



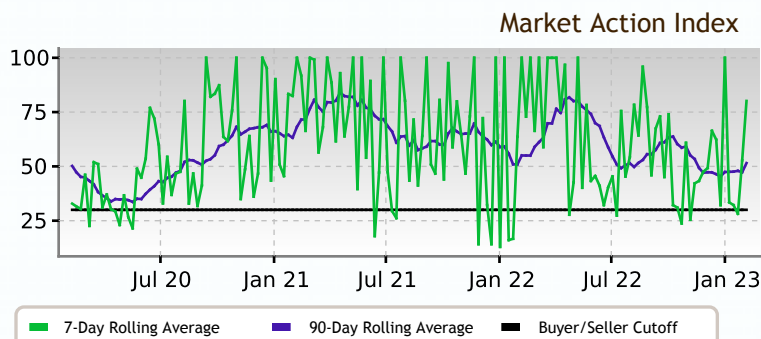
This Week

The median list price in LOS GATOS, CA 95032 this week is \$2,690,000.

Demand measured by the Market Action Index is increasing and days-on-market is holding steady. With more properties coming available, conditions are mildly positive.

Supply and Demand

- In the last few weeks, the Market Action Index has resumed a climb. Despite the fact that we're in a Seller's market, prices have not yet resumed upward momentum. However, it is likely that given these conditions, prices will at least level off very soon. If the increasing trend continues, expect that prices could shift higher quickly.



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	\$ 4,999,000	4008	10 - 20 acres	4.0	2.5	34	3	1	0	140	Most expensive 25% of properties
Upper/Second	\$ 2,946,500	2125	8,001 - 10,000 sqft	3.5	2.8	61	4	2	2	30	Upper-middle 25% of properties
Lower/Third	\$ 2,422,500	2254	8,001 - 10,000 sqft	4.0	3.0	59	4	1	2	89	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,923,000	1520	6,501 - 8,000 sqft	3.5	2.0	66	4	1	1	91	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	\$ 2,690,000		↓↓
Asking Price Per Square Foot	\$ 1,340		↔↔
Average Days on Market (DOM)	84		↔↔
Percent of Properties with Price Decrease	40 %		
Percent Relisted (reset DOM)	27 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1960		
Median Lot Size	8,001 - 10,000 sqft		
Median Number of Bedrooms	4.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	51.5	↑

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

Price

- Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.

