



Market Report - The Brasil Group

Palo Alto, CA

REPORT FOR 6/12/2021

Single-Family Homes



Presented by Vinicius Brasil

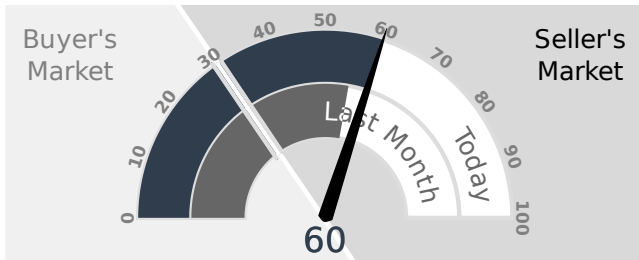
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This week the median list price for Palo Alto, CA is \$4,998,000 with the market action index hovering around 60. This is an increase over last month's market action index of 56. Inventory has decreased to 57.

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 | | \$4,998,000 |
| Median Price of New Listings | | \$3,698,000 |
| Per Square Foot | | \$1,829 |
| Average Days on Market | | 88 |
| Median Days on Market | | 28 |
| Price Decreased | | 21% |
| Price Increased | | 5% |
| Relisted | | 9% |
| Inventory | | 57 |
| Median Rent | | \$5,350 |
| Market Action | | 60 |

Strong Seller's Market

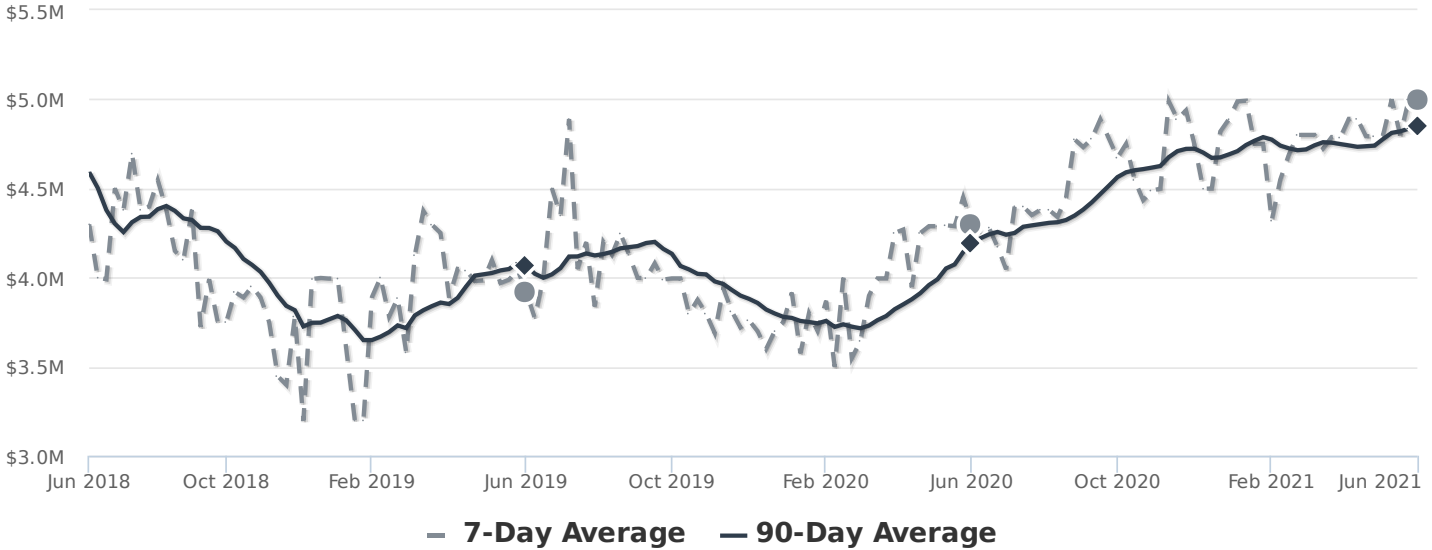
MARKET SEGMENTS

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

| Median Price | Sq. Ft. | Lot Size | Beds | Bath | Age | New | Absorbed | DOM |
|--------------|---------|--------------------|------|------|-----|-----|----------|-----|
| \$10,996,500 | 5,275 | 0.25 - 0.5 acre | 5 | 5 | 18 | 2 | 1 | 42 |
| \$6,299,000 | 3,353 | 0.25 - 0.5 acre | 5 | 4 | 89 | 3 | 2 | 45 |
| \$3,999,444 | 2,368 | 6,500 - 8,000 sqft | 4 | 3 | 67 | 2 | 2 | 31 |
| \$2,998,000 | 1,866 | 6,500 - 8,000 sqft | 4 | 2 | 69 | 7 | 6 | 7 |

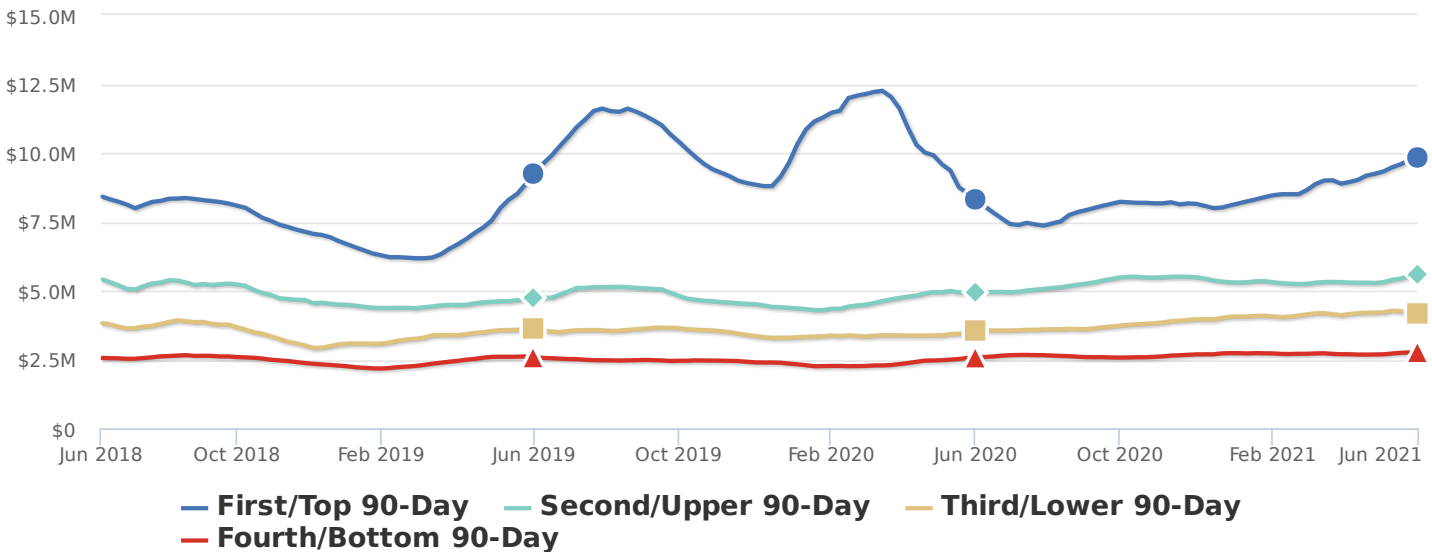
MEDIAN LIST PRICE

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



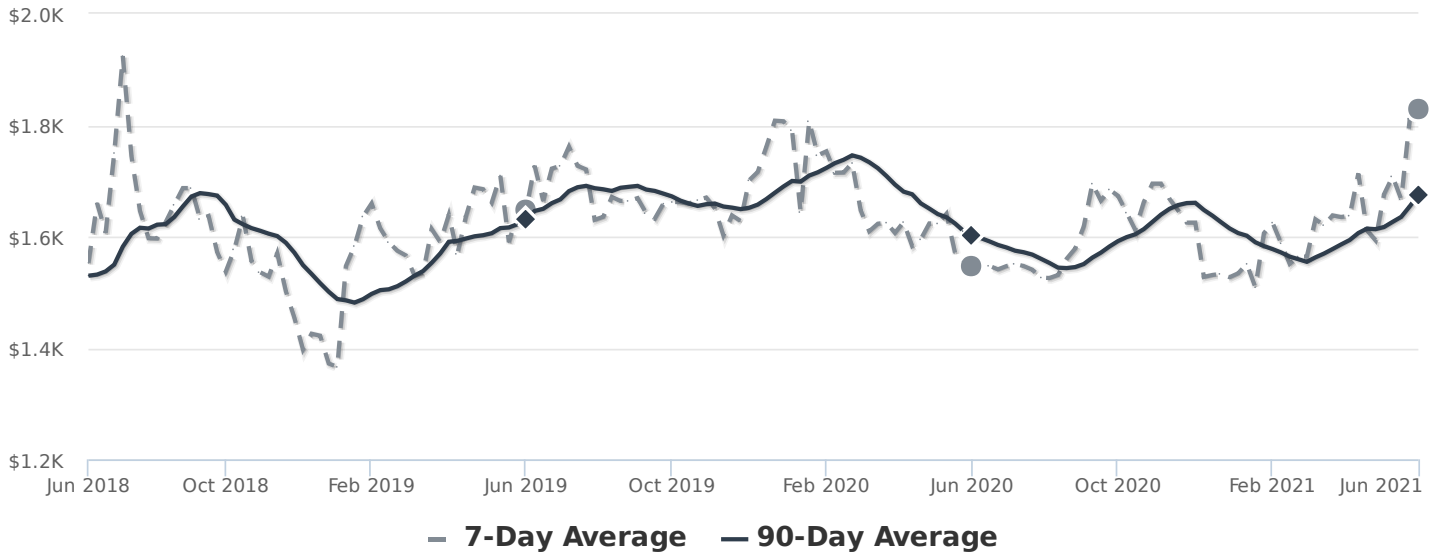
SEGMENTS

Price at the upper end of the market are showing signs of strength. While this strength hasn't percolated through to Quartiles 3 and 4 yet, expect the low end of the market to follow up.



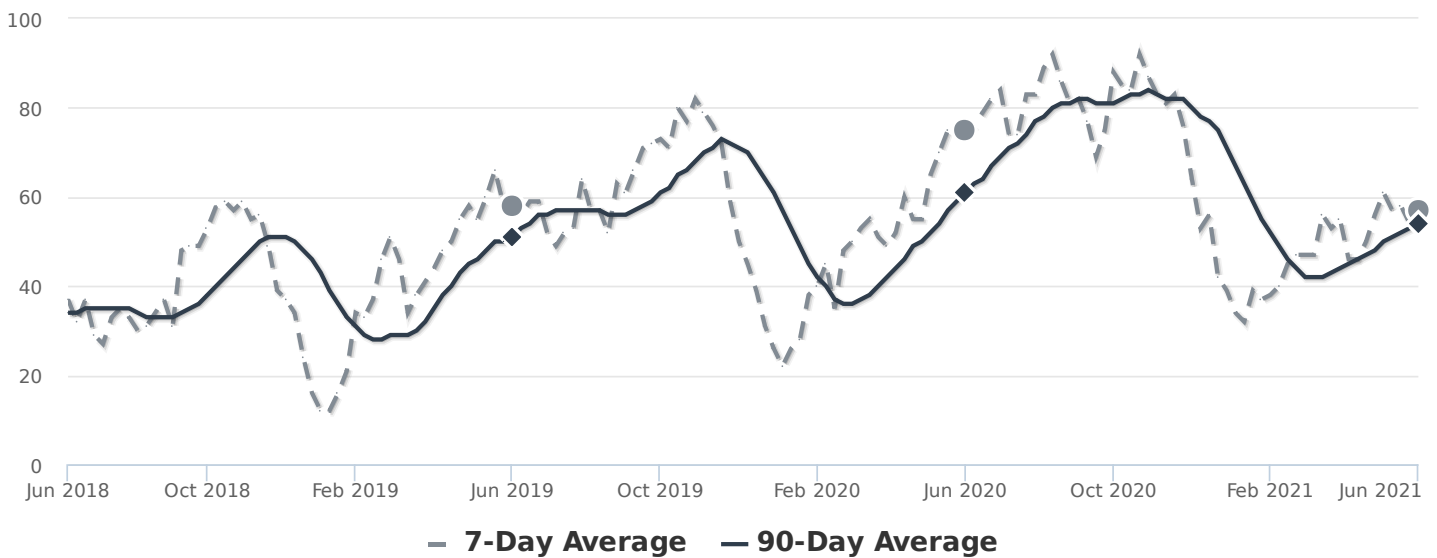
PRICE PER SQUARE FOOT

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.



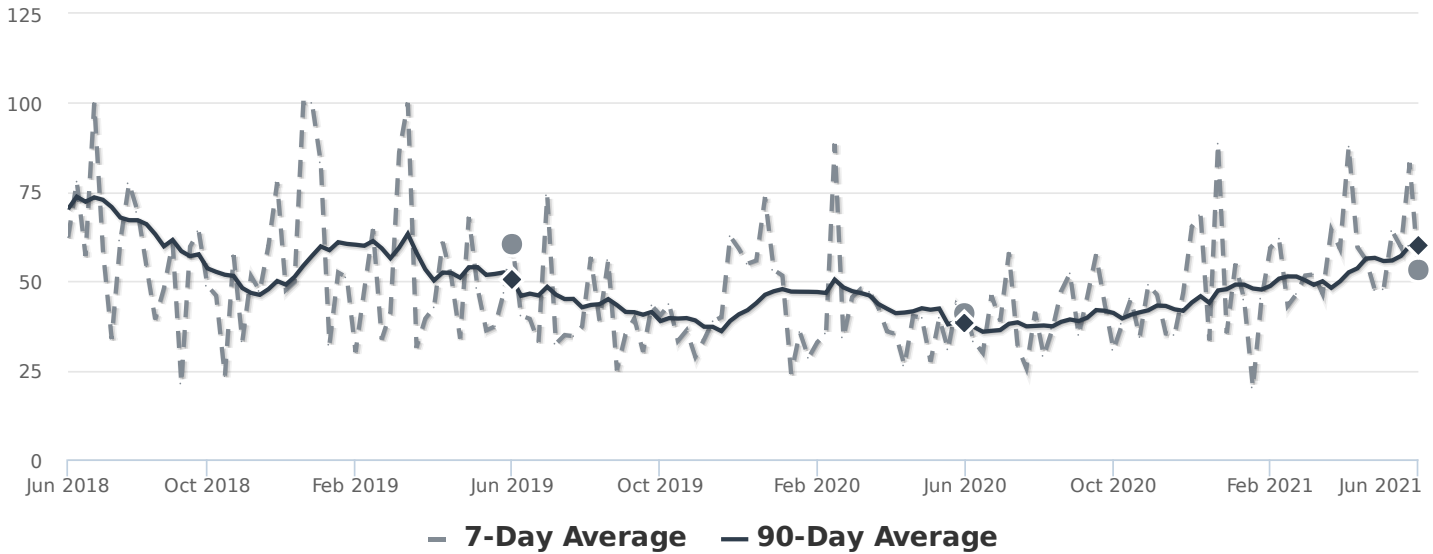
INVENTORY

Inventory has been 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.



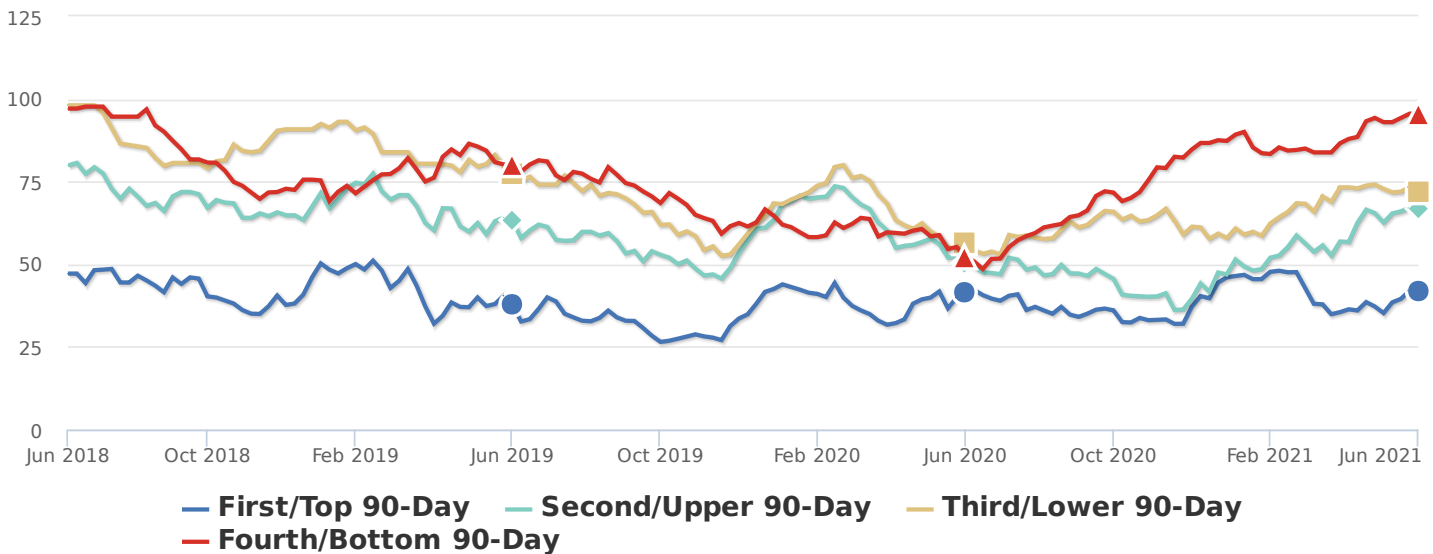
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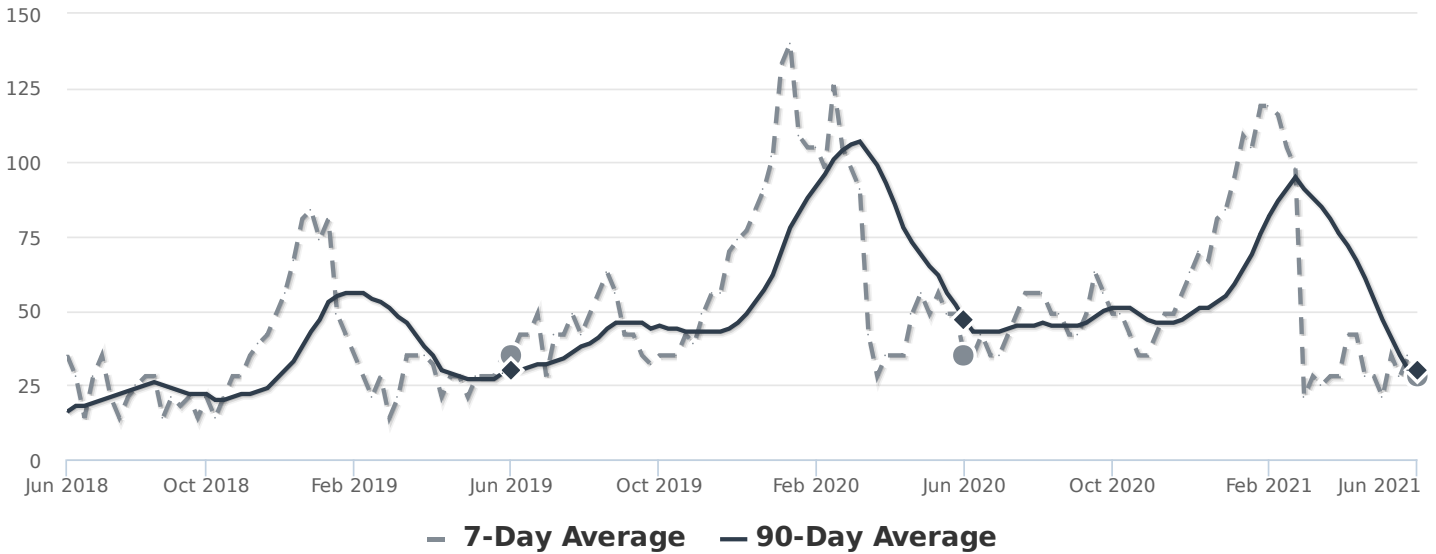
MARKET ACTION SEGMENTS

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 93 days. Half of the listings have come newly on the market in the past 30 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.

