



### 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**  
Broker/Owner at Aculist, Inc.  
grace@aculist.com | 408-642-8970

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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

**Christopher Harris - Aculist, Inc.**  
Buyer's Agent in every transaction we handle, track and share this as possible. I strive to provide my clients with the highest level of service and quality customer service. If you need estate, please call me at 408-642-8970. I'll get you the best results possible.

CHRYSE 83232229 | chris@aculist.com | 408-642-8970

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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 BIDS	3 BIDS	4 BIDS	5+ BIDS

**LAST 90 DAYS - MARKET DATA**

	01 BIDS	1 BIDS	4 BIDS	5+ BIDS
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**

**CHRISTOPHER HARRIS**  
CAL DRE # 01233338  
christopher@aculist.com  
408-642-8970  
Aculist, Inc.

My goal is to make every transaction as simple, easy and stress-free as possible. I provide my clients with the highest level of service and quality customer service. If you need estate, please call me at 408-642-8970. I'll get you the best results possible.

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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

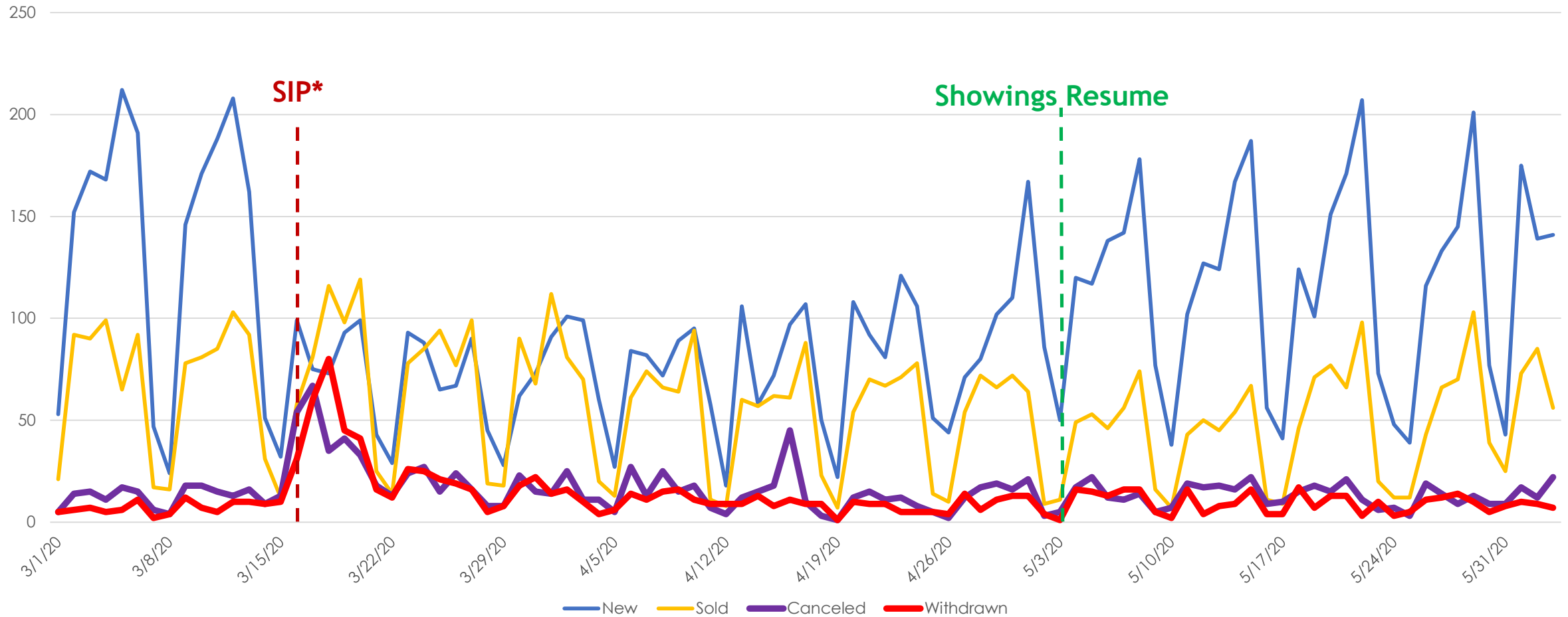
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# The Aculist Daily

Data as of 06/3/20 Aculist, Inc.

# New/Sold vs. Cancelled/Withdrawn

All MLSListings counties March 1<sup>st</sup> – June 3<sup>rd</sup>



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



MLSListings Inc. © 2020

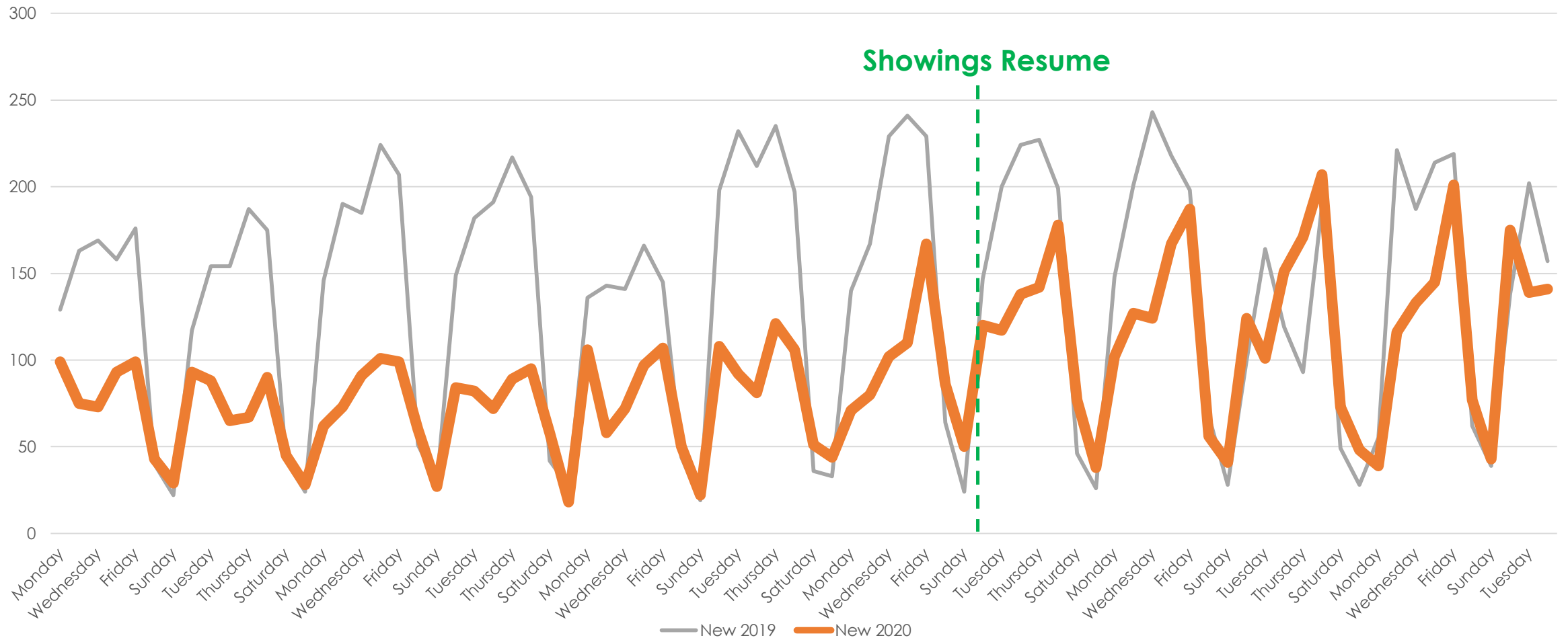
# March, April and May 2019 vs. 2020

All MLSListings counties March 16<sup>th</sup> – June 3<sup>rd</sup>

Total # of Properties:	2019	2020	% Diff
Sold	6915	4425	-36%
New	10883	7477	-31%
Changed to Contingent	3956	2770	-30%
Changed to Pending	6972	3989	-43%
TFT	1008	994	-1%
Cancelled	1230	1277	4%
Withdrawn	756	1050	39%

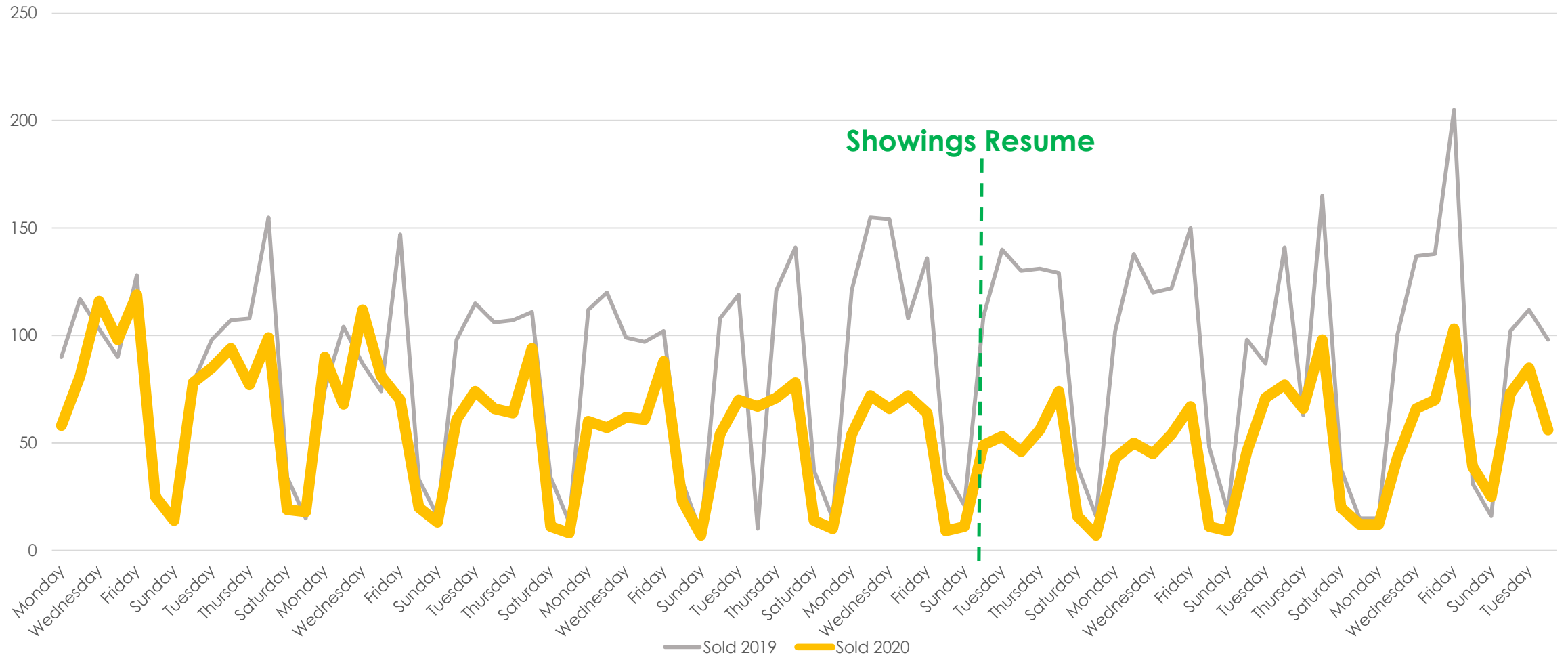
# New Homes Listed 2019 vs. 2020 (Dates Shifted)

All MLS Listings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



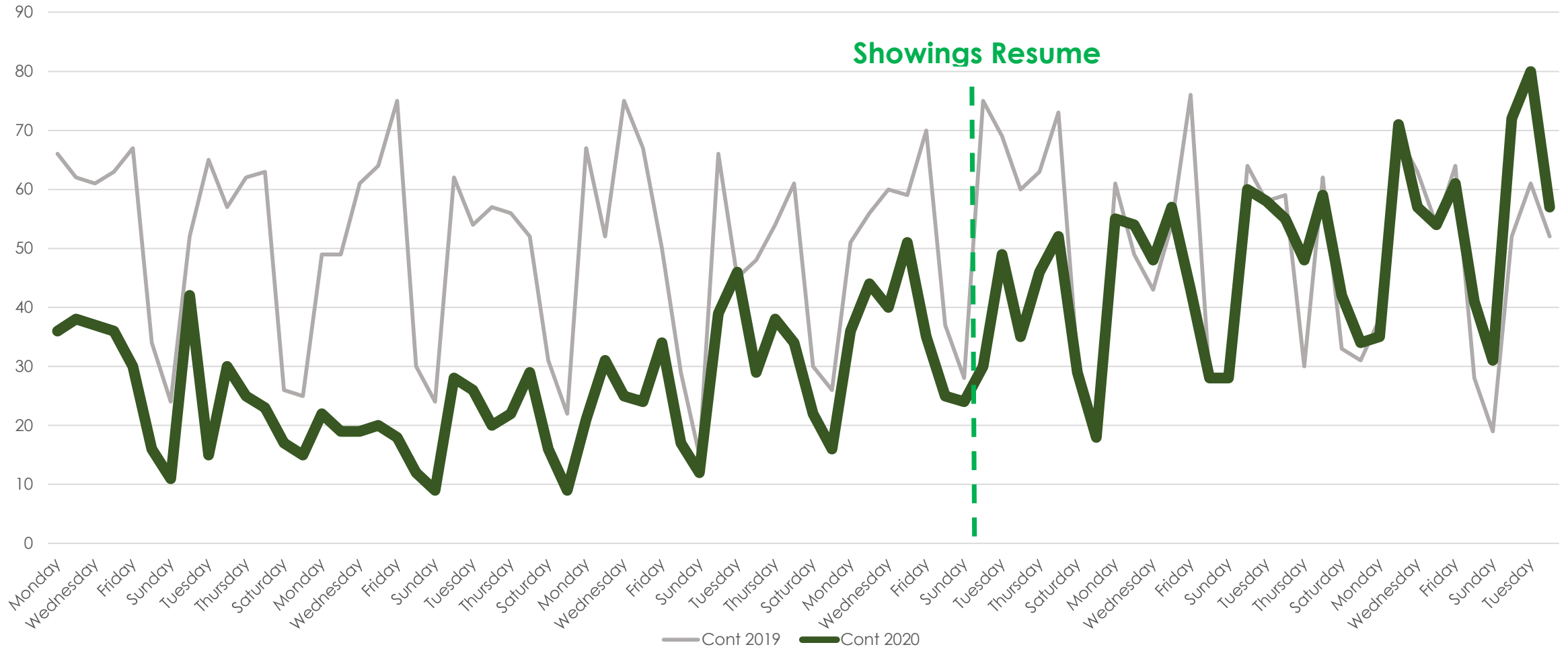
# Sold Listings 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



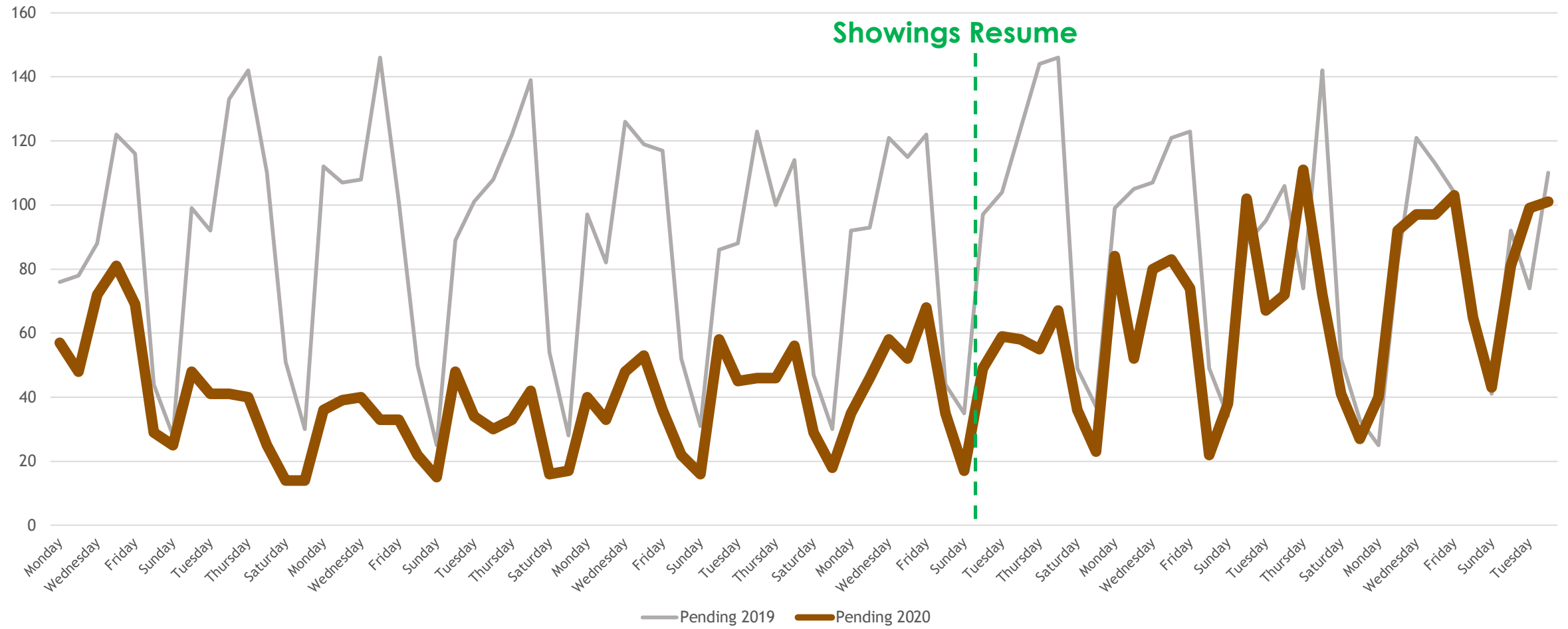
# Change to Contingent 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



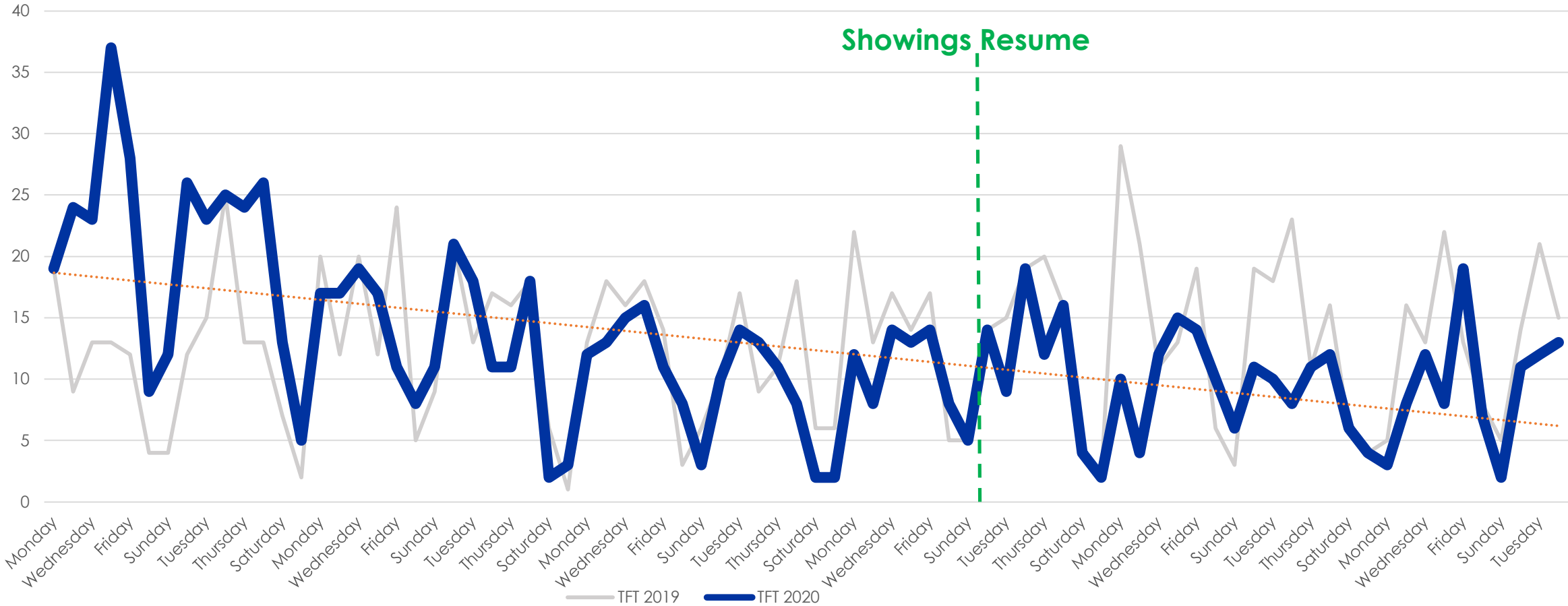
# Change to Pending 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



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

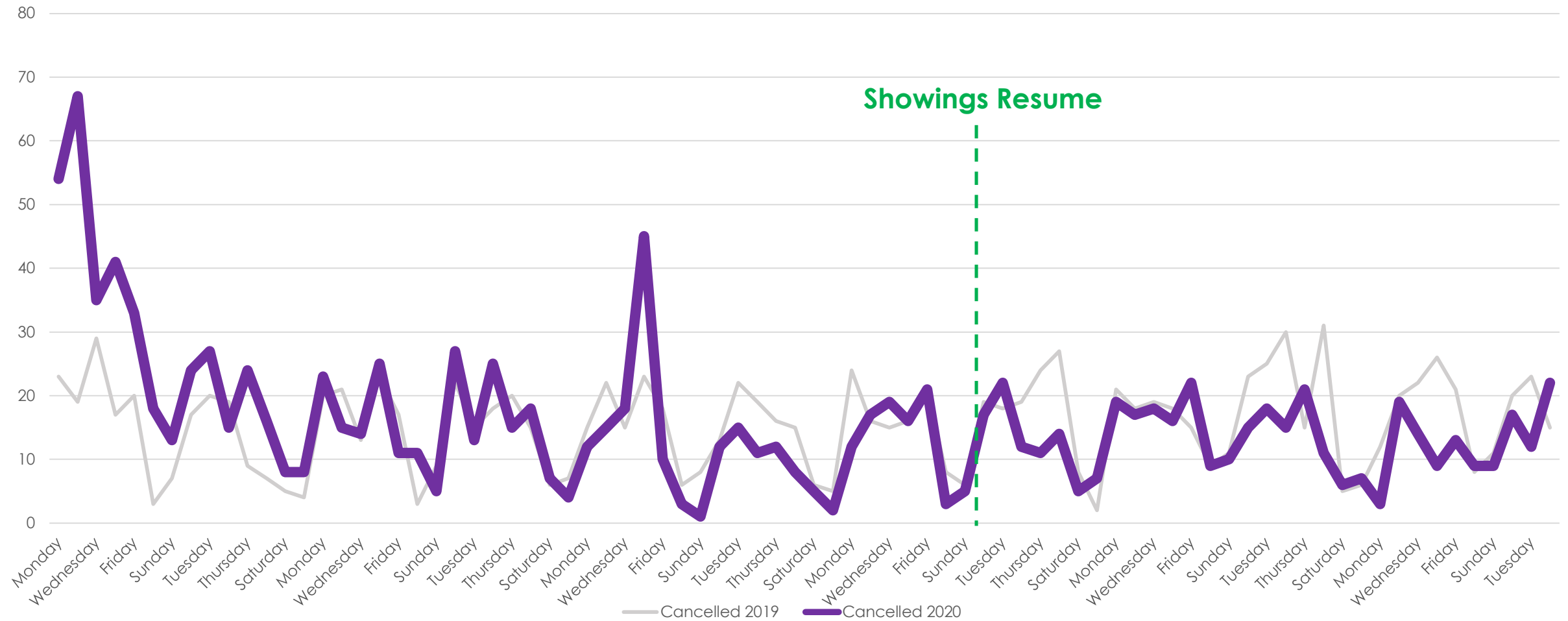
All MLS Listings counties March 16<sup>th</sup> – June 3<sup>rd</sup>





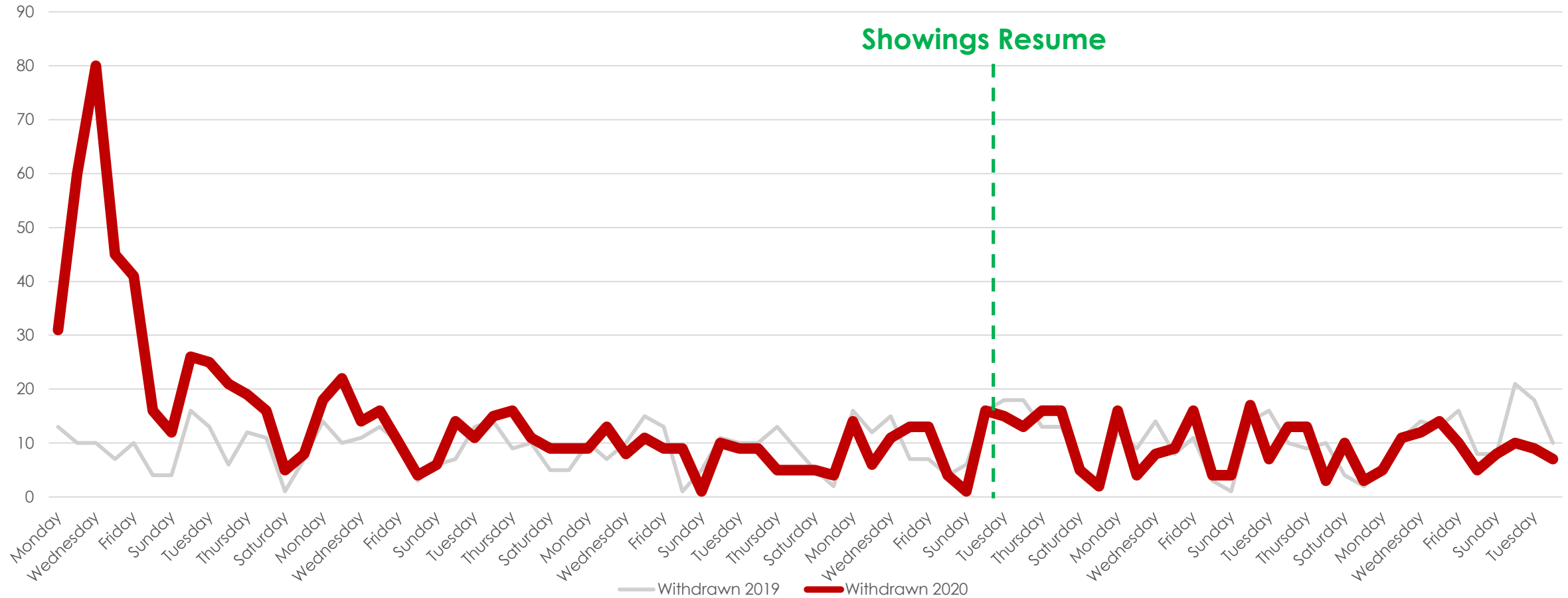
# Cancelled Listings 2019 vs. 2020 (Day of Week)

All MLS Listings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



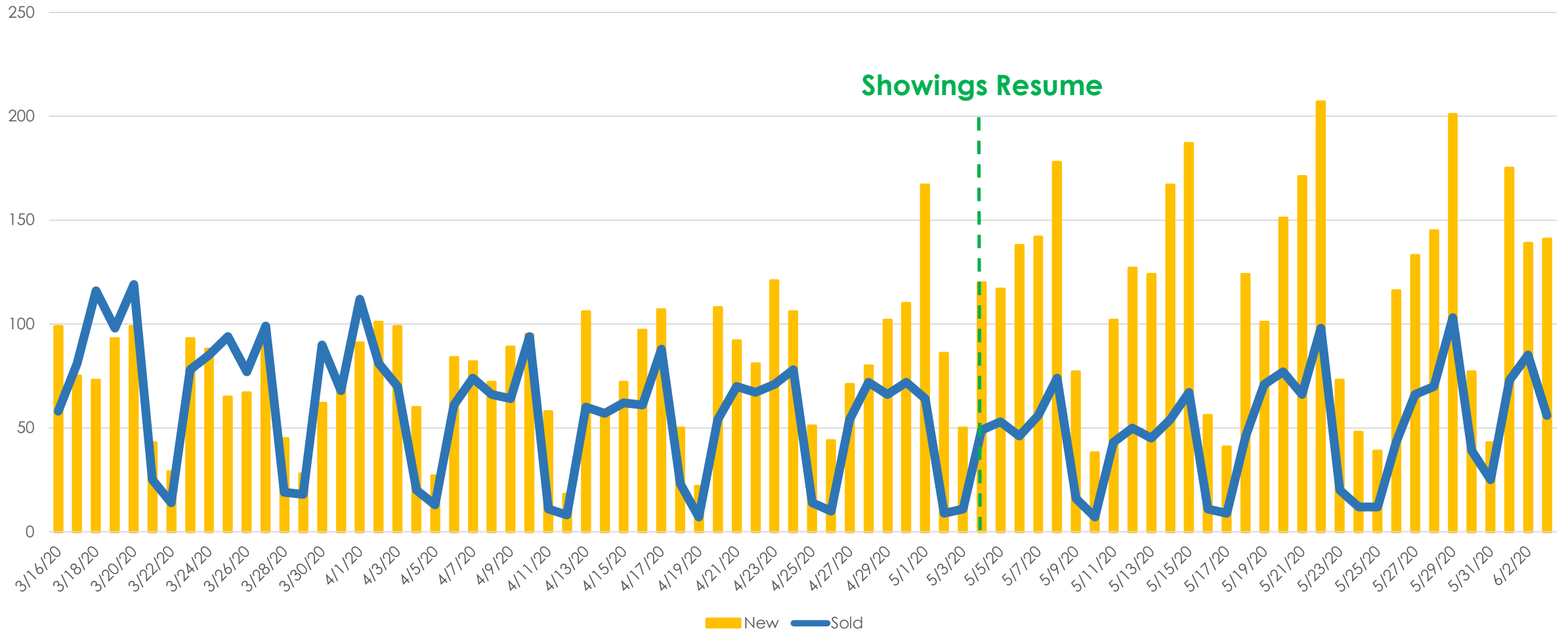
# Withdrawn Listings 2019 vs. 2020 (Day of Week)

All MLSListings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



# New Listings and Sold Homes

All MLS Listings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



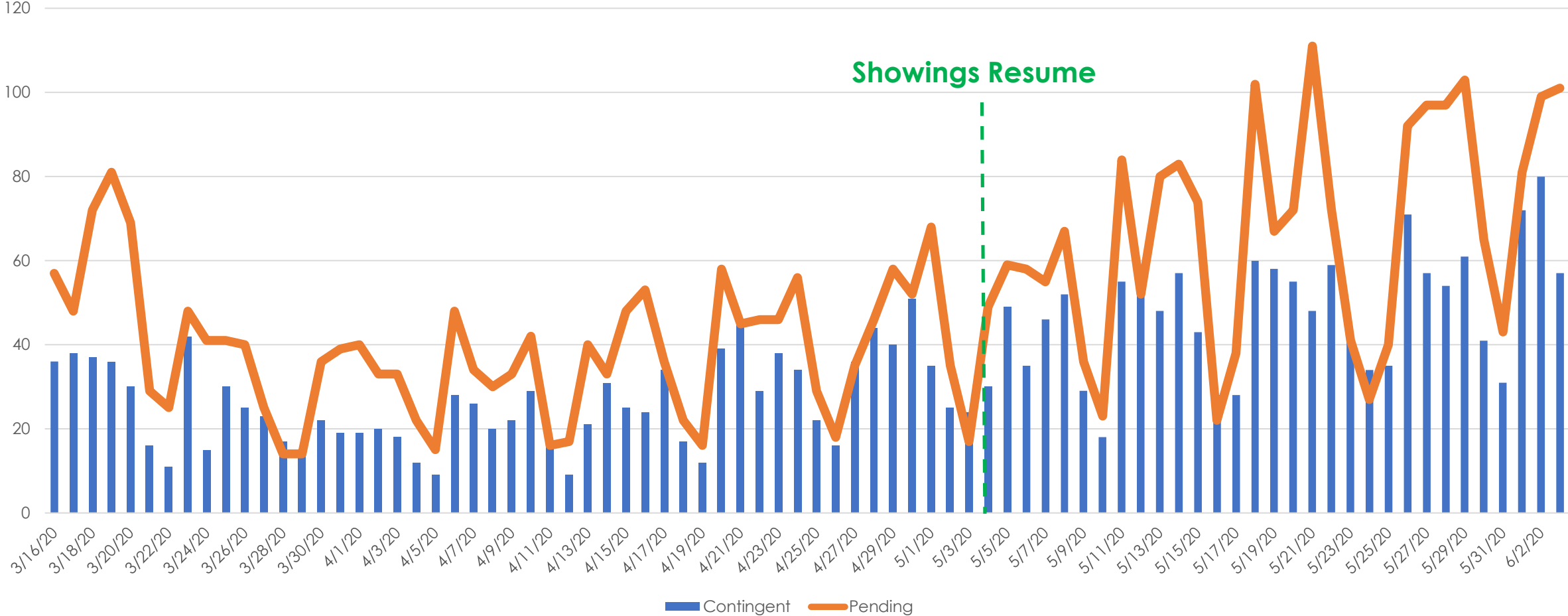
(SIP) Shelter-in-Place 3-17-20  
All Five MLS Listings Counties



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# Change to Contingent and Change to Pending

All MLSListings counties March 16<sup>th</sup> – June 3<sup>rd</sup>



# 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

