



Market Report - The Brasil Group

Saratoga, CA

REPORT FOR 4/23/2021

Single-Family Homes



Presented by Vinicius Brasil

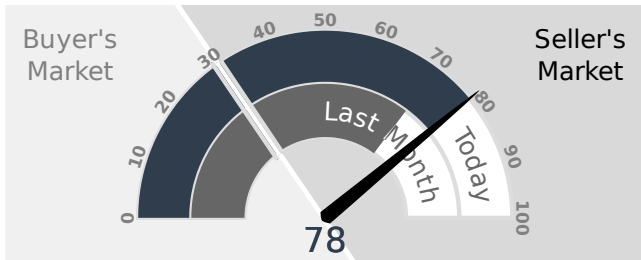
408-582-3272

info@thebrasilgroup.com

This week the median list price for Saratoga, CA is \$3,765,000 with the market action index hovering around 78. This is an increase over last month's market action index of 71. Inventory has held steady at or around 22.

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		\$3,765,000
Per Square Foot		\$1,224
Days on Market		14
Price Decreased		5%
Price Increased		5%
Relisted		5%
Inventory		22
Median Rent		\$5,448
Most Expensive		\$25,000,000
Least Expensive		\$1,990,000
Market Action		78

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
\$6,488,000	5,275	5 - 10 acres	5	5	80	0	0	70
\$3,998,000	3,462	1 - 2.5 acres	4	3	31	1	1	14
\$3,499,000	2,966	0.5 - 1 acre	4	3	60	3	2	3
\$2,500,000	2,157	0.25 - 0.5 acre	3	2	64	2	2	7

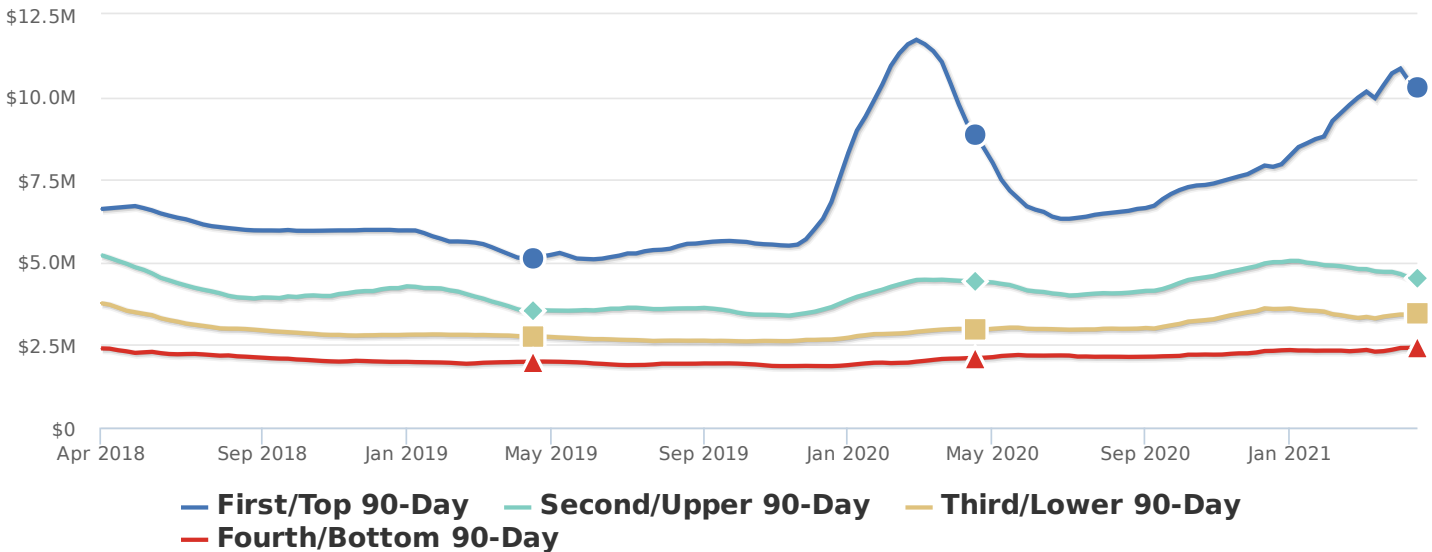
MEDIAN LIST PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



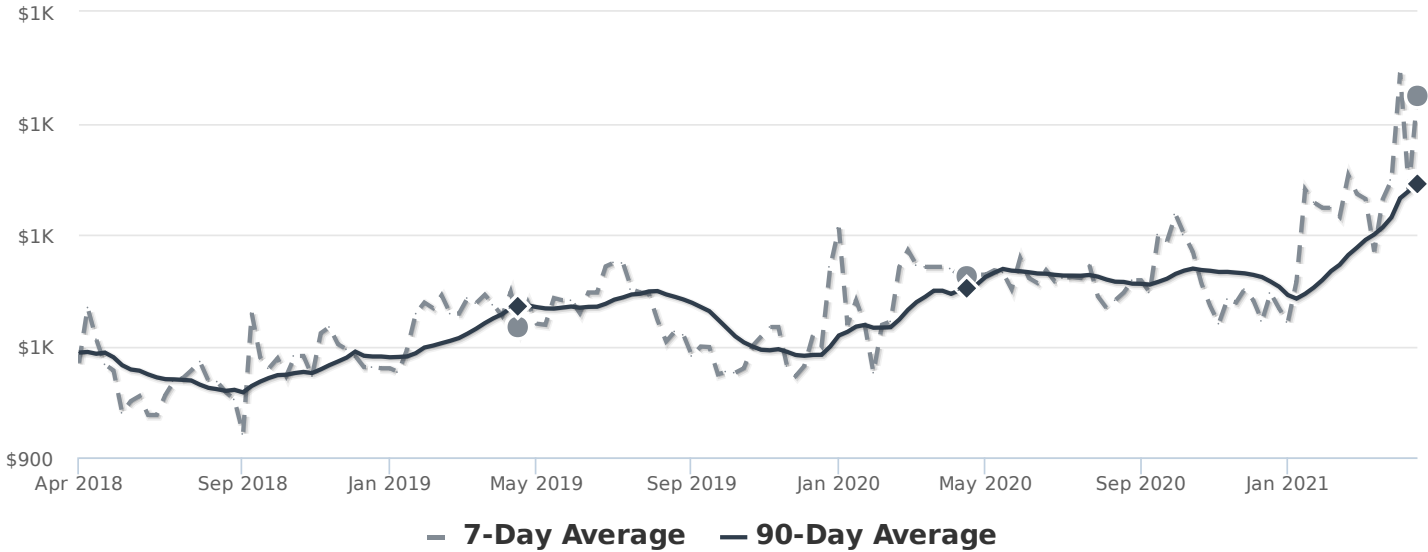
SEGMENTS

Prices in Quartiles 3 and 1 are basically flat while Quartile 2 is down in recent weeks. Notice however, that Quartile 4 at the low-end of the market is still on an up-trend. 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.



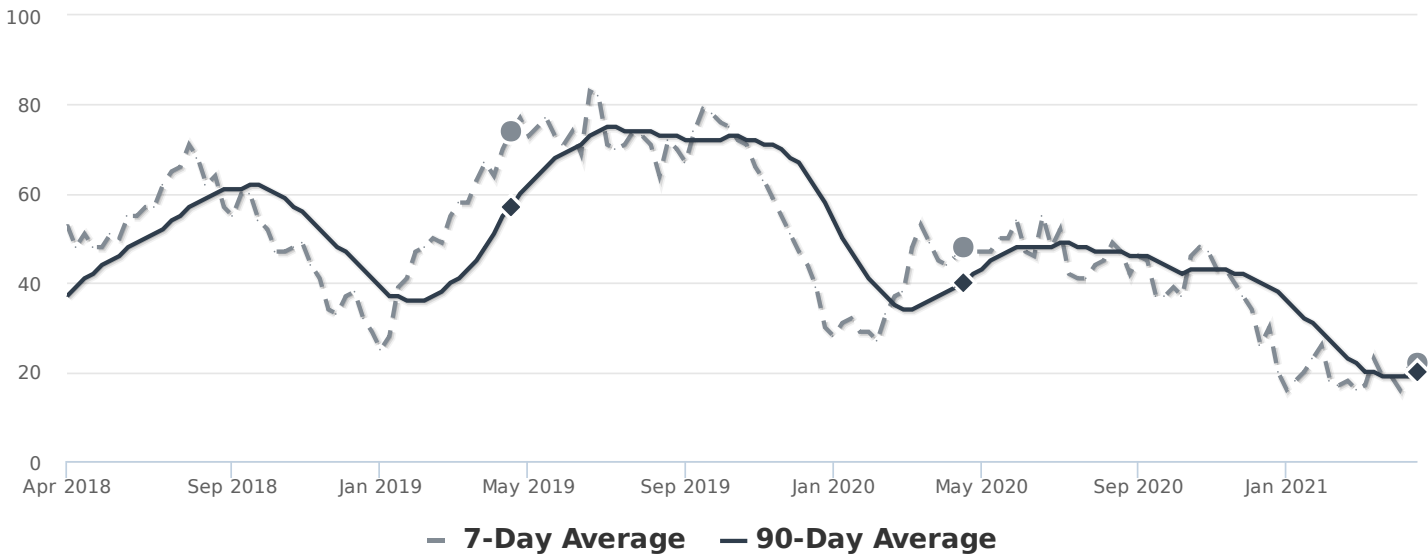
PRICE PER SQUARE FOOT

The value placed on homes continues to increase, despite the fact that prices in general have been basically flat recently. These conditions can arise when inventory is light and more, smaller homes have more influence on overall prices.



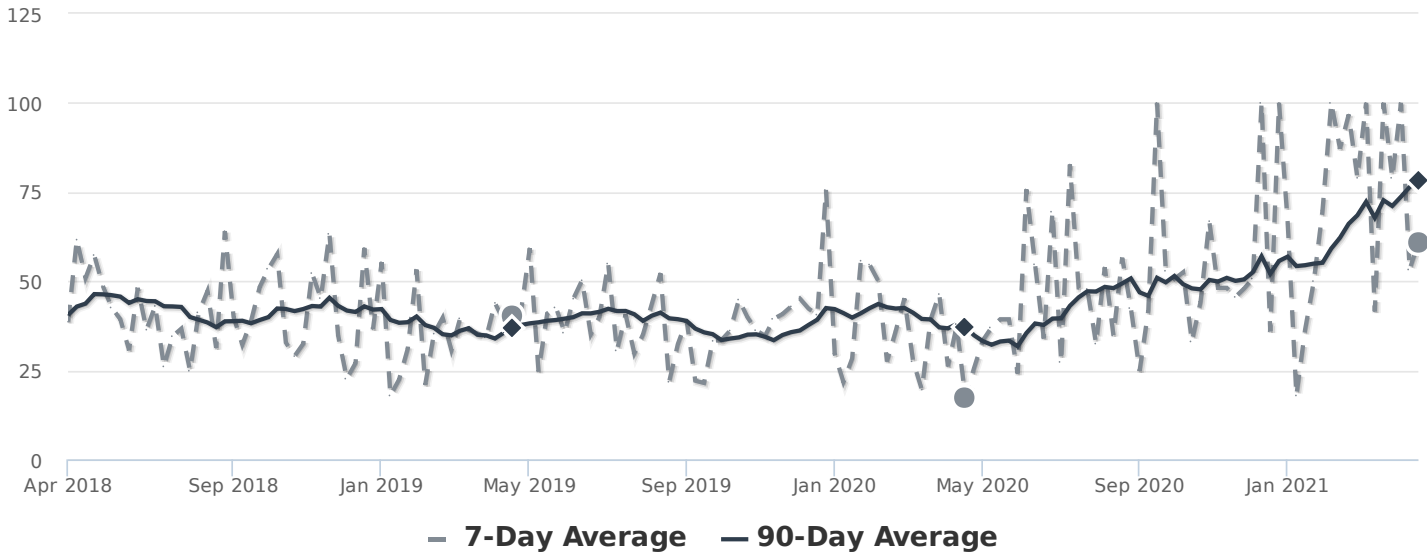
INVENTORY

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



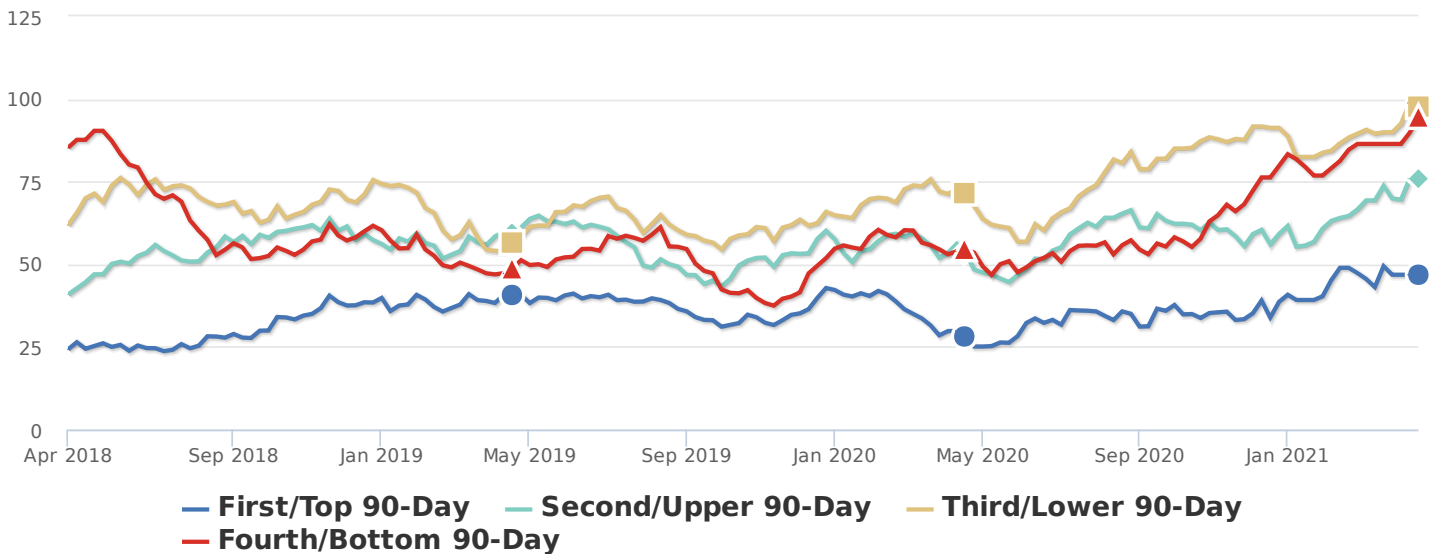
MARKET ACTION INDEX

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.



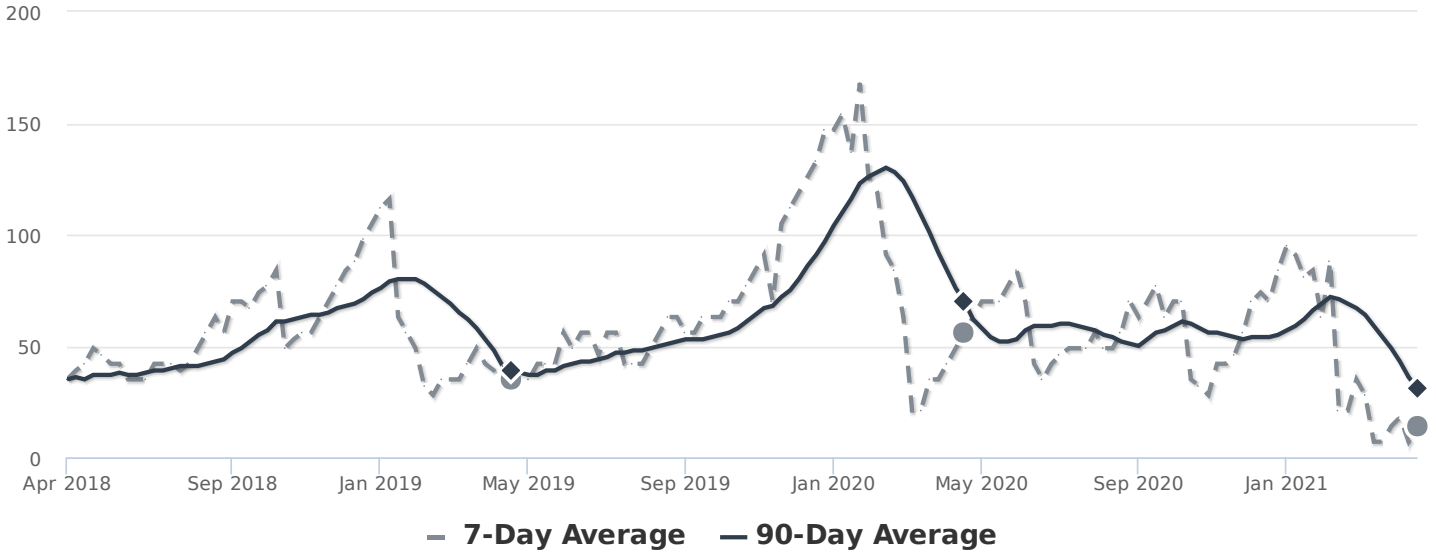
MARKET ACTION SEGMENTS

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 92 days. Half of the listings have come newly on the market in the past 31 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.

