



Market Report - The Brasil Group

Morgan Hill, CA

REPORT FOR 5/18/2021

Single-Family Homes



Presented by Vinicius Brasil

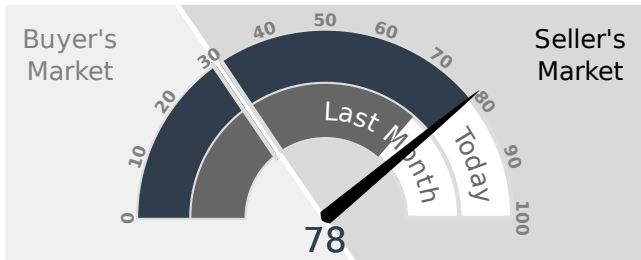
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This week the median list price for Morgan Hill, CA is \$1,339,000 with the market action index hovering around 78. This is an increase over last month's market action index of 73. Inventory has decreased to 41.

MARKET ACTION INDEX

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



Strong Seller's Market

Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.

REAL-TIME MARKET PROFILE

Median List Price		\$1,339,000
Median Price of New Listings		\$1,075,000
Per Square Foot		\$565
Average Days on Market		69
Median Days on Market		21
Price Decreased		10%
Price Increased		0%
Relisted		7%
Inventory		41
Median Rent		\$3,095
Market Action		78

Strong Seller's Market

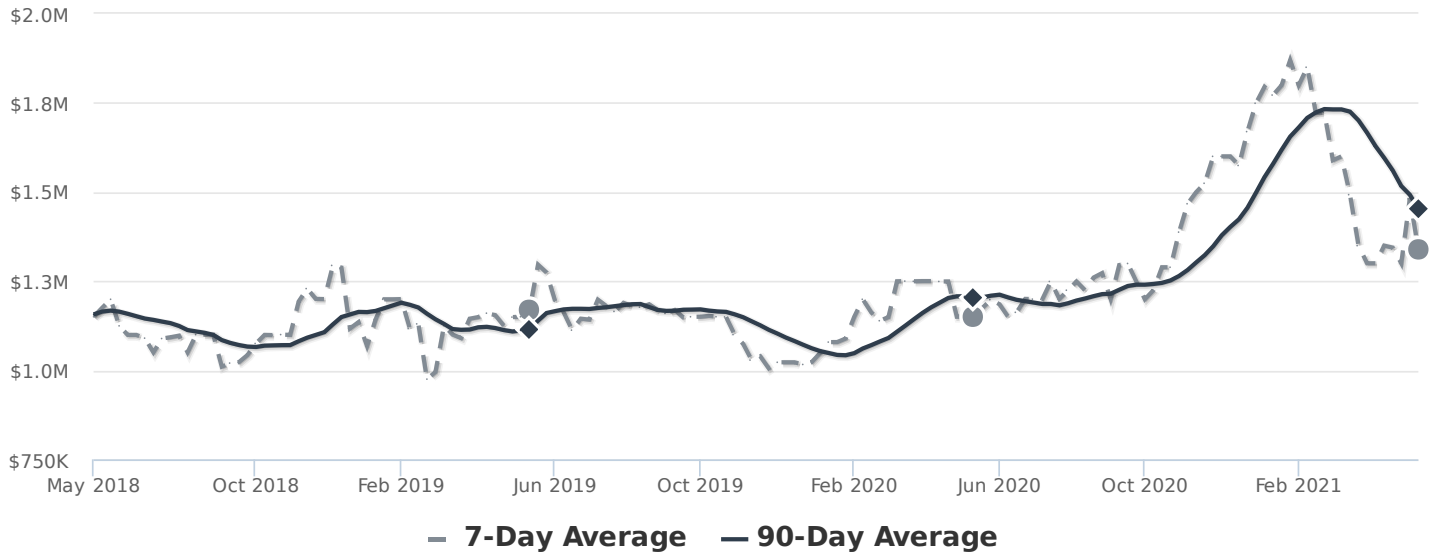
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,846,500	4,431	1 - 2.5 acres	4	4	25	2	0	21
\$1,599,500	3,166	0.5 - 1 acre	4	3	33	2	2	42
\$1,214,000	2,284	6,500 - 8,000 sqft	4	3	28	4	2	14
\$825,000	1,177	6,500 - 8,000 sqft	3	2	45	5	2	14

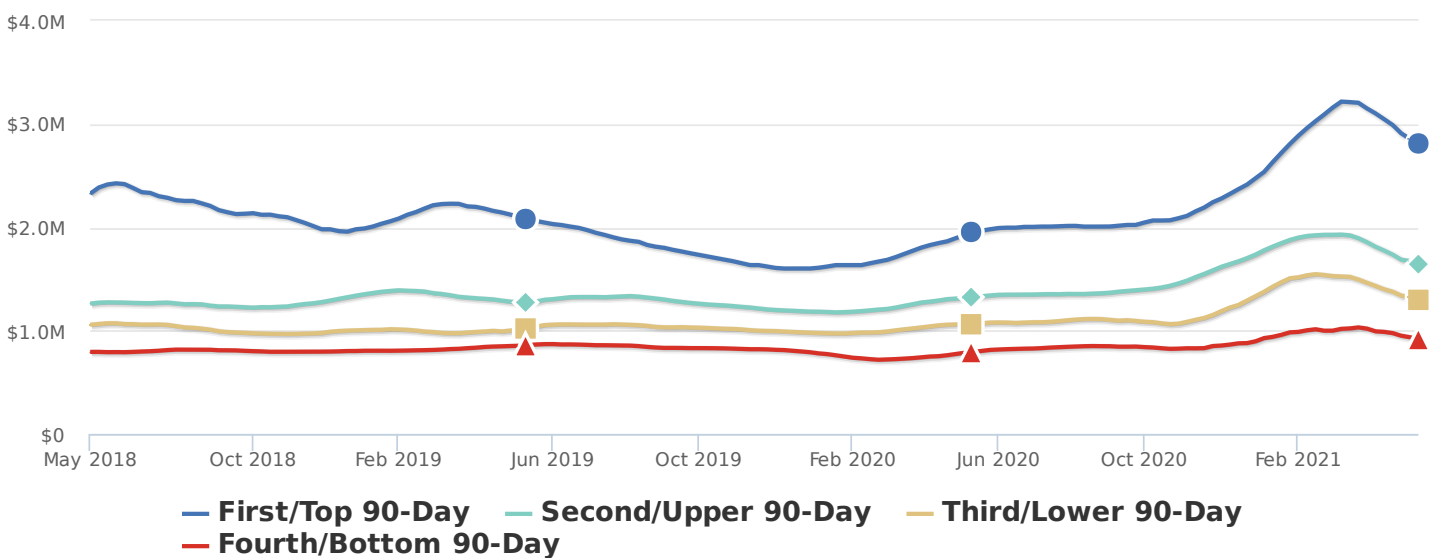
MEDIAN LIST PRICE

Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high levels. The Market Action Index is a good leading indicator for the durability of this trend.



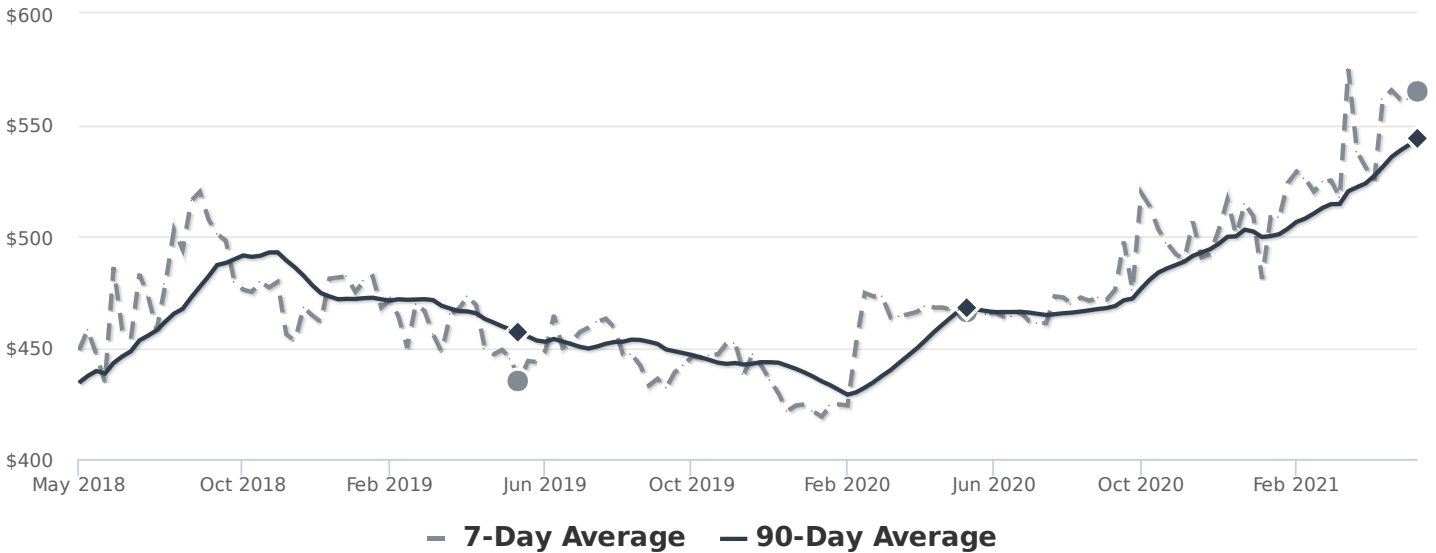
SEGMENTS

Price weakness is evident across the board. All four quartiles have been in price decline in recent weeks. Look to the Market Action Index as a leading indicator of the bottom of the market.



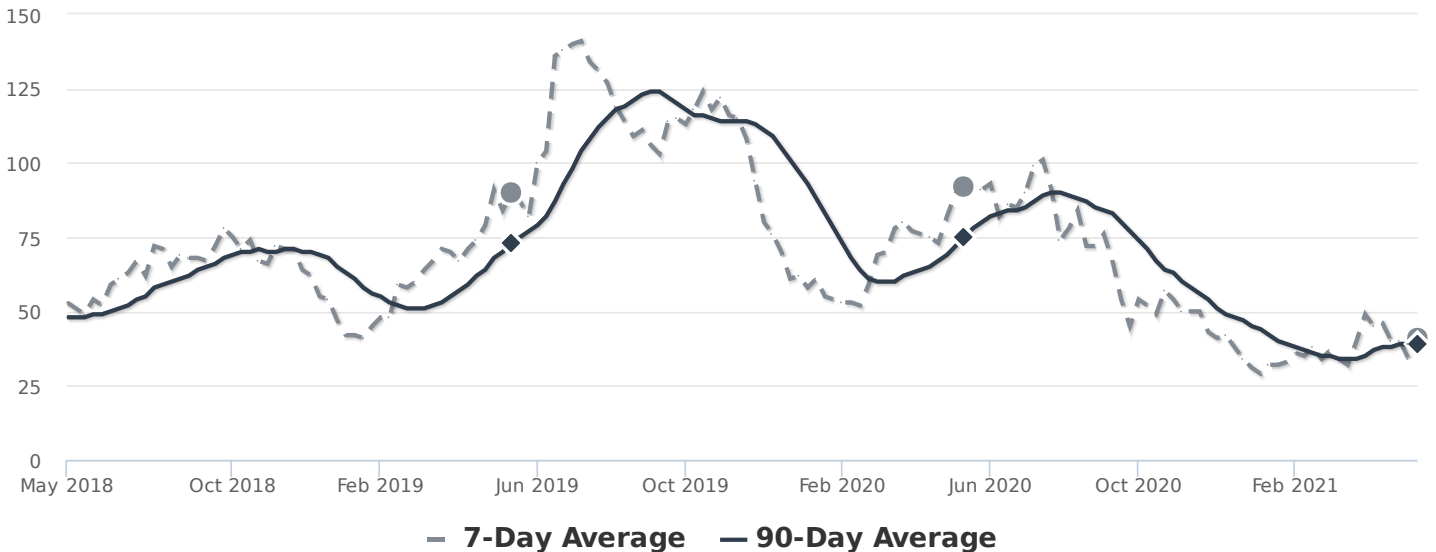
PRICE PER SQUARE FOOT

We're seeing fairly unusual market conditions as prices have been in a downward trend but price per square foot is actually increasing. (Buyers are paying less and getting less home for their money.) Anomalies like these can be attributed to micro-location variables.



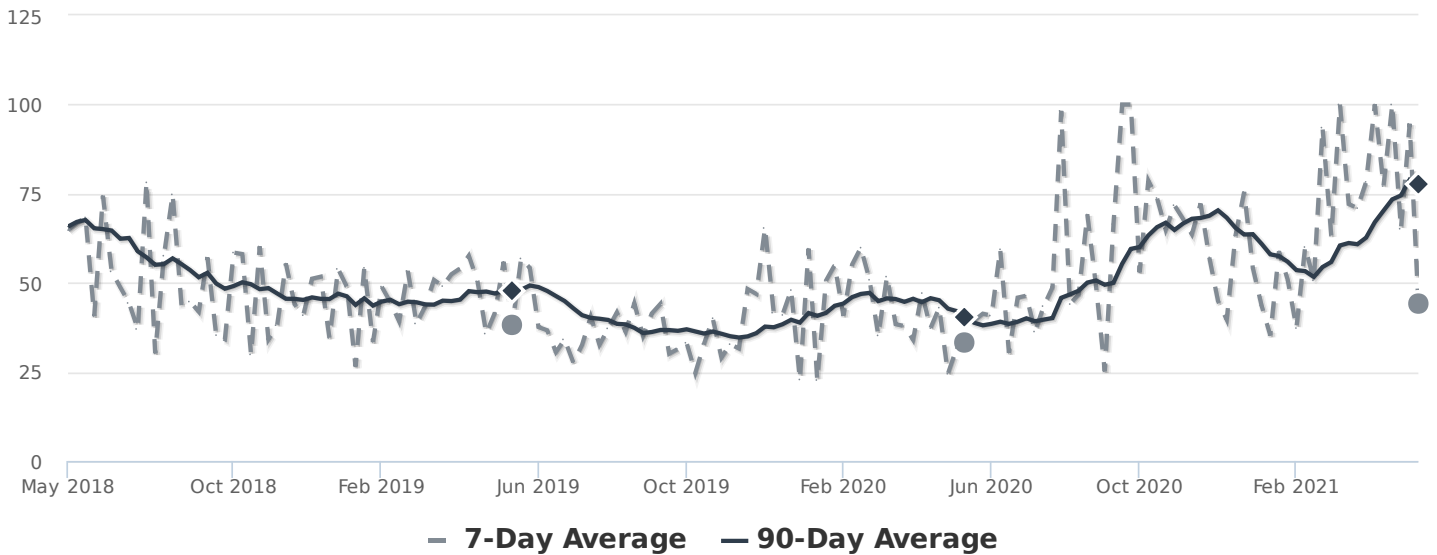
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



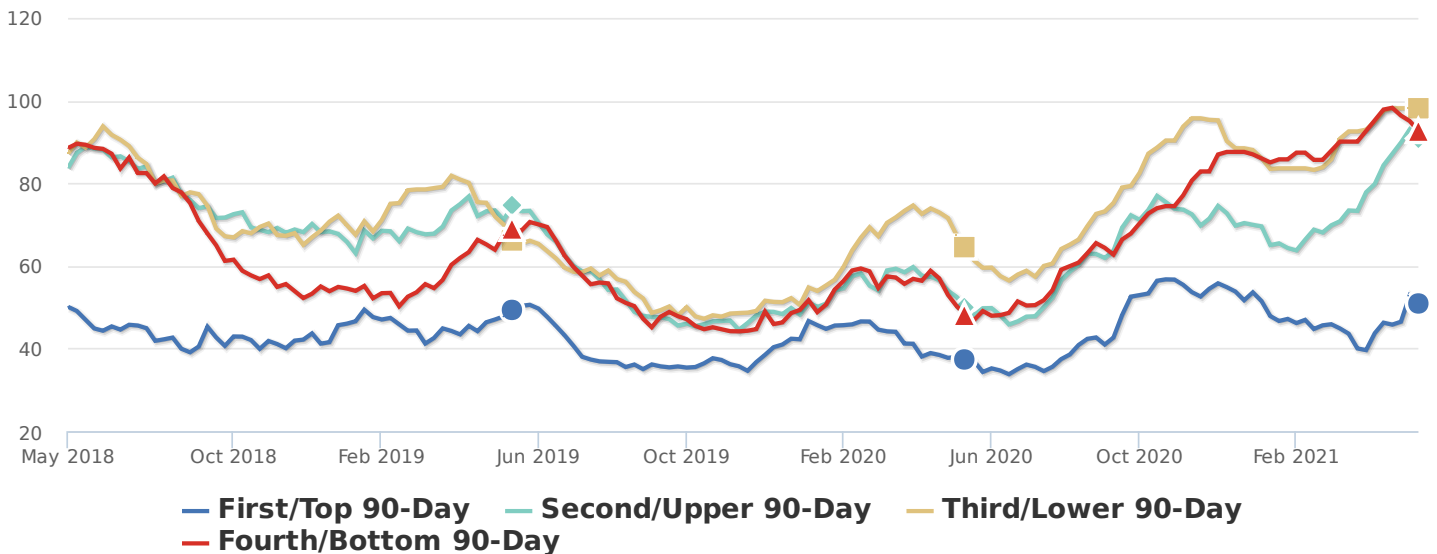
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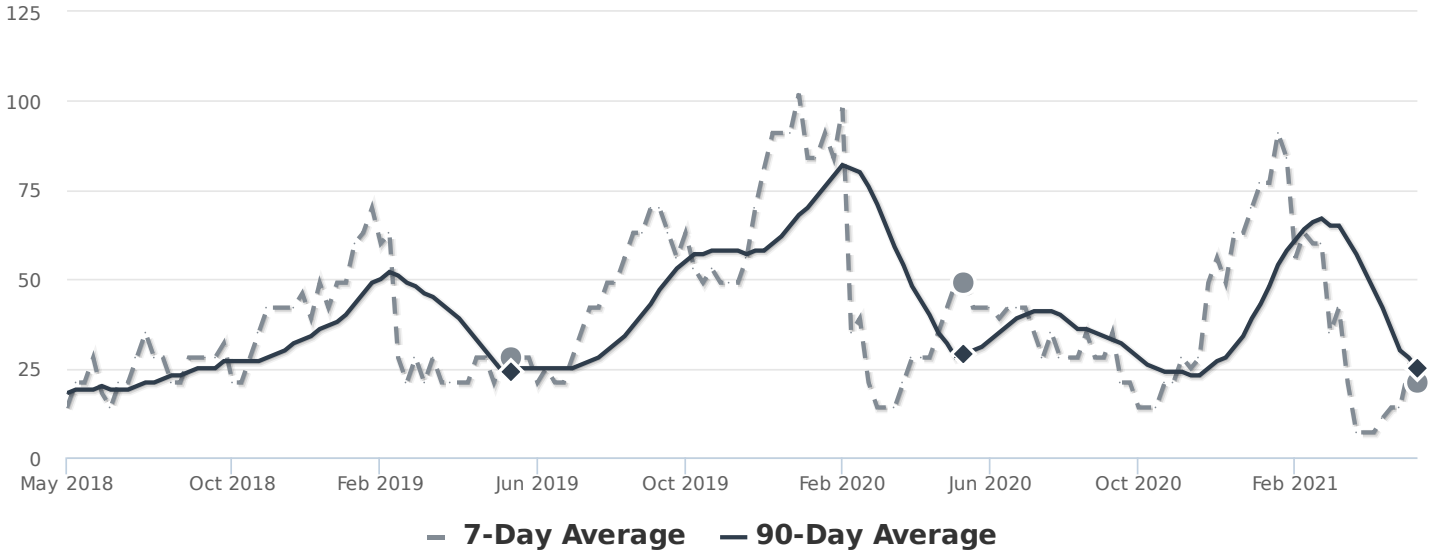
MARKET ACTION SEGMENTS

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 96 days. Half of the listings have come newly on the market in the past 25 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.

