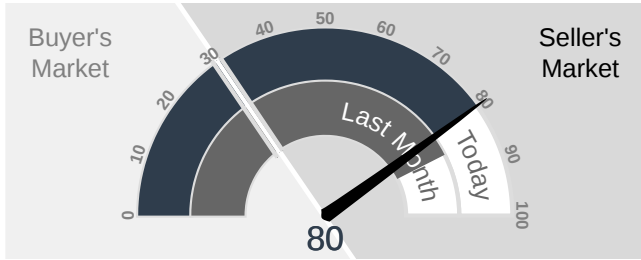
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This week the median list price for Los Altos, CA is \$4,550,000 with the market action index hovering around 80. This is less than last month's market action index of 85. Inventory has increased to 20.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Market appears to have begun to cool. As we're still notably in the Seller's zone, prices have not yet adjusted. If the market continues to cool, then expect prices to follow lower. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect this condition if the index falls to the Buyer's zone.

MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$7,450,000	5,656	0.25 - 0.5 acre	6	6	7	1	1	91
\$4,995,000	3,528	0.25 - 0.5 acre	4	3	24	1	1	7
\$3,898,000	2,788	0.25 - 0.5 acre	4	3	62	2	3	7
\$3,500,000	2,182	0.25 - 0.5 acre	3	2	60	2	3	28

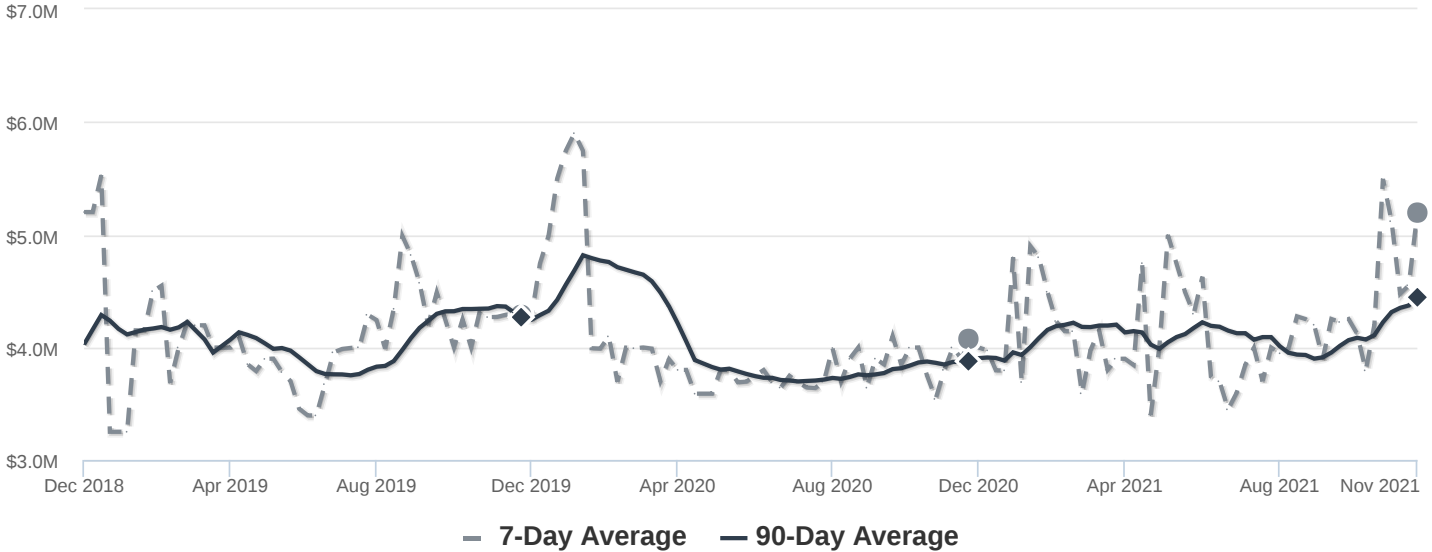
REAL-TIME MARKET PROFILE

Median List Price		\$4,550,000
Median Price of New Listings		\$3,943,000
Per Square Foot		\$1,364
Average Days on Market		62
Median Days on Market		25
Price Decreased		20%
Price Increased		0%
Relisted		5%
Inventory		20
Median Rent		\$5,900
Market Action		80

Strong Seller's Market

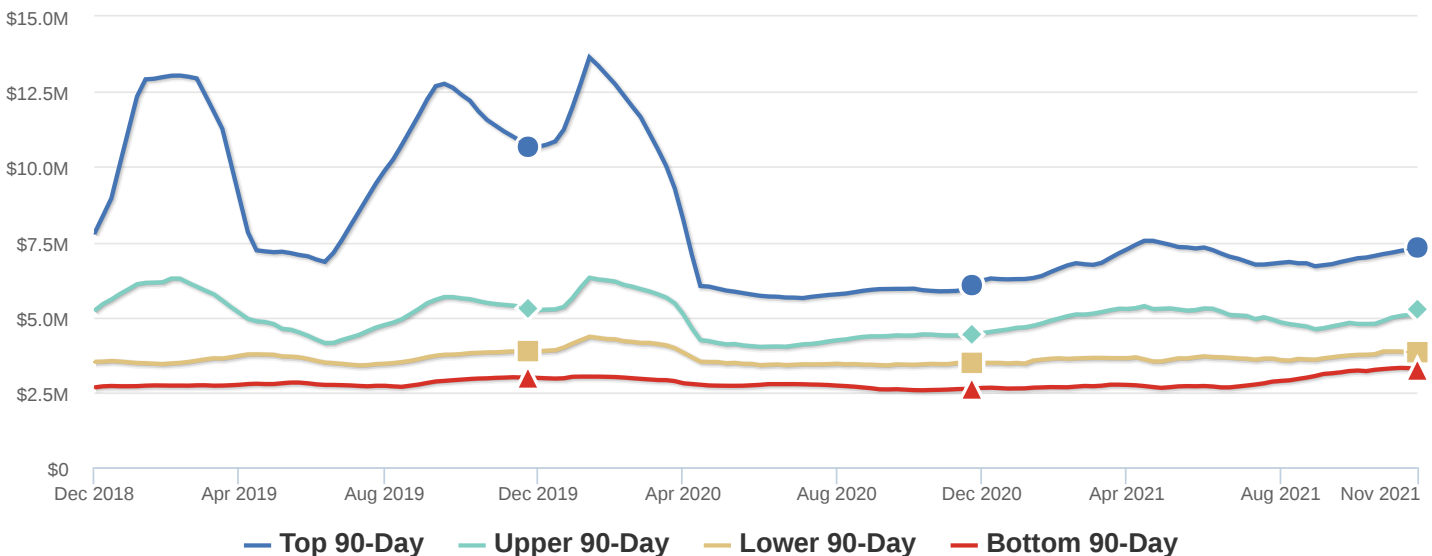
MEDIAN LIST PRICE

Prices continue their climb again this week. We're a long way from the market's price high-point so watch the Market Action Index as an indicator of how long this trend will last.



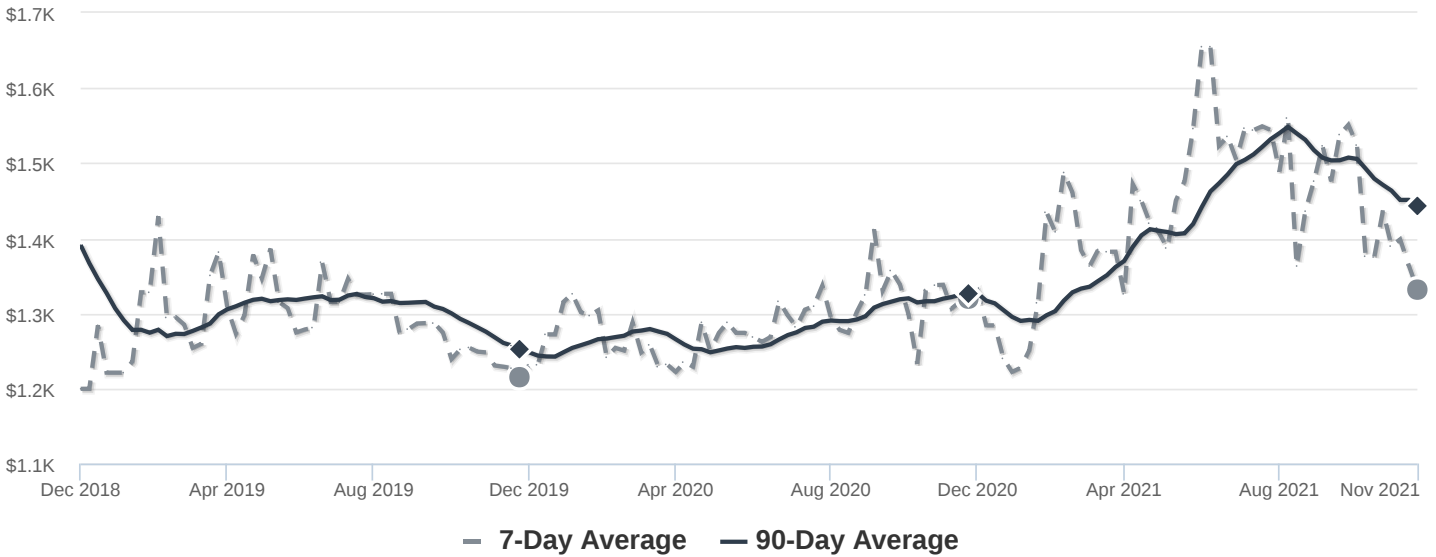
SEGMENTS

Prices have generally settled at a plateau, although Quartile 2 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



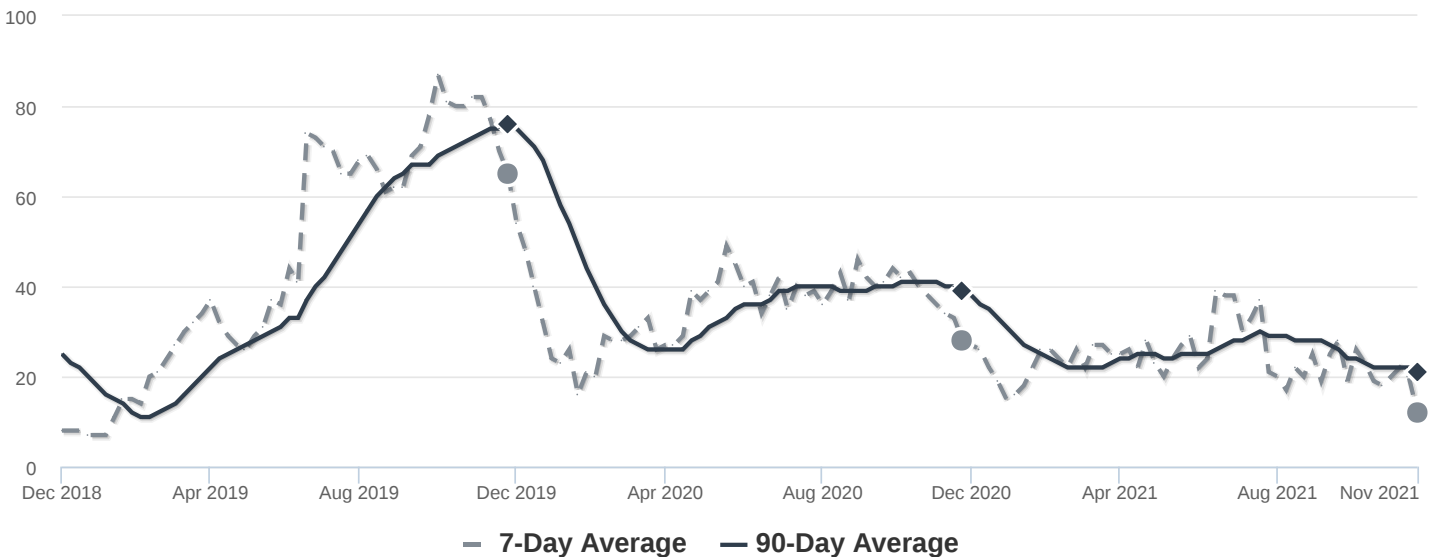
PRICE PER SQUARE FOOT

In a market where prices are rising fairly consistently, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



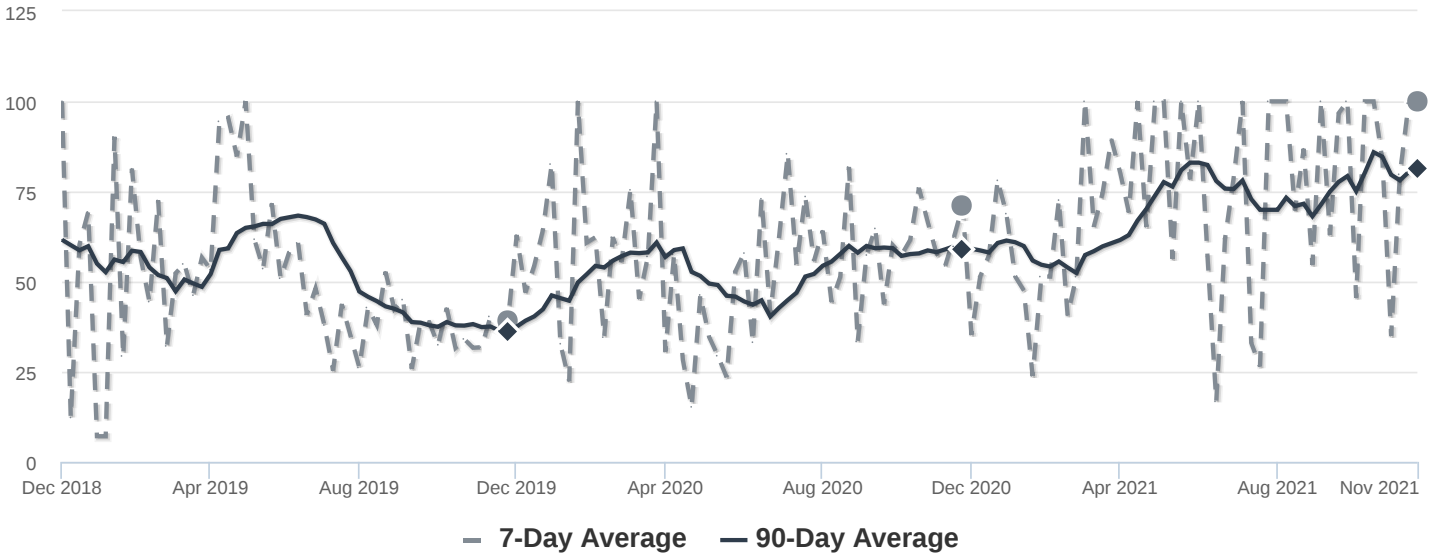
INVENTORY

Inventory has been relatively steady around these levels in recent weeks.



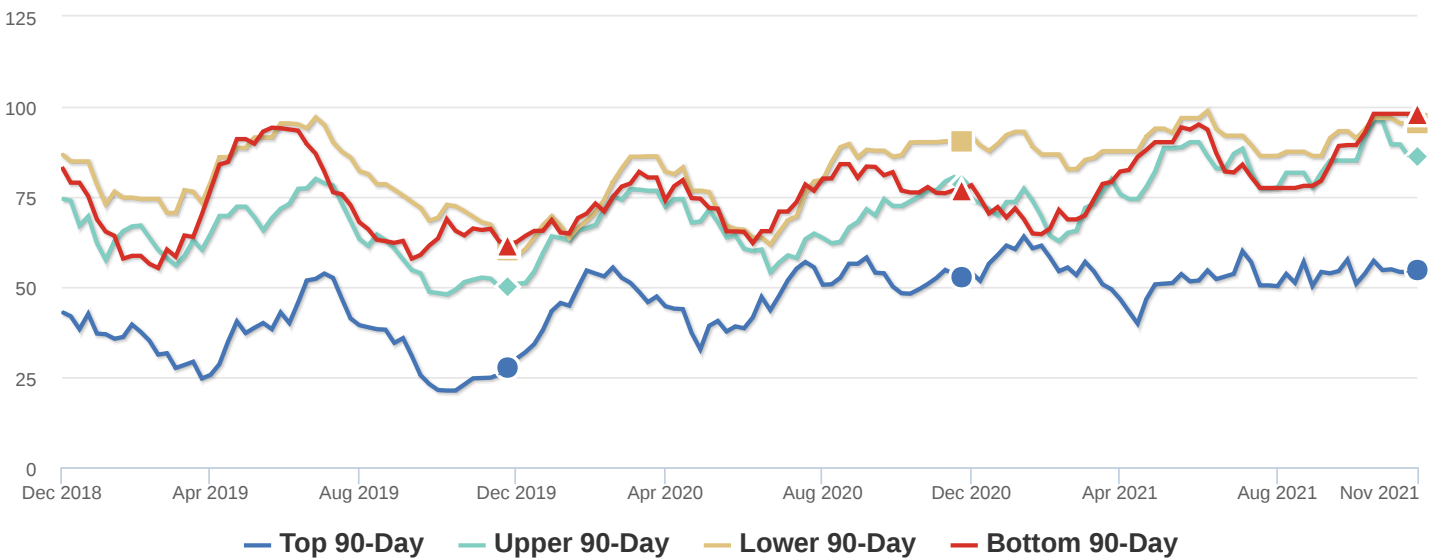
MARKET ACTION INDEX

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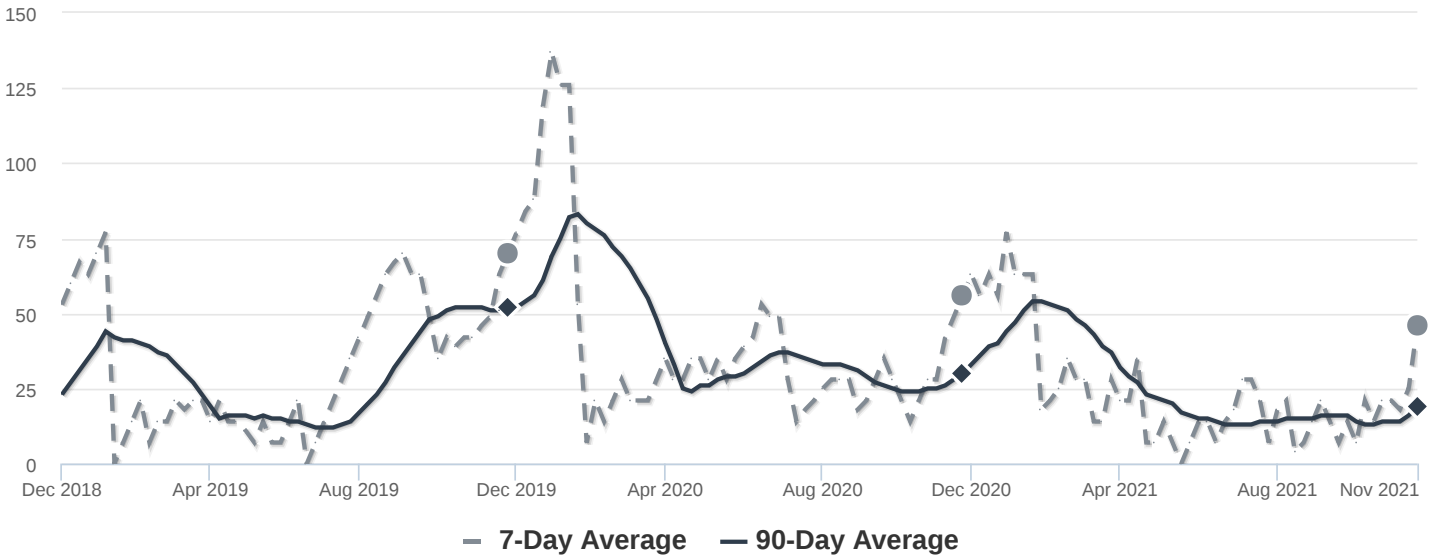
MARKET ACTION SEGMENTS

Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 56 days. Half of the listings have come newly on the market in the past 19 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

