



# **Market Report - The Brasil Group**

## **San Jose, CA 95112**

REPORT FOR 2/28/2021

Single-Family Homes



Presented by Vinicius Brasil

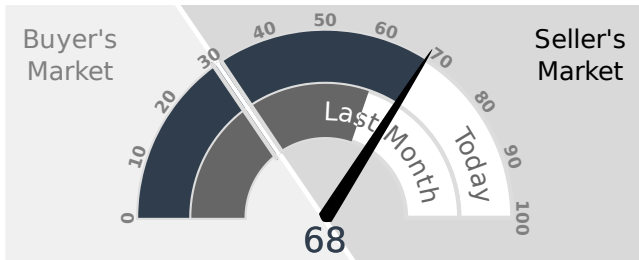
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This week the median list price for San Jose, CA 95112 is \$1,198,888 with the market action index hovering around 68. This is an increase over last month's market action index of 61. Inventory has held steady at or around 11.

**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		\$1,198,888
Per Square Foot		\$640
Days on Market		14
Price Decreased		18%
Price Increased		0%
Relisted		0%
Inventory		11
Median Rent		\$2,195
Most Expensive		\$2,399,621
Least Expensive		\$779,000
Market Action		<b>68</b>

**Strong Seller's Market**

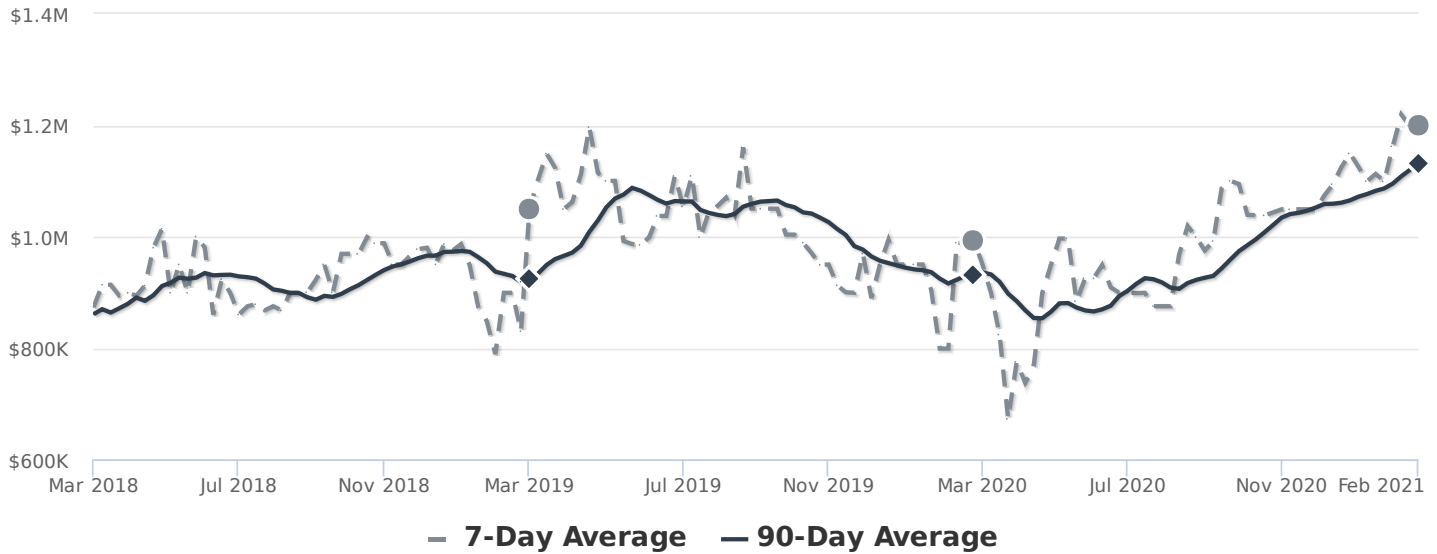
**MARKET SEGMENTS**

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,044,810	4,609	8,000 - 10,000 sqft	6	4	115	0	1	24
\$1,299,000	2,028	4,500 - 6,500 sqft	4	2	111	1	1	7
\$1,125,000	2,232	0 - 4,500 sqft	4	3	111	1	1	21
\$949,900	1,108	4,500 - 6,500 sqft	2	2	68	2	2	0

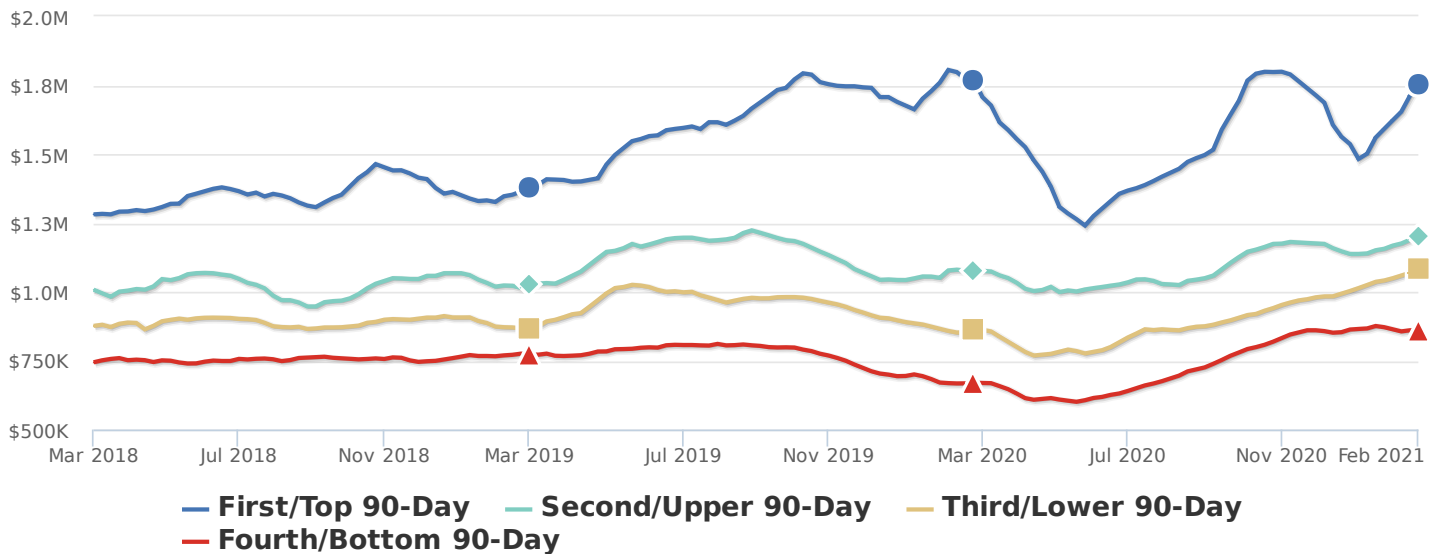
MEDIAN LIST PRICE

In the last few weeks we've seen prices in this zip code bouncing around these current levels. Look for a persistent change in the Market Action Index before we see prices deviate significantly from here.



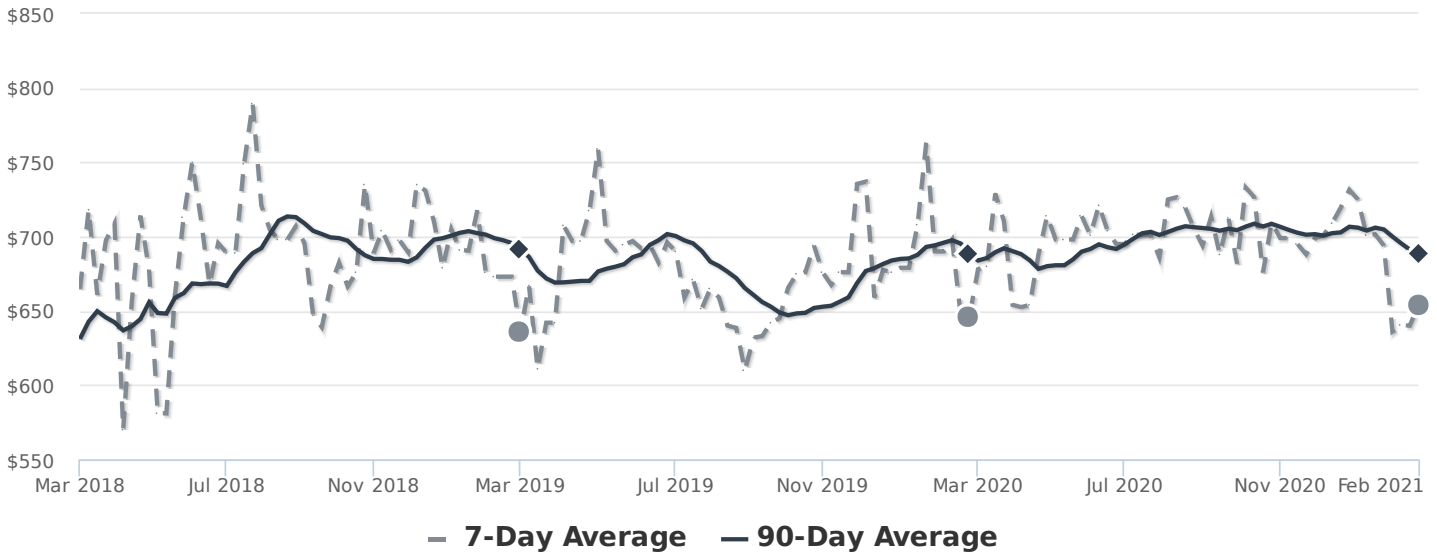
SEGMENTS

In the quartile market segments, we see prices in this zip code generally settled at a plateau, although Quartile 1 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



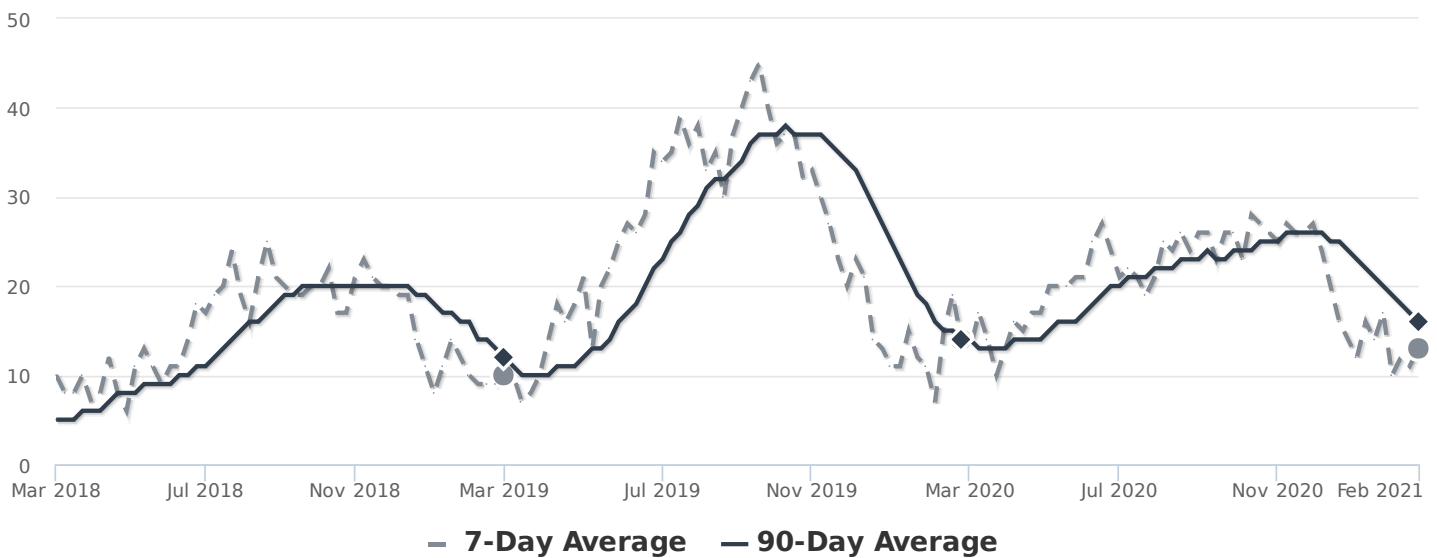
PRICE PER SQUARE FOOT

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers can see more home for their money.



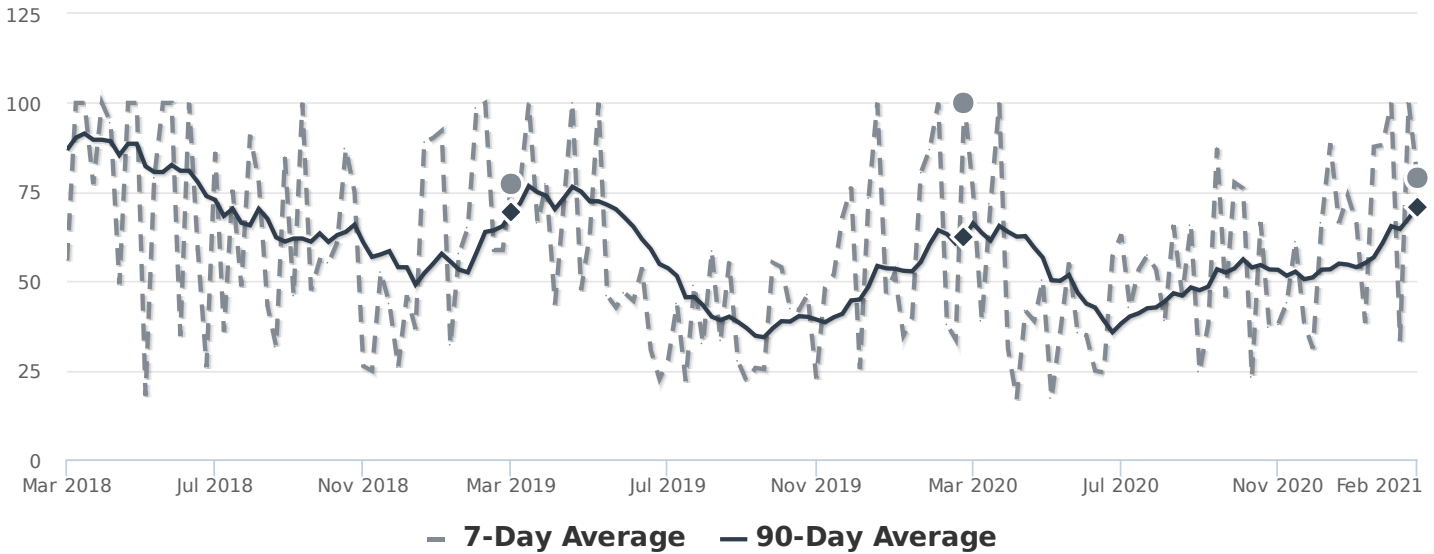
INVENTORY

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.



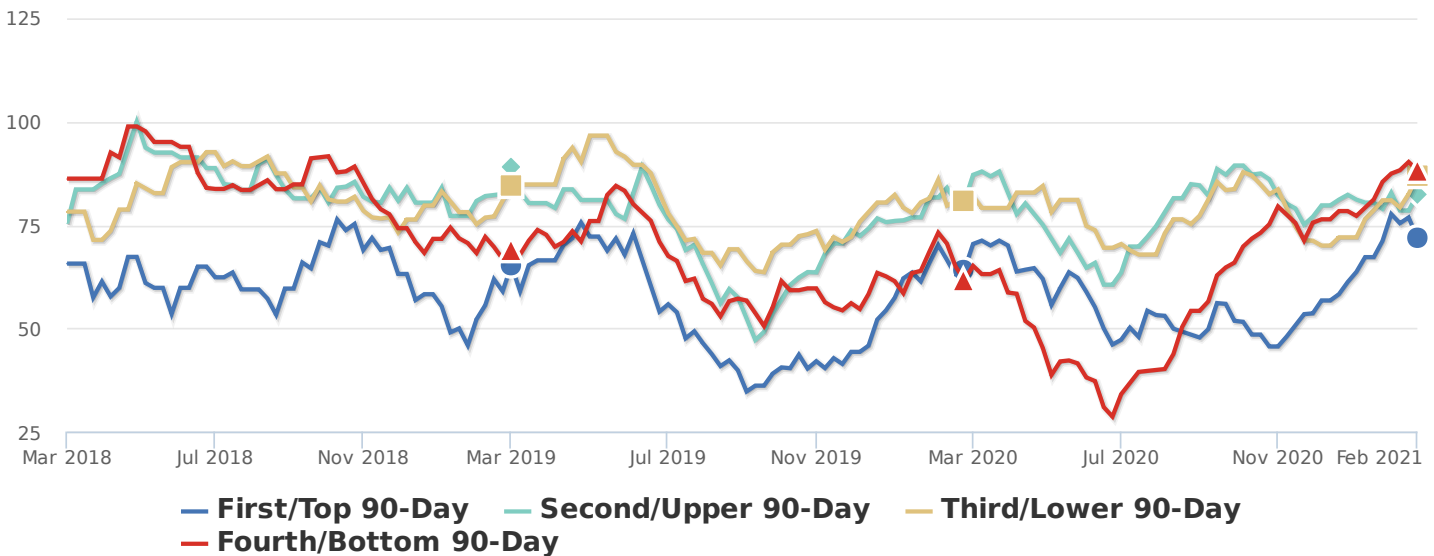
MARKET ACTION INDEX

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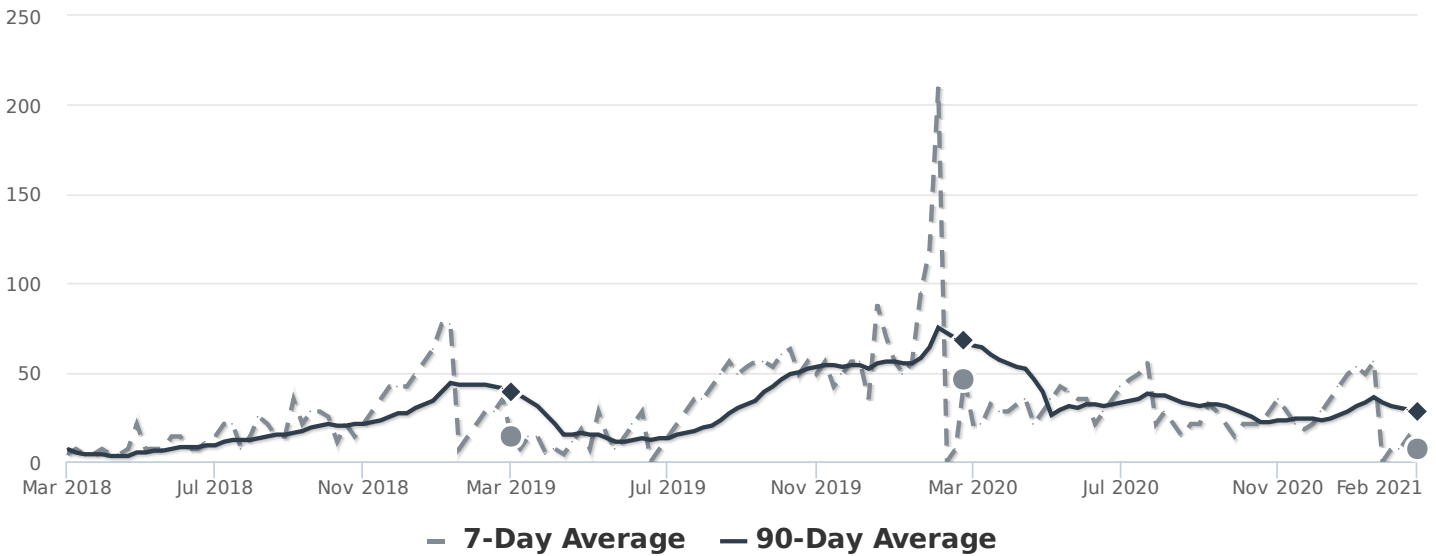
MARKET ACTION SEGMENTS

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 52 days. Half of the listings have come newly on the market in the past 29 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.

