



Market Report - The Brasil Group

Milpitas, CA

REPORT FOR 11/27/2021

Single-Family Homes



Presented by Vinicius Brasil

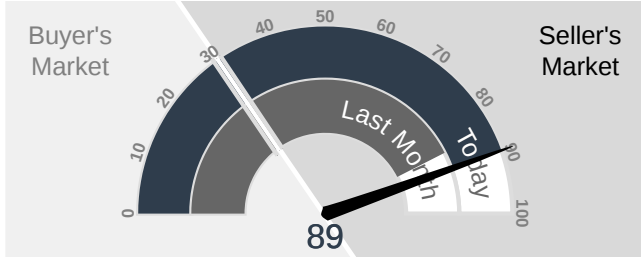
408-582-3272

info@thebrasilgroup.com

This week the median list price for Milpitas, CA is \$1,368,000 with the market action index hovering around 89. This is an increase over last month's market action index of 85. Inventory has decreased to 3.

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		\$1,368,000
Median Price of New Listings		\$0
Per Square Foot		\$882
Average Days on Market		40
Median Days on Market		56
Price Decreased		0%
Price Increased		0%
Relisted		33%
Inventory		3
Median Rent		\$3,773
Market Action		89

Strong Seller's Market

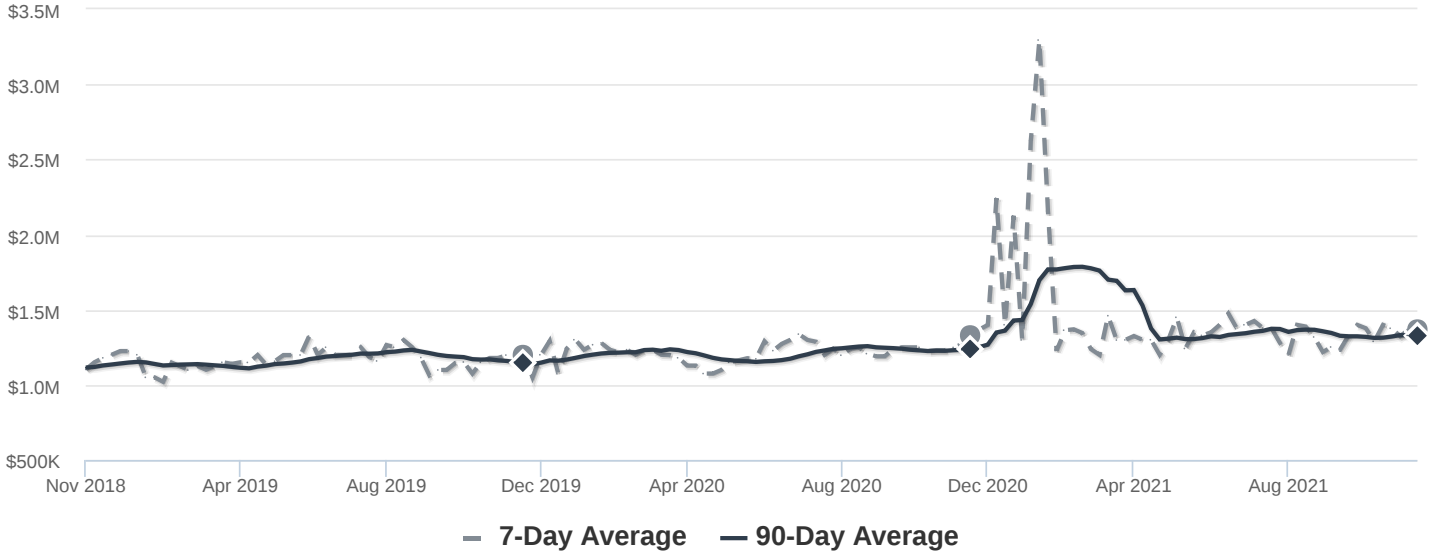
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$1,368,000	1,550	4,500 - 6,500 sqft	3	2	61	0	2	56
\$1,495,000	2,295	0 - 4,500 sqft	4	3	8	0	0	56
\$1,368,000	1,550	4,500 - 6,500 sqft	3	2	96	0	0	56
\$1,248,888	1,102	4,500 - 6,500 sqft	3	2	61	0	1	7

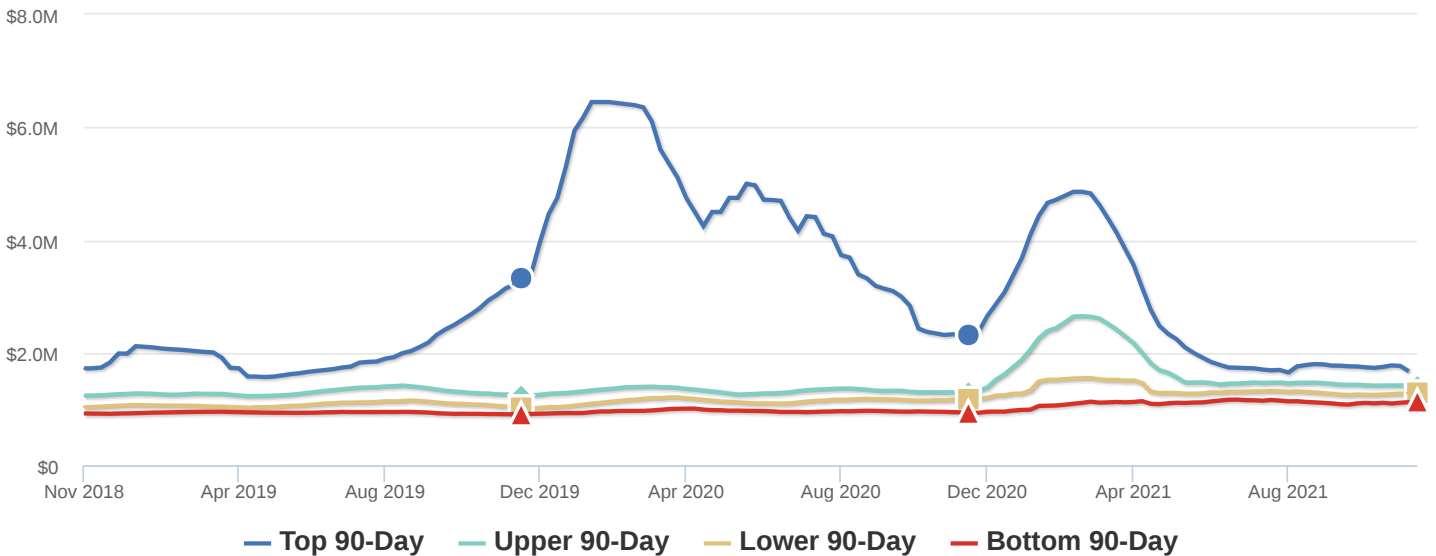
MEDIAN LIST PRICE

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



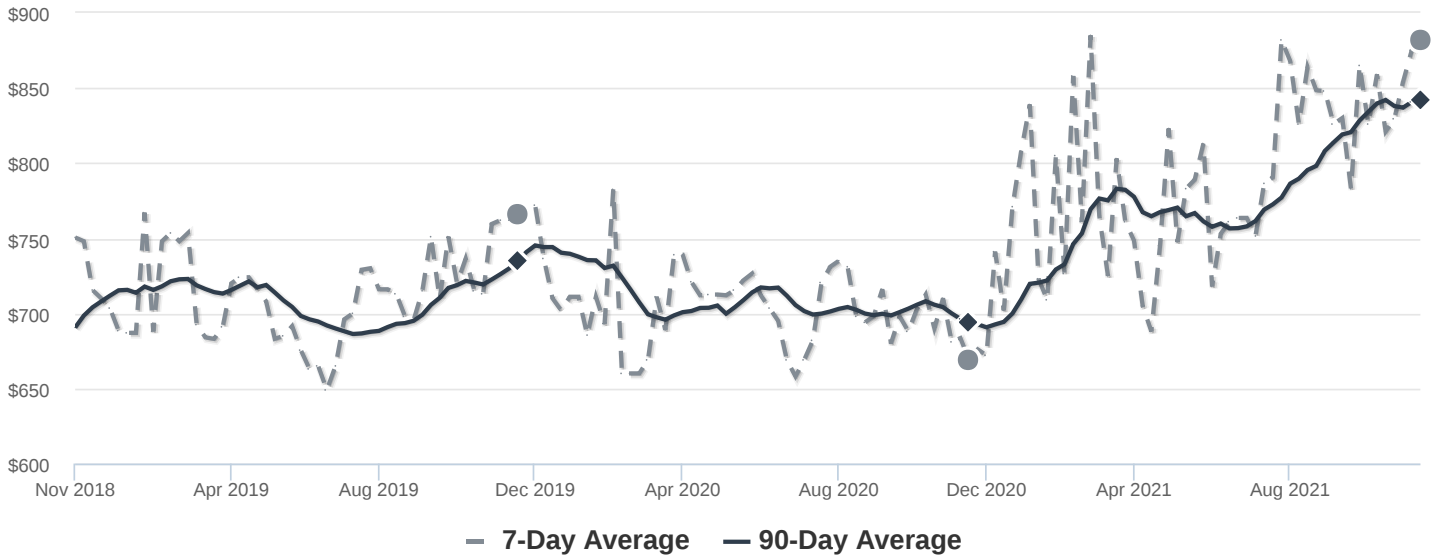
SEGMENTS

Segmented into quartiles, We see the market showing mild price weakness. Quartiles 2 and 3 are basically flat while Quartile 1 is down in recent weeks. Notice however, that Quartile 4 at the low-end of the market is still on an up-trend. Buyers are focusing on the lowest price homes in the area.



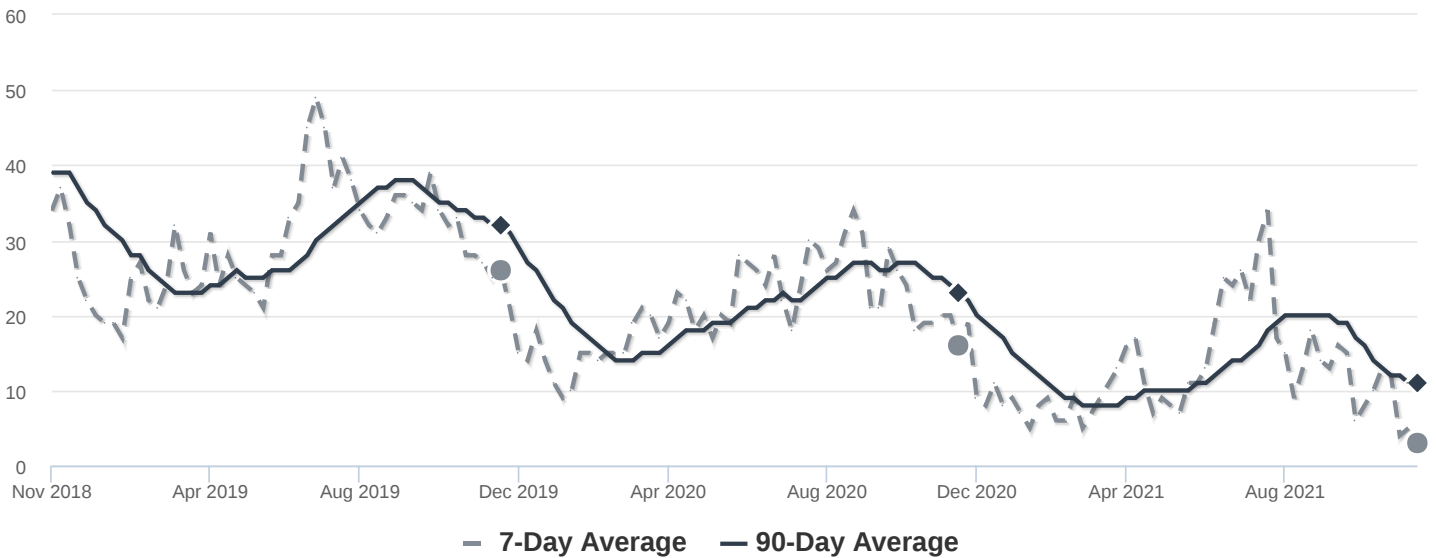
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



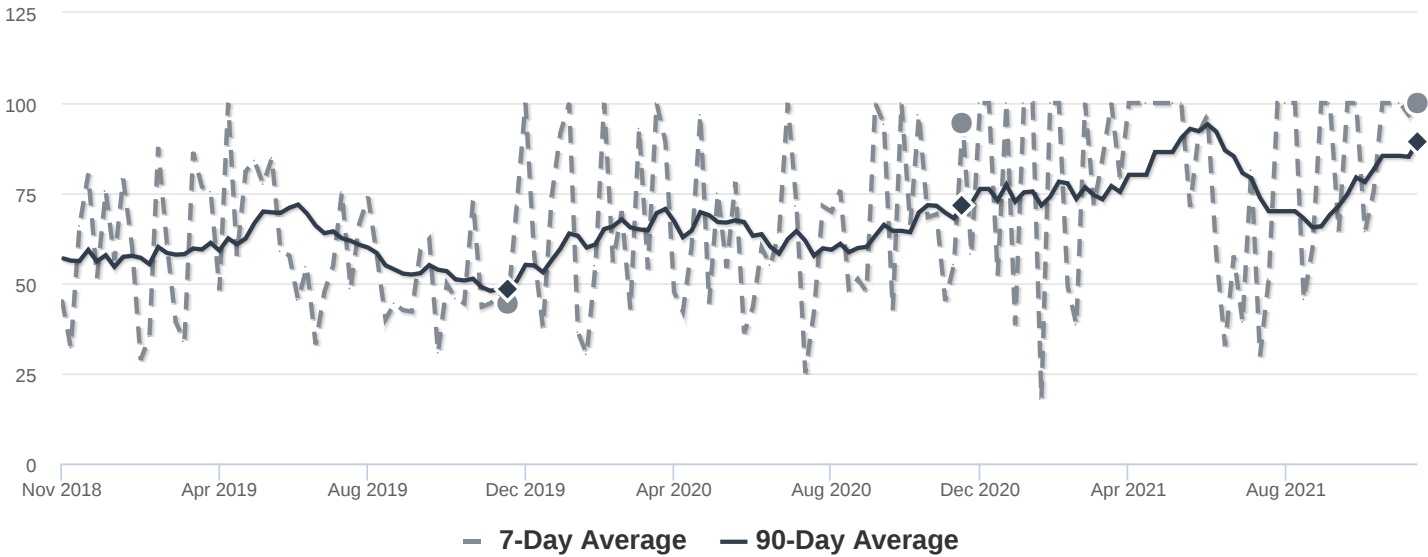
INVENTORY

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.



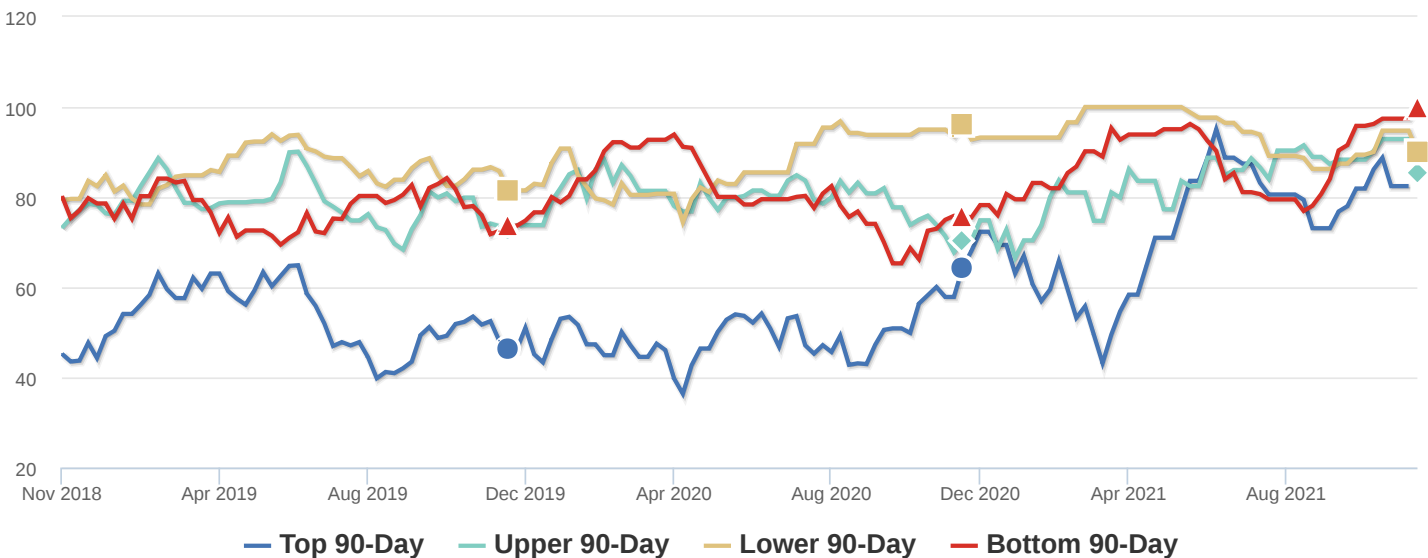
MARKET ACTION INDEX

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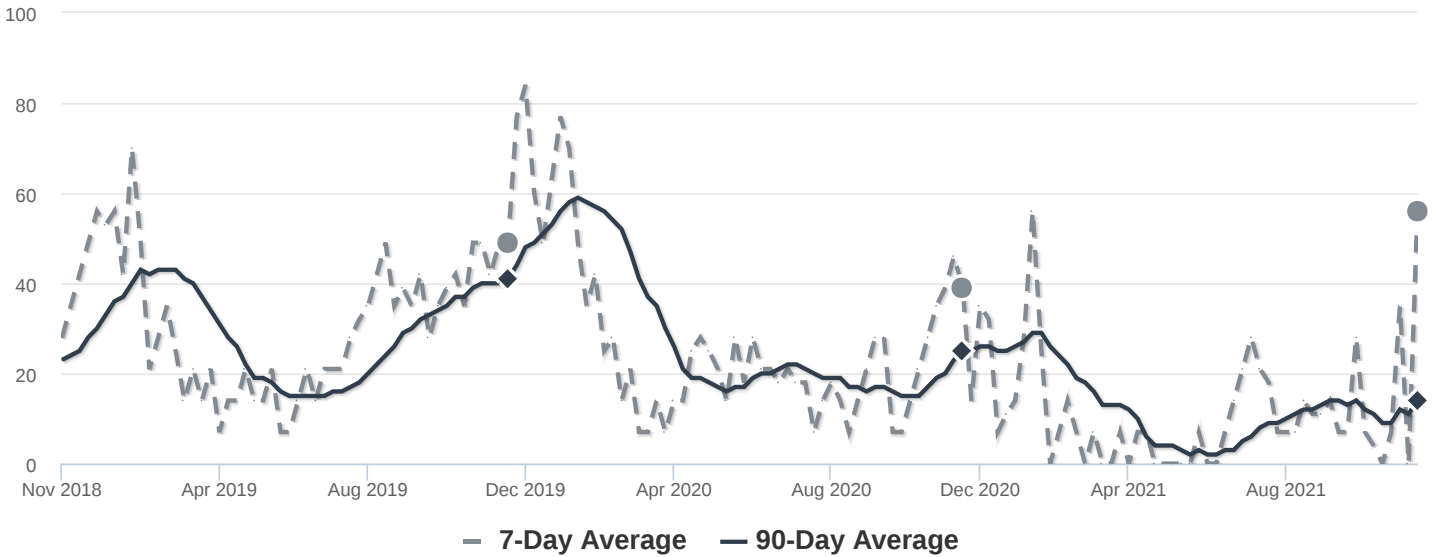
MARKET ACTION SEGMENTS

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 22 days. Half of the listings have come newly on the market in the past 14 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.

