



San Benito County 2019 Year In Review

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Today's Session

Let's Talk about 2019...with lots and lots of data!

- 1 County data
- 2 MLS Area data
- 3 ZIP code data
- 4 2020 thoughts

Aculist Disclaimer

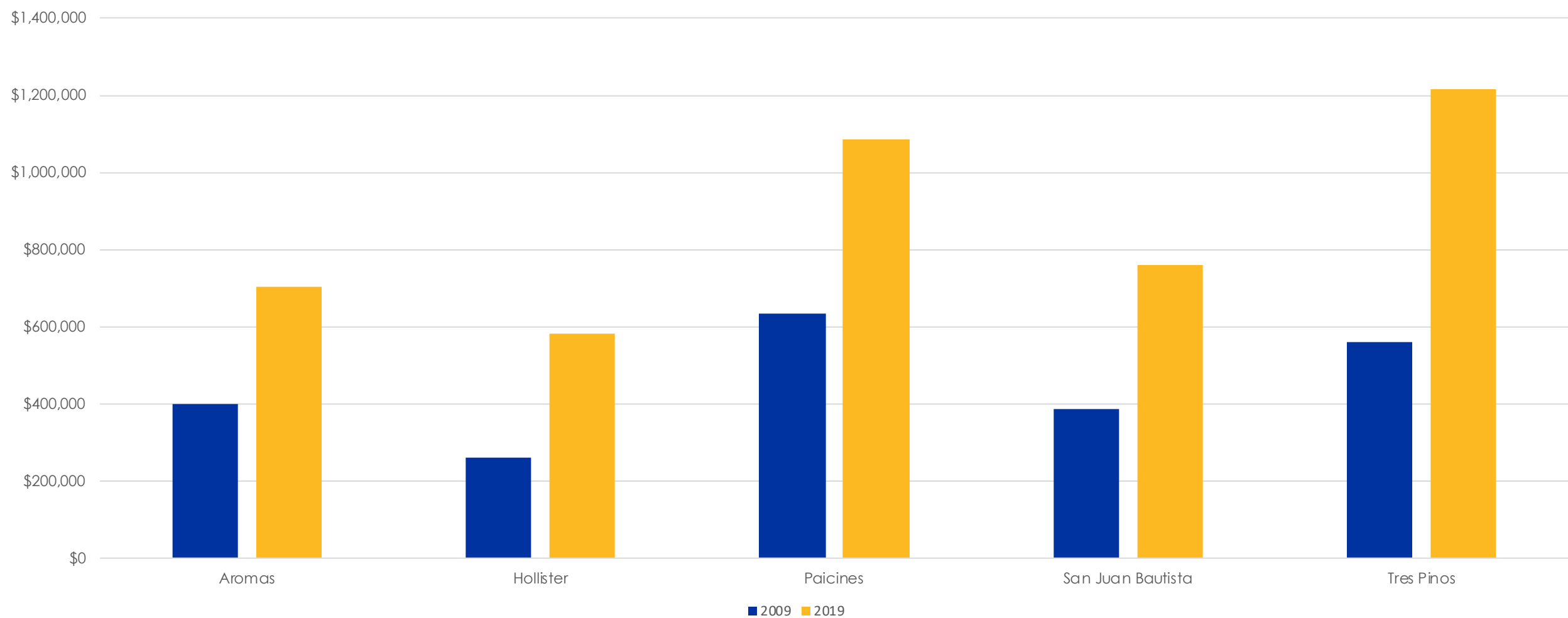
What you should know about this session:

- I am covering data that comes directly from MLSListings.
- I am not authorized to make forward-looking statements.
- We will be focusing on data from past months, quarters, years.

San Benito County – 10 Year Comparison

| City | 2009 | 2019 | Δ |
|-------------------|-----------|-------------|---------|
| Hollister | \$259,110 | \$580,990 | 124.23% |
| Tres Pinos | \$560,000 | \$1,217,000 | 117.32% |
| San Juan Bautista | \$385,000 | \$758,250 | 96.95% |
| Aromas | \$400,000 | \$705,000 | 76.25% |
| Paicines | \$632,800 | \$1,084,250 | 71.34% |

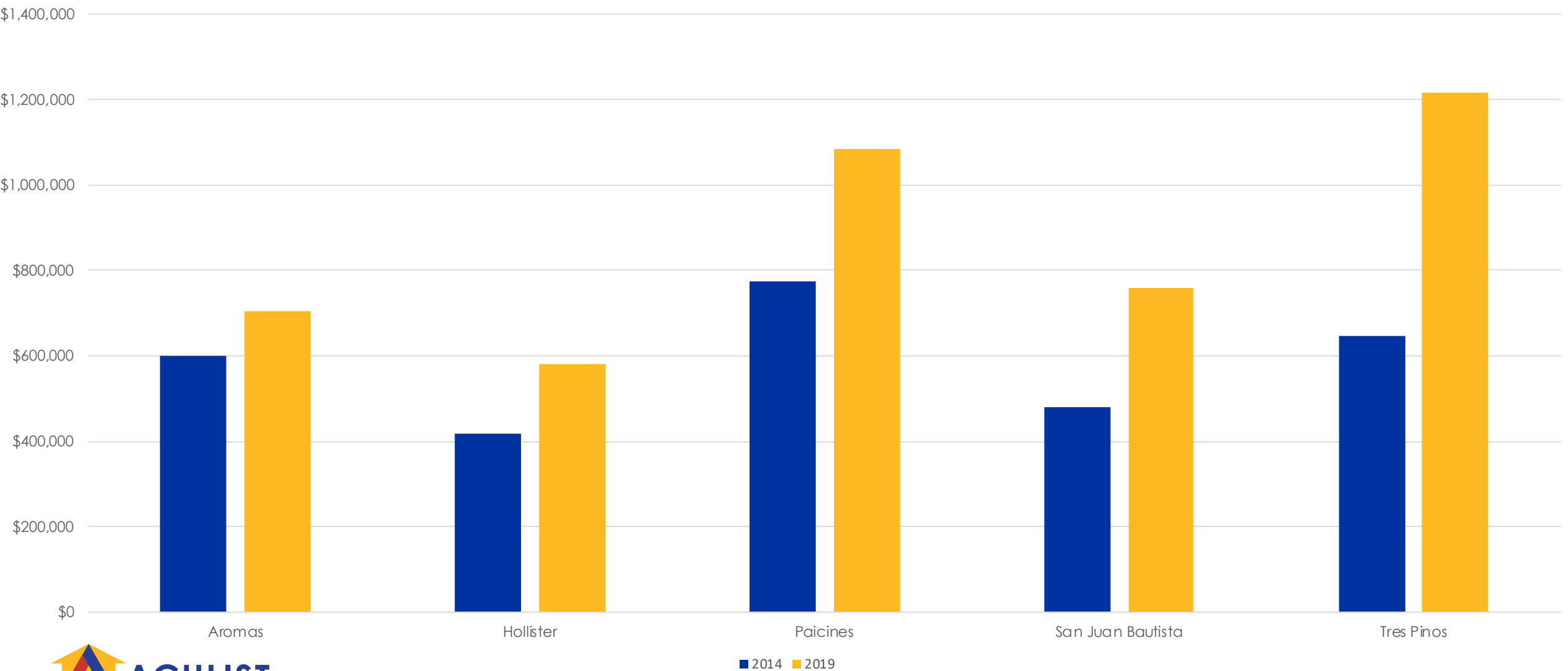
San Benito County – 10 Year Comparison



San Benito County – 5 Year Comparison

| City | 2014 | 2019 | Δ |
|-------------------|-----------|-------------|--------|
| Tres Pinos | \$647,500 | \$1,217,000 | 87.95% |
| San Juan Bautista | \$480,000 | \$758,250 | 57.97% |
| Paicines | \$775,000 | \$1,084,250 | 39.90% |
| Hollister | \$418,000 | \$580,990 | 38.99% |
| Aromas | \$601,500 | \$705,000 | 17.21% |

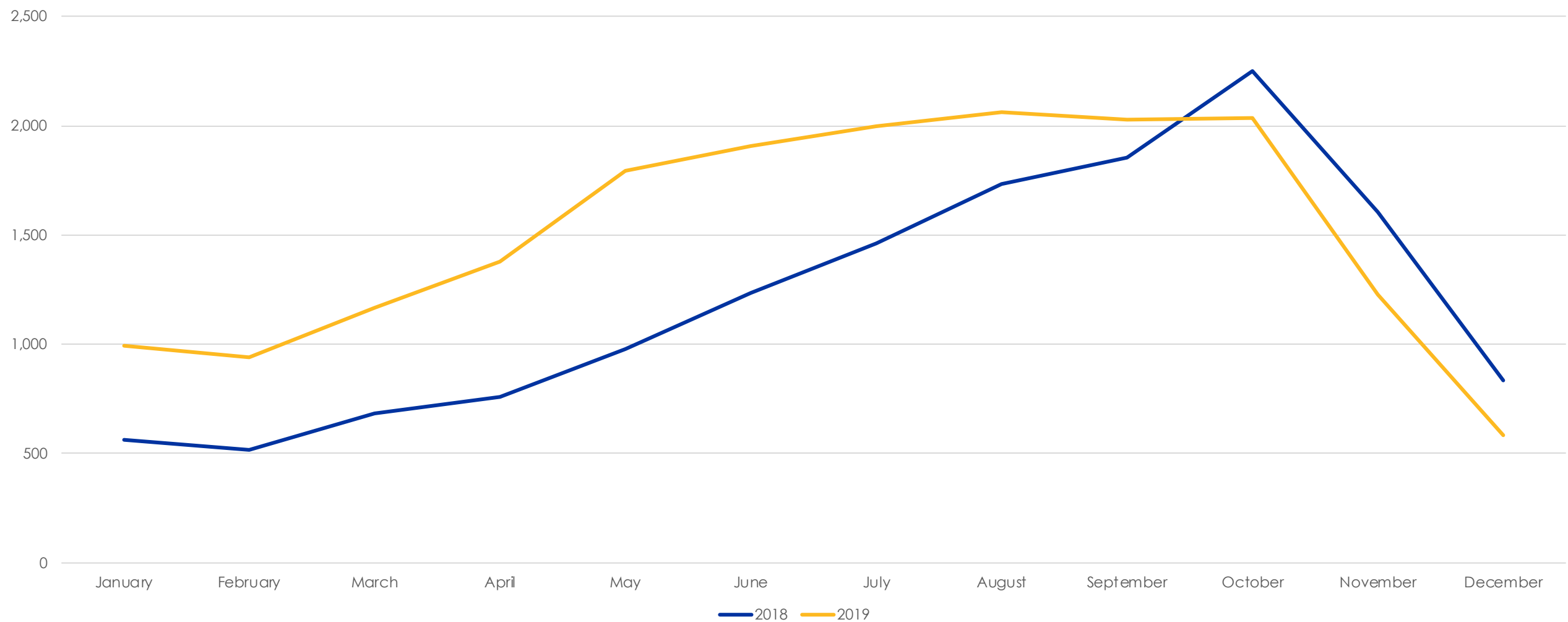
San Benito County – 5 Year Comparison



San Benito County – 2018 v. 2019

| City | 2018 | 2019 | Δ |
|-------------------|-------------|-------------|---------|
| Tres Pinos | \$858,950 | \$1,217,000 | 41.68% |
| San Juan Bautista | \$636,000 | \$758,250 | 19.22% |
| Aromas | \$638,250 | \$705,000 | 10.46% |
| Hollister | \$570,000 | \$580,990 | 1.93% |
| Paicines | \$1,453,500 | \$1,084,250 | -25.40% |

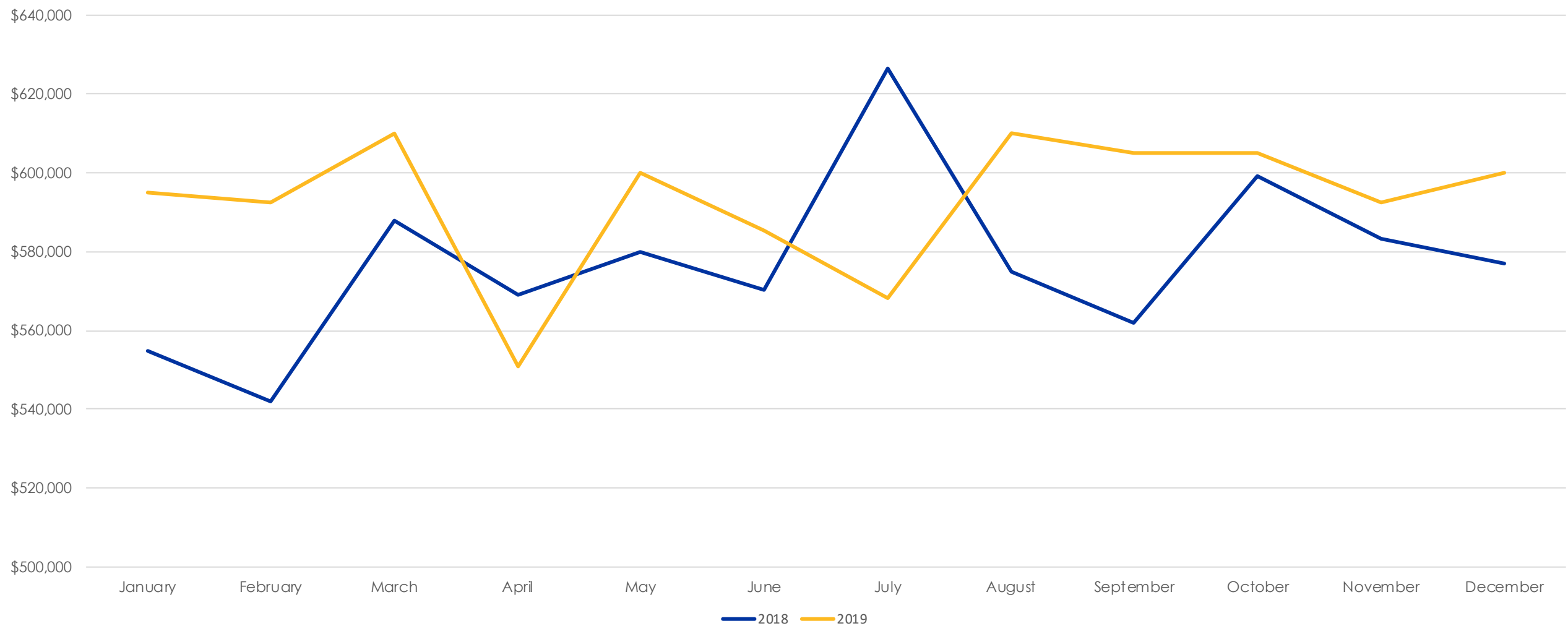
All Counties – Price Decreases



San Benito County – Median Price

| Month | 2018 | 2019 | Δ |
|-----------|-----------|-----------|--------|
| January | \$555,000 | \$595,000 | 7.21% |
| February | \$542,017 | \$592,500 | 9.31% |
| March | \$587,835 | \$610,000 | 3.77% |
| April | \$569,217 | \$550,900 | -3.22% |
| May | \$579,950 | \$600,000 | 3.46% |
| June | \$570,400 | \$585,495 | 2.65% |
| July | \$626,500 | \$568,399 | -9.27% |
| August | \$575,000 | \$609,950 | 6.08% |
| September | \$562,000 | \$605,204 | 7.69% |
| October | \$599,000 | \$604,944 | 0.99% |
| November | \$583,200 | \$592,450 | 1.59% |
| December | \$577,000 | \$600,000 | 3.99% |

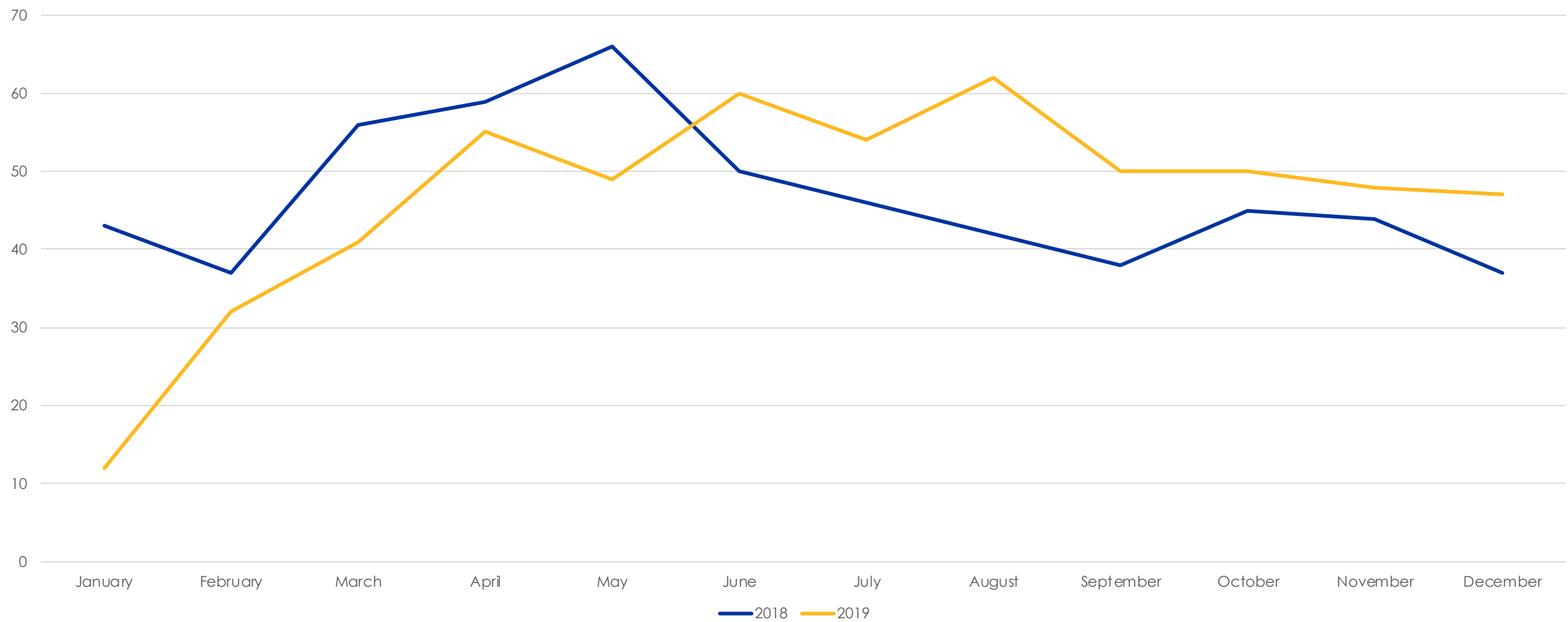
San Benito County – Median Price



San Benito County – Sold Homes

| Month | 2018 | 2019 | Δ |
|-----------|------|------|---------|
| January | 43 | 12 | -72.09% |
| February | 37 | 32 | -13.51% |
| March | 56 | 41 | -26.79% |
| April | 59 | 55 | -6.78% |
| May | 66 | 49 | -25.76% |
| June | 50 | 60 | 20.00% |
| July | 46 | 54 | 17.39% |
| August | 42 | 62 | 47.62% |
| September | 38 | 50 | 31.58% |
| October | 45 | 50 | 11.11% |
| November | 44 | 48 | 9.09% |
| December | 37 | 47 | 27.03% |

San Benito County – Sold Homes



San Benito County – Sales to List Price Ratio

| Month | 2018 | 2019 | Δ |
|-----------|------|------|-----|
| January | 99% | 99% | 0% |
| February | 99% | 99% | 0% |
| March | 99% | 99% | 0% |
| April | 100% | 99% | -1% |
| May | 99% | 99% | 0% |
| June | 99% | 99% | 0% |
| July | 100% | 99% | -1% |
| August | 98% | 99% | 1% |
| September | 99% | 99% | 0% |
| October | 100% | 99% | -1% |
| November | 99% | 99% | 0% |
| December | 98% | 99% | 1% |

MLS Area Data for 2019

Trends are specific to ZIP Code, MLS Area and City

Increased Sale Volume – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|--------------|--------------|--------|
| San Benito - S. County | \$19,586,300 | \$26,745,108 | 36.55% |
| San Benito - N. County | \$10,238,500 | \$11,651,000 | 13.80% |
| Aromas | \$27,688,821 | \$30,524,000 | 10.24% |
| San Juan Bautista | \$4,158,000 | \$4,558,500 | 9.63% |

Decreased Sale Volume – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|---------------|---------------|---------|
| San Benito - E. County | \$4,785,000 | \$1,135,000 | -76.28% |
| Tres Pinos | \$5,116,900 | \$1,217,000 | -76.22% |
| Ridgemark | \$29,739,297 | \$28,706,100 | -3.47% |
| Hollister | \$256,684,815 | \$253,772,229 | -1.13% |

Increased Median Price – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|-----------|-------------|--------|
| Tres Pinos | \$858,950 | \$1,217,000 | 41.68% |
| San Benito - S. County | \$893,500 | \$1,084,250 | 21.35% |
| San Benito - N. County | \$937,500 | \$1,075,500 | 14.72% |
| San Juan Bautista | \$619,000 | \$709,000 | 14.54% |
| Aromas | \$740,000 | \$795,000 | 7.43% |
| Hollister | \$555,000 | \$560,000 | 0.90% |

Decreased Median Price – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|-------------|-------------|---------|
| San Benito - E. County | \$1,875,000 | \$1,135,000 | -39.47% |
| Ridgemark | \$714,650 | \$690,000 | -3.45% |

Decreased Days on Market – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|------|------|------|
| Tres Pinos | 86 | 11 | -87% |
| San Benito - S. County | 137 | 79 | -42% |
| San Benito - N. County | 39 | 29 | -26% |
| Ridgemark | 26 | 21 | -19% |

Increased Days on Market – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|------|------|------|
| San Benito - E. County | 123 | 358 | 191% |
| Aromas | 14 | 26 | 86% |
| San Juan Bautista | 36 | 47 | 31% |
| Hollister | 24 | 29 | 21% |

Increased Sale to List Price Ratio – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|------|------|-----|
| San Benito - S. County | 87% | 96% | 10% |
| San Benito - E. County | 91% | 99% | 9% |
| Tres Pinos | 98% | 102% | 4% |
| San Juan Bautista | 98% | 99% | 1% |

Decreased Sale to List Price Ratio – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|------|------|-----|
| Aromas | 99% | 98% | -1% |
| San Benito - N. County | 100% | 99% | -1% |
| Hollister | 99% | 99% | 0% |
| Ridgemark | 99% | 99% | 0% |

Increased New Listings – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|------|------|---------|
| Tres Pinos | 3 | 6 | 100.00% |
| San Juan Bautista | 46 | 57 | 23.91% |
| Ridgemark | 46 | 51 | 10.87% |
| San Benito - N. County | 32 | 34 | 6.25% |
| Aromas | 20 | 21 | 5.00% |

Decreased New Listings – MLS Area

| MLS Area | 2018 | 2019 | Δ |
|------------------------|------|------|---------|
| San Benito - S. County | 10 | 8 | -20.00% |
| Hollister | 528 | 512 | -3.03% |
| San Benito - E. County | 3 | 3 | 0.00% |

Increased Median Price - ZIP

| ZIP | City | 2018 | 2019 | Δ |
|-------|------------------|-----------|-------------|--------|
| 95075 | Tres Pinos | \$858,950 | \$1,217,000 | 41.68% |
| 95045 | San Juan Batista | \$636,000 | \$758,250 | 19.22% |
| 95004 | Aromas | \$638,250 | \$705,000 | 10.46% |
| 95023 | Hollister | \$570,000 | \$580,990 | 1.93% |

Decreased Median Price - ZIP

| ZIP | City | 2018 | 2019 | Δ |
|-------|----------|-------------|-------------|---------|
| 95043 | Paicines | \$1,453,500 | \$1,084,250 | -25.40% |

Decreased Days on Market - ZIP

| ZIP | City | 2018 | 2019 | Δ |
|-------|------------|------|------|---------|
| 95075 | Tres Pinos | 86 | 11 | -87.21% |
| 95043 | Paicines | 137 | 79 | -42.34% |

Increased Days on Market - ZIP

| ZIP | City | 2018 | 2019 | Δ |
|-------|------------------|------|------|------|
| 95004 | Aromas | 12 | 43 | 258% |
| 95045 | San Juan Batista | 37 | 44 | 19% |
| 95023 | Hollister | 25 | 29 | 16% |

Increased Sale to List Price Ratio - ZIP

| ZIP | City | 2018 | 2019 | Δ |
|-------|------------|------|------|-----|
| 95043 | Paicines | 74% | 96% | 30% |
| 95075 | Tres Pinos | 98% | 102% | 4% |

Decreased Sale to List Price Ratio - ZIP

| ZIP | City | 2018 | 2019 | Δ |
|-------|------------------|------|------|----|
| 95004 | Aromas | 99% | 99% | 0% |
| 95023 | Hollister | 99% | 99% | 0% |
| 95045 | San Juan Batista | 98% | 98% | 0% |

Sold Homes - City

| City | 2018 | 2019 | Δ |
|-------------------|------|------|---------|
| Paicines | 2 | 4 | 100.00% |
| San Juan Bautista | 32 | 46 | 43.75% |
| Hollister | 513 | 501 | -2.34% |
| Aromas | 10 | 8 | -20.00% |
| Tres Pinos | 6 | 1 | -83.33% |

San Benito County

Did you know?

- Largest Property Sold: 0 Browns Valley Road, Paicines @ 1,004 Acres
- Oldest Home Sold: 550 Monterey Street, Hollister @ 133 Years
- Most Expensive Home Sold: 0 Browns Valley Road, Paicines @ \$1,900,000



The Aculist Team

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Thank You

