



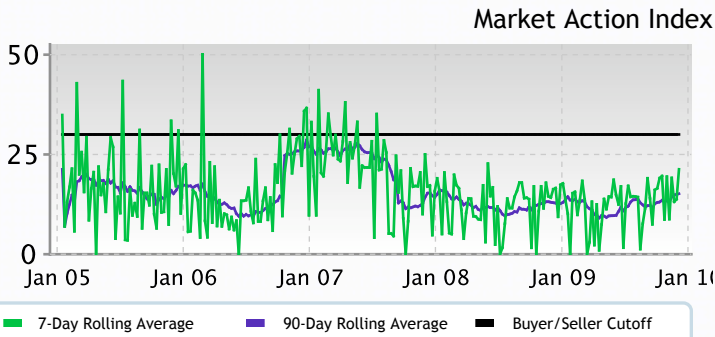
This Week

The median list price in LOS GATOS, CA 95033 this week is \$899,000.

Inventory has been lightening lately and the Market Action Index has been trending up. These are mildly positive indications for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. However because of excess inventory, prices have not yet stopped falling. Should the sales trend continue, expect prices to level off soon and potentially to resume their climb from there. Watch prices as the market transitions from a Buyer's market to a Seller's market.



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	\$ 1,995,000	2925	5.0 - 10 acres	3.0	3.0	30	19	0	2	276	Most expensive 25% of properties
Upper/Second	\$ 1,114,500	2726	2.5 - 5.0 acres	4.0	3.0	32	20	2	4	170	Upper-middle 25% of properties
Lower/Third	\$ 750,000	1851	1.0 - 2.5 acres	3.0	2.0	36	20	2	0	311	Lower-middle 25% of properties
Bottom/Fourth	\$ 474,000	1100	0.50 - 1.0 acre	2.0	2.0	59	20	1	0	246	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	\$ 899,000	↓↓
Asking Price Per Square Foot	\$ 436	↓↓
Average Days on Market (DOM)	250	↔
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	62 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2164	
Median Lot Size	2.5 - 5.0 acres	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	
Market Action Index	Strong Buyer's 15.2	↑↑

↔ 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.

