



# Market Report - The Brasil Group

## Cupertino, CA

REPORT FOR 3/5/2021

Single-Family Homes



Presented by Vinicius Brasil

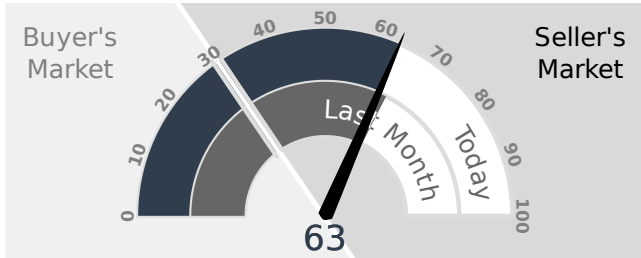
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This week the median list price for Cupertino, CA is \$2,498,500 with the market action index hovering around 63. This is less than last month's market action index of 65. Inventory has held steady at or around 20.

**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		\$2,498,500
Per Square Foot		\$1,215
Days on Market		18
Price Decreased		5%
Price Increased		5%
Relisted		0%
Inventory		20
Median Rent		\$3,995
Most Expensive		\$6,399,888
Least Expensive		\$1,499,888
Market Action		<b>63</b>

**Strong Seller's Market**

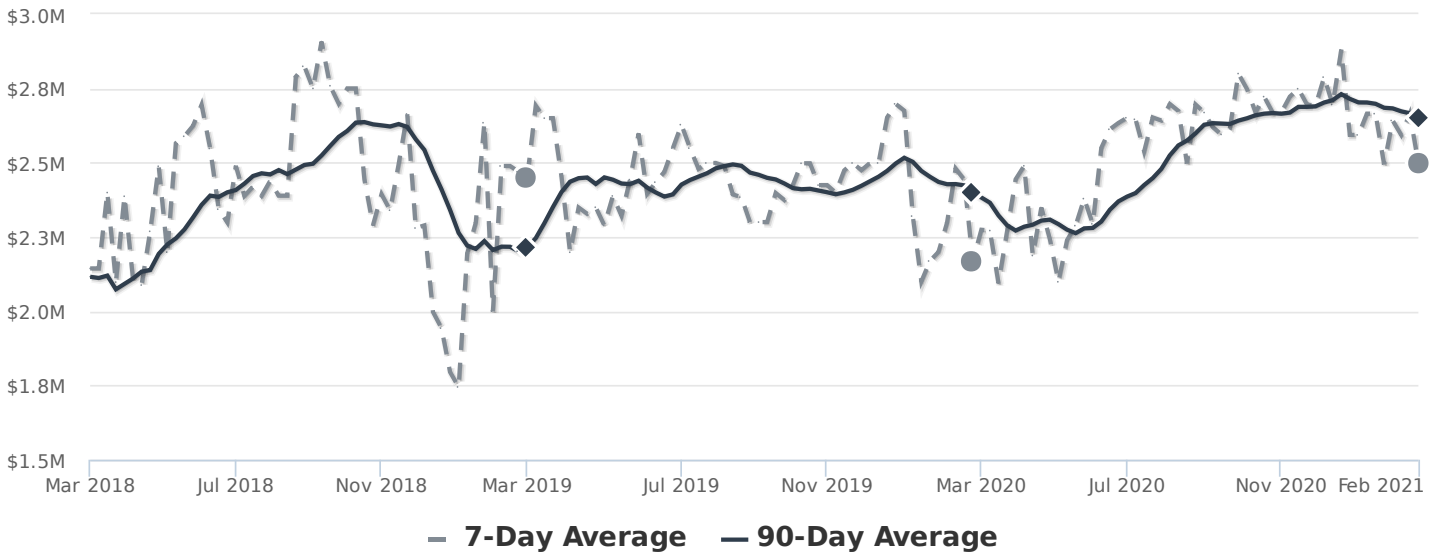
**MARKET SEGMENTS**

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$3,880,000	3,643	8,000 - 10,000 sqft	5	4	0	0	1	21
\$2,688,000	1,942	0.25 - 0.5 acre	4	3	14	0	1	91
\$2,495,000	2,094	6,500 - 8,000 sqft	3	2	48	1	0	14
\$1,898,000	1,705	0 - 4,500 sqft	3	2	43	3	2	0

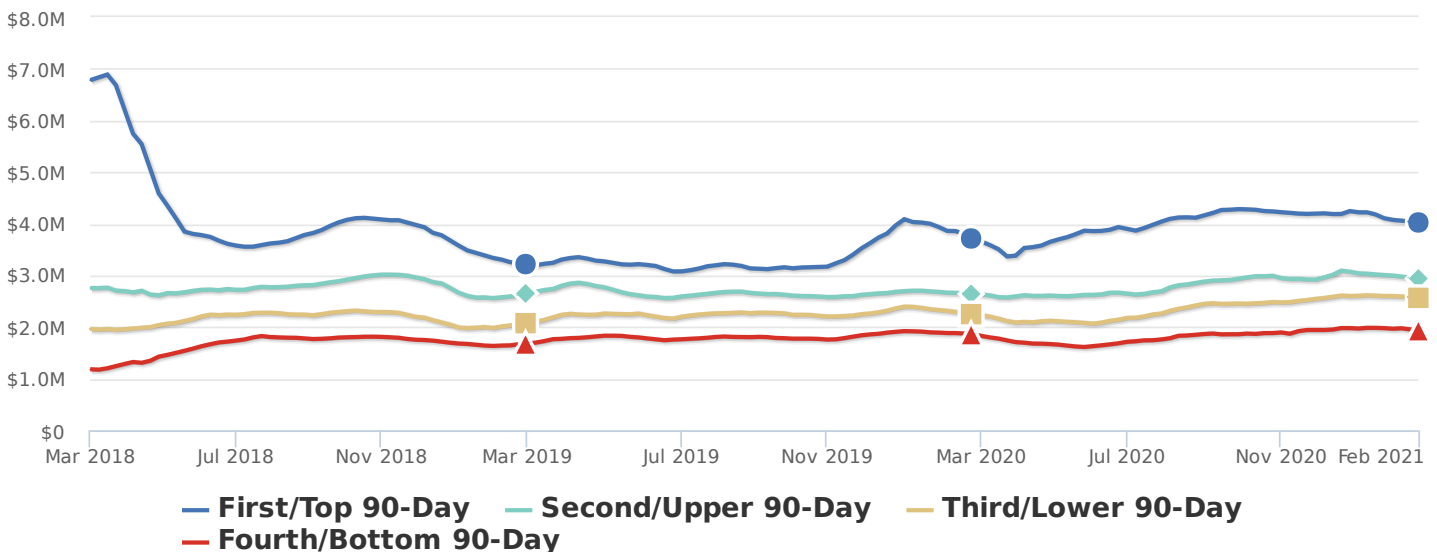
MEDIAN LIST PRICE

The market is hovering around this plateau. Look for a persistent change in the Market Action Index before we see prices deviate from these levels.



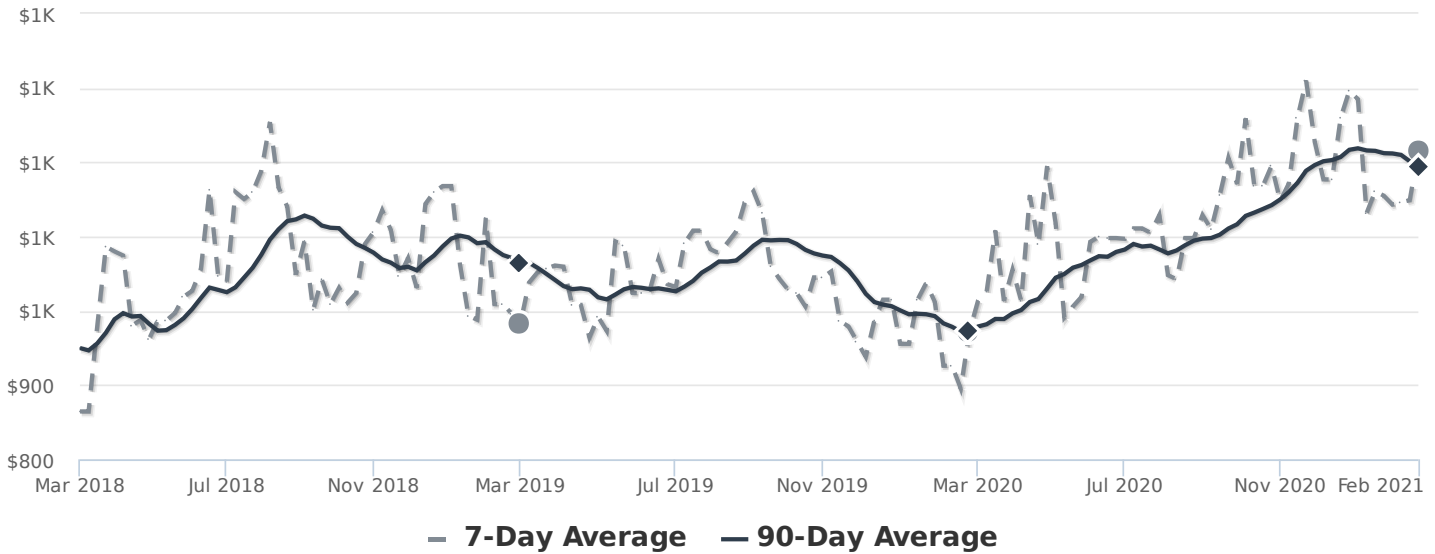
SEGMENTS

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.



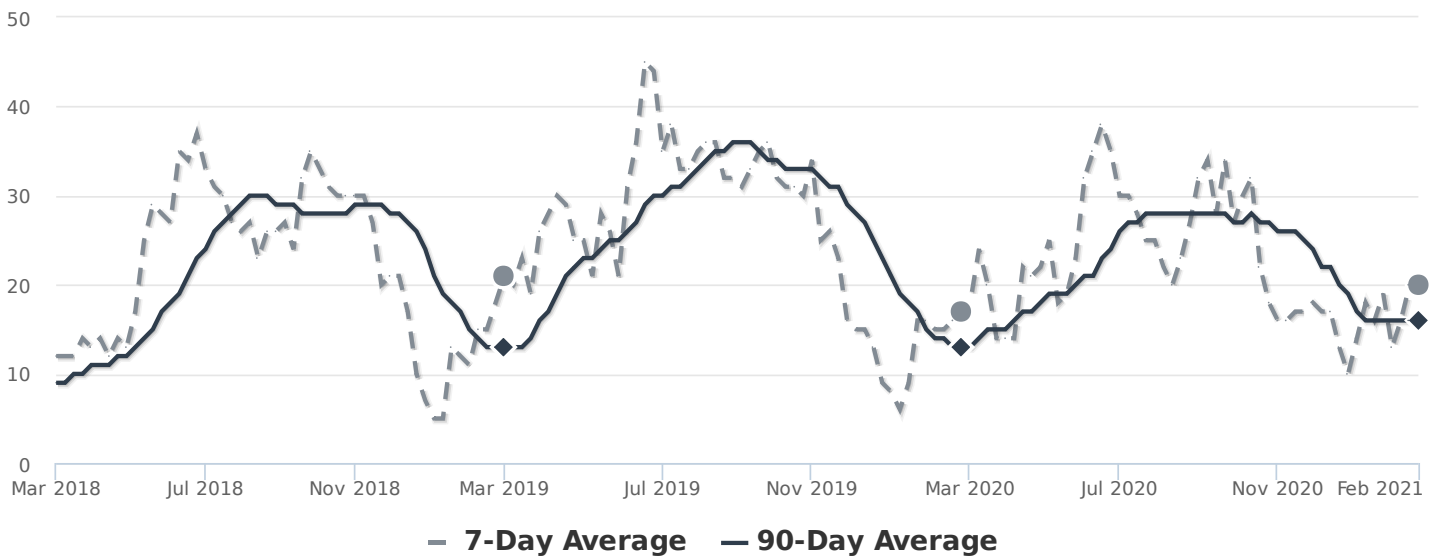
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



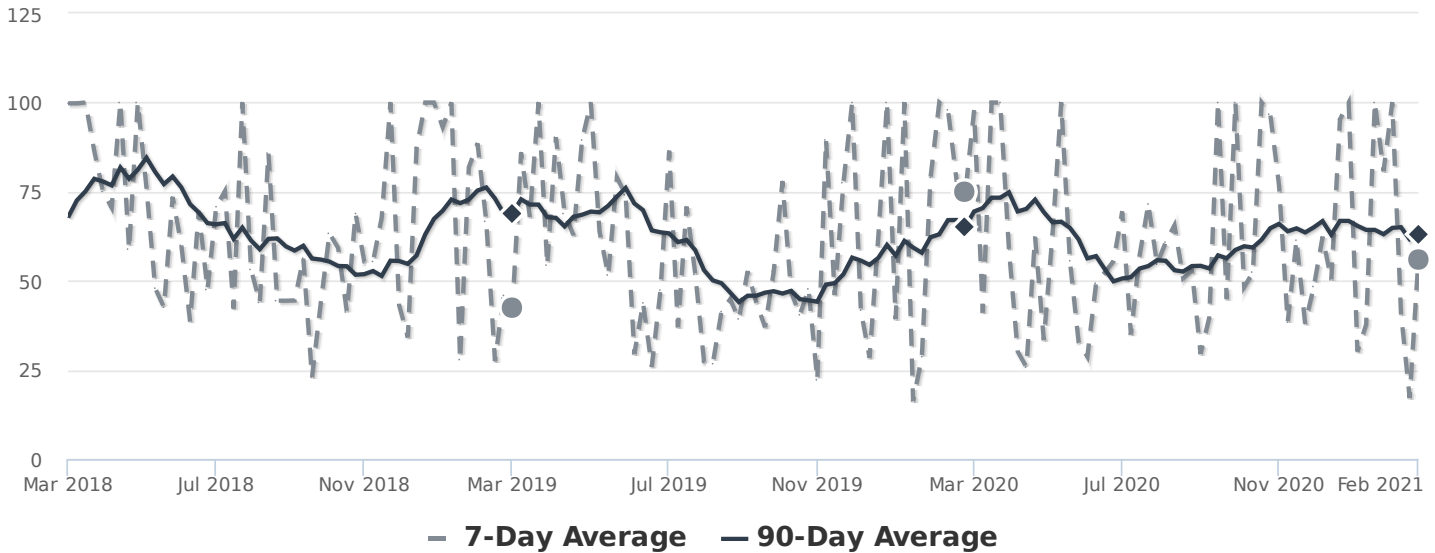
INVENTORY

Inventory has been relatively steady around these levels in recent weeks.



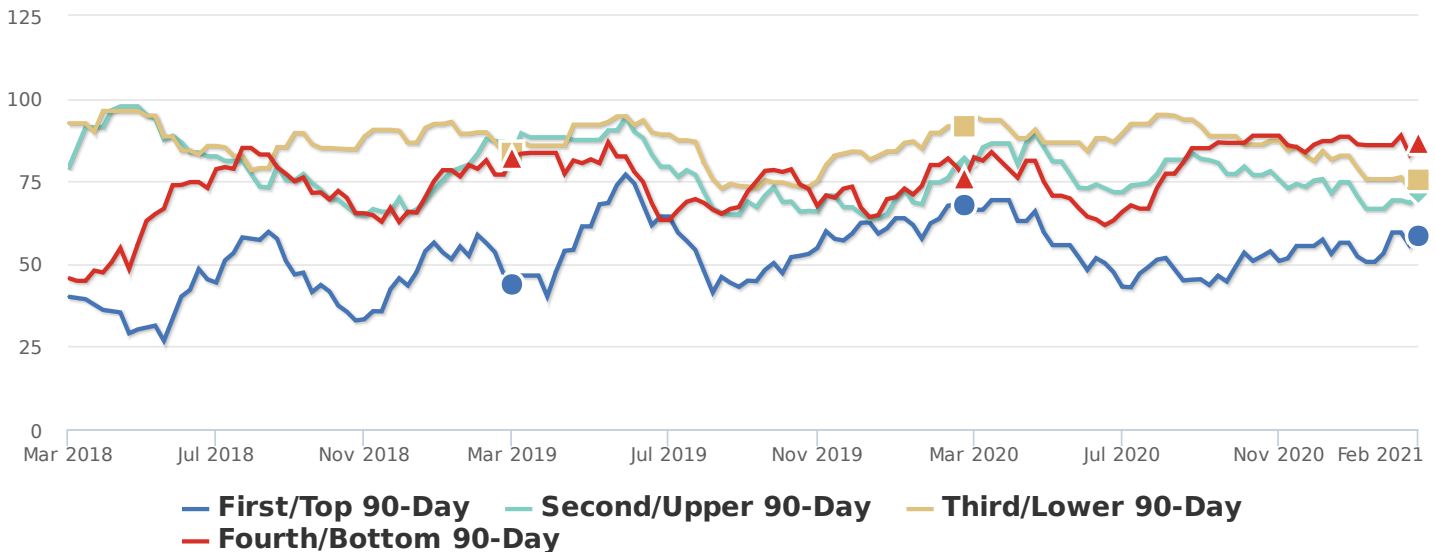
MARKET ACTION INDEX

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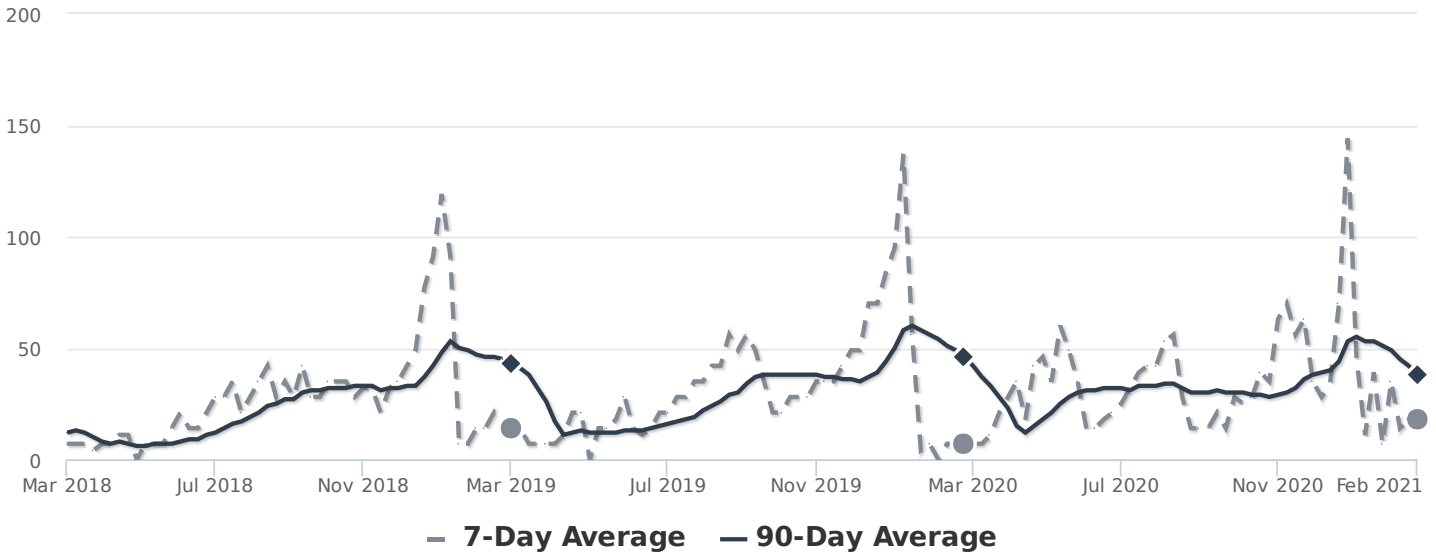
MARKET ACTION SEGMENTS

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 100 days. Half of the listings have come newly on the market in the past 38 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.

