



Market Report - The Brasil Group

Gilroy, CA

REPORT FOR 4/23/2021

Single-Family Homes



Presented by Vinicius Brasil

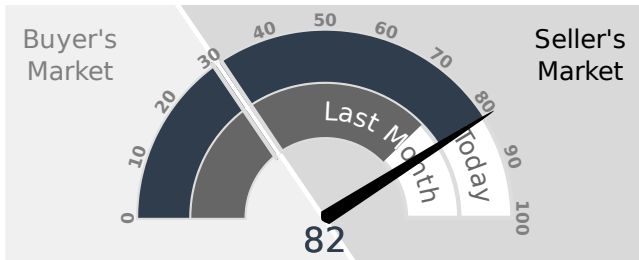
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This week the median list price for Gilroy, CA is \$1,190,000 with the market action index hovering around 82. This is an increase over last month's market action index of 76. Inventory has held steady at or around 39.

MARKET ACTION INDEX

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



Strong Seller's Market

The market continues to get hotter. More sales demand and fewer homes listed have contributed to a relatively long run of increasing prices. Current supply and demand levels show no sign of prices changing from their current trend.

REAL-TIME MARKET PROFILE

Median List Price		\$1,190,000
Per Square Foot		\$451
Days on Market		7
Price Decreased		21%
Price Increased		0%
Relisted		0%
Inventory		39
Median Rent		\$1,050
Most Expensive		\$13,200,000
Least Expensive		\$499,000
Market Action		82

Strong Seller's Market

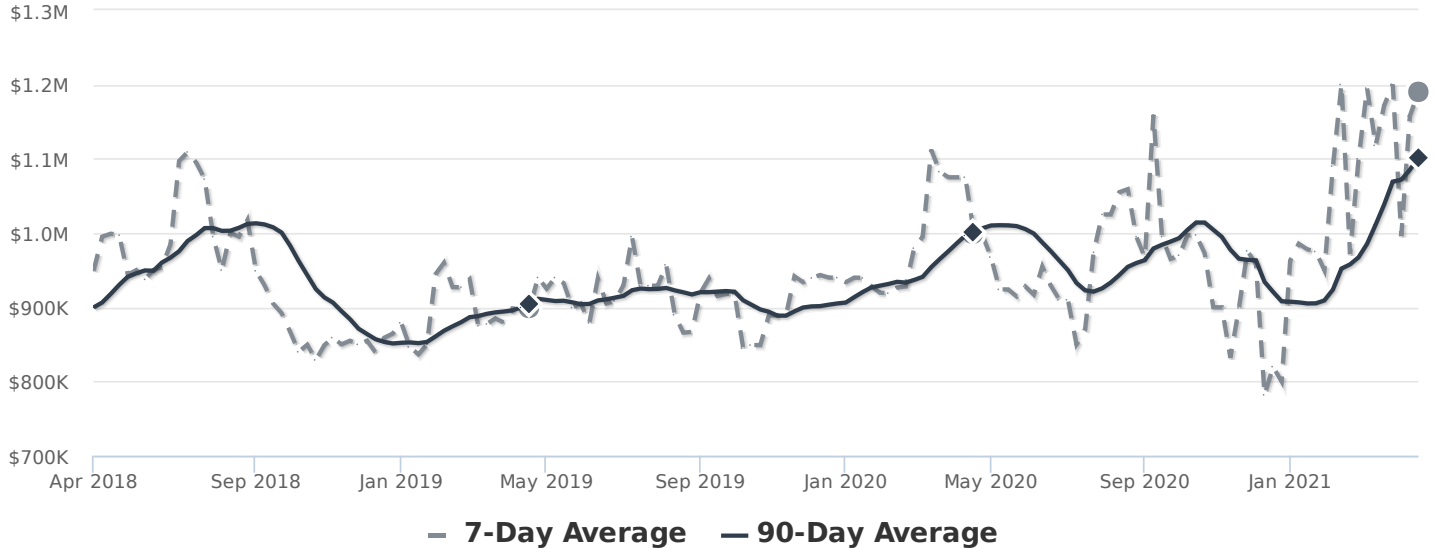
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,599,000	4,144	2.5 - 5 acres	5	4	16	2	1	42
\$1,394,950	3,145	0.25 - 0.5 acre	4	4	19	4	2	7
\$972,000	2,502	6,500 - 8,000 sqft	4	3	26	4	5	7
\$774,499	1,457	0 - 4,500 sqft	3	2	37	6	3	0

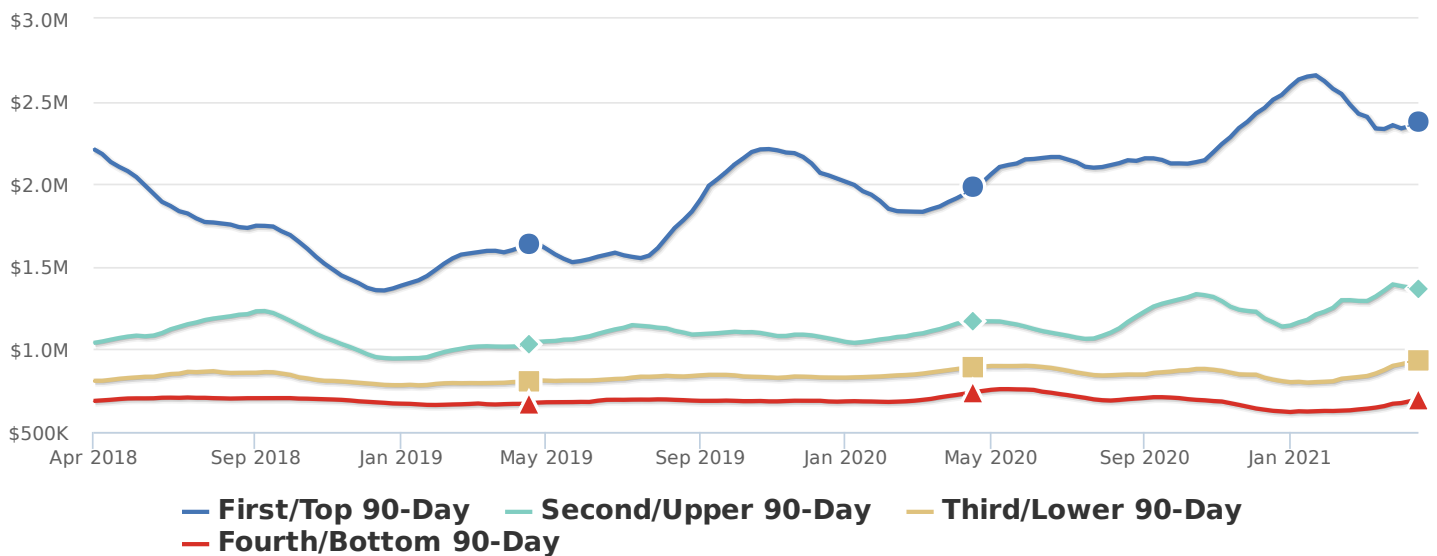
MEDIAN LIST PRICE

Price trends continued their recent uptrend this week. While still below the market's price high-point, we've seen a nice run recently.



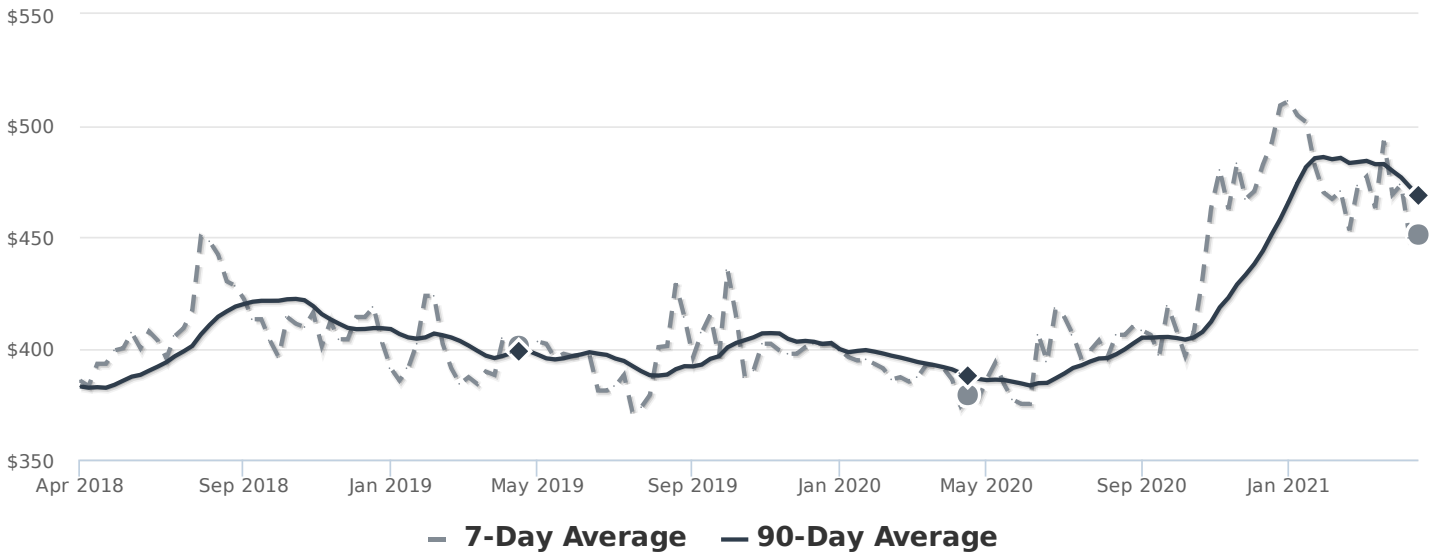
SEGMENTS

Pricing in the upper-half of the market (Quartiles 1 and 2) has been relatively flat recently while the lower-half prices have remained strong. Quartiles 3 and 4 have been increasing in the last few weeks. Look to the Market Action Index Quartile breakdown for a leading indicator on which group will lead the market in the near future.



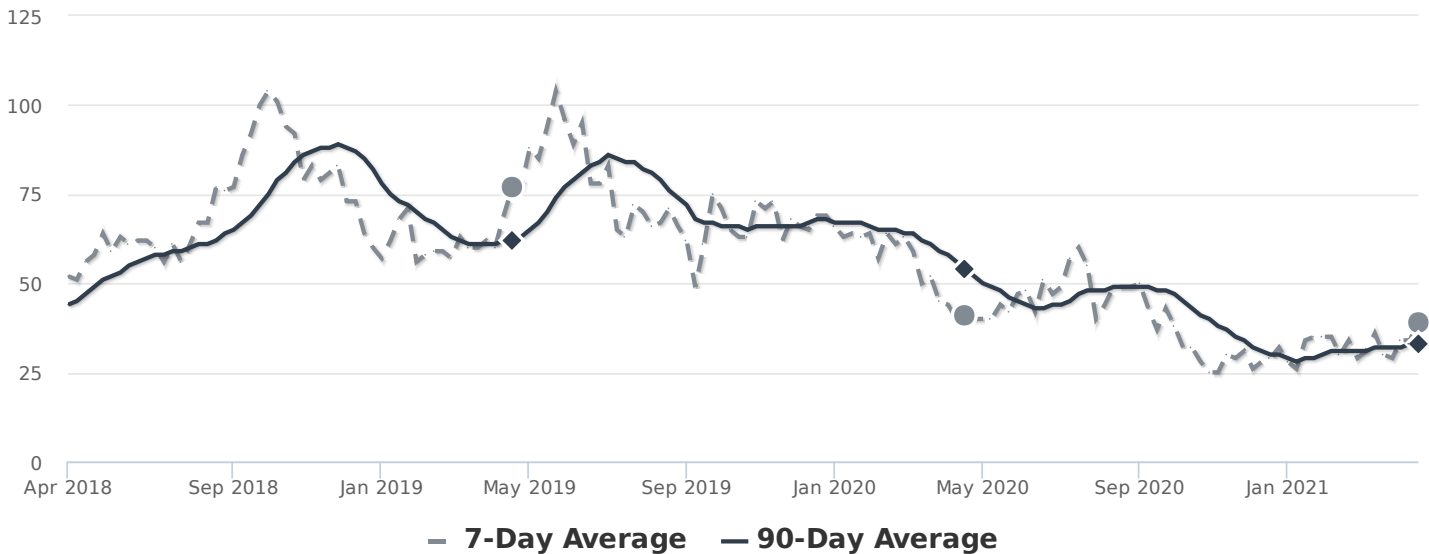
PRICE PER SQUARE FOOT

This is a market where watching the value metrics (like price per square foot) can provide insight that you don't get at first glance. Despite the fact that home prices are rising fairly consistently, the price per square foot of homes listed is declining. Often this can be attributed to new and remodeled homes on the market. Buyers in the area are paying more but also getting more for their money.



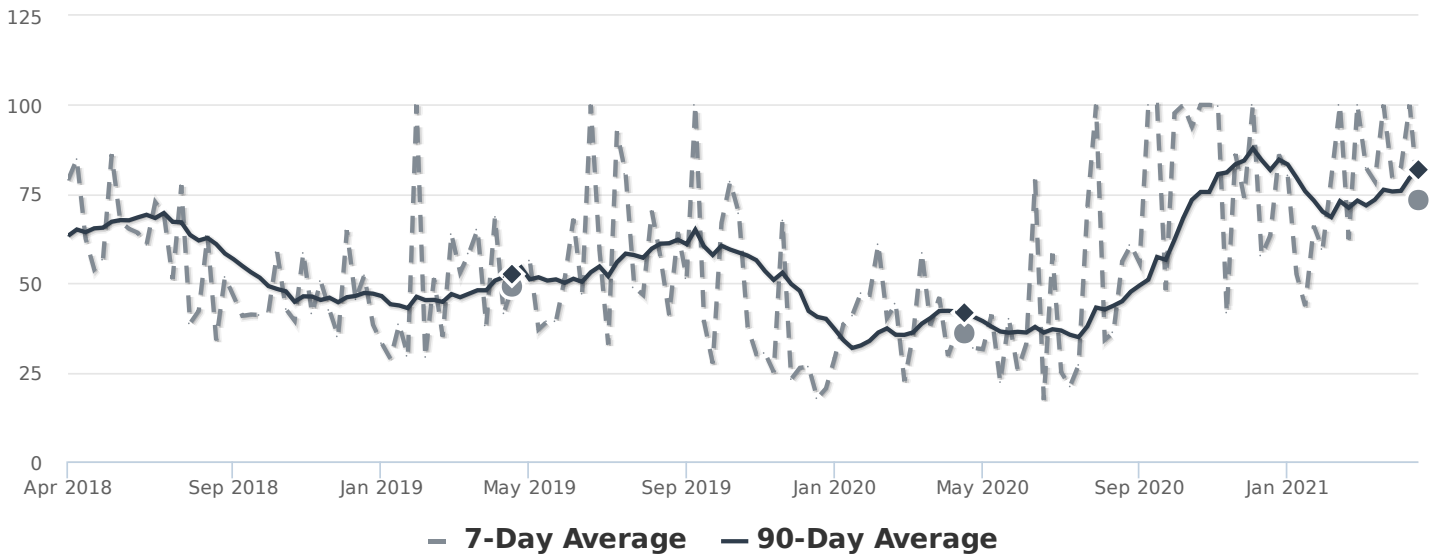
INVENTORY

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.



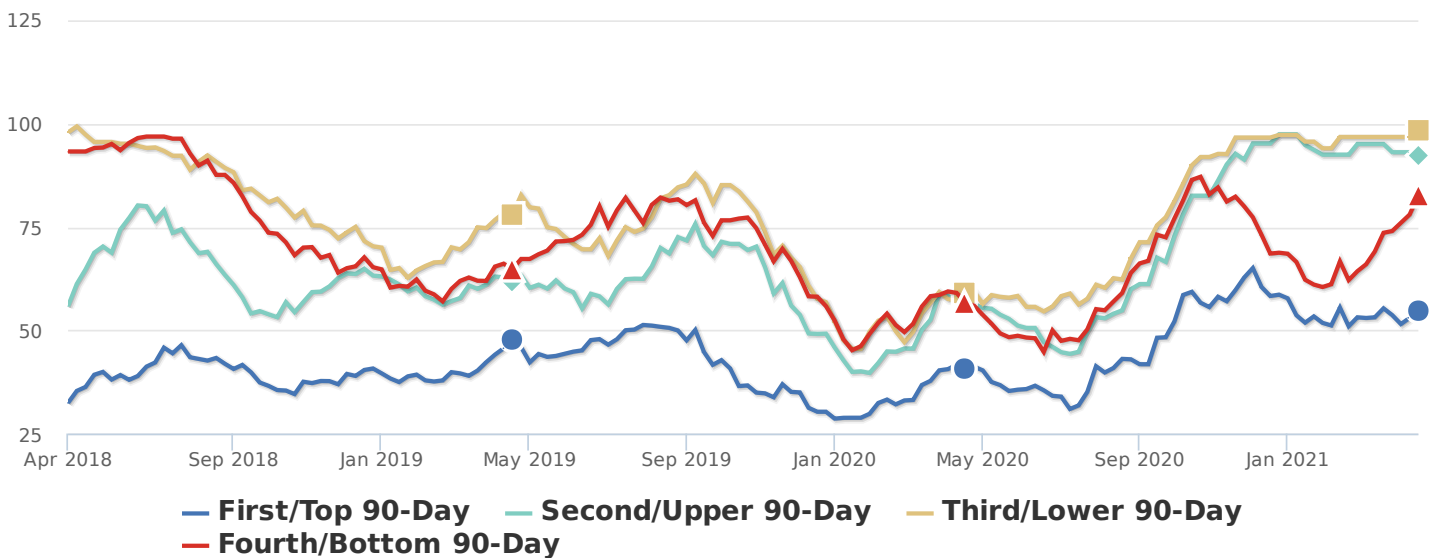
MARKET ACTION INDEX

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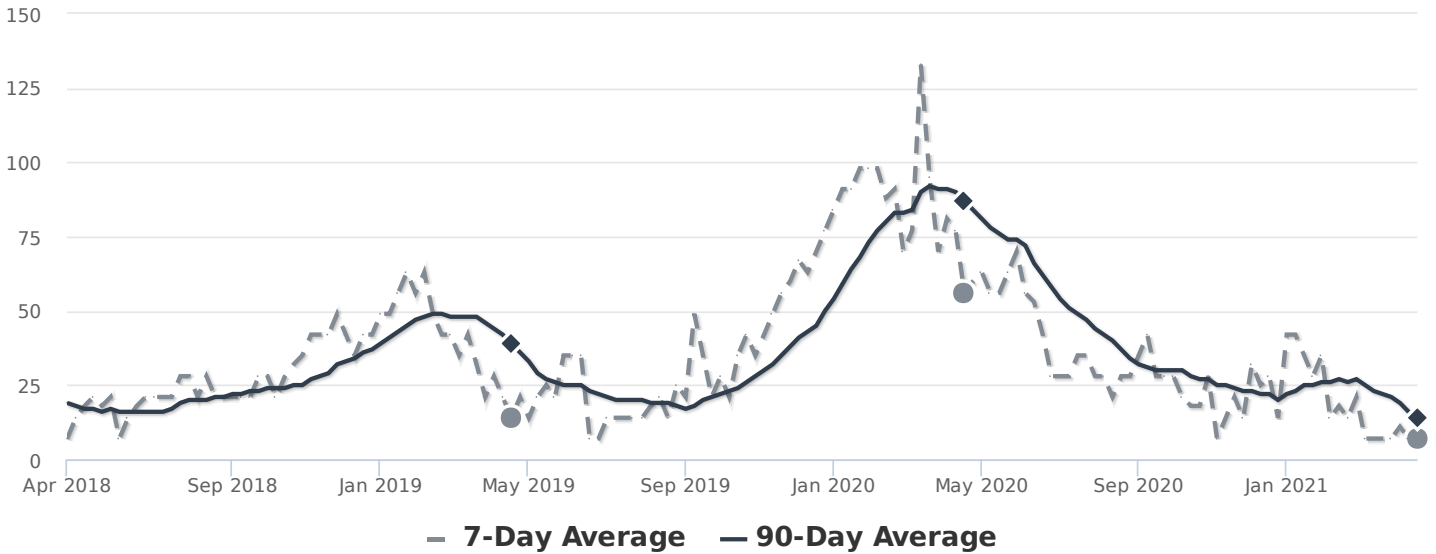
MARKET ACTION SEGMENTS

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 137 days. Half of the listings have come newly on the market in the past 14 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.

