



### 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**  
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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

**Christopher Harris - Aculist, Inc.**  
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### CAMPBELL HOMES BY BEDROOM COUNT

CURRENTLY AVAILABLE - AS OF 2/5/2019

0 BEDS	3 BEDS	4 BEDS	5+ BEDS
0	7	7	4

**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**

**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

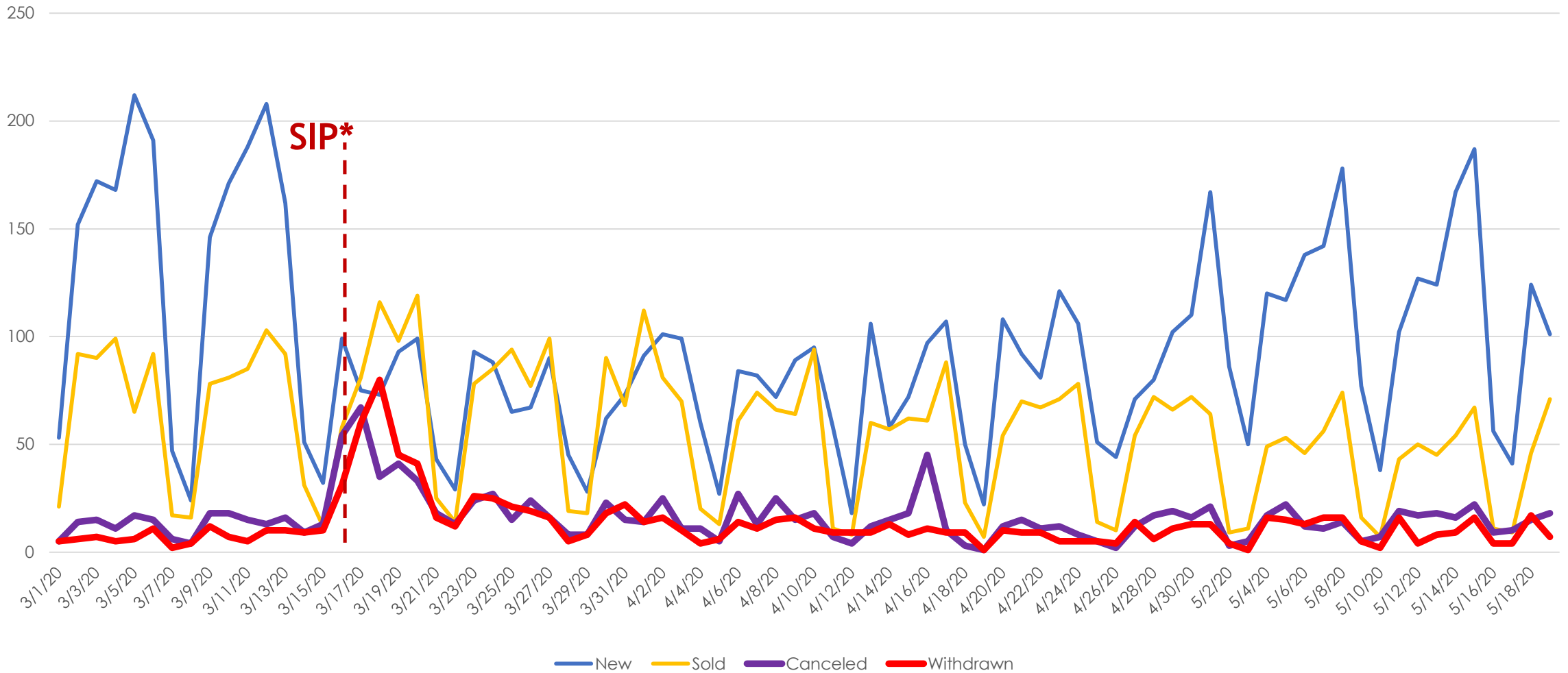
Powered by: **ACULIST**

# The Aculist Daily

Data as of 05/19/20 Aculist, Inc.

# New/Sold vs. Cancelled/Withdrawn

All MLSListings counties March 1<sup>st</sup> – May 19<sup>th</sup>



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



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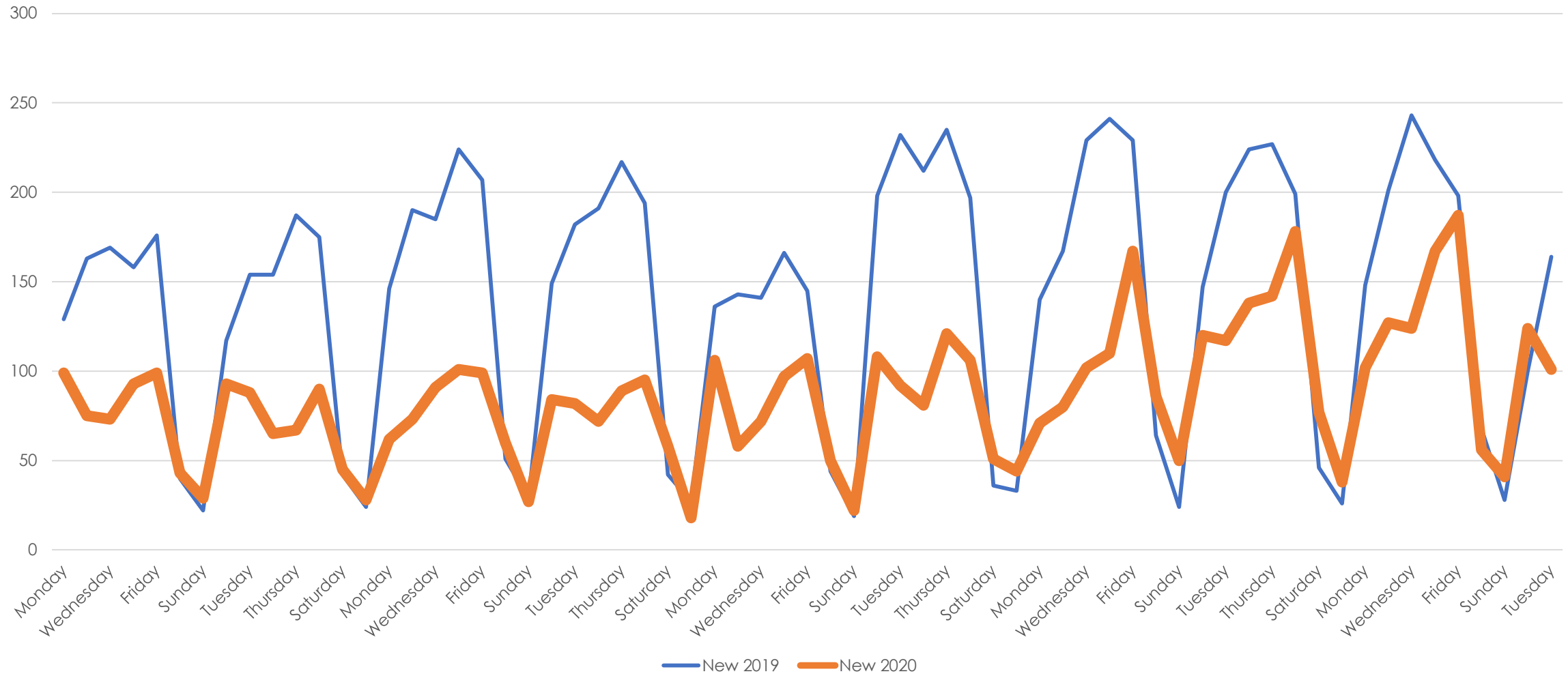
# March, April and May 2019 vs. 2020

All MLSListings counties March 16<sup>th</sup> – May 19<sup>th</sup>

Total # of Properties:	2019	2020	% Diff
Sold	5564	3580	-36%
New	9006	5618	-38%
Changed to Contingent	3232	1973	-39%
Changed to Pending	5737	2848	-50%
TFT	815	858	5%
Cancelled	955	1090	14%
Withdrawn	595	917	54%

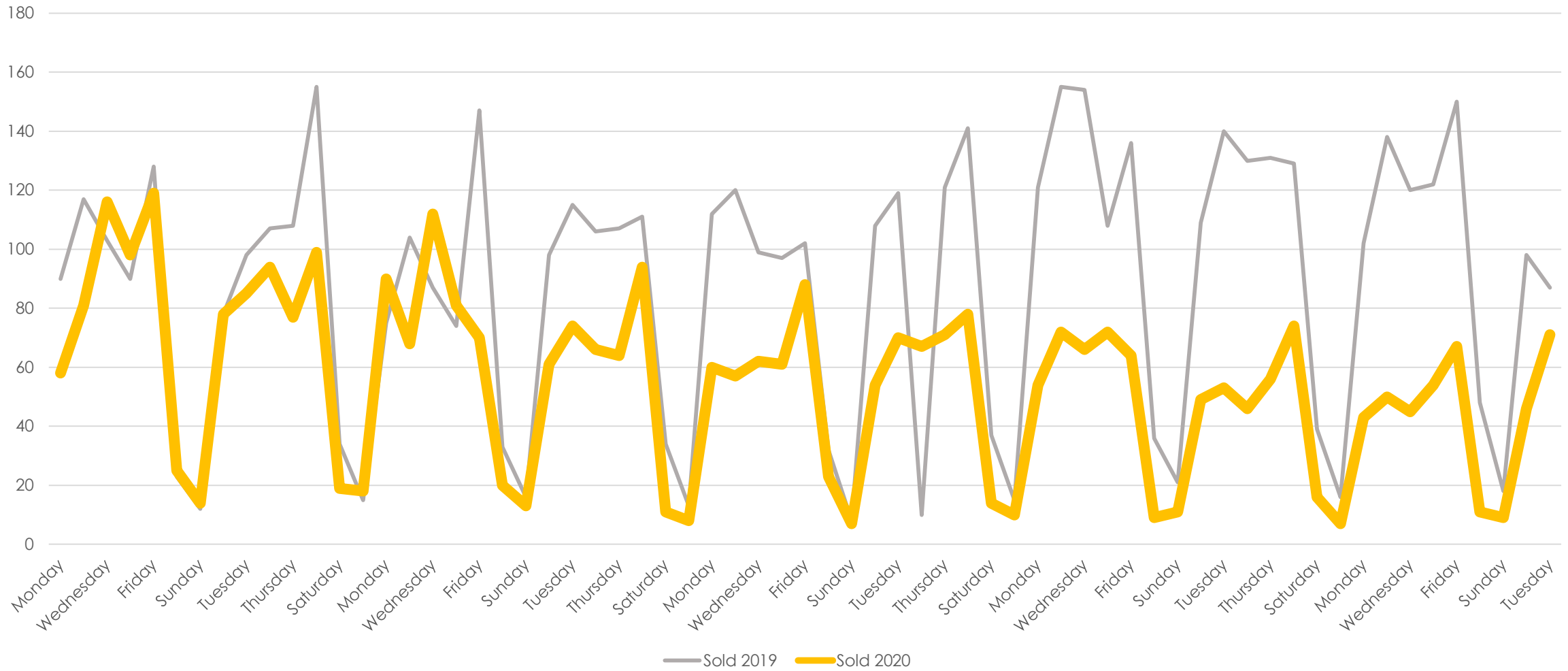
# New Homes Listed 2019 vs. 2020 (Dates Shifted)

All MLS Listings counties March 16<sup>th</sup> – May 19<sup>th</sup>



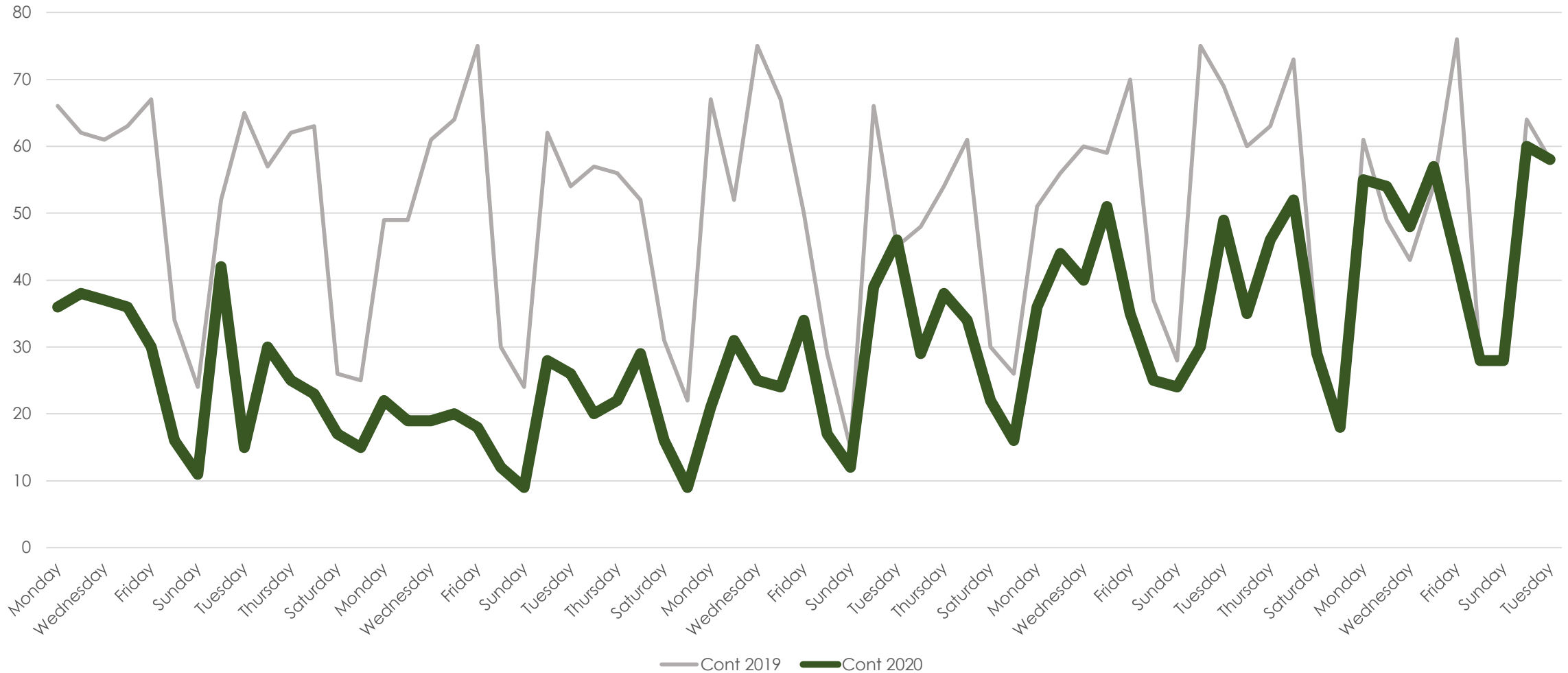
# Sold Listings 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – May 19<sup>th</sup>



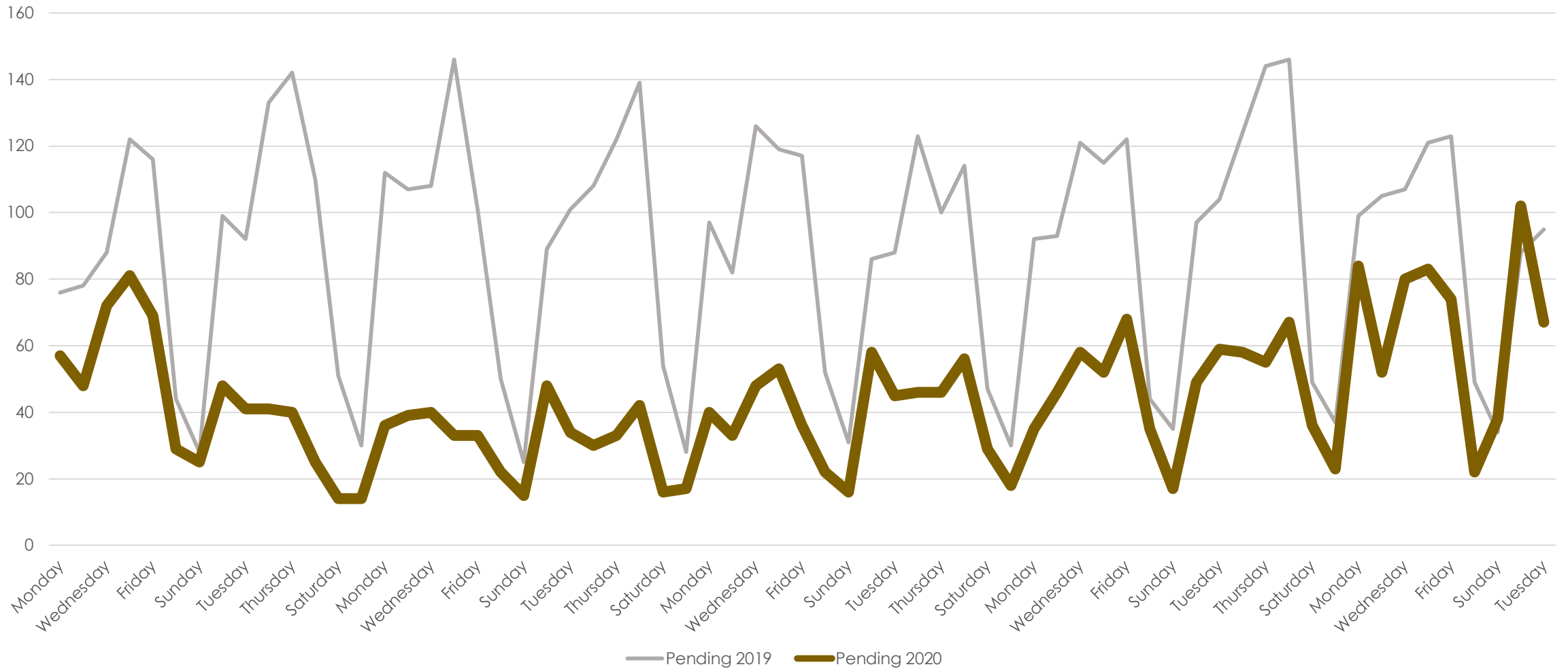
# Change to Contingent 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16<sup>th</sup> – May 19<sup>th</sup>



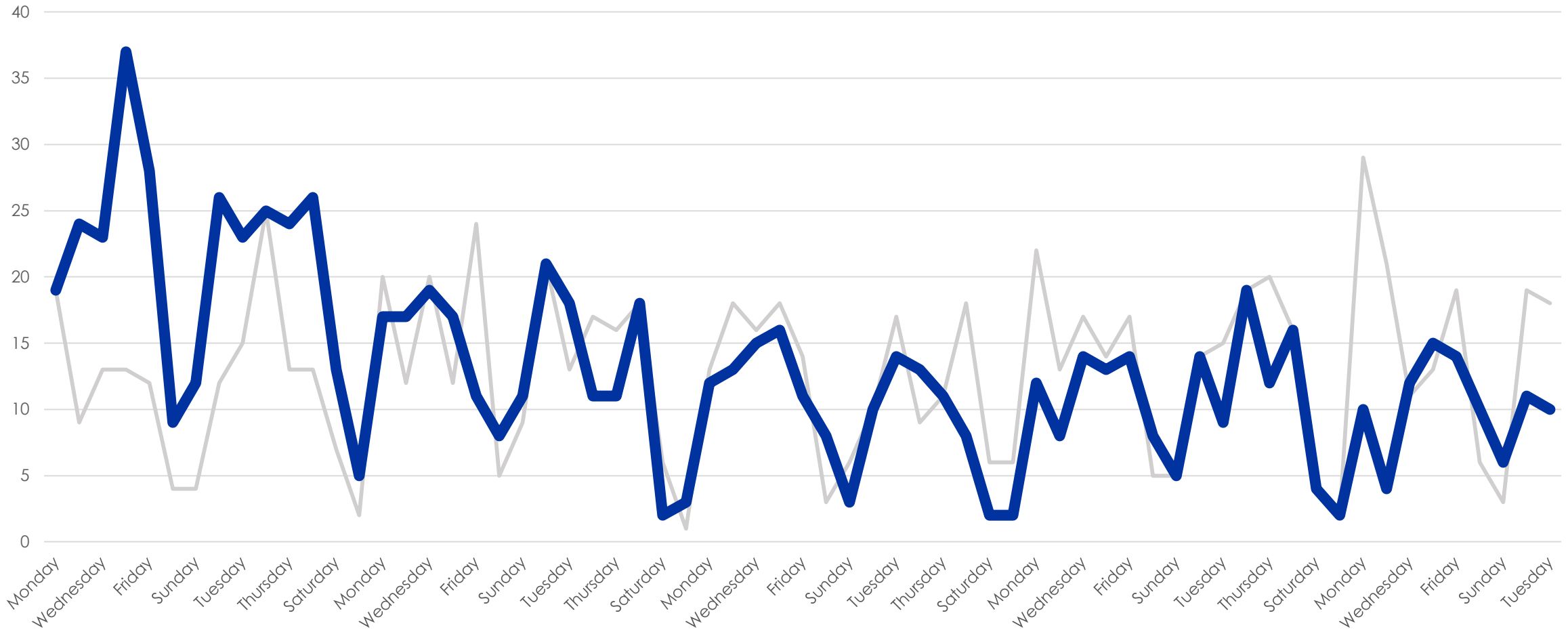
# Change to Pending 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – May 19<sup>th</sup>



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

All MLS Listings counties March 16<sup>th</sup> – May 19<sup>th</sup>



— TFT 2019 — TFT 2020

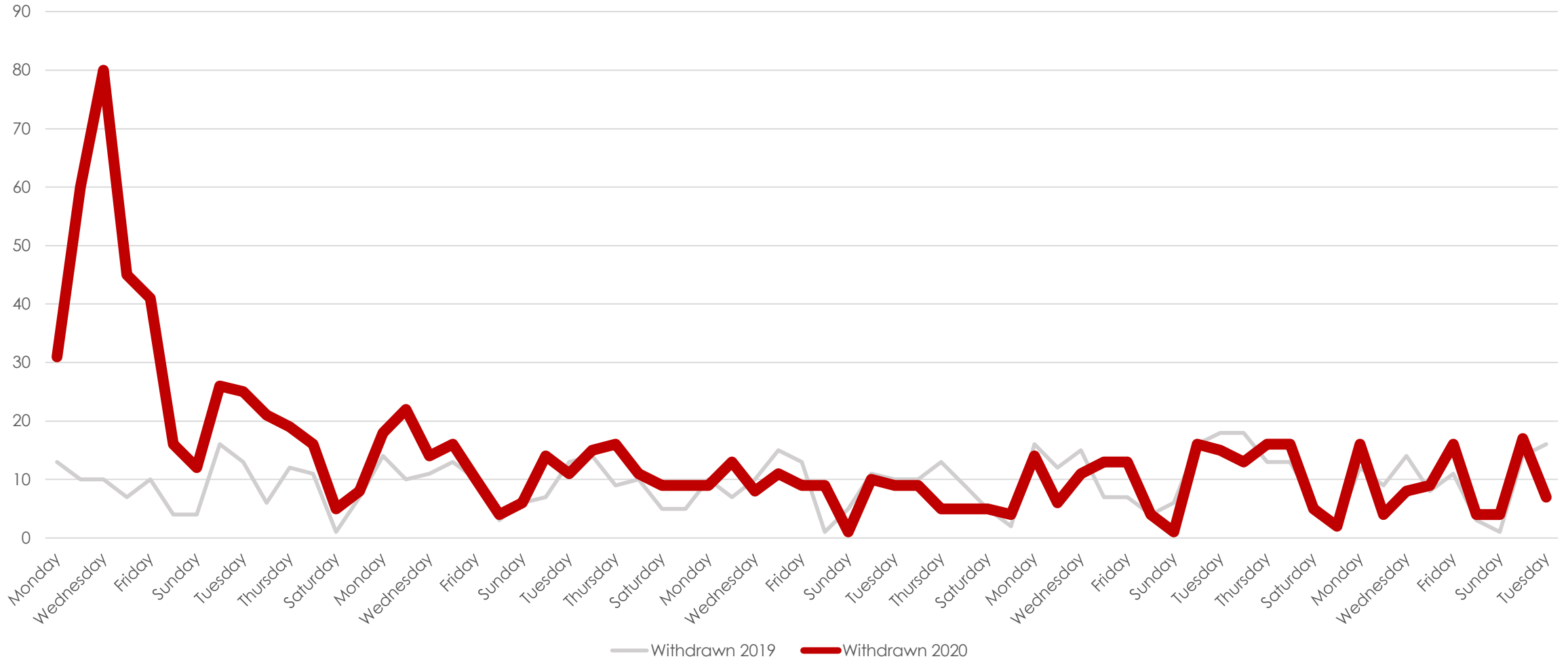






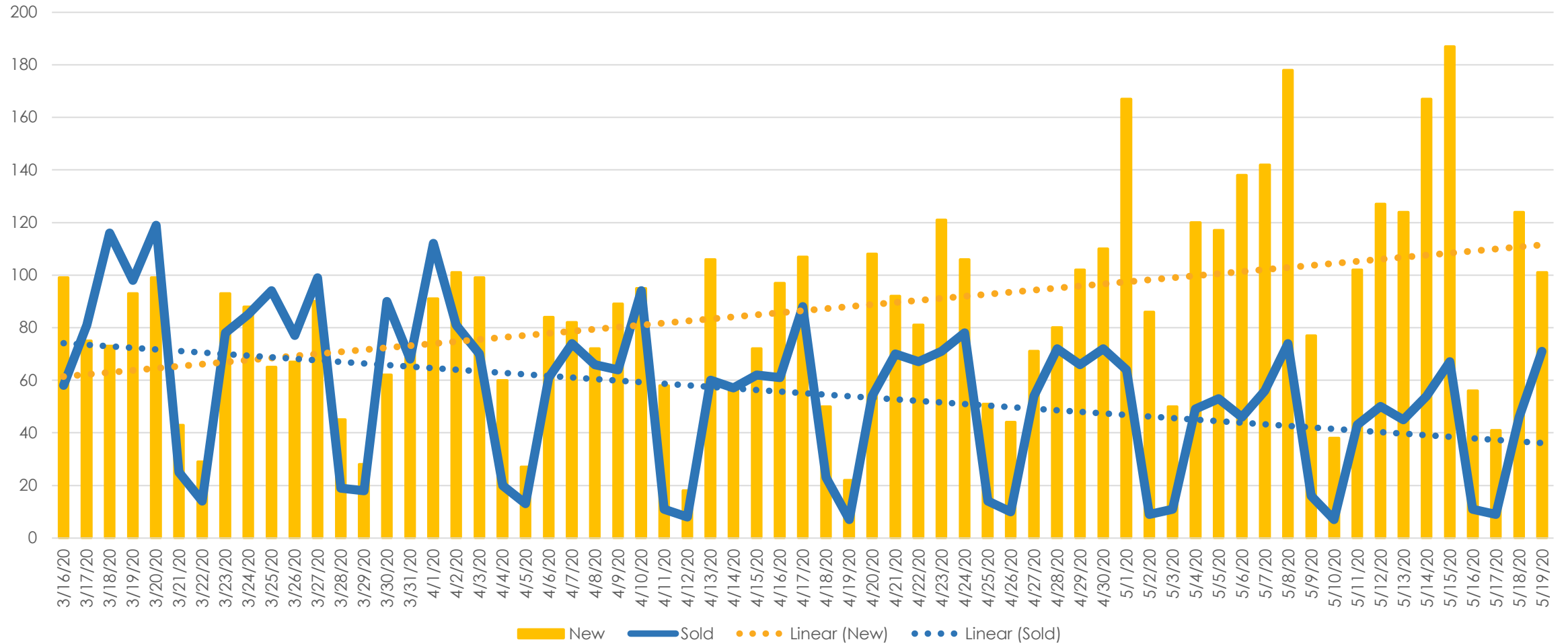
# Withdrawn Listings 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – May 19<sup>th</sup>



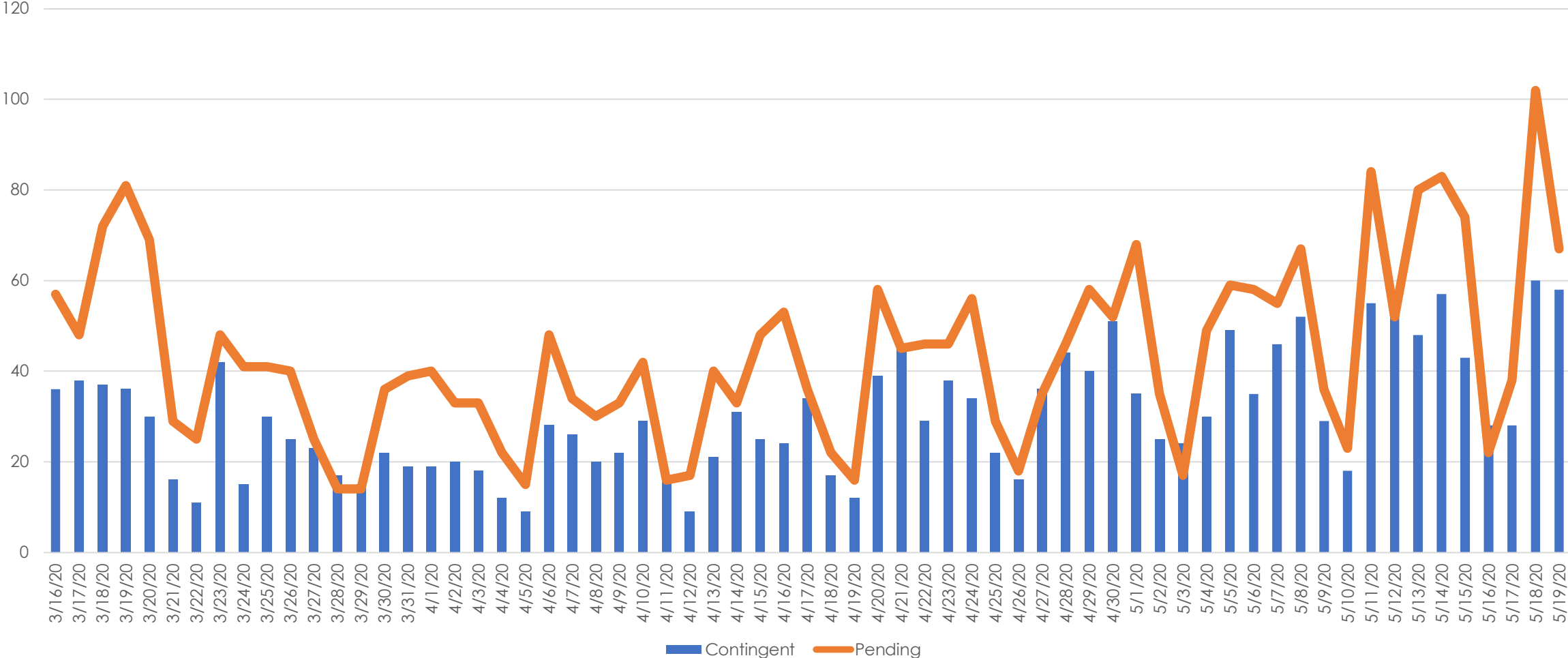
# New Listings and Sold Homes

All MLS Listings counties March 16<sup>th</sup> – May 19<sup>th</sup>



# Change to Contingent and Change to Pending

All MLS Listings counties March 16<sup>th</sup> – May 19<sup>th</sup>



(SIP) Shelter-in-Place 3-17-20  
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

