



### 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/Realtor

**ACULIST**

### 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%**  
To 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	3	4	5*
	HOUS	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**

**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 10/24/20 Aculist, Inc.

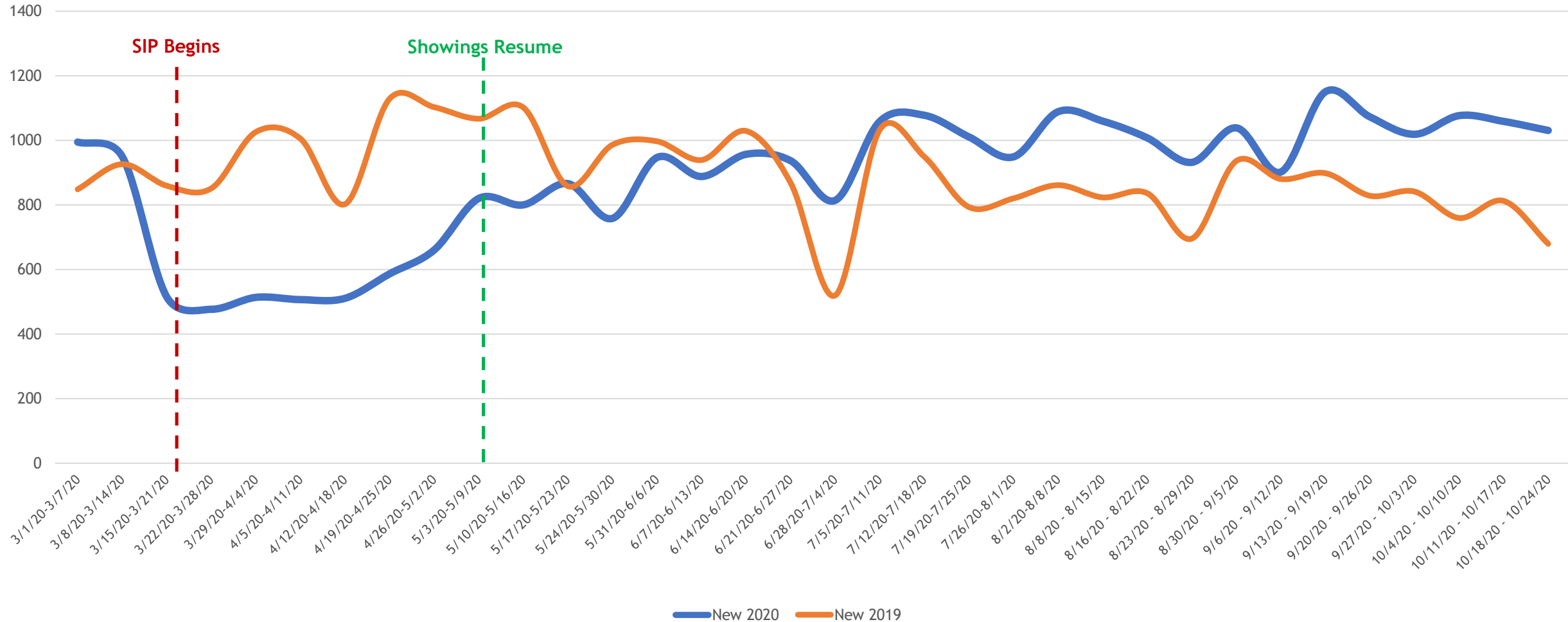
# Welcome to the Aculist Weekly Update

- The Weekly Update looks at real estate activity in the five counties serviced by MLSListings.
- The time period covered is March thru last Saturday, October 24<sup>th</sup>
- 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> – October 24<sup>th</sup> by week



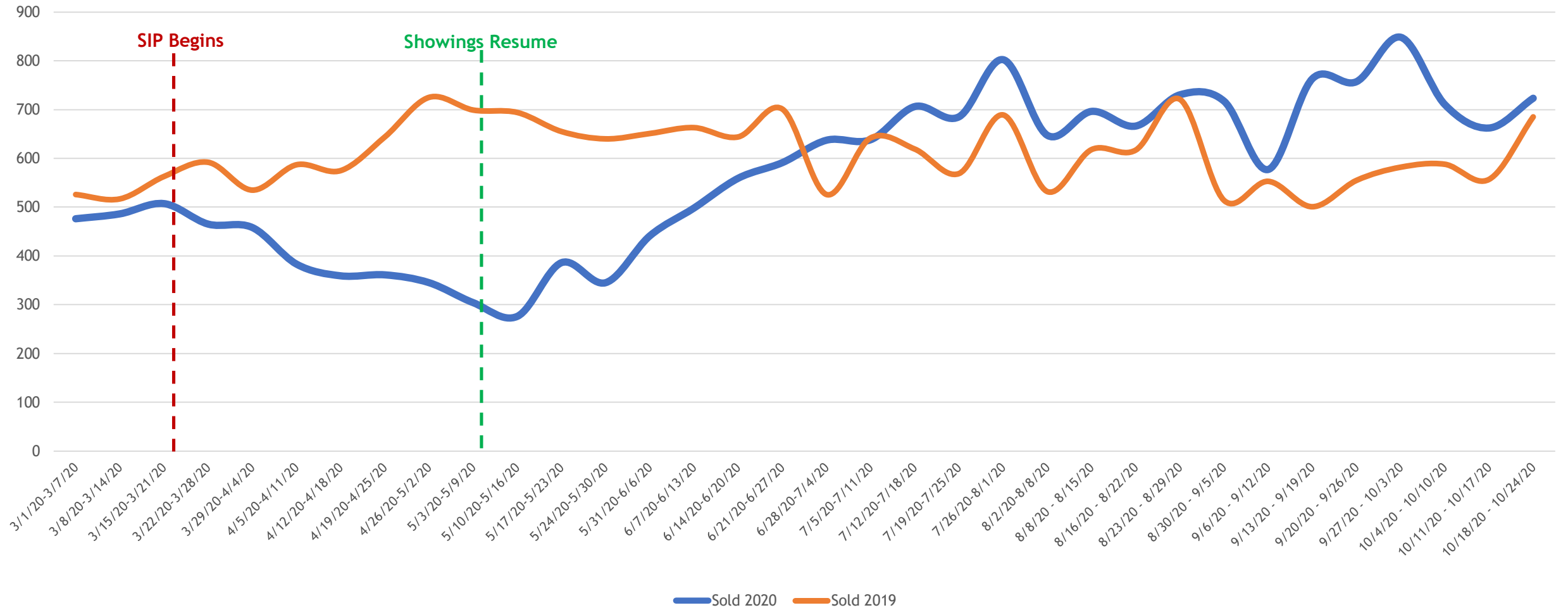
(SIP) Shelter-in-Place 3-17-20  
All Five MLSListings Counties



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# Closed Sales 2019 vs. 2020

All MLSListings counties March 1<sup>st</sup> – October 24<sup>th</sup>



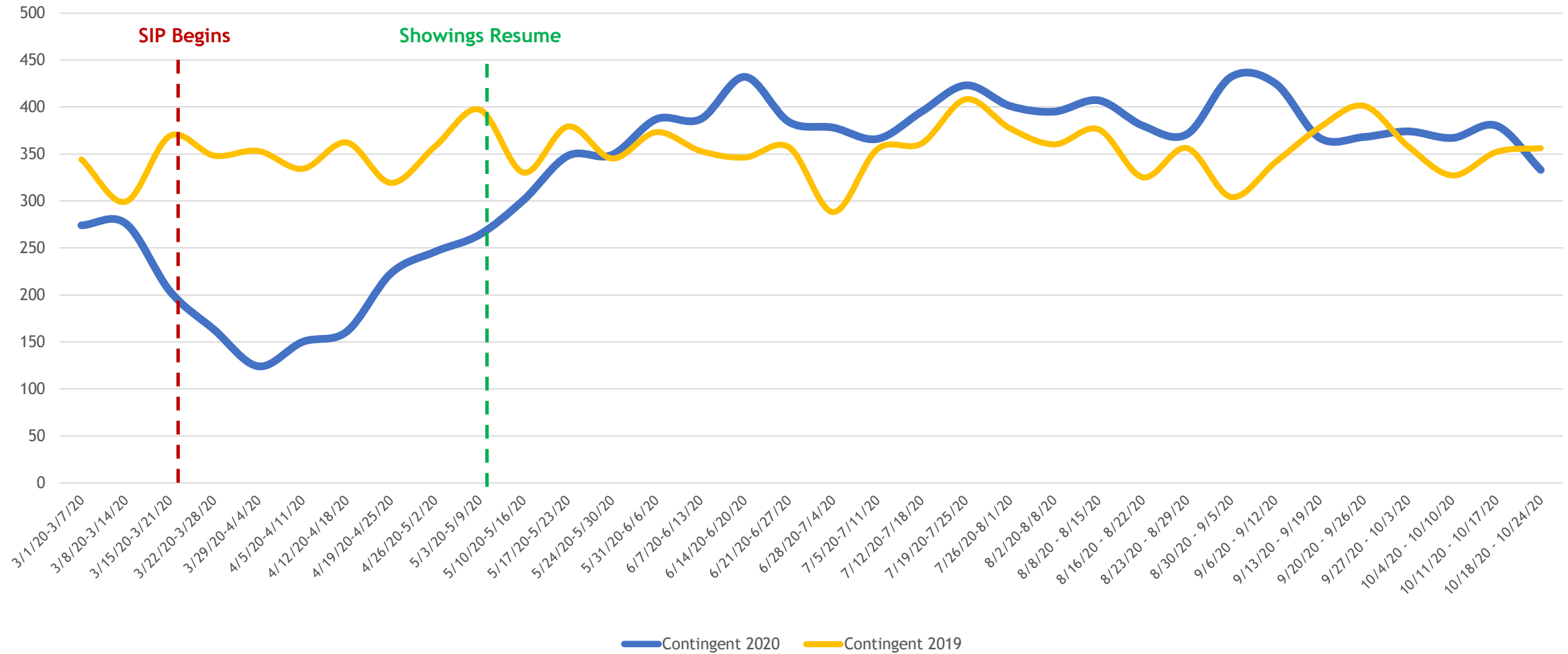
(SIP) Shelter-in-Place 3-17-20  
All Five MLSListings Counties



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# Change to Contingent 2019 vs. 2020

All MLS Listings counties March 1<sup>st</sup> – October 24<sup>th</sup>



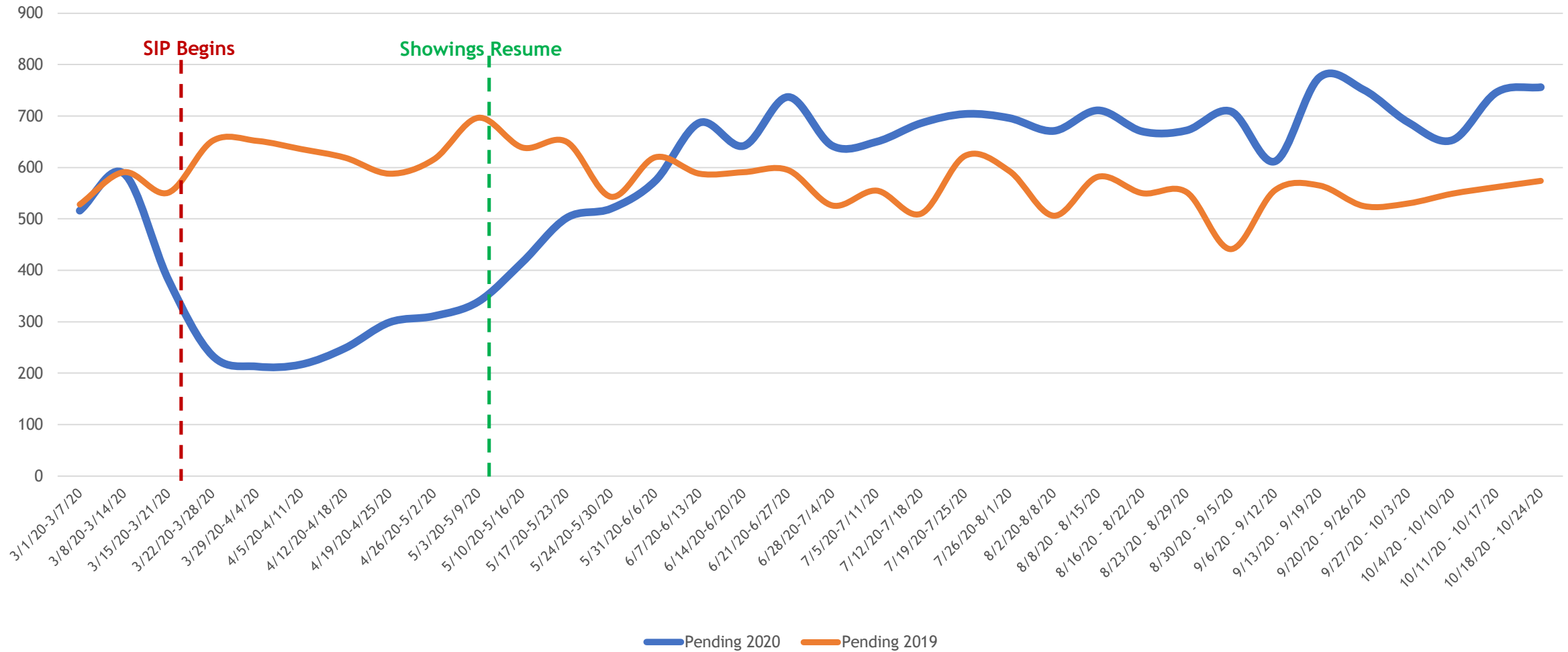
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All Five MLS Listings Counties



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# Change to Pending 2019 vs. 2020

All MLSListings counties March 1<sup>st</sup> – October 24<sup>th</sup>



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



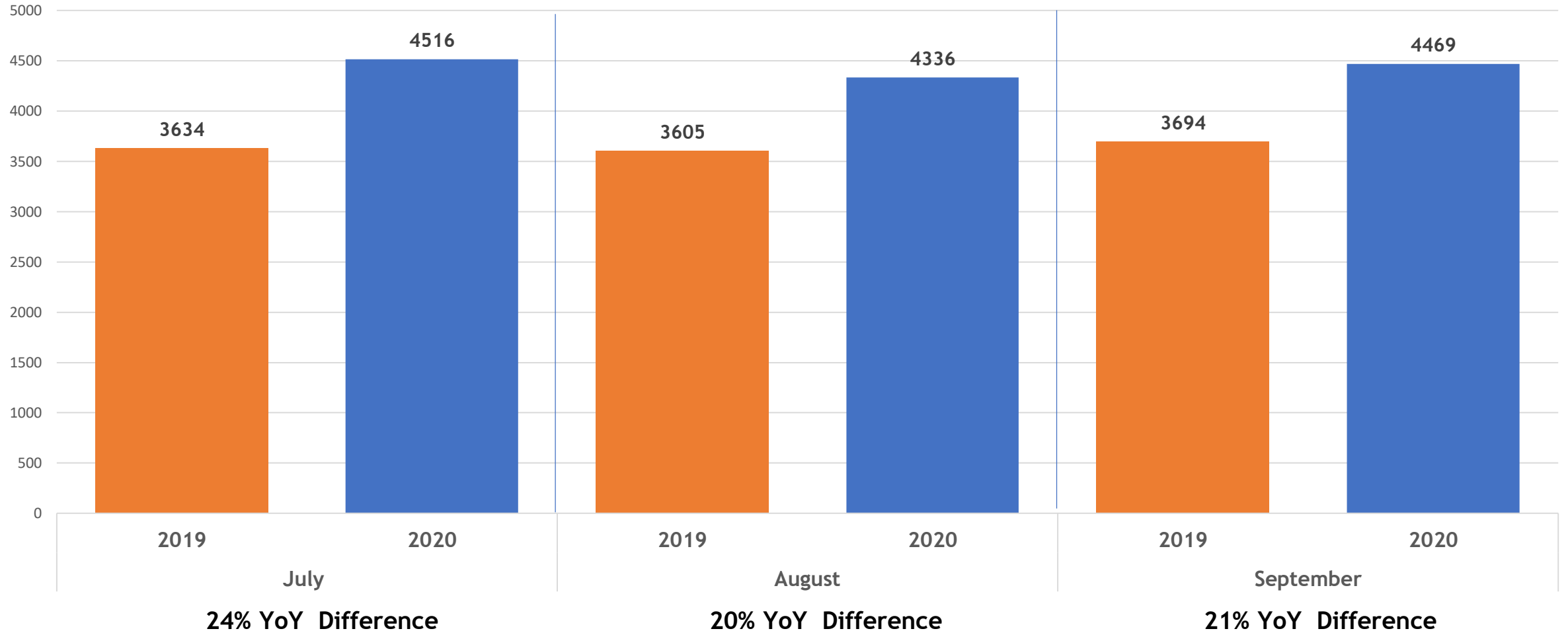
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# July, August, September 2019 vs. 2020

MLSL All Counties	July			August			September		
Total # of Properties	2019	2020	% Diff	2019	2020	% Diff	2019	2020	% Diff
New Listings	3634	4516	24%	3605	4336	20%	3694	4469	21%
Changed to Contingent	1567	1722	10%	1523	1643	8%	1461	1652	13%
Changed to Pending	2449	2998	22%	2429	2904	20%	2177	3047	40%
Closed Sales	2757	3124	13%	2745	2967	8%	2269	3155	39%

# New Homes Listed 2019 vs. 2020 July, August, September

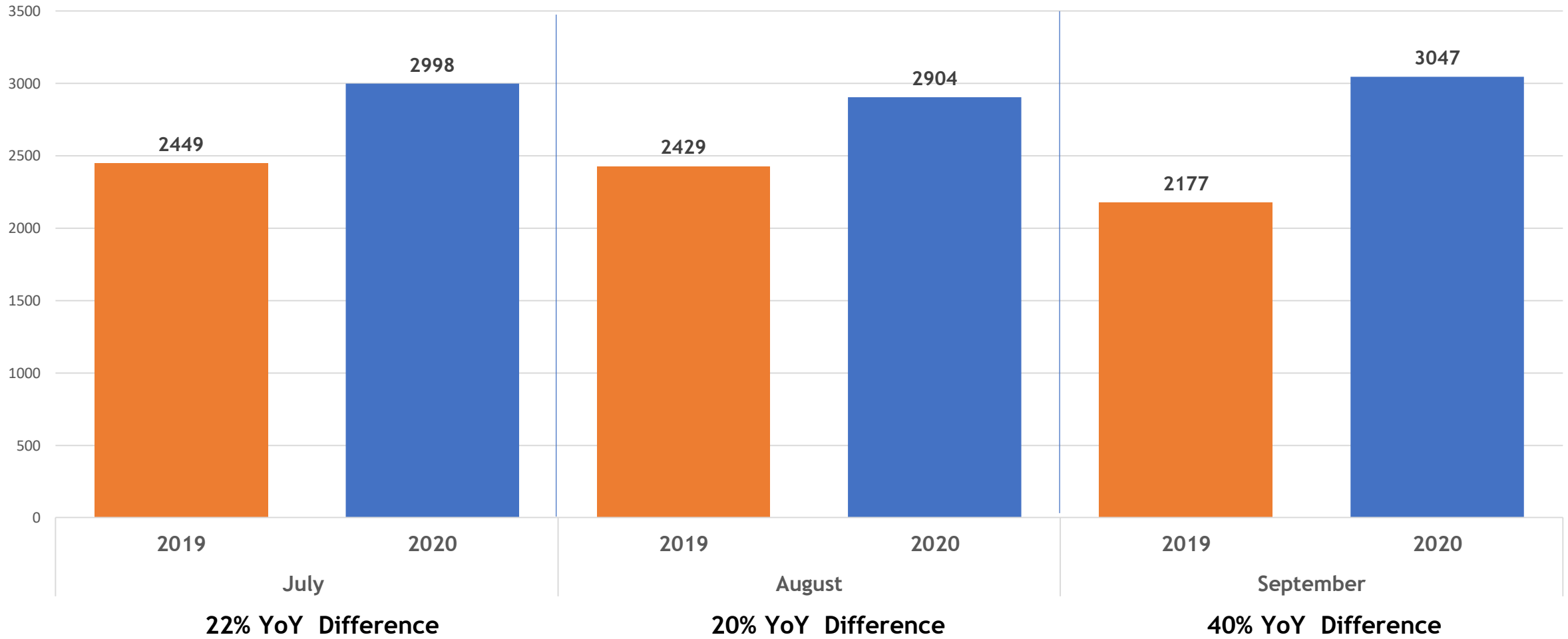
All MLSListings counties





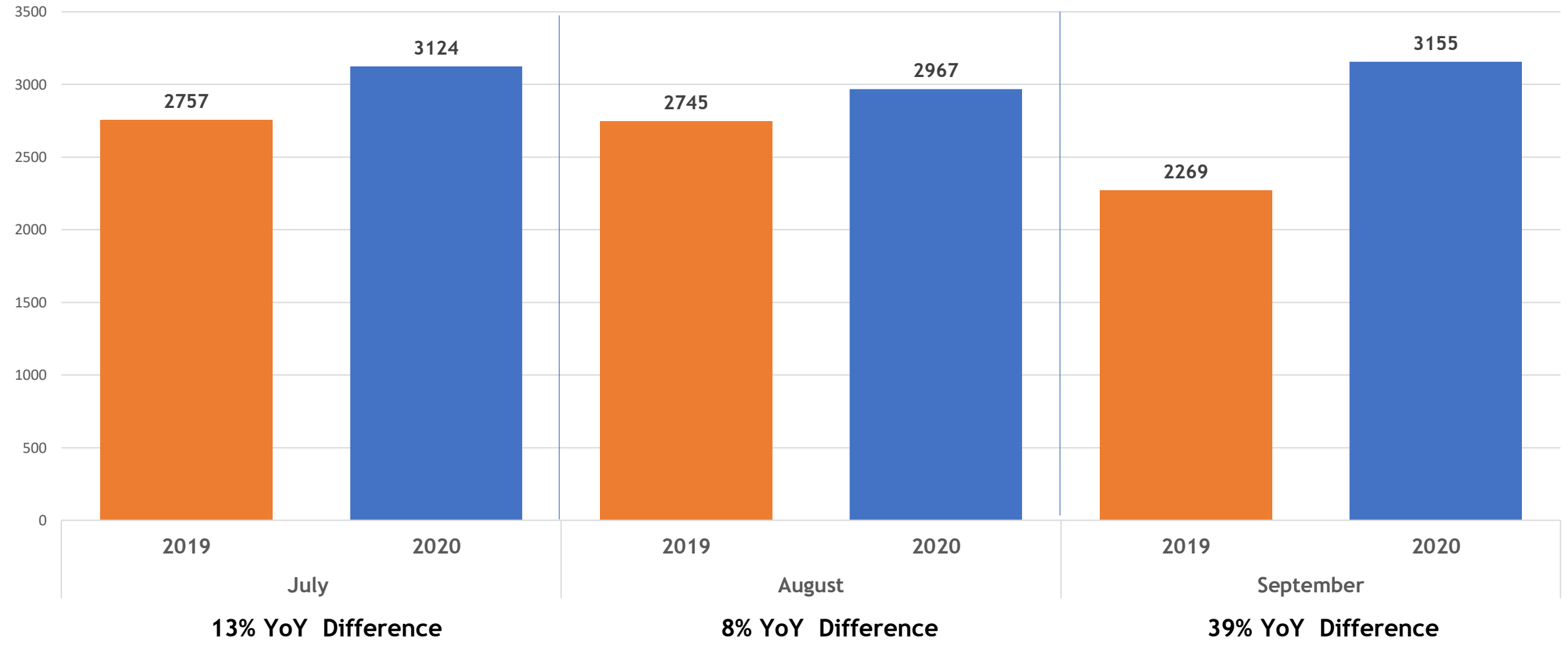
# Change to Pending 2019 vs. 2020 July, August, September

All MLS Listings counties



# Closed Sales 2019 vs. 2020 July, August, September

All MLS Listings counties



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



# Year to Date Comparison 2019 vs. 2020

January 1 - October 1st	2019	2020	difference	% diff
New Listings	33,828	31,852	1,976	<b>-6%</b>
Changed to Contingent	11,918	10,857	1,061	<b>-9%</b>
Changed to Pending	20,357	19,763	594	<b>-3%</b>
Closed Sales	21,748	20,203	1,545	<b>-7%</b>

# 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

