



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 HOUS	3 HOUS	4 HOUS	5-8 HOUS

LAST 90 DAYS - MARKET DATA

	01	2	4	5*
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	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

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The Aculist Weekly

Data for the week ending 06/27/20 Aculist, Inc.

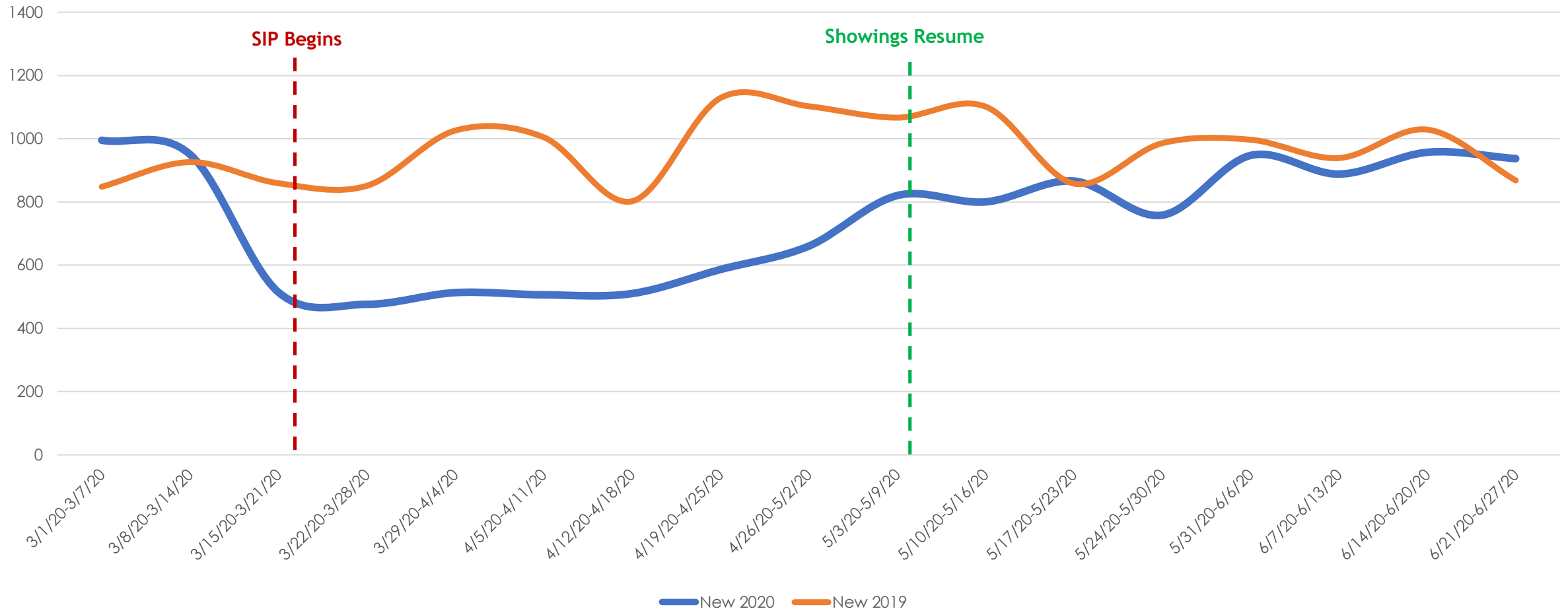
Welcome to the Aculist Weekly Update

- The Weekly Update looks at real estate activity in the five counties serviced by MLSListings.
- The time period covered is March through last Saturday, June 27th, 2020.
- The slides compare 2020 to 2019 activity on a weekly basis with a focus on New Listings, Changes to Contingent and Pending, and Closed Sales.
- There are also slides that compare 2020 to 2019 on a monthly basis.

Anyone who signed up to receive a daily email will receive a weekly notice. Thank you and we look forward to continuing to serve you!

New Homes Listed 2019 vs. 2020

All MLSListings counties March 1st – June 27th by week



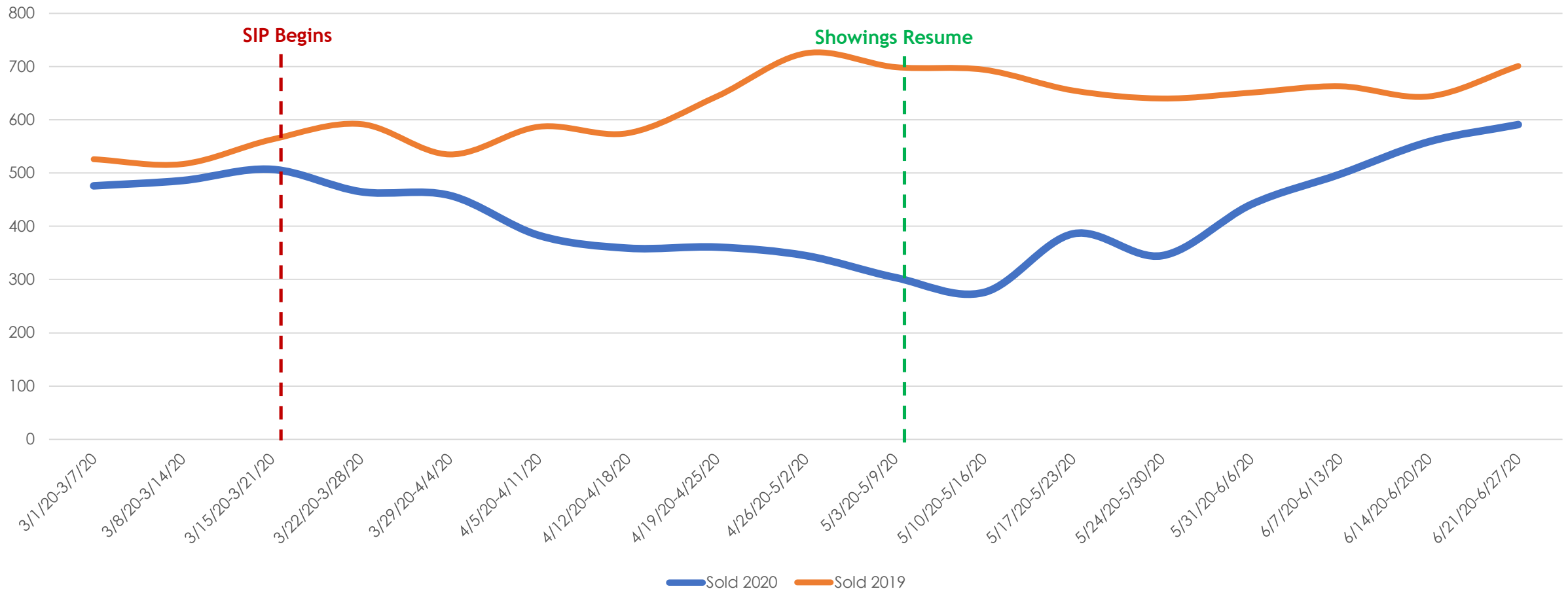
(SIP) Shelter-in-Place 3-17-20
All Five MLSListings Counties



MLSListings Inc. © 2020

Closed Sales 2019 vs. 2020

All MLS Listings counties March 1st – June 27th by week



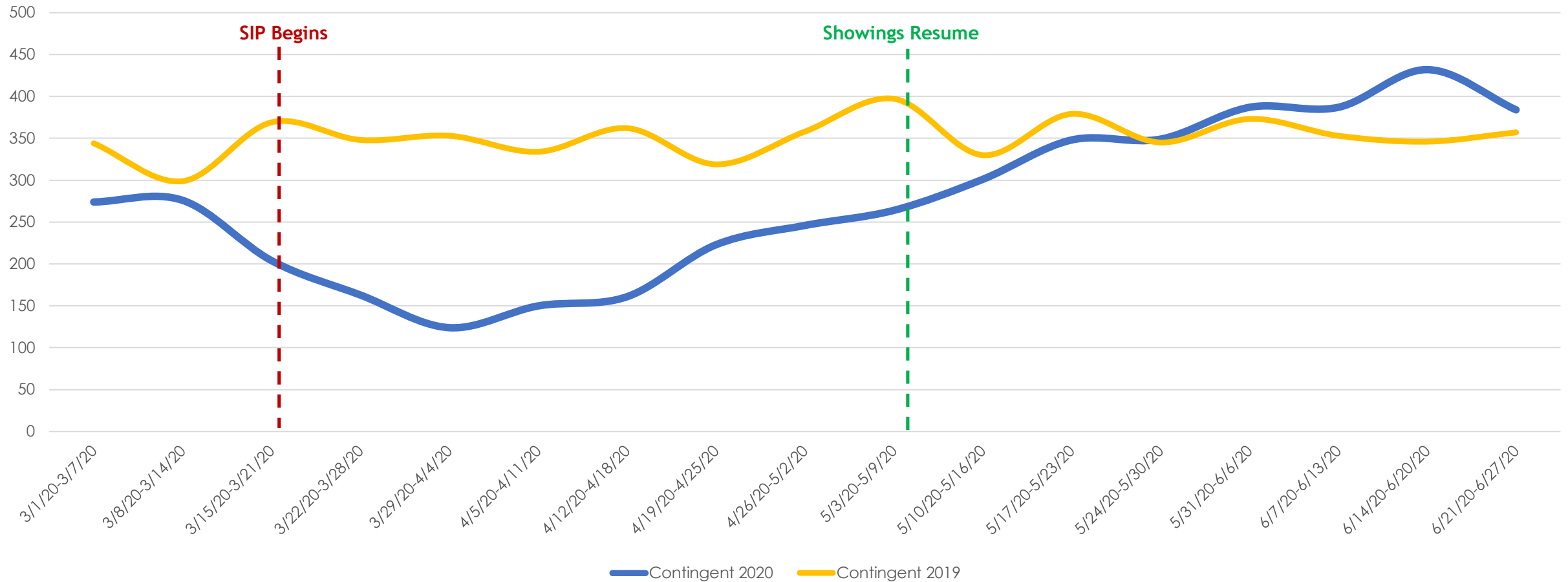
(SIP) Shelter-in-Place 3-17-20
All Five MLS Listings Counties



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Change to Contingent 2019 vs. 2020

All MLSListings counties March 1st – June 27th by week



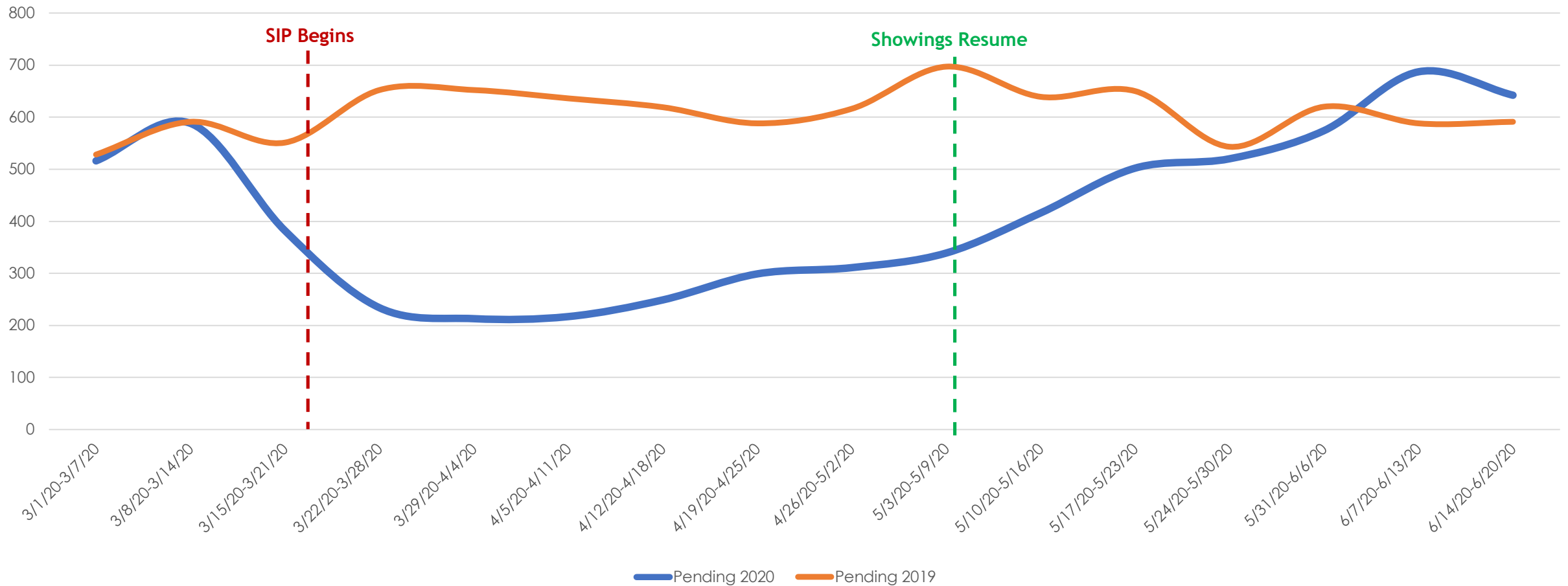
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Change to Pending 2019 vs. 2020

All MLSListings counties March 1st – June 27th by week



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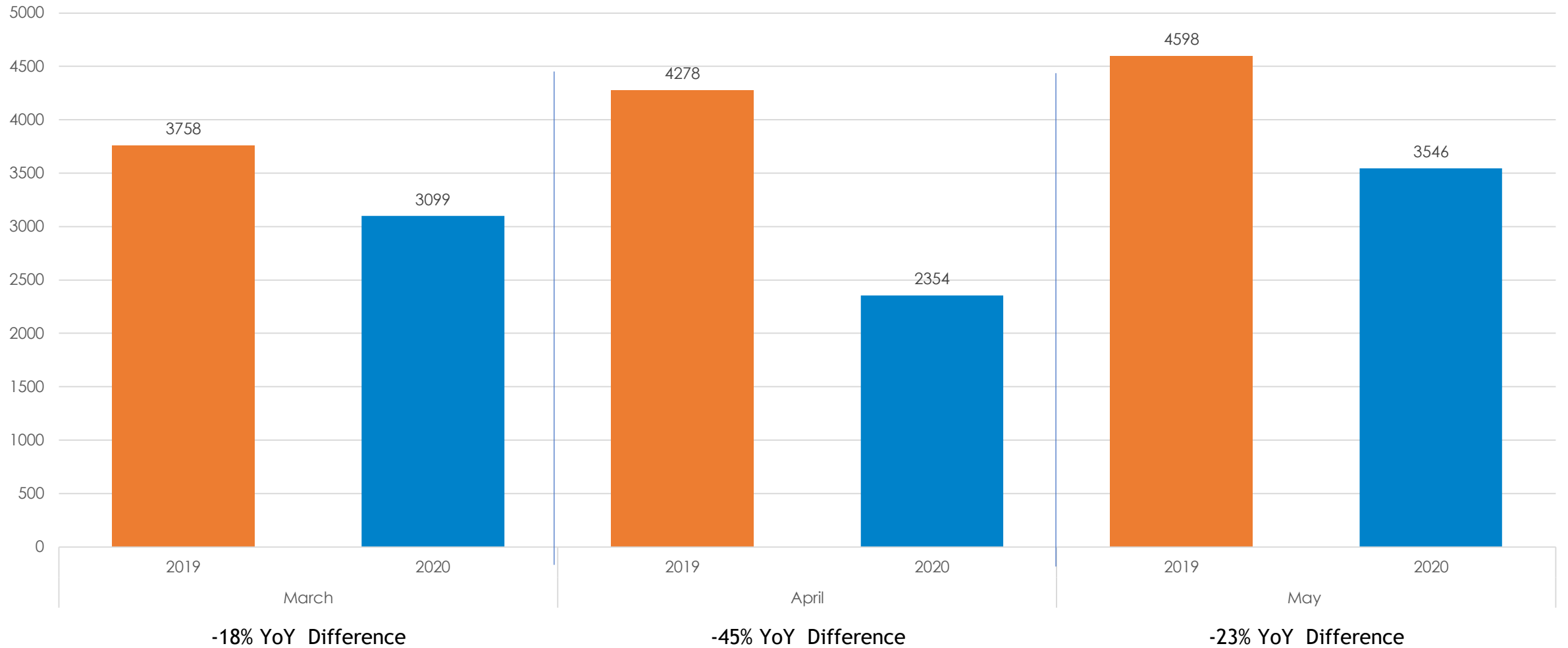


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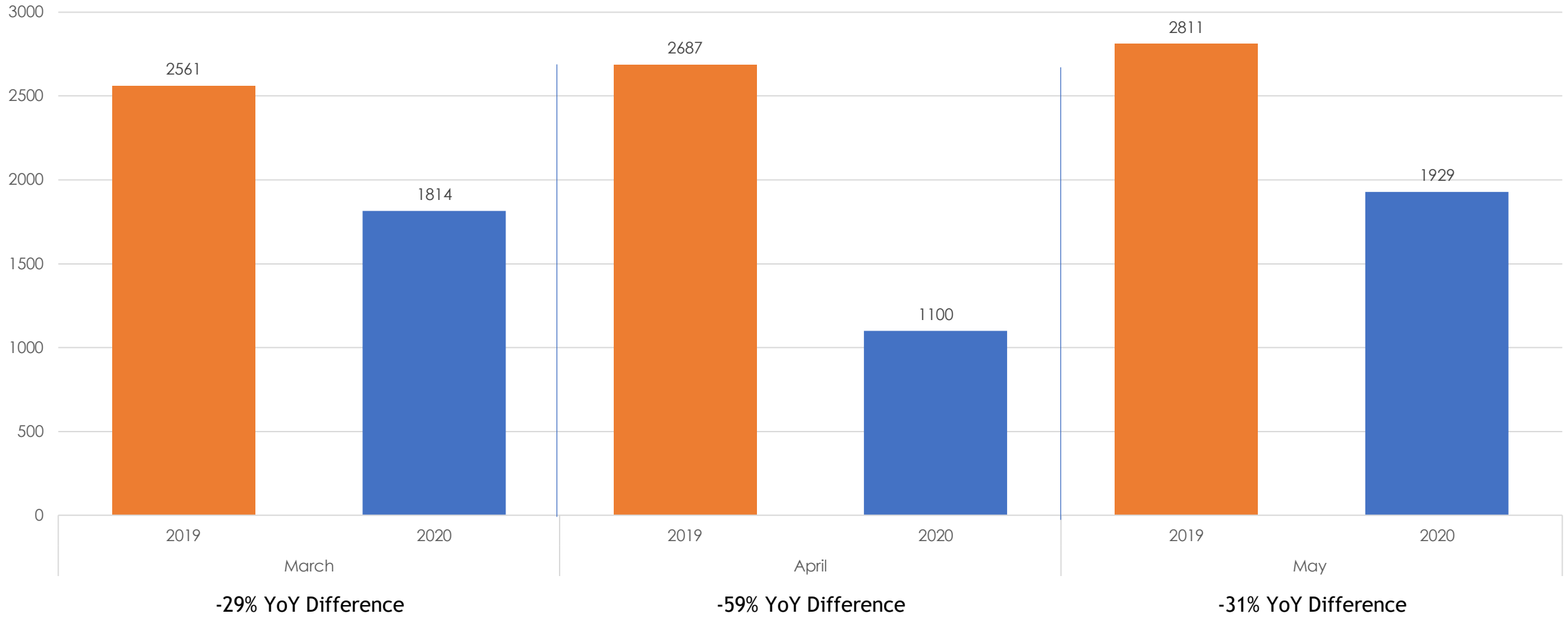
March, April, May 2019 vs. 2020

MLS All Counties	March			April			May		
Total # of Properties	2019	2020	% Diff	2019	2020	% Diff	2019	2020	% Diff
New Listings	3758	3099	-18%	4278	2354	-45%	4598	3546	-23%
Changed to Contingent	1480	976	-34%	1478	787	-47%	1608	1362	-15%
Changed to Pending	2561	1814	-29%	2687	1100	-59%	2811	1929	-31%
Closed Sales	2355	2113	-10%	2517	1660	-34%	3049	1412	-54%

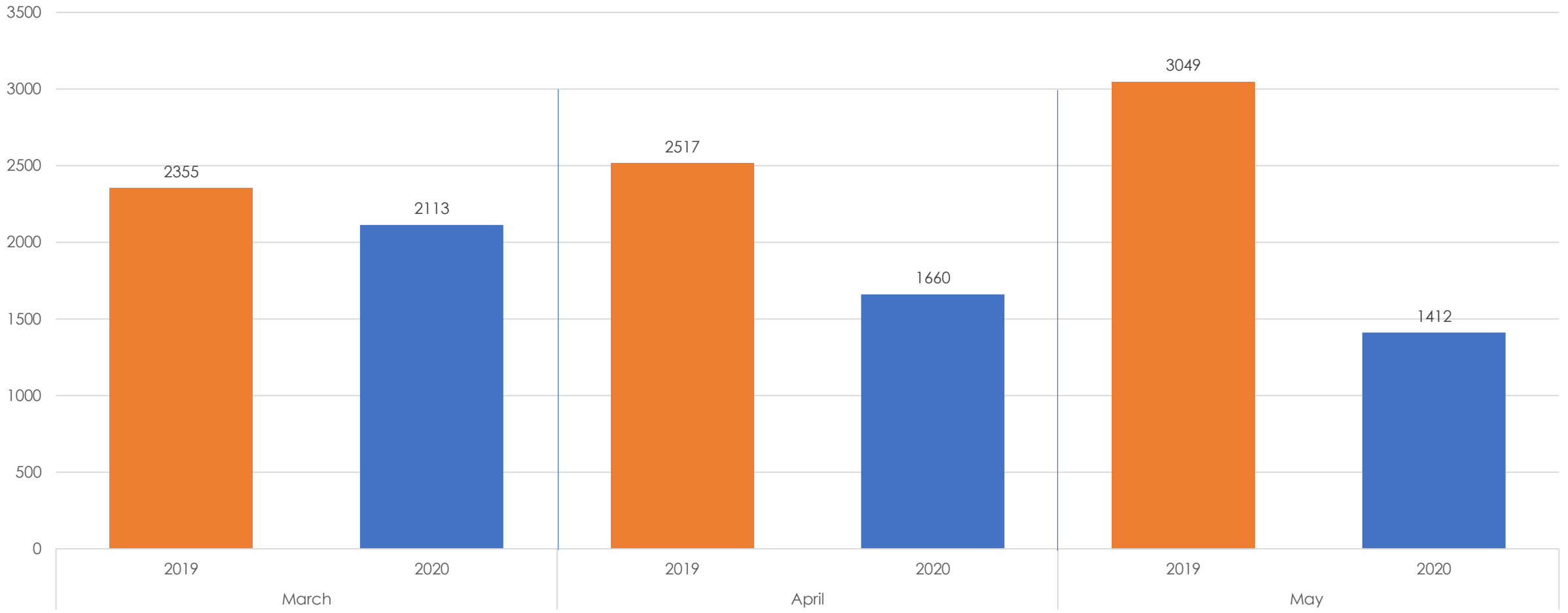
New Homes Listed 2019 vs. 2020 by Month



Change to Pending 2019 vs. 2020 March, April, May



Closed Sales 2019 vs. 2020 by Month



-10% YoY Difference

-34% YoY Difference

-54% YoY Difference

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



MLSListings Inc. © 2020

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

