



### 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**

**GRACE HUANG**  
 Broker/Owner at Aculist, Inc.  
 408-642-8970 | ghuang@aculist.com

**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**

**114 DAYS** (High)  
**68 DAYS** (Median)  
**18 DAYS** (Low)

**SOLD VS. NEW - MARKET SIZE**

**12** (SOLD)  
**46** (NEW)

**Christopher Harris - Aculist, Inc.**  
 408-642-8970 | charris@aculist.com

**ACULIST**

### CAMPBELL HOMES BY BEDROOM COUNT

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

**0** (0 BEDS)  
**7** (3 BEDS)  
**7** (4 BEDS)  
**4** (5+ BEDS)

**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	\$1,083,000
AVG. DOM	3	30	30	43
AVG. \$/SQ FT	\$1425	\$844	\$714	\$682

**ROLLING 24 MONTHS - MEDIAN SALES PRICE**

**ACULIST**

**CHRISTOPHER HARRIS**  
 REALTOR # 01233333  
 christopher@aculist.com  
 408-642-8970

My goal is to make every transaction as simple, easy and stress-free as possible. I provide my clients with the highest quality customer service and quality customer support in the real estate industry.

### 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

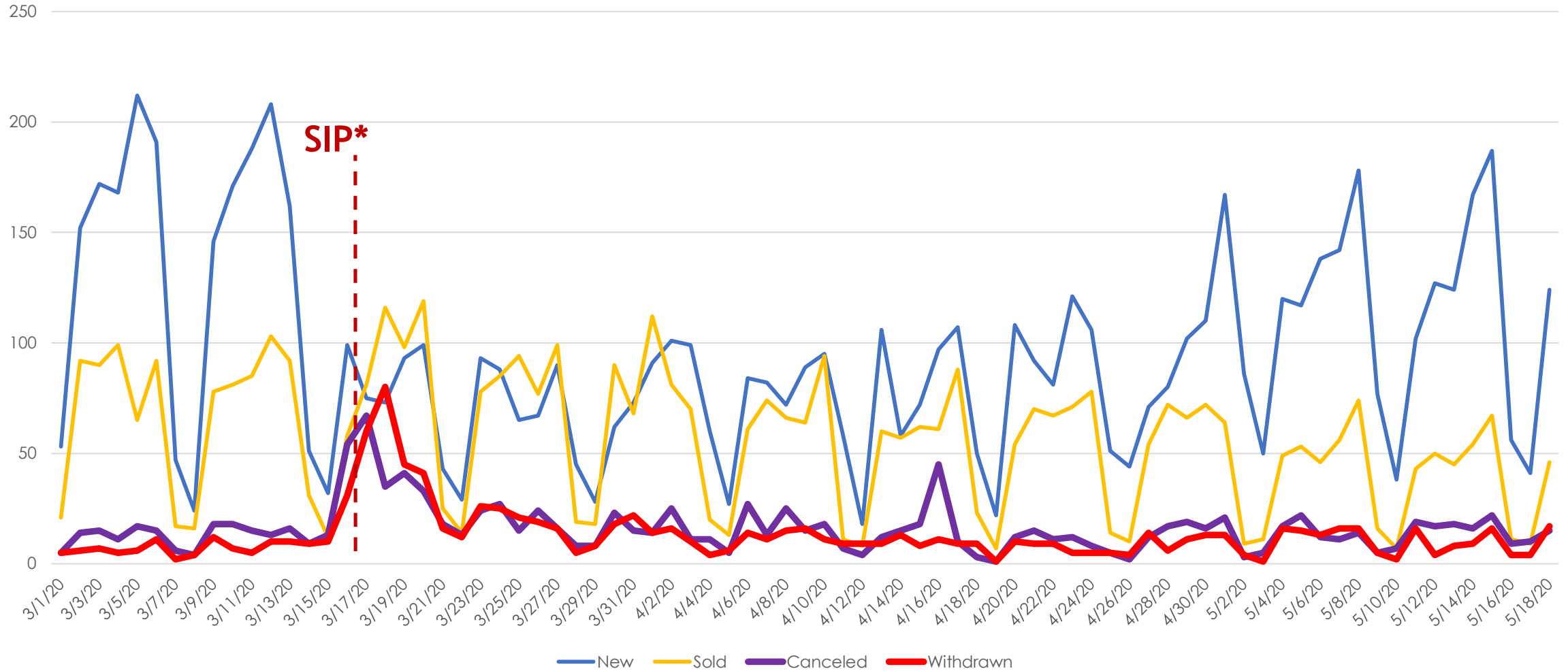
Powered by: **ACULIST**

# The Aculist Daily

Data as of 05/18/20 Aculist, Inc.

# New/Sold vs. Cancelled/Withdrawn

All MLSListings counties March 1<sup>st</sup> – May 18<sup>th</sup>



(SIP) Shelter-in-Place 3-17-20  
All Five MLSListings Counties



MLSListings Inc. © 2020

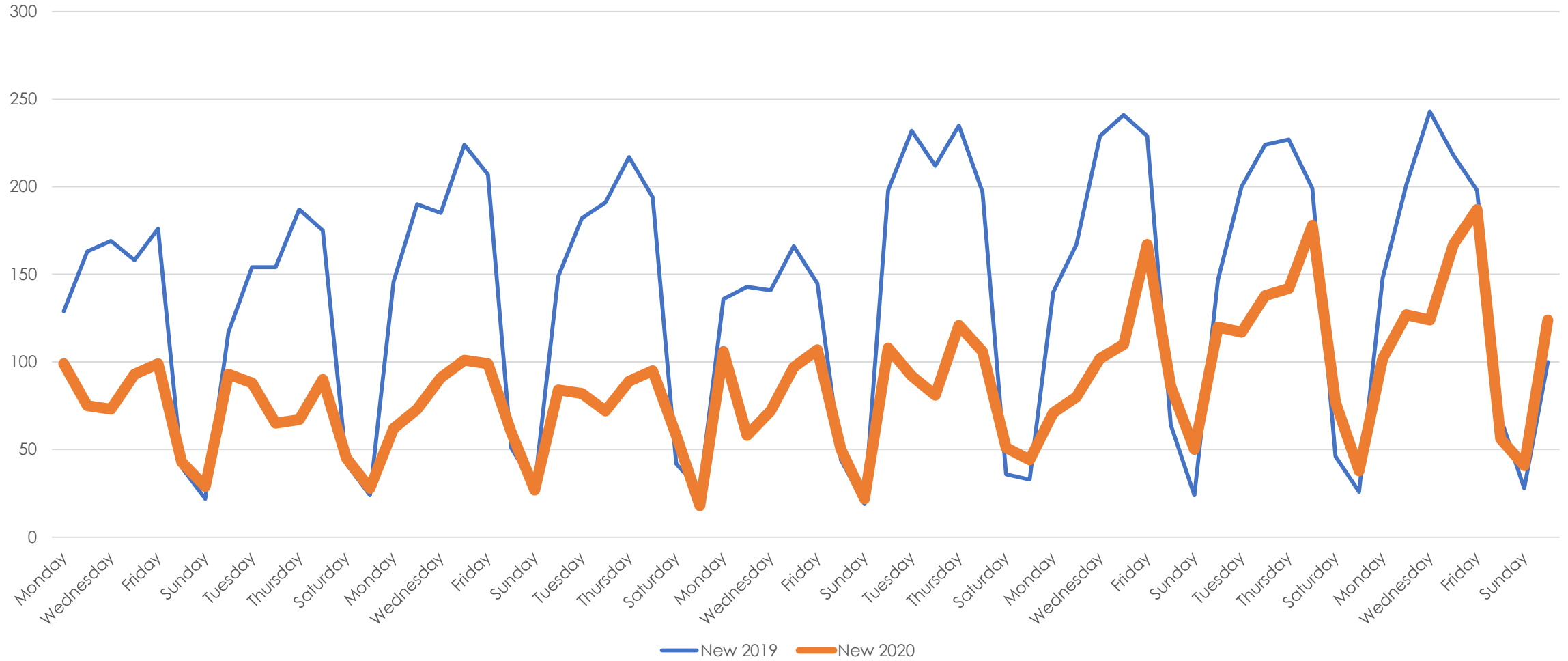
# March, April and May 2019 vs. 2020

All MLSListings counties March 16<sup>th</sup> – May 18<sup>th</sup>

Total # of Properties:	2019	2020	% Diff
Sold	5546	3509	-37%
New	8978	5517	-39%
Changed to Contingent	3204	1915	-40%
Changed to Pending	5703	2781	-51%
TFT	812	848	4%
Cancelled	944	1072	14%
Withdrawn	594	910	53%

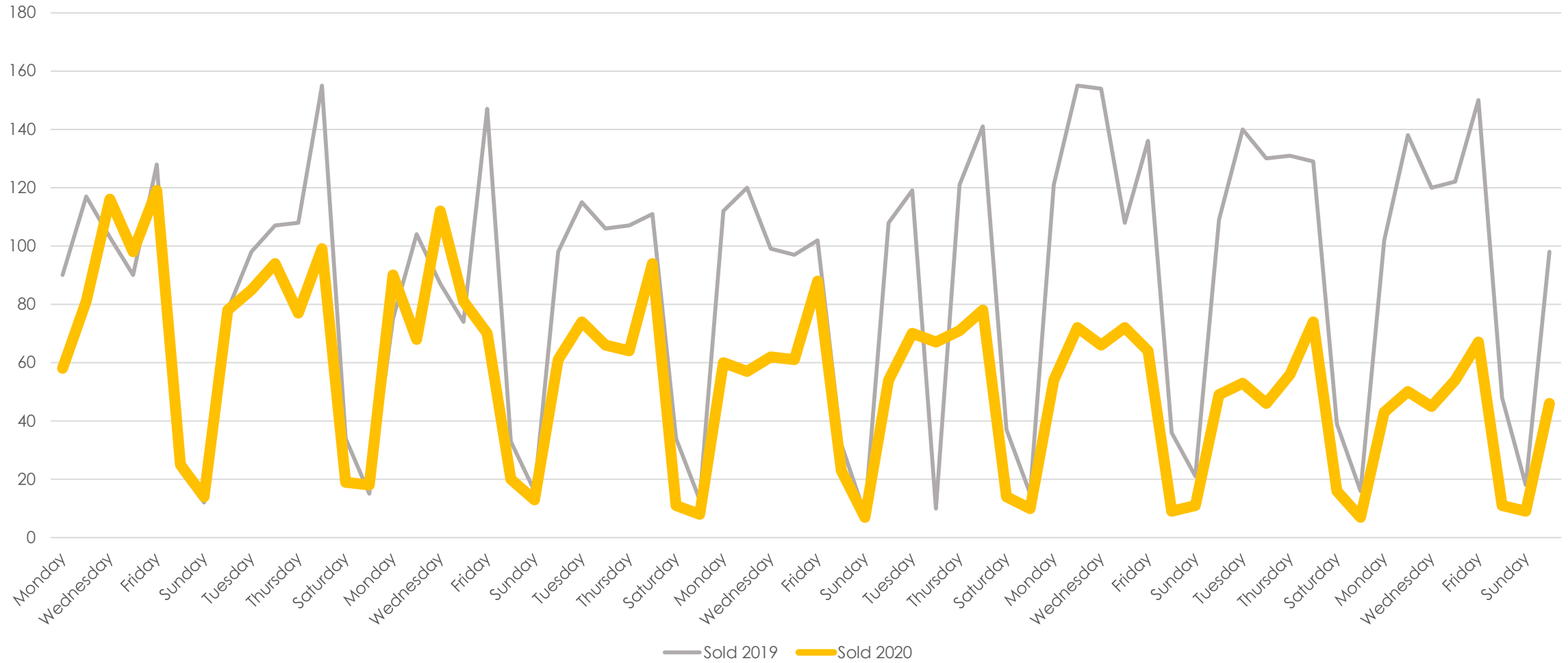
# New Homes Listed 2019 vs. 2020 (Dates Shifted)

All MLS Listings counties March 16<sup>th</sup> – May 18<sup>th</sup>



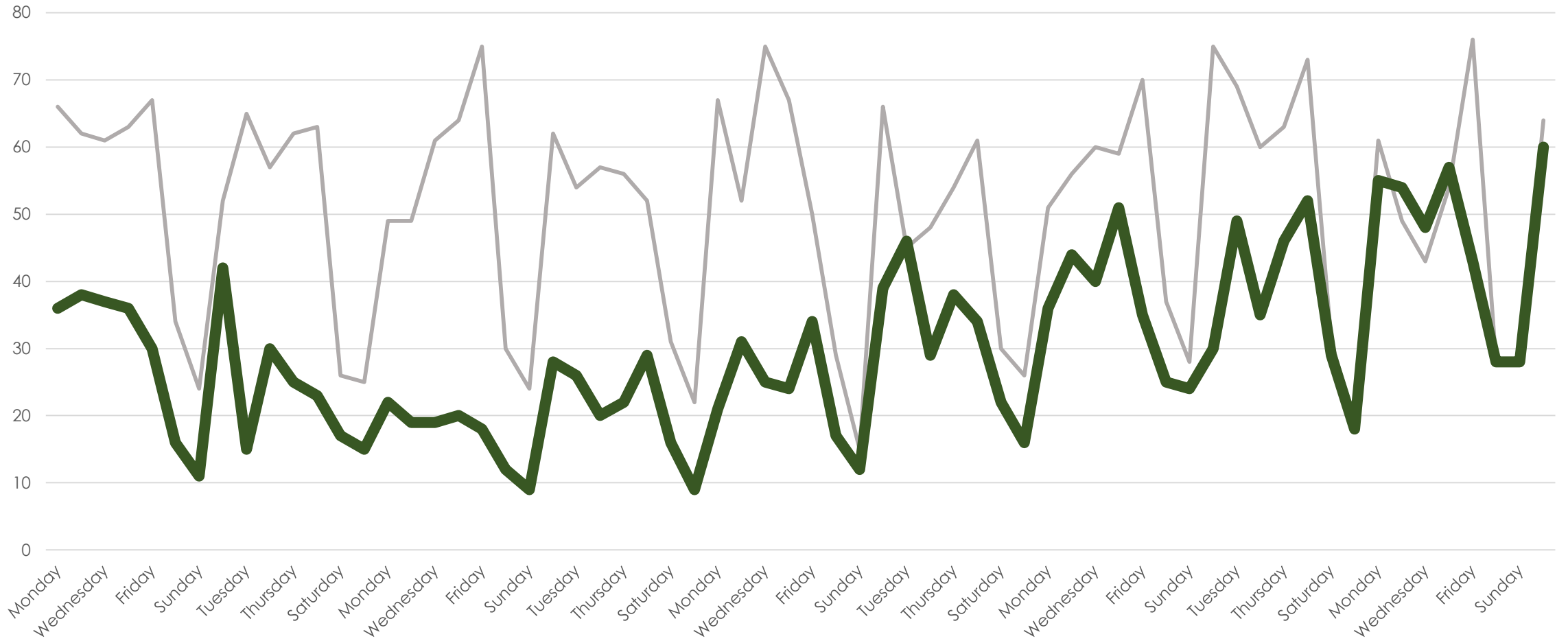
# Sold Listings 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – May 18<sup>th</sup>



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

All MLS Listings counties March 16<sup>th</sup> – May 18<sup>th</sup>

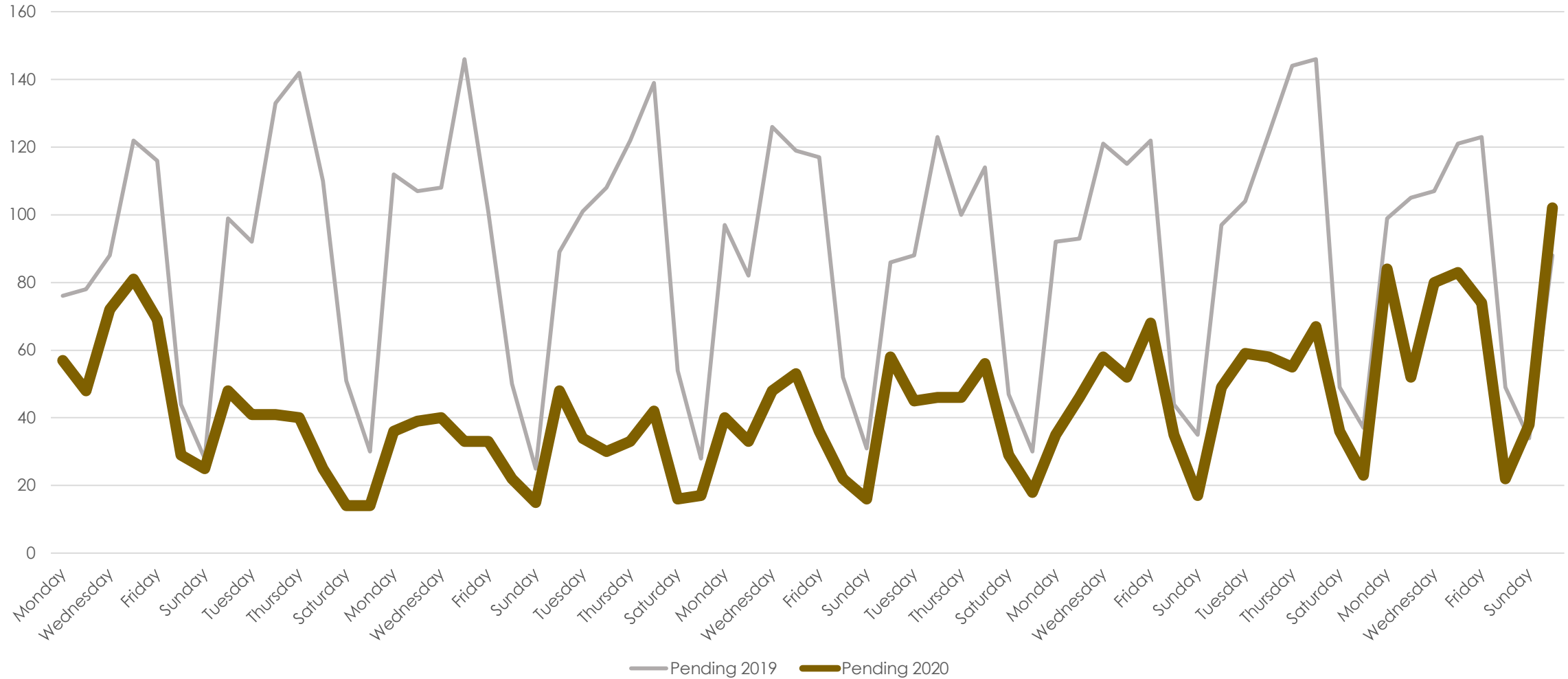


— Cont 2019 — Cont 2020



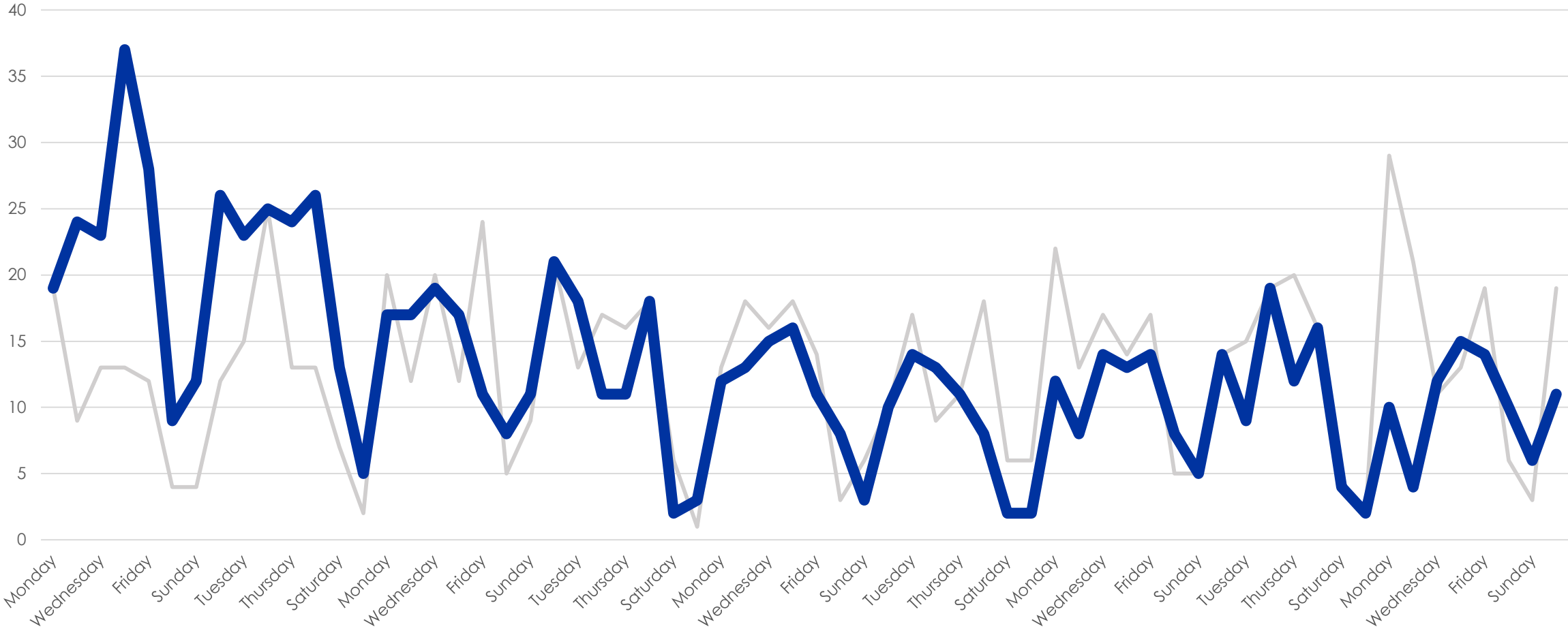
# Change to Pending 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – May 18<sup>th</sup>



# Transactions Fell Through 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16<sup>th</sup> – May 18<sup>th</sup>



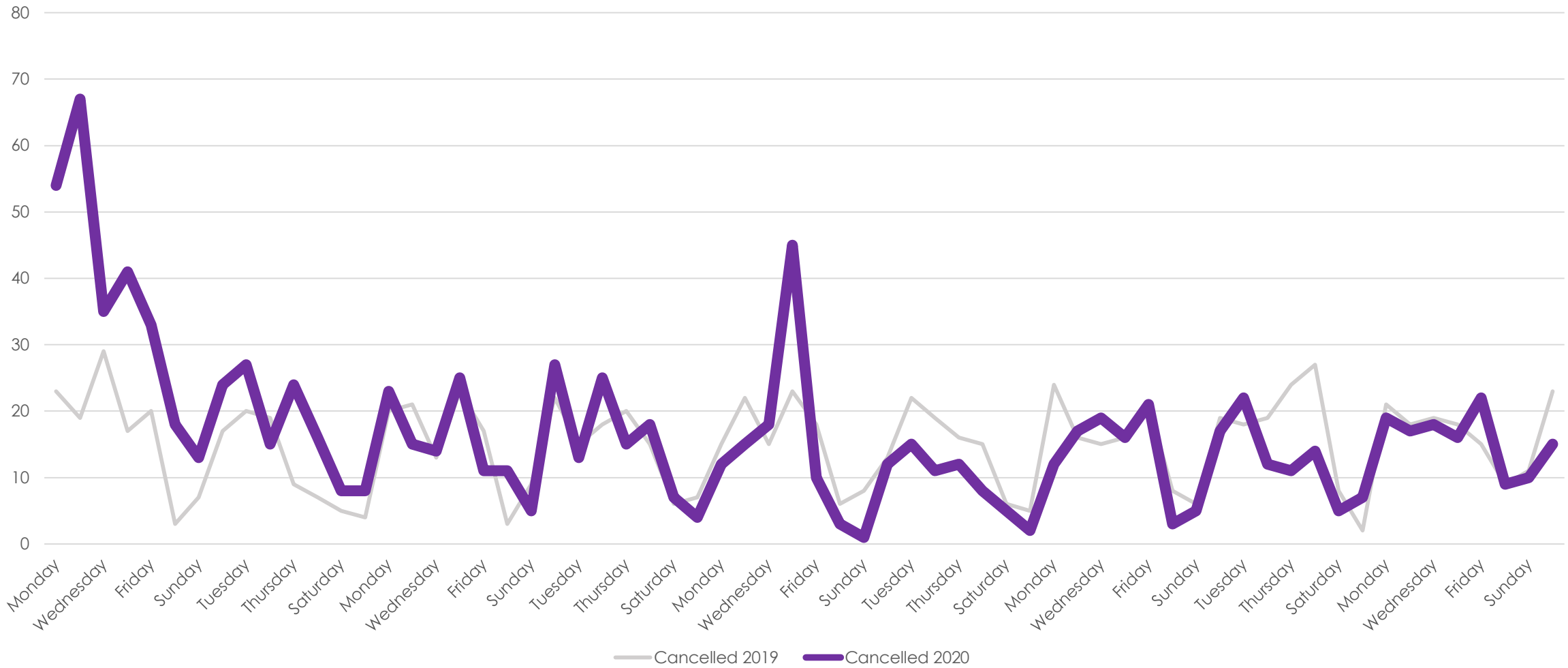
— TFT 2019 — TFT 2020





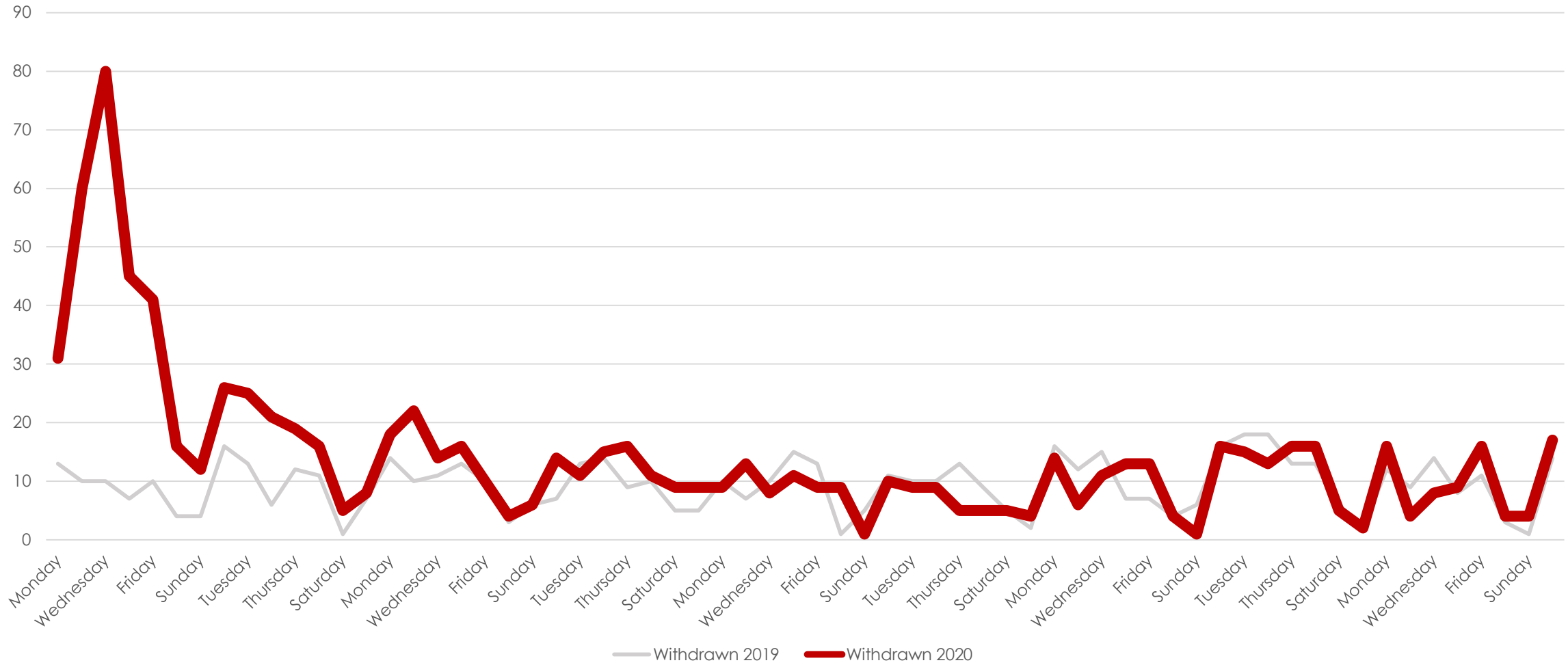
# Cancelled Listings 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – May 18<sup>th</sup>



# Withdrawn Listings 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – May 18<sup>th</sup>

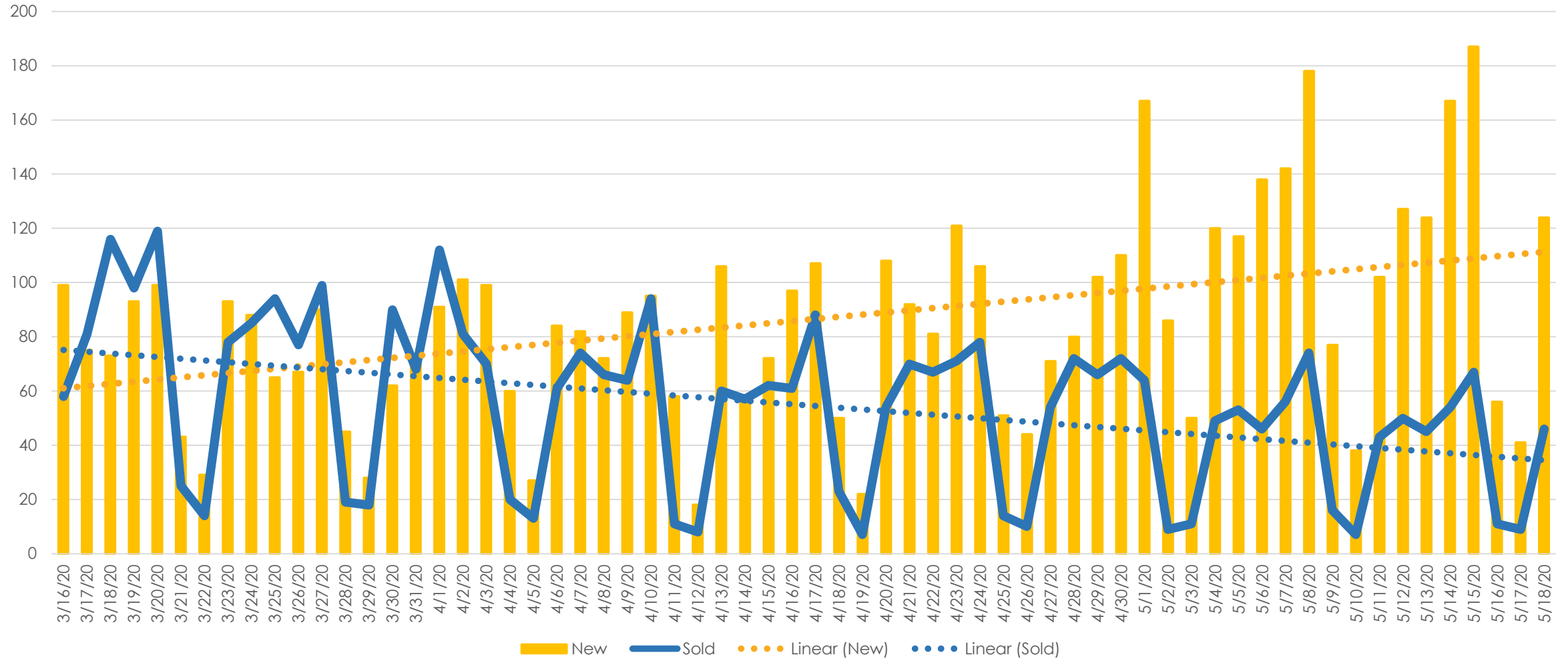


(SIP) Shelter-in-Place 3-17-20  
All Five MLSListings Counties



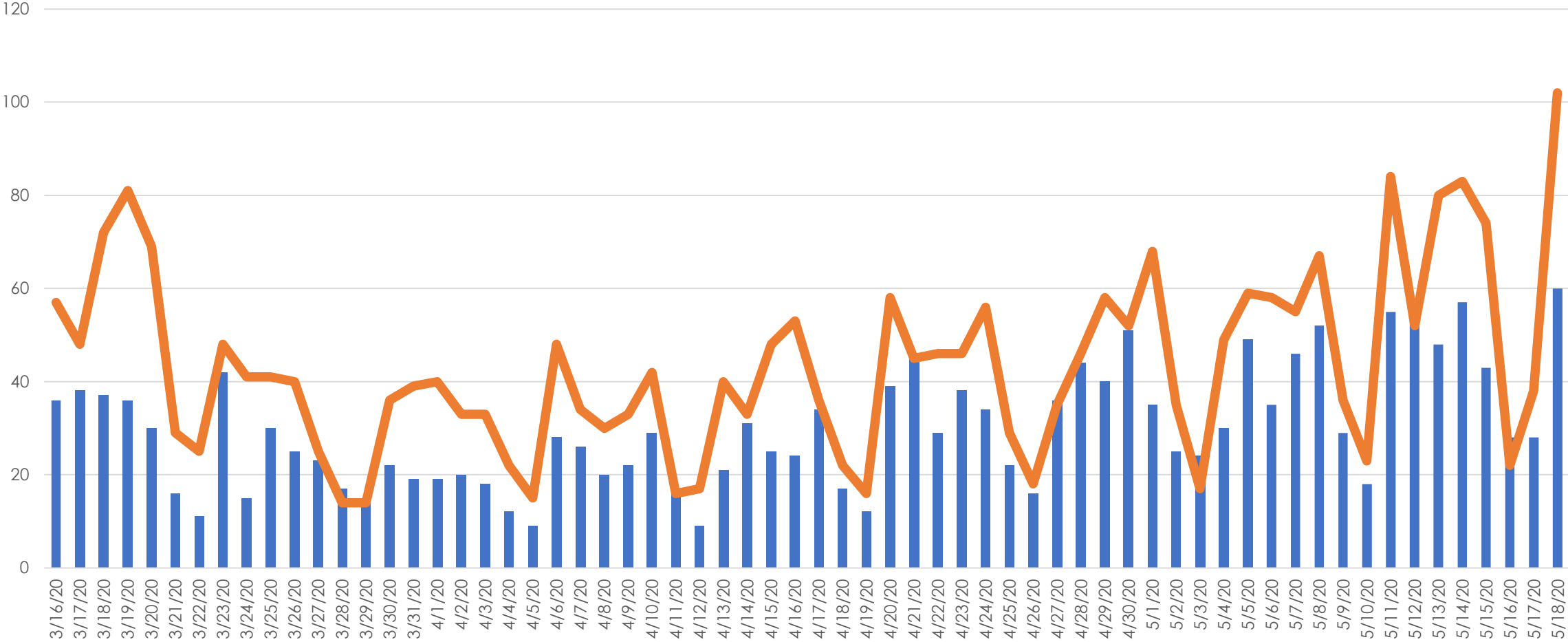
# New Listings and Sold Homes

All MLS Listings counties March 16<sup>th</sup> – May 18<sup>th</sup>



# Change to Contingent and Change to Pending

All MLS Listings counties March 16<sup>th</sup> – May 18<sup>th</sup>



Contingent Pending



# 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

