



Market Report - The Brasil Group

Sunnyvale, CA

REPORT FOR 4/20/2024

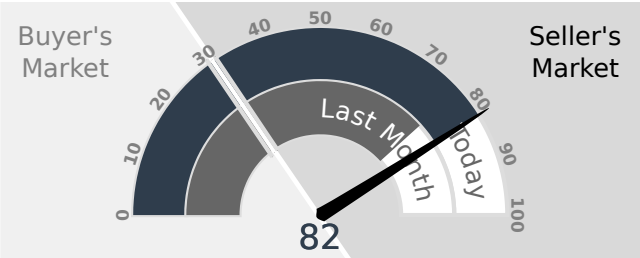
Single-Family Homes



This week the median list price for Sunnyvale, CA is \$2,248,000 with the market action index hovering around 82. This is an increase over last month's market action index of 77. Inventory has increased to 29.

MARKET ACTION INDEX











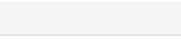
This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

REAL-TIME MARKET PROFILE

Median List Price		\$2,248,000
Median Price of New Listings		\$2,248,000
Per Square Foot		\$1,344
Average Days on Market		51
Median Days on Market		7
Price Decreased		10%
Price Increased		3%
Relisted		14%
Inventory		29
Median Rent		\$4,150
Market Action		82

Strong Seller's Market

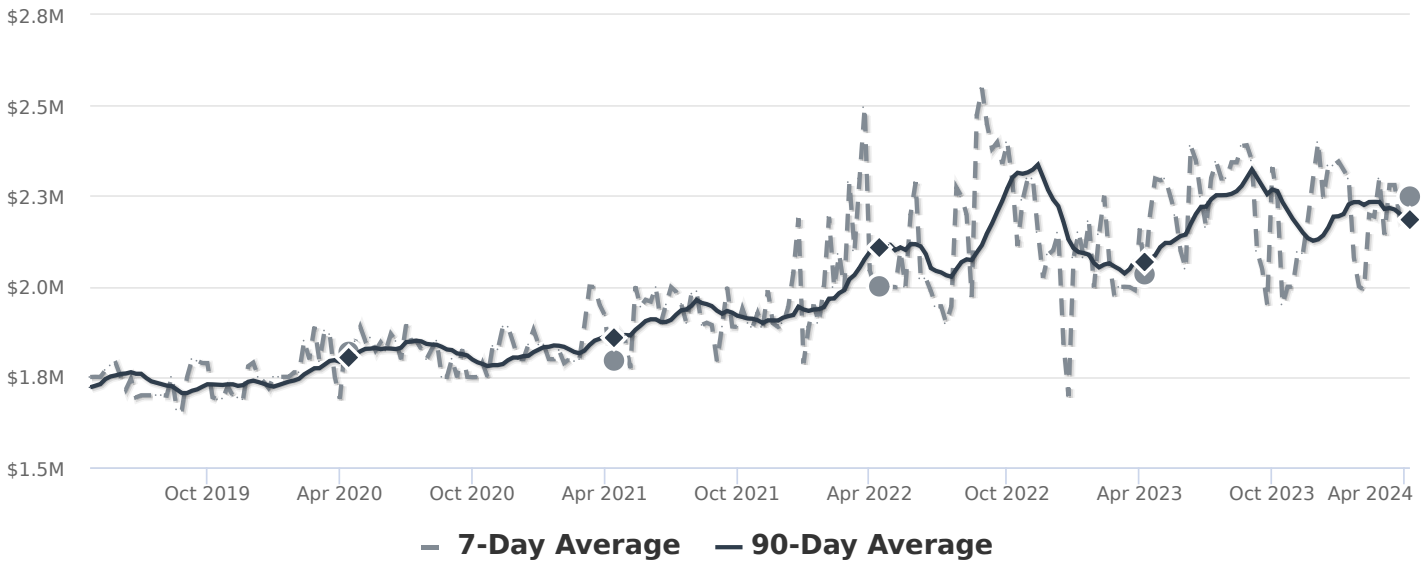
MARKET SEGMENTS

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

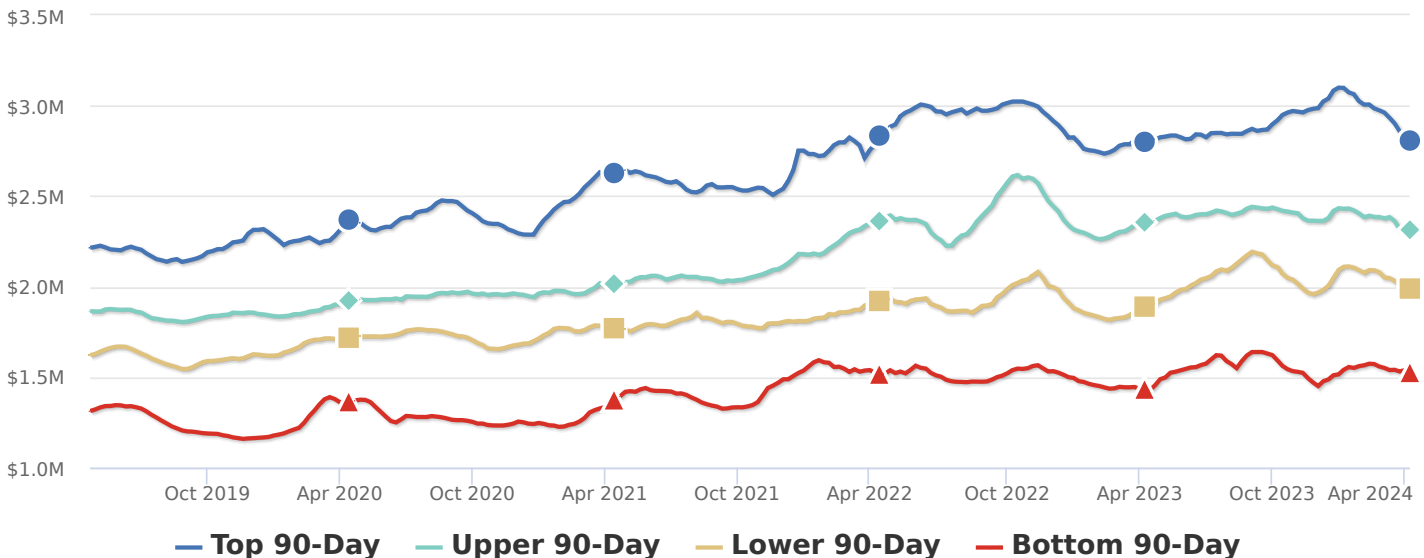
Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,988,888	2,237	8,000 - 10,000 sqft	4	2.5	66	5	2	0
\$2,488,000	1,649	6,500 - 8,000 sqft	3	2	61	2	2	14
\$2,188,000	1,636	4,500 - 6,500 sqft	3	2	69	3	2	14
\$1,519,500	1,208	4,500 - 6,500 sqft	3	2	70	5	3	0

MEDIAN LIST PRICE

The market is hovering around this plateau. Look for a persistent change in the Market Action Index before we see prices deviate from these levels.

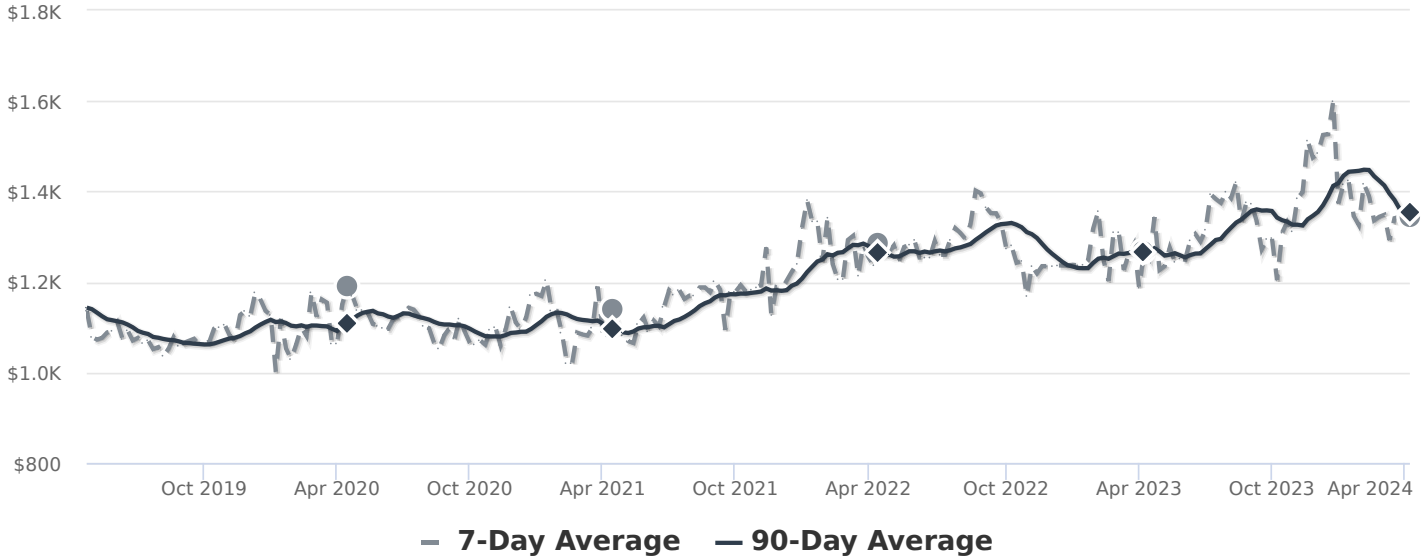
**SEGMENTS**

Prices have generally settled at a plateau, although Quartile 1 has been trending a bit downward 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.



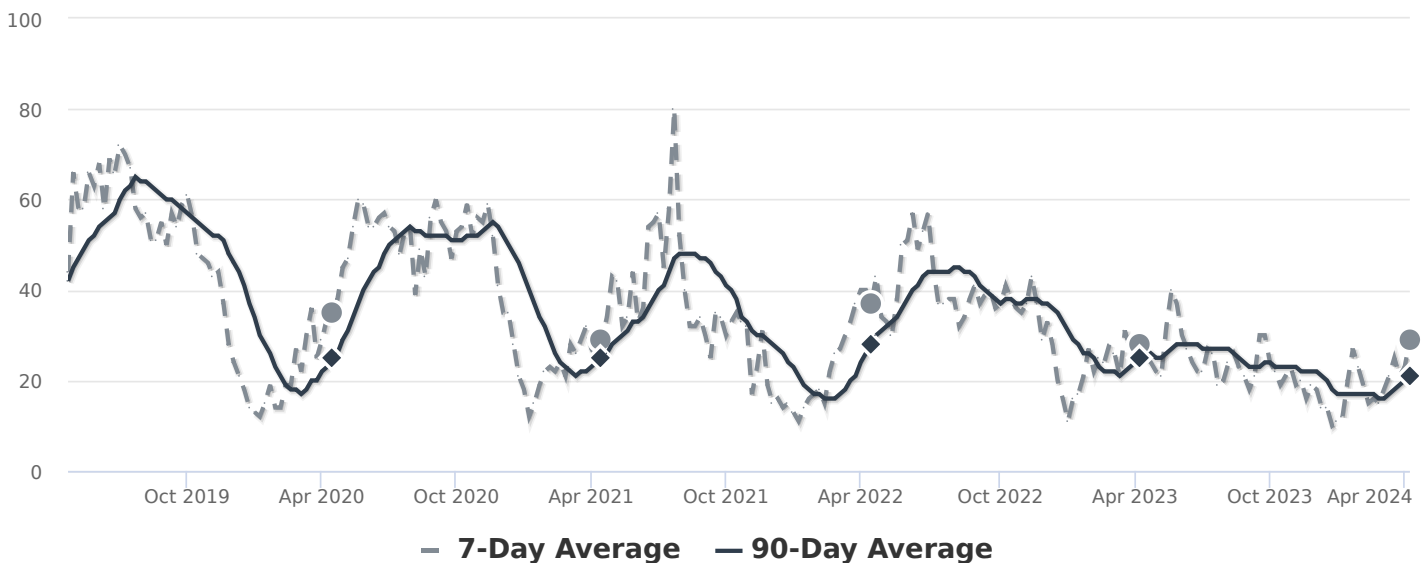
PRICE PER SQUARE FOOT

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers are tending to get more home for their money.



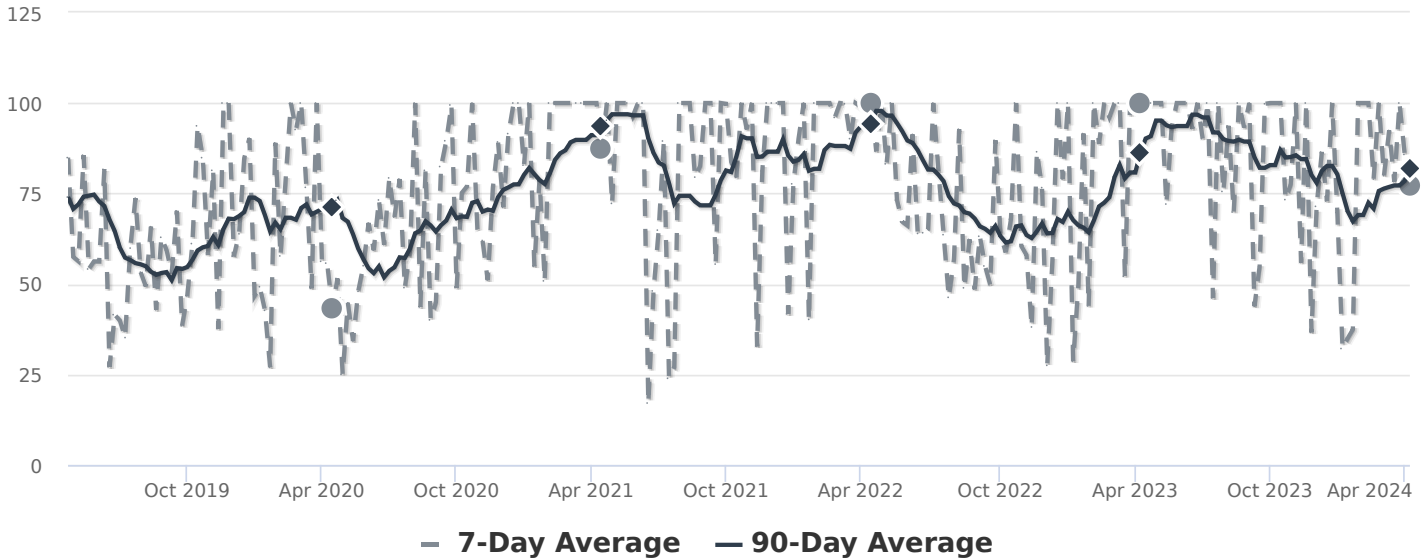
INVENTORY

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.



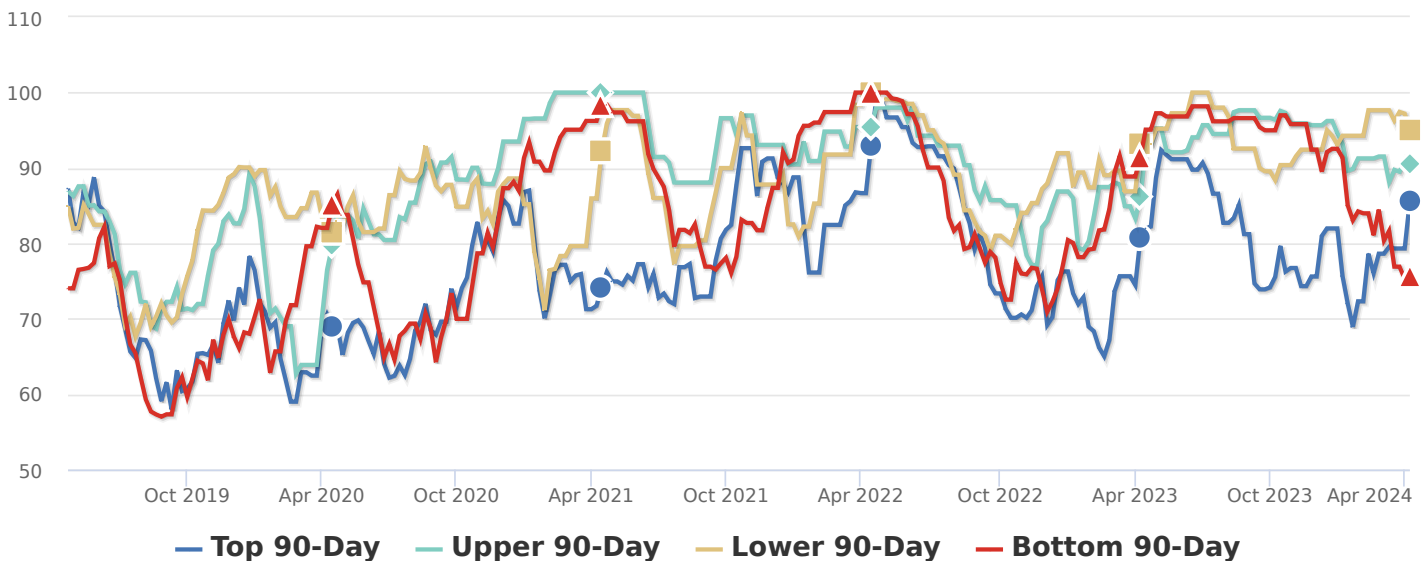
MARKET ACTION INDEX

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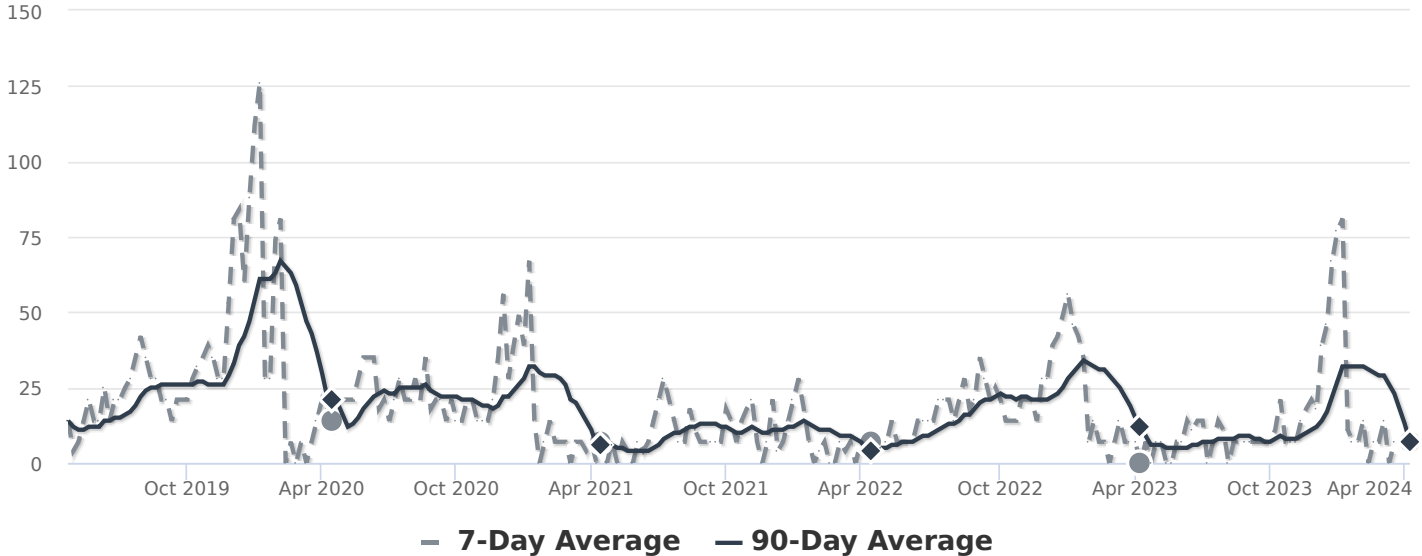
MARKET ACTION SEGMENTS

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 58 days. Half of the listings have come newly on the market in the past 7 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.

