



Market Report - The Brasil Group

San Jose, CA 95124

REPORT FOR 2/28/2021

Single-Family Homes



Presented by Vinicius Brasil

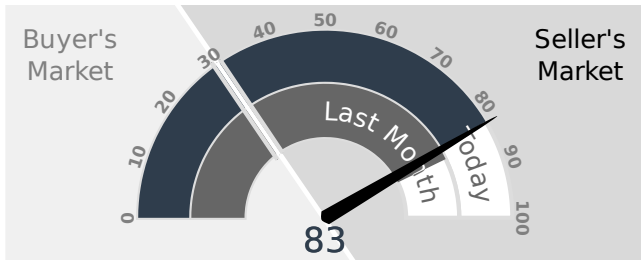
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This week the median list price for San Jose, CA 95124 is \$1,428,000 with the market action index hovering around 83. This is less than last month's market action index of 86. Inventory has held steady at or around 15.

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		\$1,428,000
Per Square Foot		\$884
Days on Market		0
Price Decreased		13%
Price Increased		7%
Relisted		13%
Inventory		15
Median Rent		\$4,100
Most Expensive		\$2,175,000
Least Expensive		\$1,298,888
Market Action		83

Strong Seller's Market

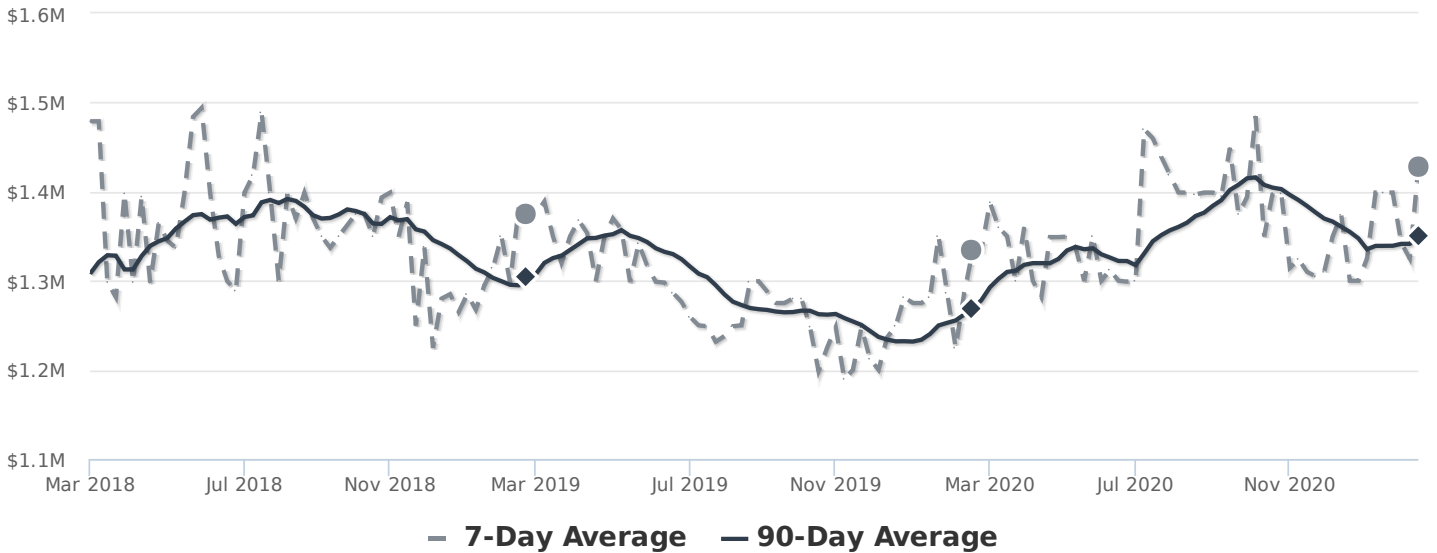
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,149,000	2,300	8,000 - 10,000 sqft	5	3	58	3	1	0
\$1,549,444	1,677	6,500 - 8,000 sqft	3	2	60	3	0	0
\$1,381,500	1,331	4,500 - 6,500 sqft	4	2	62	3	0	0
\$1,299,444	1,769	4,500 - 6,500 sqft	3	2	59	1	2	17

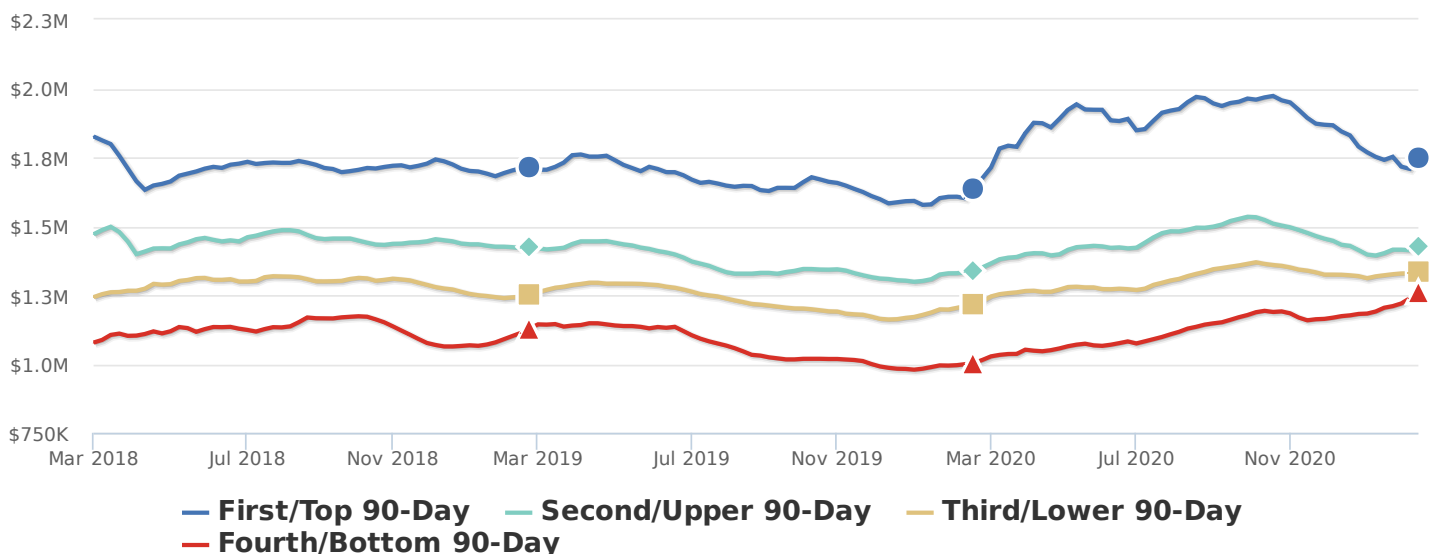
MEDIAN LIST PRICE

Again this week we see prices in this zip code remain roughly at the level they've been for several weeks. Since we're significantly below the top of the market, look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



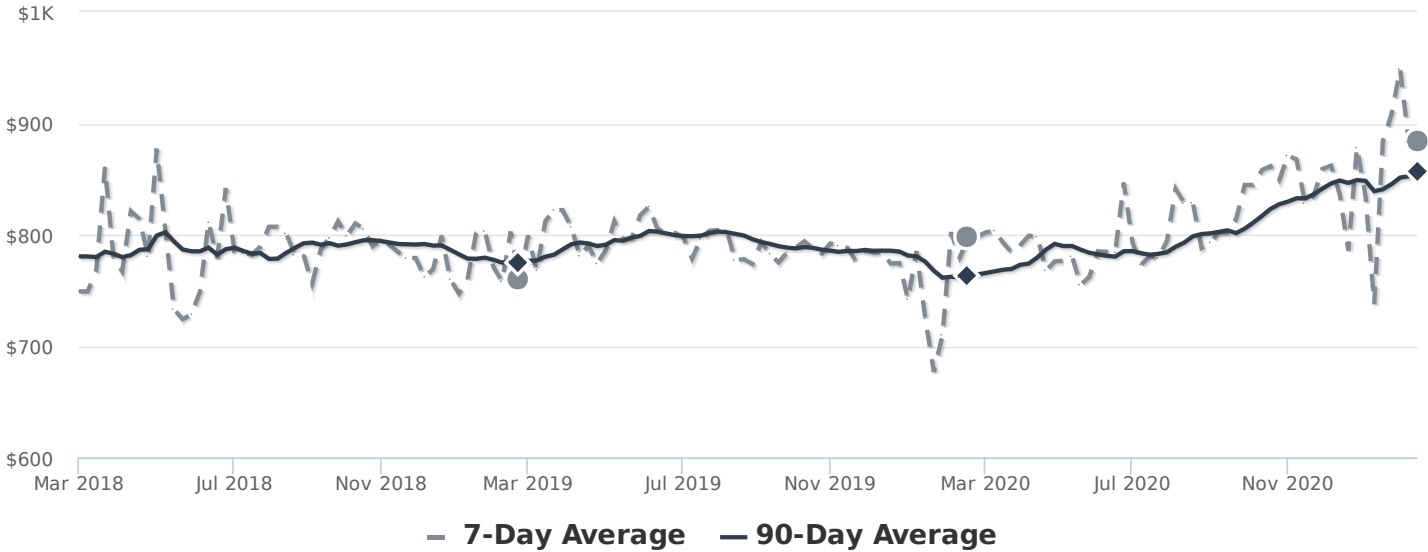
SEGMENTS

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.



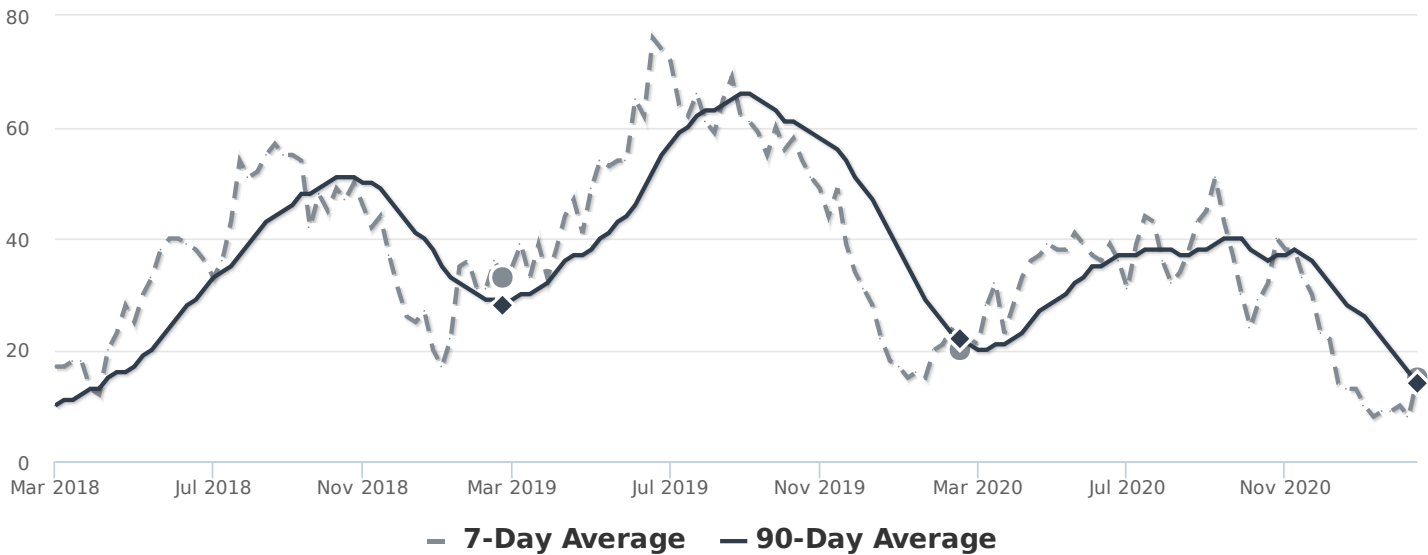
PRICE PER SQUARE FOOT

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.



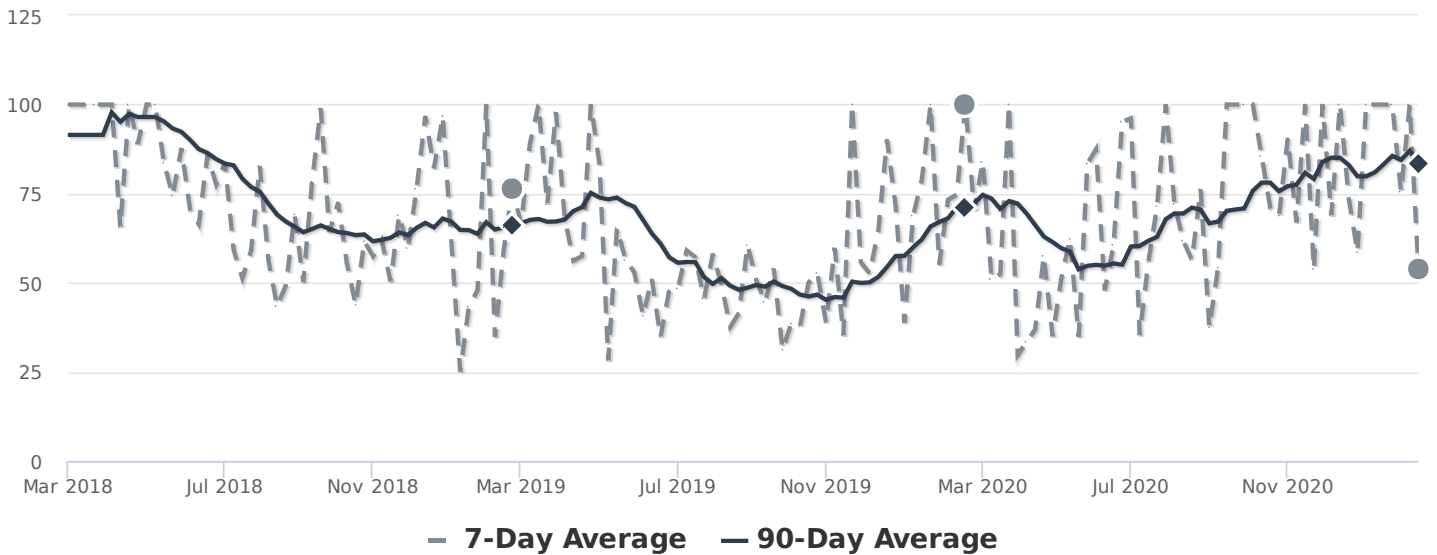
INVENTORY

Inventory has been 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.



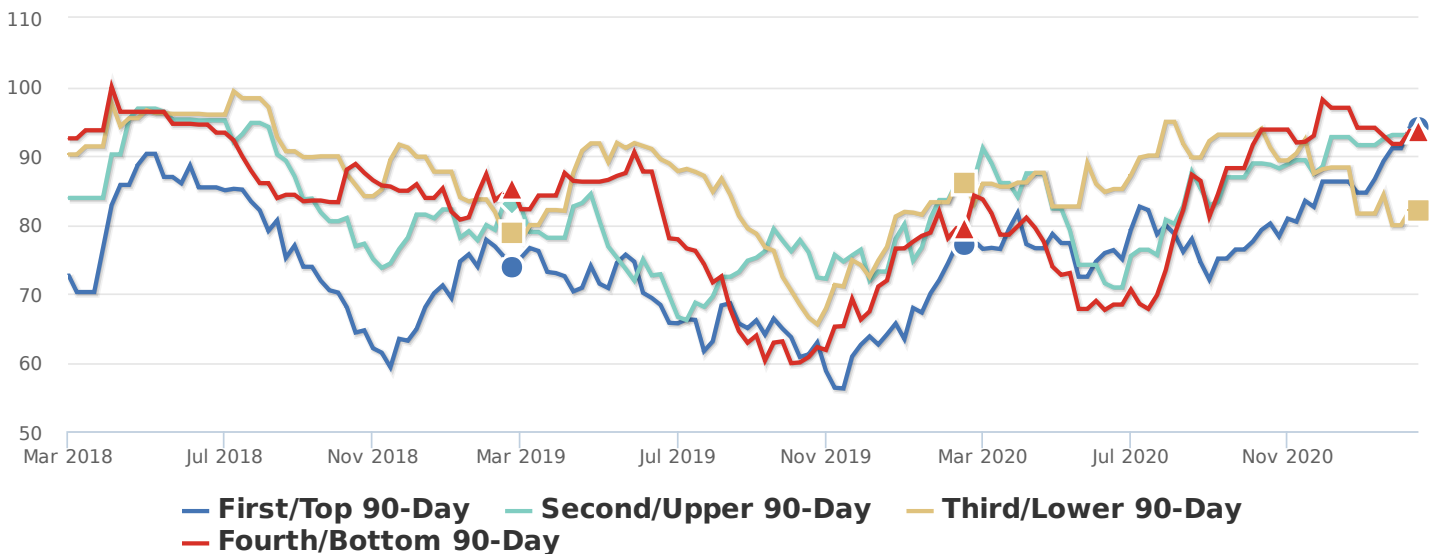
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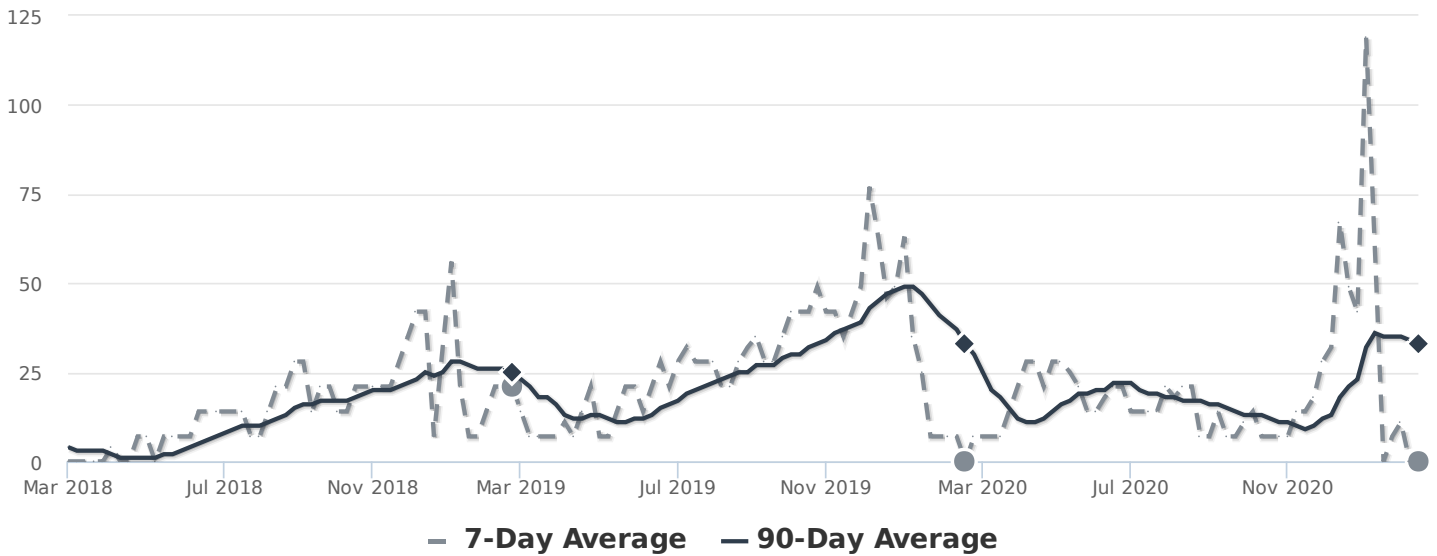
MARKET ACTION SEGMENTS

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 130 days. Half of the listings have come newly on the market in the past 33 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.

