



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
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 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*
	HOUS	HOUS	HOUS	HOUS
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

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My goal is to make every transaction as smooth, easy and pressure-free as possible. I provide my clients with the highest professional, efficient, and quality customer service 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

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The Aculist Weekly

Data for the week ending 07/25/20 Aculist, Inc.

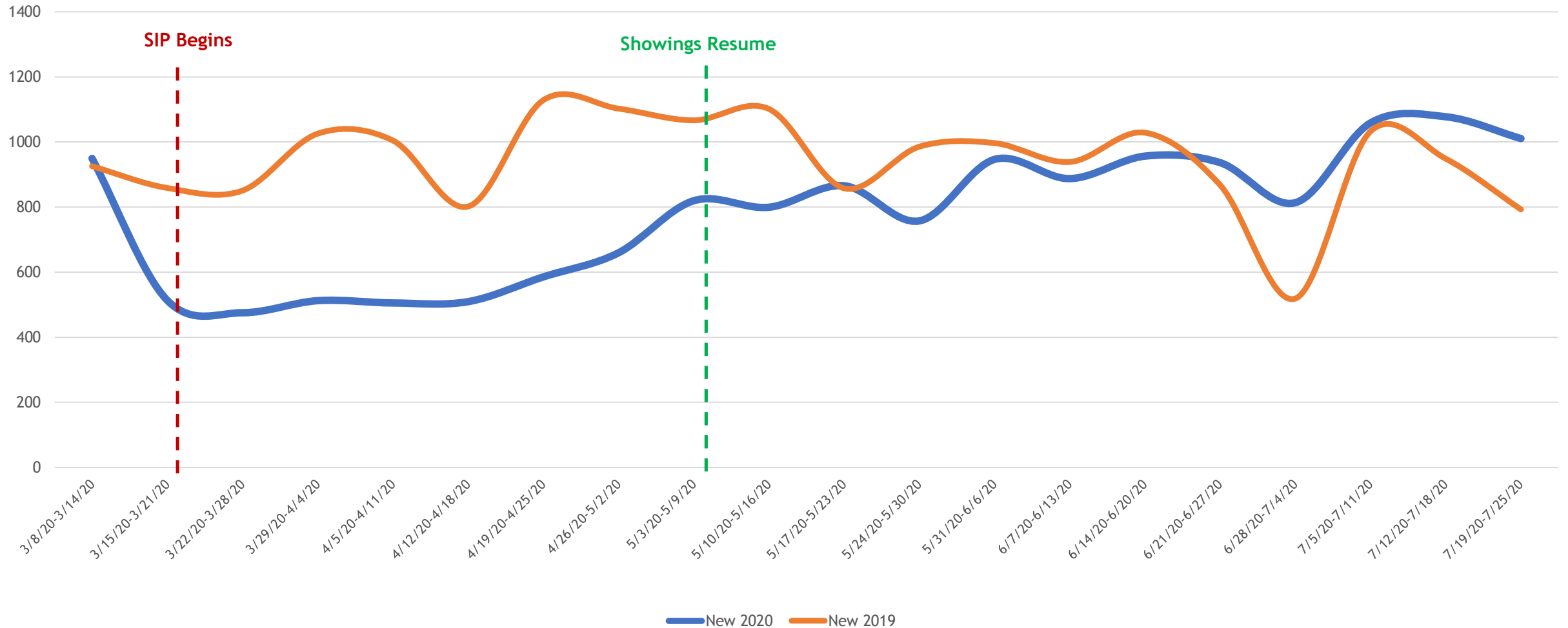
Welcome to the Aculist Weekly Update

- 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 25th
- 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 MLS Listings counties March 1st – July 25th by week



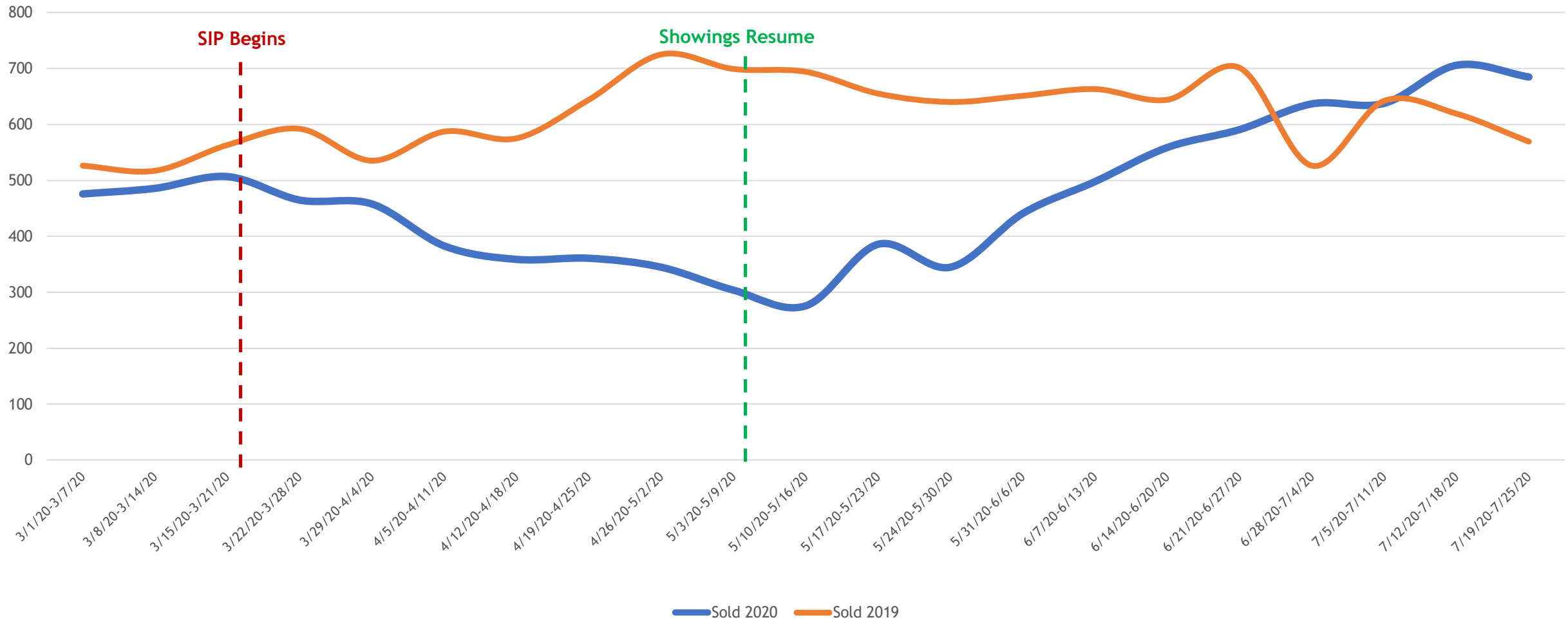
(SIP) Shelter-in-Place 3-17-20
All Five MLS Listings Counties



MLS Listings Inc. © 2020

Closed Sales 2019 vs. 2020

All MLS Listings counties March 1st – July 25th



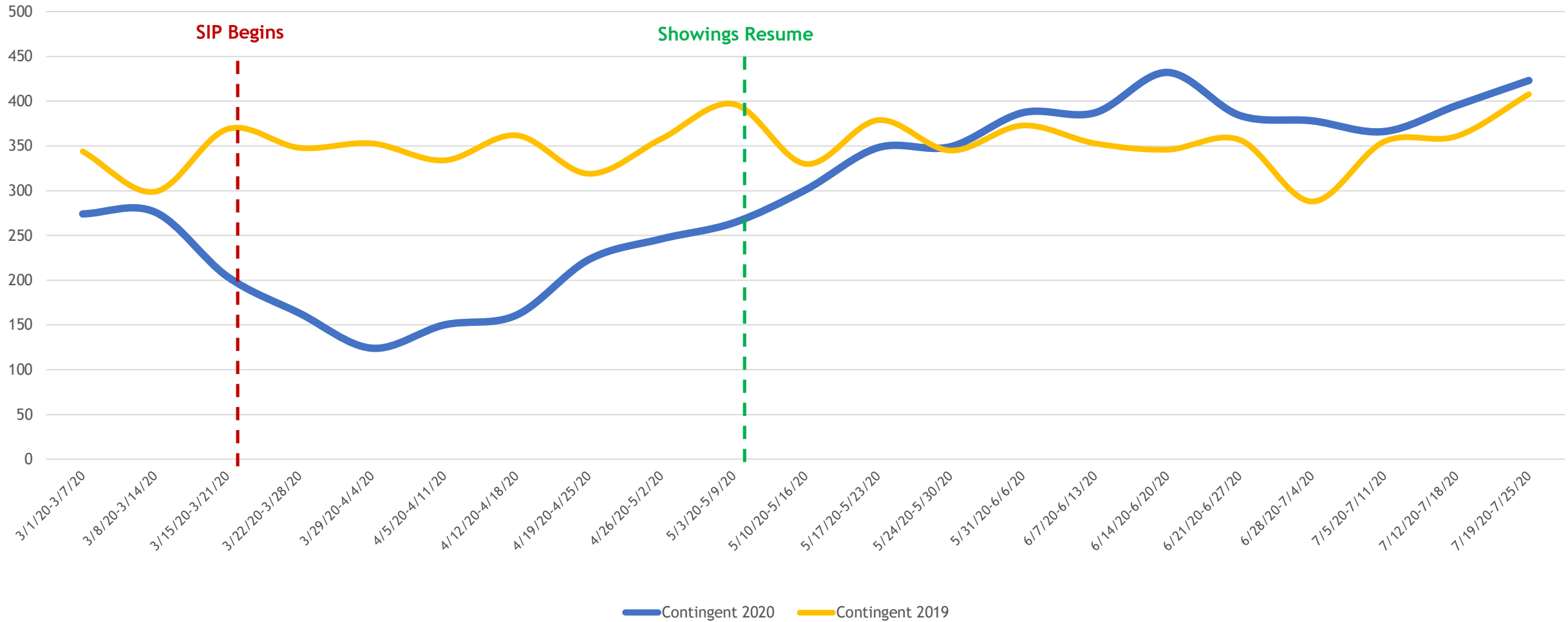
(SIP) Shelter-in-Place 3-17-20
All Five MLS Listings Counties



MLS Listings Inc. © 2020

Change to Contingent 2019 vs. 2020

All MLS Listings counties March 1st – July 25th



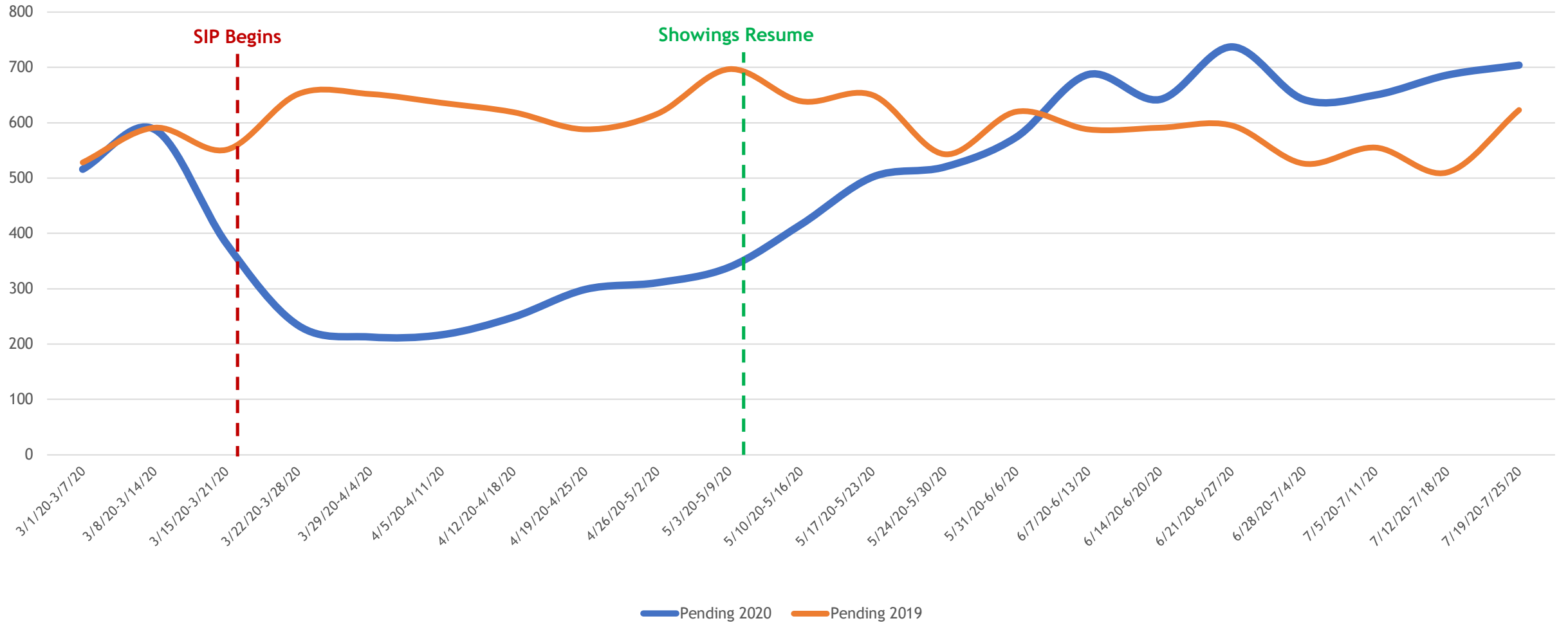
(SIP) Shelter-in-Place 3-17-20
All Five MLS Listings Counties



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Change to Pending 2019 vs. 2020

All MLSListings counties March 1st – July 25th



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



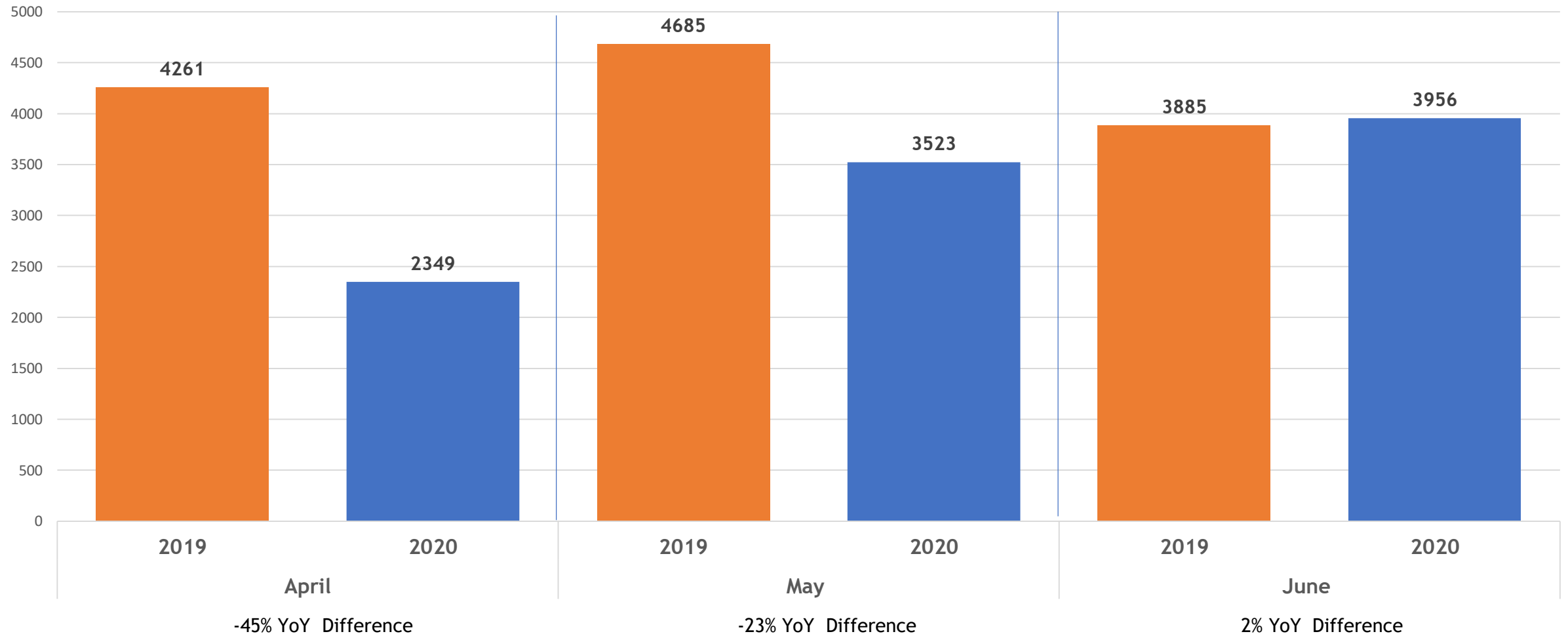
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April, May, June (Q2) 2019 vs. 2020

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%

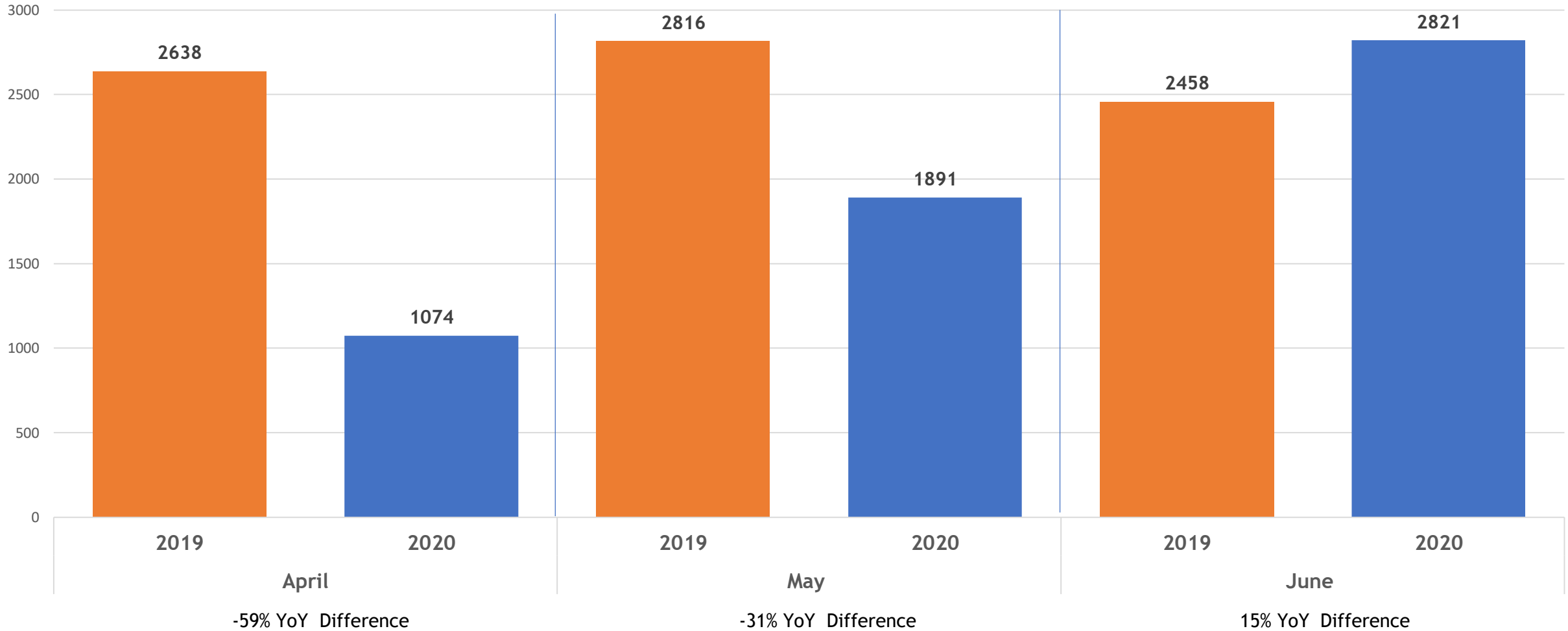
New Homes Listed 2019 vs. 2020 by Month for Q2

All MLSListings counties



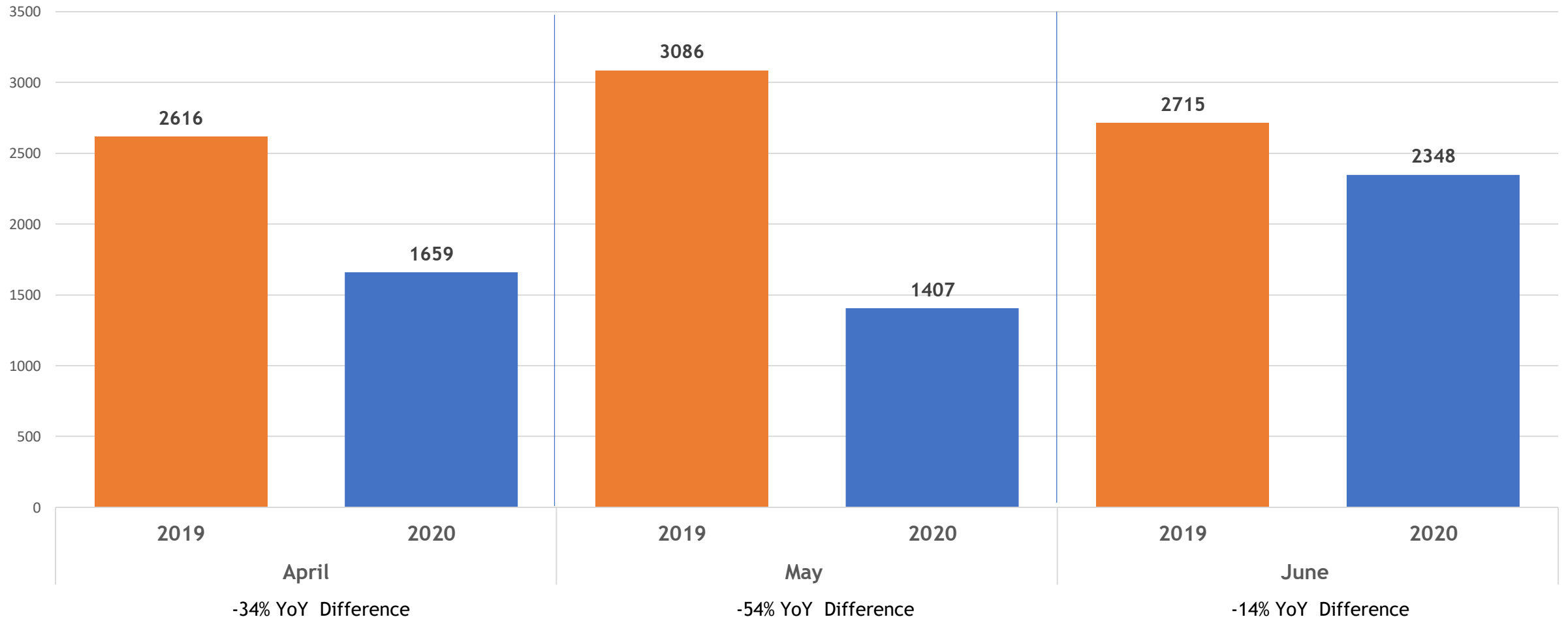
Change to Pending 2019 vs. 2020 April, May, June (Q2)

All MLSListings counties



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

All MLS Listings counties



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

