



### 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**  
 HIGH \$1.19M  
 MEDIAN \$595K  
 LOW \$450K

**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 BDRS 7 BDRS 7 BDRS 4 BDRS

0-2 BDRS 3 BDRS 4 BDRS 5+ BDRS

**LAST 90 DAYS - MARKET DATA**

	0-2 BDRS	3 BDRS	4 BDRS	5+ BDRS
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 Weekly

Data for the week ending 07/18/20 Aculist, Inc.

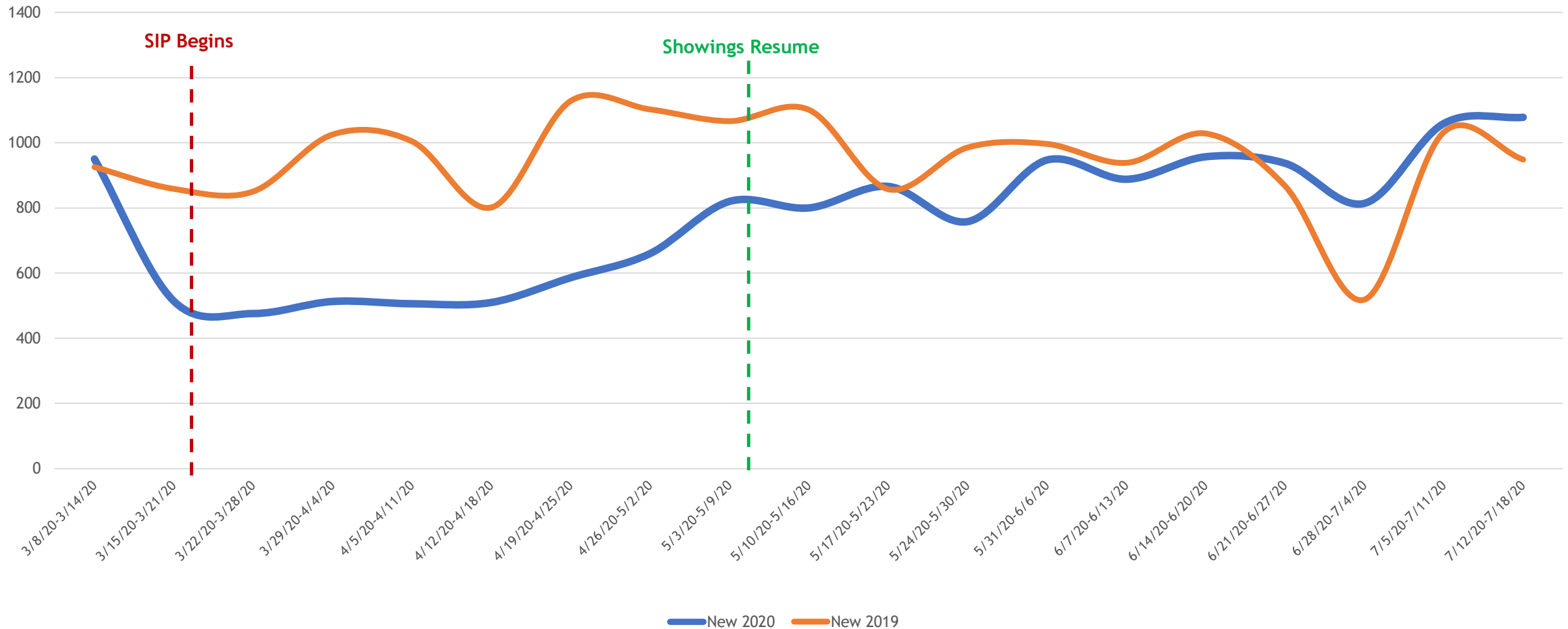
# Welcome to the Aculist Weekly Update

- The Weekly Update looks at real estate activity in the five counties serviced by MLSListings.
- The time period covered is March thru last Saturday, July 18th
- 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 1<sup>st</sup> – July 18<sup>th</sup> by week



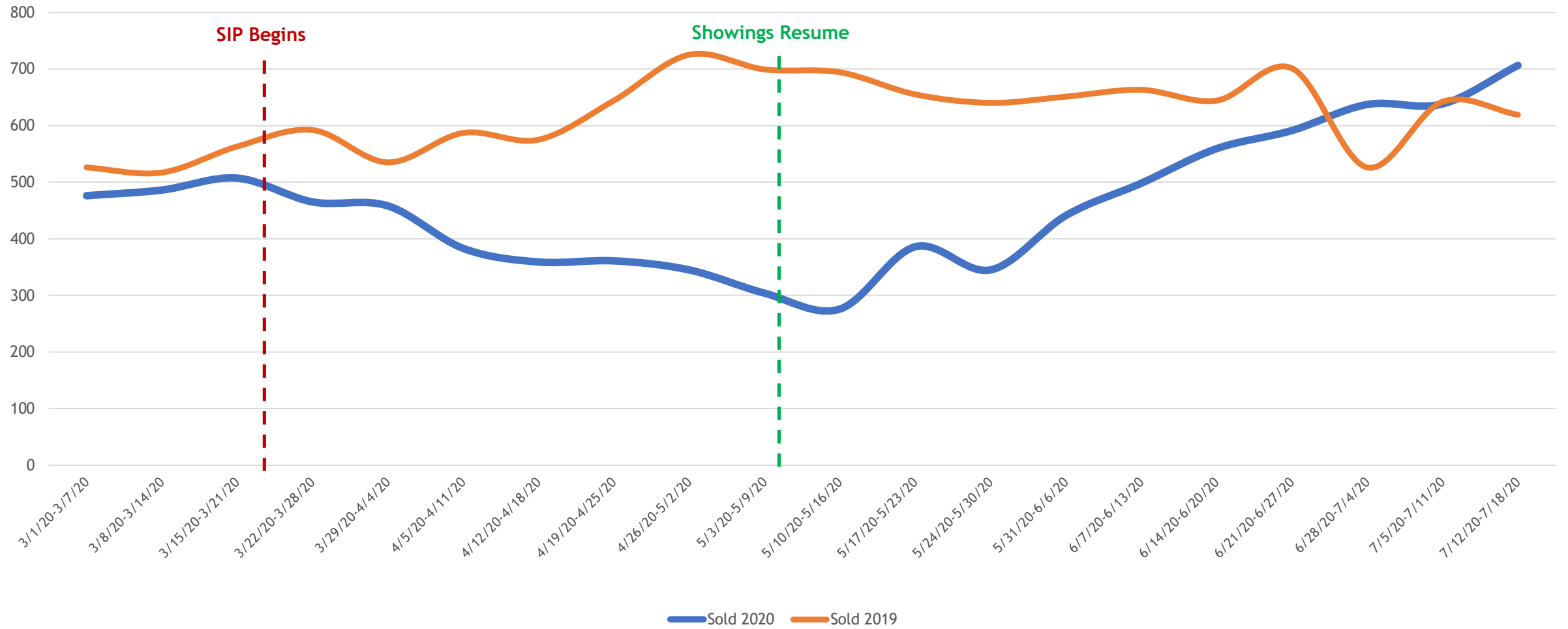
(SIP) Shelter-in-Place 3-17-20  
All Five MLSListings Counties



MLSListings Inc. © 2020

# Closed Sales 2019 vs. 2020

All MLS Listings counties March 1<sup>st</sup> – July 18<sup>th</sup>



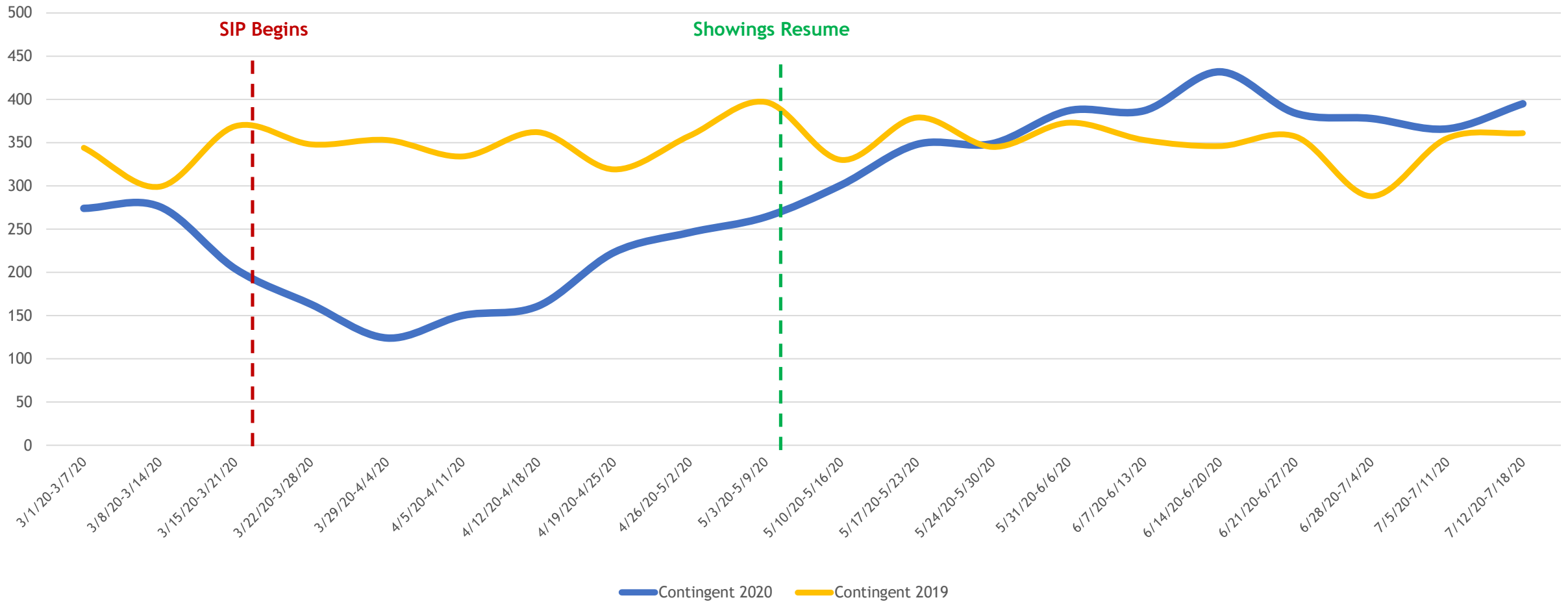
(SIP) Shelter-in-Place 3-17-20  
All Five MLS Listings Counties



MLS Listings Inc. © 2020

# Change to Contingent 2019 vs. 2020

All MLS Listings counties March 1<sup>st</sup> – July 18<sup>th</sup>



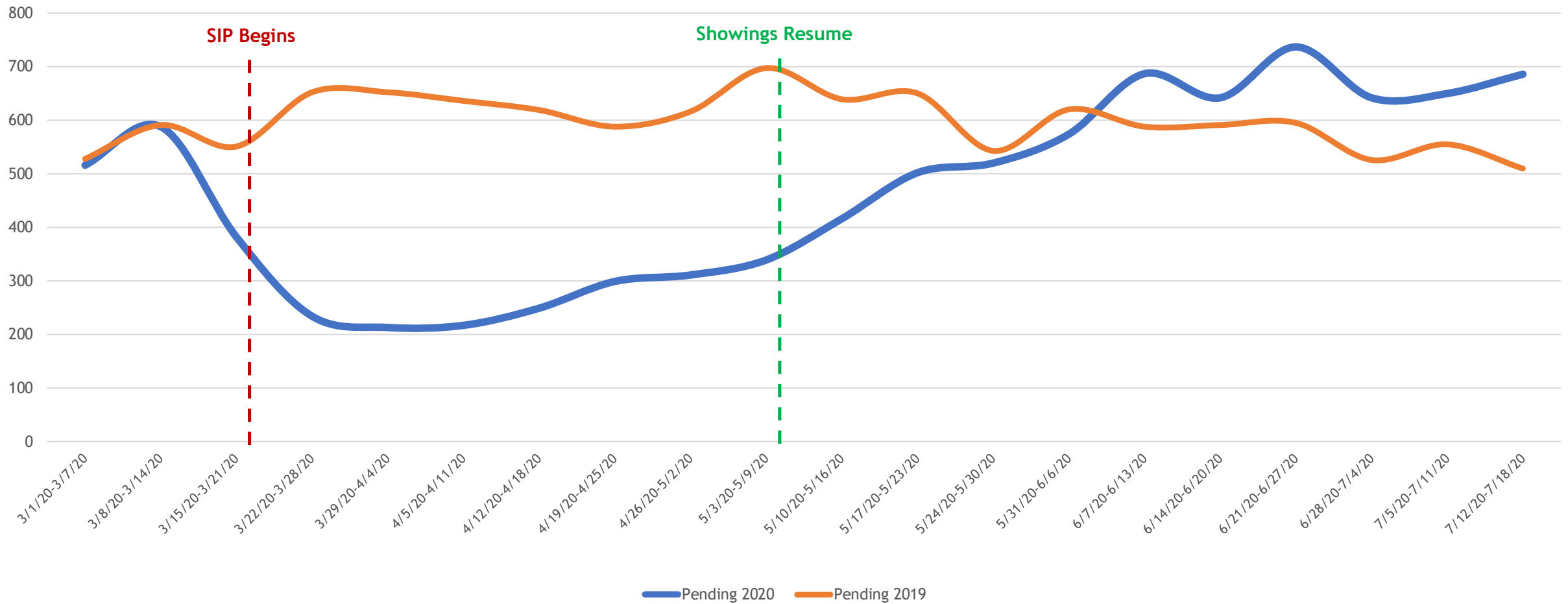
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All Five MLS Listings Counties



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# Change to Pending 2019 vs. 2020

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



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



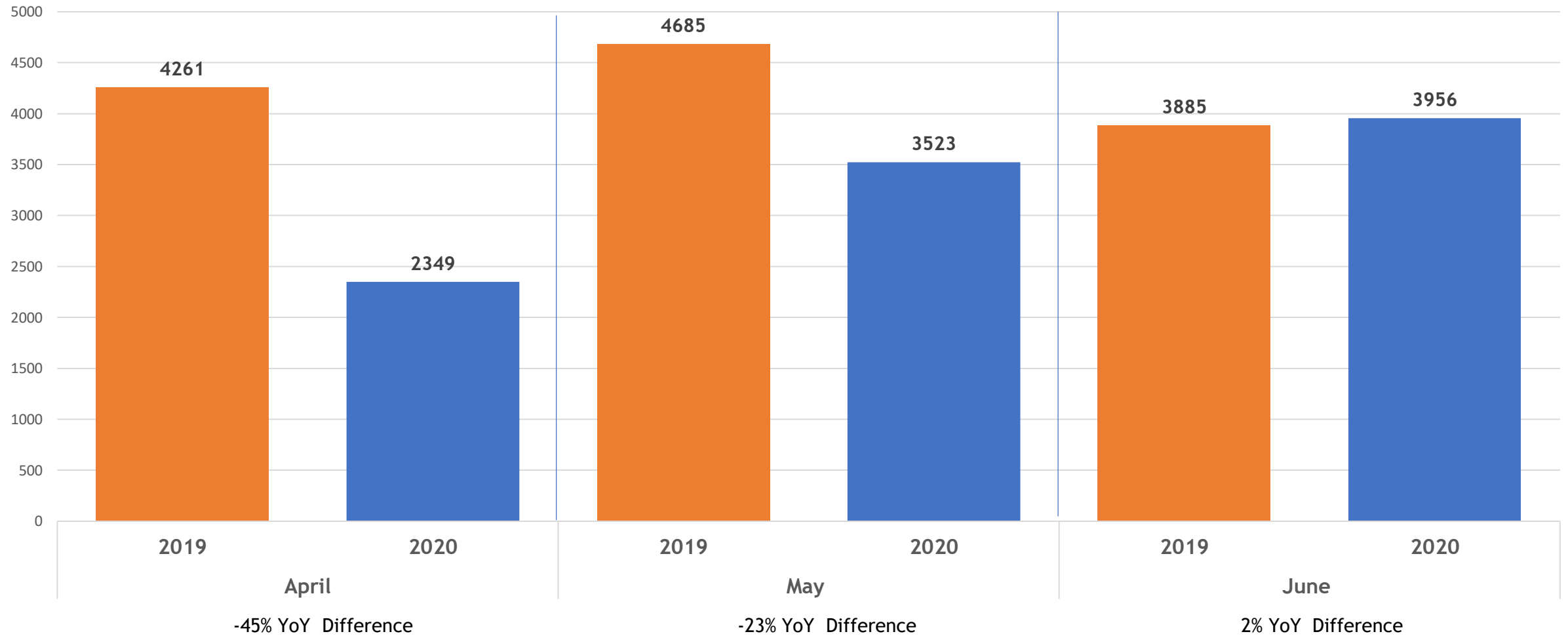
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# April, May, June (Q2) 2019 vs. 2020

MLSL All Counties	April			May			June		
Total # of Properties	2019	2020	% Diff	2019	2020	% Diff	2019	2020	% Diff
New Listings	4261	2349	-45%	4685	3523	-23%	3885	3956	2%
Changed to Contingent	1432	767	-47%	1602	1322	-15%	1446	1687	17%
Changed to Pending	2638	1074	-59%	2816	1891	-31%	2458	2821	15%
Closed Sales	2616	1659	-34%	3086	1407	-54%	2715	2348	-14%

# New Homes Listed 2019 vs. 2020 by Month for Q2

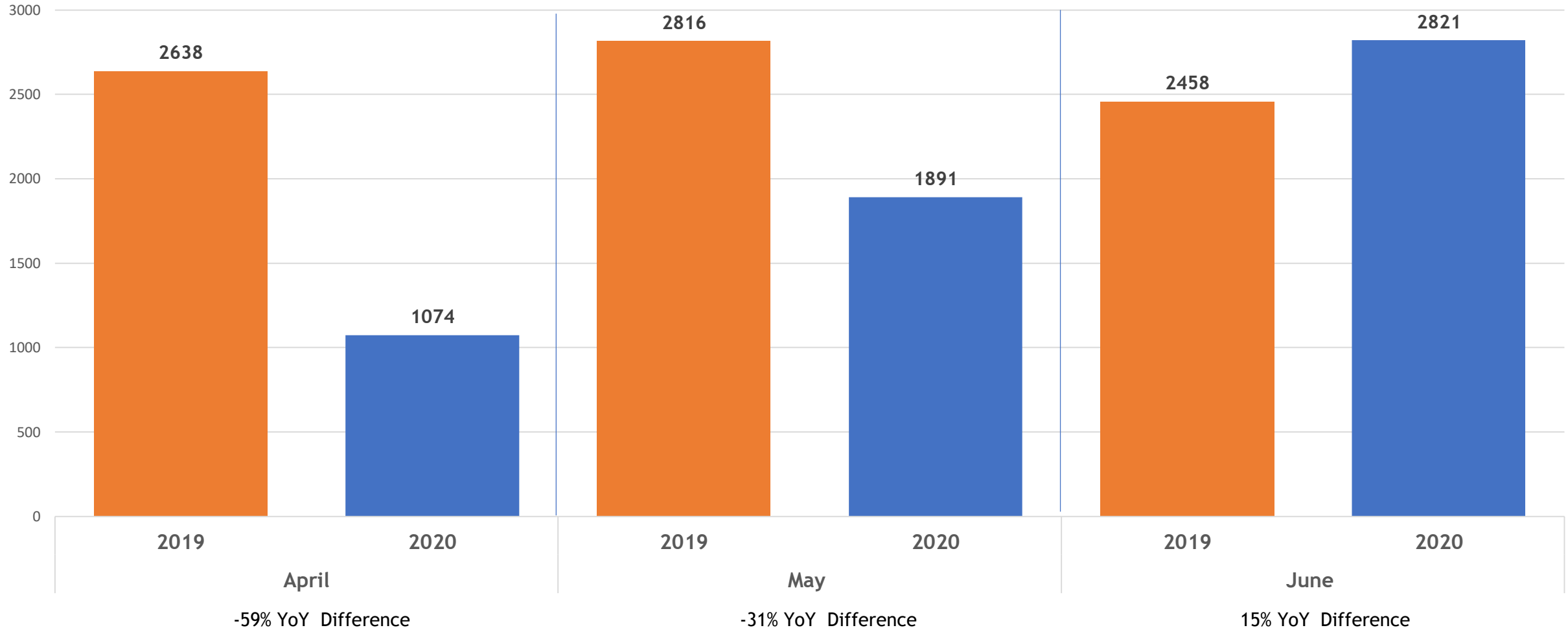
All MLSListings counties





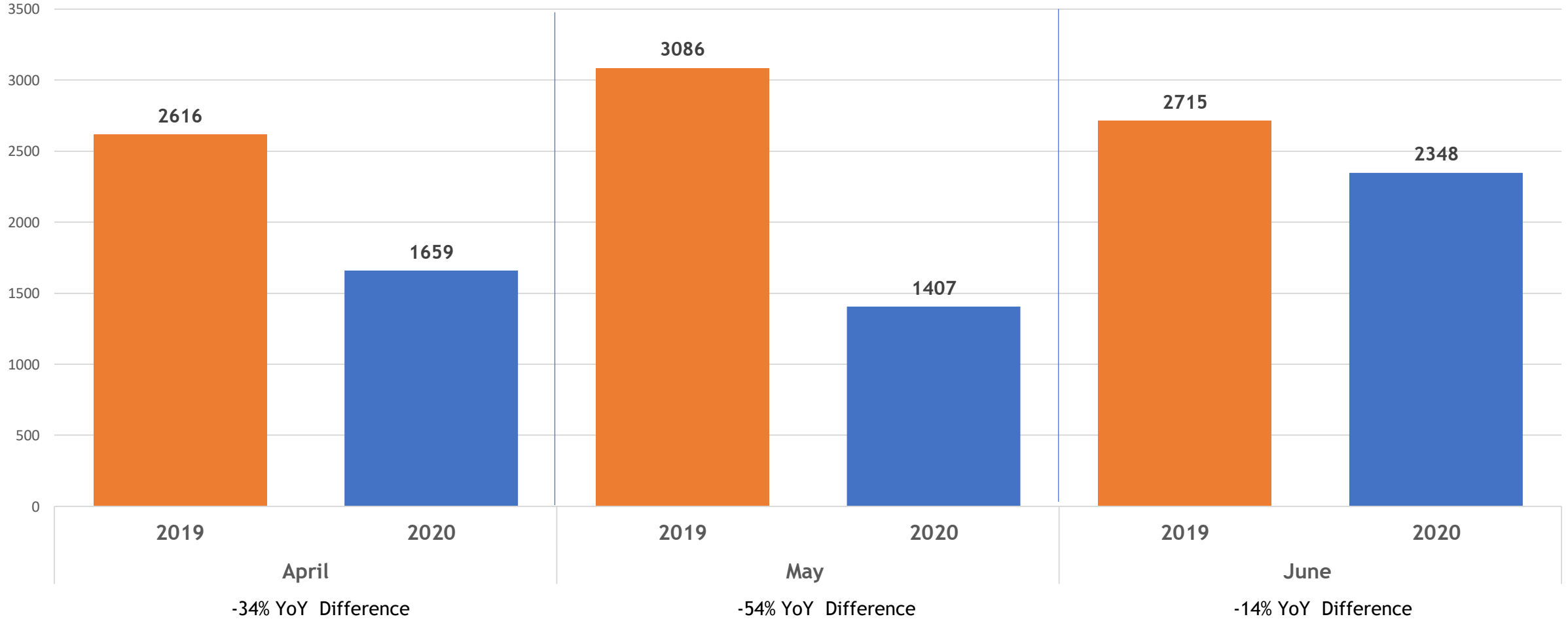
# Change to Pending 2019 vs. 2020 April, May, June (Q2)

All MLSListings counties



# Closed Sales 2019 vs. 2020 April, May, June (Q2)

All MLS Listings counties



(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

