

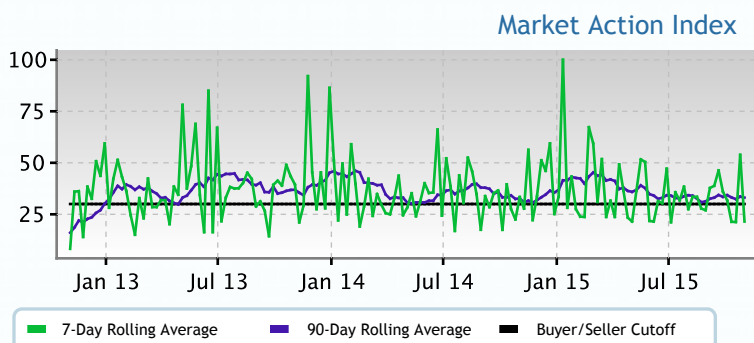
This Week

The median list price in LOS GATOS, CA 95030 this week is \$2,999,950.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- The market has started cooling and prices have been flat for several weeks. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

Quartiles

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 8,972,500	6948	1.0 - 2.5 acres	5.5	5.5	22	8	0	0	216	Most expensive 25% of properties
Upper/Second	\$ 3,697,000	5476	1.0 - 2.5 acres	5.0	4.5	24	8	0	0	108	Upper-middle 25% of properties
Lower/Third	\$ 2,619,500	3116	0.25 - 0.50 acre	4.0	3.2	42	8	2	1	108	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,899,000	1970	8,001 - 10,000 sqft	3.0	2.5	65	9	1	0	41	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile

		Trend
Median List Price	\$ 2,999,950	↔↔
Asking Price Per Square Foot	\$ 838	↔↔
Average Days on Market (DOM)	116	↑
Percent of Properties with Price Decrease	27 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	3812	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index Seller's Advantage	33.1	↓

- ↔↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
↑ Slight upward trend ↓ Slight downward trend

Price

- Again this week we see prices in this zip code remain roughly at the level they've been for several weeks. Since we're significantly below the top of the market, look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

