



### 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

**LISTED SALES**  
 + 323

**HOUSES LISTED**  
 + 159

**GRACE HUANG**  
 Broker/Owner at Aculist, Inc.  
 408-642-8970 | ghuang@aculist.com

### 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**  
 SOLD: 12  
 NEW: 46

**Christopher Harris - Aculist, Inc.**  
 408-642-8970 | charris@aculist.com

### 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**

**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

Powered by: **ACULIST**

# The Aculist Weekly

Data for the week ending 07/04/20 Aculist, Inc.

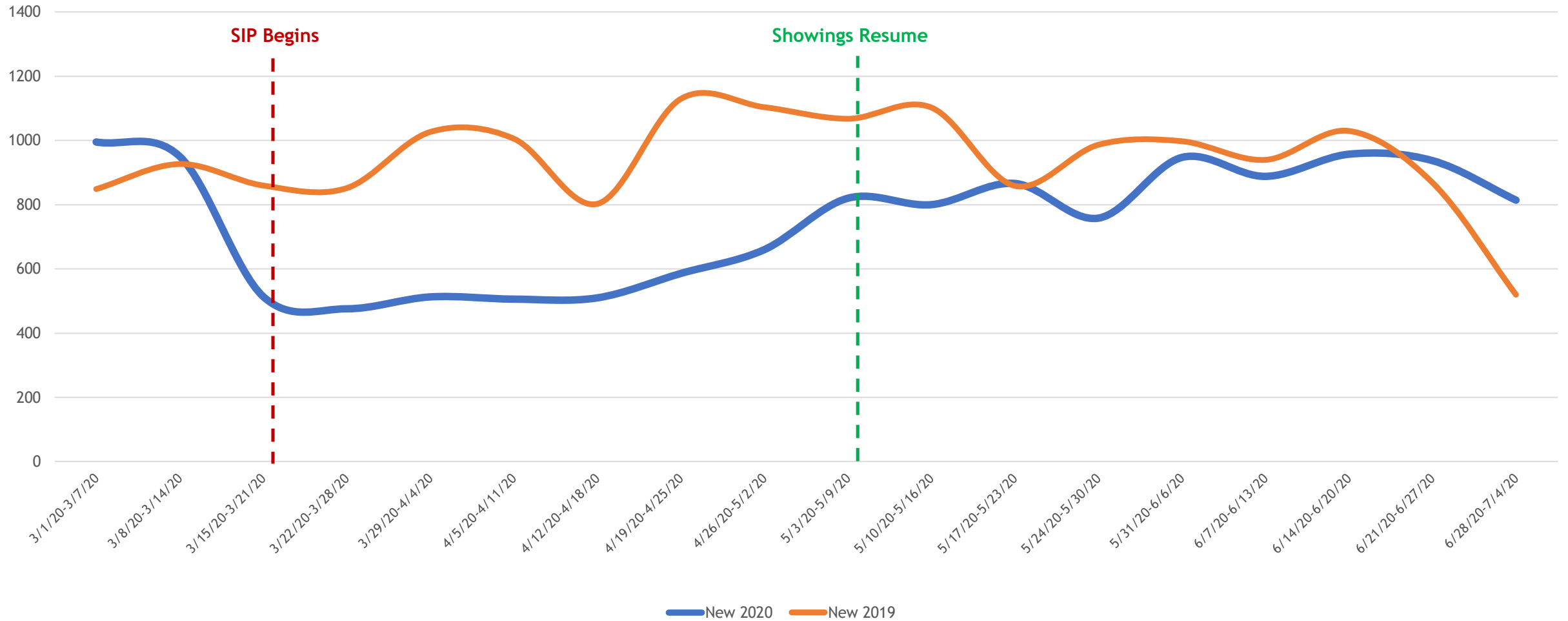
# Welcome to the Aculist Weekly Update

- 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 4th
- 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 4<sup>th</sup> by week



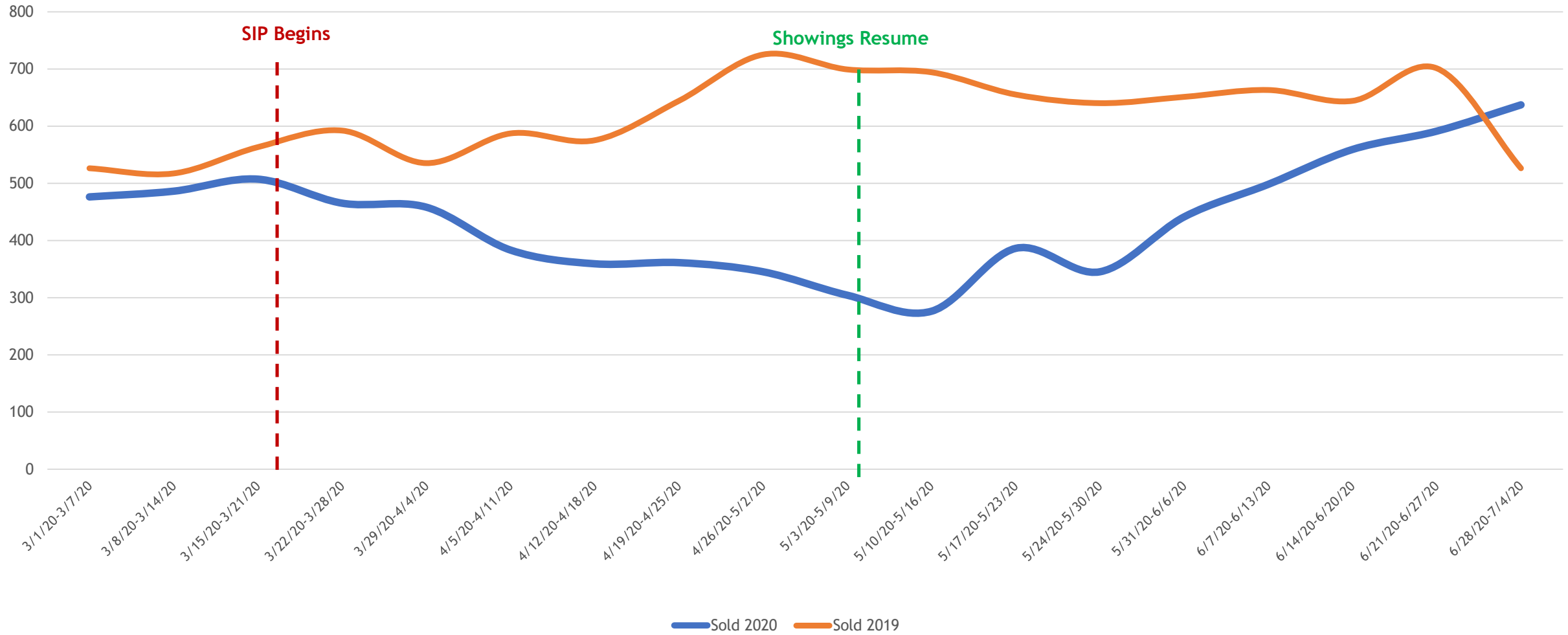
(SIP) Shelter-in-Place 3-17-20  
All Five MLSListings Counties



MLSListings Inc. © 2020

# Closed Sales 2019 vs. 2020

All MLS Listings counties March 1<sup>st</sup> – July 4<sup>th</sup>



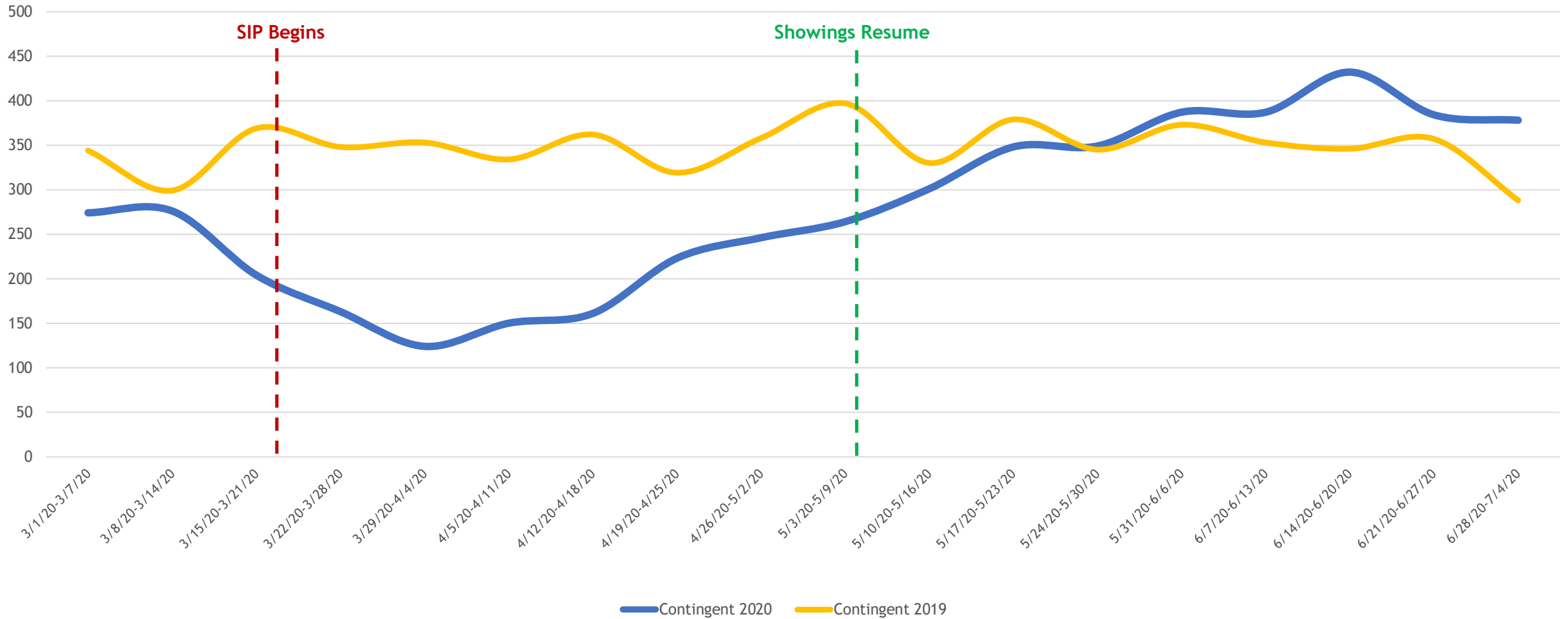
(SIP) Shelter-in-Place 3-17-20  
All Five MLS Listings Counties



MLS Listings Inc. © 2020

# Change to Contingent 2019 vs. 2020

All MLS Listings counties March 1<sup>st</sup> – July 4<sup>th</sup>



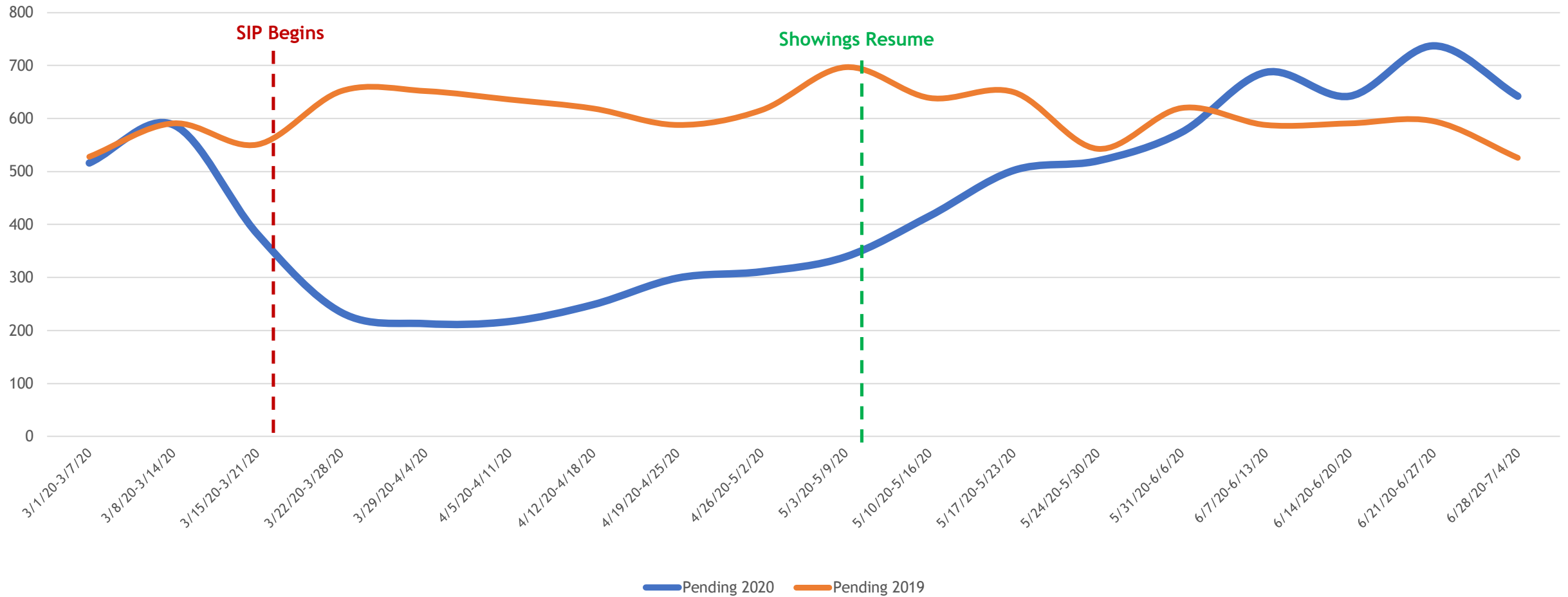
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All Five MLS Listings Counties



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# Change to Pending 2019 vs. 2020

All MLSListings counties March 1<sup>st</sup> – July 4<sup>th</sup>



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



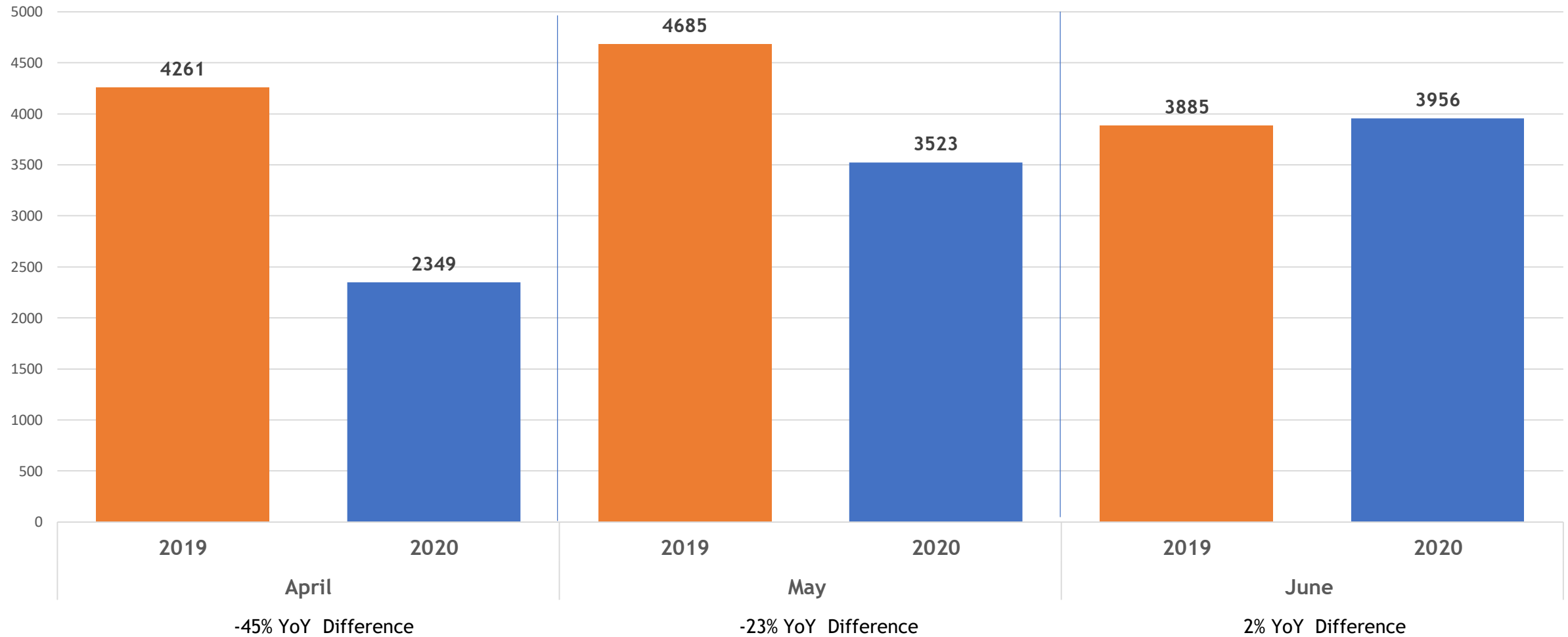
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# April, May, June (Q2) 2019 vs. 2020

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

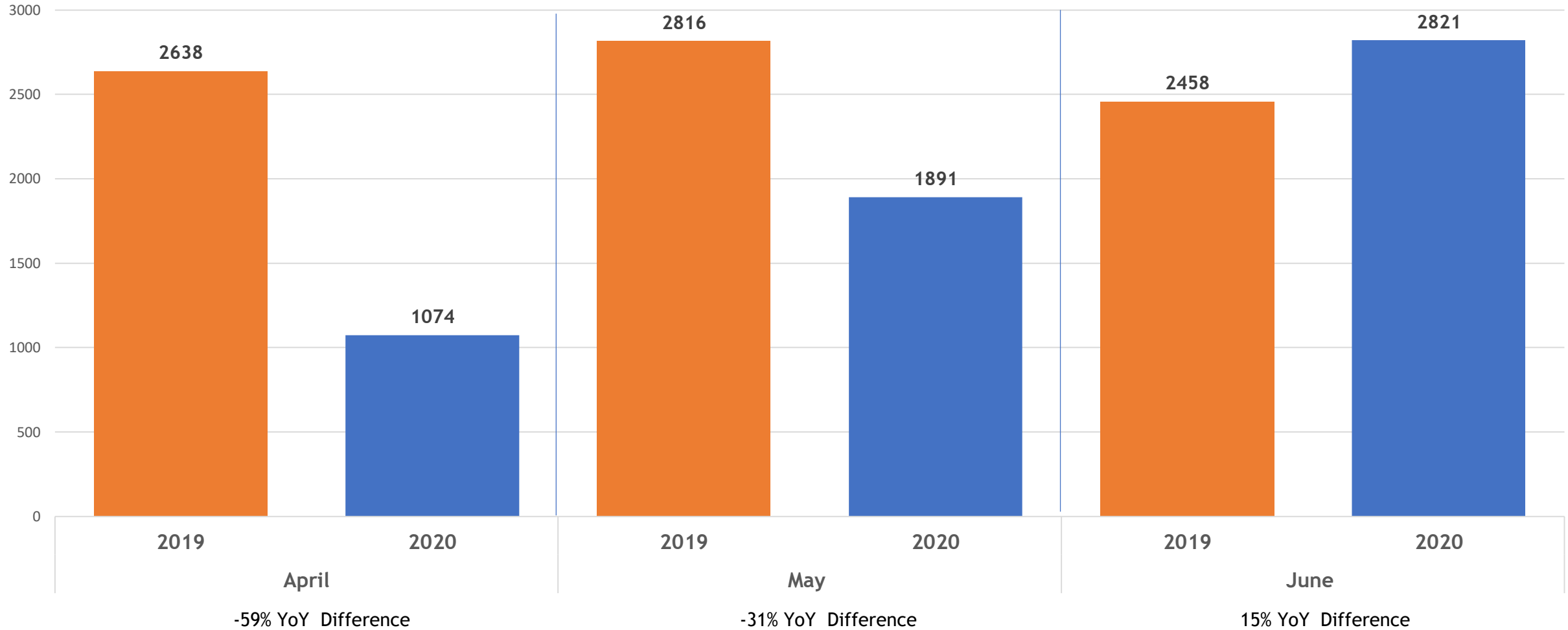
All MLSListings counties





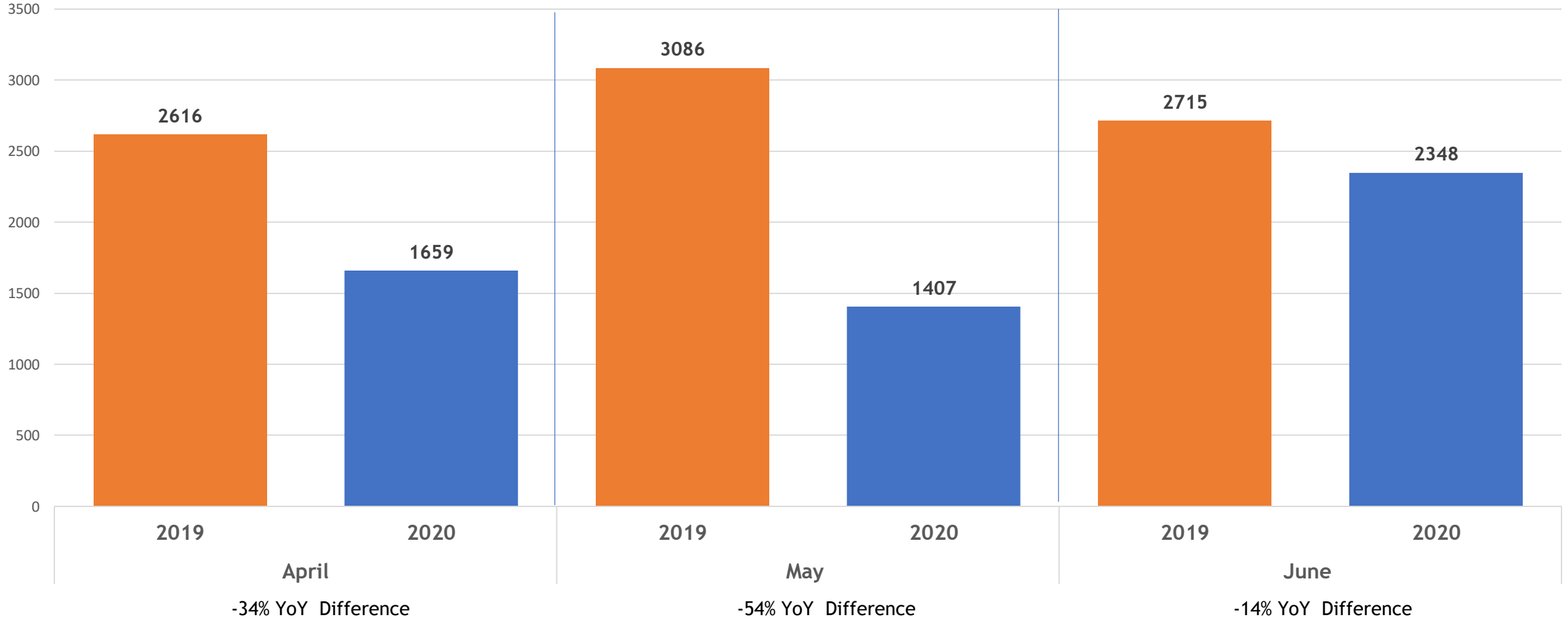
# Change to Pending 2019 vs. 2020 April, May, June (Q2)

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

