



Market Report - The Brasil Group

Los Gatos, CA 95030

REPORT FOR 2/28/2021

Single-Family Homes



Presented by Vinicius Brasil

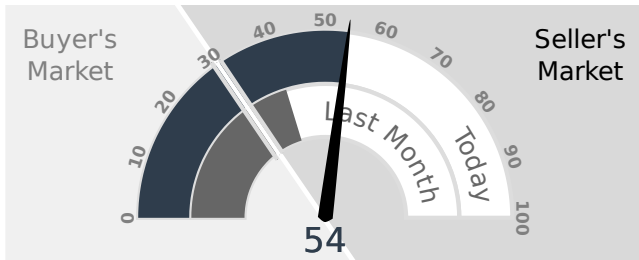
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This week the median list price for Los Gatos, CA 95030 is \$3,585,000 with the market action index hovering around 54. This is an increase over last month's market action index of 41. Inventory has held steady at or around 15.

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		\$3,585,000
Per Square Foot		\$1,157
Days on Market		7
Price Decreased		20%
Price Increased		0%
Relisted		0%
Inventory		15
Median Rent		
Most Expensive		\$6,500,000
Least Expensive		\$1,998,000
Market Action		54

Strong Seller's Market

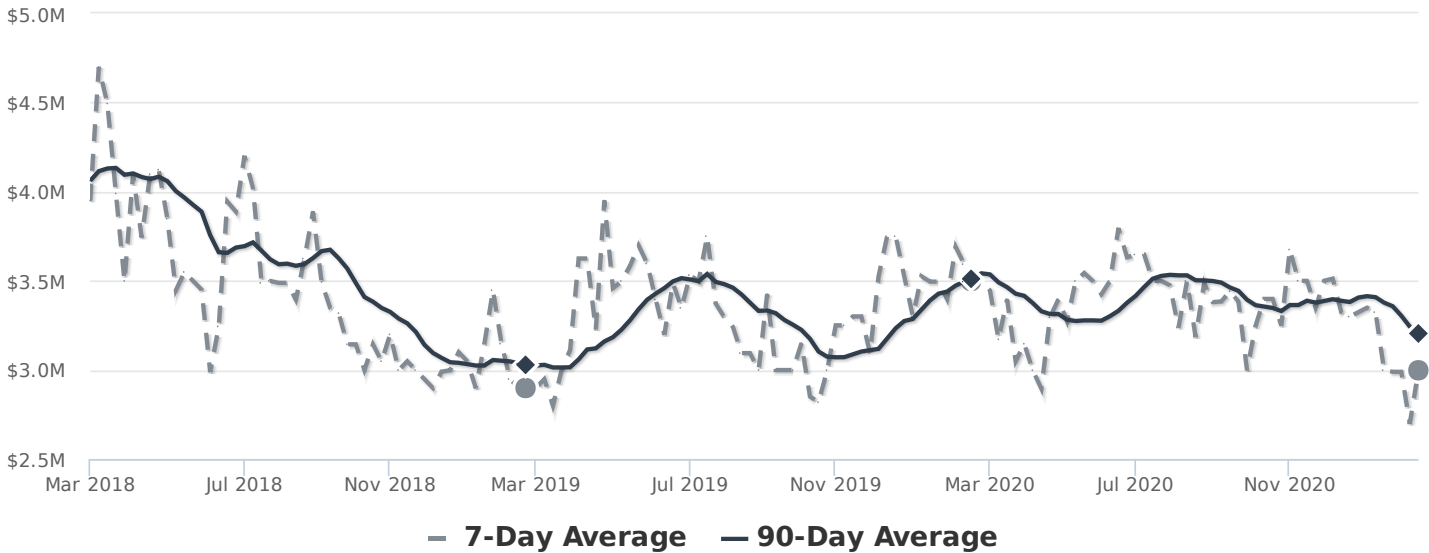
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$5,275,000	4,456	1 - 2.5 acres	4	4	47	2	0	0
\$4,319,000	4,085	0.5 - 1 acre	5	5	16	1	2	70
\$3,049,975	3,176	0.25 - 0.5 acre	4	3	51	1	2	73
\$2,048,500	1,582	4,500 - 6,500 sqft	3	2	57	1	2	10

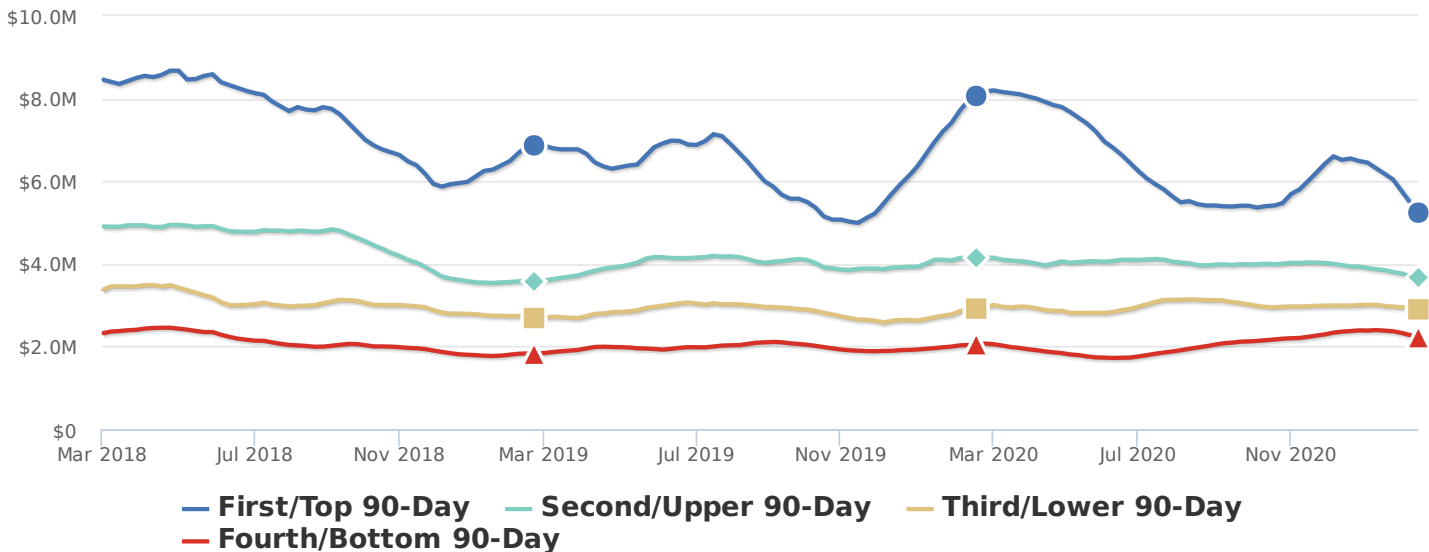
MEDIAN LIST PRICE

Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.



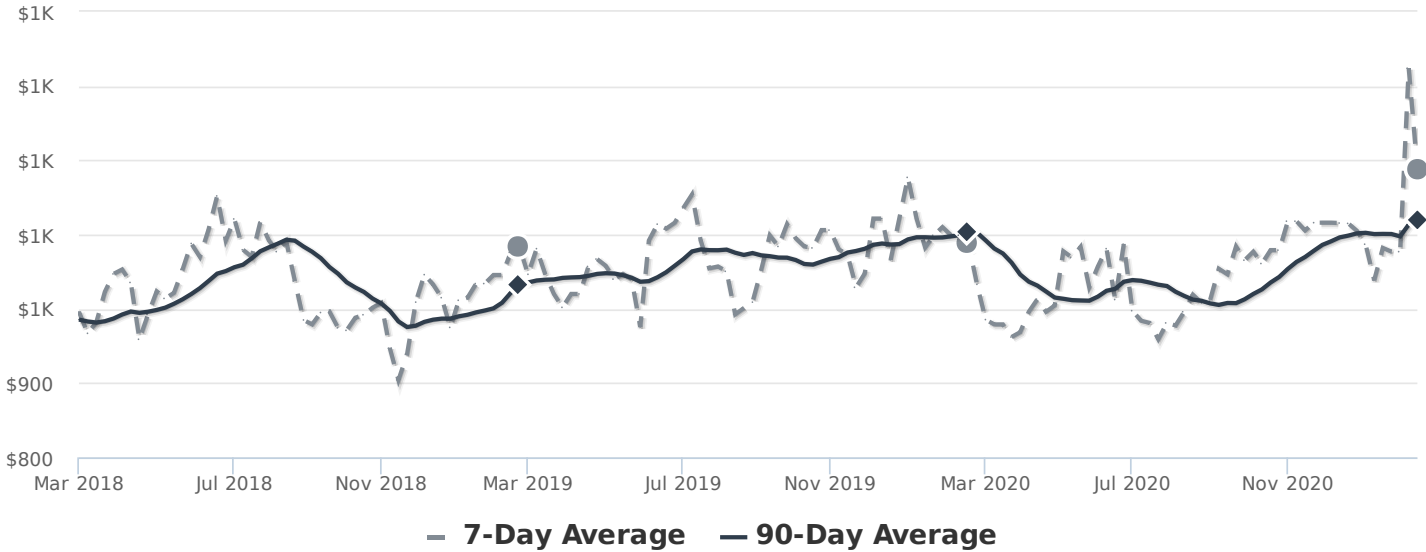
SEGMENTS

In the quartile market segments, we see the market's price weakness evident across the board. Quartiles 1, 2, and 4 have been in price decline in recent weeks, with Quartile 3 remaining basically flat. Look to the Market Action Index as a leading indicator of the bottom of the market.



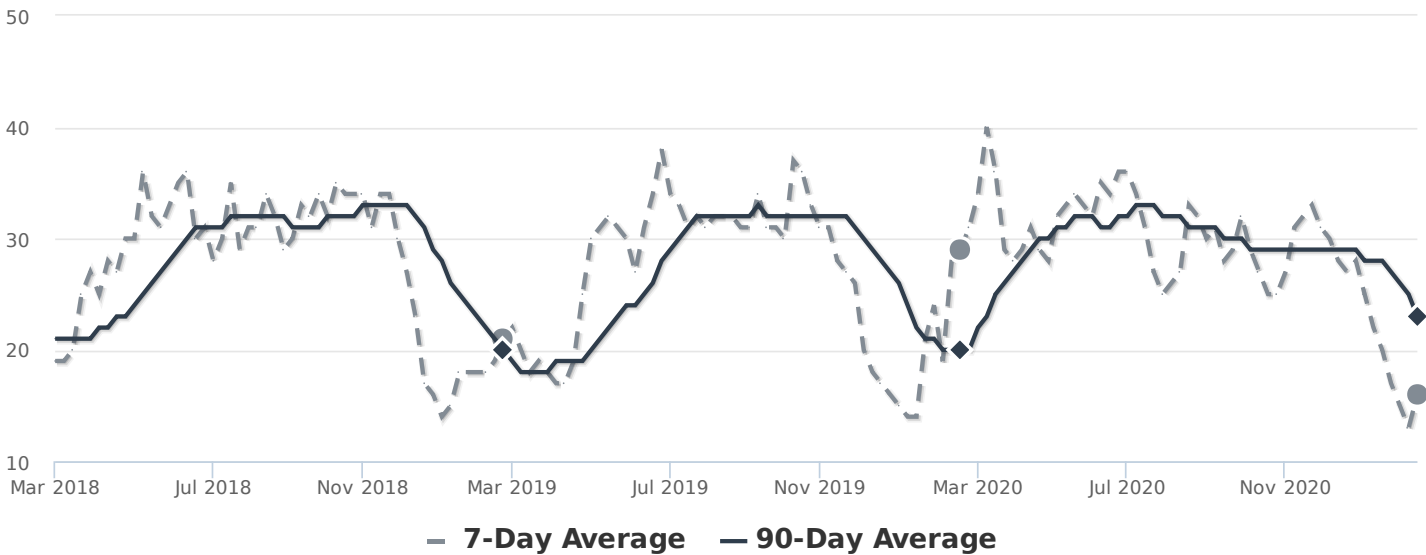
PRICE PER SQUARE FOOT

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



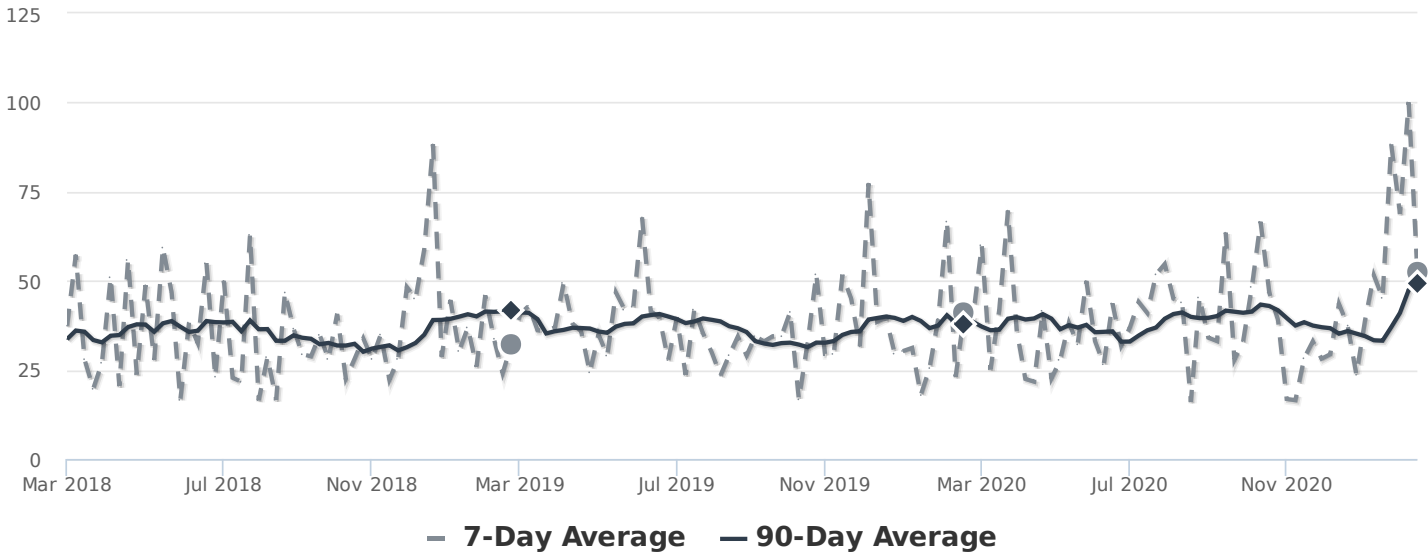
INVENTORY

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.



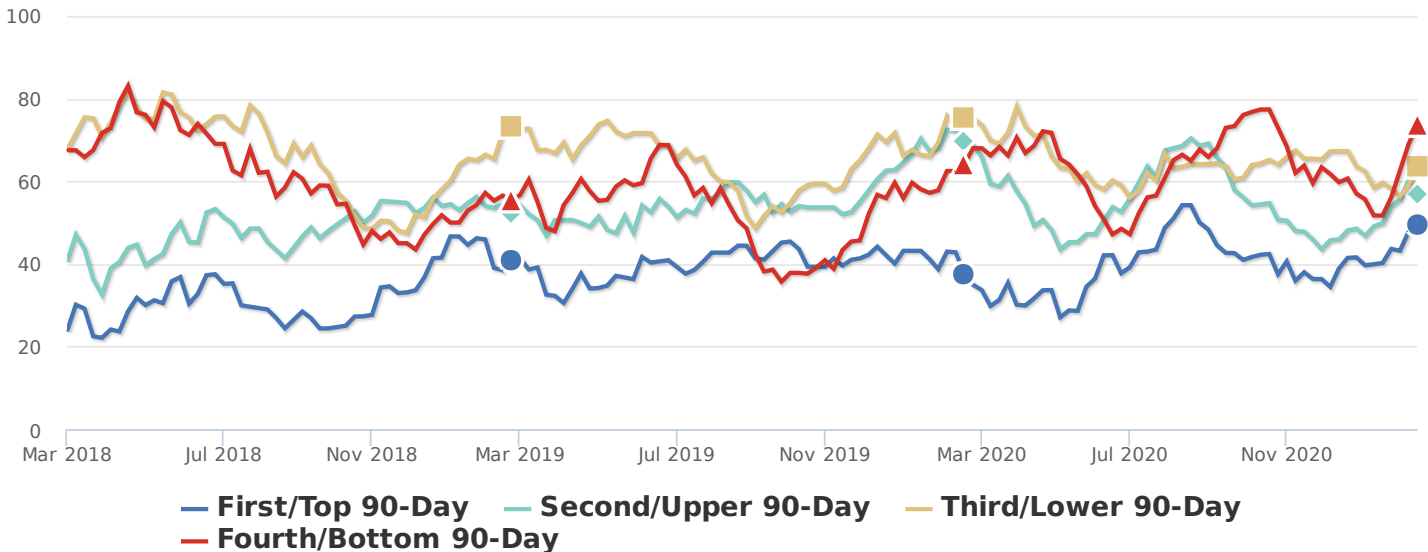
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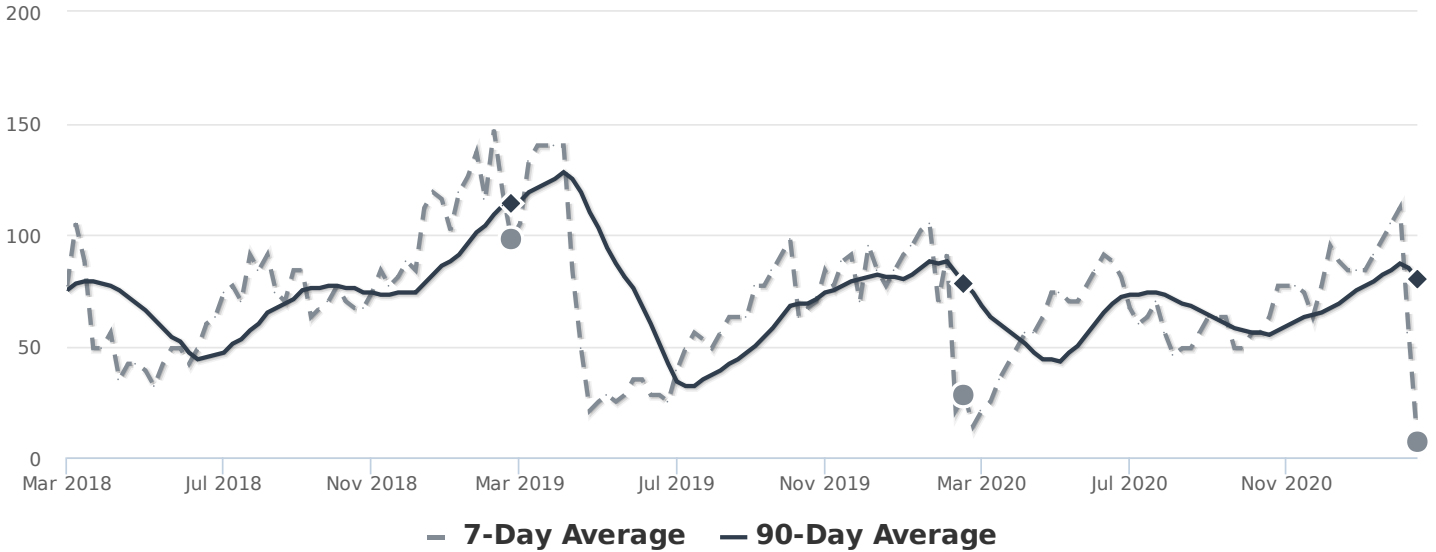
MARKET ACTION SEGMENTS

Not surprisingly, all segments in 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 147 days. Half of the listings have come newly on the market in the past 80 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.

