



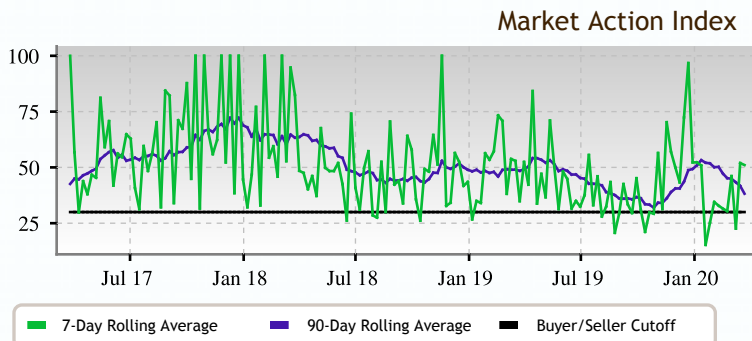
This Week

The median list price in LOS GATOS, CA 95032 this week is \$2,999,000.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- Market conditions have been consistently cooling in the past several weeks. Because we're still in the Seller's zone, prices have not yet begun to drop. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect prices to fall if the index persistently falls to the Buyer's zone.



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

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

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 5,250,000	5345	1.0 - 2.5 acres	4.0	4.0	64	7	0	1	255	Most expensive 25% of properties
Upper/Second	\$ 3,368,000	3542	0.25 - 0.50 acre	5.0	5.0	7	7	0	1	64	Upper-middle 25% of properties
Lower/Third	\$ 2,299,000	2442	8,001 - 10,000 sqft	4.0	3.0	52	7	0	2	11	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,648,000	1444	8,001 - 10,000 sqft	3.0	2.0	59	7	1	1	77	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 2,999,000	↑↑
Asking Price Per Square Foot	\$ 944	↓↓
Average Days on Market (DOM)	102	↓↓
Percent of Properties with Price Decrease	4 %	
Percent Relisted (reset DOM)	4 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	3280	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	
Market Action Index	Seller's Advantage 38.2	↓↓

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

Price

- In this zip code this week saw relatively little price change from last week. However, we continue to demonstrate a nice up trend in general over the last several weeks.

