



Market Report - The Brasil Group

Santa Clara, CA 95051

REPORT FOR 2/28/2021

Single-Family Homes



Presented by Vinicius Brasil

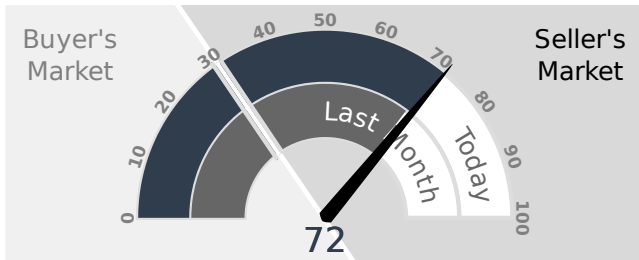
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This week the median list price for Santa Clara, CA 95051 is \$1,593,500 with the market action index hovering around 72. This is an increase over last month's market action index of 71. Inventory has held steady at or around 12.

MARKET ACTION INDEX

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



Strong Seller's Market

While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.

REAL-TIME MARKET PROFILE

Median List Price		\$1,593,500
Per Square Foot		\$1,008
Days on Market		7
Price Decreased		0%
Price Increased		0%
Relisted		0%
Inventory		12
Median Rent		\$3,575
Most Expensive		\$2,255,000
Least Expensive		\$999,000
Market Action		72

Strong Seller's Market

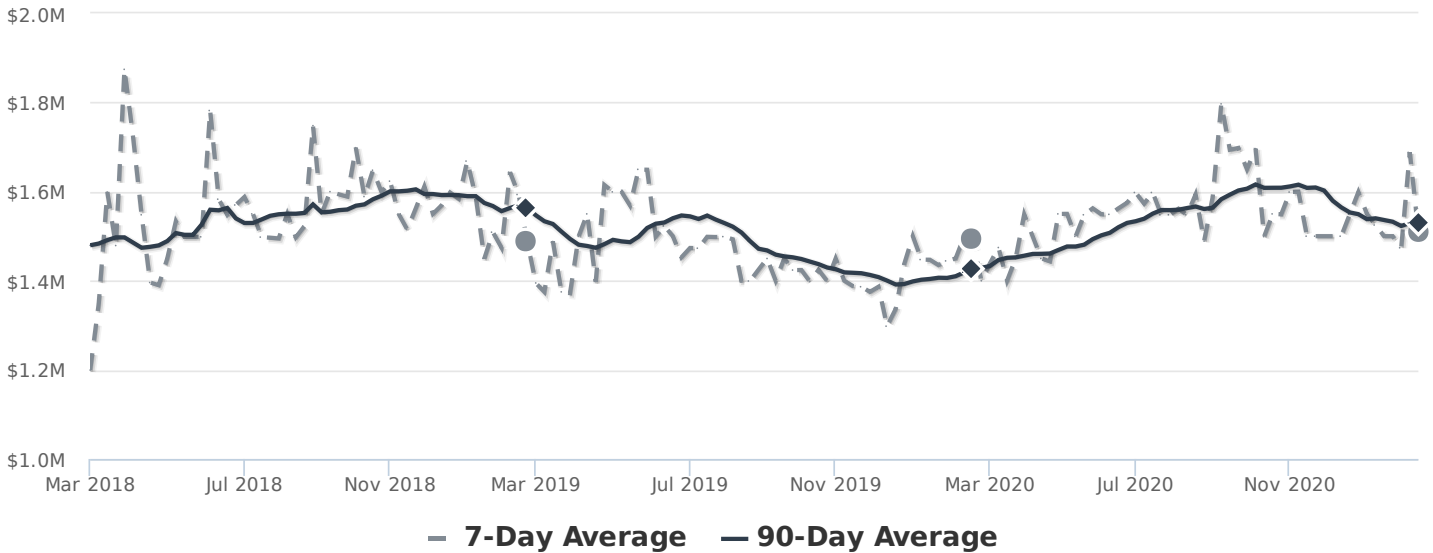
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$1,999,888	2,110	6,500 - 8,000 sqft	4	3	53	1	1	14
\$1,625,000	1,612	4,500 - 6,500 sqft	3	2	61	2	0	0
\$1,520,000	1,595	6,500 - 8,000 sqft	3	2	73	0	2	7
\$1,299,000	1,246	4,500 - 6,500 sqft	3	2	63	2	2	0

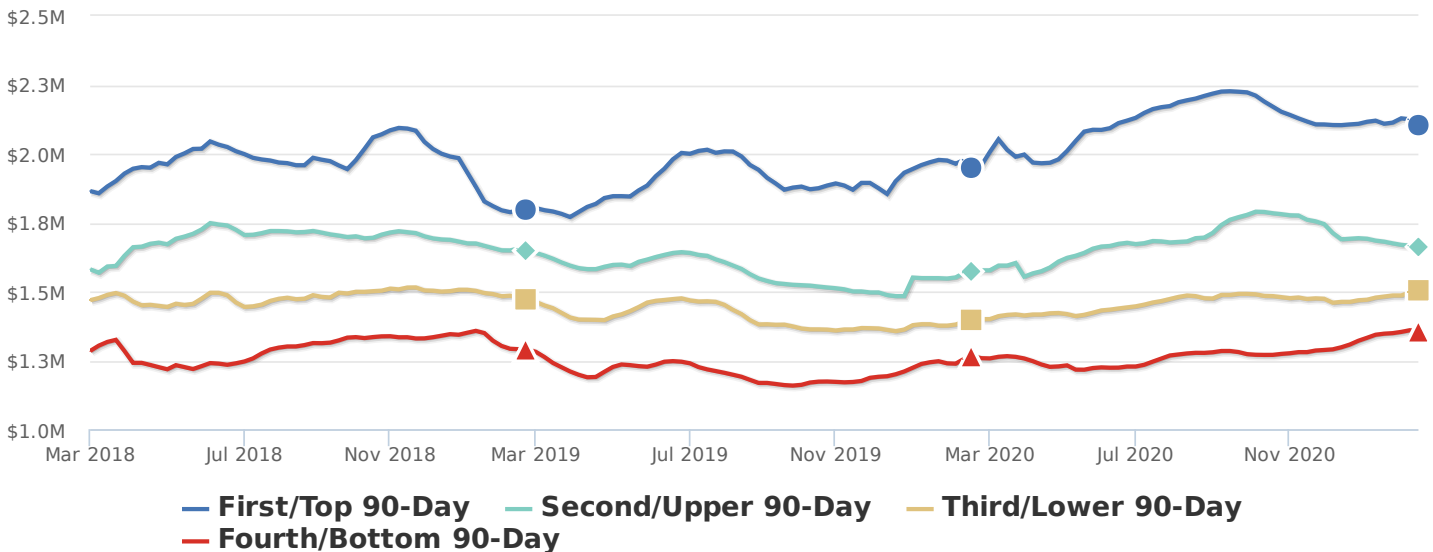
MEDIAN LIST PRICE

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.



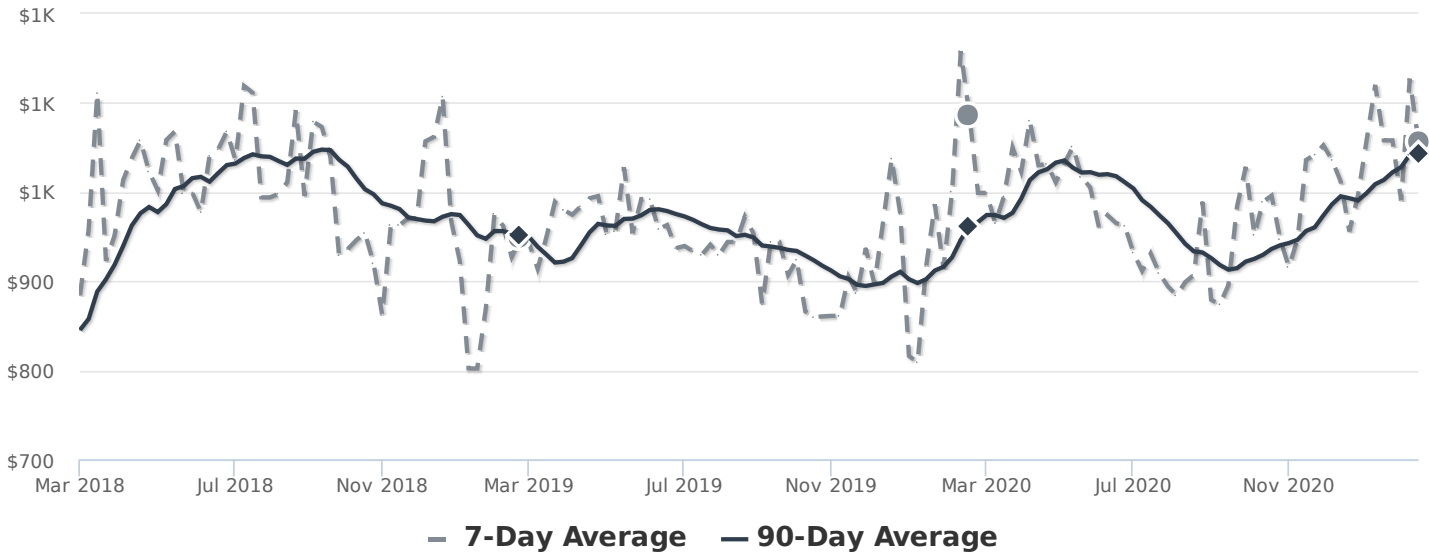
SEGMENTS

In the quartile market segments, we see prices in this zip code have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



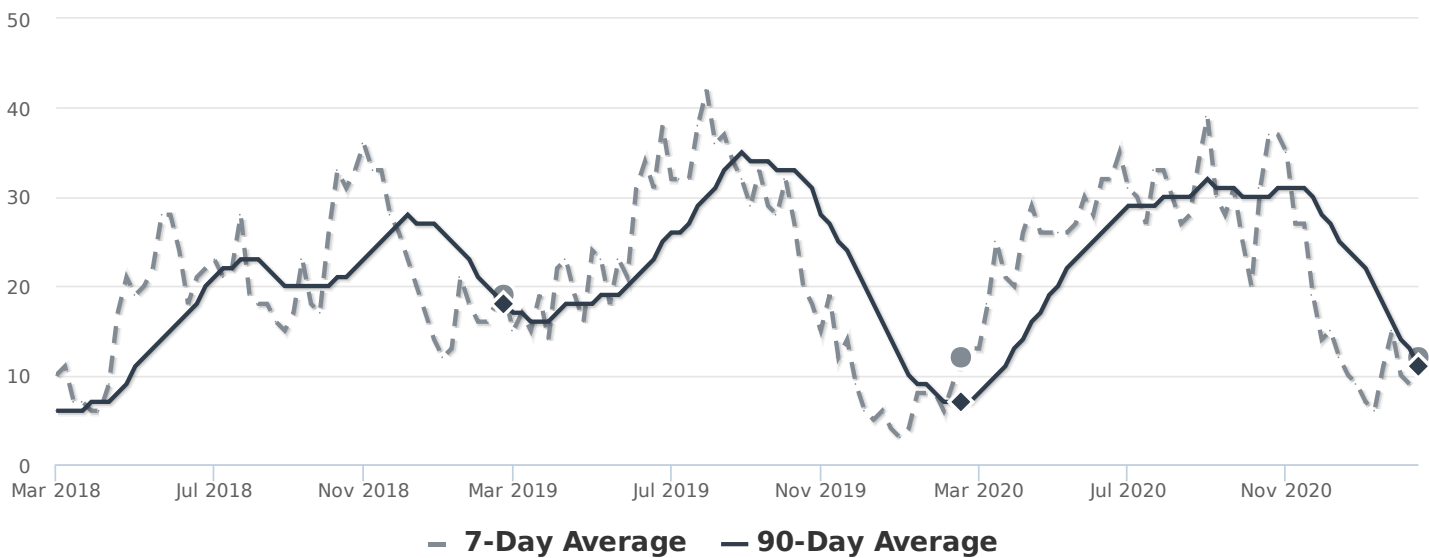
PRICE PER SQUARE FOOT

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



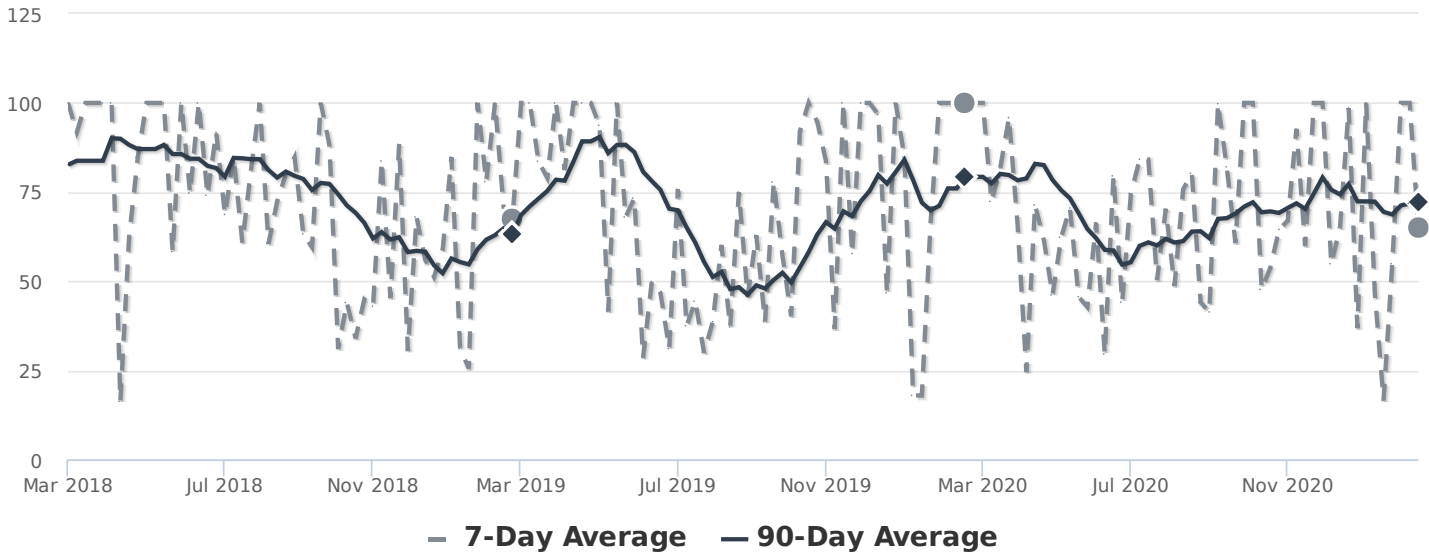
INVENTORY

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.



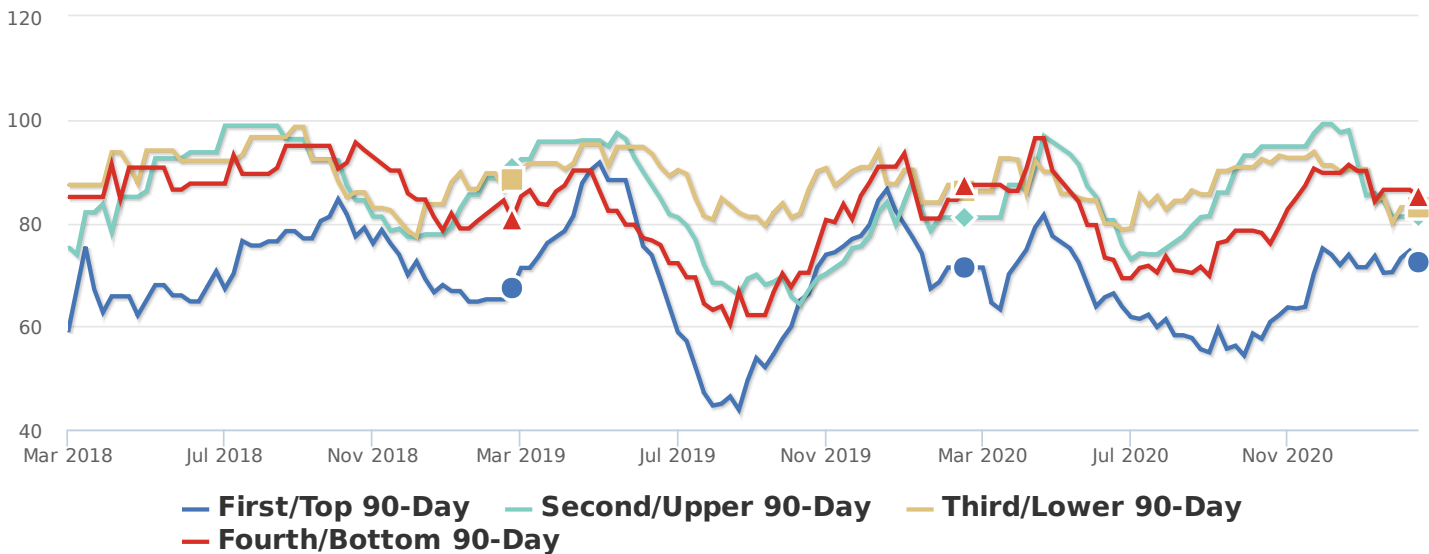
MARKET ACTION INDEX

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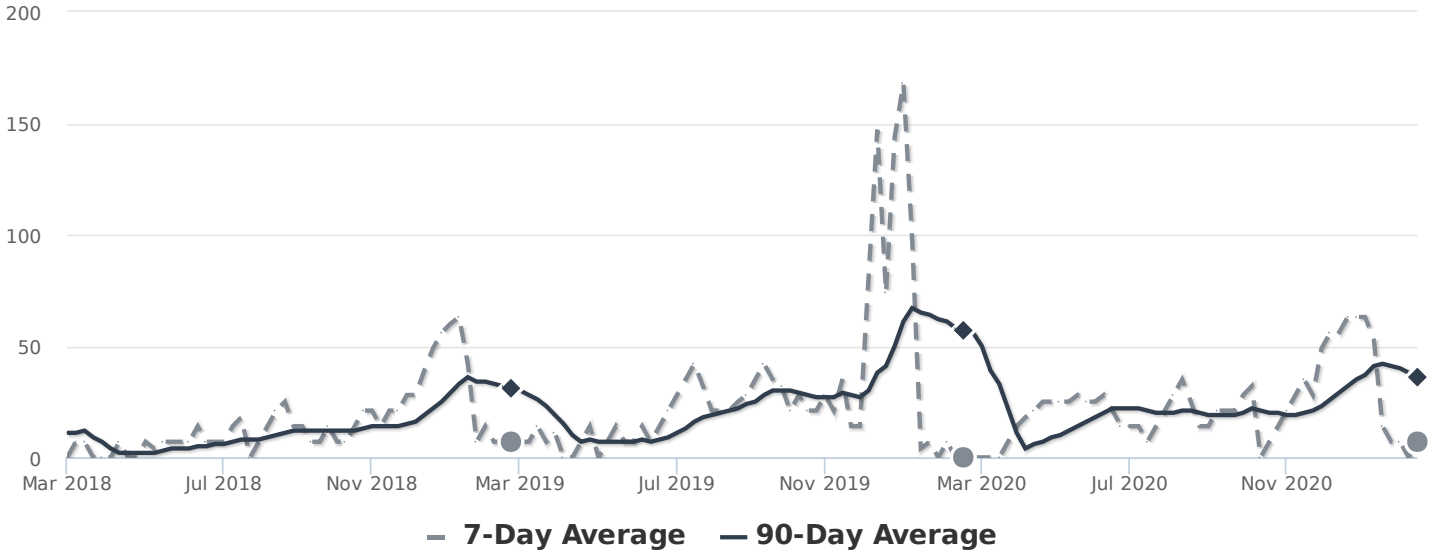
MARKET ACTION SEGMENTS

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 87 days. Half of the listings have come newly on the market in the past 36 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.

