

# Vinicius Brasil's market update

**SANTA CLARA**  
**95054**

Current prices for homes on the market  
Trends in pricing  
Current levels of supply and demand  
Value metrics

Report for the week of  
2009-03-20

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**RESIDENTIAL BROKERAGE**

# City Overview

Real-Time Market Profile		Trend
Median List Price	\$ 599,000	← →
Average List Price	\$ 626,152	
Least Expensive Listing	\$ 237,900	
Most Expensive Listing	\$ 1,299,000	
Asking Price per Square Foot	\$ 423	↓ ↓
Average Days on Market	137	↑ ↑
Total Inventory	218	↑ ↑
Absorbed This Week*	18	
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	20 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	1,361	
Median Lot Size	4,501 - 6500 sq ft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	
Median Age	53	

Altos Research Value Statistics		
Market Action Index	<b>Cold! Buyer's</b>	16 ← →

Altos Research calculates the Market Action Index which measures available supply relative to the current level of demand. Index value above 30 indicates conditions favor the seller. See the section below for full details.

Trend Key

 Last Month's Trend 
  Last Quarter's 
  No Clear Monthly/Quarterly

\*Metric "Absorbed this Week" covers properties sold and those taken off the market for other reasons. Since sales sometimes take months to close, it is impossible to discern in real-time exactly which properties sold.

## Characteristics per Quartile

Quart	Median Price	Med. Sqft.	Med. Lot Size	Bed	Bath	Med. Age	Inven.	New	Ab-sorbed	Avg. DoM
1	\$ 810,919	1,926	4,501 - 6500 sq ft	4.0	2.0	48	54	5	3	116
2	\$ 658,425	1,464	4,501 - 6500 sq ft	3.0	2.0	54	54	1	5	137
3	\$ 545,000	1,240	4,501 - 6500 sq ft	3.0	2.0	54	55	3	4	143
4	\$ 443,000	1,095	4,501 - 6500 sq ft	3.0	2.0	54	55	3	6	154

## SANTA CLARA

### THIS WEEK

The median single family home price in SANTA CLARA this week is \$599,000. The 218 homes have been on the market for an average of 137 days.

Inventory and days-on-market are climbing, while the Market Action Index has been flat recently. The trends point to a weakening market.

### QUARTILES

To get a tightly targeted understanding of homes in the market, we break each locale into quartiles. Each quartile is 25% of the homes listed.

Most expensive 25% of homes

Upper-middle 25% of homes

Lower-middle 25% of homes

Least expensive 25% of homes

We'll refer to the quartiles in the trend graphs below.



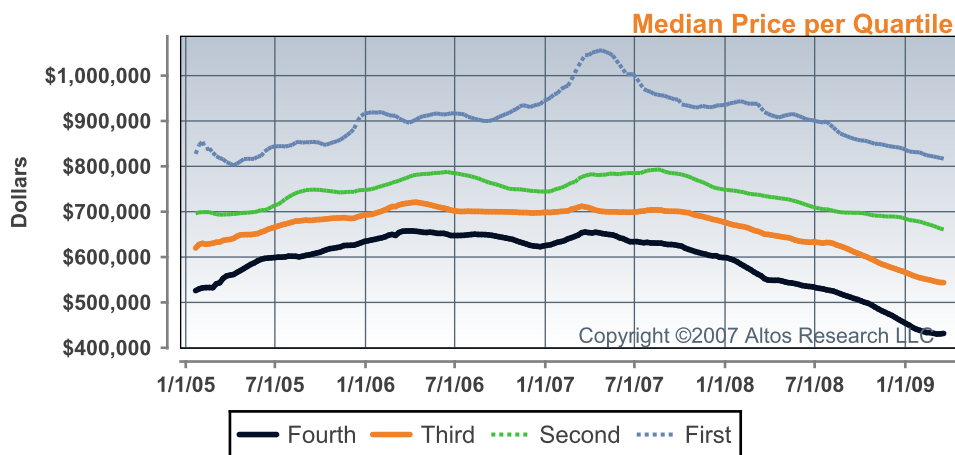
## PRICE

Despite this week's up tick, the market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this shift.

## QUARTILE PRICES

Often, we find insights by watching pricing trends within the quartile segments.

Prices have generally settled at a plateau, although Quartile 2 has been trending a bit downward in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



## PRICE AND VALUE

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 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.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Market zone for a long period, prices are likely in for a downward correction.



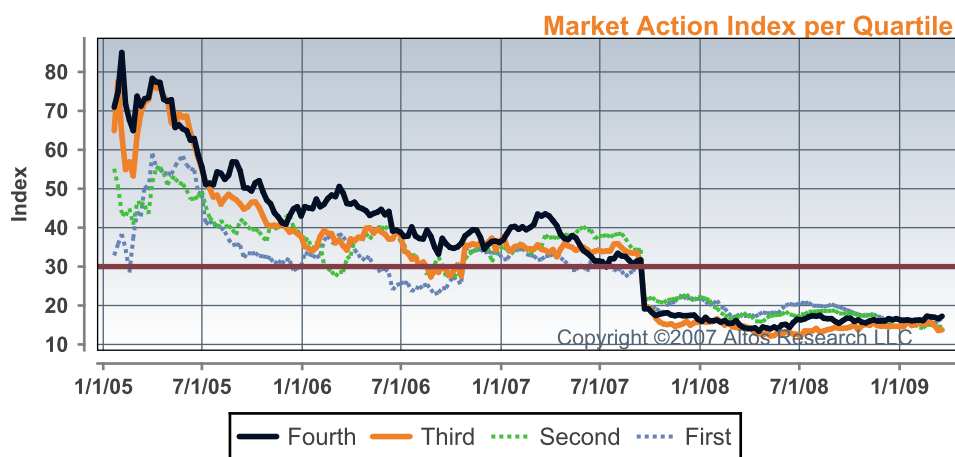
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

An MAI value greater than 30 typically indicates a "Seller's Market" (a.k.a. "Hot Market") because demand is high enough to quickly gobble up available supply. A hot market will typically cause prices to rise. MAI values below 30 indicate a "Buyer's Market" (a.k.a. "Cold Market") where the inventory of already-listed homes is sufficient to last several months at the current rate of sales. A cold market will typically cause prices to fall.

### MARKET ACTION INDEX

The SANTA CLARA market is currently quite strongly in the Buyer's Market zone (below 30). The 90-day Market Action Index stands at 16. With several months of inventory available at the current sales rate, buyers should find ample choice.

The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.



The quartiles can help you answer the question, "How hot is the market for homes in my price range?"

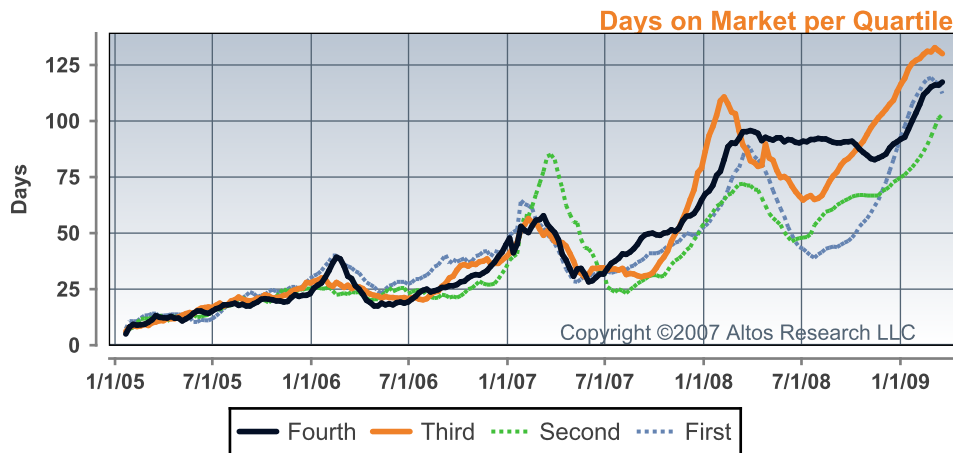
### MARKET ACTION

Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low end) will improve and signal a strengthening market before the whole group changes.



### DAYS ON MARKET (DOM)

The properties have been on the market for an average of 137 days. Half of the listings have come newly on the market in the past 105 or so days.



### DOM PER QUARTILE

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

# Neighborhood Detail

## SANTA CLARA 95054

Real-Time Market Profile		Trend
Median List Price	\$ 599,888	↑ ↑
Average List Price	\$ 652,003	
Least Expensive Listing	\$ 298,000	
Most Expensive Listing	\$ 1,299,000	
Asking Price per Square Foot	\$ 392	
Average Days on Market	167	↑ ↑
Total Inventory	51	
Absorbed This Week	5	
Median House Size (sq ft)	1,516	
Median Lot Size	4,501 - 6500 sq ft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	
Median Age	30	
Altos Research Value Statistics		
Market Action Index	<b>Cold! Buyer's</b>	12 ↔

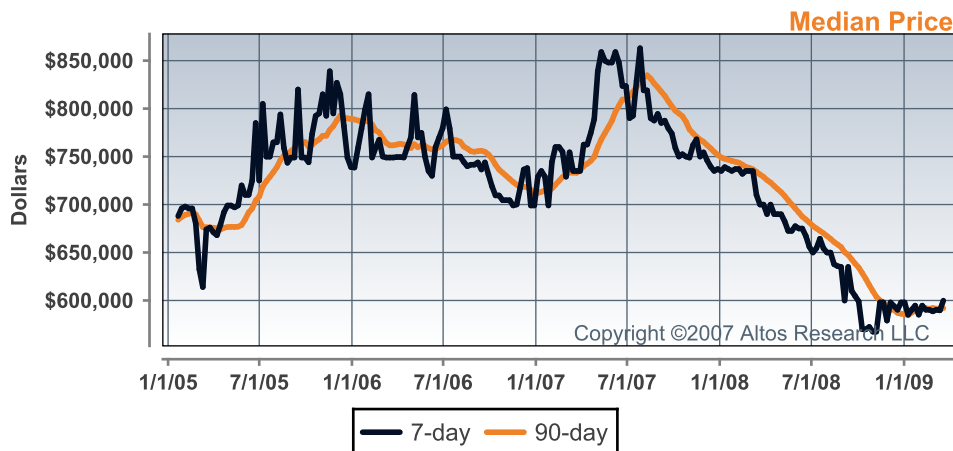
### THIS WEEK

The median single family home price in SANTA CLARA 95054 this week is \$599,888.

Days-on-market has been trending up recently but the Market Action Index and inventory levels are basically flat and not providing strong indications for the market.

### PRICE

The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.



### PRICE PER QUARTILE

In the quartile market segments, we see prices in this zip code generally settled at a plateau, although Quartile 1 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.

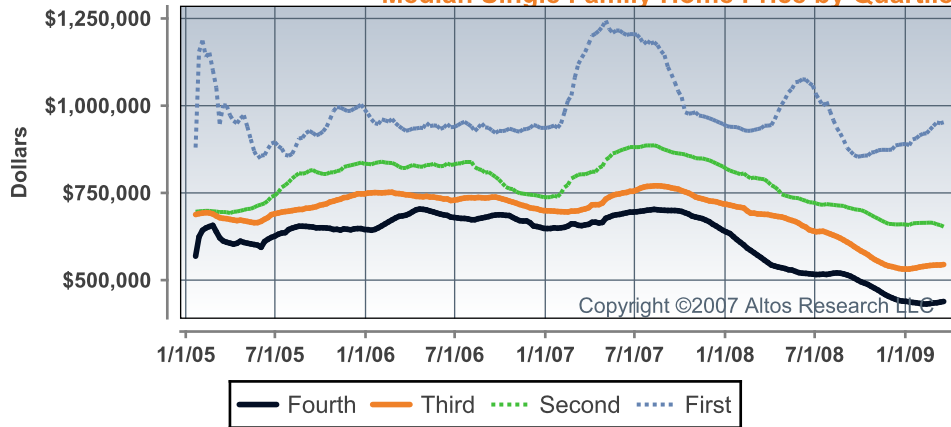
### QUARTILES

Most expensive 25% of homes  
 Upper-middle 25% of homes  
 Lower-middle 25% of homes  
 Least expensive 25% of homes

### PRICE AND VALUE

In a market where prices are rising fairly consistently, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.

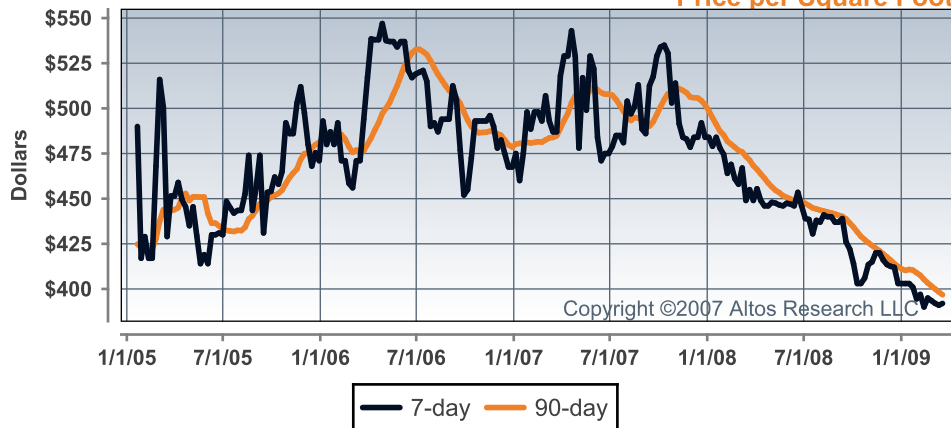
Median Single Family Home Price by Quartile



Characteristics per Quartile

Quart	Median Price	Med. Sqft	Med. Lot Size	Bed	Bath	Med. Age	Inven.	New	Ab-sorbed	Avg. DoM
1	\$ 1,024,500	2,370	Less than 4,500 sq ft	4.0	3.0	6	12	2	2	97
2	\$ 639,950	1,764	Less than 4,500 sq ft	4.0	2.0	12	13	1	0	192
3	\$ 548,250	1,400	4,501 - 6500 sq ft	3.0	2.0	21	13	0	1	133
4	\$ 449,000	1,207	4,501 - 6500 sq ft	3.0	2.0	48	13	1	2	239

Price per Square Foot





### INVENTORY

Inventory has been falling in recent weeks with 51 properties available this week. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index to gauge whether buyer interest is falling with the available supply.



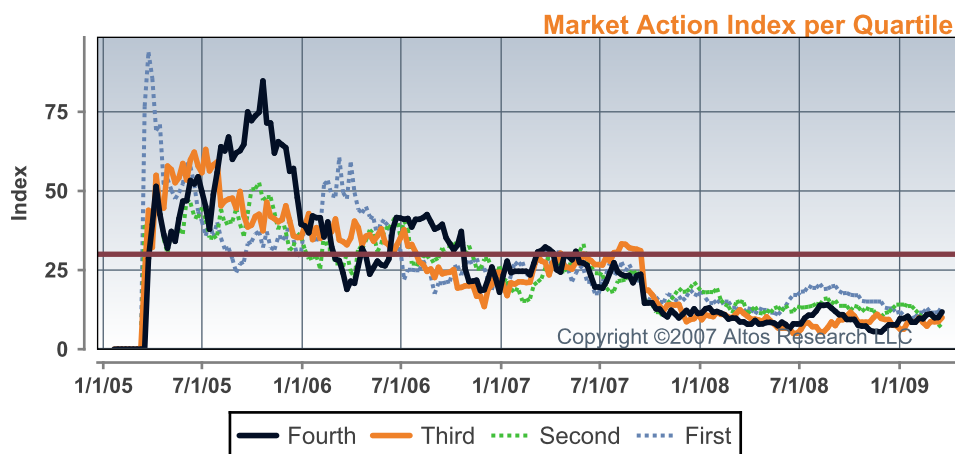
### MARKET ACTION INDEX

The SANTA CLARA 95054 is quite strongly in the Buyer's Market zone. The 90-day Market Action Index stands at 12. With several months of inventory available at the current sales rate, buyers should find ample choice.



### MARKET ACTION

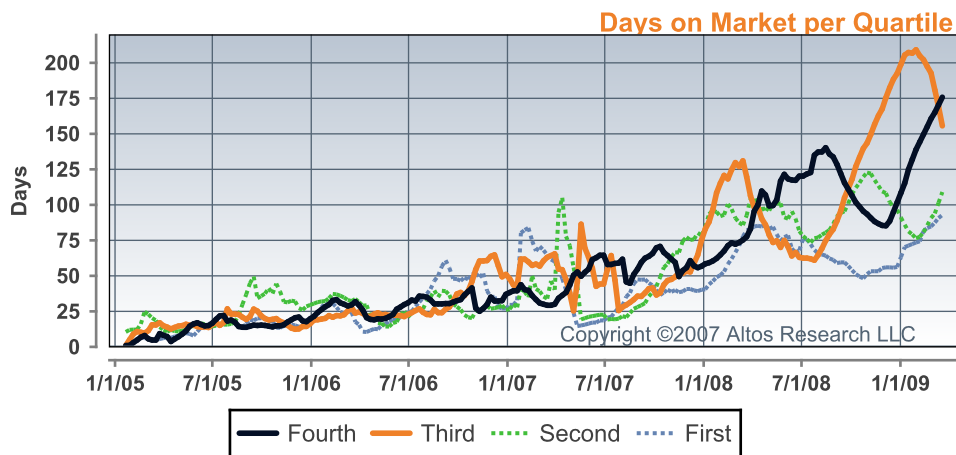
Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.





### DAYS ON MARKET

The properties have been on the market for an average of 166 days. Half of the listings have come newly on the market in the past 161 or so days. Watch the 90-day DOM trend for signals of a changing market.



### DAYS ON MARKET

It is not uncommon for the higher priced homes in an area (Quartiles 1 and 2) to take longer to sell than those in the lower quartiles.

## About Altos Research Corporation

Altos Research Corp. reports real-time analysis of the residential real estate market in local markets across the country. All information contained herein is based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Use this report as one input in the real estate decision making process, but do not rely on it for accuracy. Nothing in this report or any other Altos Research publication is a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.