



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 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

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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 09/12/20 Aculist, Inc.

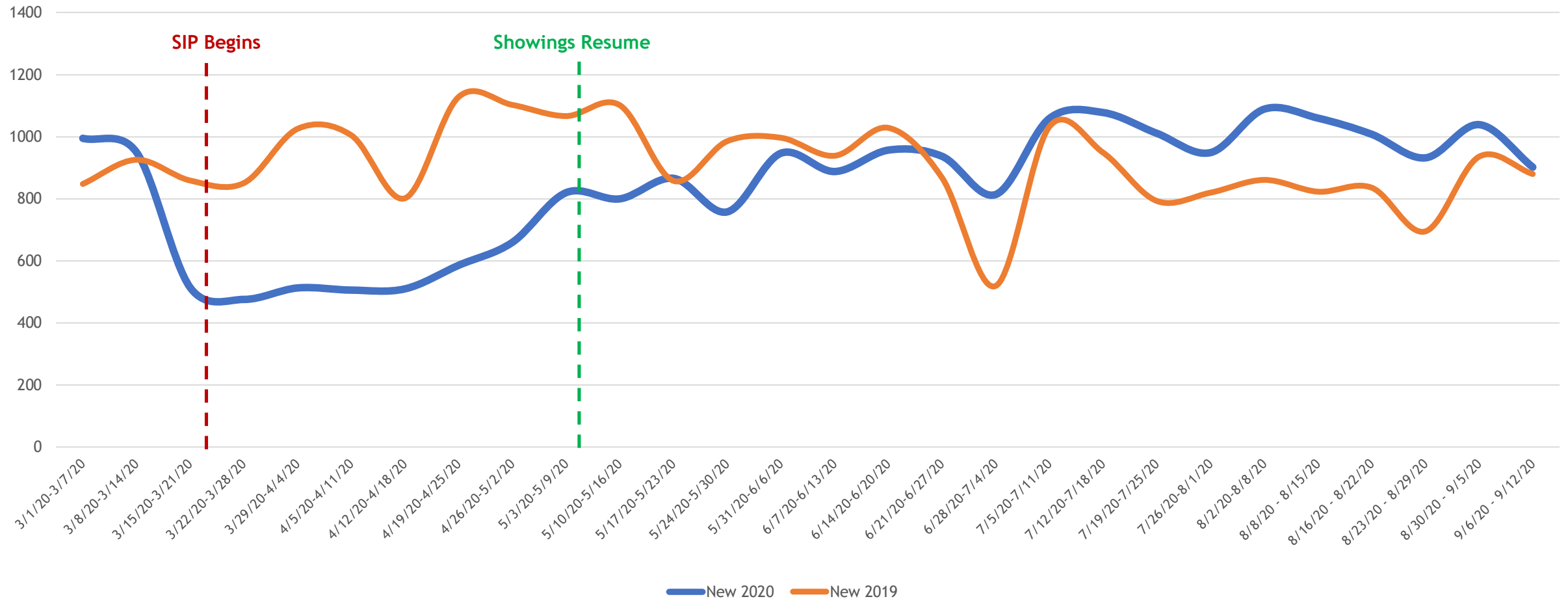
Welcome to the Aculist Weekly Update

- The Weekly Update looks at real estate activity in the five counties serviced by MLSListings.
- The time period covered is March thru last Saturday, September 12th
- 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 – September 12th by week



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

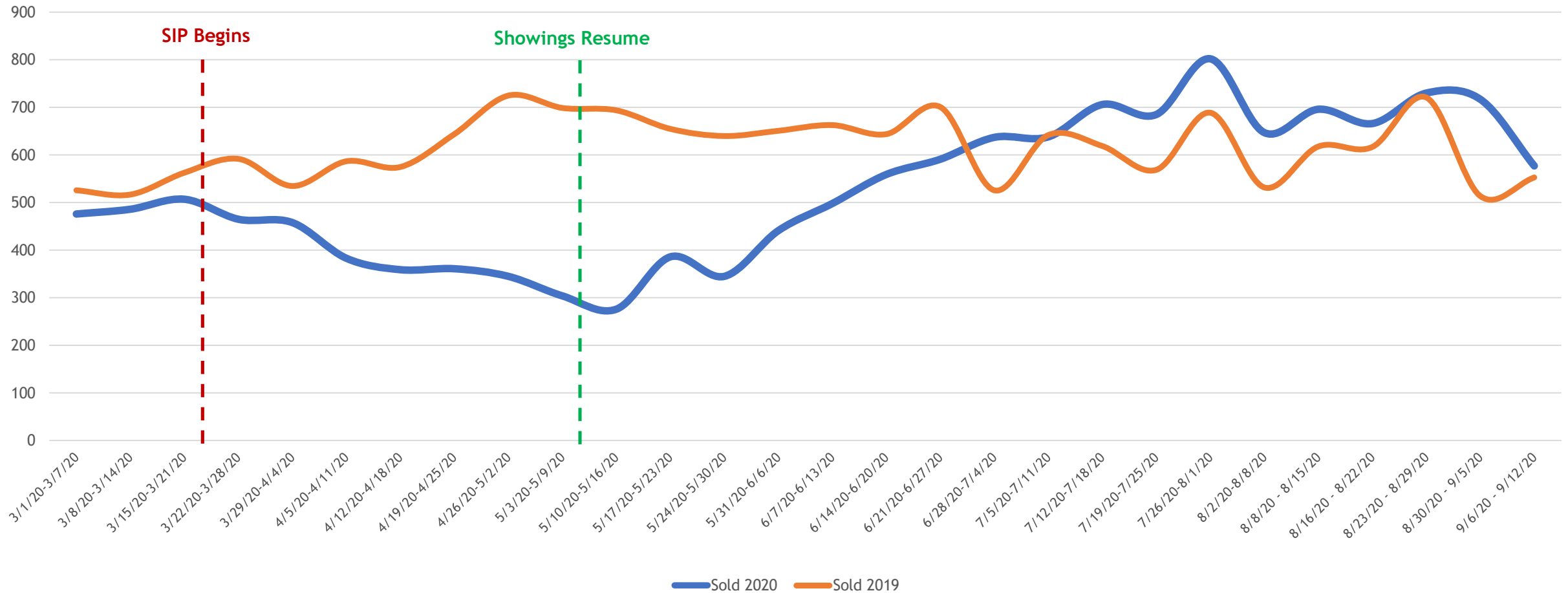
— New 2020 — New 2019



MLSListings Inc. © 2020

Closed Sales 2019 vs. 2020

All MLS Listings counties March 1st – September 12th



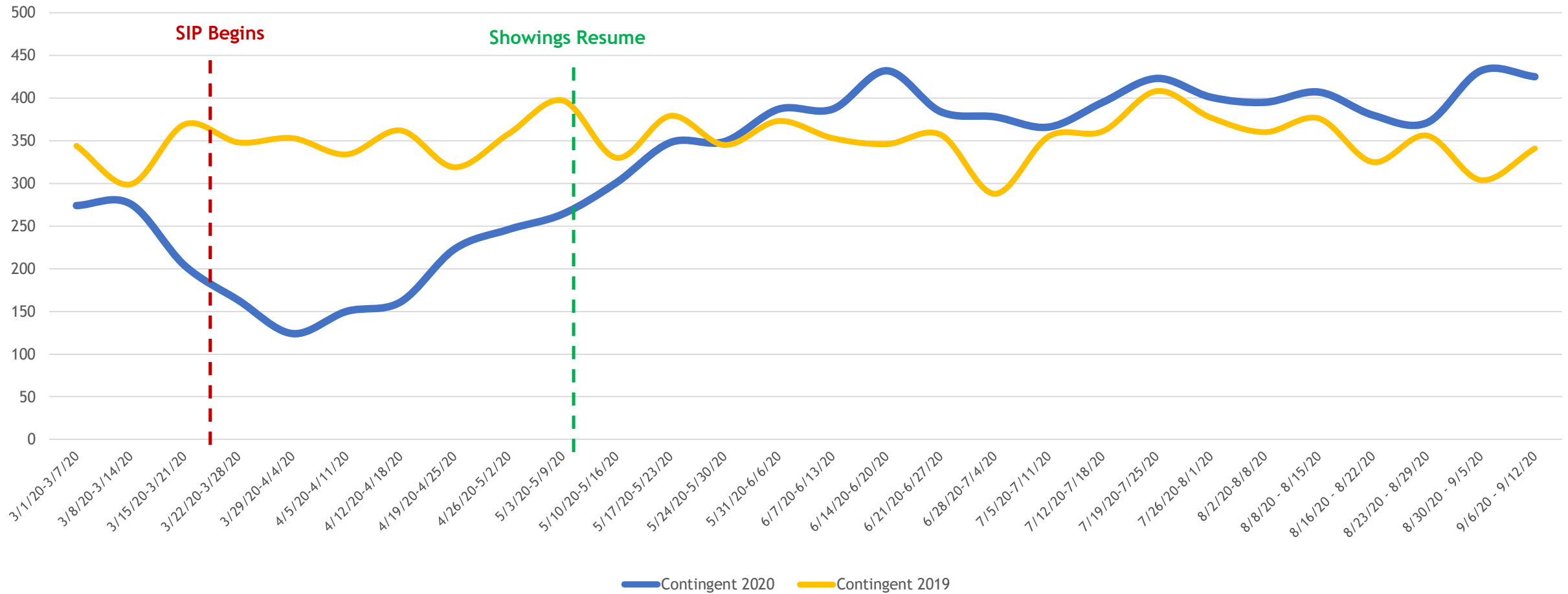
(SIP) Shelter-in-Place 3-17-20
All Five MLS Listings Counties



MLS Listings Inc. © 2020

Change to Contingent 2019 vs. 2020

All MLSListings counties March 1st – September 12th



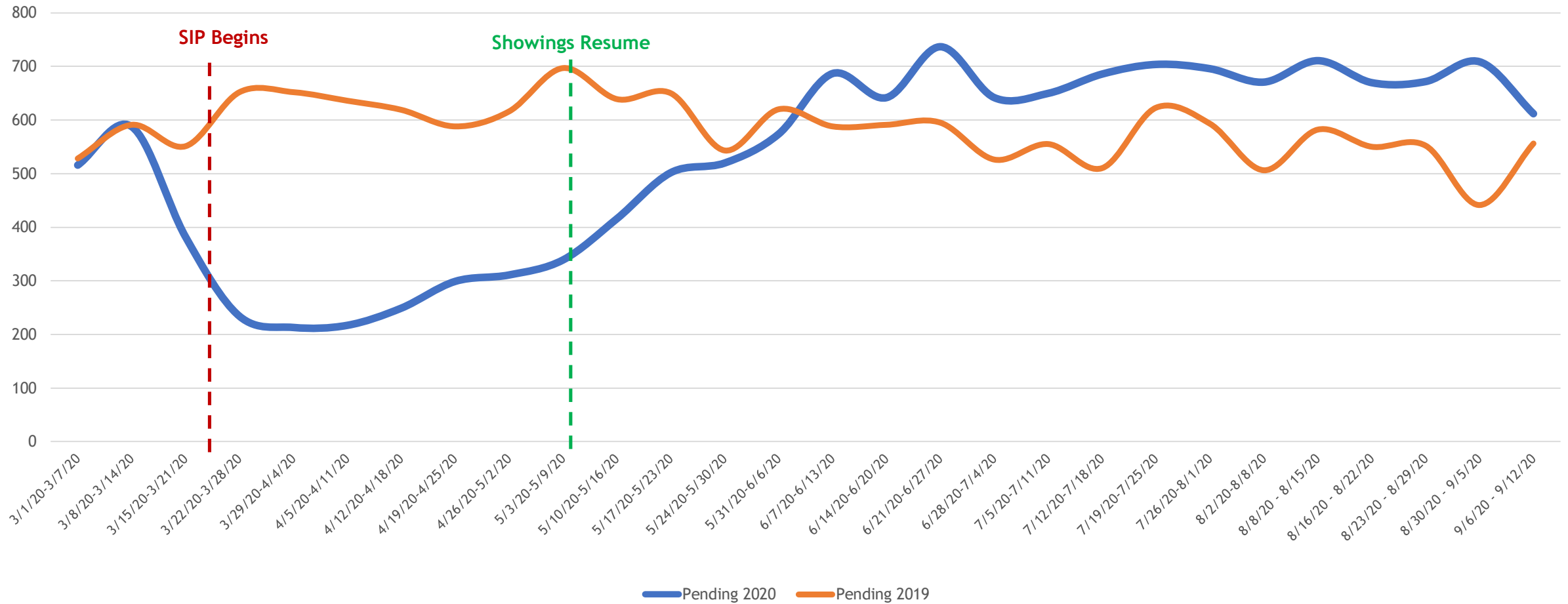
(SIP) Shelter-in-Place 3-17-20
All Five MLSListings Counties



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Change to Pending 2019 vs. 2020

All MLS Listings counties March 1st – September 12th



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



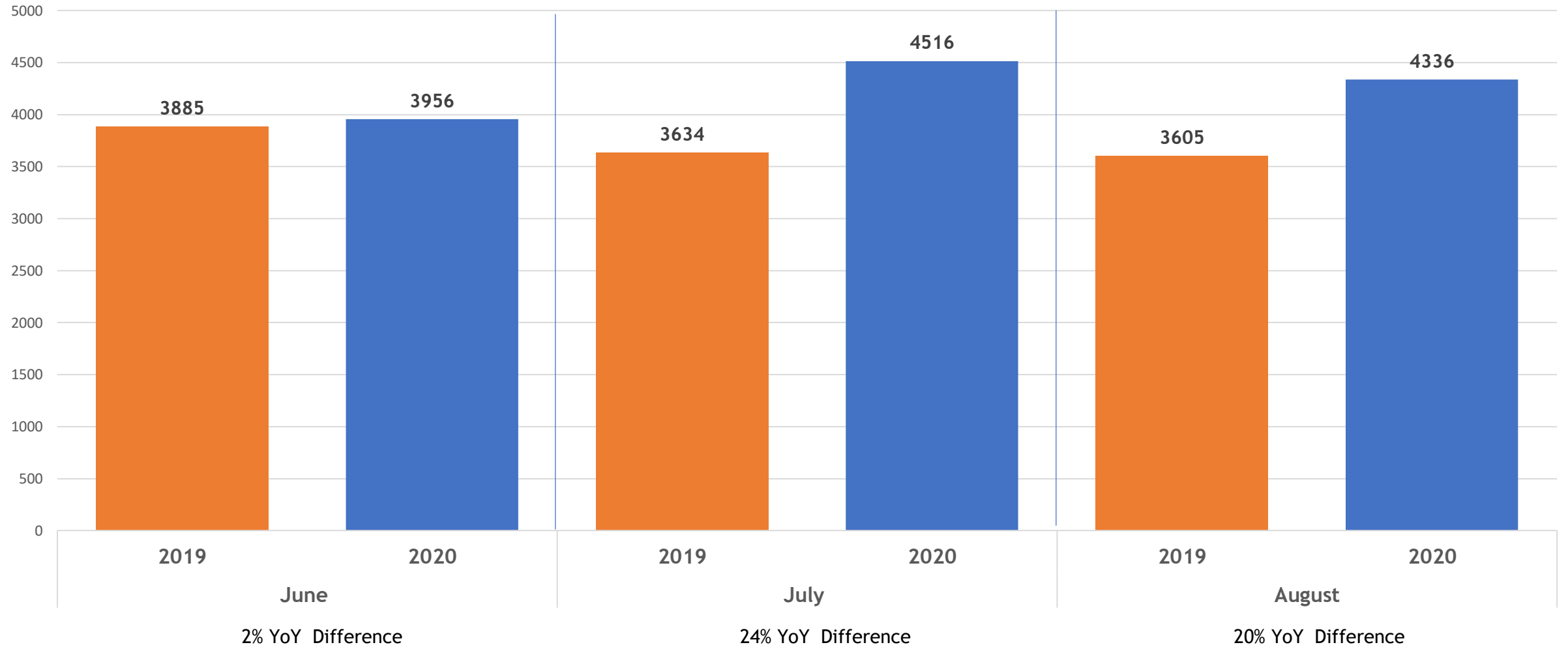
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June, July, August 2019 vs. 2020

MLSL All Counties	June			July			August		
Total # of Properties	2019	2020	% Diff	2019	2020	% Diff	2019	2020	% Diff
New Listings	3885	3956	2%	3634	4516	24%	3605	4336	20%
Changed to Contingent	1446	1687	17%	1567	1722	10%	1523	1643	8%
Changed to Pending	2458	2821	15%	2449	2998	22%	2429	2904	20%
Closed Sales	2715	2348	-14%	2757	3124	13%	2745	2967	8%

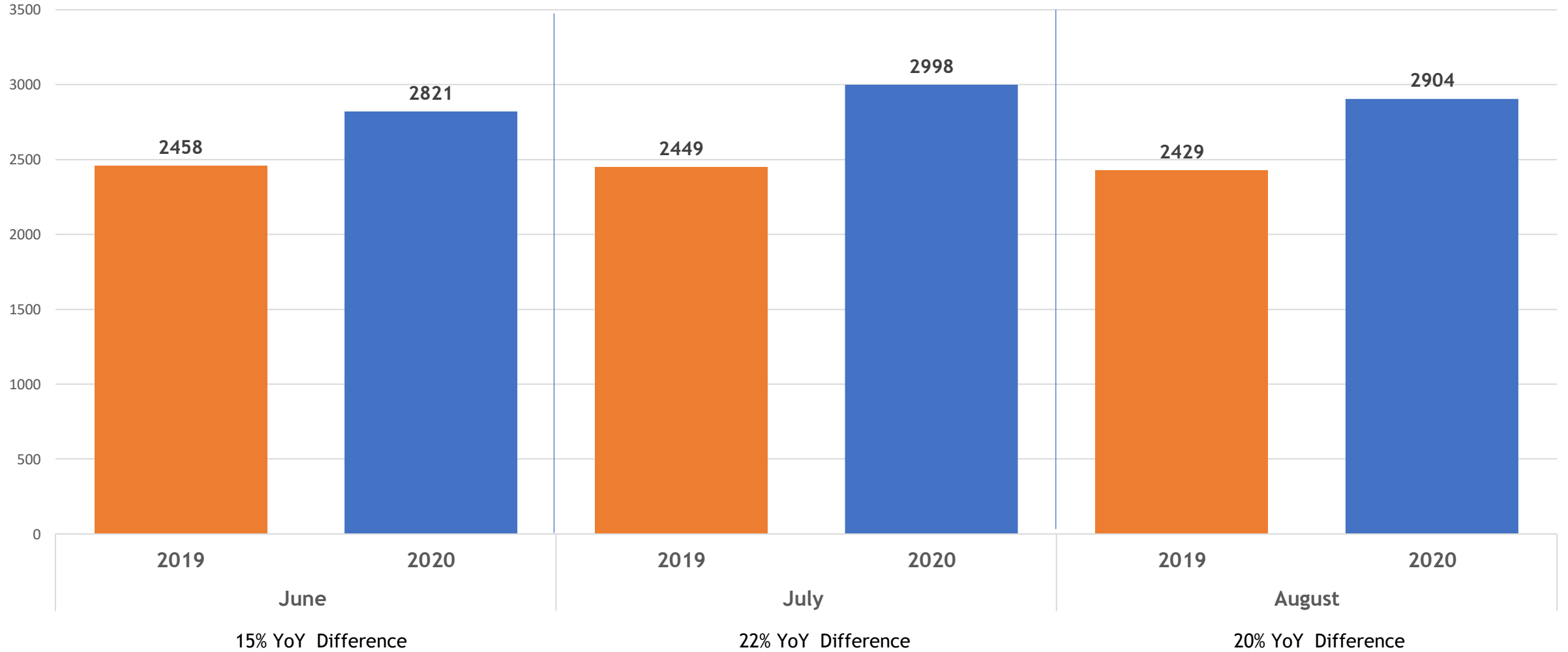
New Homes Listed 2019 vs. 2020 June, July, August

All MLS Listings counties



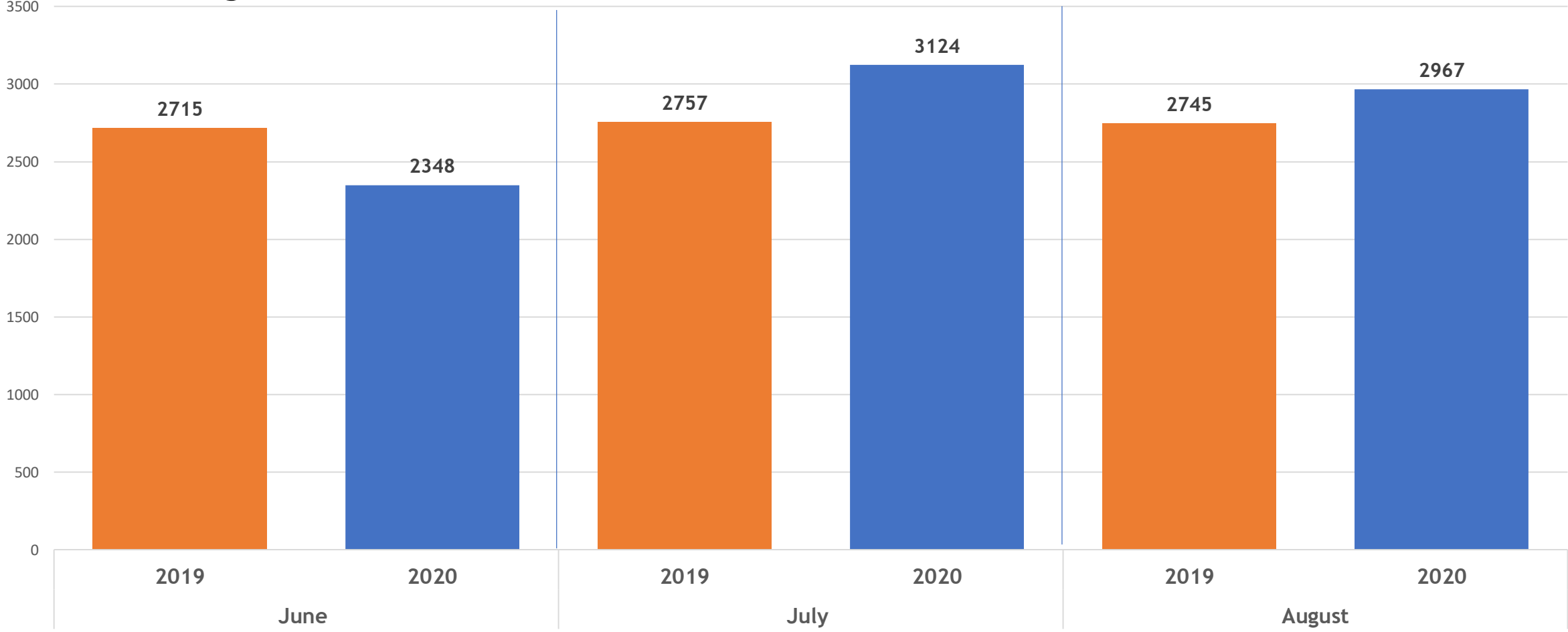
Change to Pending 2019 vs. 2020 June, July, August

All MLSListings counties



Closed Sales 2019 vs. 2020 June, July, August

All MLS Listings counties



-14% YoY Difference

13% YoY Difference

8% YoY Difference

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

