



Market Report - The Brasil Group

Los Gatos, CA

REPORT FOR 1/29/2023

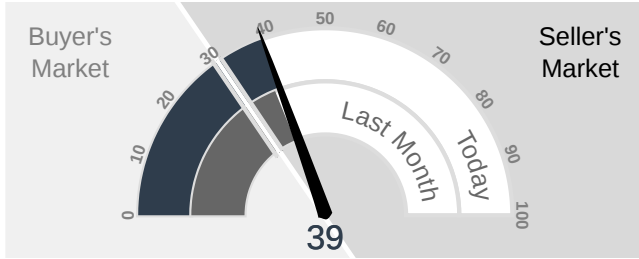
Single-Family Homes



This week the median list price for Los Gatos, CA is \$2,500,000 with the market action index hovering around 39. This is an increase over last month's market action index of 38. Inventory has decreased to 39.

MARKET ACTION INDEX

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



Slight Seller's Advantage

The market has been cooling off a bit in recent weeks, as more homes are available and demand is less. We're already seeing prices move lower as a result. Expect this trend to continue especially if the index falls to the Buyer's zone. Watch for a persistent up-turn in Market Action to signal prices rising again.

REAL-TIME MARKET PROFILE

Median List Price		\$2,500,000
Median Price of New Listings		\$2,292,500
Per Square Foot		\$1,092
Average Days on Market		107
Median Days on Market		77
Price Decreased		46%
Price Increased		3%
Relisted		13%
Inventory		39
Median Rent		\$4,998
Market Action		39

Slight Seller's Advantage

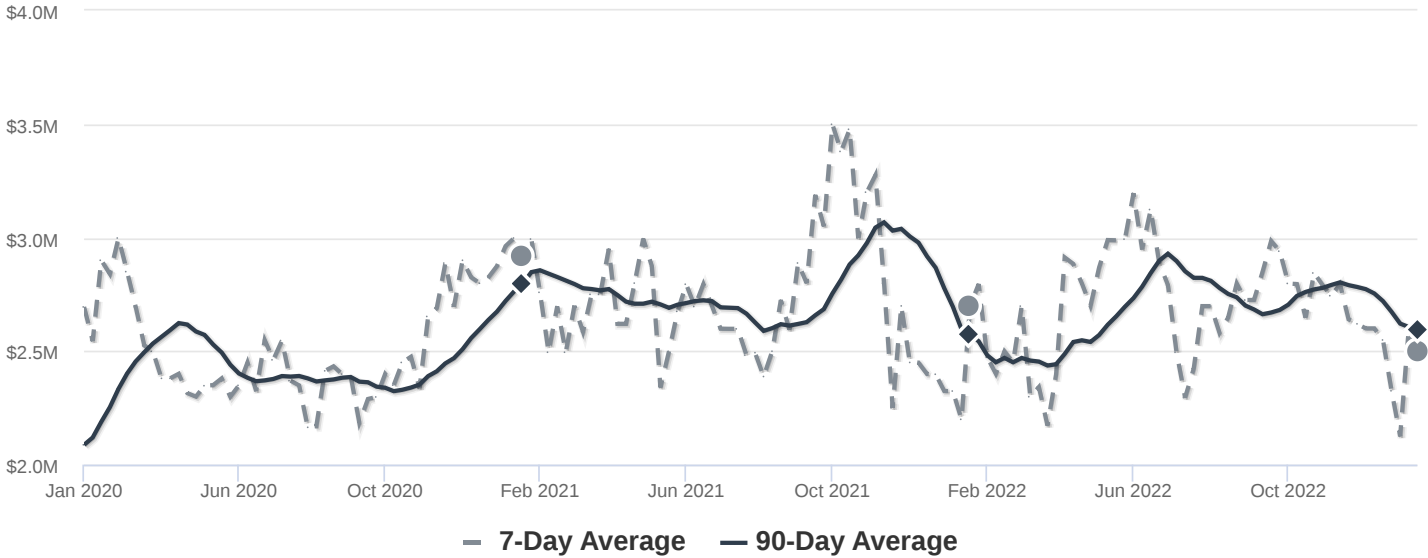
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$4,999,000	3,957	1 - 2.5 acres	4	4.5	23	0	0	42
\$3,299,000	2,497	0.25 - 0.5 acre	4	3	56	0	2	73
\$1,772,000	2,403	1 - 2.5 acres	4	2.5	45	2	1	98
\$886,500	1,227	0.5 - 1 acre	2	1.8	56	0	1	98

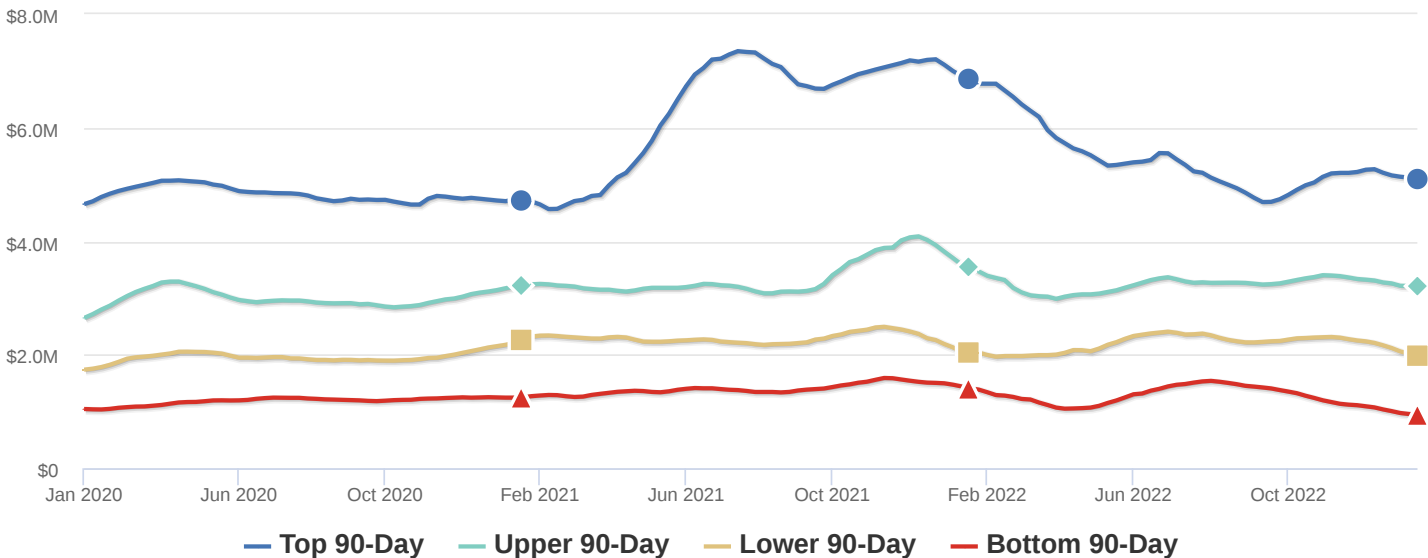
MEDIAN LIST PRICE

Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high levels. The Market Action Index is a good leading indicator for the durability of this trend.



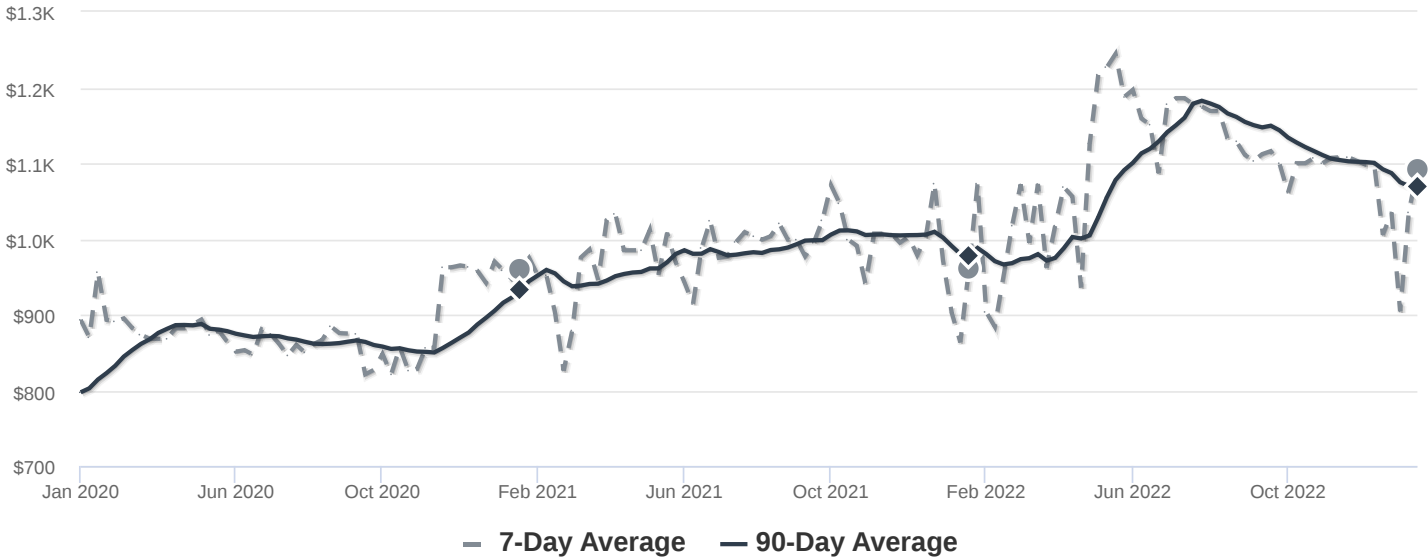
SEGMENTS

While prices in the upper half of the market has shown essentially mixed pricing lately, the lower half of the market is trending lower. Quartiles 3 and 4 have been in price decline in recent weeks, with Quartiles 1 and 2 remaining basically flat. Look to the Market Action Index as a leading indicator of the bottom of the market.



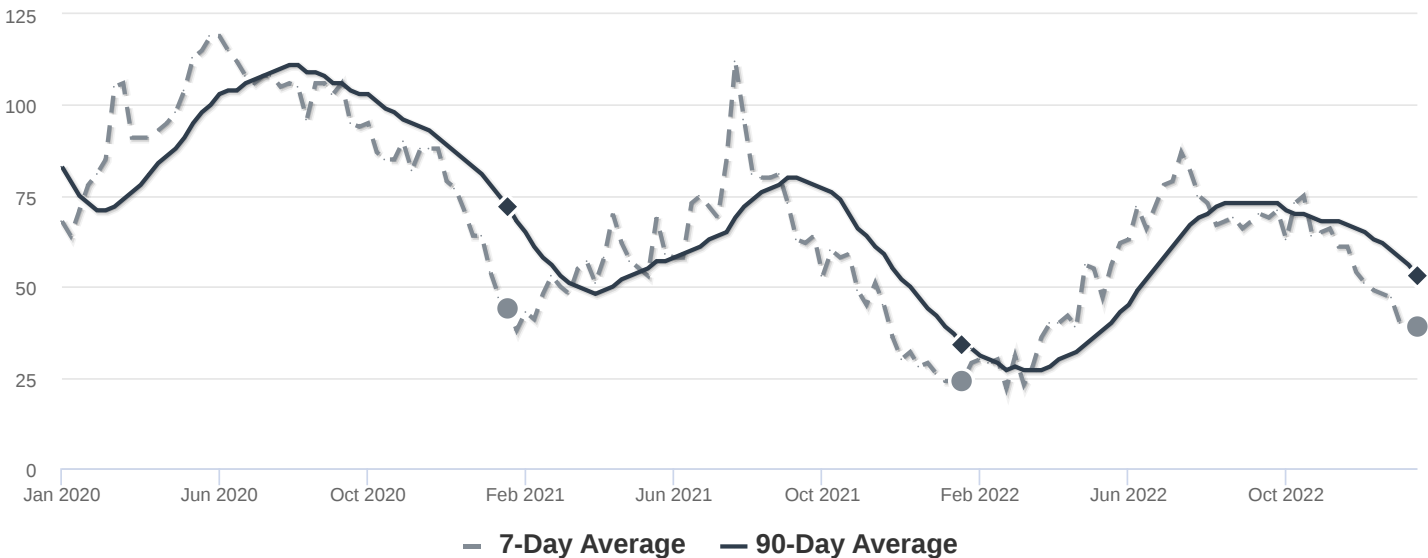
PRICE PER SQUARE FOOT

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



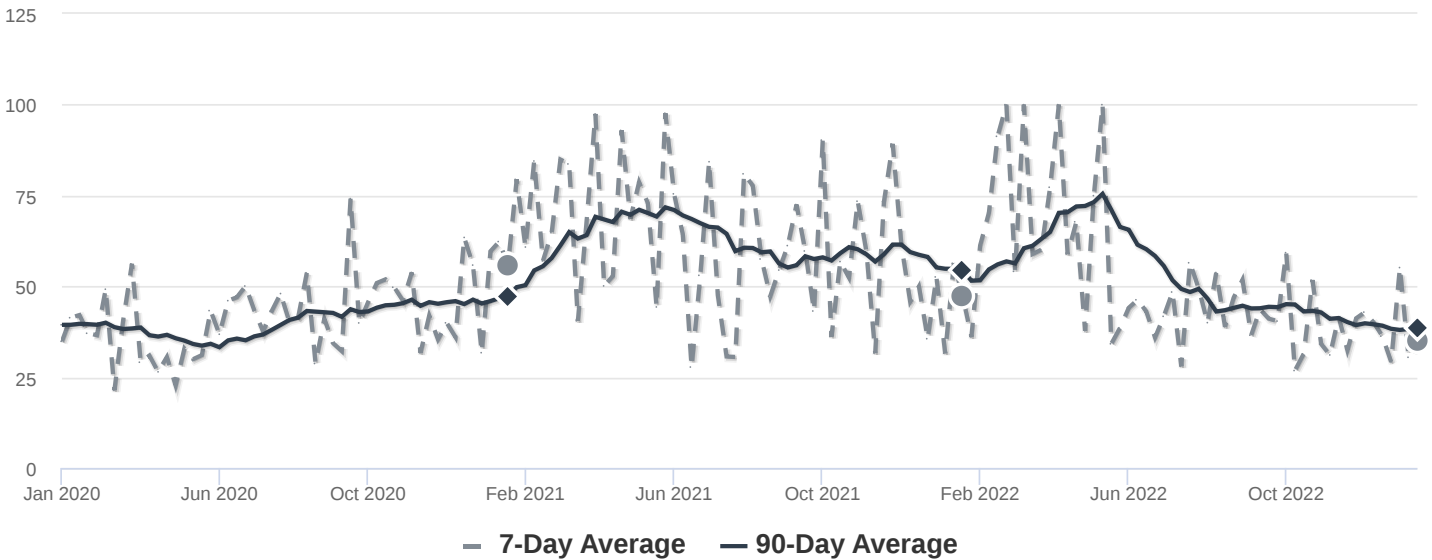
INVENTORY

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.



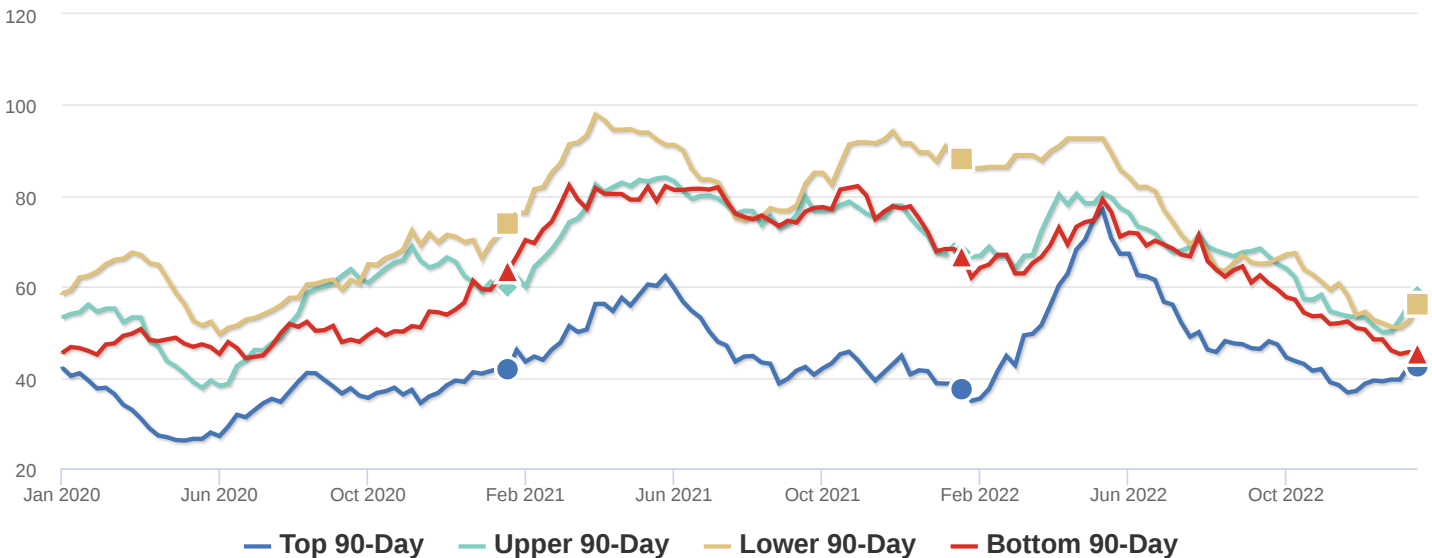
MARKET ACTION INDEX

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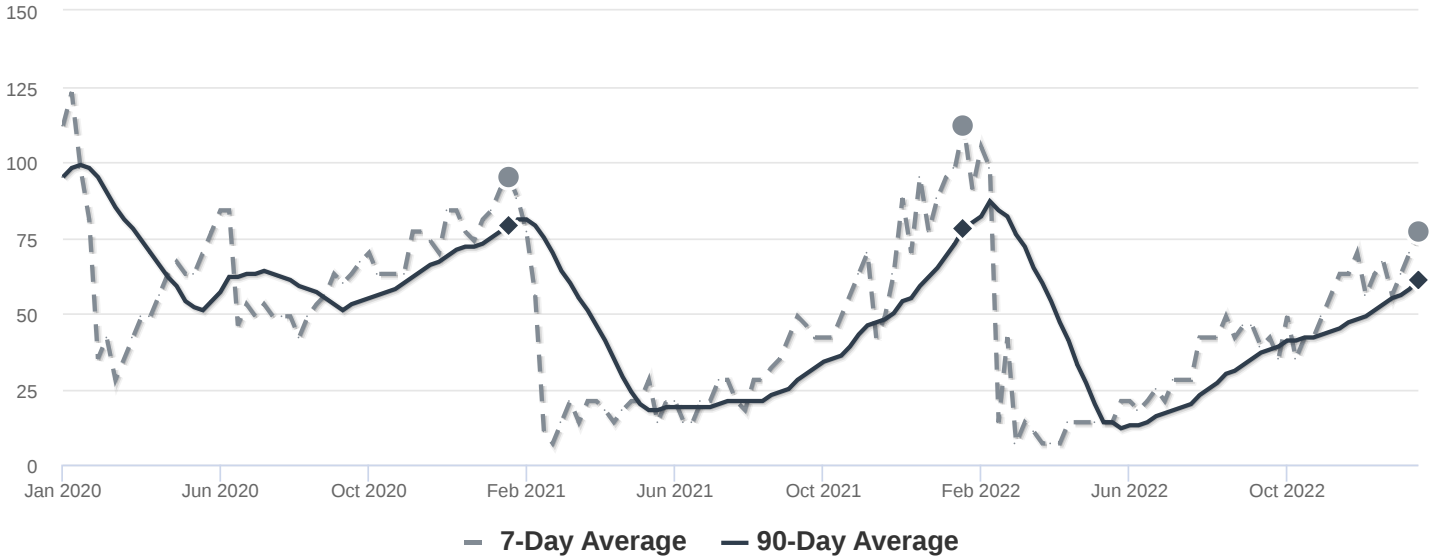
MARKET ACTION SEGMENTS

Not surprisingly, all segments in 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 87 days. Half of the listings have come newly on the market in the past 64 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.

