



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

CLOSED SALES
323

HOUSES LISTED
159

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ACULIST

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

154 DAYS (High)
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
0-2 BIDS	3 BIDS	4 BIDS	5-8 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

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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

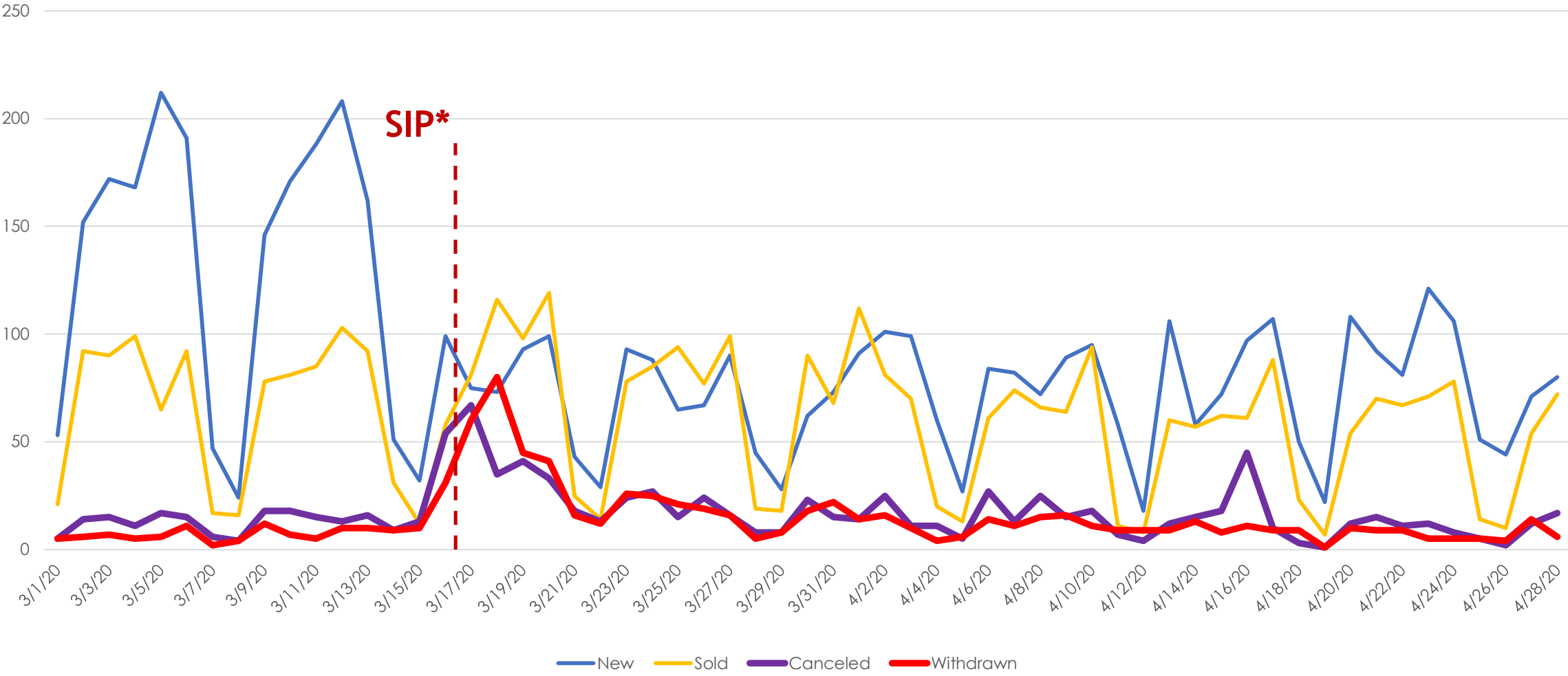
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The Aculist Daily

Data as of 4/28/20 Aculist, Inc.

New/Sold vs. Cancelled/Withdrawn**

All MLSListings counties March 1st – April 28th



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



March and April 2019 vs. 2020

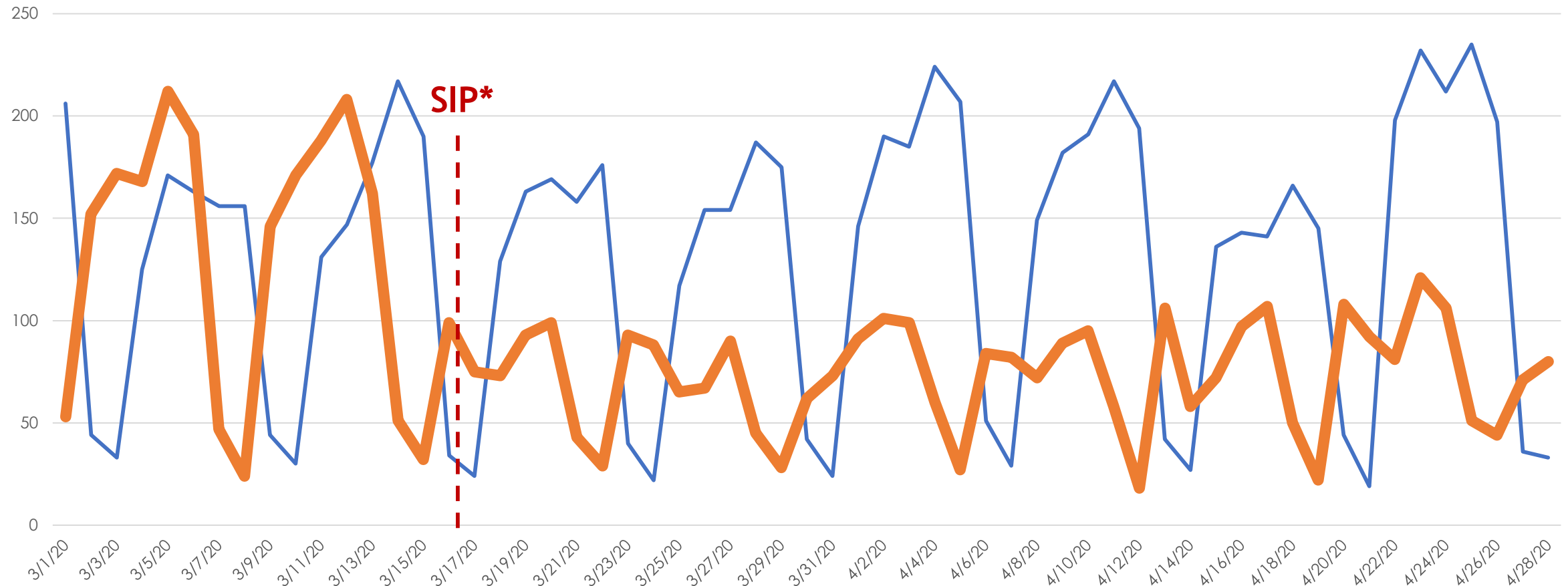
All MLS Listings counties March 1st – April 28th

Total # of Properties:	2019	2020	% Diff
Sold	4596	3635	-21%
New	7729	5241	-32%
Changed to Contingent	2851	1672	-41%
Changed to Pending	5063	2804	-45%
TFT	717	851	19%
Cancelled	839	983	17%
Withdrawn	520	816	57%

*(SIP) Shelter-in-Place

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

All MLS Listings counties March 1st – April 28th



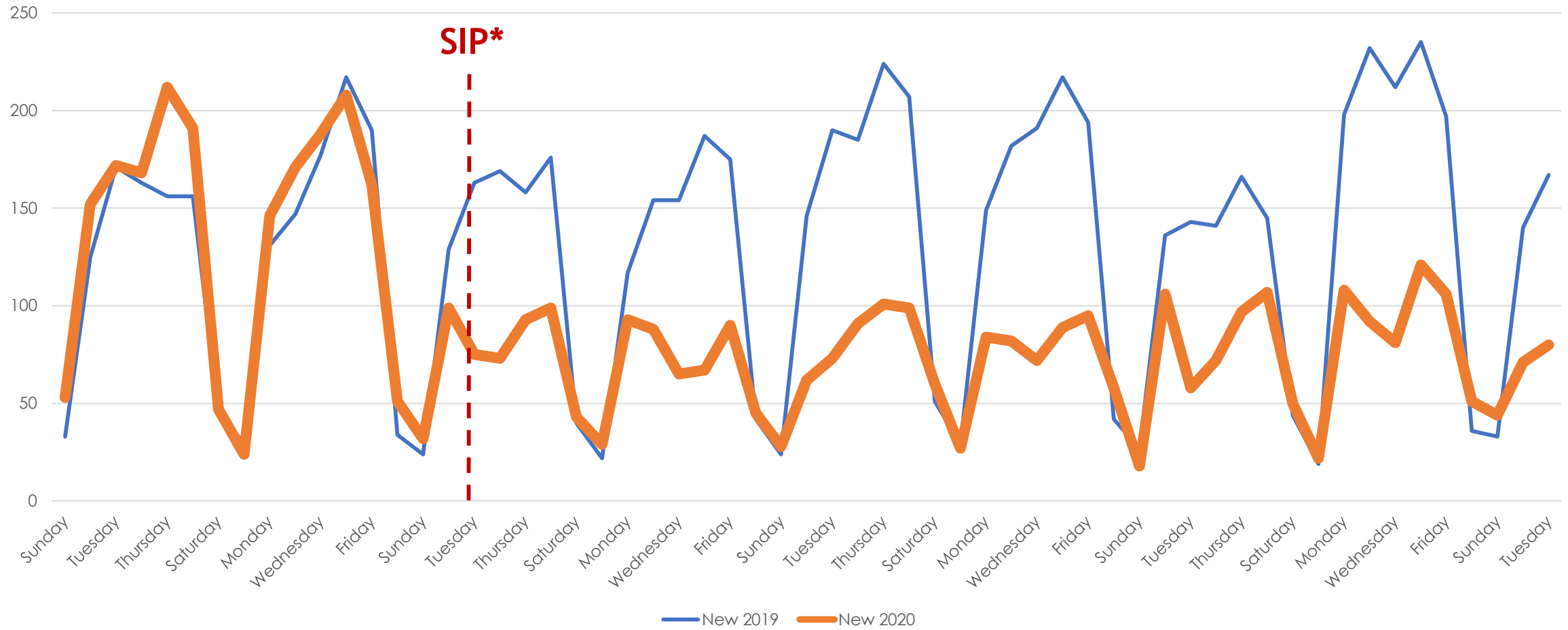
— New 2019 — New 2020



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

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

All MLSListings counties March 1st – April 28th

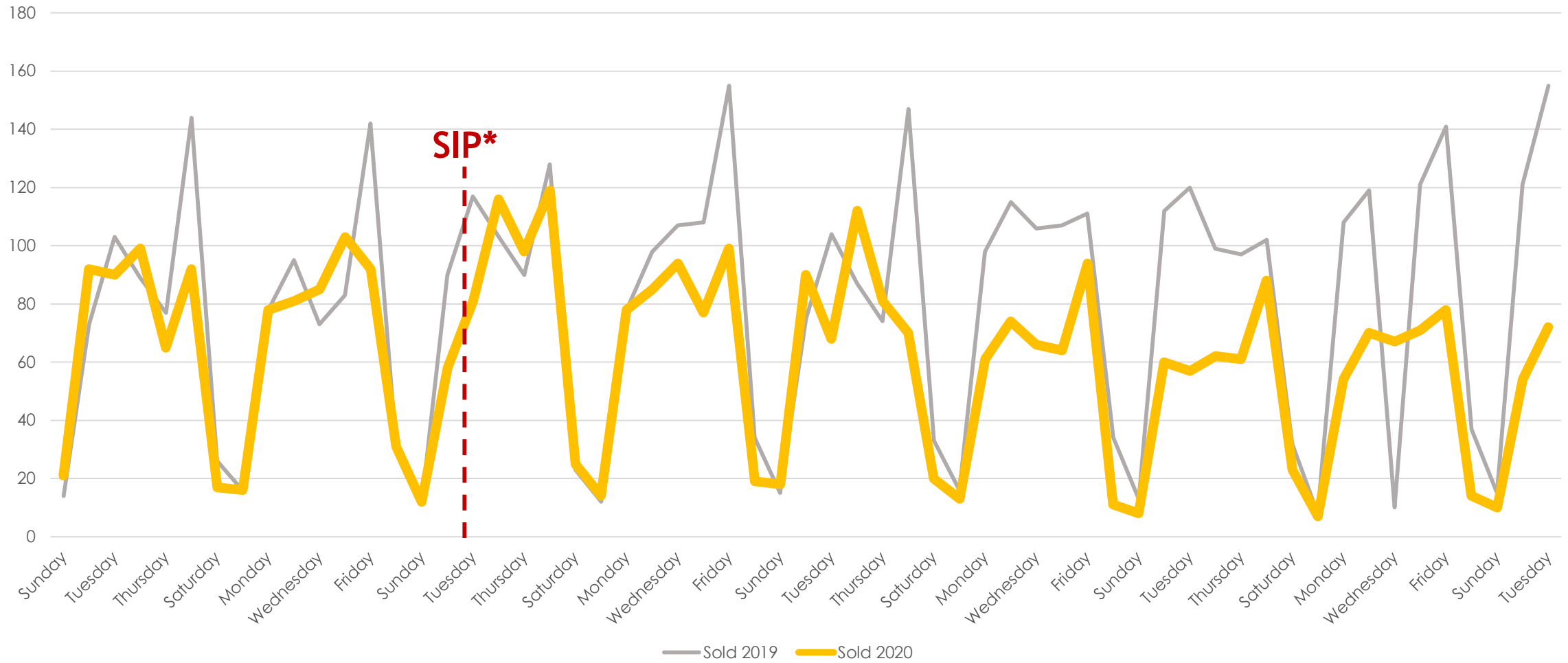


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Sold Listings** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 28th

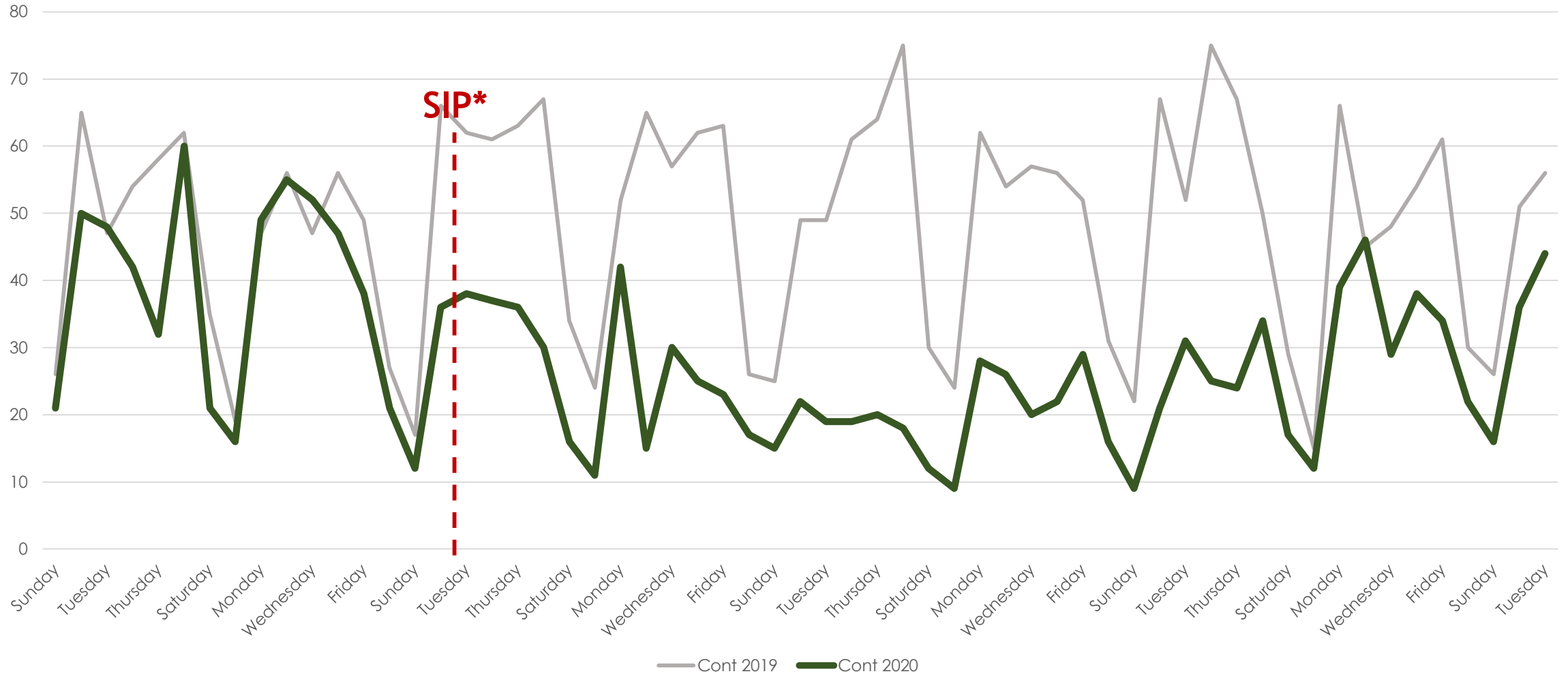


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Change to Contingent** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 28th

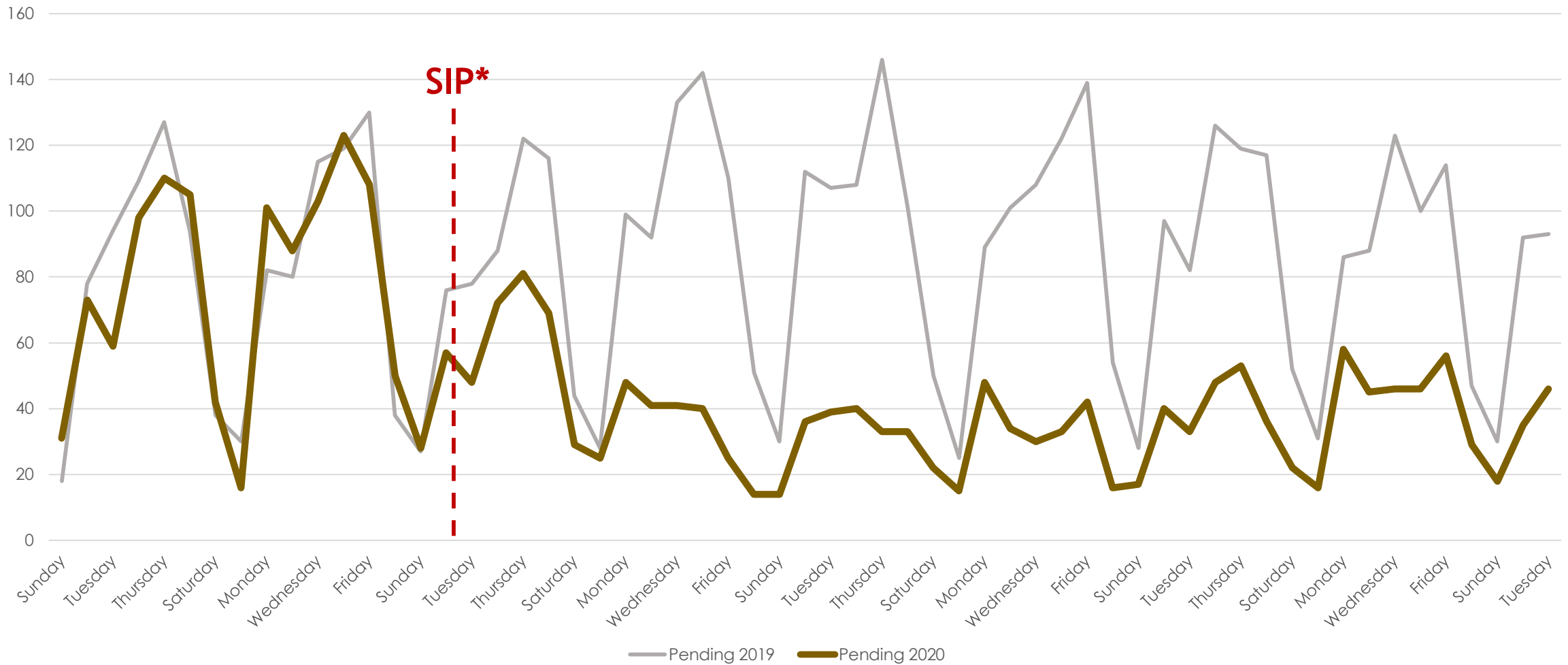


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Change to Pending** March 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 1st – April 28th

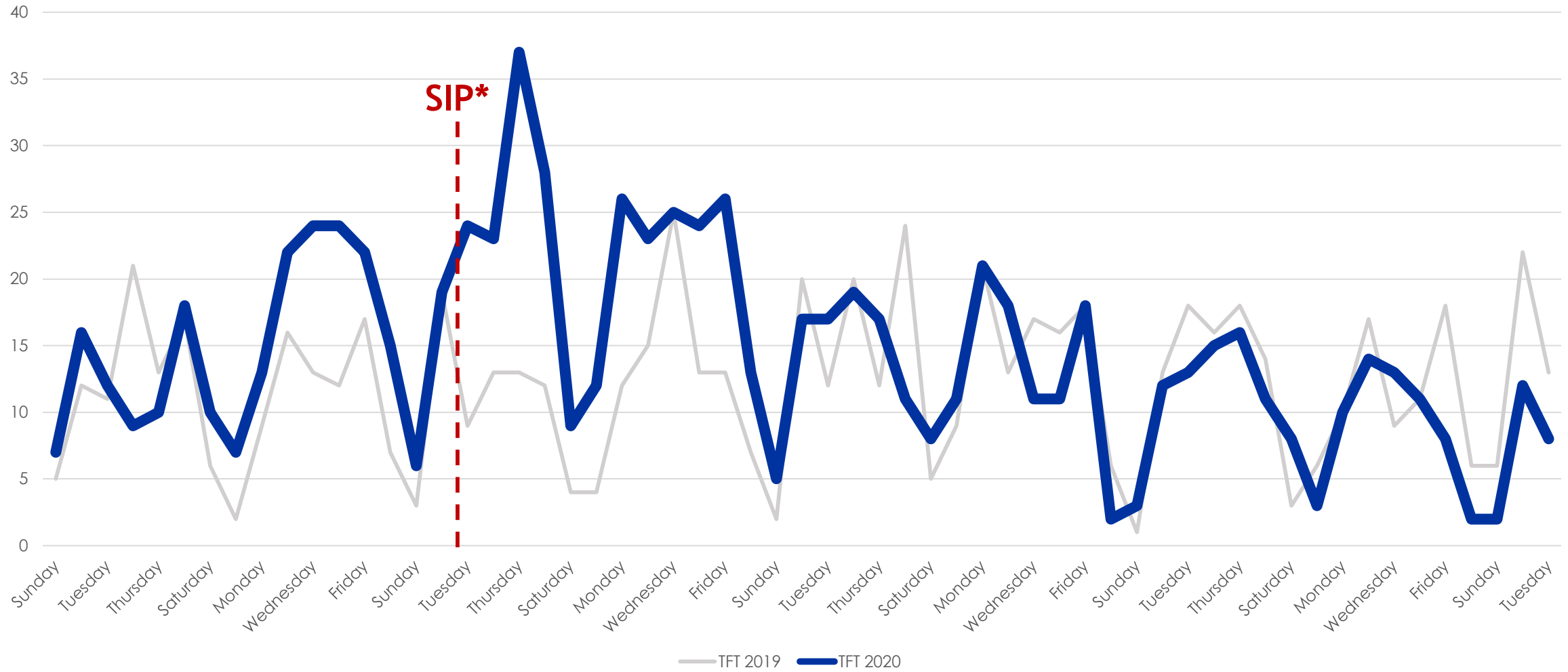


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TFT** March and April 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 28th

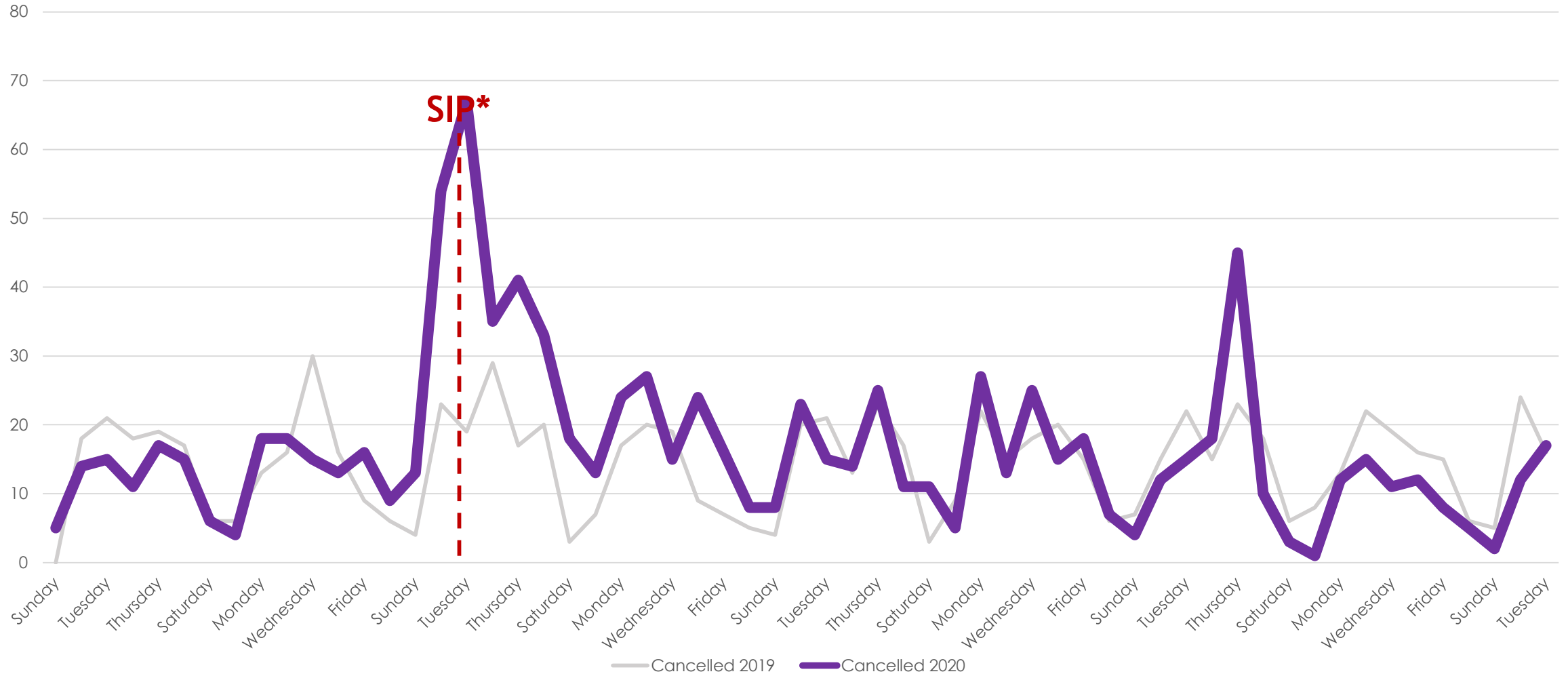


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Cancelled Listings** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 1st – April 28th

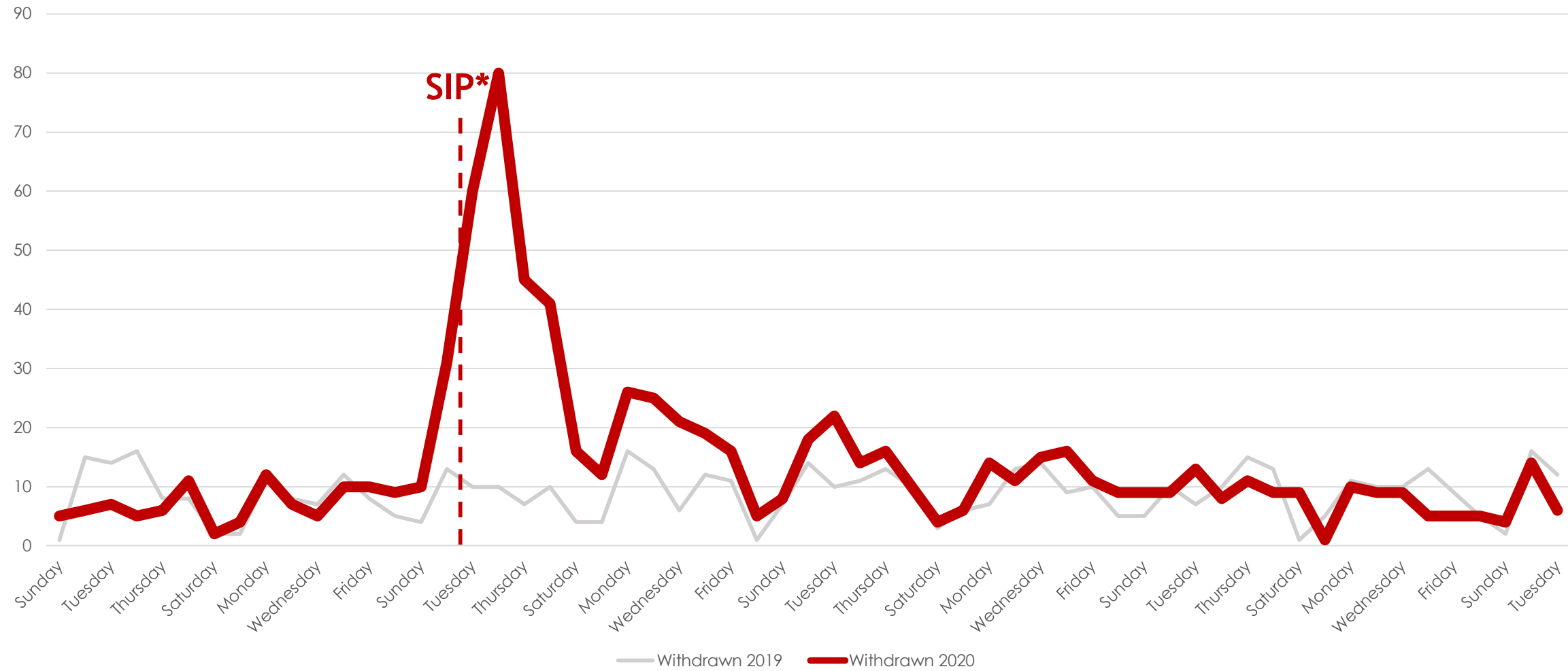


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 ** All Five MLSListings Counties



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

All MLSListings counties March 1st – April 28th



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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

