



Market Report - The Brasil Group

Santa Clara, CA

REPORT FOR 12/8/2022

Single-Family Homes



Presented by Vinicius Brasil

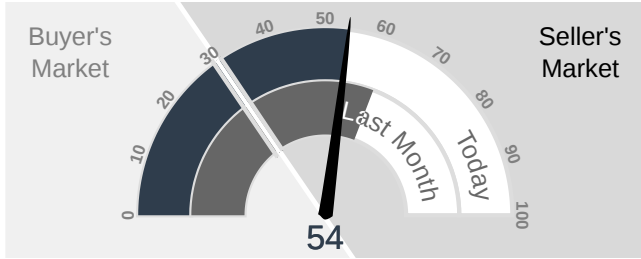
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This week the median list price for Santa Clara, CA is \$1,668,500 with the market action index hovering around 54. This is less than last month's market action index of 62. Inventory has decreased to 36.

MARKET ACTION INDEX

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



Strong Seller's Market

The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

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
\$2,199,888	1,762	6,500 - 8,000 sqft	3	2.5	65	0	2	21
\$1,788,888	1,860	4,500 - 6,500 sqft	3	3	66	1	4	42
\$1,538,000	1,705	4,500 - 6,500 sqft	4	2	59	0	0	63
\$1,400,000	1,353	4,500 - 6,500 sqft	3	2	66	2	1	28

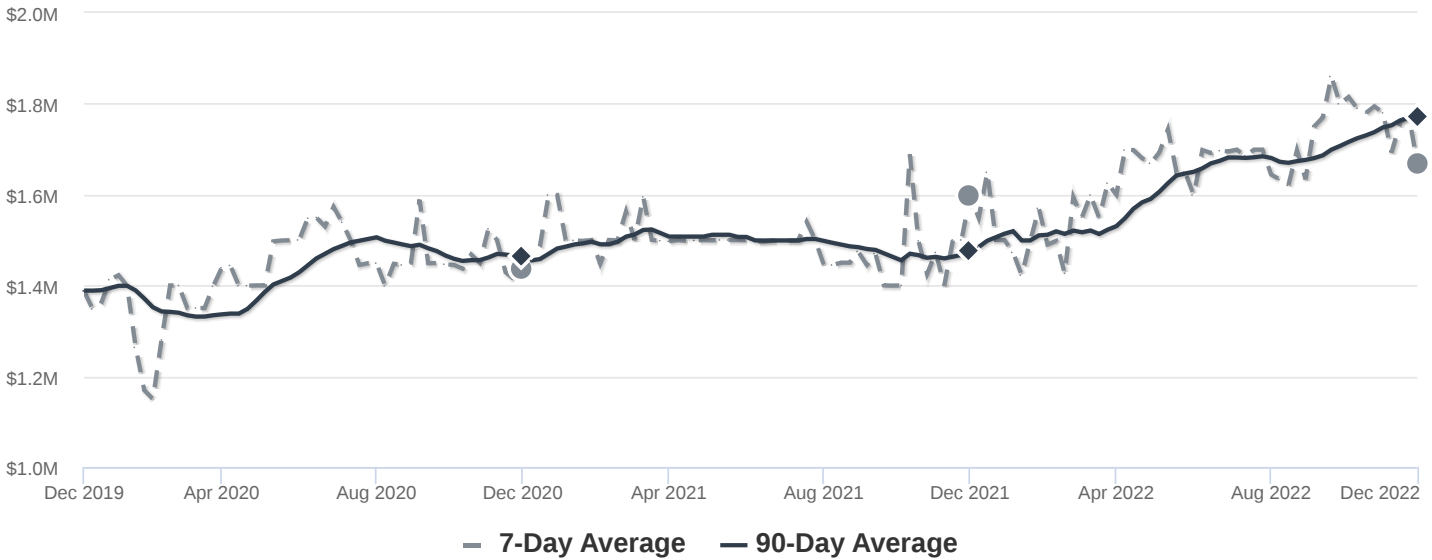
REAL-TIME MARKET PROFILE

Median List Price		\$1,668,500
Median Price of New Listings		\$1,499,000
Per Square Foot		\$1,004
Average Days on Market		127
Median Days on Market		42
Price Decreased		36%
Price Increased		6%
Relisted		6%
Inventory		36
Median Rent		\$4,150
Market Action		54

Strong Seller's Market

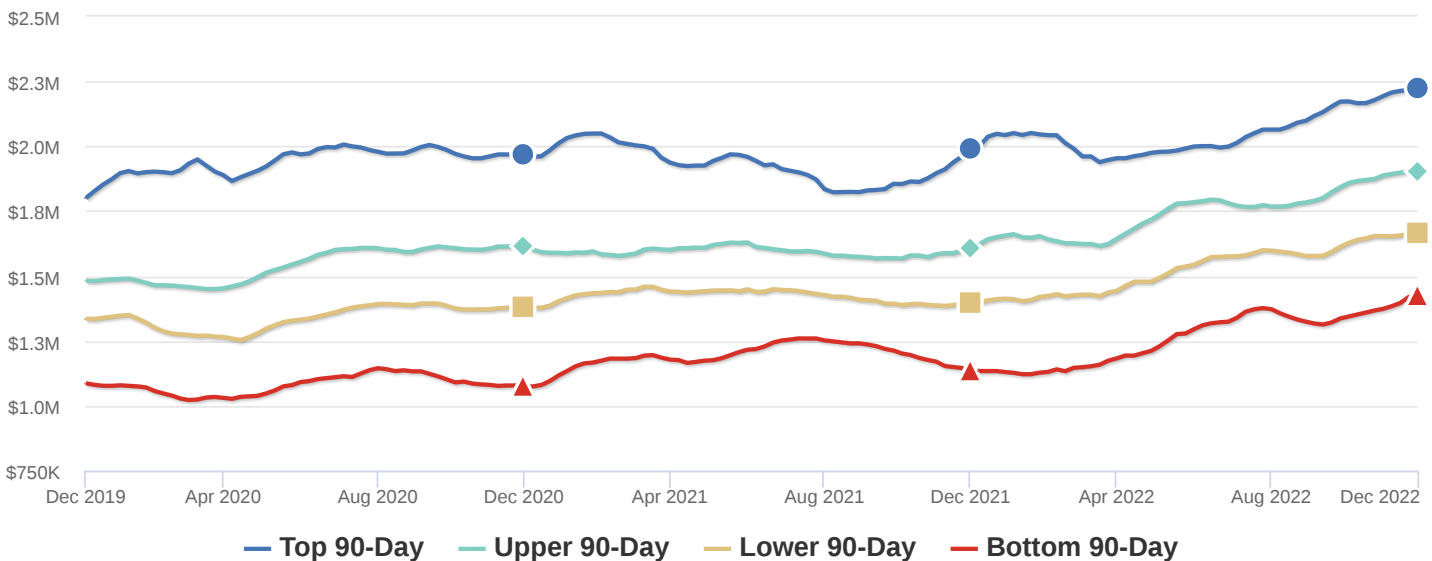
MEDIAN LIST PRICE

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



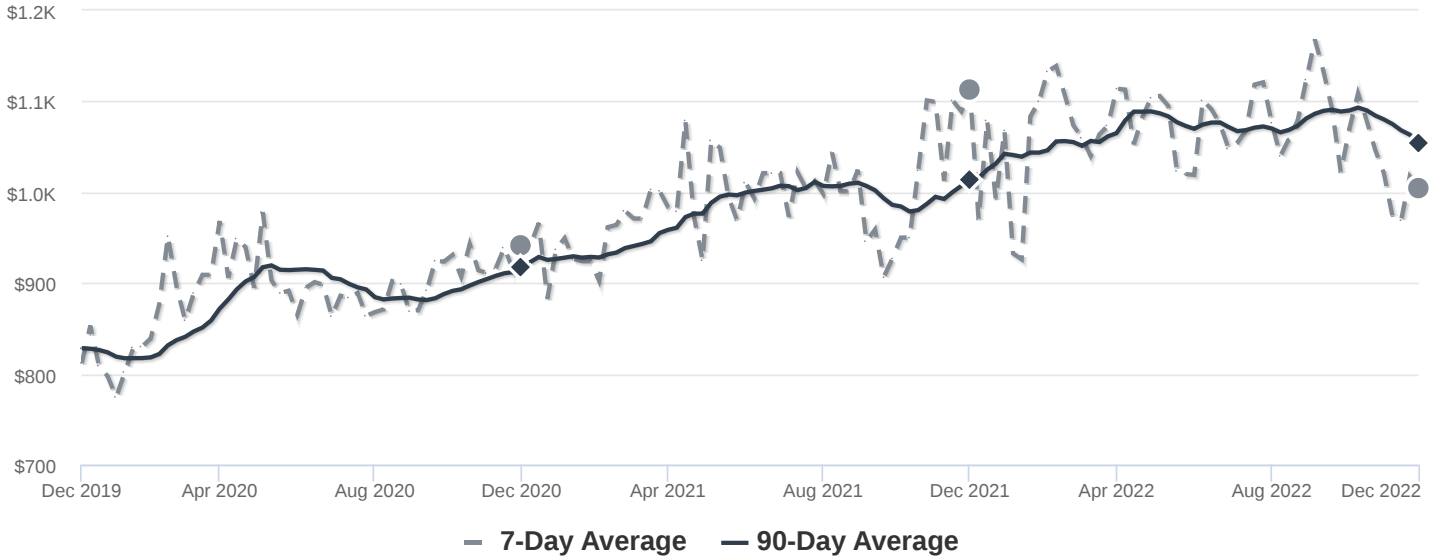
SEGMENTS

Prices in most of the market have stabilized recently. Only Quartile 4 shows any price increases in the last few weeks. Often this condition happens in markets where demand has fallen (for example, due to micro-location variables) but supply is still relatively short. Buyers are focusing on the lowest price homes in the area.



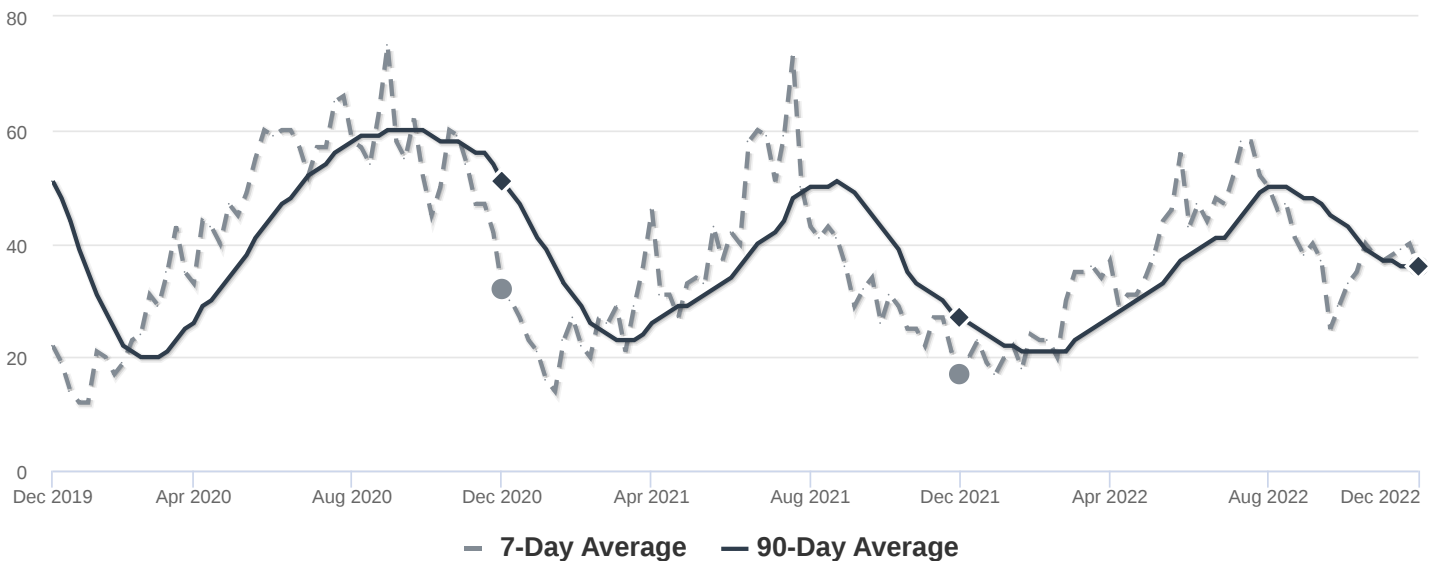
PRICE PER SQUARE FOOT

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.



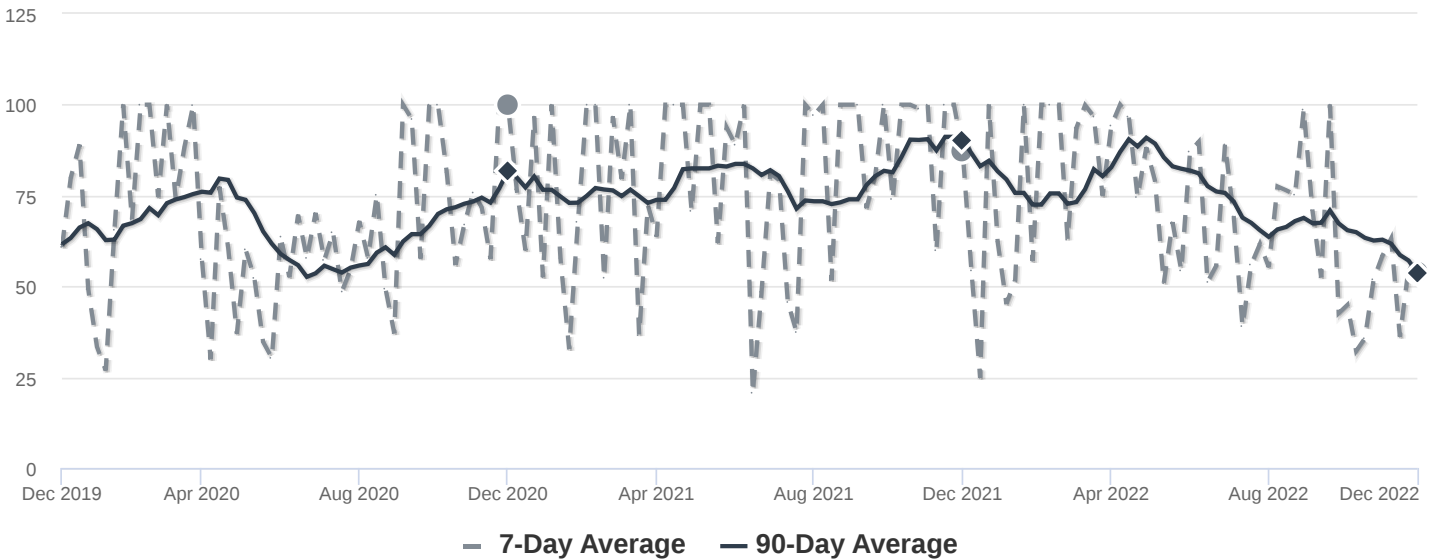
INVENTORY

Inventory has been 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.



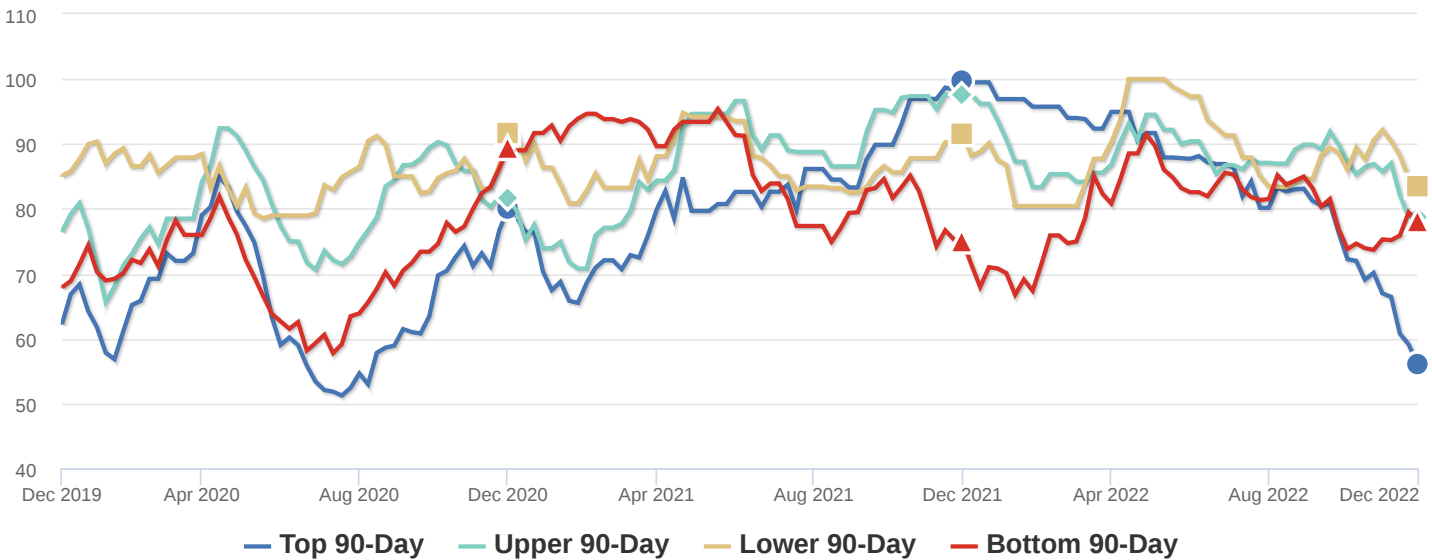
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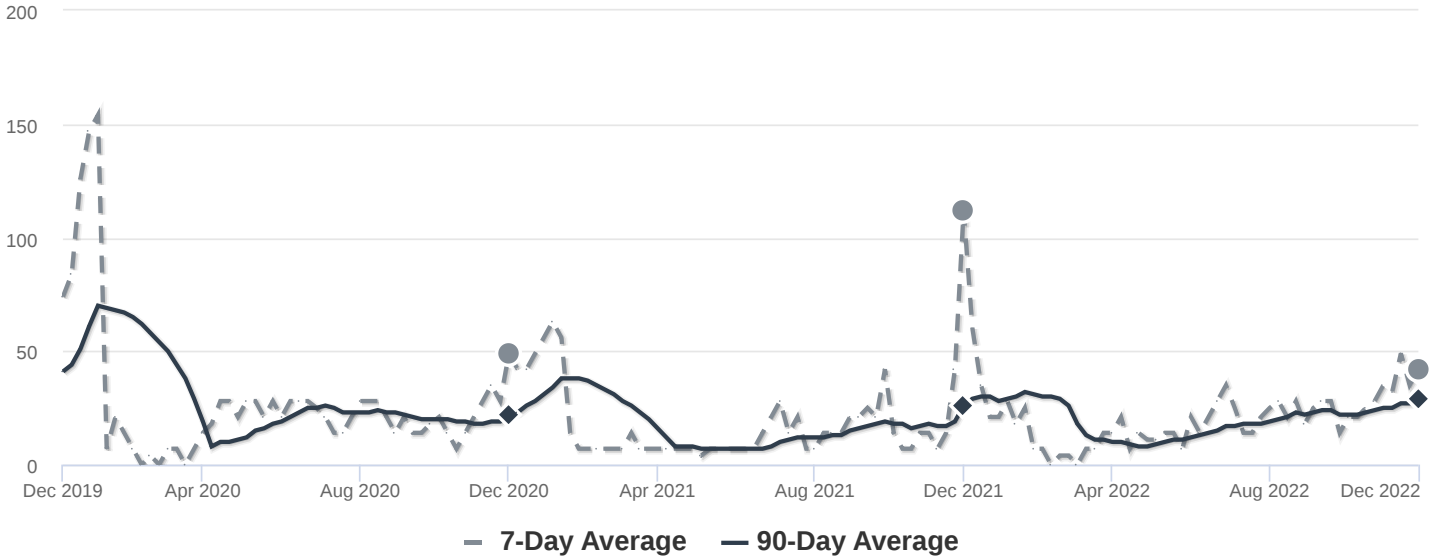
MARKET ACTION SEGMENTS

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 114 days. Half of the listings have come newly on the market in the past 29 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.

