



Let's Find Value in This Transitioning Market

2020

SAN JOSE
JANUARY 2020 MARKET REPORT - Single Family Homes

MEDIAN SALES PRICE
+\$1,050,000

AVG. PRICE PER SQUARE FOOT
+\$652

% OF LIST PRICE RECEIVED
+100%

DAYS ON MARKET
+24

SOLD VS. LISTED
323 SOLD
159 LISTED

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HOLLISTER MARKET UPDATE

The average Single Family Home sells for \$596K and sells in 68 days for 99% of asking price based on 12 sales in January 2019

MEDIAN SALE PRICE
\$596K

99% To List Price Received

DAYS ON MARKET
114 DAYS (NEW)
68 DAYS (MEDIAN)
18 DAYS (LOW)

SOLD VS. NEW - MARKET SIZE
12 SOLD
46 NEW

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CAMPBELL HOMES BY BEDROOM COUNT

CURRENTLY AVAILABLE - AS OF 2/5/2019
SINGLE FAMILY HOME

0 BEDS	7 BEDS	7 BEDS	4 BEDS
0 HOMES	2 HOMES	4 HOMES	5+ HOMES

LAST 90 DAYS - MARKET DATA

	0-1 BEDS	2 BEDS	3 BEDS	4+ BEDS
HOMES SOLD	1	26	22	6
MED. SALE PRICE	\$1,200,000	\$1,200,000	\$1,267,500	\$1,093,300
AVG. DOM	3	30	30	43
AVG \$/SQ FT	\$1426	\$844	\$794	\$641

ROLLING 24 MONTHS - MEDIAN SALES PRICE

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94402 Market Overview

\$1.77M
Median Sale Price

\$956
Avg Price / Sq Ft

14
Median Days on Market

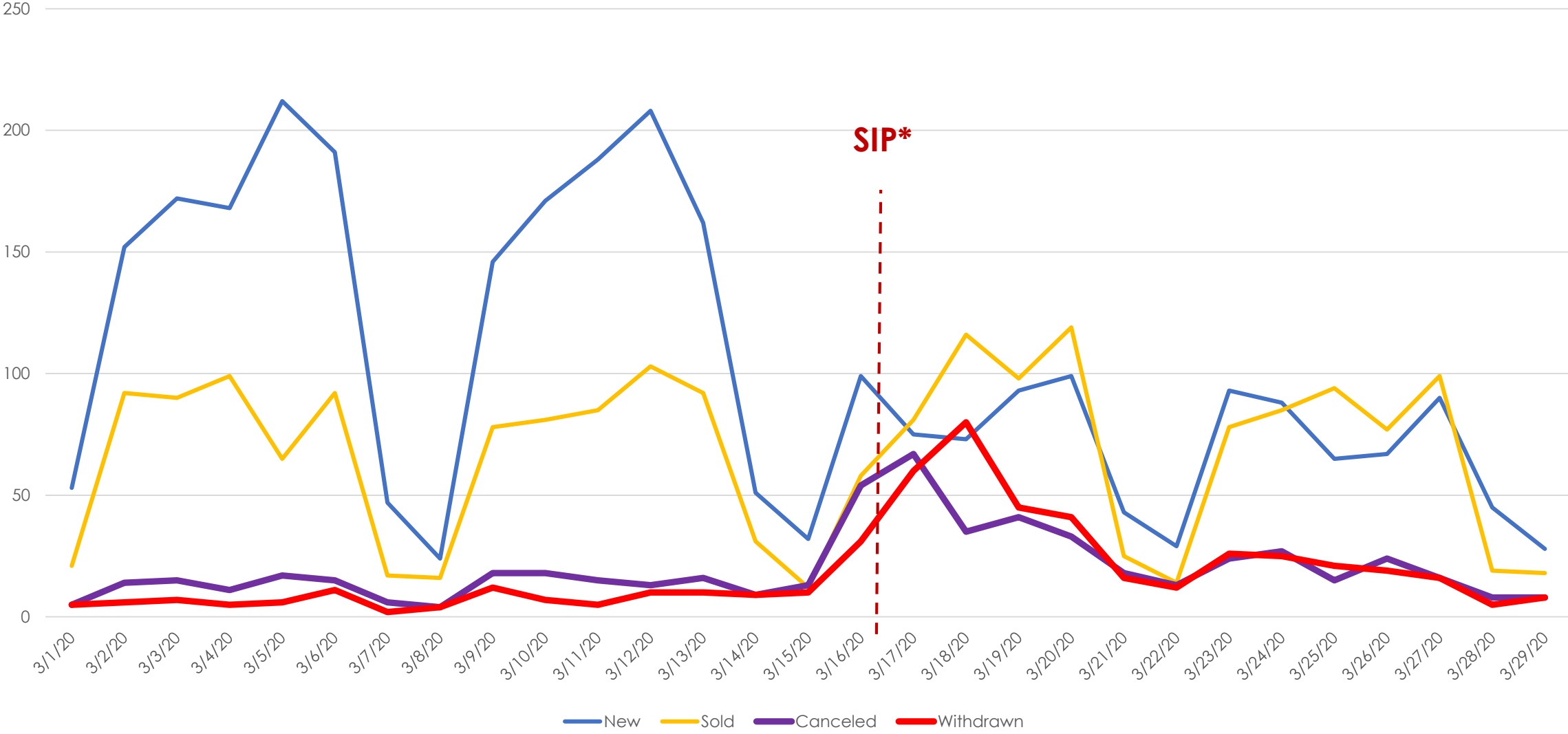
Statistics based on 42 sales of all residential properties over the last 90 days

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The Aculist Daily

Data as of 3/29/20 Aculist, Inc.

New/Sold vs. Cancelled/Withdrawn**



*(SIP) Shelter-in-Place
 ** All Five MLSListings Counties



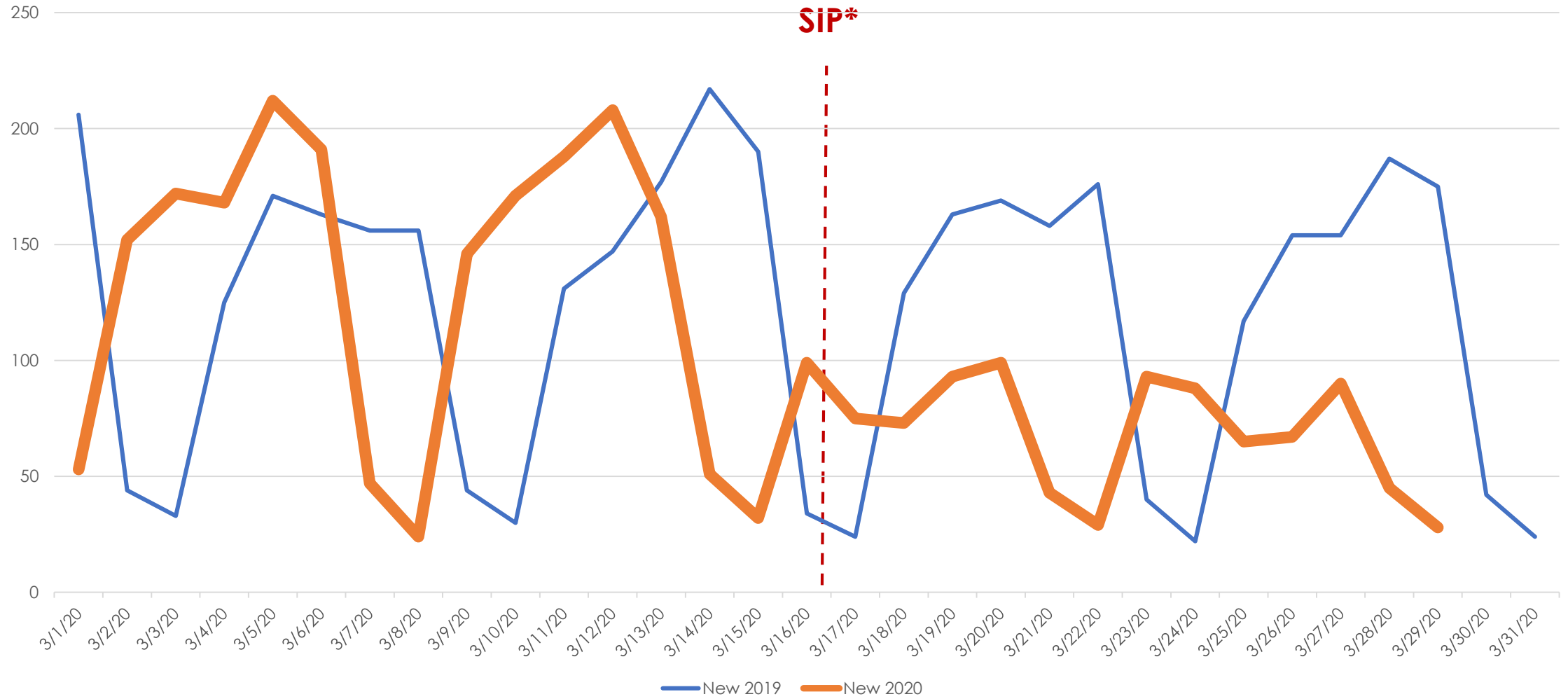
March 2019 vs. March 2020

All MLS Listings counties through 3/29

Total # of Properties:	2019	2020	% Diff
Sold	2306	1955	-15%
New	3692	2964	-20%
TFT	349	509	+46%
Cancelled	418	572	+37%
Withdrawn	261	514	+97%

*(SIP) Shelter-in-Place

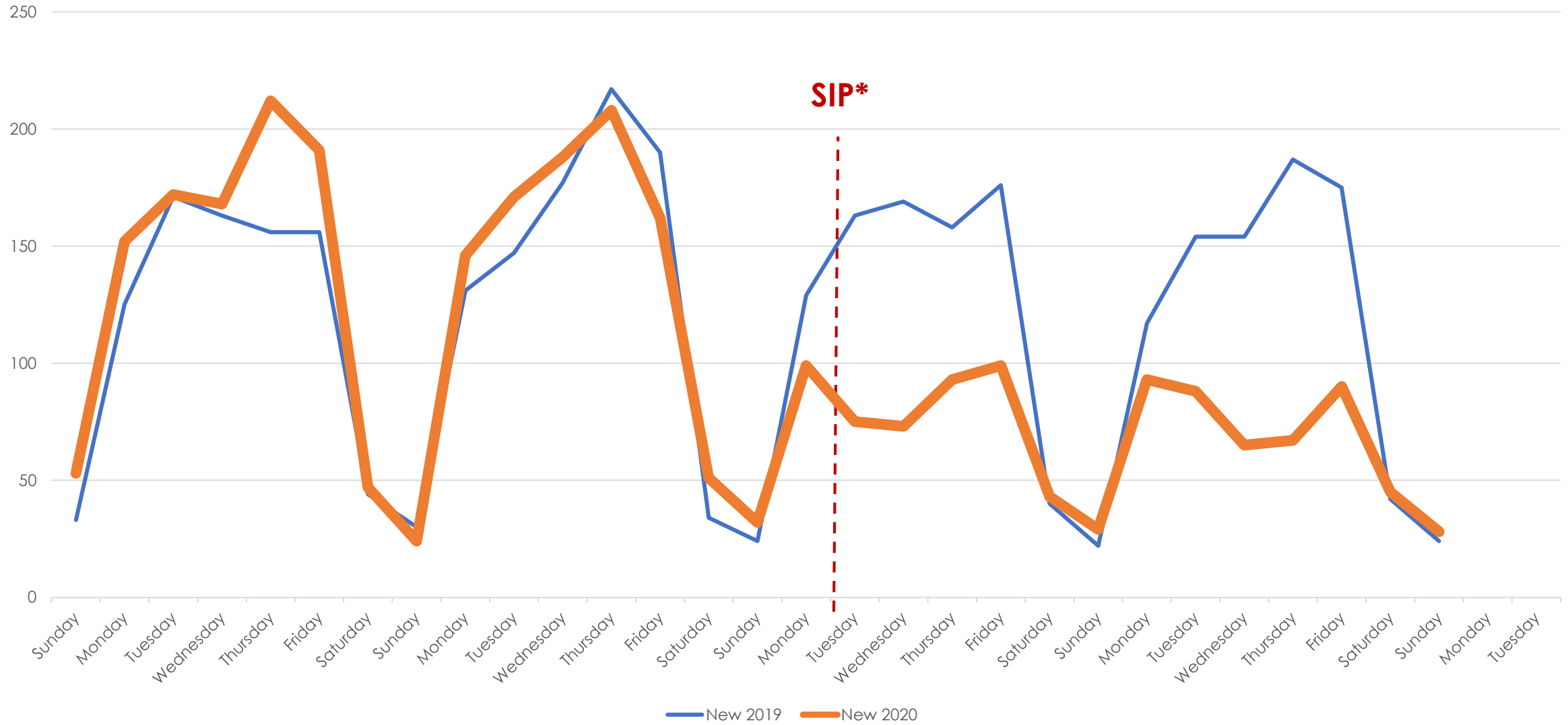
New Homes Listed** - March 2019 vs. 2020



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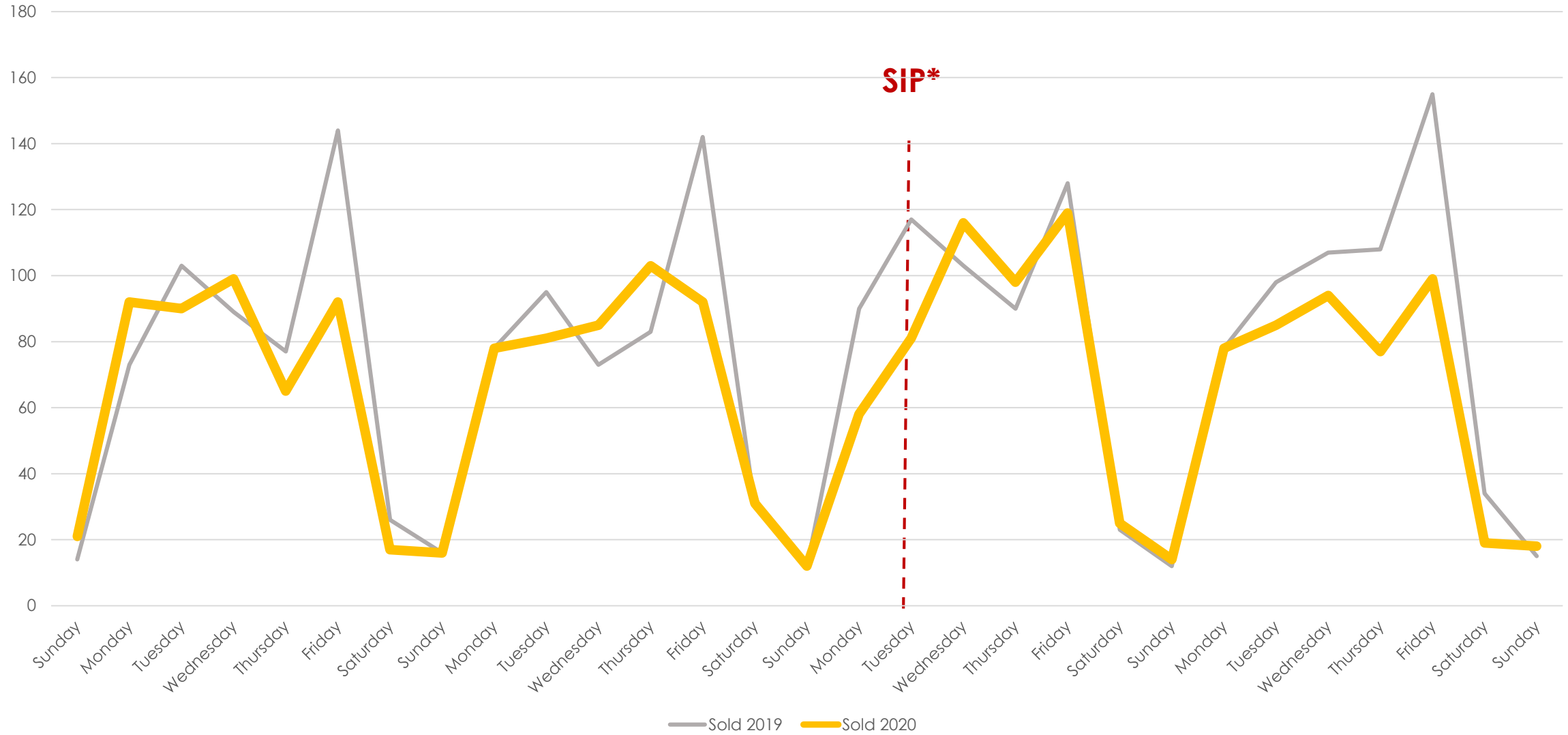
New Homes Listed** - March 2019 vs. 2020 (Dates Shifted)



*(SIP) Shelter-in-Place
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Sold Listings** March 2019 vs. 2020 (Day of Week)

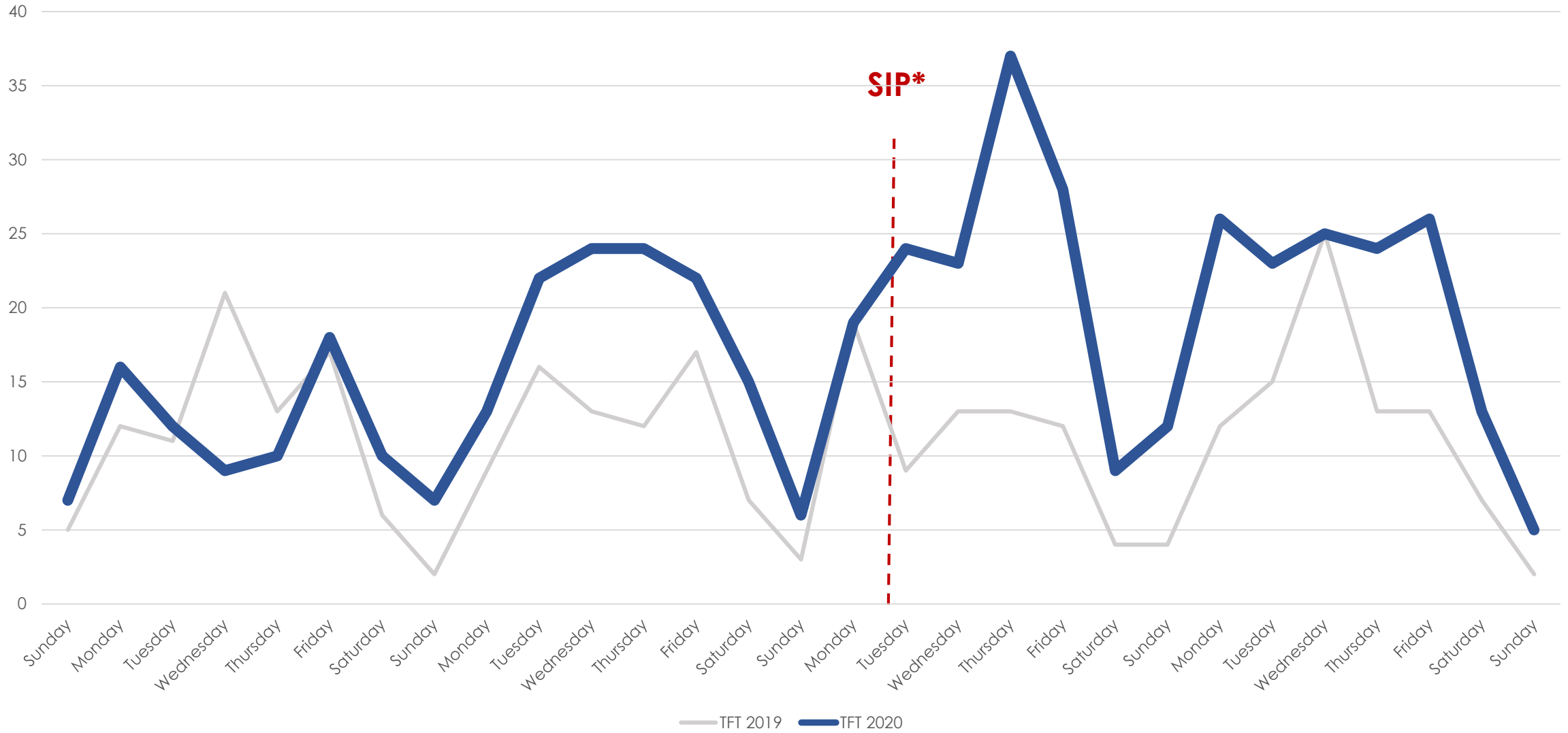


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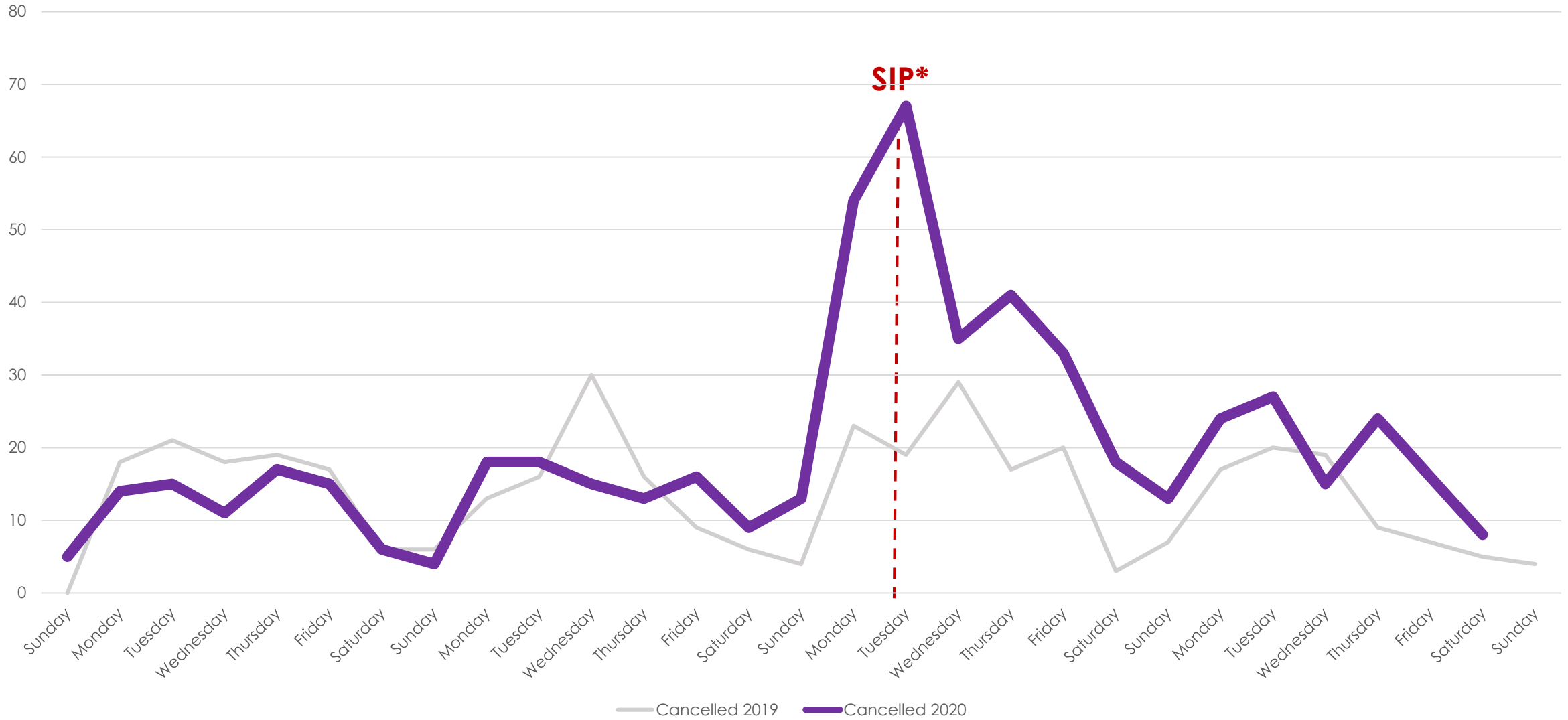
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TFT** March 2019 vs. 2020 (Day of Week)



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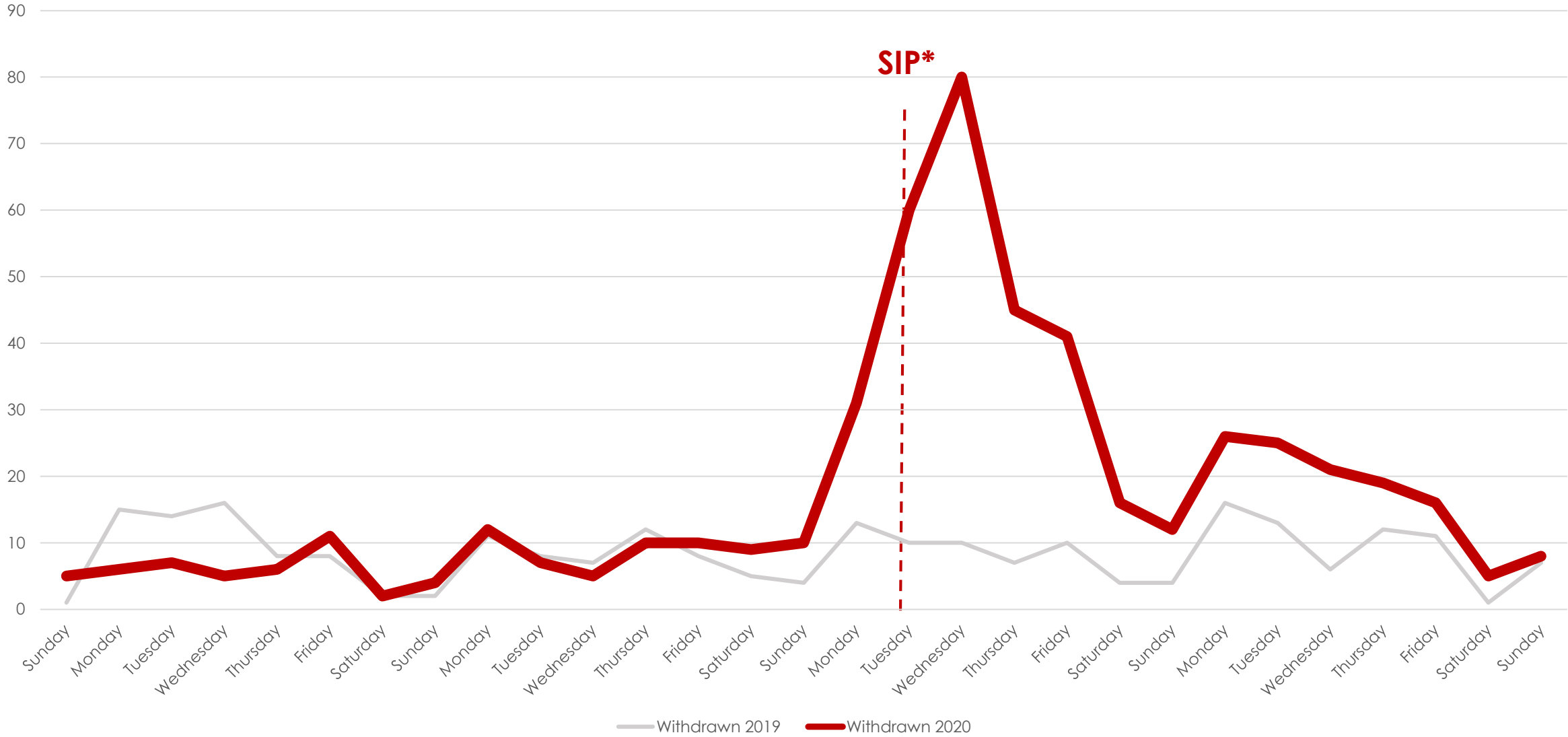
Cancelled Listings** March 2019 vs. 2020 (Day of Week)



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Withdrawn Listings** March 2019 vs. 2020 (Day of Week)



*(SIP) Shelter-in-Place
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Thank You

