



Market Report - The Brasil Group

Los Gatos, CA 95032

REPORT FOR 2/28/2021

Single-Family Homes



Presented by Vinicius Brasil

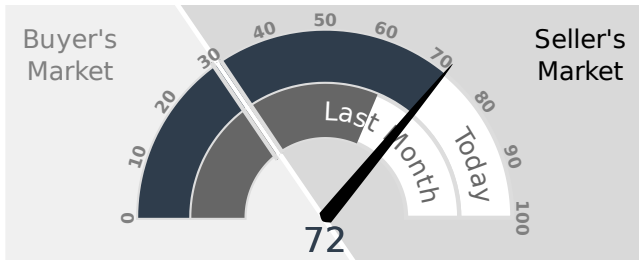
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This week the median list price for Los Gatos, CA 95032 is \$2,948,944 with the market action index hovering around 72. This is an increase over last month's market action index of 63. Inventory has held steady at or around 16.

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		\$2,948,944
Per Square Foot		\$886
Days on Market		4
Price Decreased		6%
Price Increased		0%
Relisted		0%
Inventory		16
Median Rent		\$4,495
Most Expensive		\$13,750,000
Least Expensive		\$1,350,000
Market Action		72

Strong Seller's Market

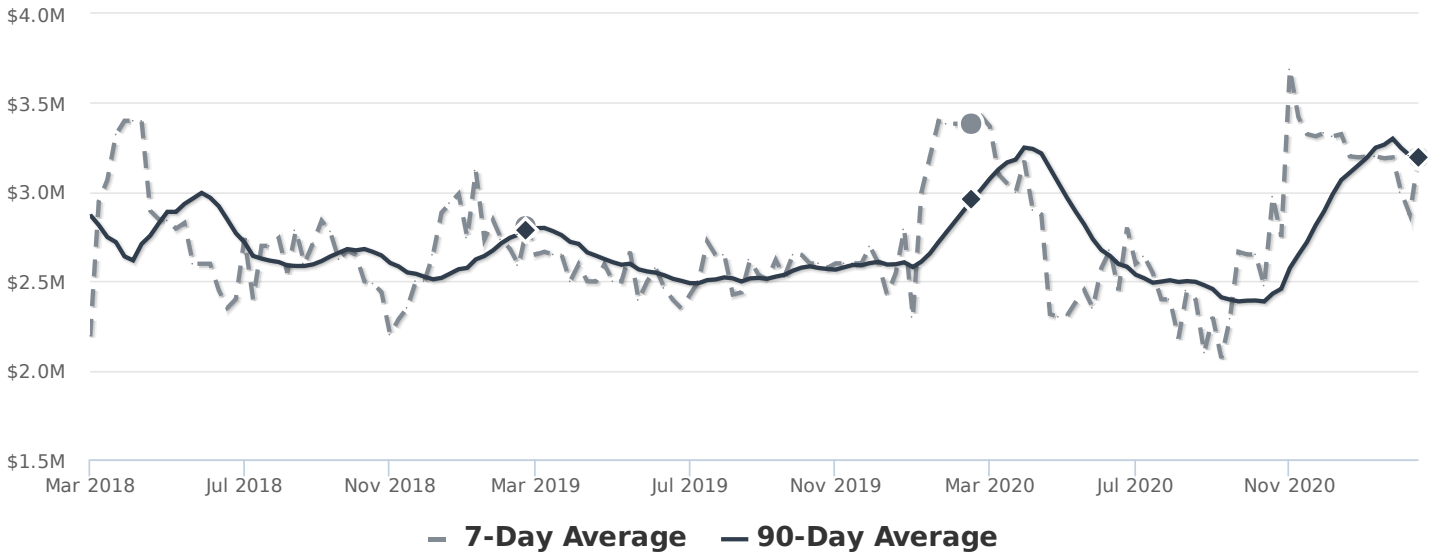
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$5,774,444	6,962	1 - 2.5 acres	5	6	5	1	0	126
\$3,199,000	3,260	8,000 - 10,000 sqft	4	4	10	1	1	14
\$2,497,000	2,593	0.25 - 0.5 acre	4	3	55	3	1	0
\$1,849,000	2,039	8,000 - 10,000 sqft	3	2	54	4	2	0

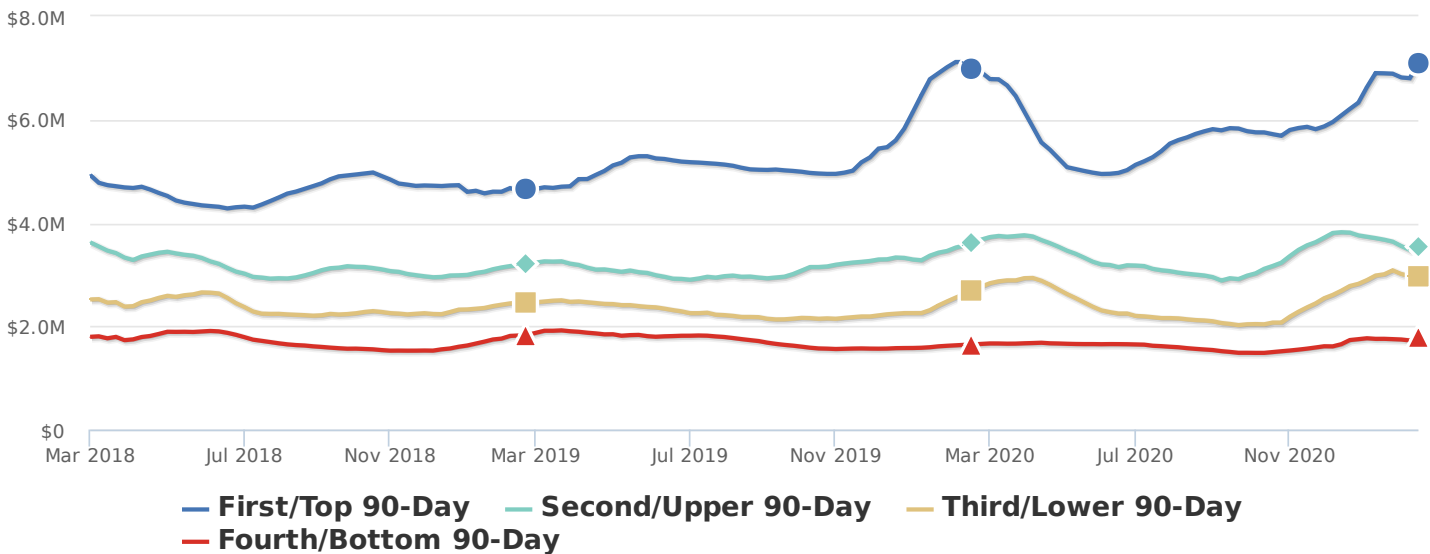
MEDIAN LIST PRICE

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



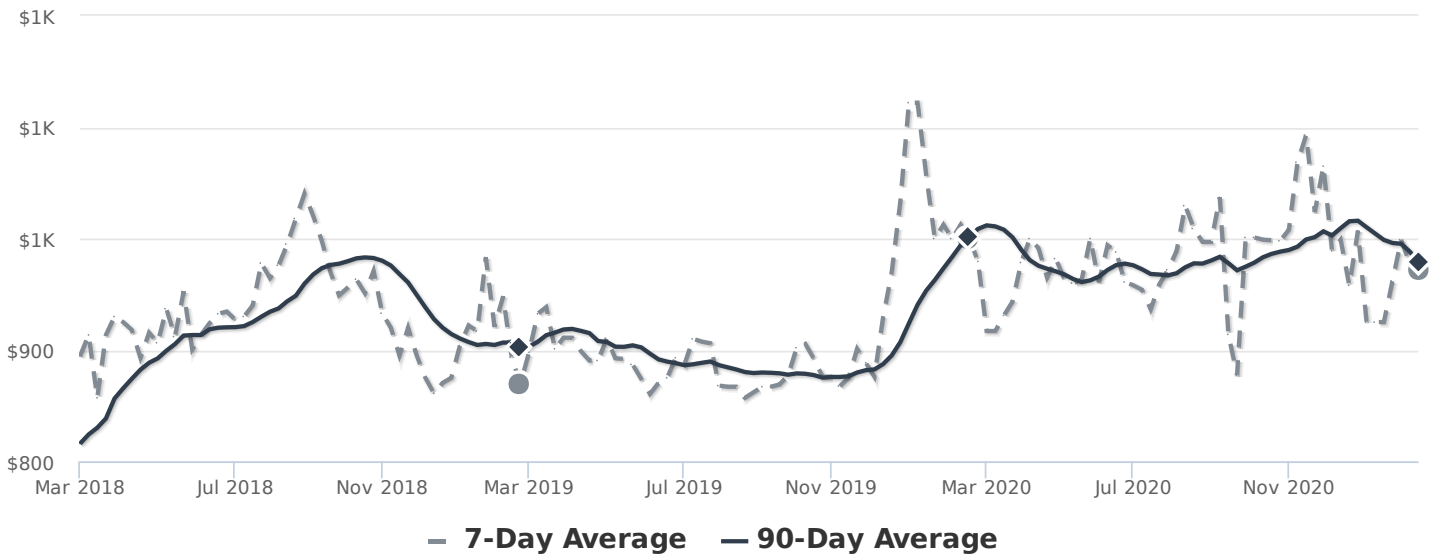
SEGMENTS

In the quartile market segments, we see prices in this zip code without strong directional trend lately. Prices in Quartiles 2 and 4 have been mixed in recent weeks, while Quartile 3 is down and Quartile 1 is up. Look to the Market Action Index to determine when we may see a shift in prices from these current levels.



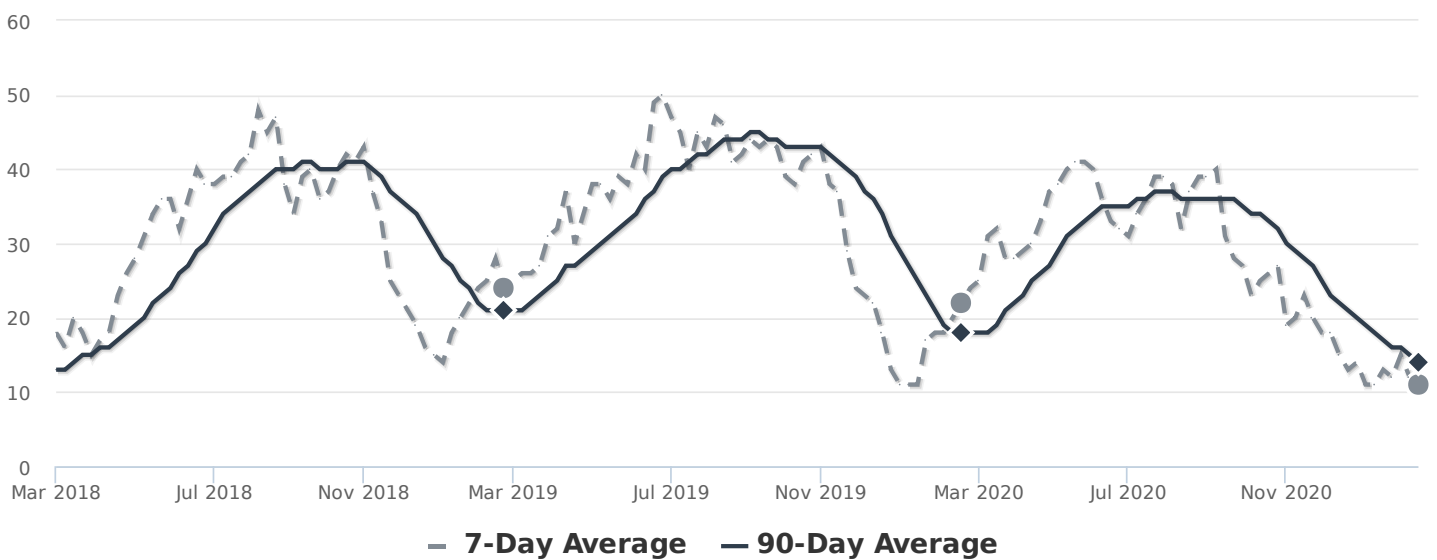
PRICE PER SQUARE FOOT

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 can see more home for their money.



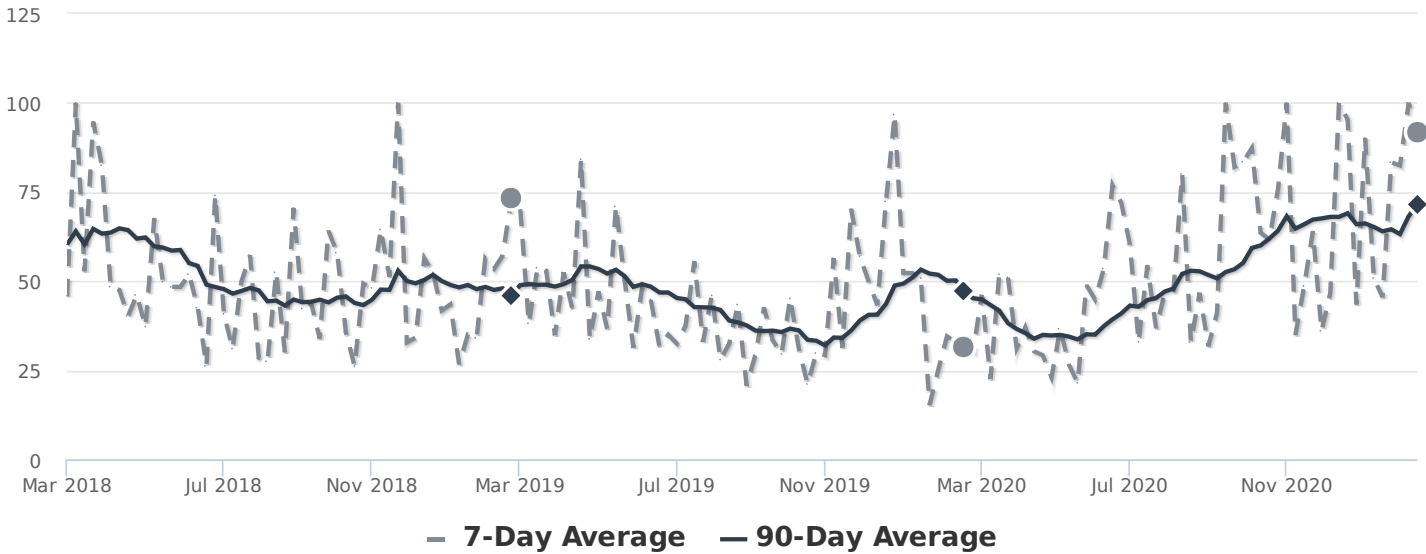
INVENTORY

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.



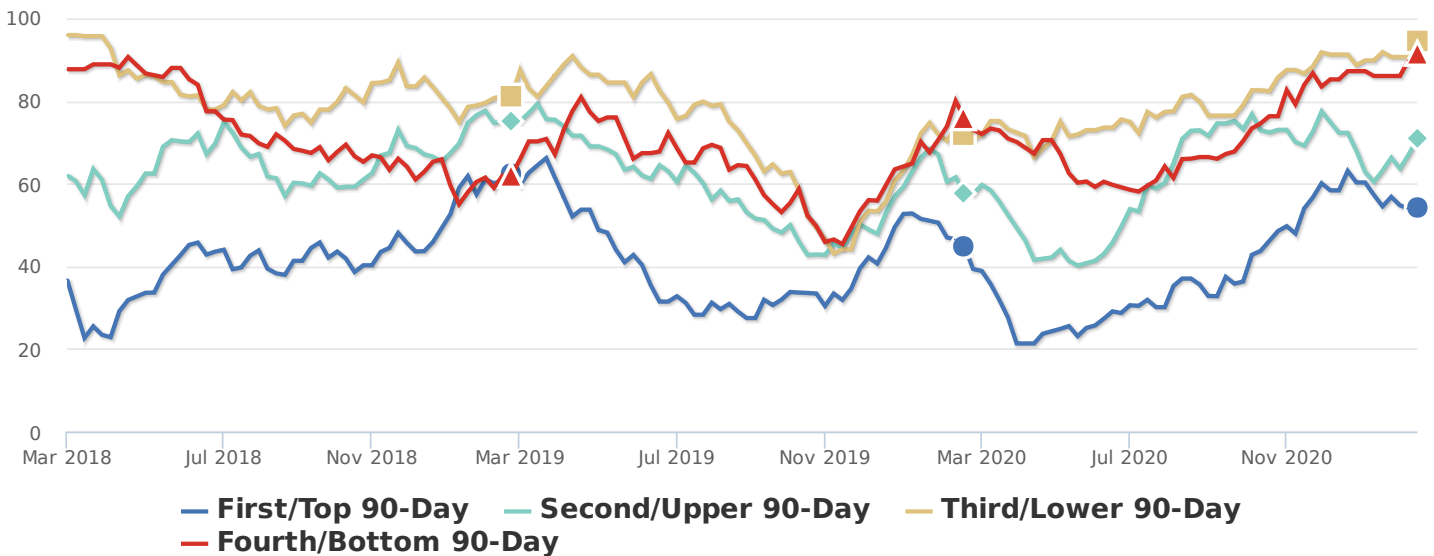
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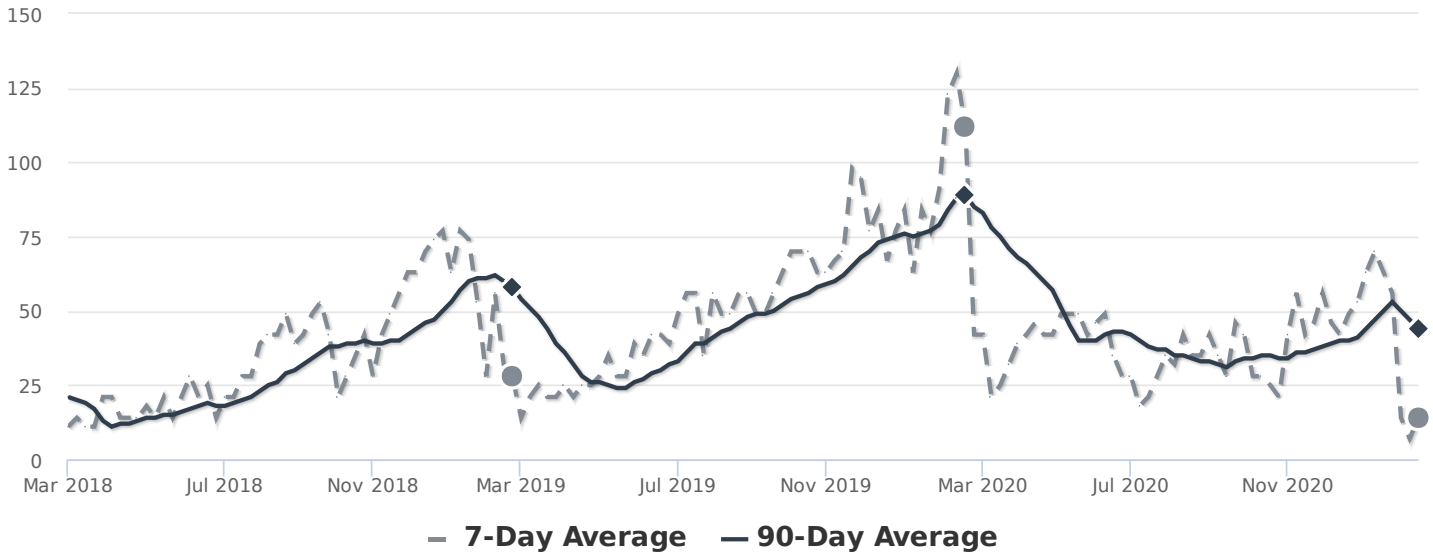
MARKET ACTION SEGMENTS

Not surprisingly, all segments in 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 70 days. Half of the listings have come newly on the market in the past 44 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.

