



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

LISTED SALES
 + 323

HOUSES LISTED
 + 159

GRACE HUANG
 Broker/Owner at Aculist, Inc.
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HOLLISTER MARKET UPDATE

The average Single Family Home costs \$595K and sells in 68 days for 99% of asking price based on 22 sales in January 2020

MEDIAN SALE PRICE
 \$595K

99%
 % of Asking Price

DAYS ON MARKET
 114 DAYS HIGH
 68 DAYS MEDIAN
 18 DAYS LOW

SOLD VS. NEW - MARKET SIZE
 SOLD: 12
 NEW: 46

Christopher Harris - Aculist, Inc.
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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
0-2 BIDS	3 BIDS	4 BIDS	5+ BIDS

LAST 90 DAYS - MARKET DATA

	01 BIDS	1 BIDS	4 BIDS	5+ BIDS
HOUSES SOLD	1	26	22	6
MED. SALE PRICE	\$1,200,000	\$1,300,000	\$1,207,500	\$1,083,300
AVG. DOM	3	30	30	43
AVG. \$/SQ FT	\$1425	\$844	\$714	\$682

ROLLING 24 MONTHS - MEDIAN SALES PRICE

ACULIST

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

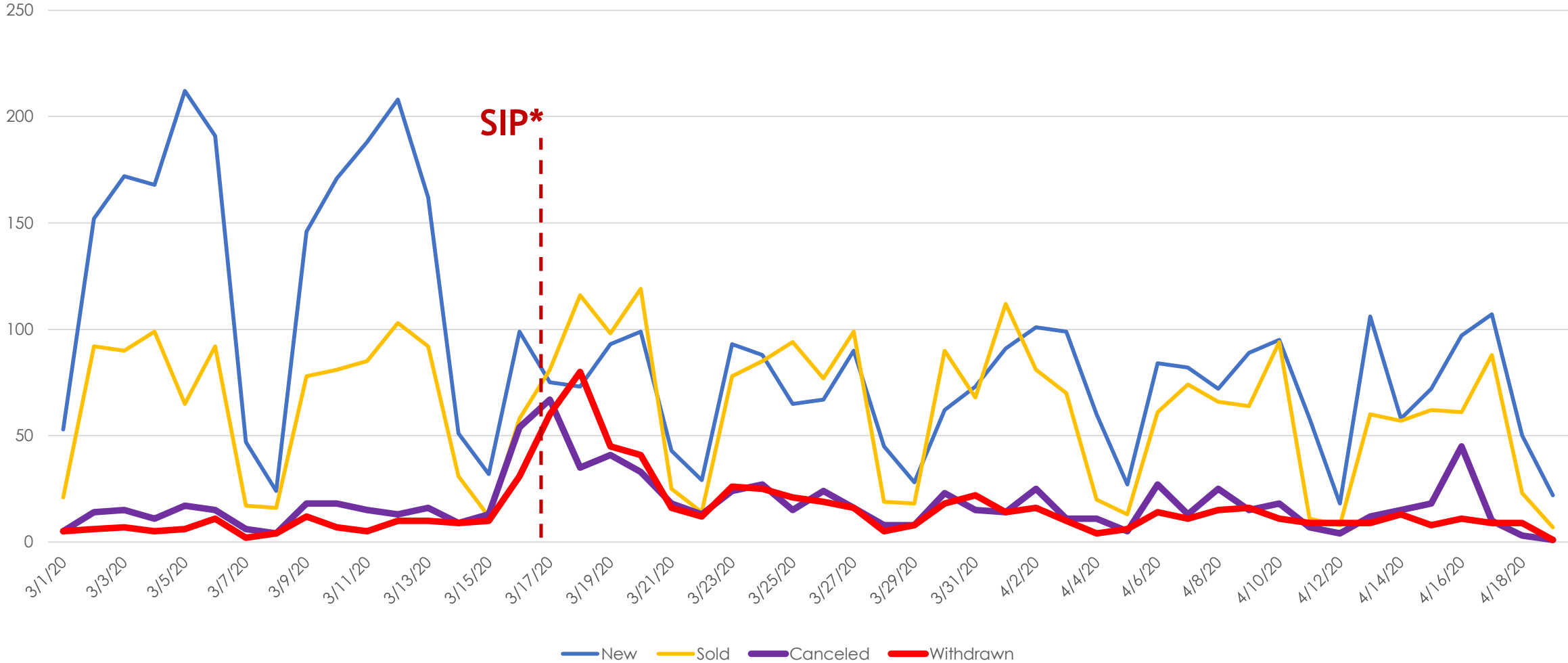
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The Aculist Daily

Data as of 4/19/20 Aculist, Inc.

New/Sold vs. Cancelled/Withdrawn**

All MLS Listings counties March 1st – April 19th



*(SIP) Shelter-in-Place
 ** All Five MLS Listings Counties



March and April 2019 vs. 2020

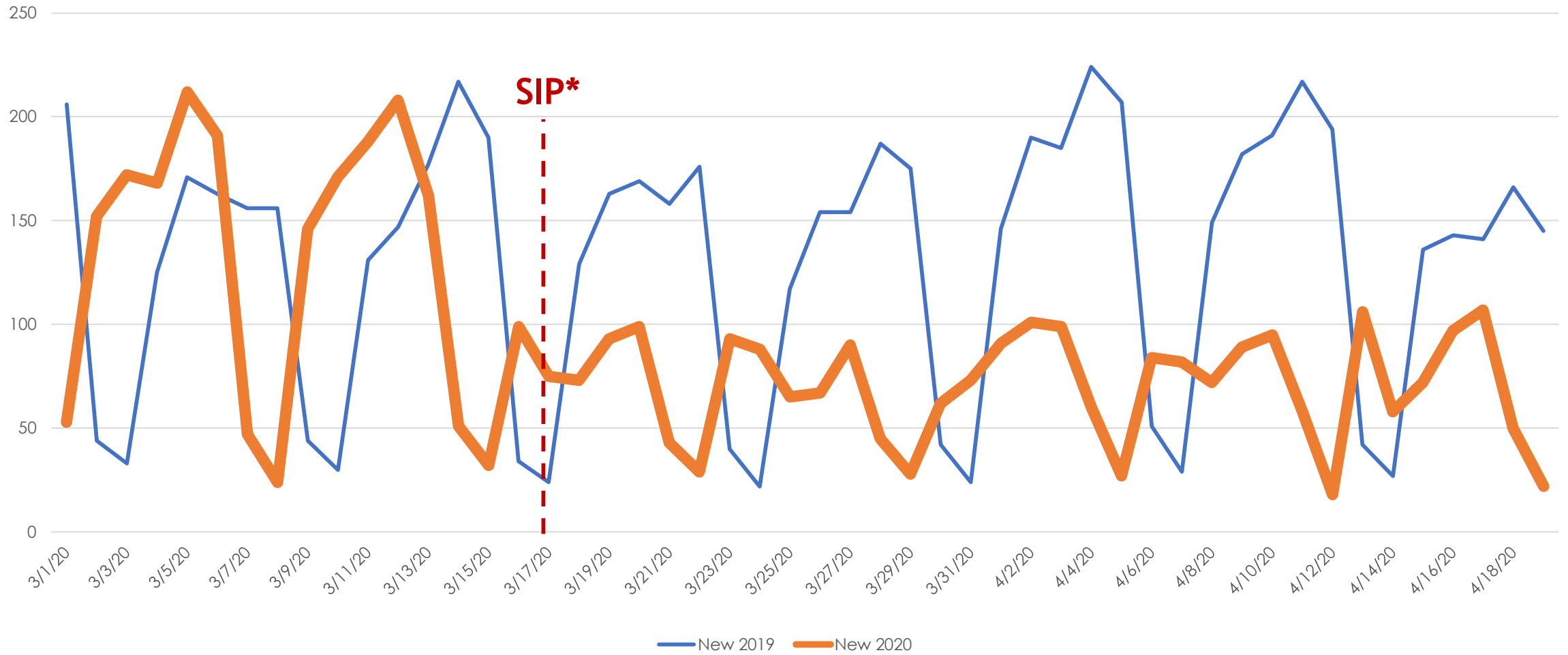
All MLS Listings counties March 1st – April 19th

Total # of Properties:	2019	2020	% Diff
Sold	4005	3145	-21%
New	6523	4487	-31%
Changed to Contingent	2477	1368	-45%
Changed to Pending	4392	2425	-45%
TFT	631	771	22%
Cancelled	729	889	22%
Withdrawn	454	749	65%

*(SIP) Shelter-in-Place

New Homes Listed** - March and April 2019 vs. 2020

All MLSListings counties March 1st – April 19th

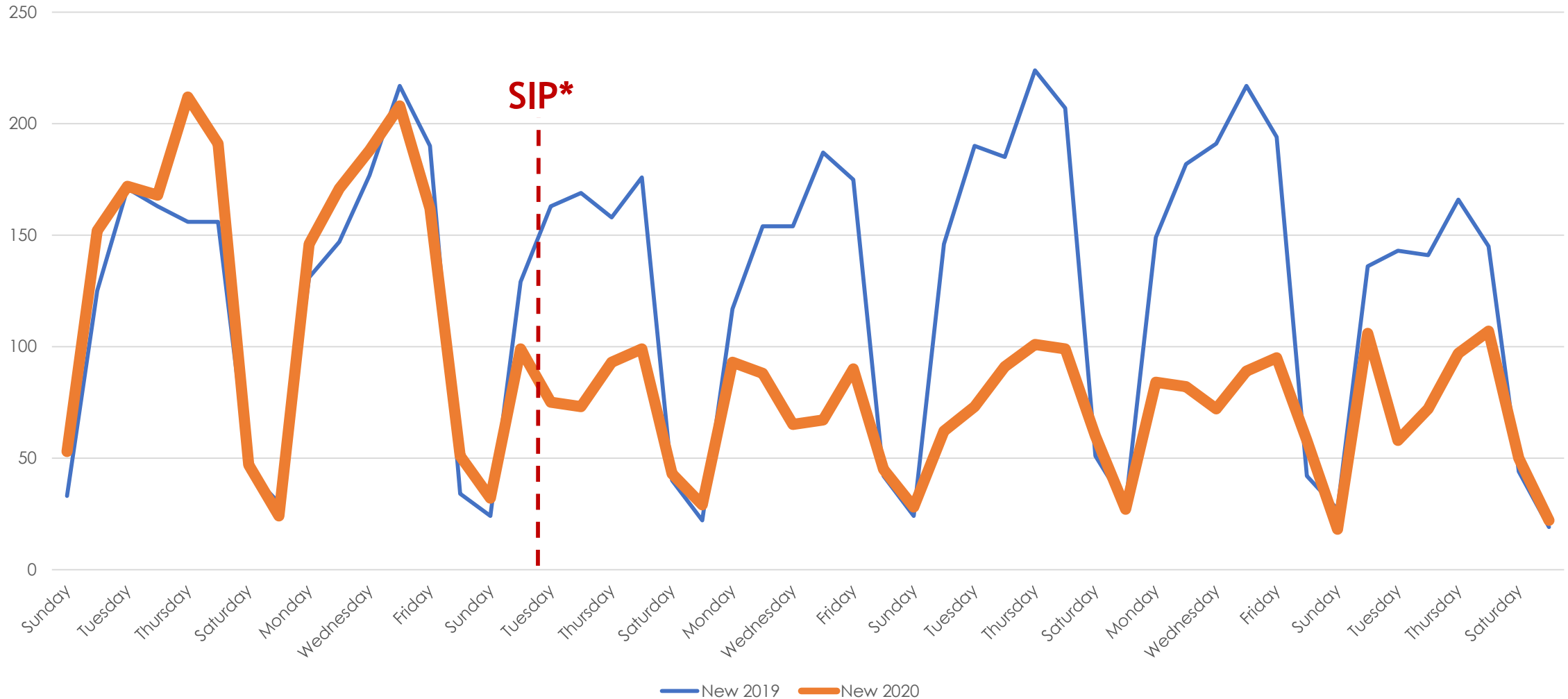


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New Homes Listed** - March 2019 vs. 2020 (Dates Shifted)

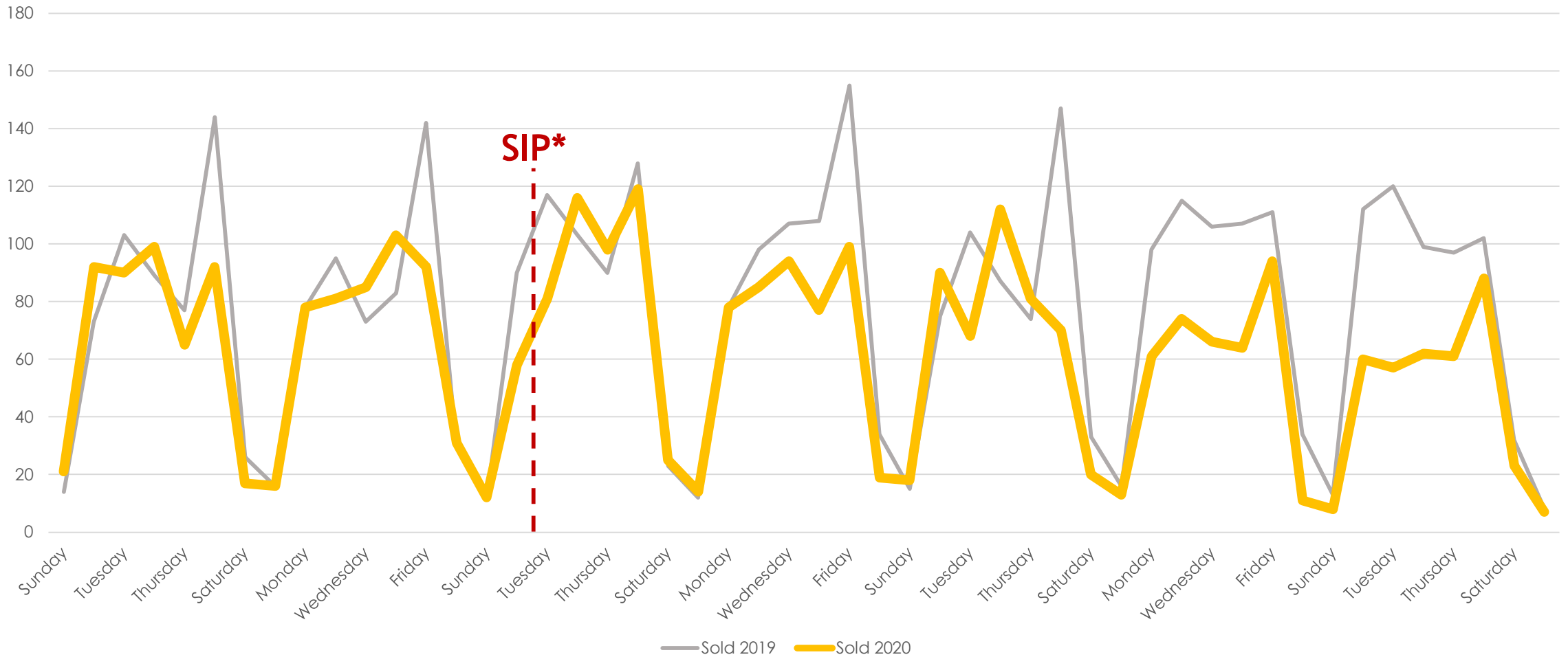
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Sold Listings** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 19th

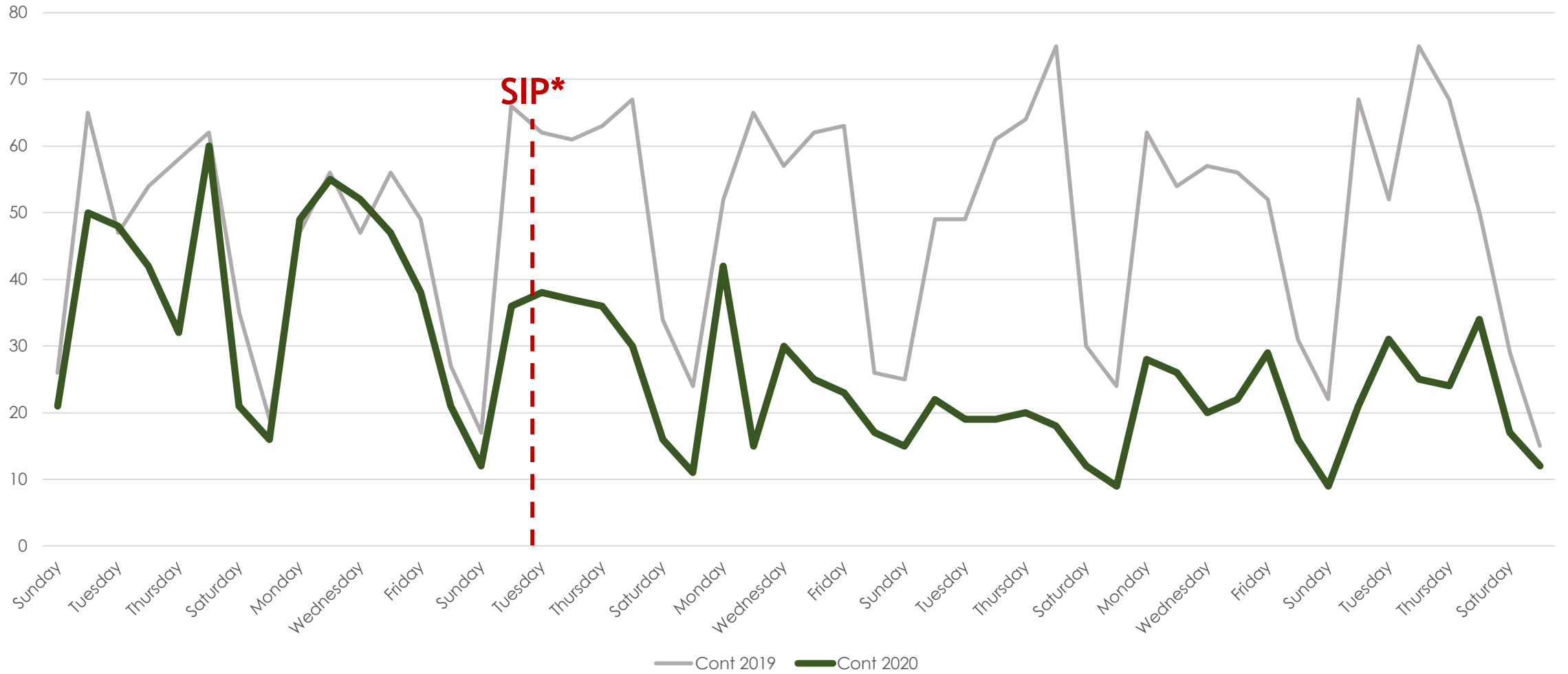


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Change to Contingent** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 19th

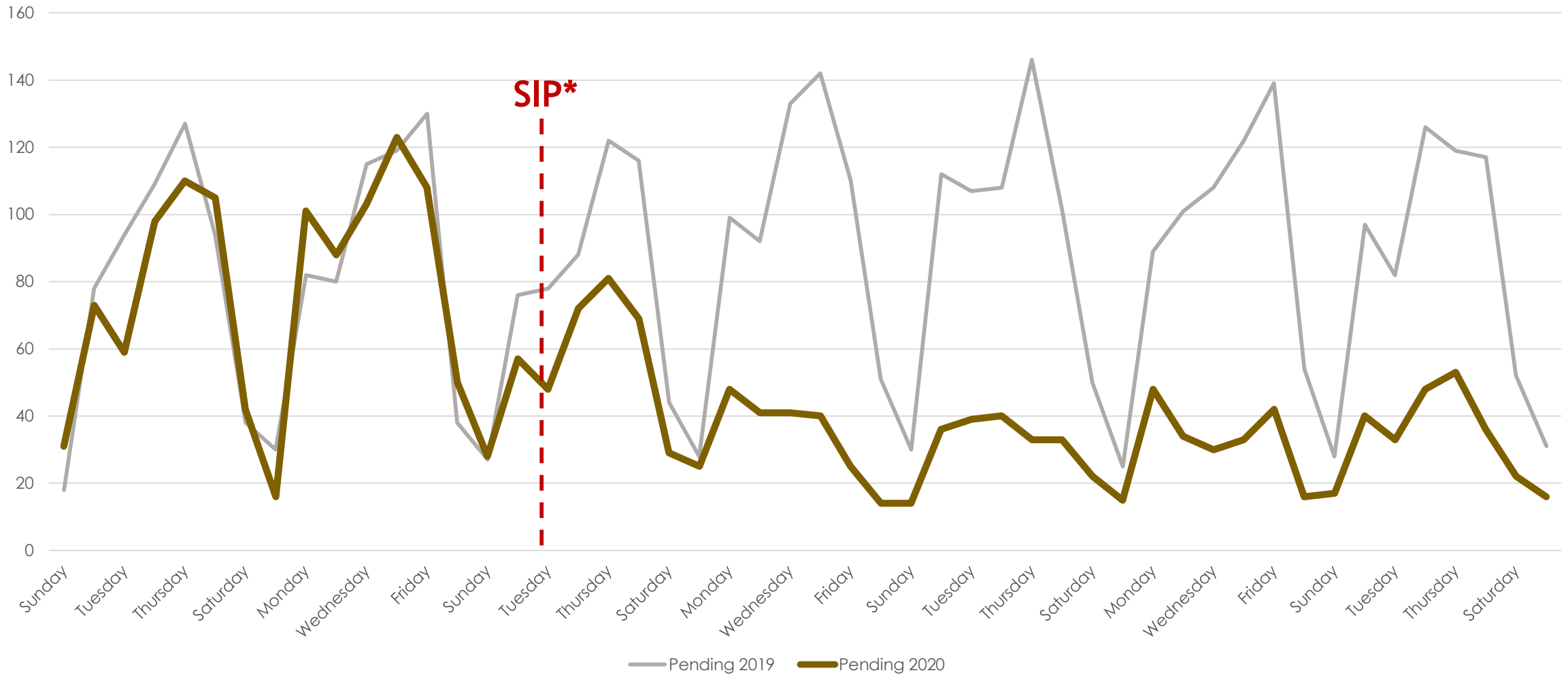


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Change to Pending** March 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 1st – April 19th

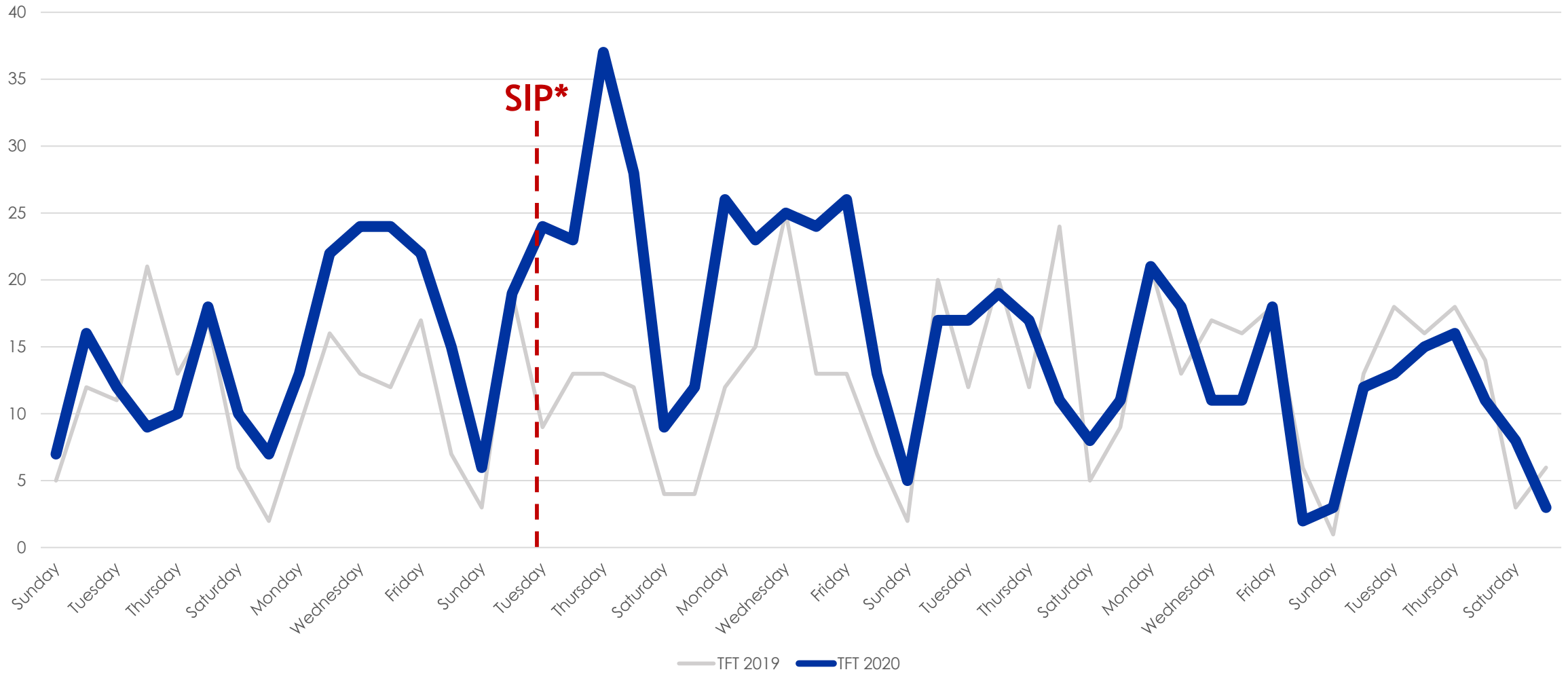


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TFT** March and April 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 19th

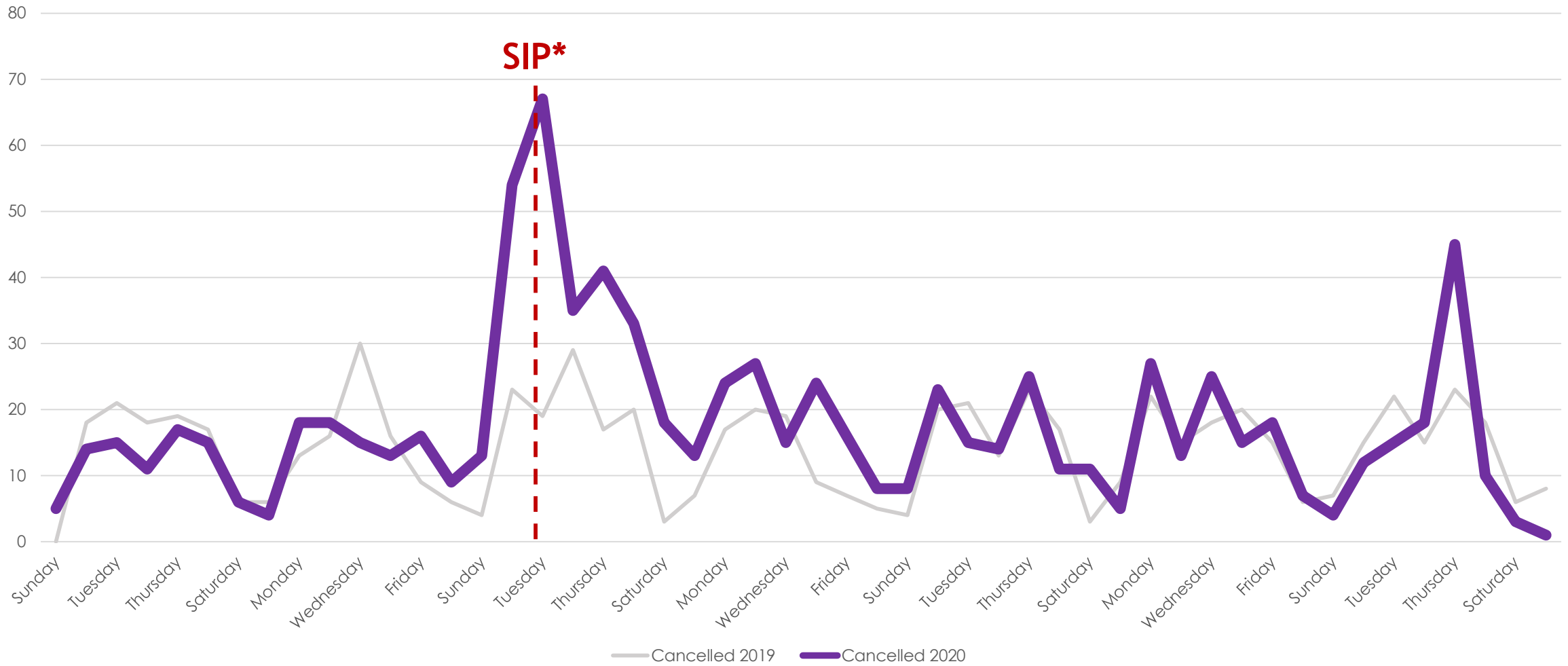


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Cancelled Listings** March 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 1st – April 19th

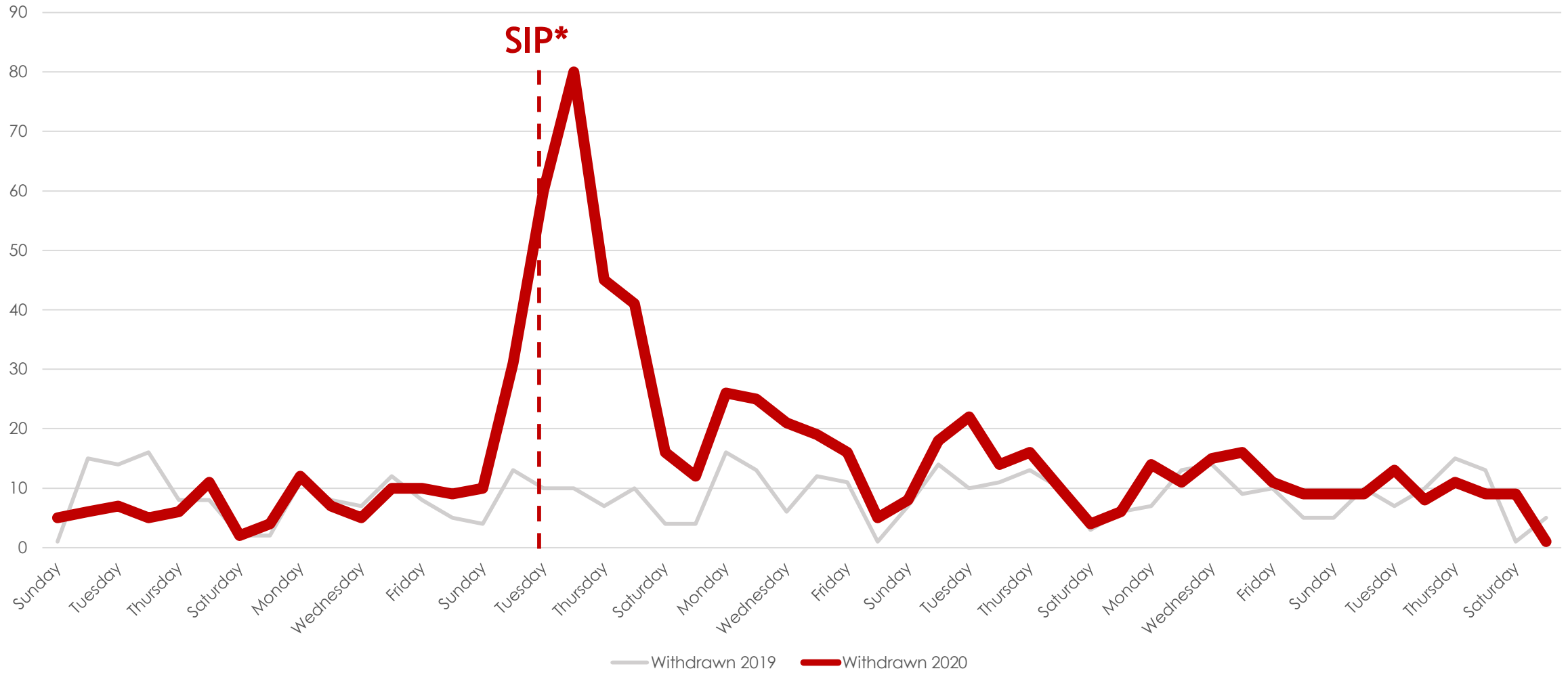


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Withdrawn Listings** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 19th



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 ** All Five MLSListings Counties



The Five MLSListings Counties



Data for the following five counties are included:

1. San Mateo
2. Santa Clara
3. Santa Cruz
4. San Benito
5. Monterey

Thank You

