



Market Report - The Brasil Group

Los Altos, CA

REPORT FOR 10/1/2022

Single-Family Homes



Presented by Vinicius Brasil

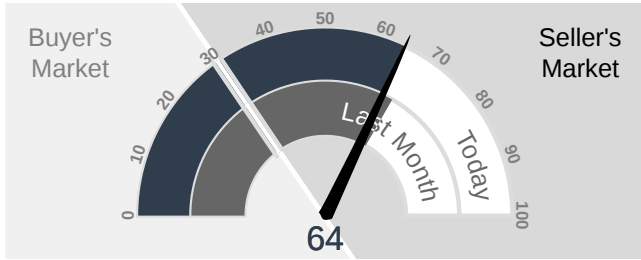
408-582-3272

info@thebrasilgroup.com

This week the median list price for Los Altos, CA is \$4,488,000 with the market action index hovering around 64. This is less than last month's market action index of 67. Inventory has held steady at or around 29.

MARKET ACTION INDEX

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



Strong Seller's Market

In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

REAL-TIME MARKET PROFILE

Median List Price		\$4,488,000
Median Price of New Listings		\$4,488,000
Per Square Foot		\$1,615
Average Days on Market		27
Median Days on Market		7
Price Decreased		21%
Price Increased		0%
Relisted		3%
Inventory		29
Median Rent		\$6,100
Market Action		64

Strong Seller's Market

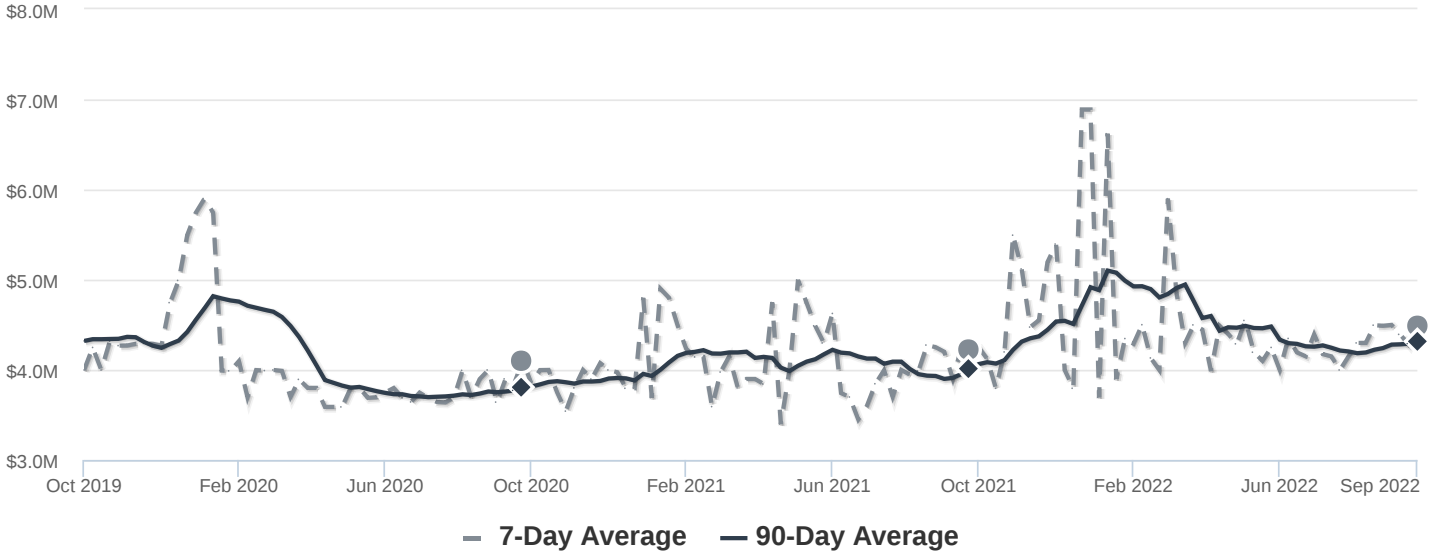
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$7,200,000	3,907	0.25 - 0.5 acre	5	5	16	2	1	21
\$5,650,000	3,256	0.25 - 0.5 acre	4	4.5	22	3	3	7
\$3,988,000	2,715	0.25 - 0.5 acre	4	4	64	3	6	7
\$2,848,000	2,056	8,000 - 10,000 sqft	3	3	68	3	1	7

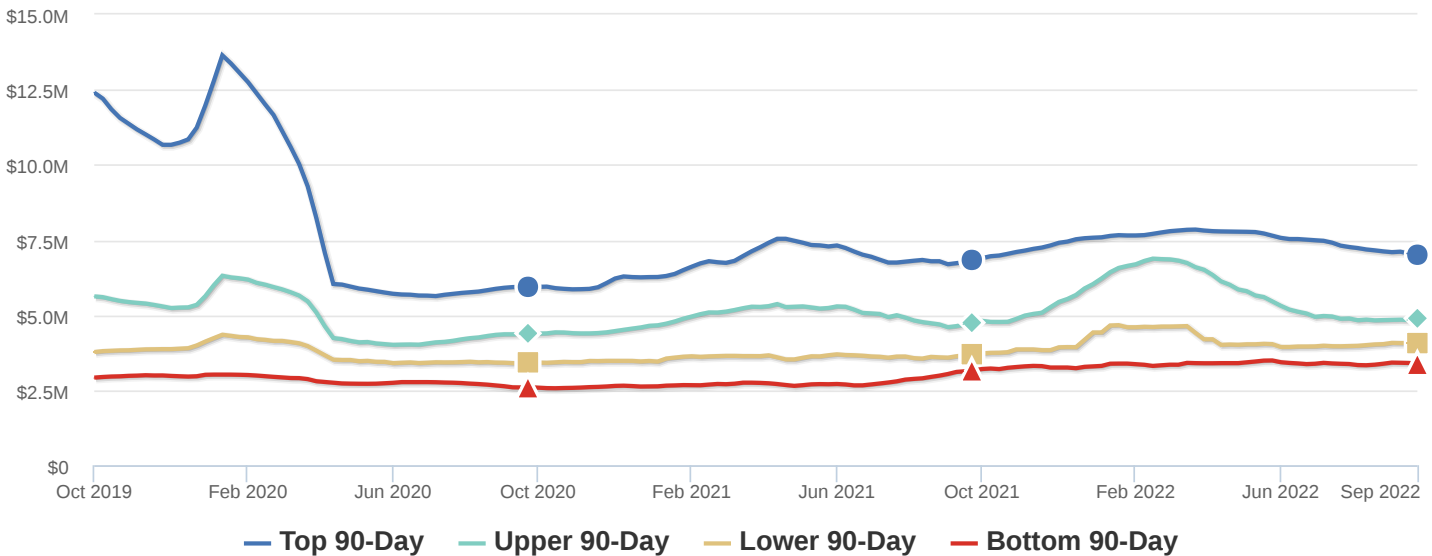
MEDIAN LIST PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



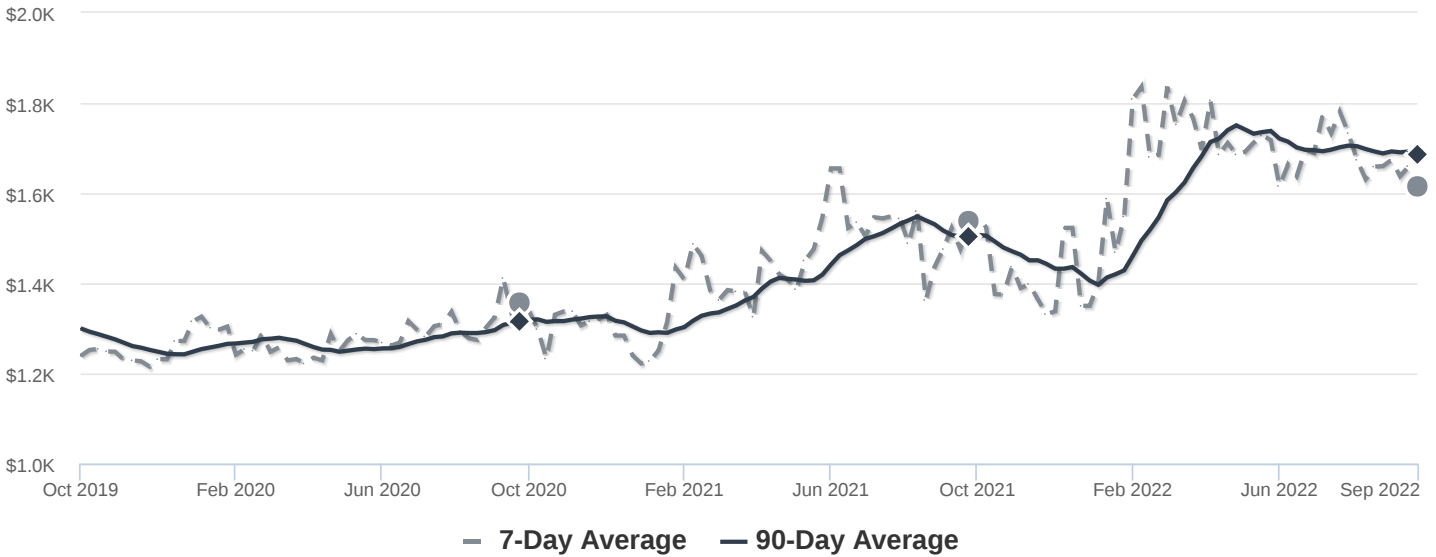
SEGMENTS

Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



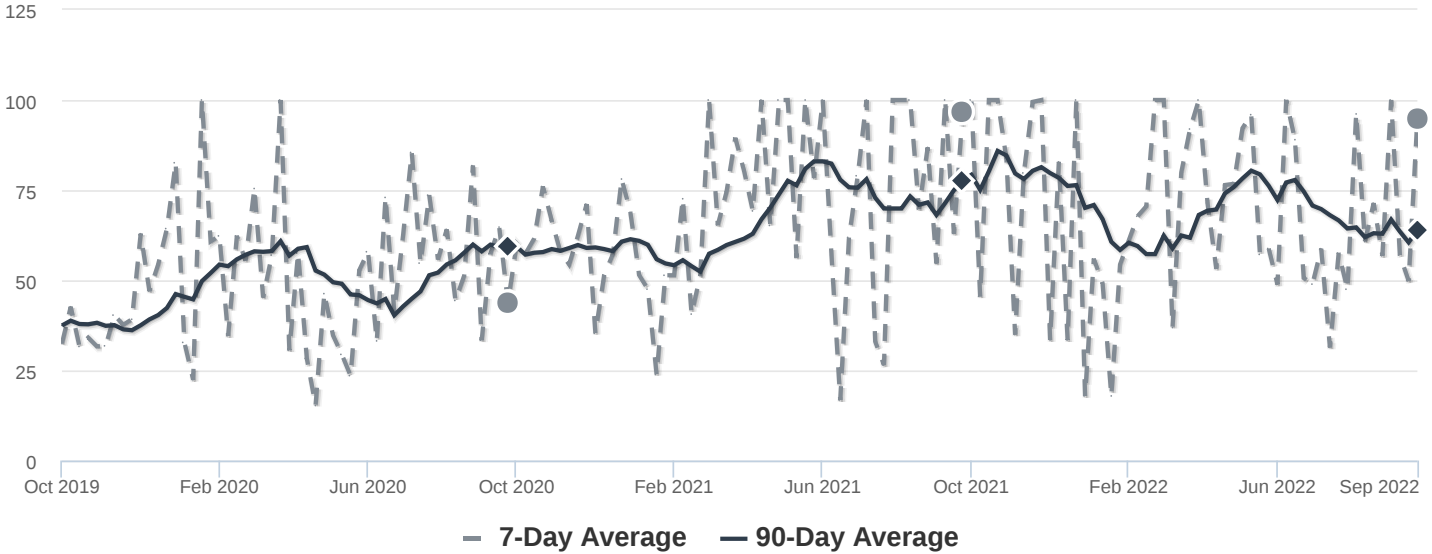
INVENTORY

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



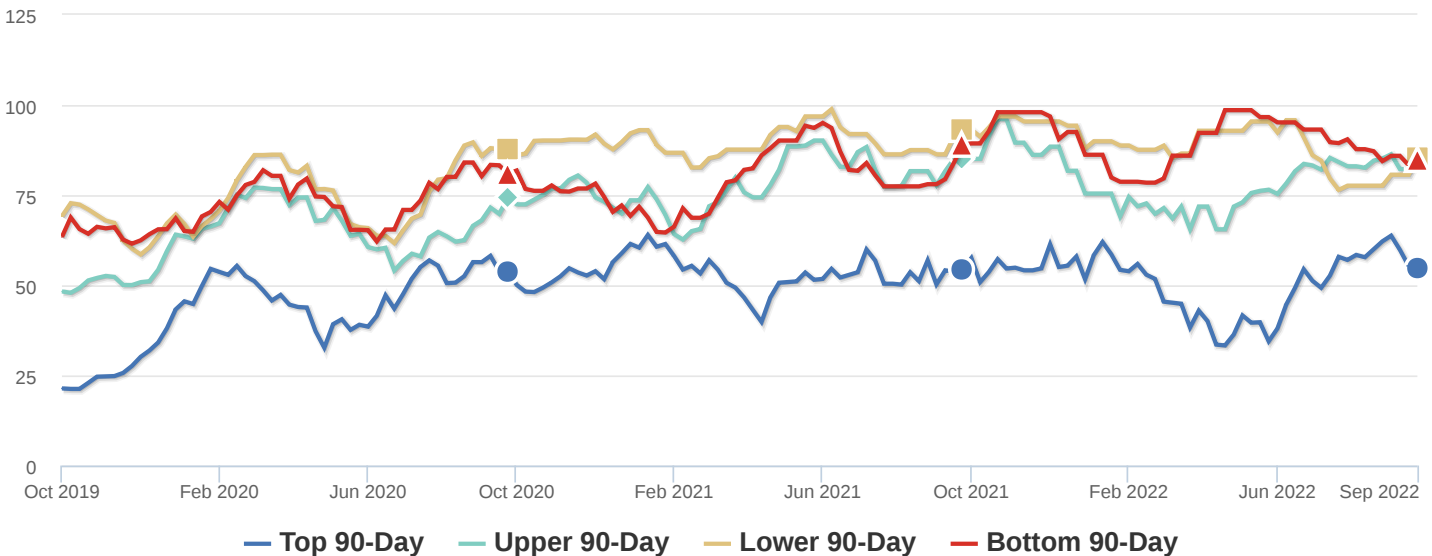
MARKET ACTION INDEX

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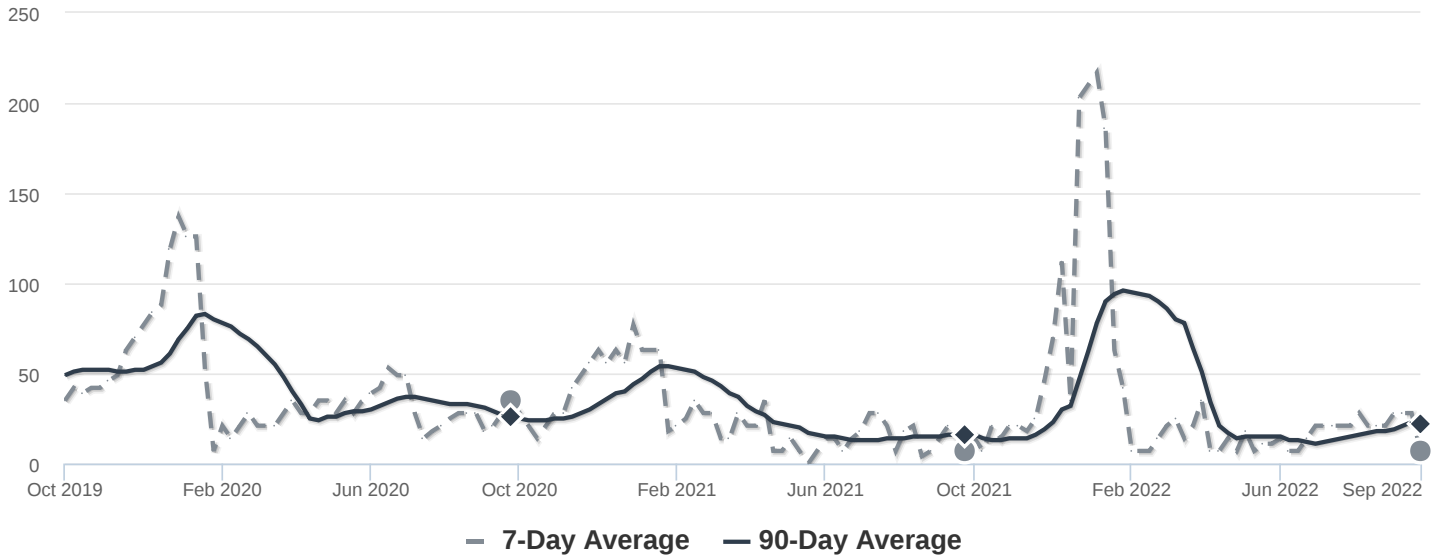
MARKET ACTION SEGMENTS

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 33 days. Half of the listings have come newly on the market in the past 22 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.

