



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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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

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+ BIDS

LAST 90 DAYS - MARKET DATA

	01 BEDS	2 BEDS	3 BEDS	4+ BEDS
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

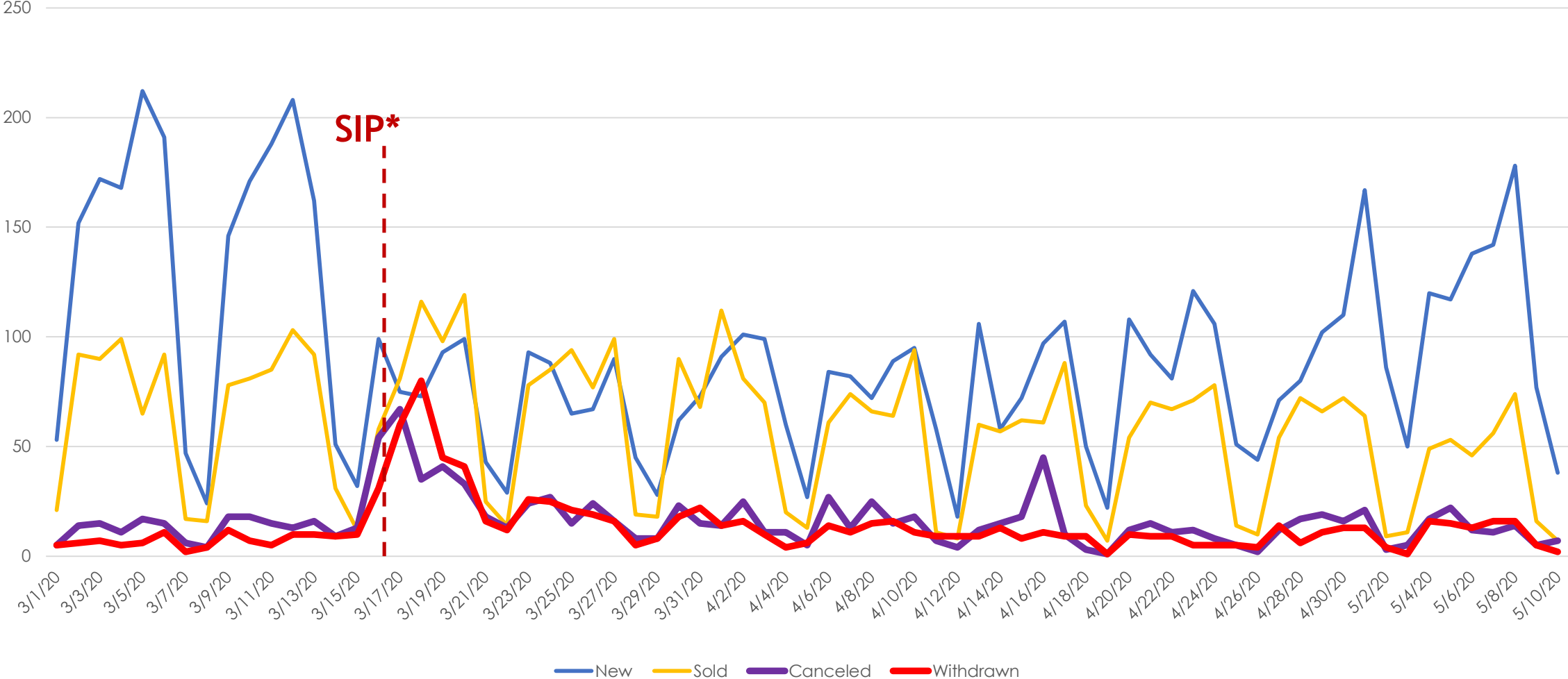
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The Aculist Daily

Data as of 05/10/20 Aculist, Inc.

New/Sold vs. Cancelled/Withdrawn**

All MLS Listings counties March 1st – May 10th



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



March and April 2019 vs. 2020

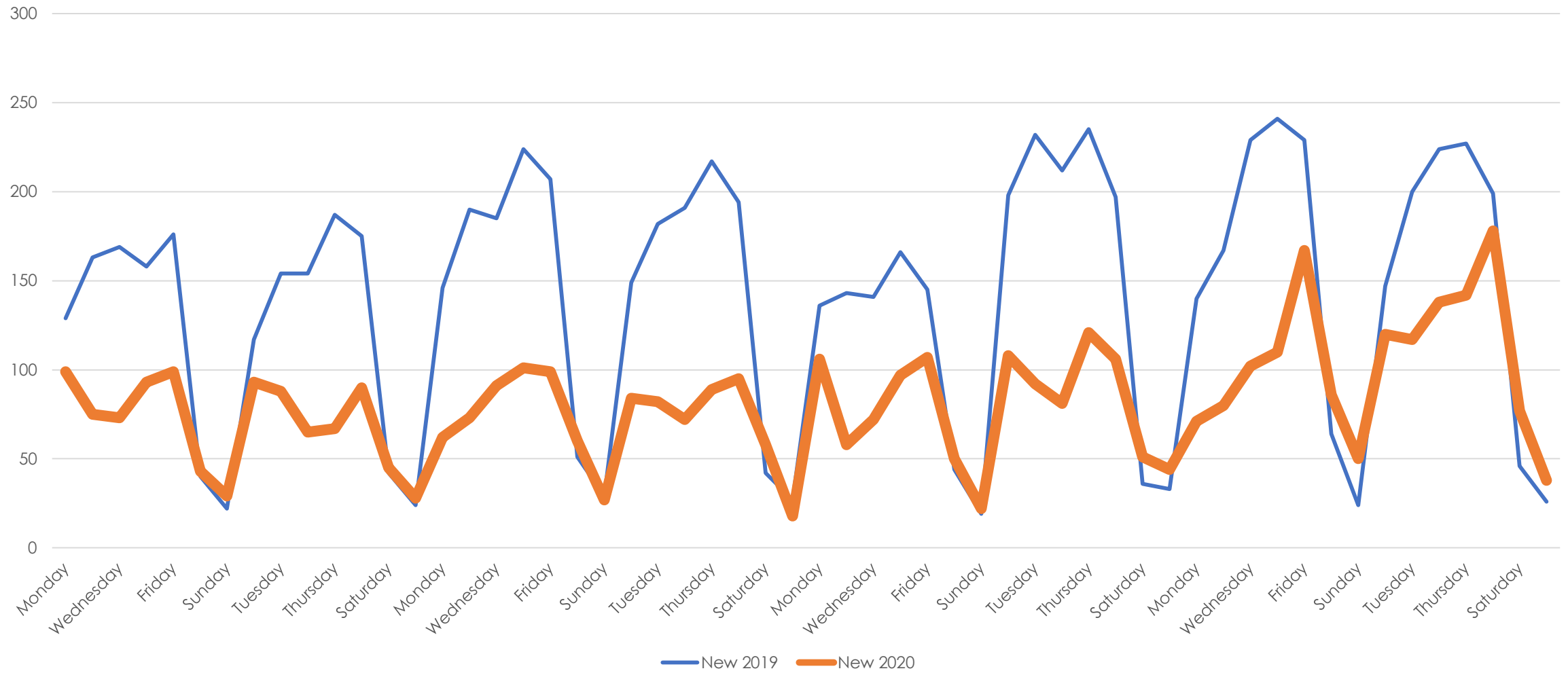
All MLS Listings counties March 16th – May 10th

Total # of Properties:	2019	2020	% Diff
Sold	4811	3184	-34%
New	7830	4589	-41%
Changed to Contingent	2843	1542	-46%
Changed to Pending	5013	2246	-55%
TFT	707	766	8%
Cancelled	834	946	13%
Withdrawn	529	832	57%

*(SIP) Shelter-in-Place

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

All MLSListings counties March 16th – May 10th

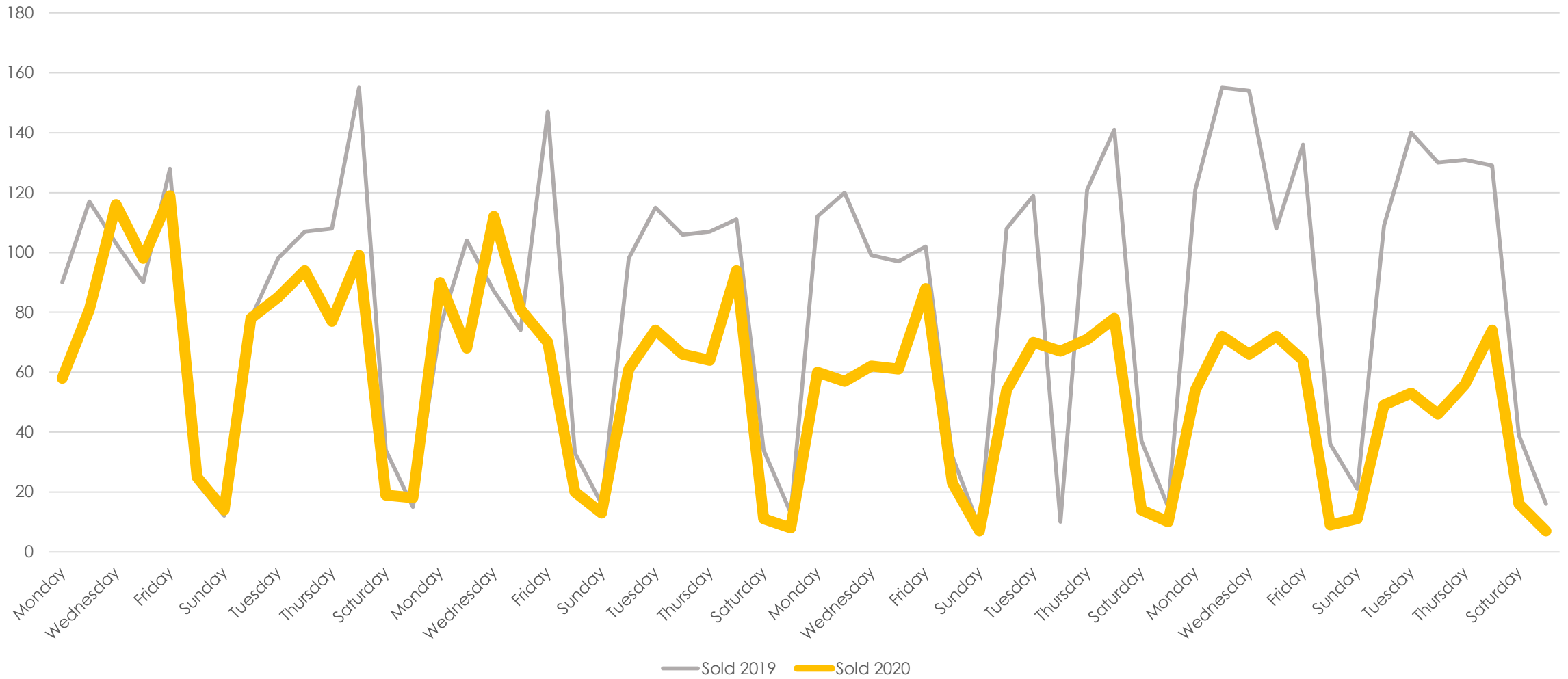


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Sold Listings** March 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16th – May 10th

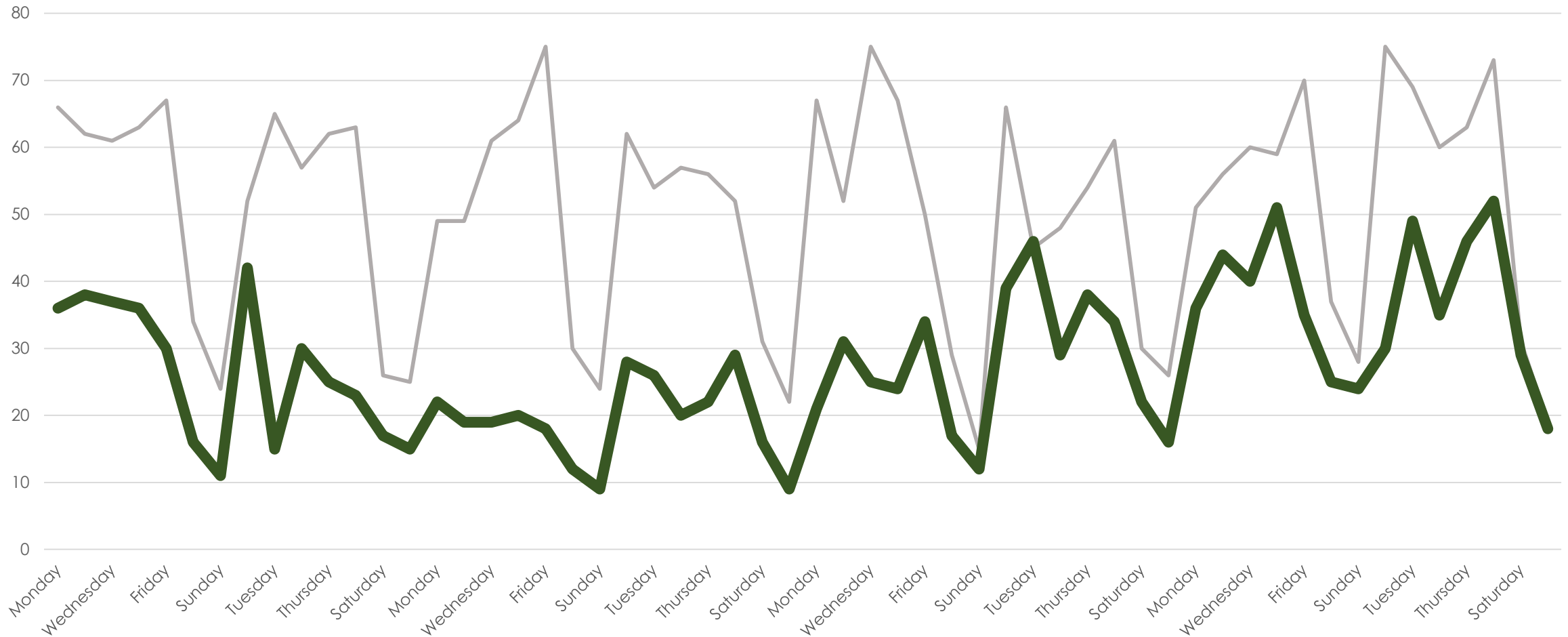


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Change to Contingent** March 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16th – May 10th



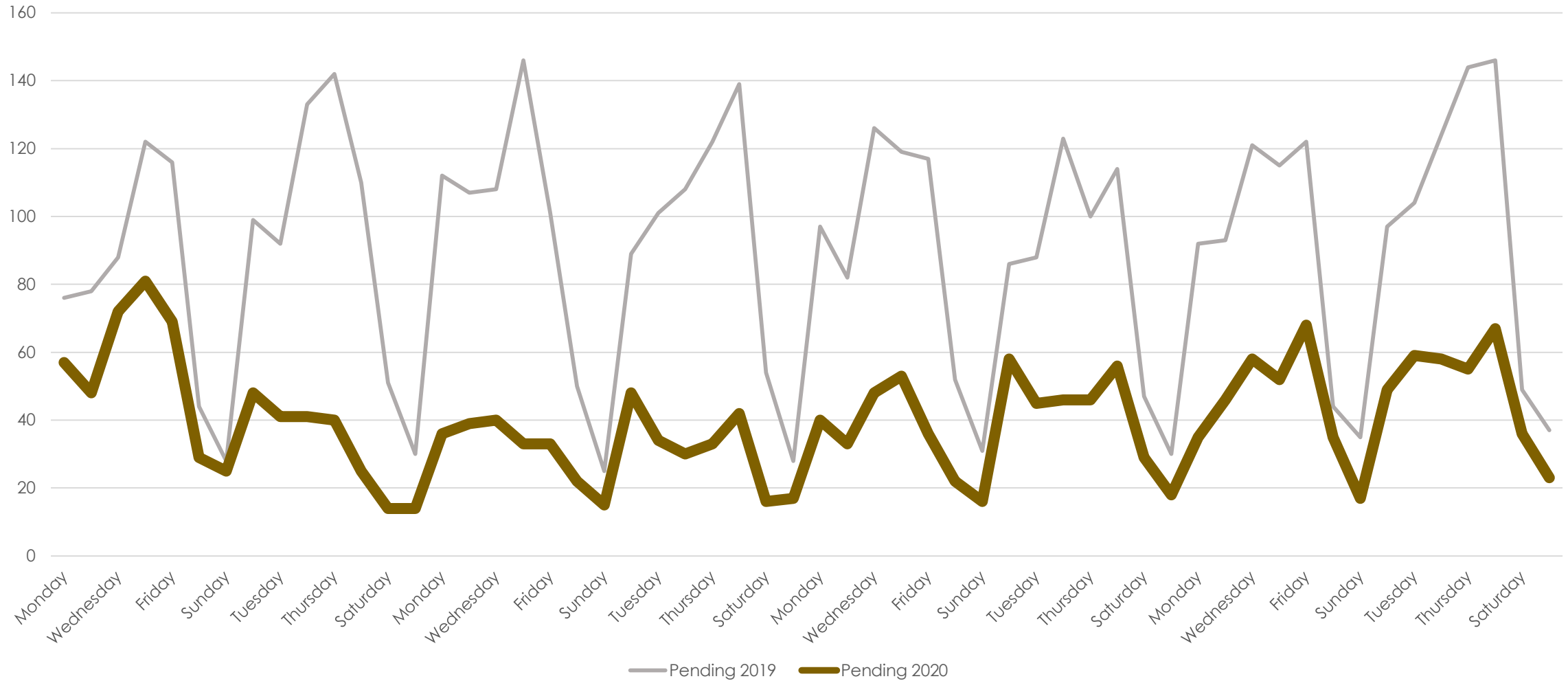
— Cont 2019 — Cont 2020



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

All MLS Listings counties March 16th – May 10th

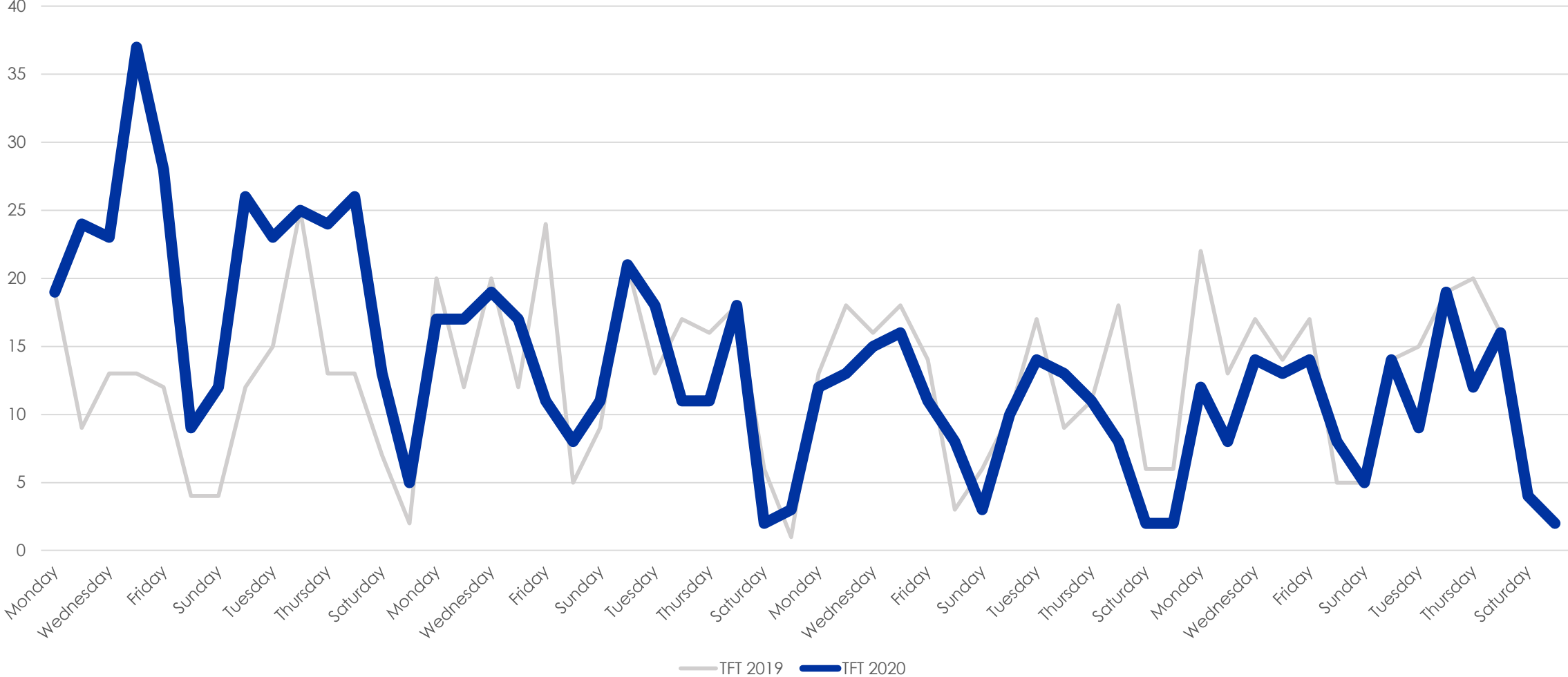


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TFT** March and April 2019 vs. 2020 (Day of Week)

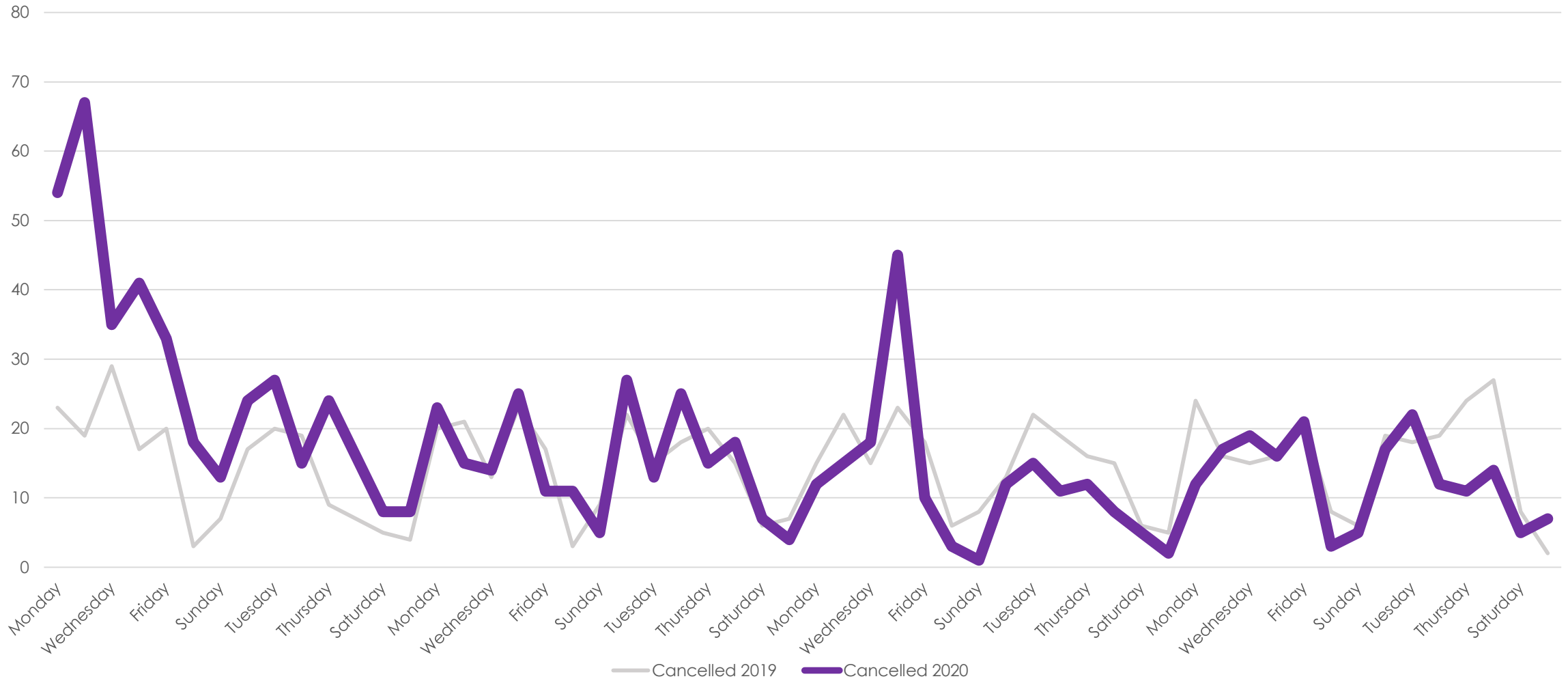
All MLSListings counties March 16th – May 10th



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

All MLSListings counties March 16th – May 10th

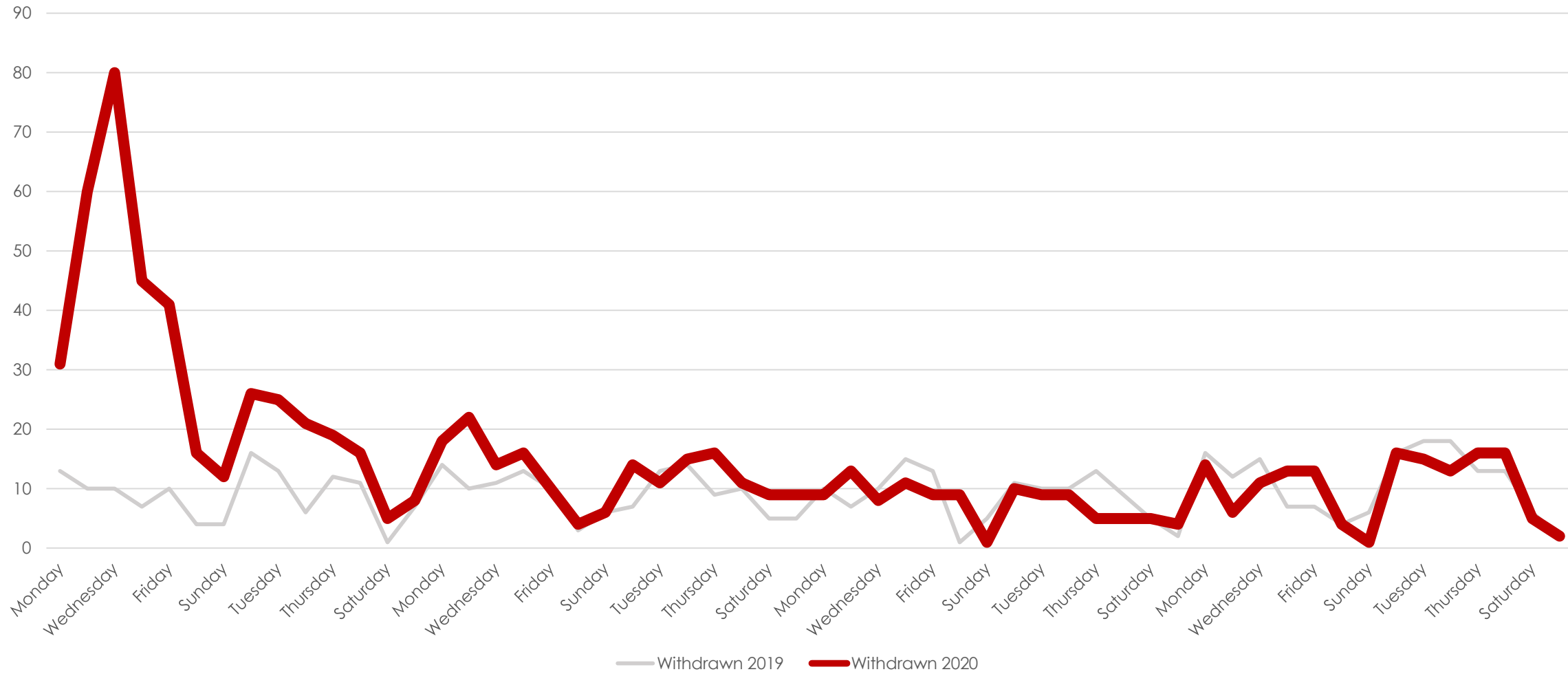


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Withdrawn Listings** March 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16th – May 10th

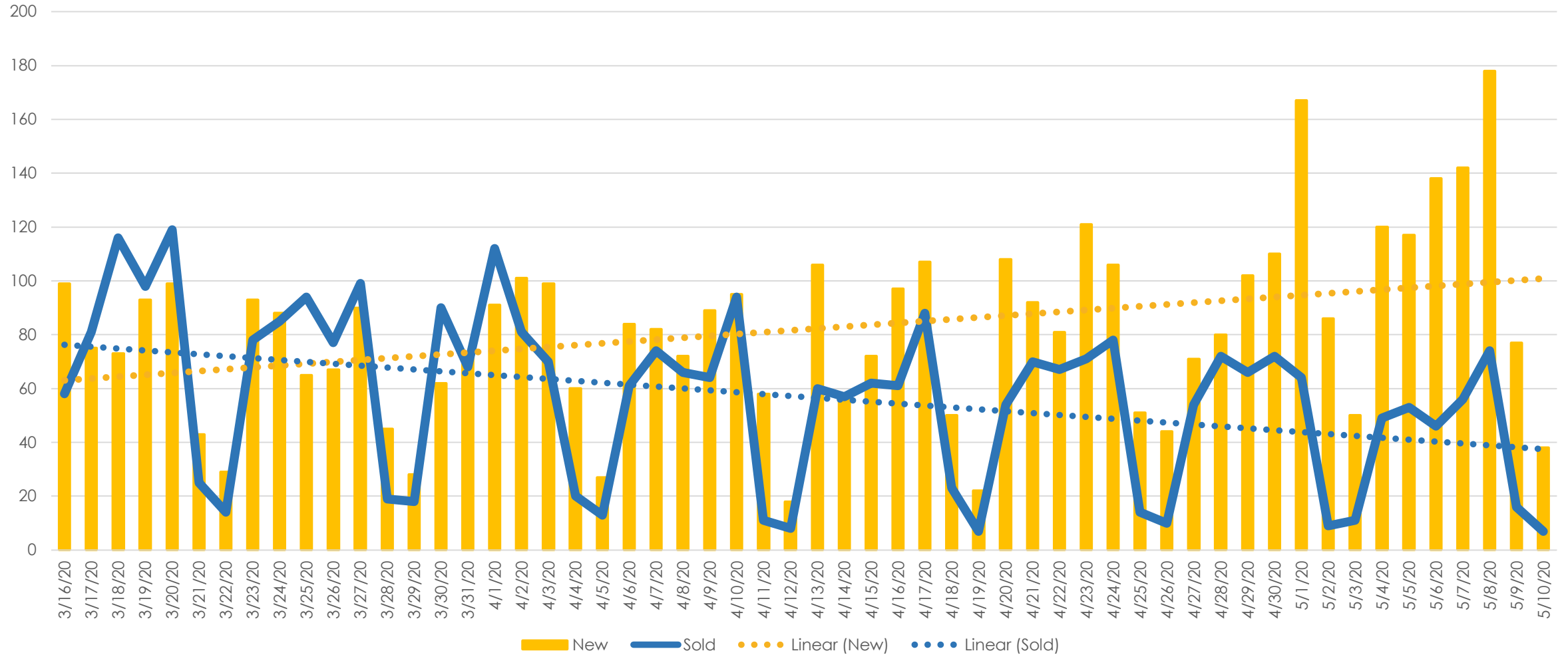


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New Listings and Sold Homes**

All MLS Listings counties March 16th – May 10th

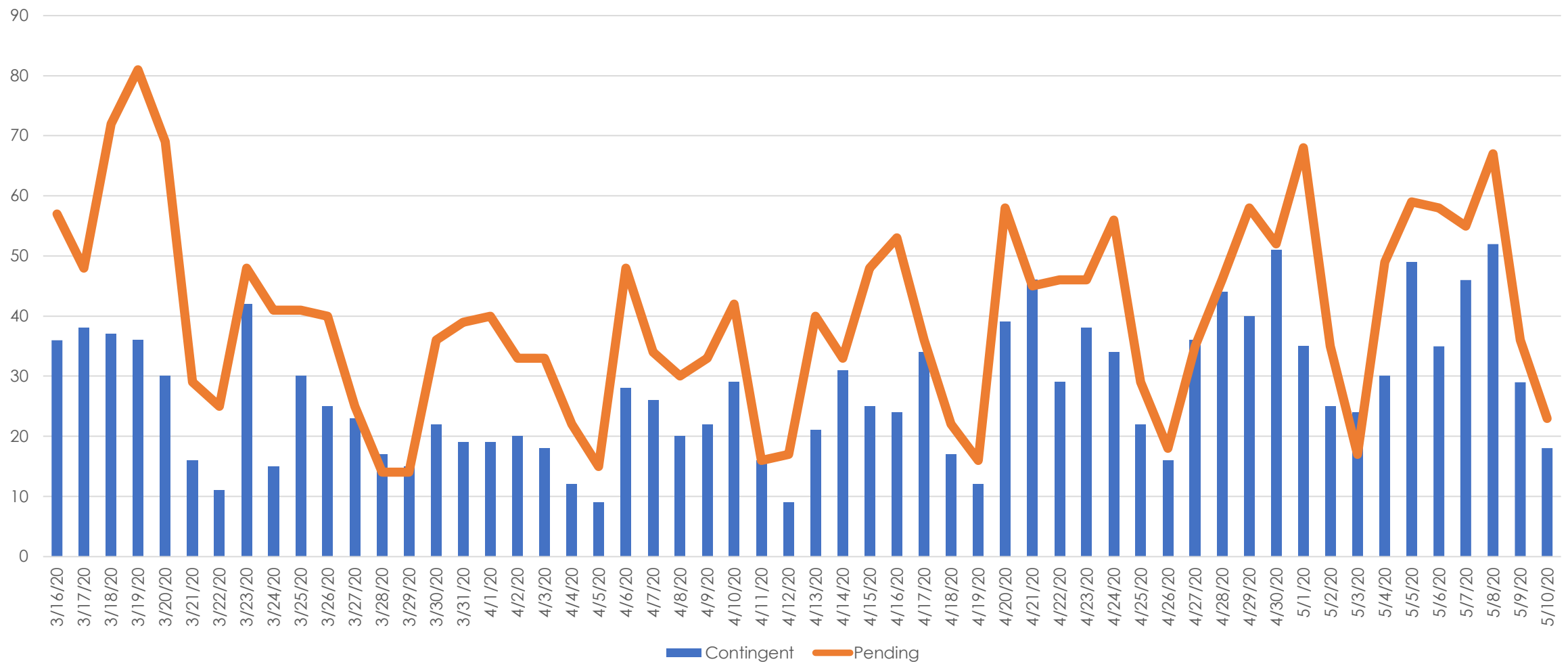


*(SIP) Shelter-in-Place
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Change to Contingent and Change to Pending**

All MLS Listings counties March 16th – May 10th



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 ** All Five MLS Listings 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

