



# **Market Report - The Brasil Group**

## **Sunnyvale, CA 94086**

REPORT FOR 4/25/2024

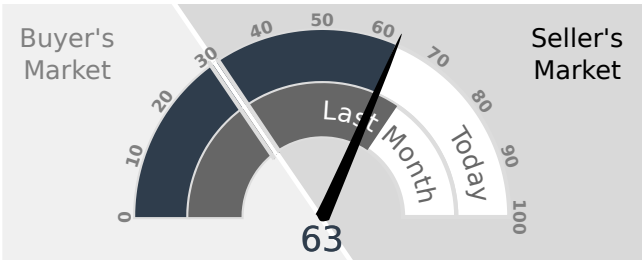
Single-Family Homes



This week the median list price for Sunnyvale, CA 94086 is \$2,143,500 with the market action index hovering around 63. This is less than last month's market action index of 69. Inventory has increased to 16.

MARKET ACTION INDEX











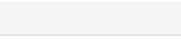
This answers "How's the Market?" by comparing rate of sales versus inventory.



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		\$2,143,500
Median Price of New Listings		\$1,849,444
Per Square Foot		\$1,204
Average Days on Market		94
Median Days on Market		21
Price Decreased		19%
Price Increased		6%
Relisted		25%
Inventory		16
Median Rent		\$3,400
Market Action		<b>63</b>
Strong Seller's Market		

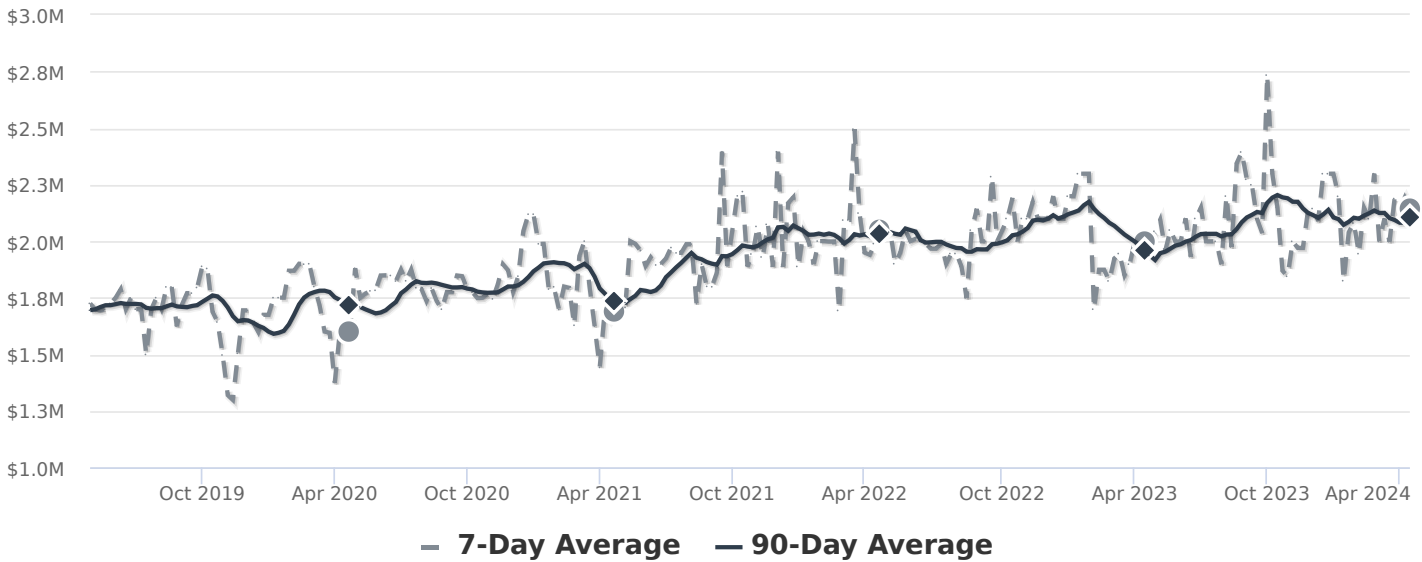
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,440,000	2,062	6,500 - 8,000 sqft	4	3	51	1	0	24
\$2,194,444	1,909	6,500 - 8,000 sqft	3	3.5	84	1	0	56
\$2,049,444	1,520	4,500 - 6,500 sqft	3	2	70	1	0	28
\$1,568,999	1,340	4,500 - 6,500 sqft	3	1.5	81	3	0	0

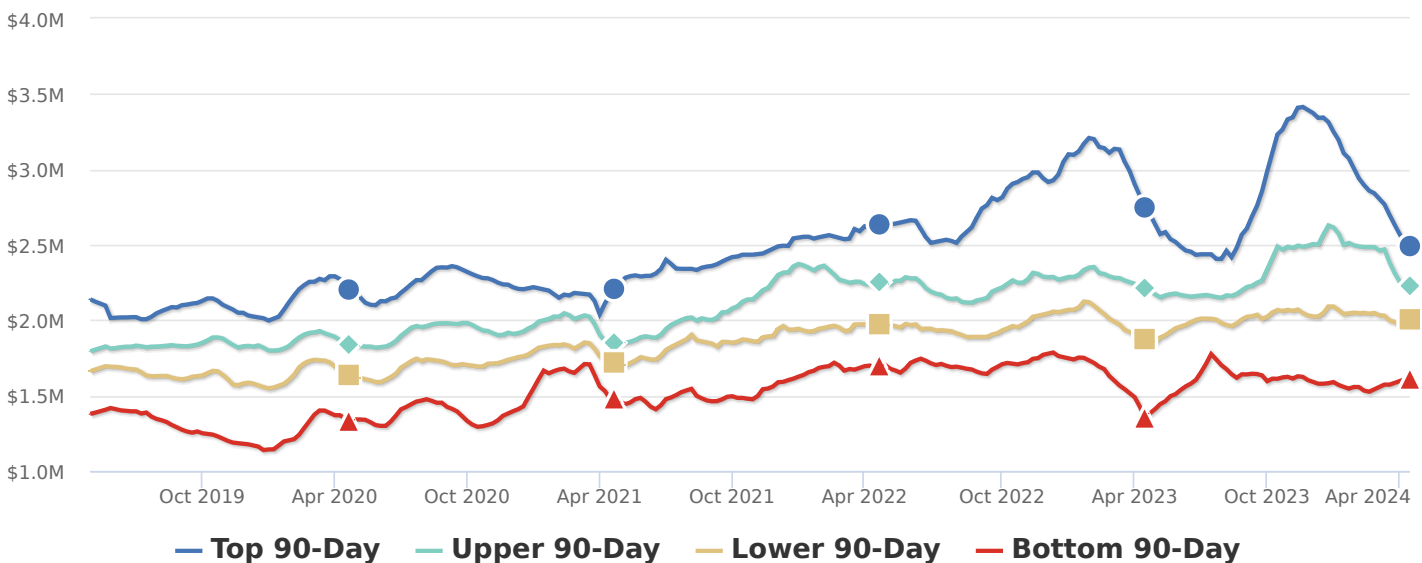
## MEDIAN LIST PRICE

Prices in this zip code are bouncing around near term trough. Look for a persistent up-shift in the Market Action Index before we see prices move significantly from here.



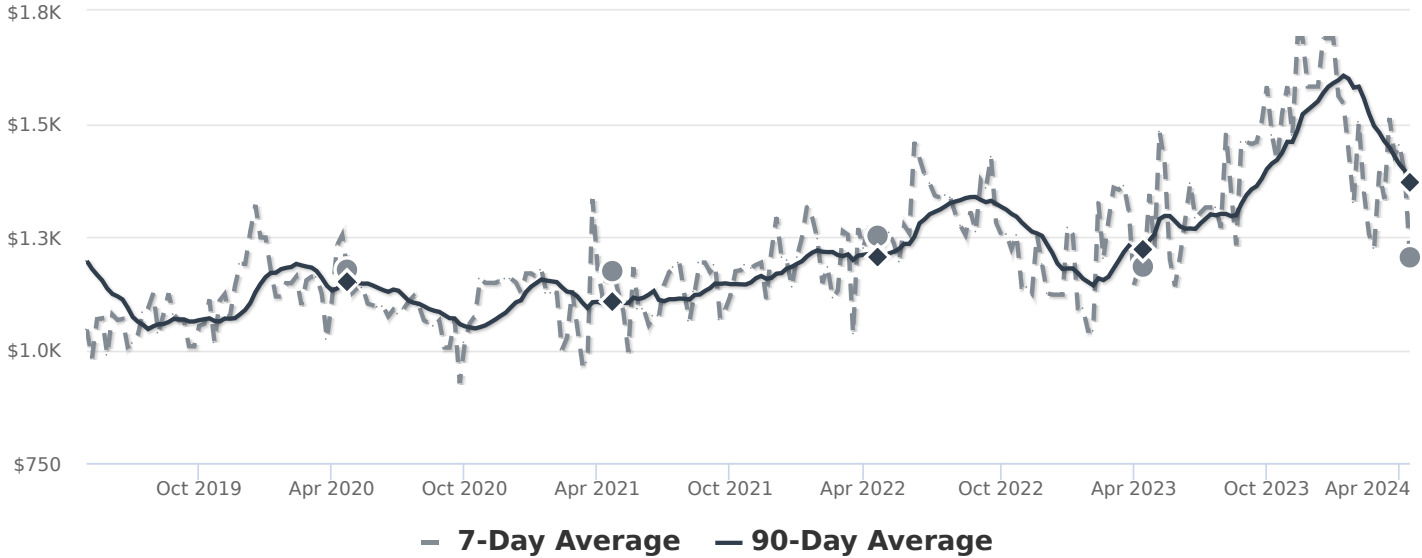
## SEGMENTS

In the quartile market segments, we see the upper end of the market in this zip code showing weakness. While there is enough demand in the low end (Quartiles 3 and 4) to keep prices flat, unless there is a persistent up-shift in the Market Action Index, the entire market may resume a down trend soon.



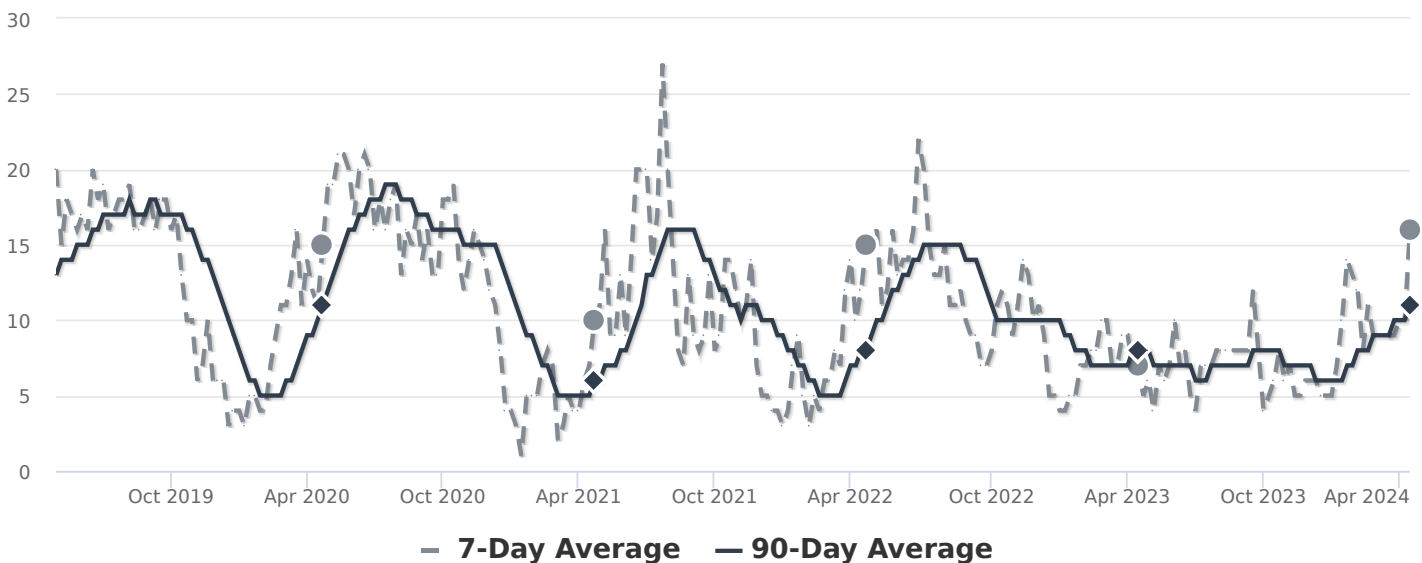
## PRICE PER SQUARE FOOT

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.



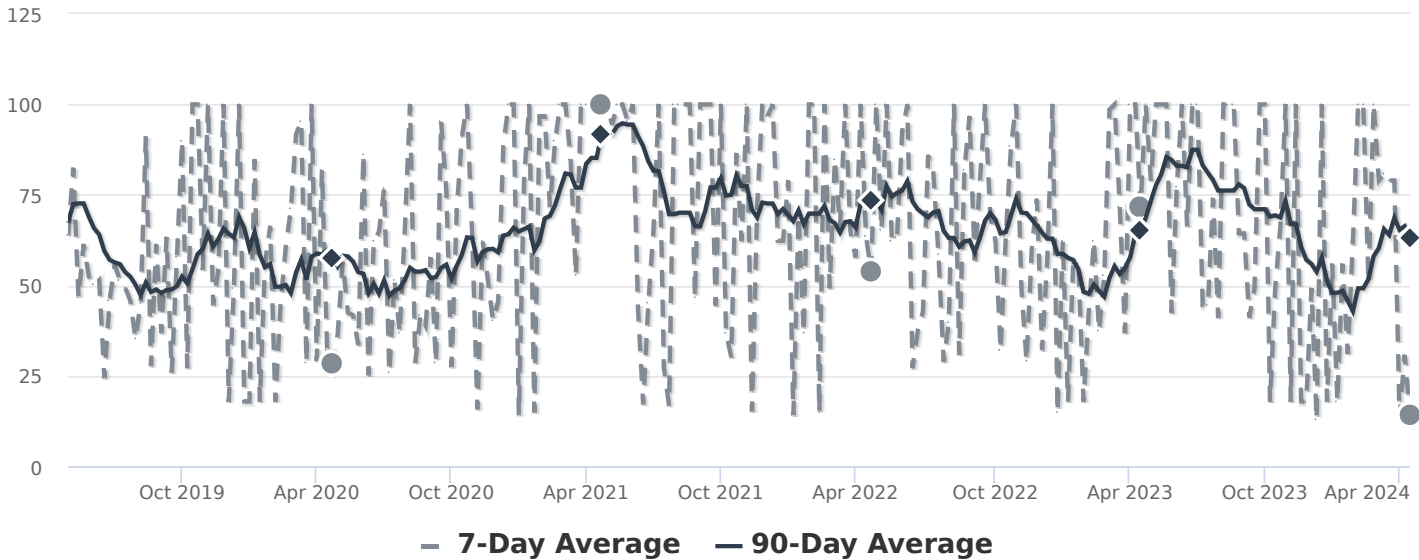
## INVENTORY

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.



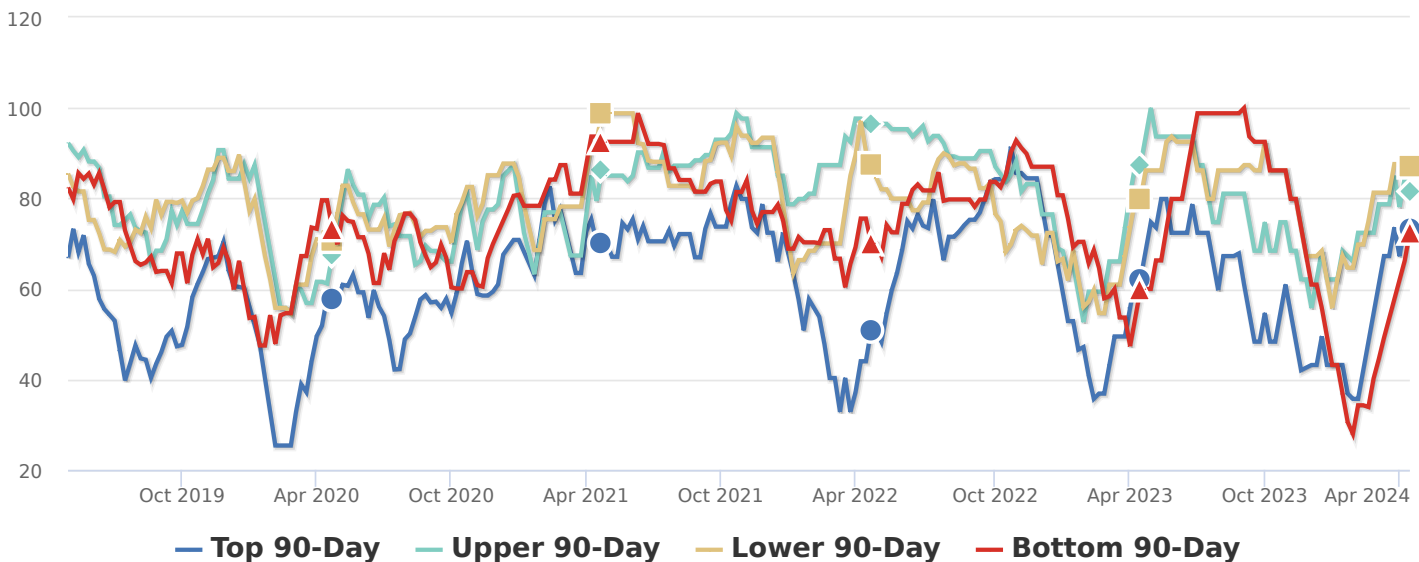
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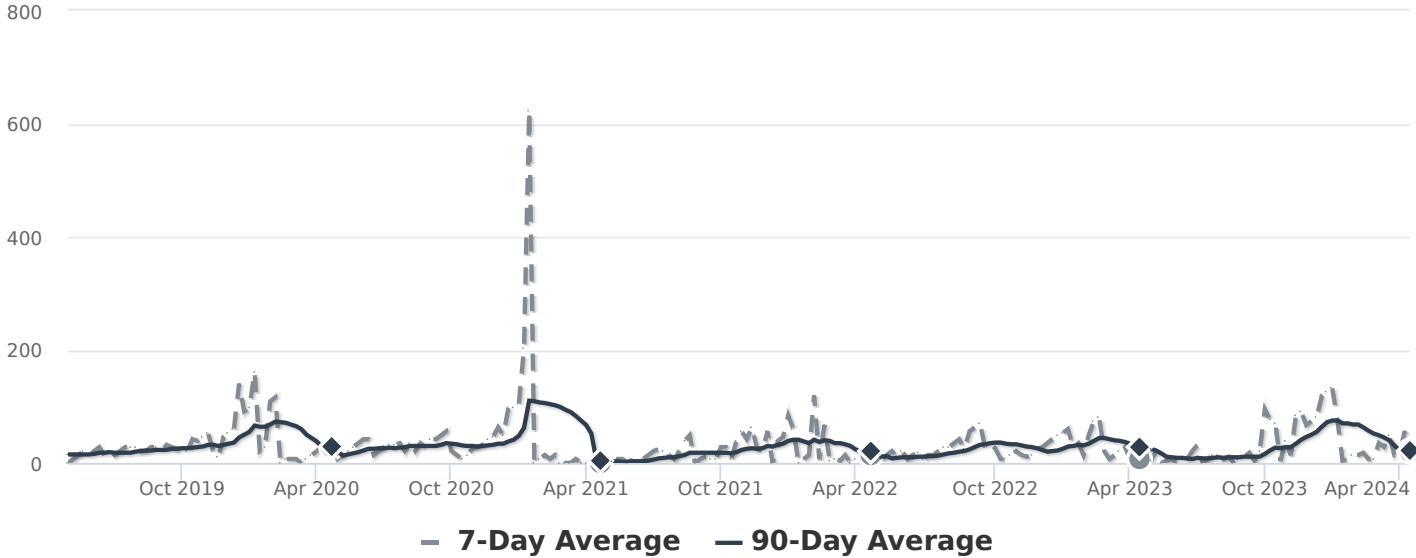
## MARKET ACTION SEGMENTS

Not surprisingly, all segments in this zip code 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 103 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.

