



Market Report - The Brasil Group

Los Altos, CA 94022

REPORT FOR 2/28/2021

Single-Family Homes



Presented by Vinicius Brasil

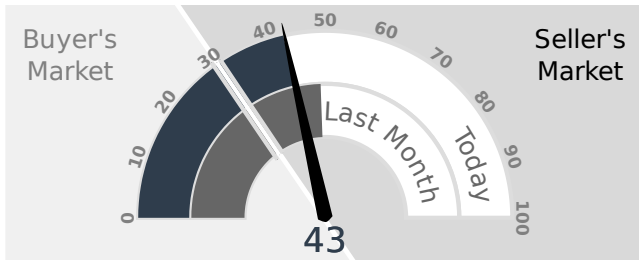
408-582-3272

info@thebrasilgroup.com

This week the median list price for Los Altos, CA 94022 is \$4,485,000 with the market action index hovering around 43. This is less than last month's market action index of 49. Inventory has held steady at or around 13.

MARKET ACTION INDEX

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



Slight Seller's Advantage

Market conditions have been consistently cooling in the past several weeks. Because we're still in the Seller's zone, prices have not yet begun to drop. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect prices to fall if the index persistently falls to the Buyer's zone.

REAL-TIME MARKET PROFILE

Median List Price		\$4,485,000
Per Square Foot		\$1,584
Days on Market		35
Price Decreased		0%
Price Increased		8%
Relisted		8%
Inventory		13
Median Rent		
Most Expensive		\$14,000,000
Least Expensive		\$1,999,999
Market Action		43

Slight Seller's Advantage

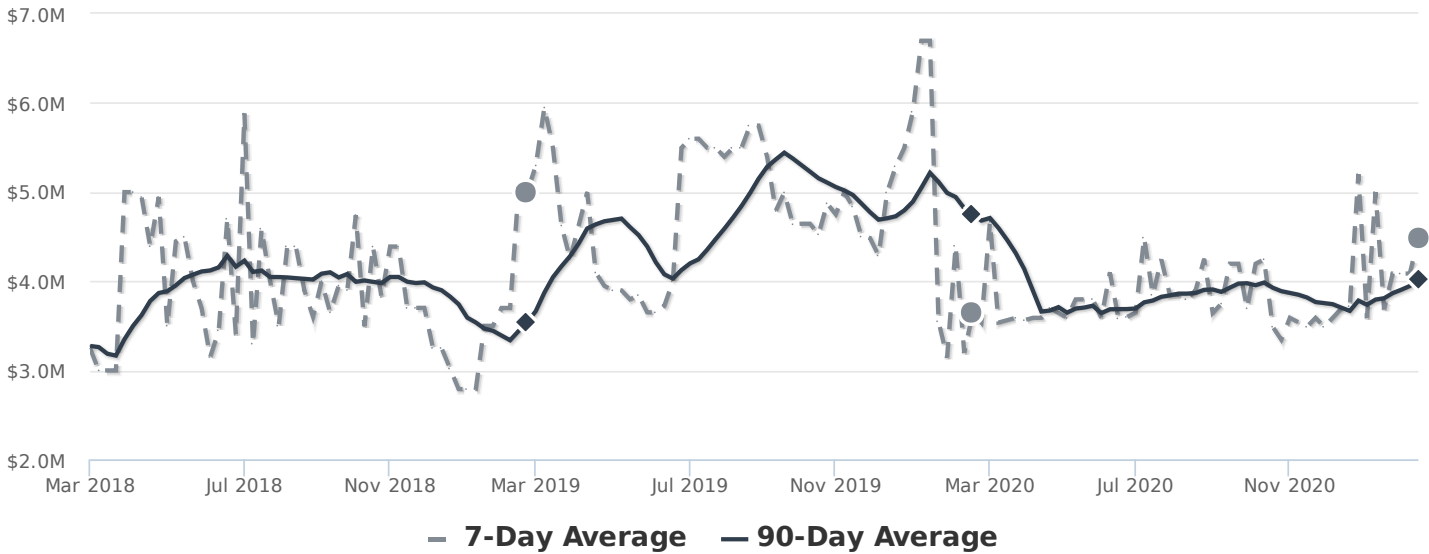
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$6,495,000	4,099	0.25 - 0.5 acre	6	6	1	0	0	35
\$5,395,000	4,450	0.25 - 0.5 acre	5	4	3	0	0	175
\$3,685,000	2,450	0.25 - 0.5 acre	3	2	42	0	0	21
\$2,893,000	1,684	0.25 - 0.5 acre	3	1	63	0	1	10

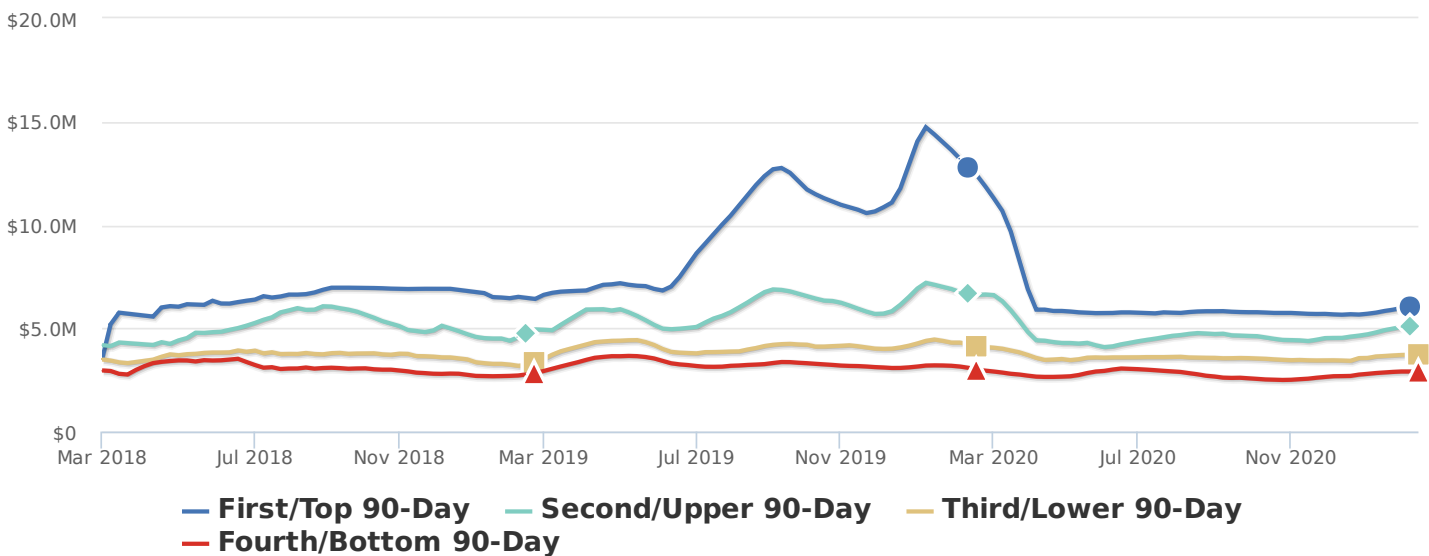
MEDIAN LIST PRICE

The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.



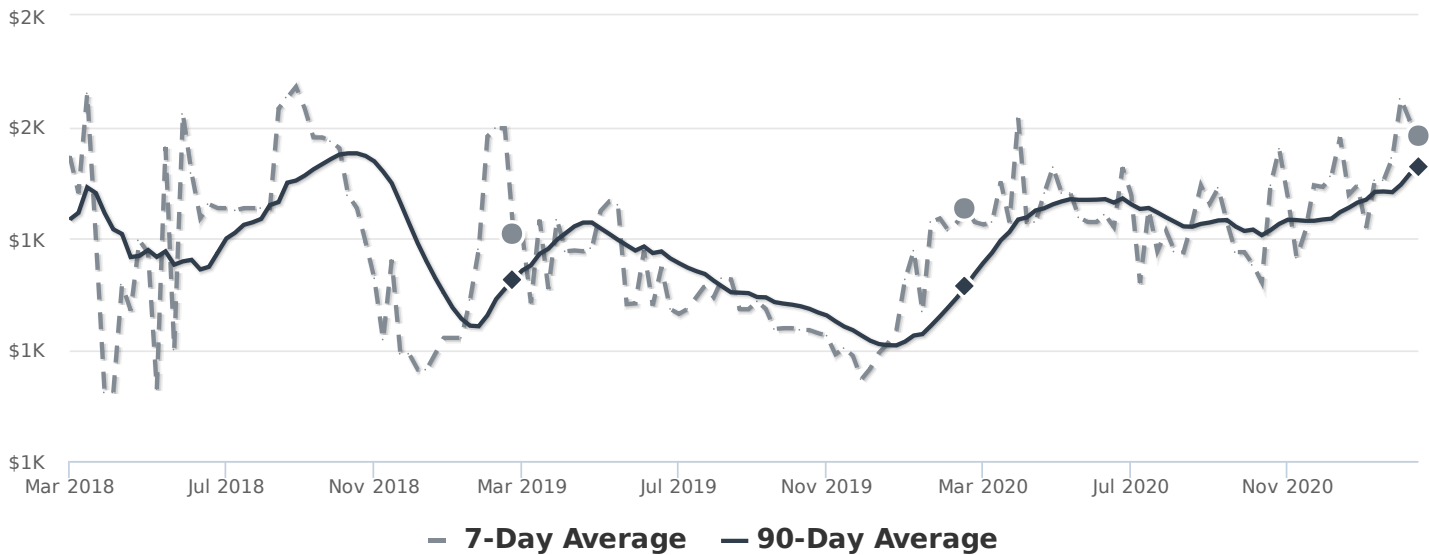
SEGMENTS

In the quartile market segments, we see prices in this zip code generally settled at a plateau, although Quartile 2 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



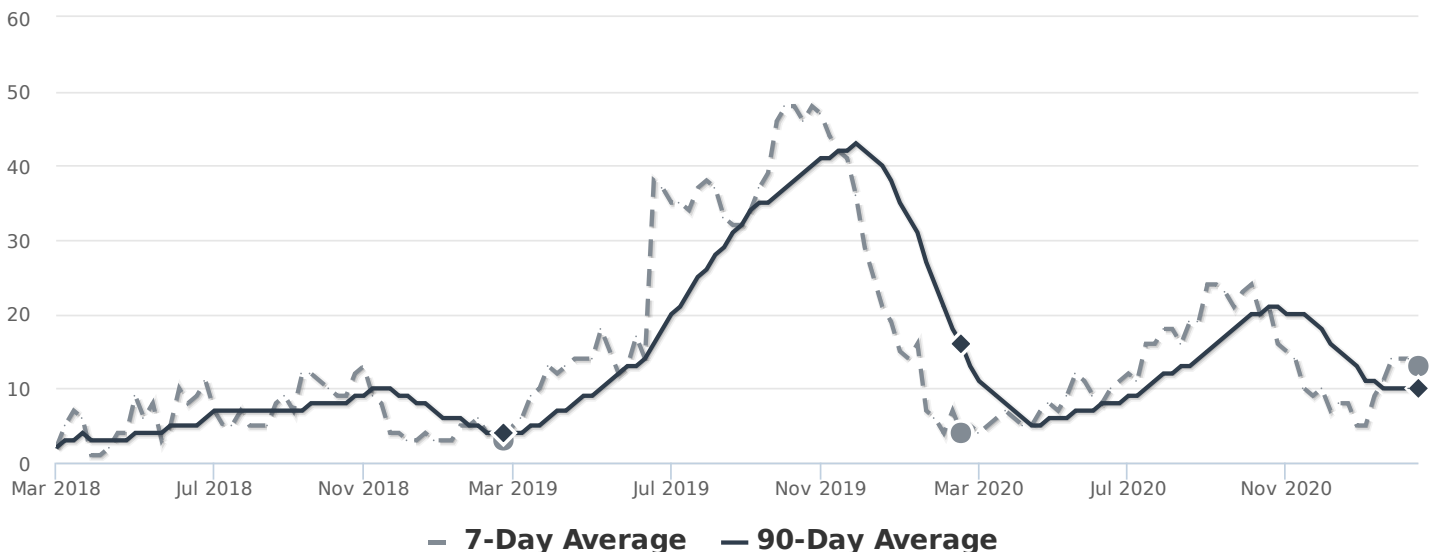
PRICE PER SQUARE FOOT

The market appears to be placing an increasing premium on homes. When list prices and price per square foot consistently increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



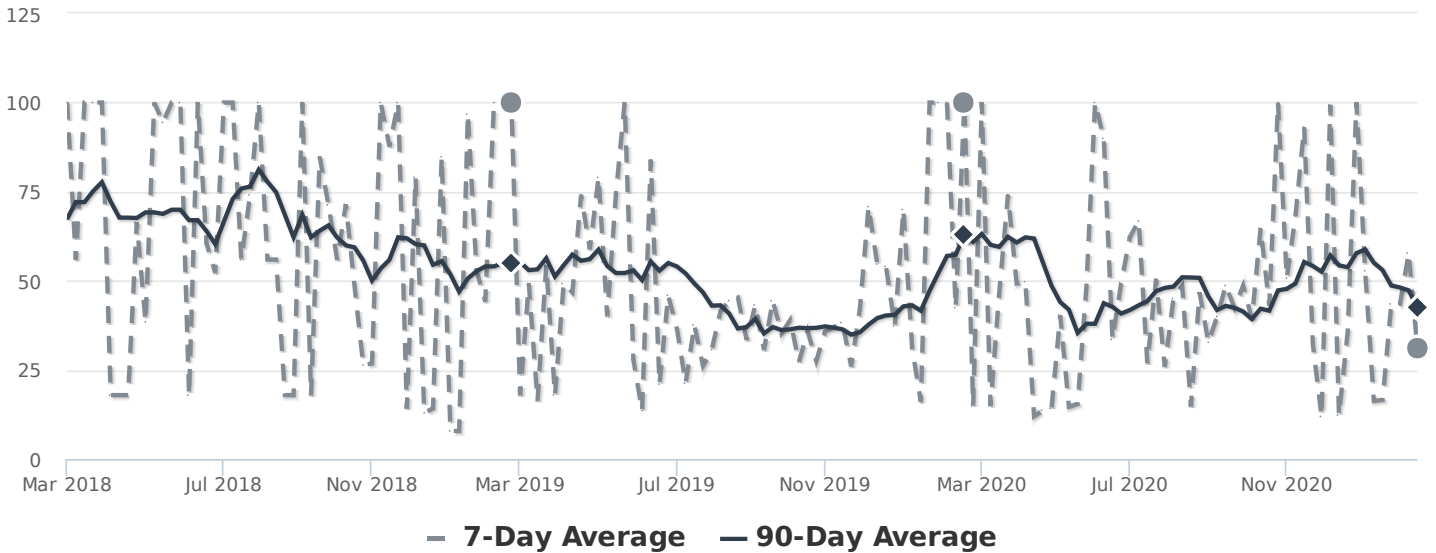
INVENTORY

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



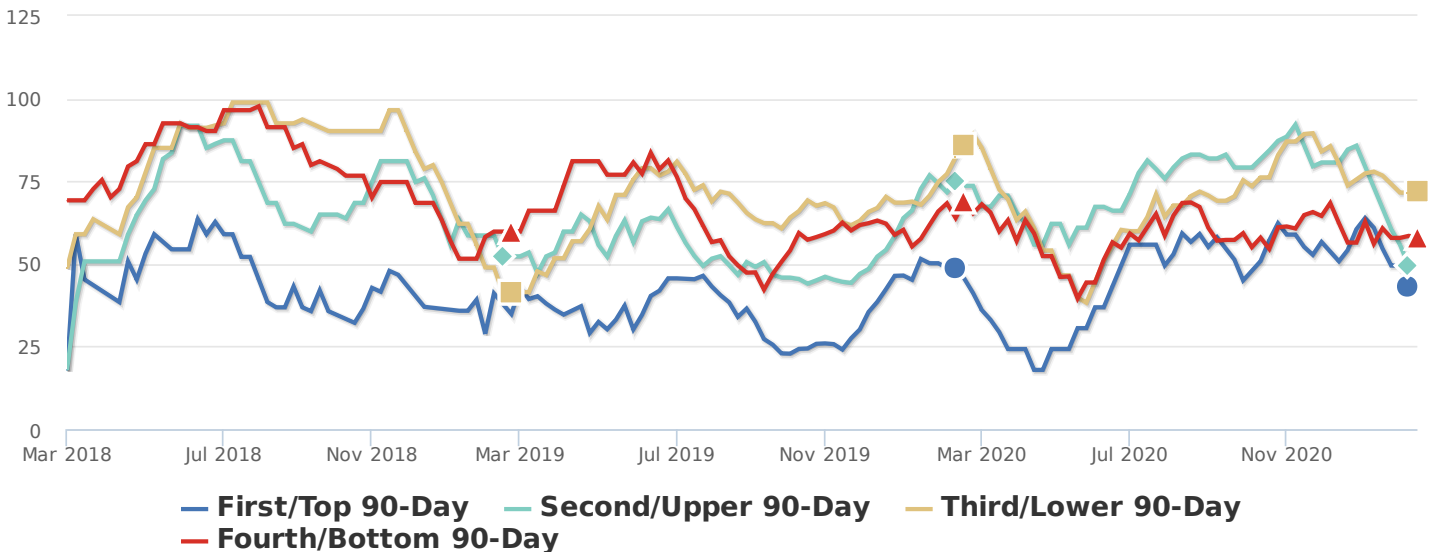
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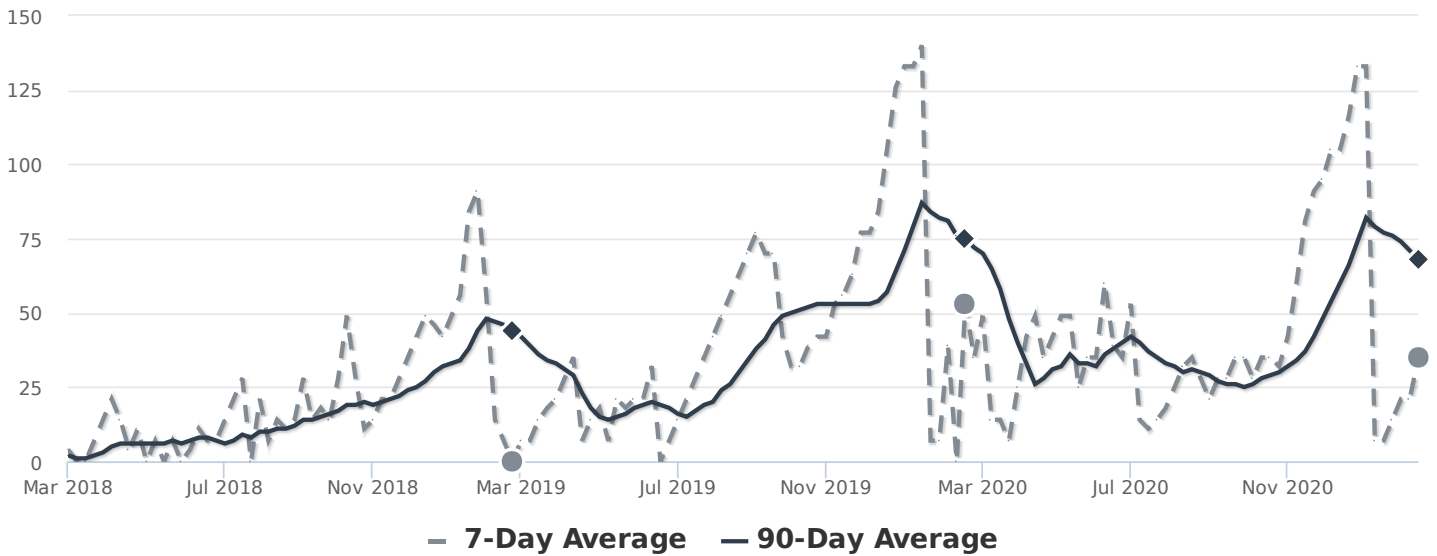
MARKET ACTION SEGMENTS

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 95 days. Half of the listings have come newly on the market in the past 68 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.

