



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

RELATED SALES
 + 323

HOUSES LISTED
 + 159

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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
 \$1.19M (High) | \$595K (Median) | \$450K (Low)

99%
 % of Asking Price

DAYS ON MARKET
 154 DAYS (High) | 68 DAYS (Median) | 18 DAYS (Low)

SOLD VS. NEW - MARKET SIZE
 12 (SOLD) | 46 (NEW)

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	\$1,267,500	\$1,083,300
Avg DOM	3	30	35	43
Avg \$ / Sq Ft	\$1425	\$844	\$714	\$682

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

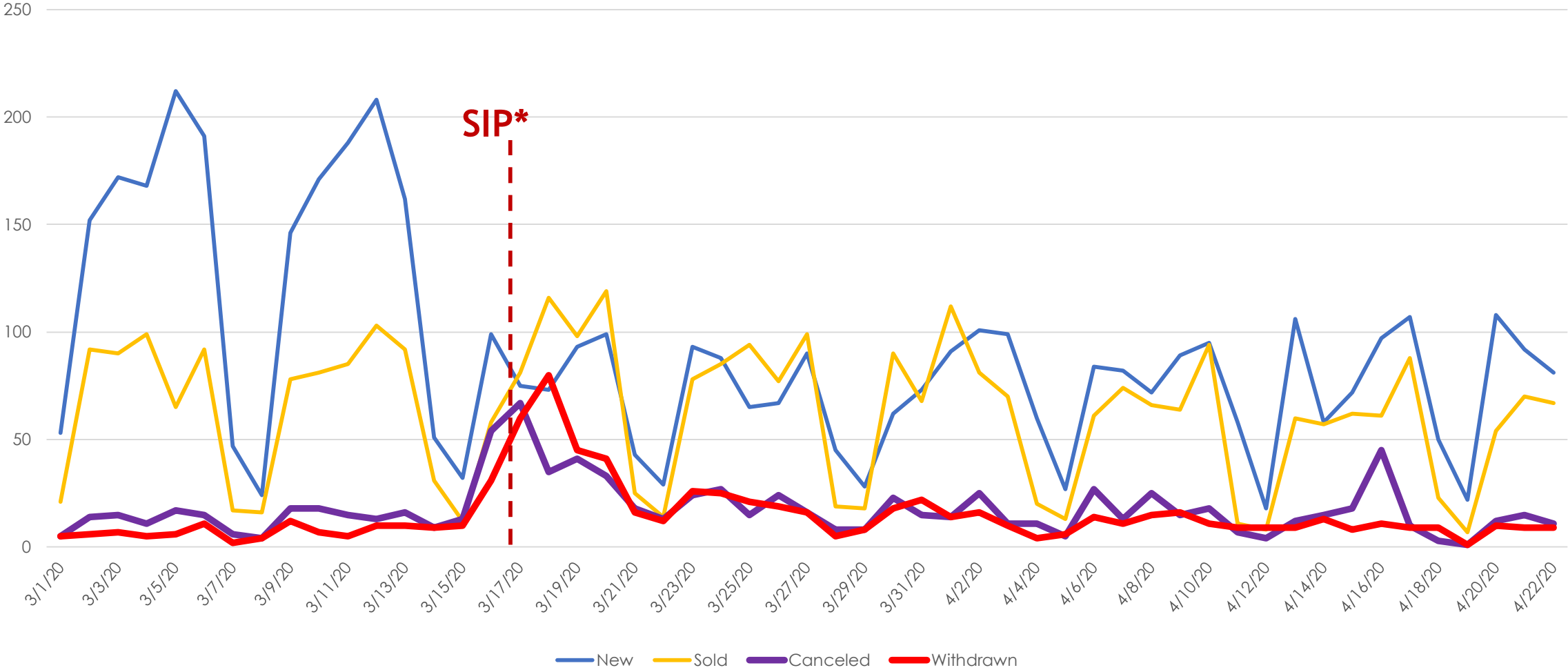
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The Aculist Daily

Data as of 4/22/20 Aculist, Inc.

New/Sold vs. Cancelled/Withdrawn**

All MLS Listings counties March 1st – April 22nd



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



March and April 2019 vs. 2020

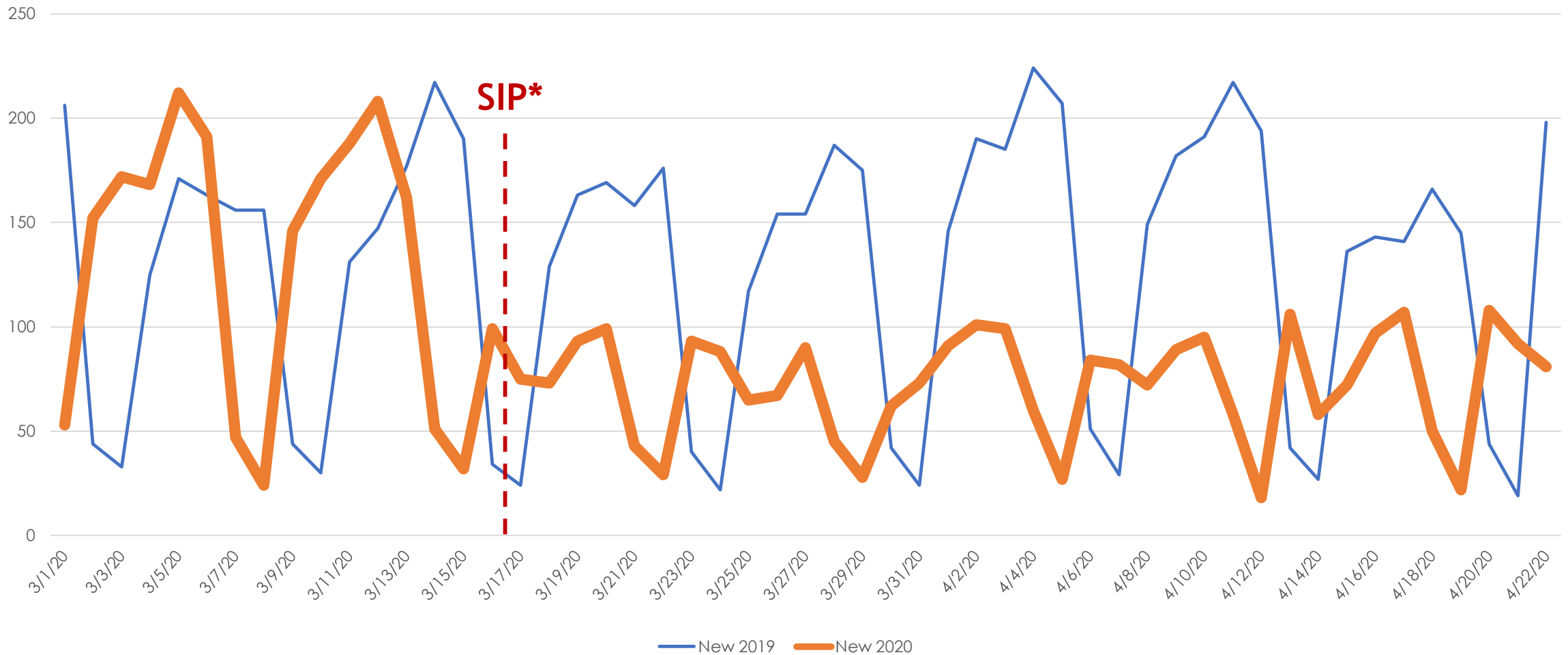
All MLS Listings counties March 1st – April 22nd

Total # of Properties:	2019	2020	% Diff
Sold	4153	3336	-20%
New	6784	4768	-30%
Changed to Contingent	2587	1482	-43%
Changed to Pending	4561	2574	-44%
TFT	650	808	24%
Cancelled	756	927	23%
Withdrawn	471	777	65%

*(SIP) Shelter-in-Place

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

All MLSListings counties March 1st – April 22nd

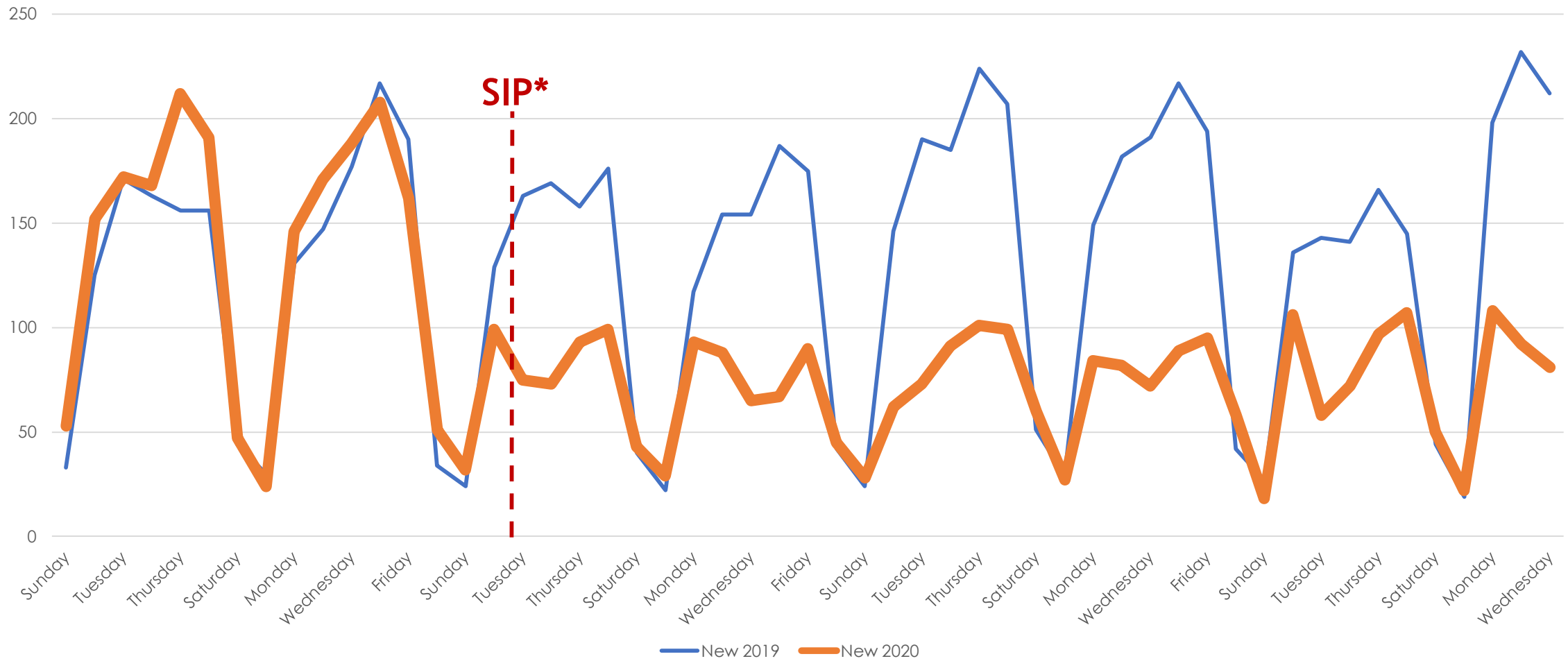


*(SIP) Shelter-in-Place
** All Five MLSListings Counties



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

All MLSListings counties March 1st – April 22nd

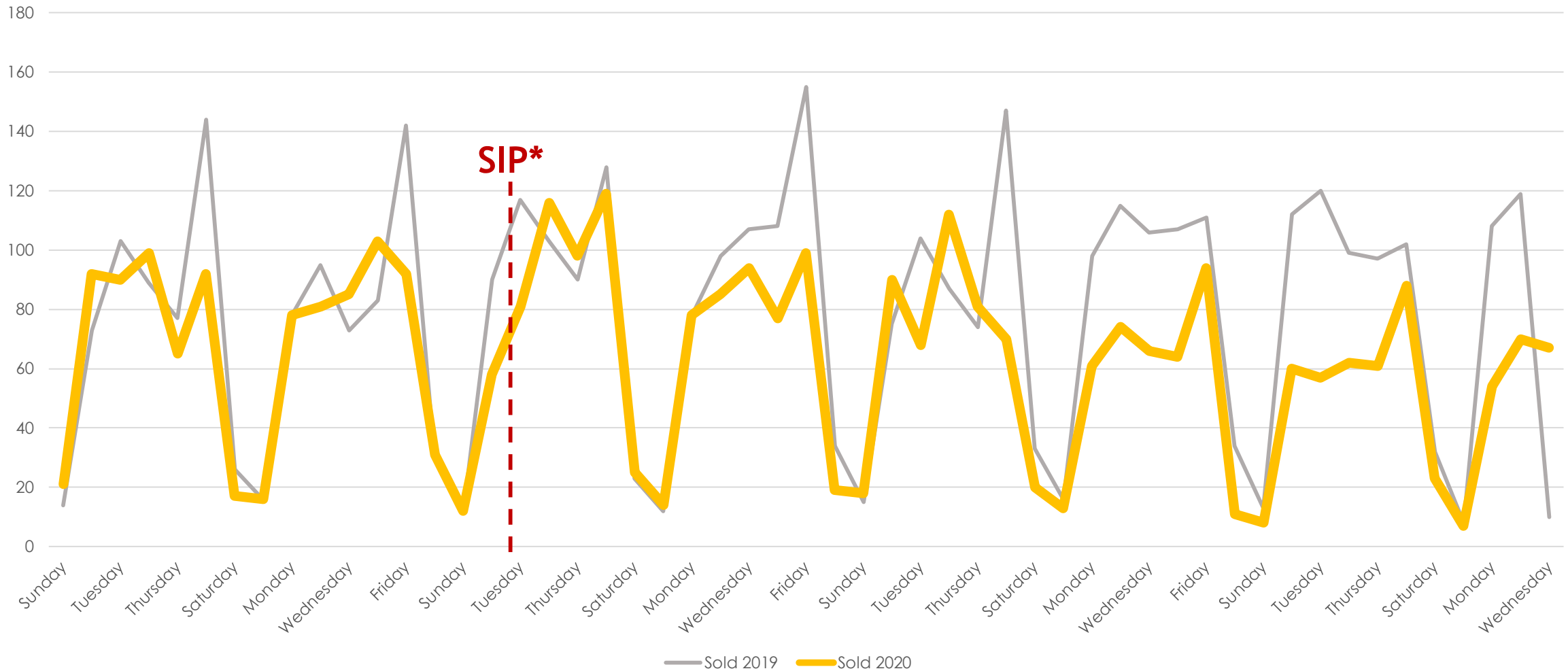


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Sold Listings** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 22nd

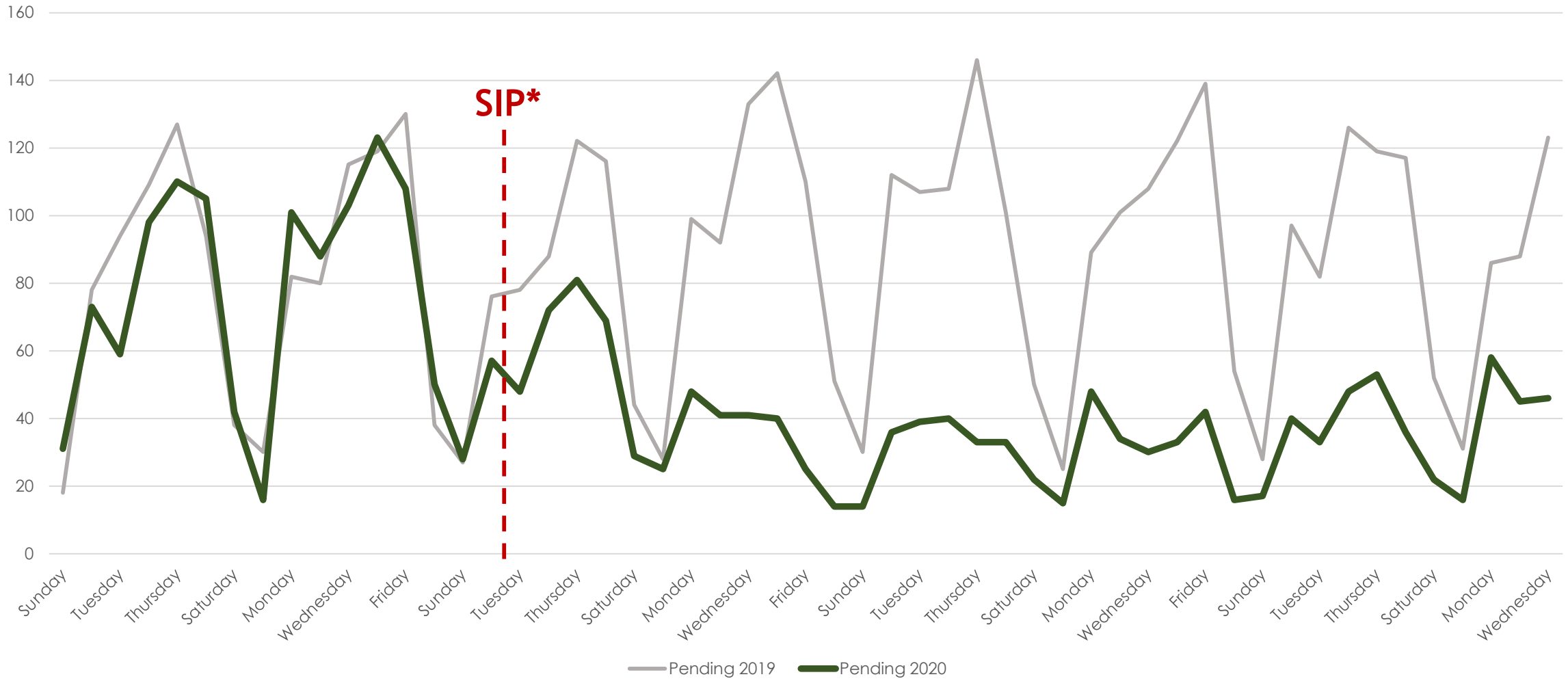


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Change to Contingent** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 22nd

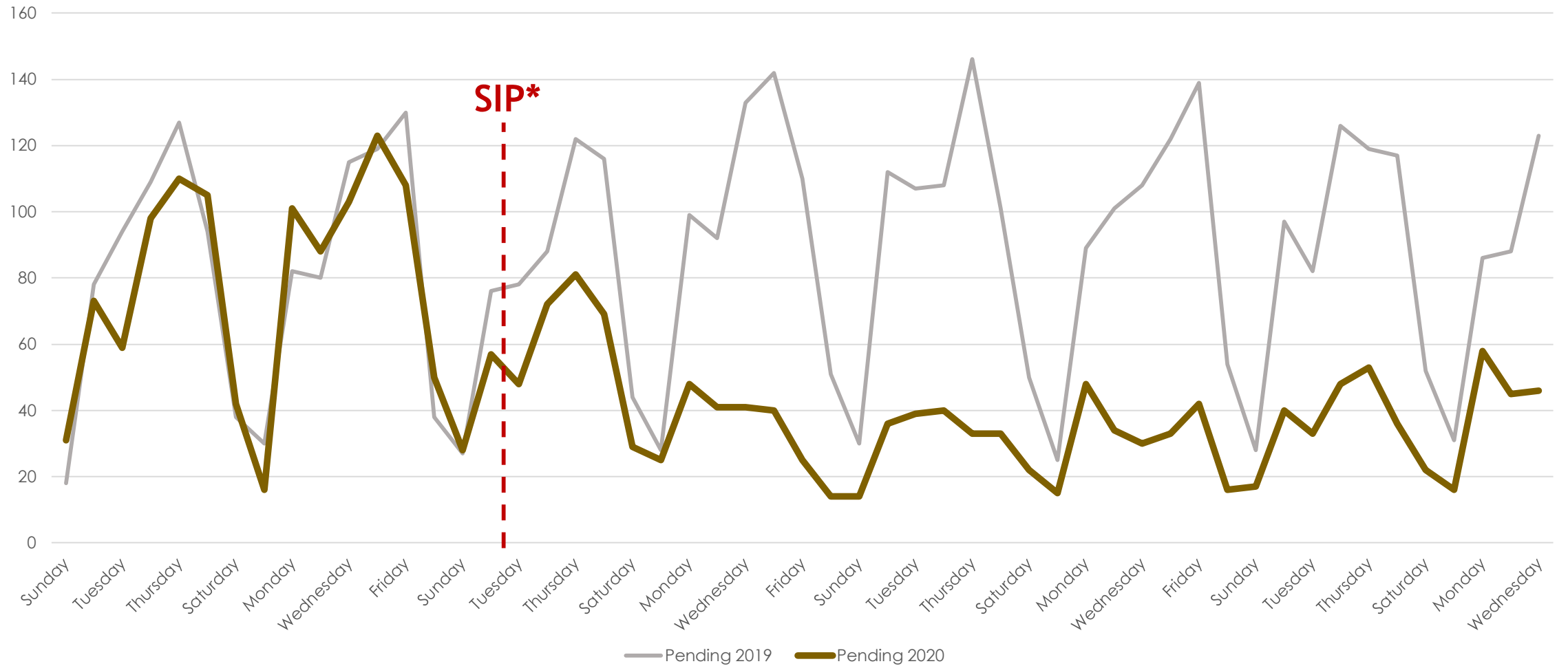


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Change to Pending** March 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 1st – April 22nd

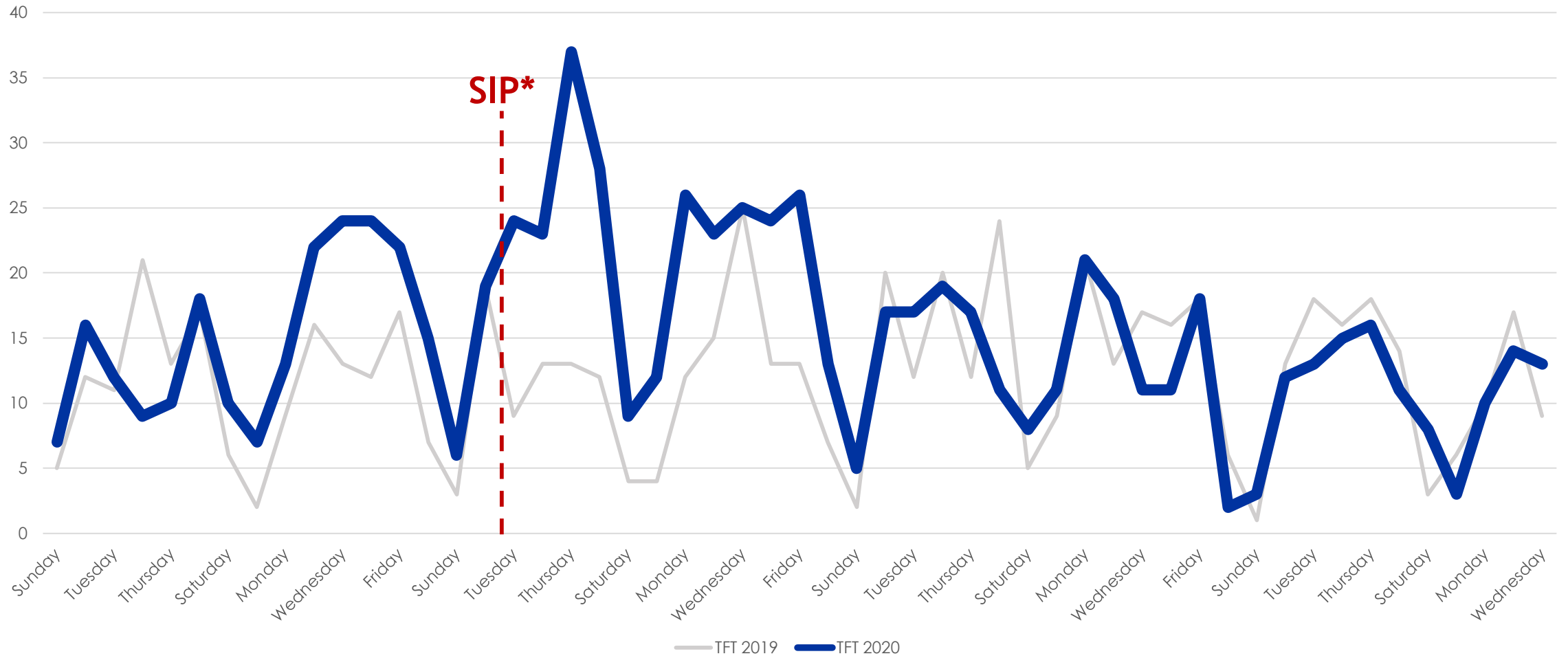


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TFT** March and April 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 22nd

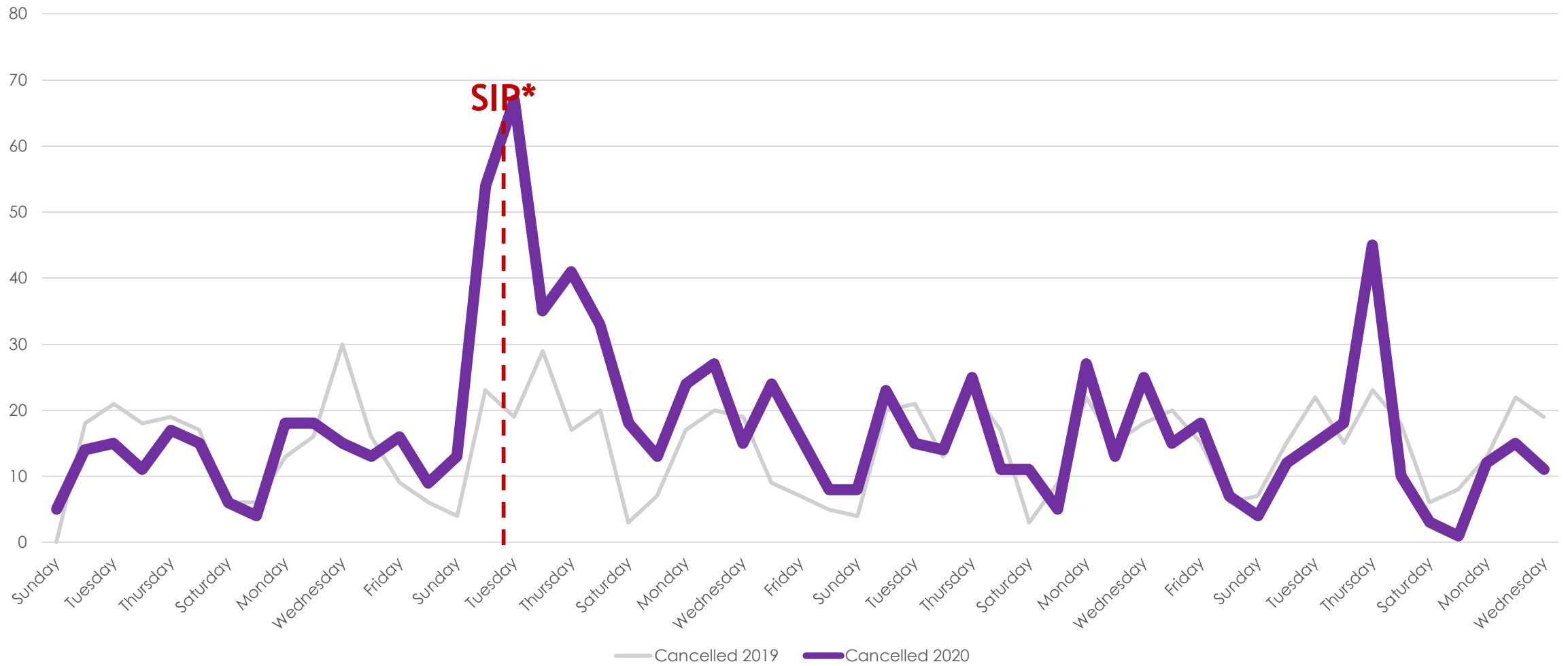


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 ** All Five MLSListings Counties



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

All MLSListings counties March 1st – April 22nd

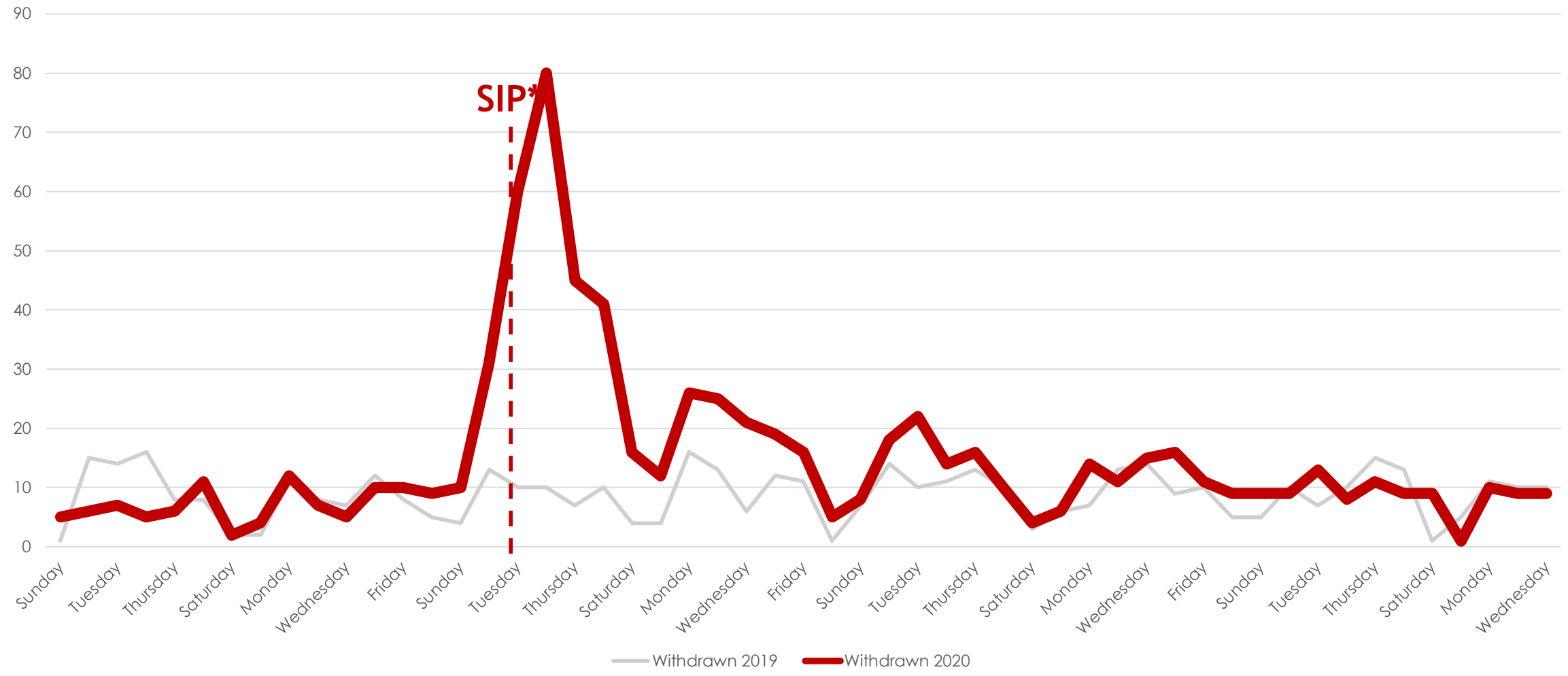


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 ** All Five MLSListings Counties



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

All MLSListings counties March 1st – April 22nd



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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

