



# **Market Report - The Brasil Group**

## **Los Altos Hills, CA**

REPORT FOR 1/29/2023

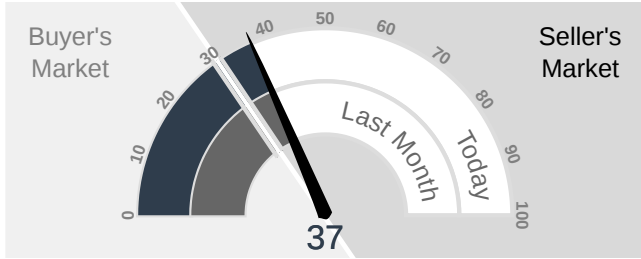
Single-Family Homes



This week the median list price for Los Altos Hills, CA is \$9,288,000 with the market action index hovering around 37. This is about the same as last month's market action index of 37. Inventory has decreased to 9.

**MARKET ACTION INDEX**

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



**Slight Seller's Advantage**

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		\$9,288,000
Median Price of New Listings		\$3,600,000
Per Square Foot		\$1,555
Average Days on Market		131
Median Days on Market		105
Price Decreased		33%
Price Increased		0%
Relisted		22%
Inventory		9
Median Rent		\$8,995
Market Action		37

**Slight Seller's Advantage**

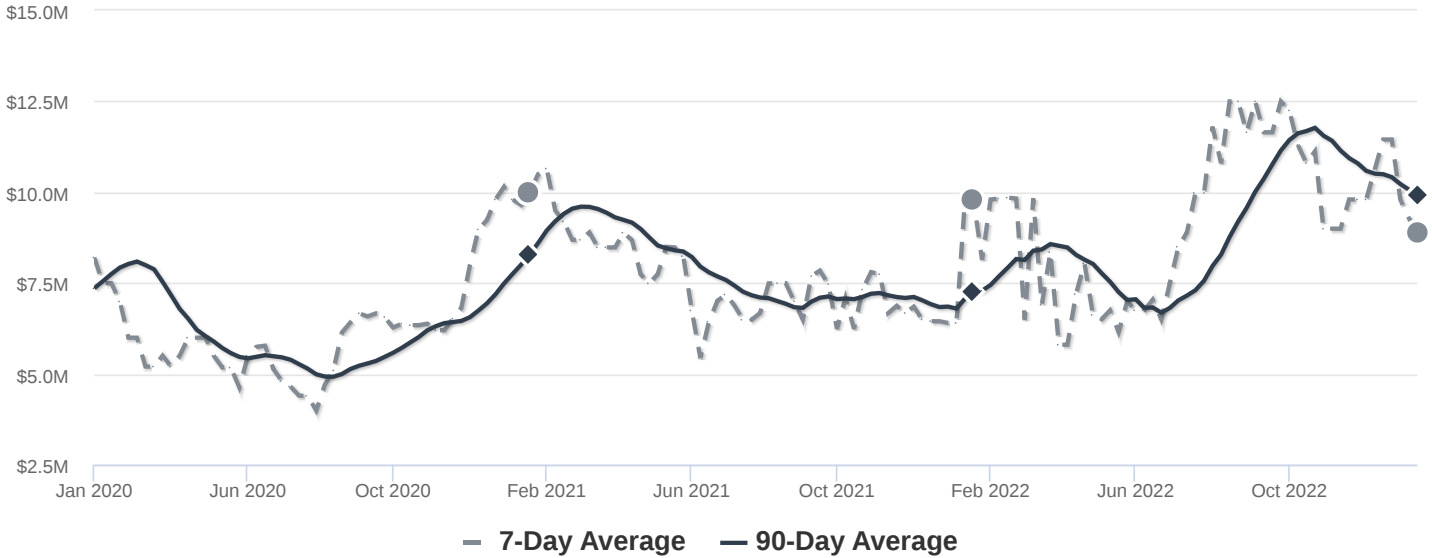
**MARKET SEGMENTS**

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$17,474,999	9,556	1 - 2.5 acres	6	9.5	10	0	0	224
\$11,900,000	5,411	1 - 2.5 acres	5	6.5	12	0	0	161
\$8,891,500	6,131	1 - 2.5 acres	5	6.5	31	0	1	84
\$3,950,000	2,488	1 - 2.5 acres	4	3	38	1	1	14

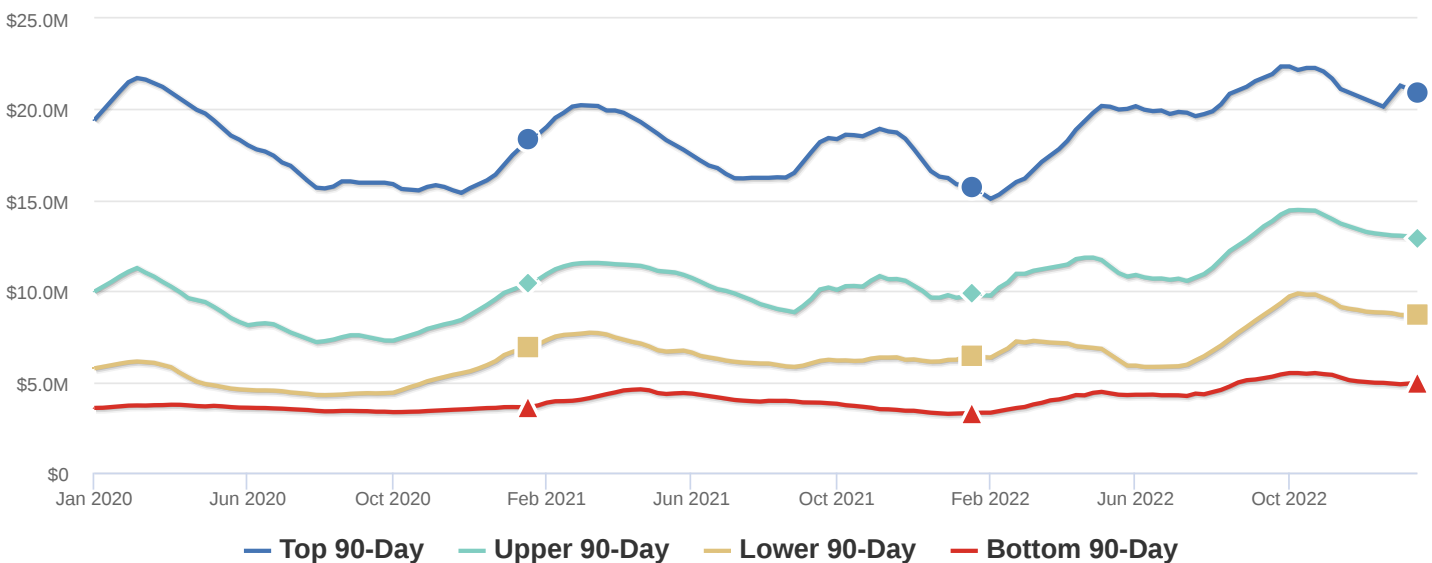
MEDIAN LIST PRICE

Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high levels. The Market Action Index is a good leading indicator for the durability of this trend.



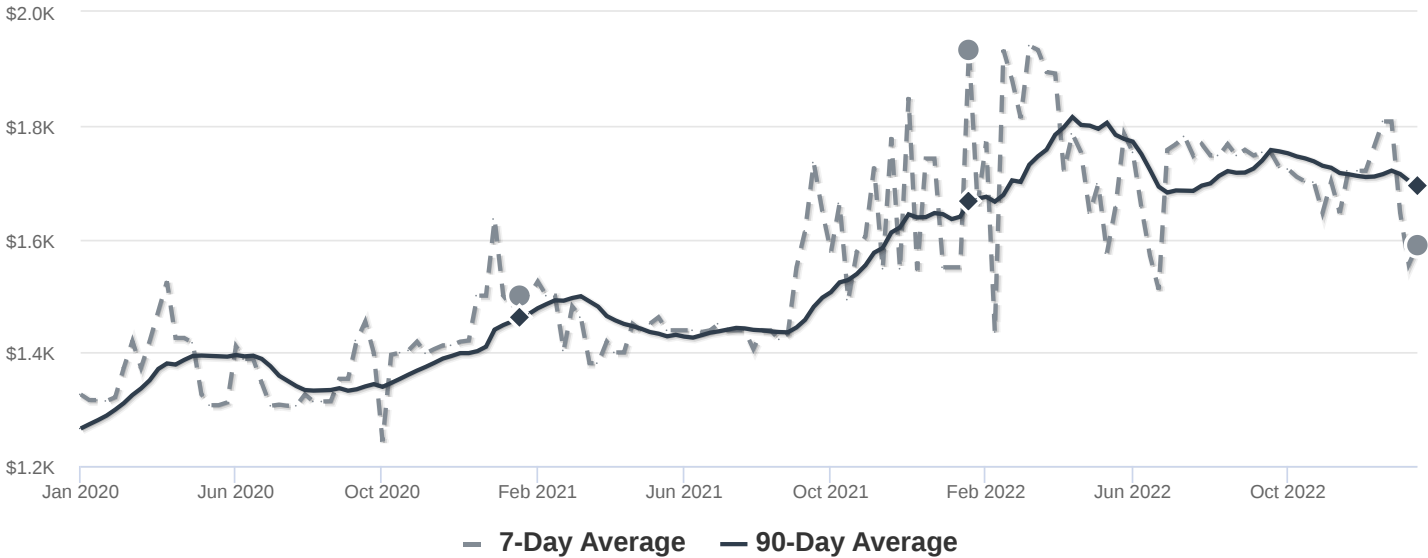
SEGMENTS

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.



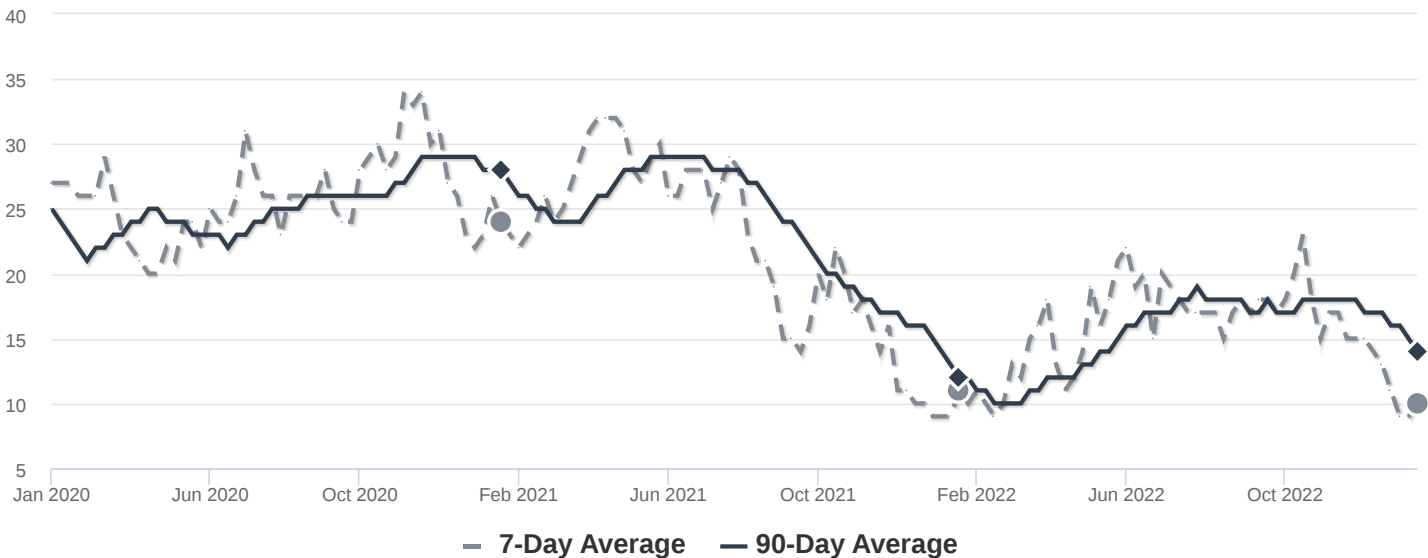
PRICE PER SQUARE FOOT

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



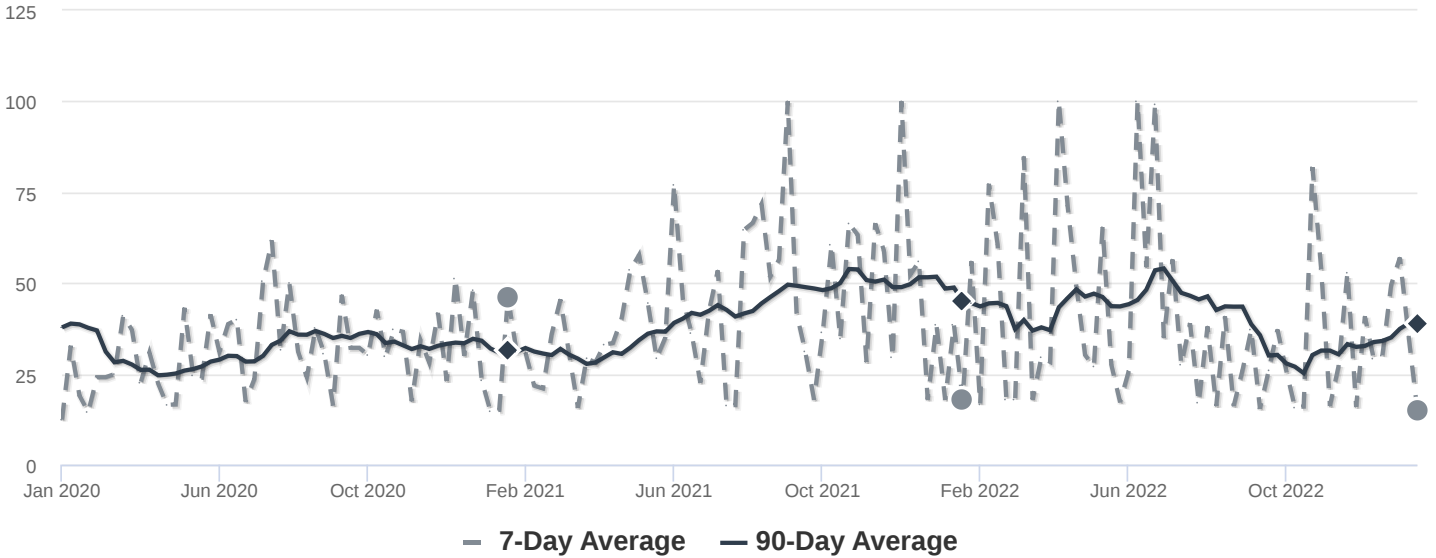
INVENTORY

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.



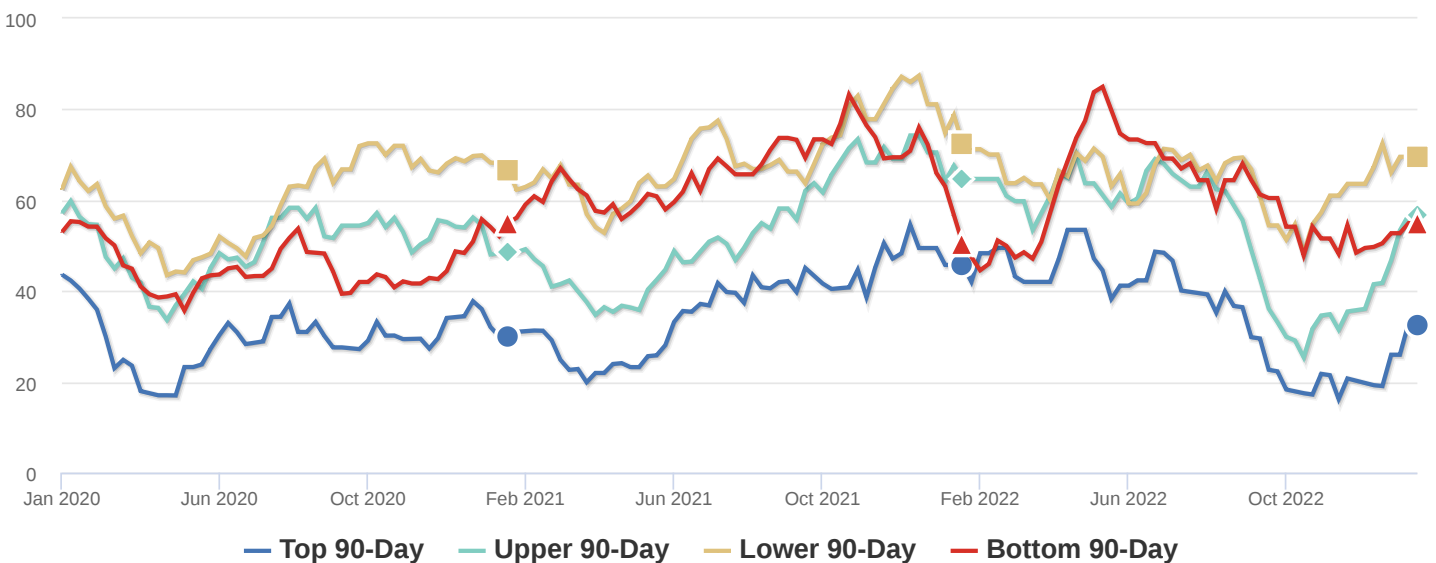
MARKET ACTION INDEX

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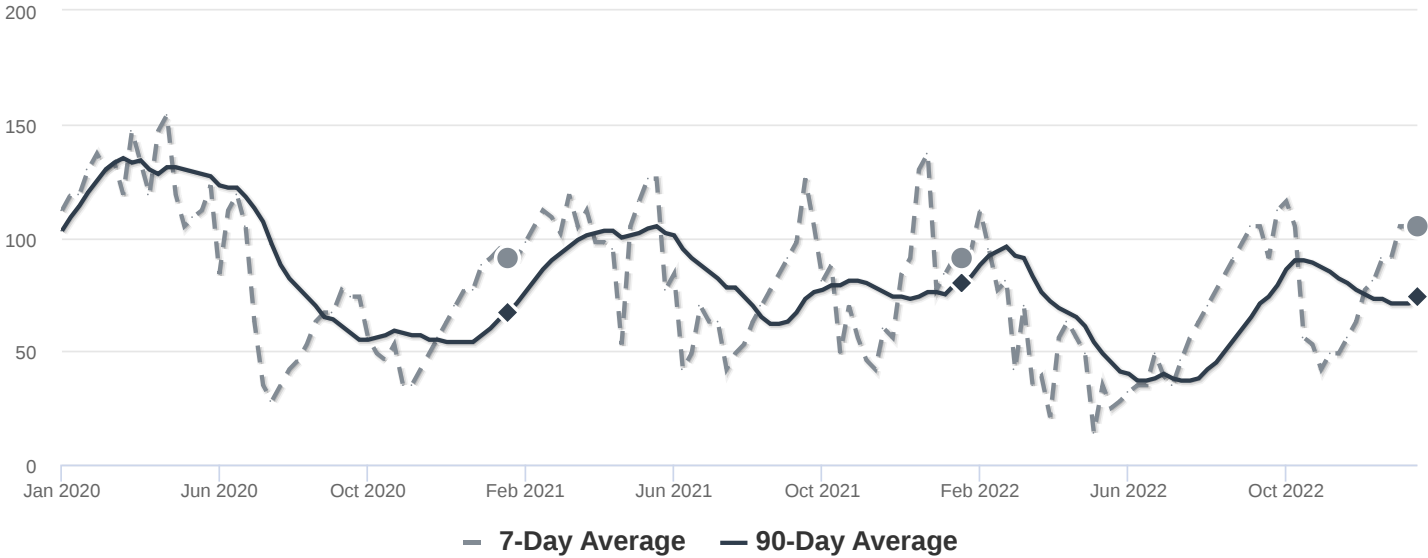
MARKET ACTION SEGMENTS

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 117 days. Half of the listings have come newly on the market in the past 78 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.

