



Market Report - The Brasil Group

San Jose, CA 95129

REPORT FOR 5/18/2021

Single-Family Homes



Presented by Vinicius Brasil

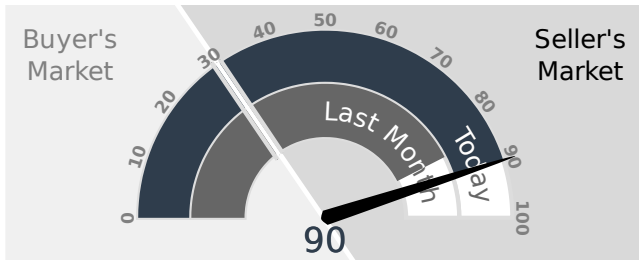
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This week the median list price for San Jose, CA 95129 is \$2,197,888 with the market action index hovering around 90. This is an increase over last month's market action index of 85. Inventory has decreased to 7.

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		\$2,197,888
Median Price of New Listings		\$1,998,000
Per Square Foot		\$1,042
Average Days on Market		12
Median Days on Market		0
Price Decreased		14%
Price Increased		0%
Relisted		0%
Inventory		7
Median Rent		\$4,400
Market Action		90

Strong Seller's Market

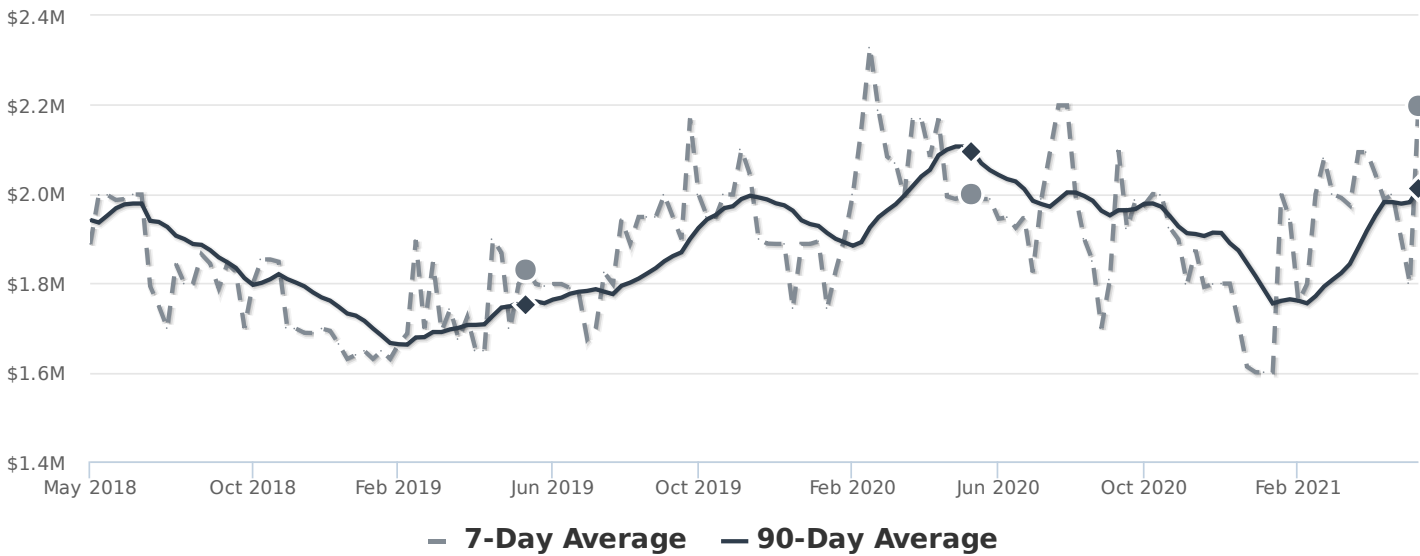
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,788,000	2,971	6,500 - 8,000 sqft	4	3	32	0	0	49
\$2,394,000	2,378	8,000 - 10,000 sqft	4	3	60	1	2	7
\$2,097,944	1,689	6,500 - 8,000 sqft	3	2	56	2	2	10
\$1,893,000	1,721	4,500 - 6,500 sqft	4	2	63	2	3	0

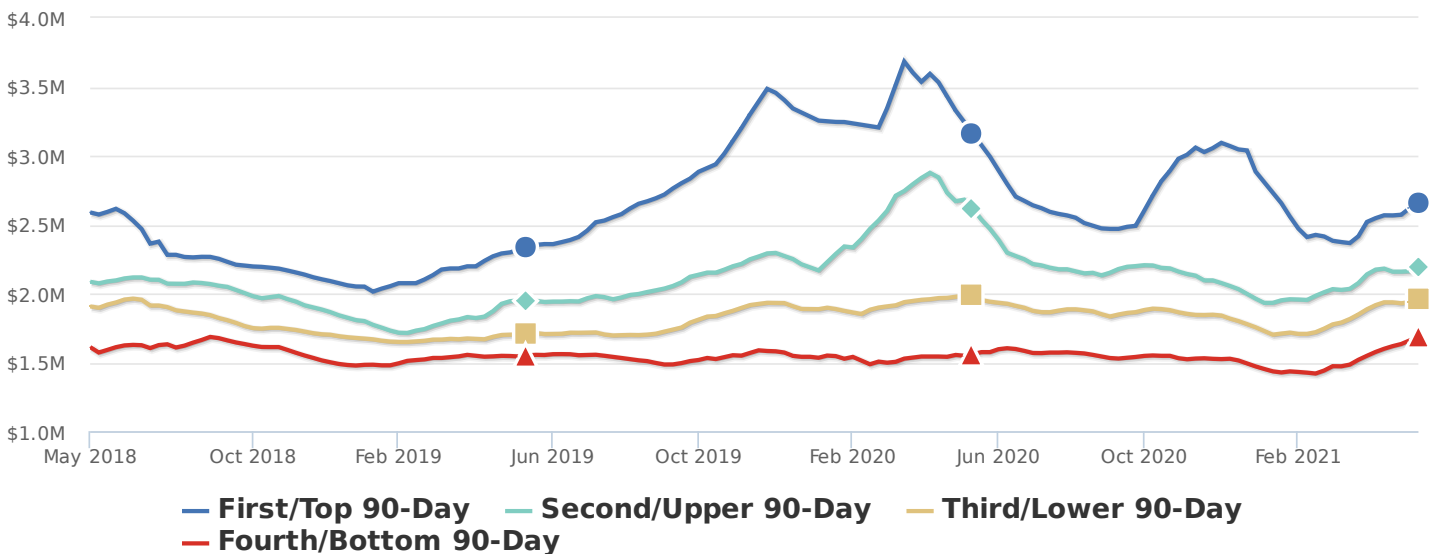
MEDIAN LIST PRICE

We continue to see prices in this zip code hovering around these current levels, even though they bumped up a bit this week. Look for a persistent up-shift in the Market Action Index before we see prices move significantly from here.



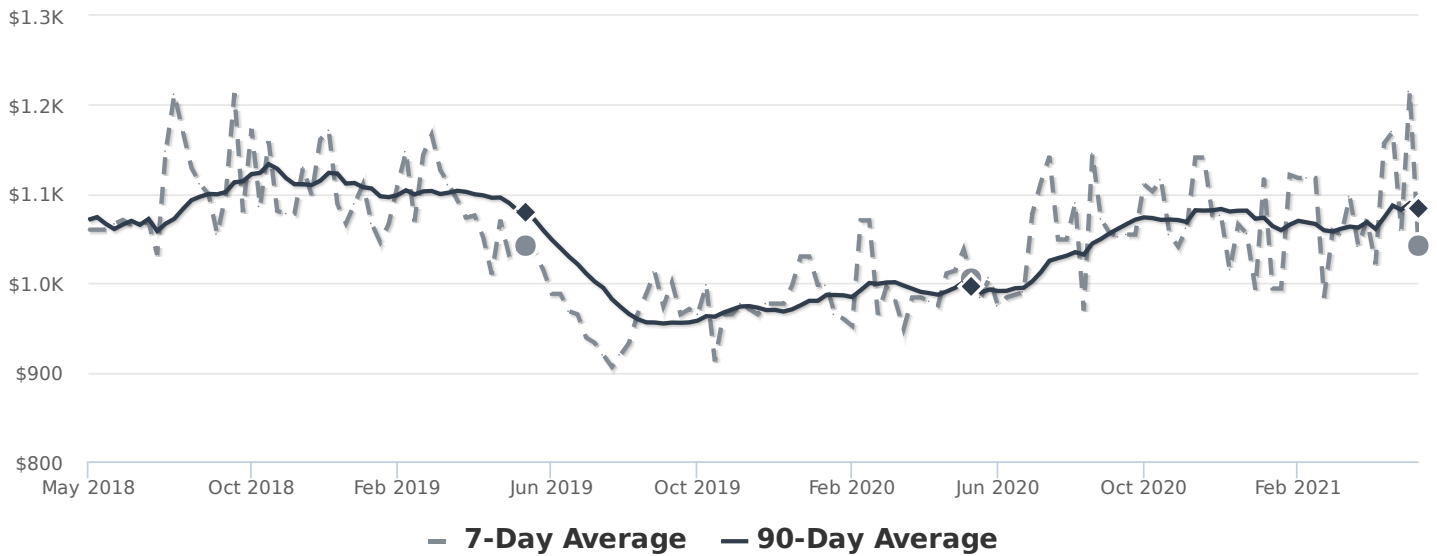
SEGMENTS

In most of the quartile market segments, we see prices in this zip code have stabilized recently. Only Quartile 4 shows any price increases in the last few weeks. Often this condition happens in markets where demand has fallen (for example, due to micro-location variables) but supply is still relatively short. Buyers are focusing on the lowest price homes in the area.



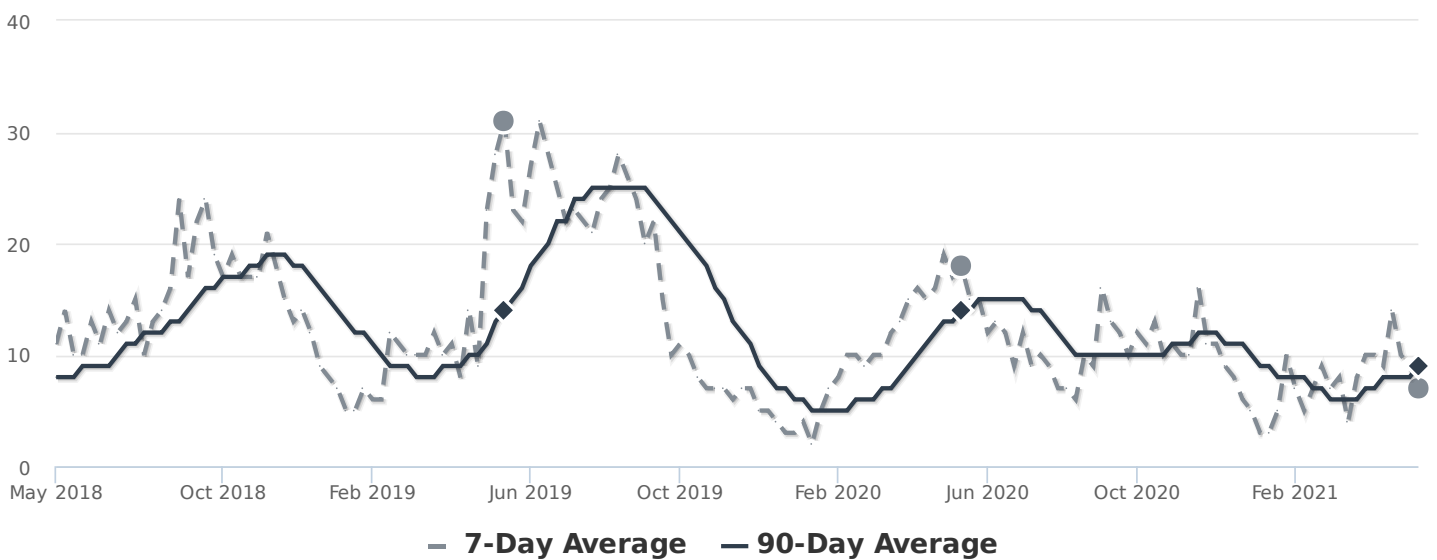
PRICE PER SQUARE FOOT

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.



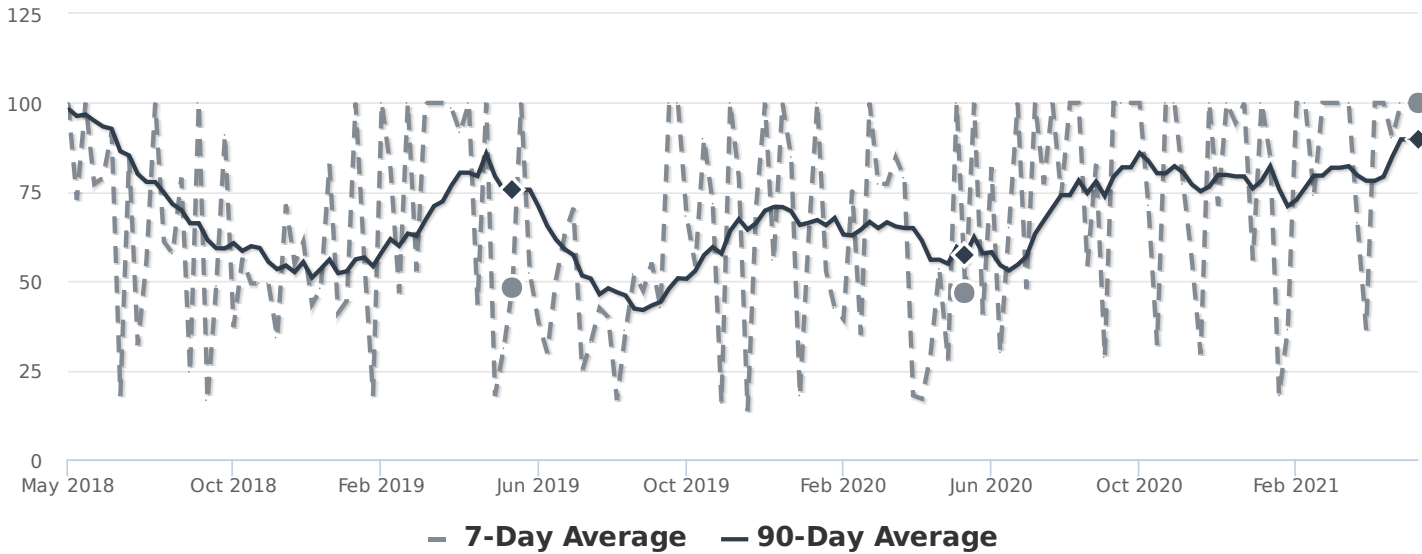
INVENTORY

Inventory has been 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.



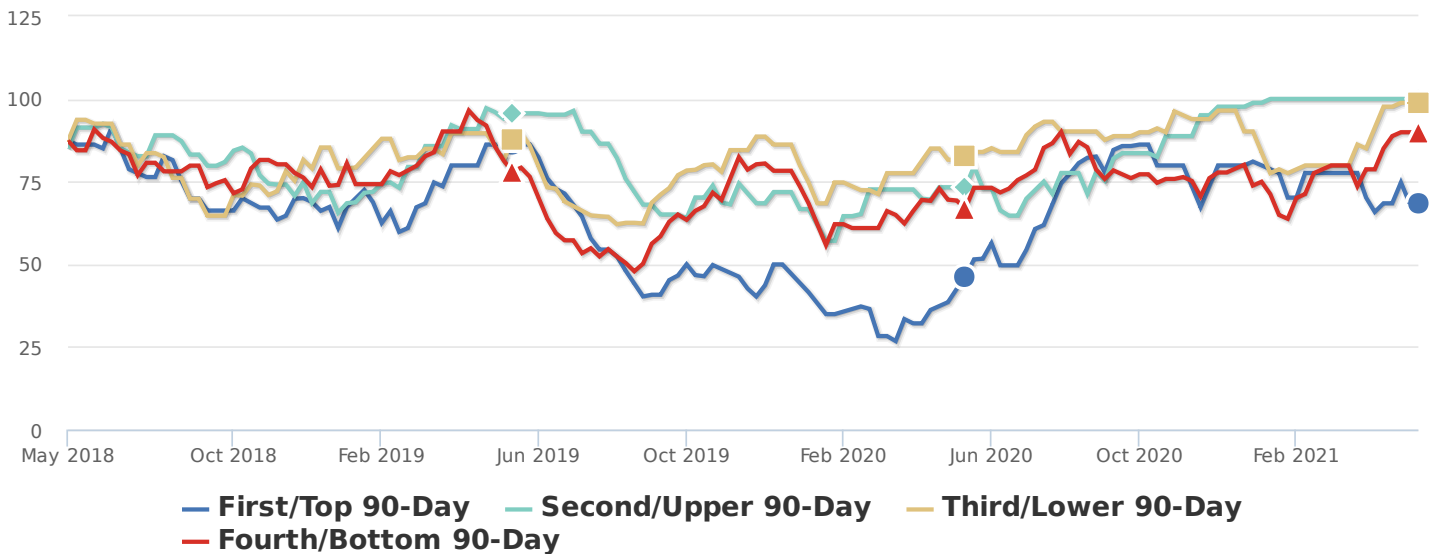
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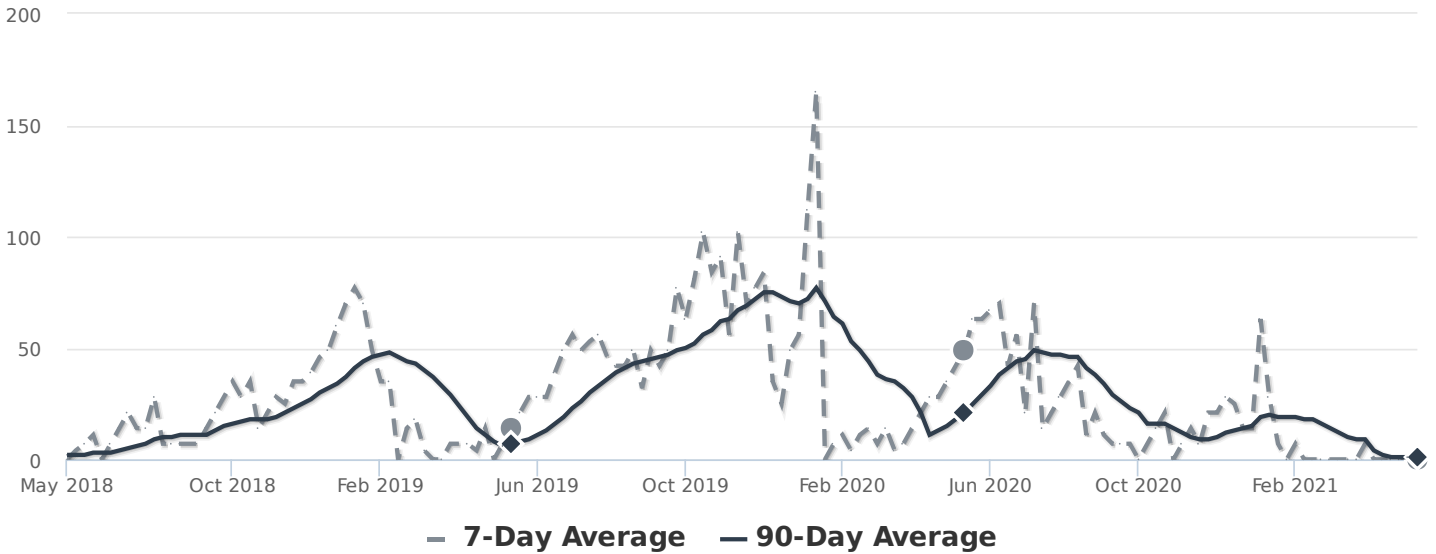
MARKET ACTION SEGMENTS

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 9 days. Half of the listings have come newly on the market in the past 1 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.

