



# **Market Report - The Brasil Group**

## **Los Gatos, CA**

REPORT FOR 4/23/2024

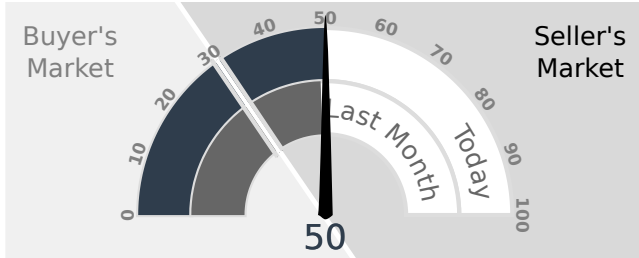
Single-Family Homes



This week the median list price for Los Gatos, CA is \$3,193,500 with the market action index hovering around 50. This is an increase over last month's market action index of 49. Inventory has increased to 70.

### MARKET ACTION INDEX



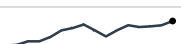







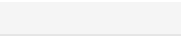
This answers "How's the Market?" by comparing rate of sales versus inventory.



#### 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		\$3,193,500
Median Price of New Listings		\$2,798,000
Per Square Foot		\$1,255
Average Days on Market		79
Median Days on Market		28
Price Decreased		26%
Price Increased		3%
Relisted		11%
Inventory		70
Median Rent		\$5,350
Market Action		<b>50</b>

#### Strong Seller's Market

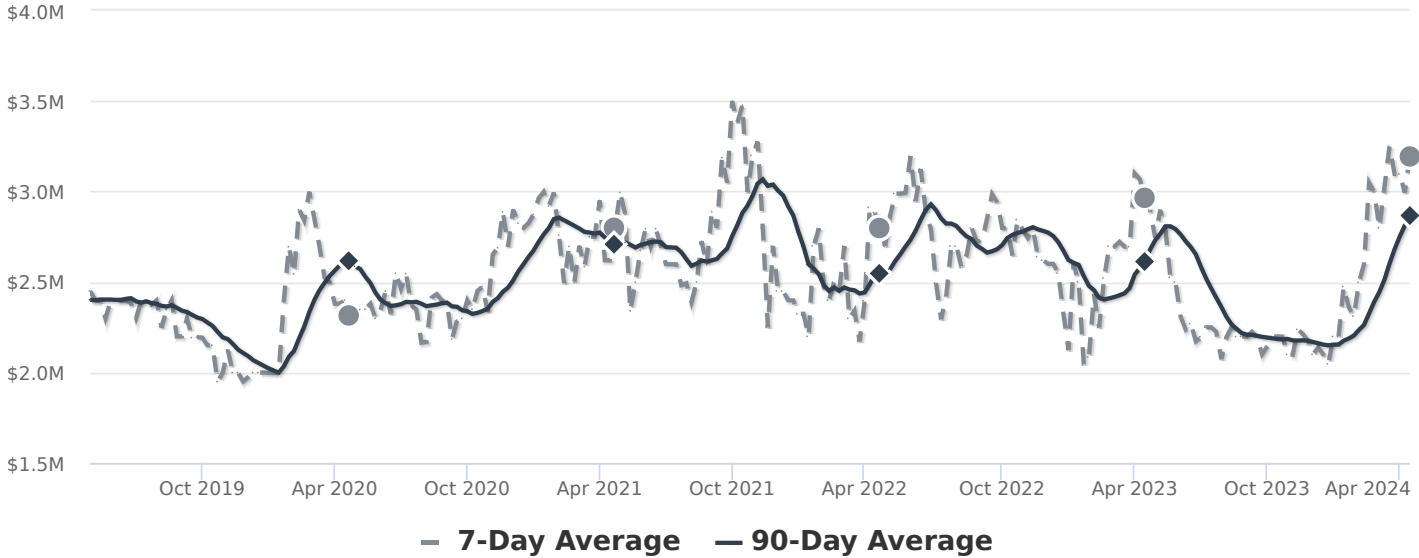
### MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$6,995,000	5,465	1 - 2.5 acres	6	4.5	27	1	0	56
\$3,989,000	3,126	0.25 - 0.5 acre	4	3.5	59	4	2	14
\$2,724,500	2,184	0.5 - 1 acre	4	2.5	53	7	3	28
\$1,287,500	1,409	0.25 - 0.5 acre	3	2	50	3	4	38

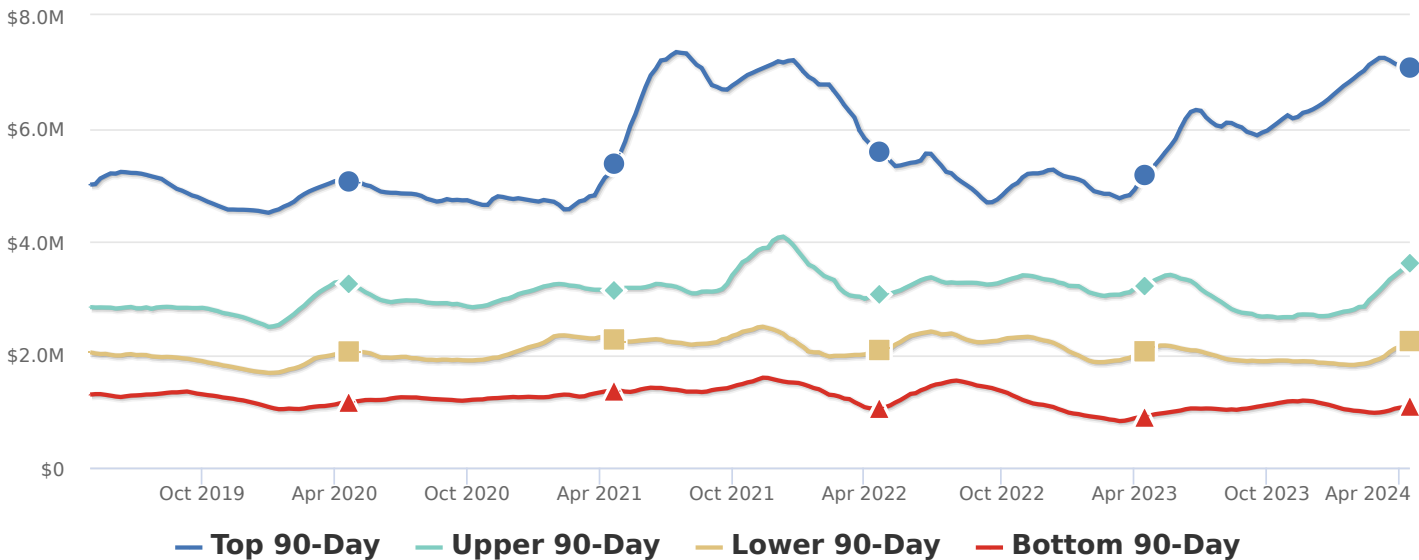
## MEDIAN LIST PRICE

Prices continue their climb again this week. We're a long way from the market's price high-point so watch the Market Action Index as an indicator of how long this trend will last.



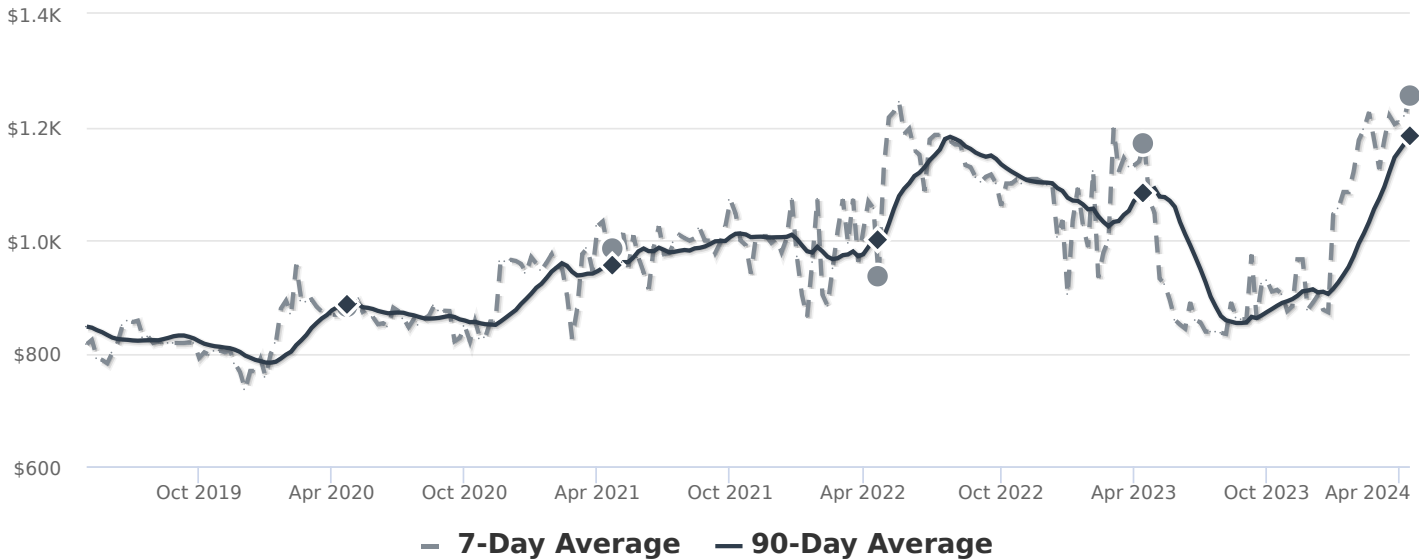
## SEGMENTS

Prices in most of the market trending have been higher in recent weeks except for the high-end of the market, which has been essentially flat.

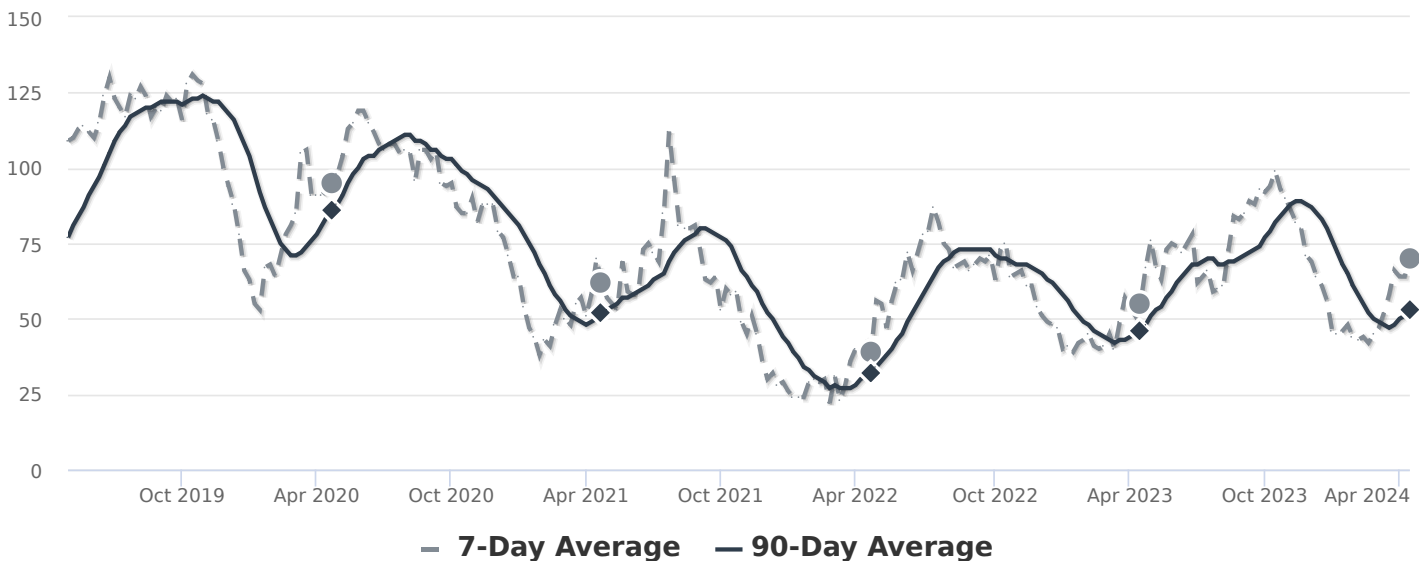


**PRICE PER SQUARE FOOT**

The market appears to be placing an increasing premium on homes. When list prices and price per square foot consistently increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.

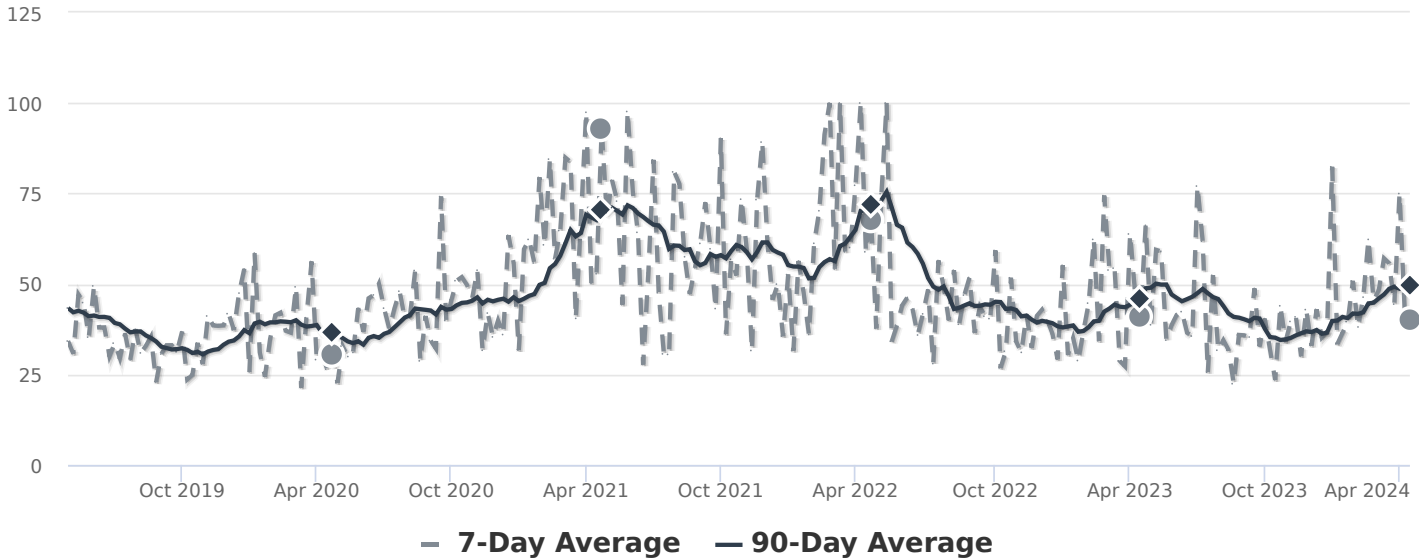
**INVENTORY**

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.



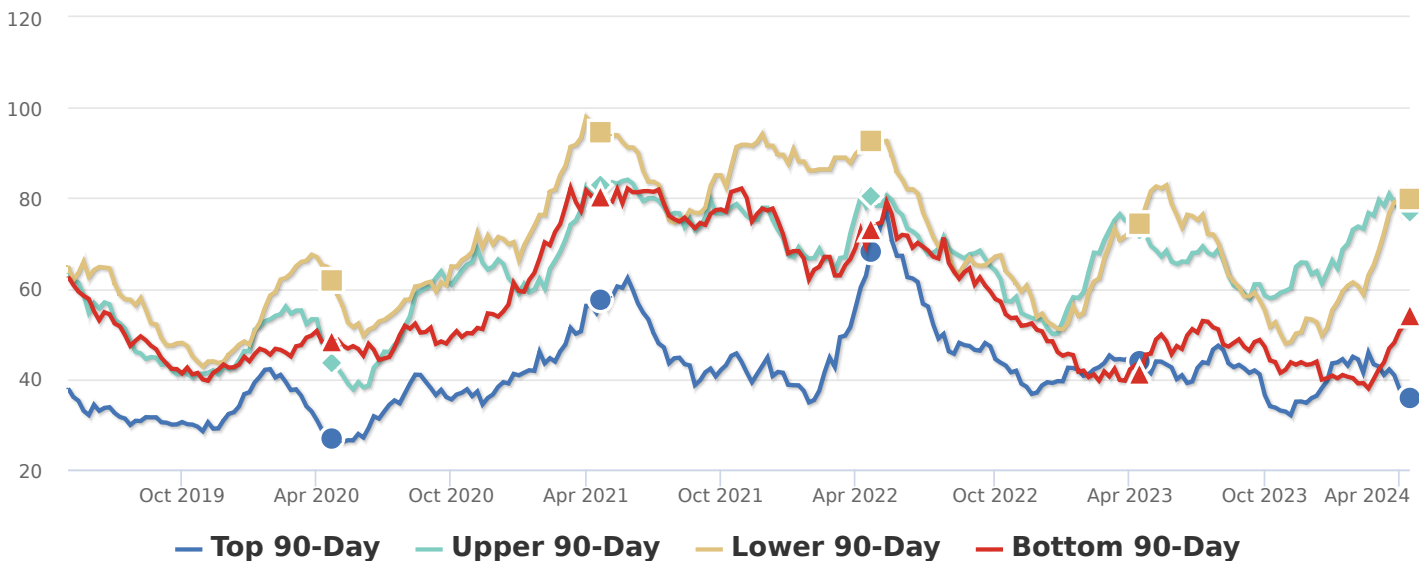
## MARKET ACTION INDEX

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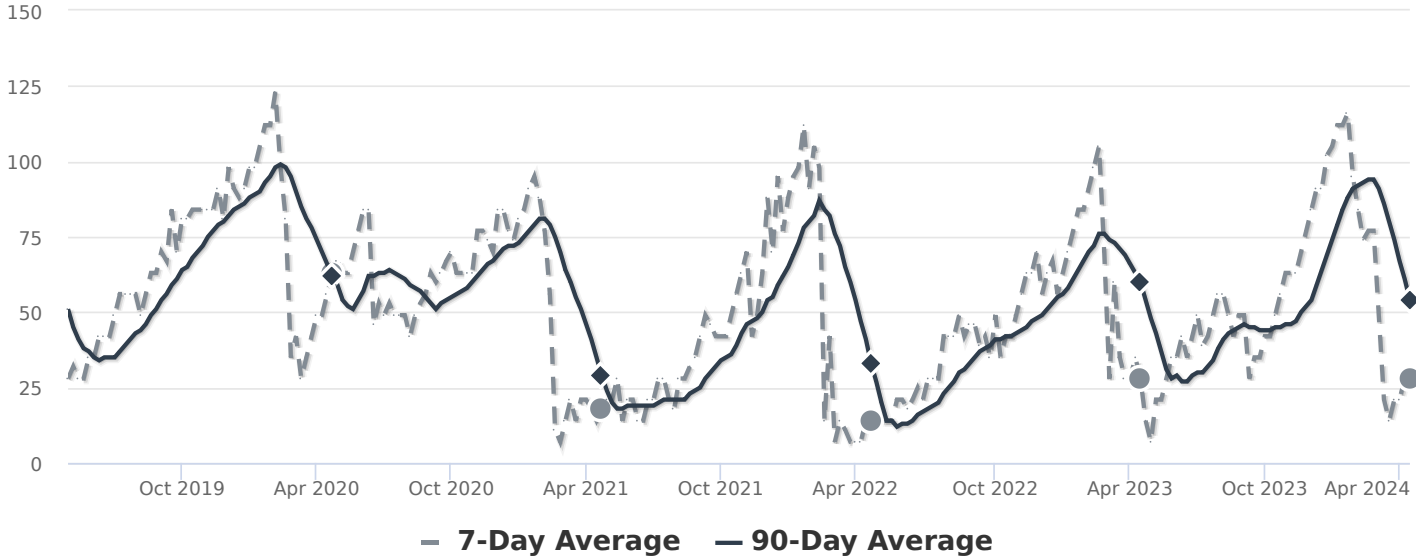
## MARKET ACTION SEGMENTS

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 103 days. Half of the listings have come newly on the market in the past 54 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.

