



Market Report - The Brasil Group

Santa Clara, CA

REPORT FOR 5/18/2021

Single-Family Homes



Presented by Vinicius Brasil

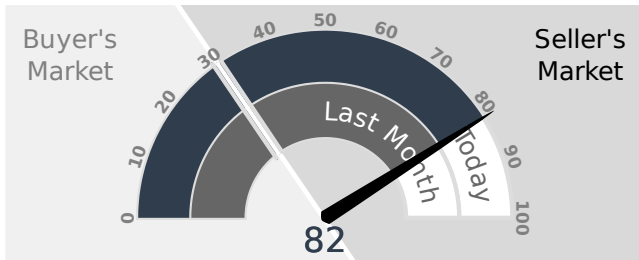
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This week the median list price for Santa Clara, CA is \$1,500,000 with the market action index hovering around 82. This is about the same as last month's market action index of 82. Inventory has increased to 33.

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		\$1,500,000
Median Price of New Listings		\$1,518,944
Per Square Foot		\$1,049
Average Days on Market		63
Median Days on Market		7
Price Decreased		9%
Price Increased		3%
Relisted		3%
Inventory		33
Median Rent		\$3,400
Market Action		82

Strong Seller's Market

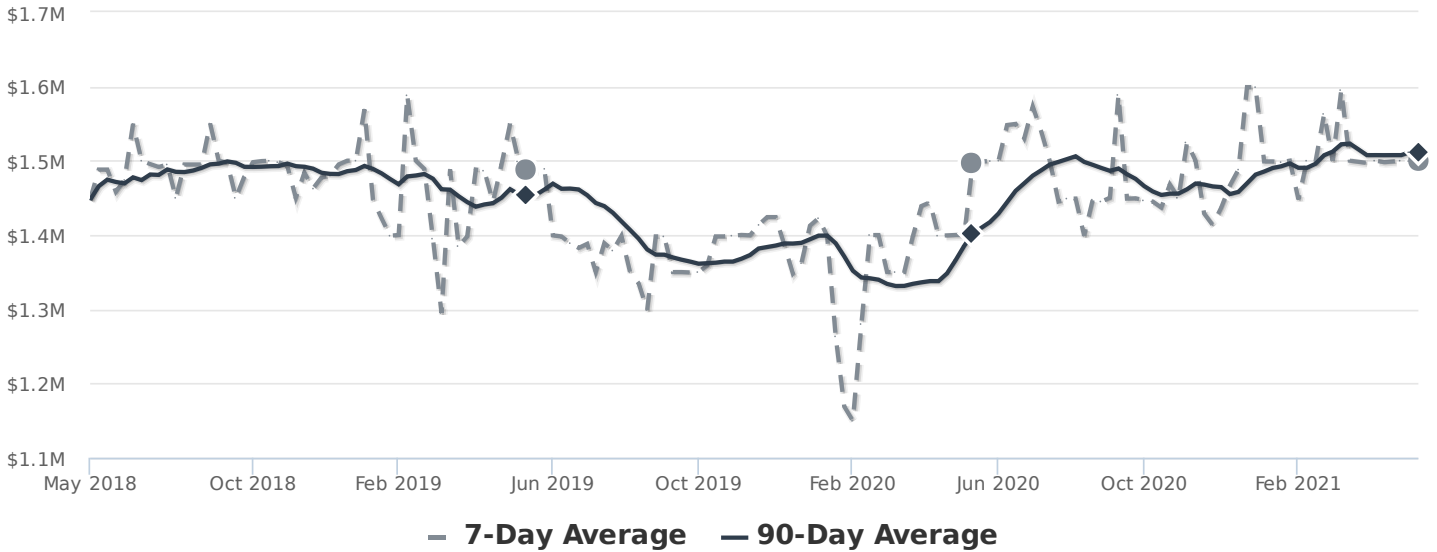
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$1,950,444	2,035	6,500 - 8,000 sqft	4	3	57	2	3	7
\$1,649,999	1,782	6,500 - 8,000 sqft	3	2	52	5	3	7
\$1,447,500	1,436	6,500 - 8,000 sqft	3	2	67	4	5	3
\$1,248,000	1,166	4,500 - 6,500 sqft	3	2	67	3	4	14

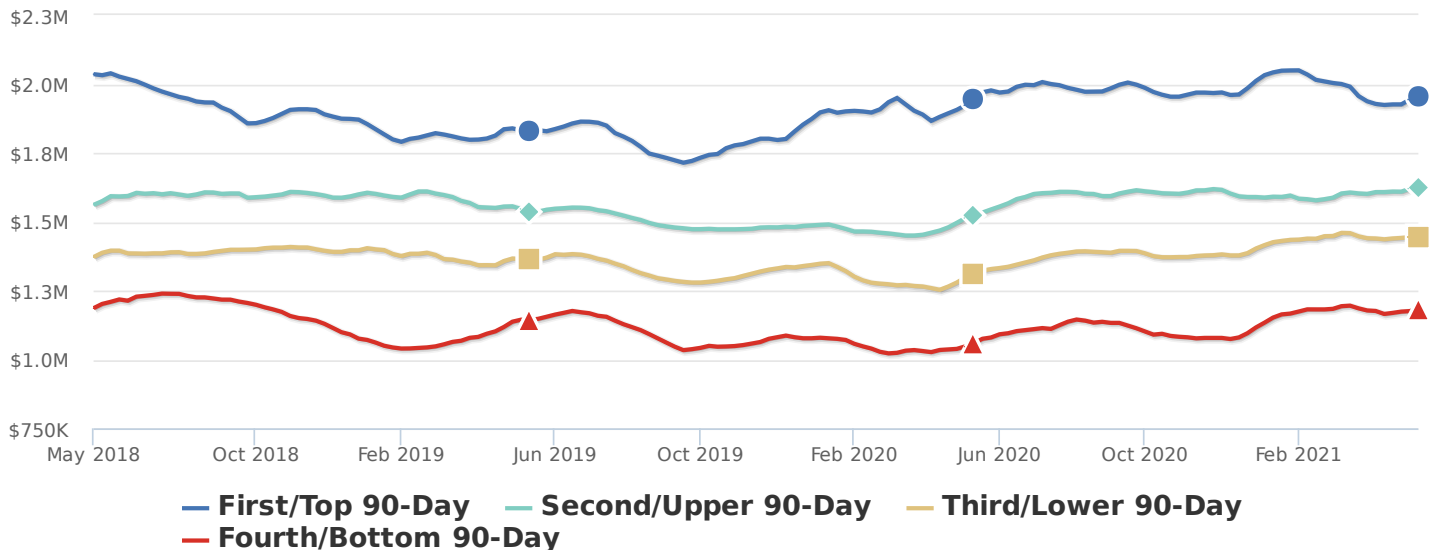
MEDIAN LIST PRICE

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



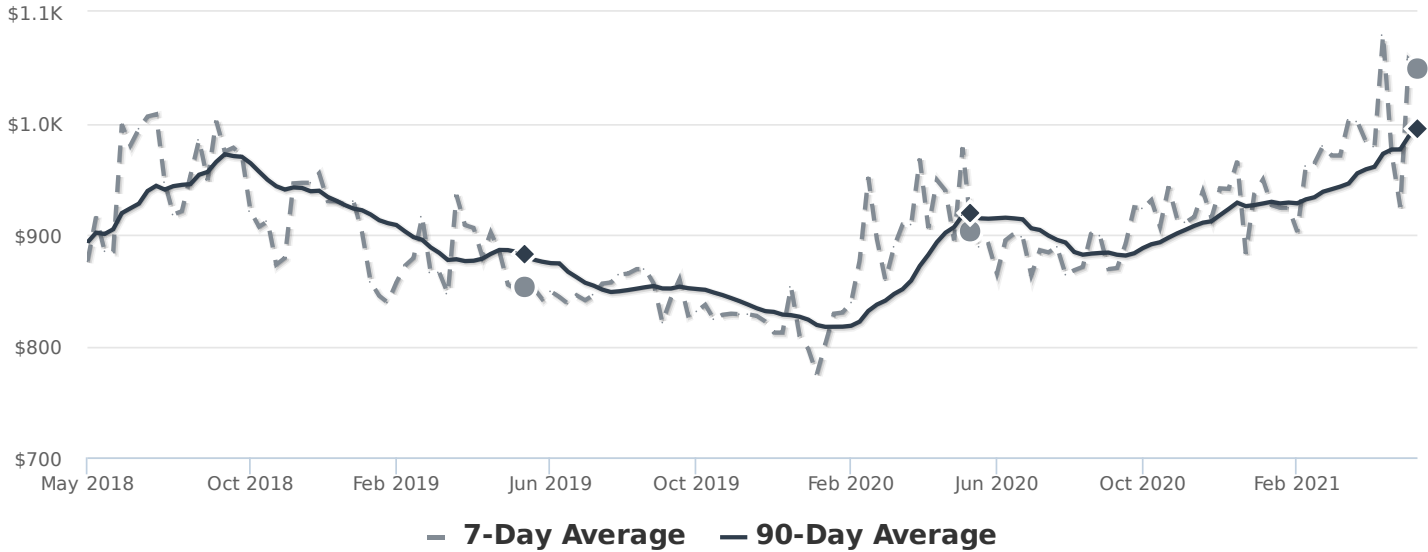
SEGMENTS

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.



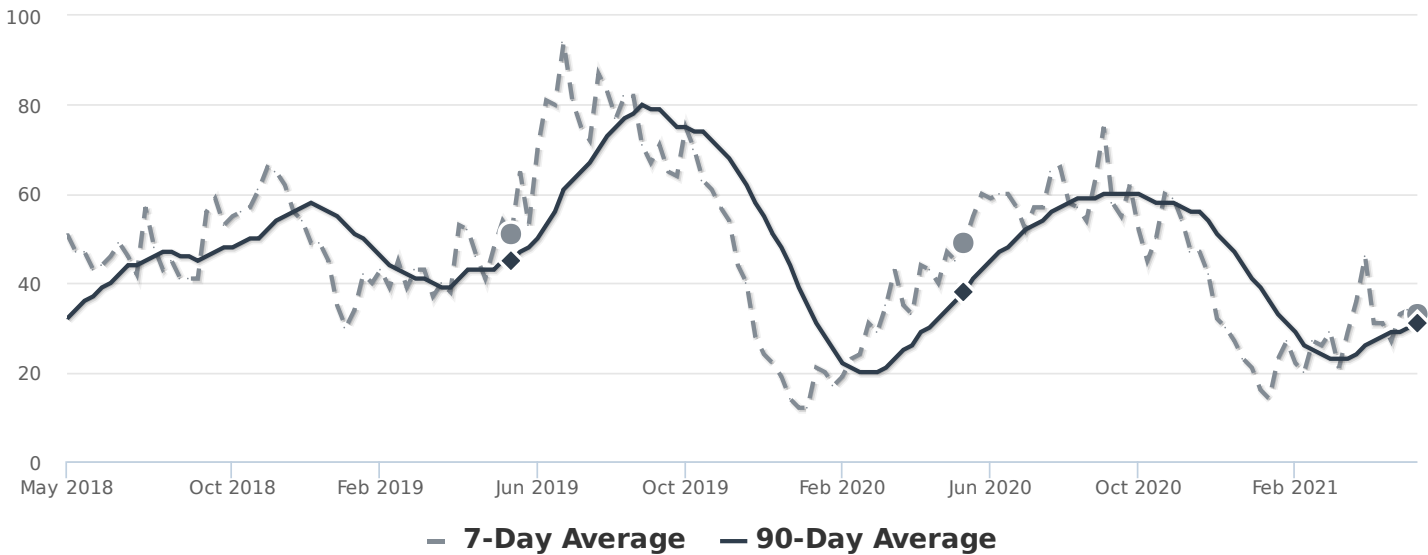
PRICE PER SQUARE FOOT

The value placed on homes continues to increase, despite the fact that prices in general have remained basically flat. These conditions can arise when inventory is light and more, smaller homes have more influence on overall prices.



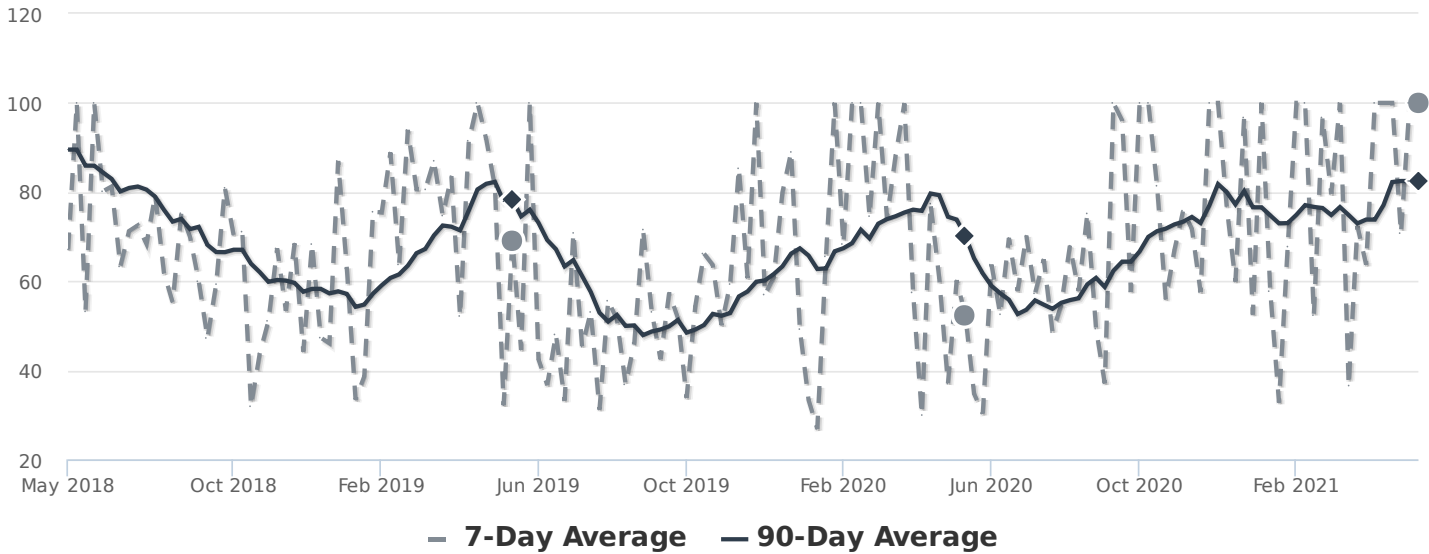
INVENTORY

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.



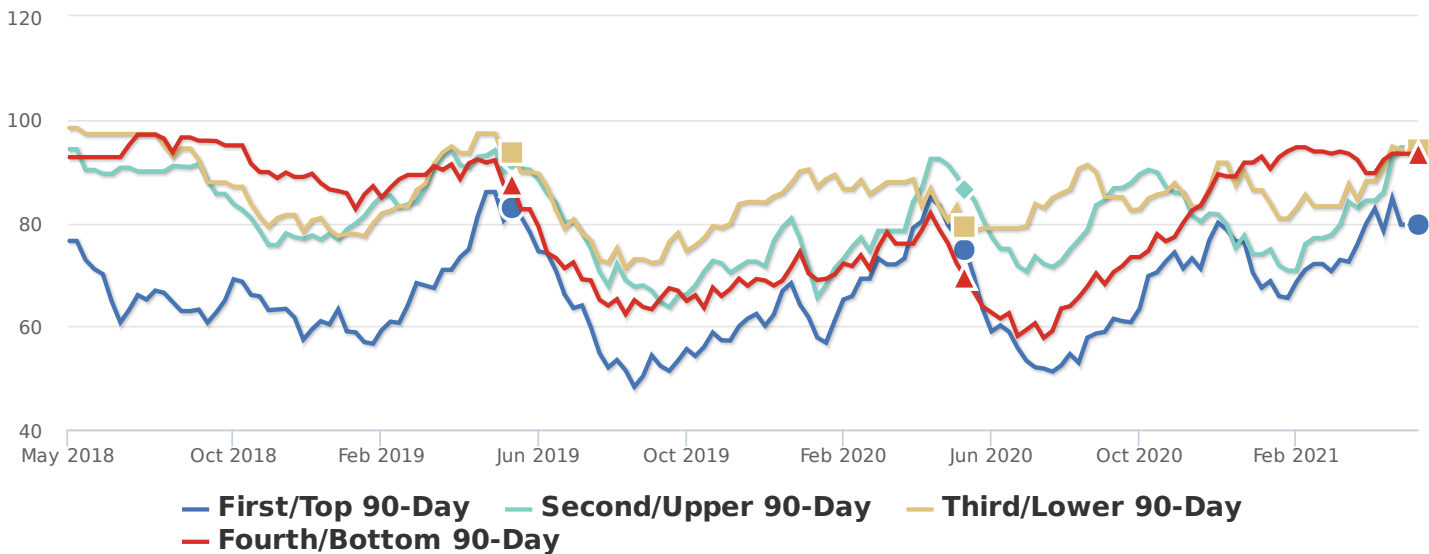
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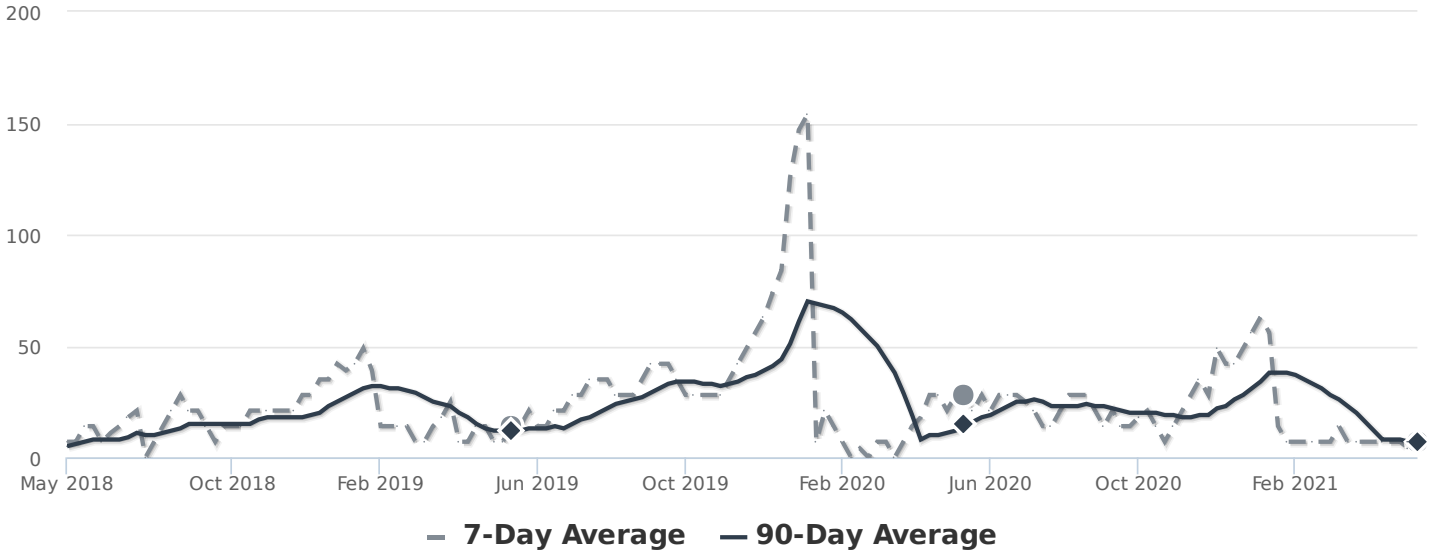
MARKET ACTION SEGMENTS

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 60 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.

