



# Santa Cruz County

Real Estate Market Minute | June 2026

# Santa Cruz County - Residential - Single Family 2025 vs 2026

↑ 14

Median Days on Market  
Compared to 13

↑ 133

Closed Sales  
Compared to 125

↓

\$1.3M

Median Price  
Compared to \$1.3M

↓ 197

New Listings  
Compared to 273

= 100%

Sale to List Price Ratio  
Compared to 100%

# Santa Cruz County - Residential - Common Interest 2025 vs 2026

↓ 23

Median Days on Market  
Compared to 28

↓ 28

Closed Sales  
Compared to 35



**\$855.0K**

Median Price  
Compared to \$830.0K

↓ 49

New Listings  
Compared to 55

↑ 99%

Sale to List Price Ratio  
Compared to 98%

# May 2026 Market Trends

**Aculist provides real estate content for your sales and marketing needs.**

# Market Trends – May 2026 in Santa Cruz County

## Pricing Trends

There was a decrease in the median sale price in the single family market compared to April, the first decrease of the year. In the Common Interest market saw a slight increase, continuing month to month volatility. Both were down from last year.

## Transactional Trends

New listings decreased slightly compared to April in the single family market, but closed sales were the highest of the year so far. The Common Interest market had a 2nd month of decreased new listings, as well as a decrease in closed sales.

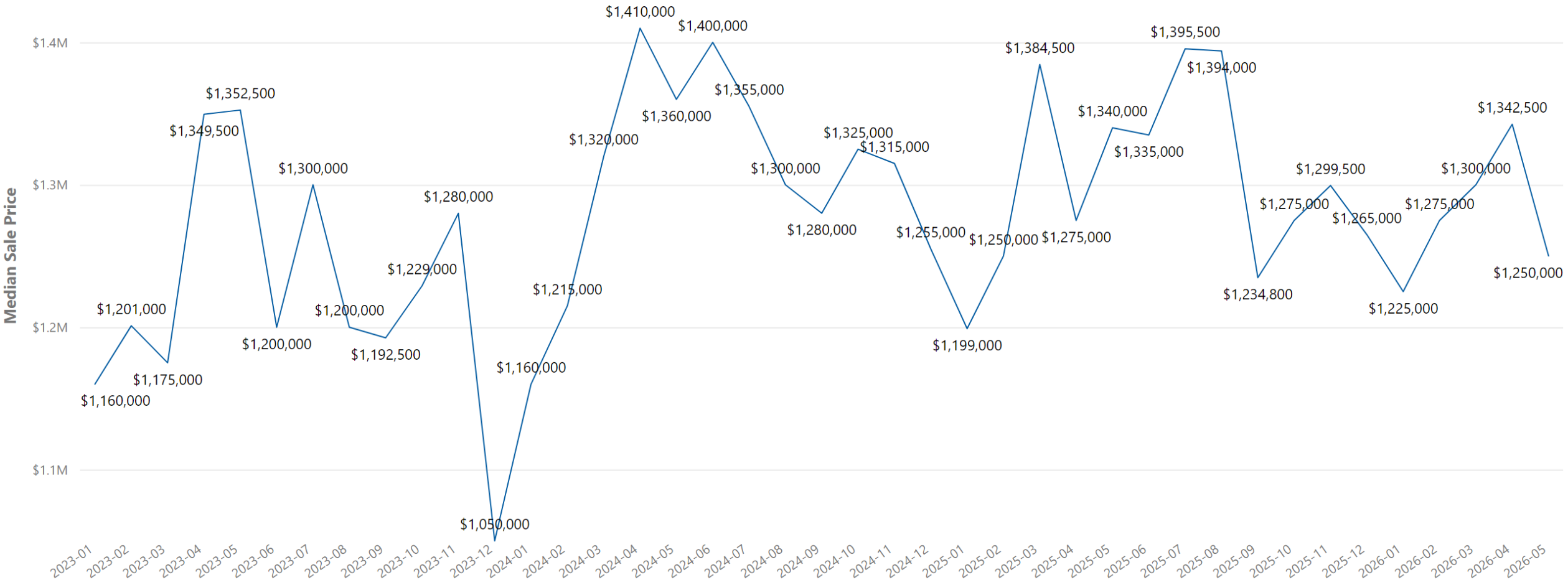
## Market Competition

The single family market saw a one day increase in DOM and a decrease in the sale to list price decreased - still 100% on average. The Common Interest market sped up, by one day, but held steady in sale to list at 99% for the 3rd straight month.

Data reliable but not guaranteed. MLSListings/Aculist cannot provide advice or make forward-looking statements about the real estate market.

# Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 6/8/2026

Aculist@2026

Residential Single Family: 2023-2026

# Santa Cruz County - Increased Median Price

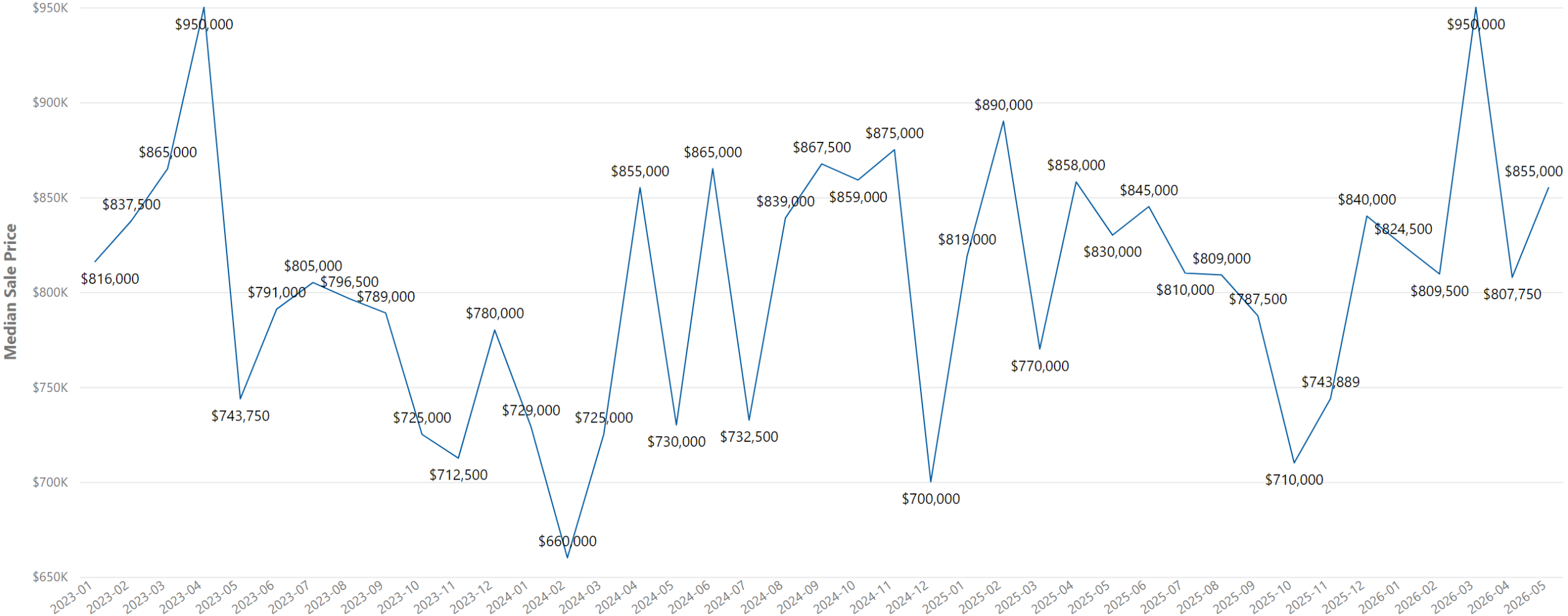
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Brookdale	\$1,235,000	\$0	N/A
Corralitos	\$930,000	\$0	N/A
Mount Hermon	\$1,025,000	\$0	N/A
Soquel	\$1,455,000	\$1,372,000	6%
Felton	\$875,000	\$875,000	0%
Scotts Valley	\$1,350,000	\$1,350,000	0%

# Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
La Selva Beach	\$0	\$1,445,000	-100%
Capitola	\$1,530,000	\$2,526,500	-39%
Watsonville	\$734,888	\$942,000	-22%
Freedom	\$684,000	\$820,000	-17%
Aptos	\$1,450,000	\$1,676,500	-14%
Boulder Creek	\$571,000	\$625,000	-9%
Santa Cruz	\$1,560,000	\$1,600,000	-3%
Ben Lomond	\$925,000	\$939,000	-1%
Los Gatos	\$1,600,000	\$1,622,500	-1%

# Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 6/8/2026

Aculist@2026

Residential Common Interest: 2023-2026

# Santa Cruz County - Increased Median Price

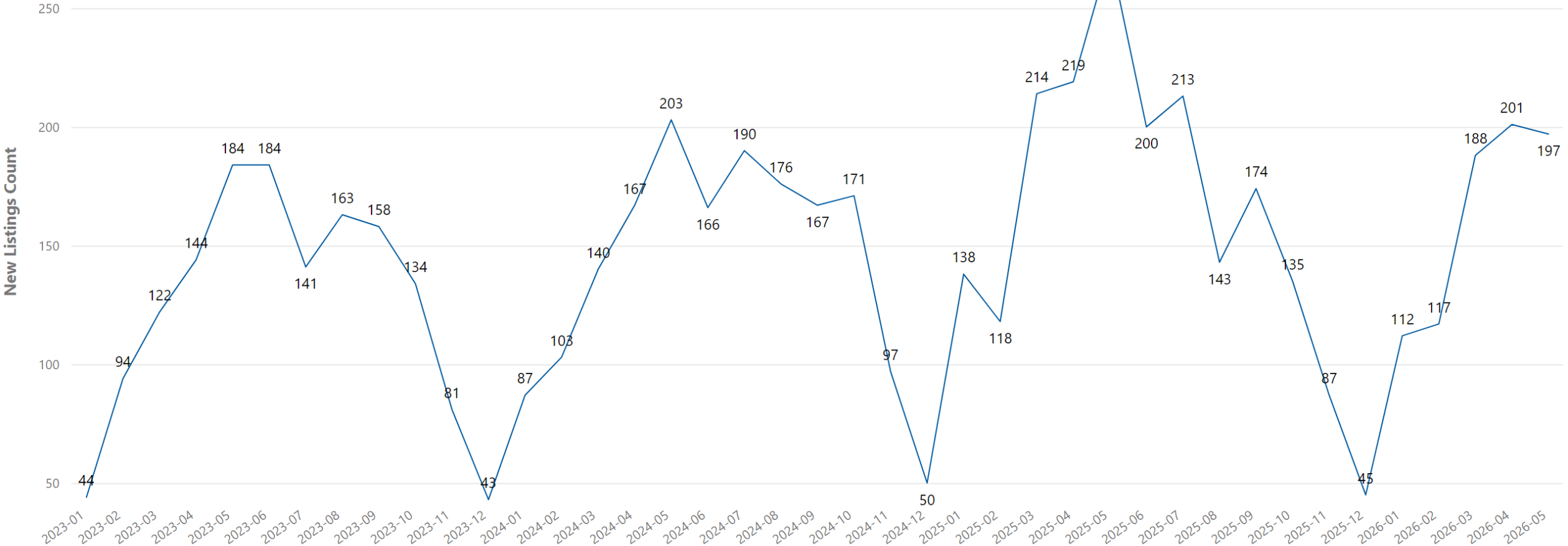
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Boulder Creek	\$353,000	\$0	N/A
Watsonville	\$987,500	\$702,000	41%
Capitola	\$729,500	\$625,000	17%
Santa Cruz	\$852,500	\$830,000	3%

# Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
La Selva Beach	\$0	\$2,103,750	-100%
Aptos	\$850,000	\$1,050,000	-19%
Scotts Valley	\$757,000	\$760,000	0%

# Santa Cruz County - New Listings

CountyName ● Santa Cruz



Data as of 6/8/2026

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Residential Single Family: 2023-2026

# Santa Cruz County - Increased New Listings

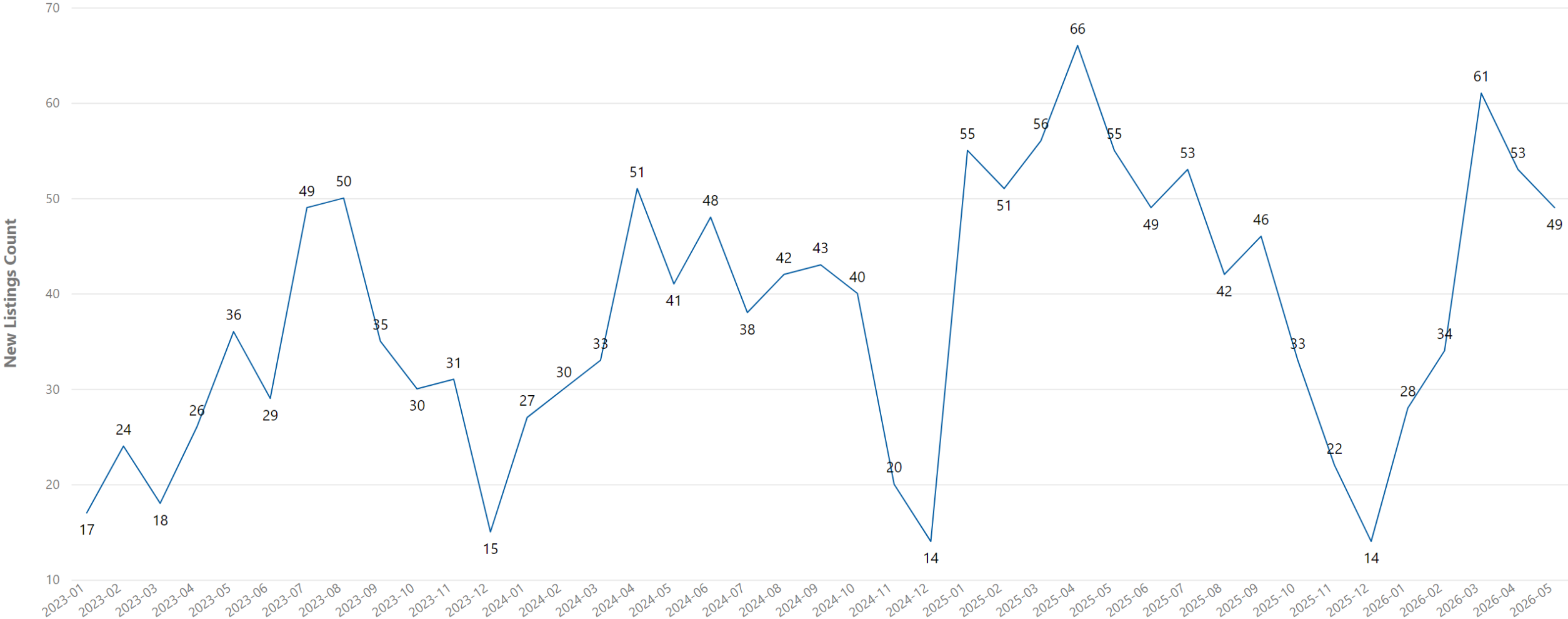
City	New Listings This Year	New Listings Last Year	% New Listings Change
Brookdale	1	1	0%
Ben Lomond	9	9	0%
Capitola	9	9	0%

# Santa Cruz County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Felton	5	16	-69%
La Selva Beach	2	4	-50%
Corralitos	3	6	-50%
Watsonville	17	29	-41%
Scotts Valley	11	17	-35%
Soquel	8	12	-33%
Los Gatos	13	18	-28%
Boulder Creek	18	24	-25%
Santa Cruz	63	82	-23%
Aptos	38	41	-7%

# Santa Cruz County - New Listings

CountyName ● Santa Cruz



Data as of 6/8/2026

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Residential Common Interest: 2023-2026

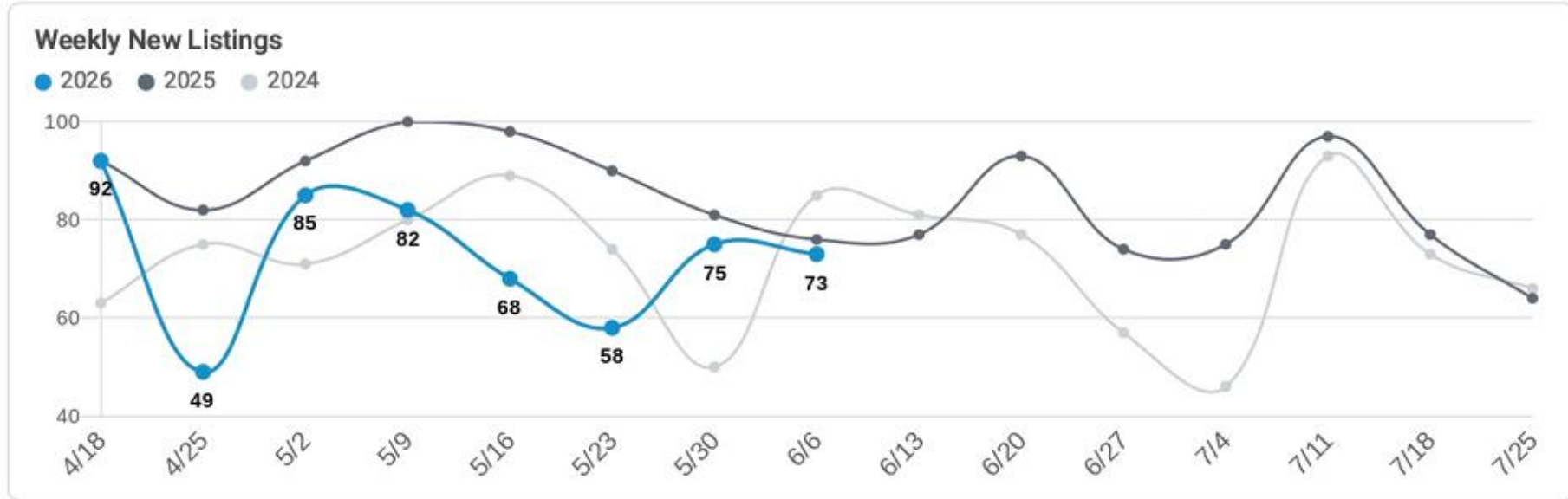
# Santa Cruz County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Freedom	1	0	N/A
Scotts Valley	8	3	167%
Santa Cruz	18	15	20%

# Santa Cruz County - Decreased New Listings

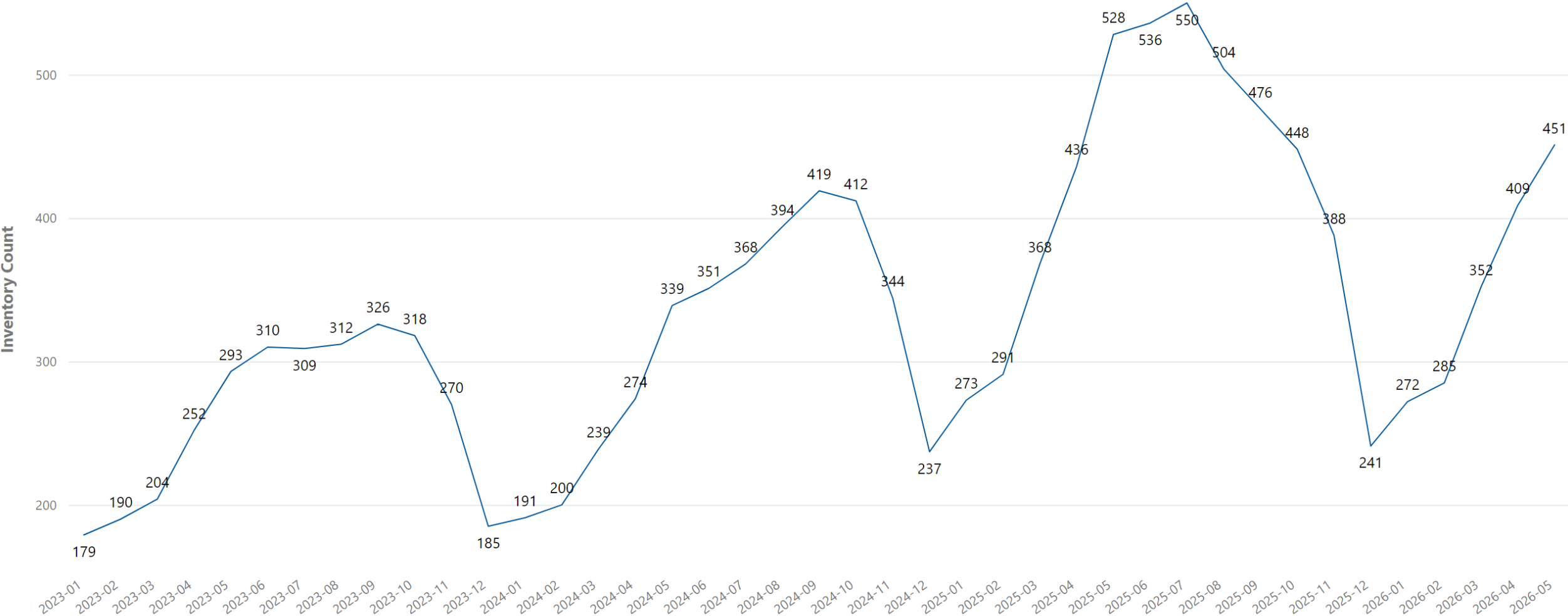
City	New Listings This Year	New Listings Last Year	% New Listings Change
Soquel	1	3	-67%
Capitola	3	7	-57%
Aptos	11	15	-27%
Watsonville	7	8	-13%

# Santa Cruz County – New Listings Week Ending 06/06/2026



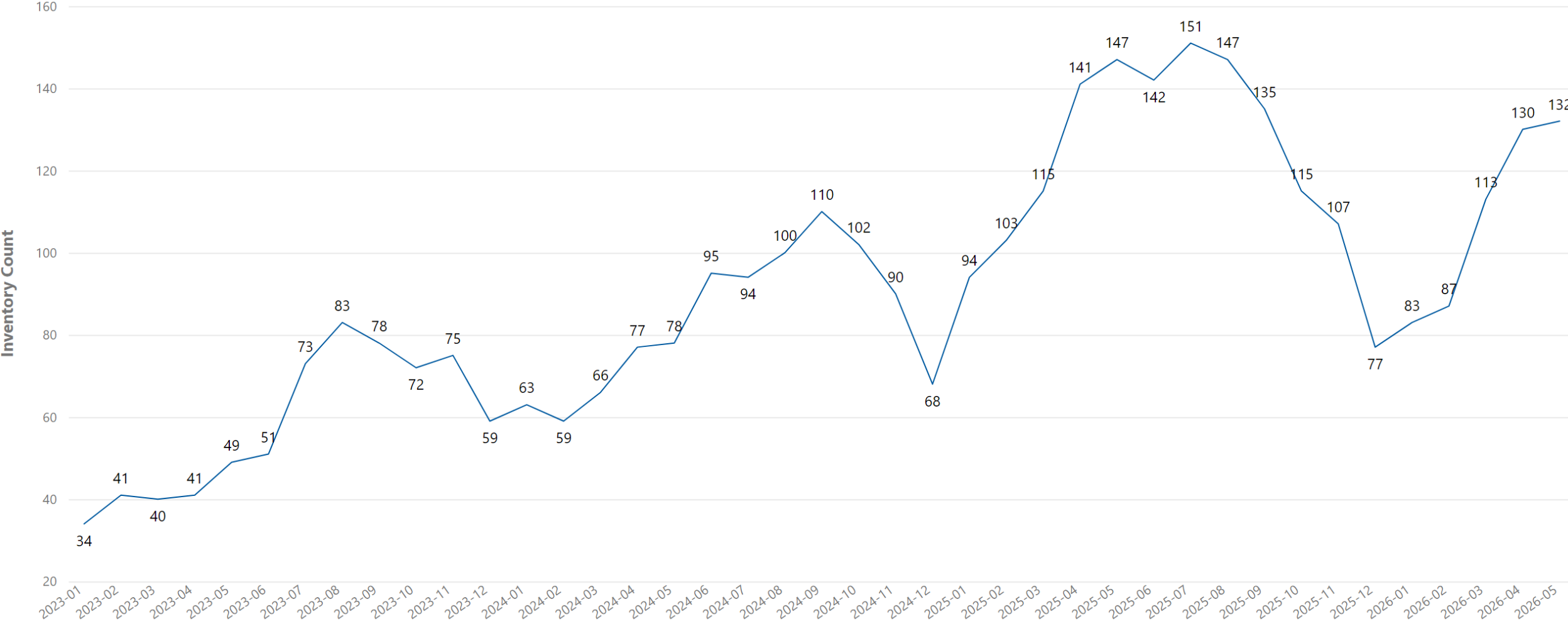
# Santa Cruz County - Inventory

CountyName ● Santa Cruz



# Santa Cruz County - Inventory

CountyName ● Santa Cruz



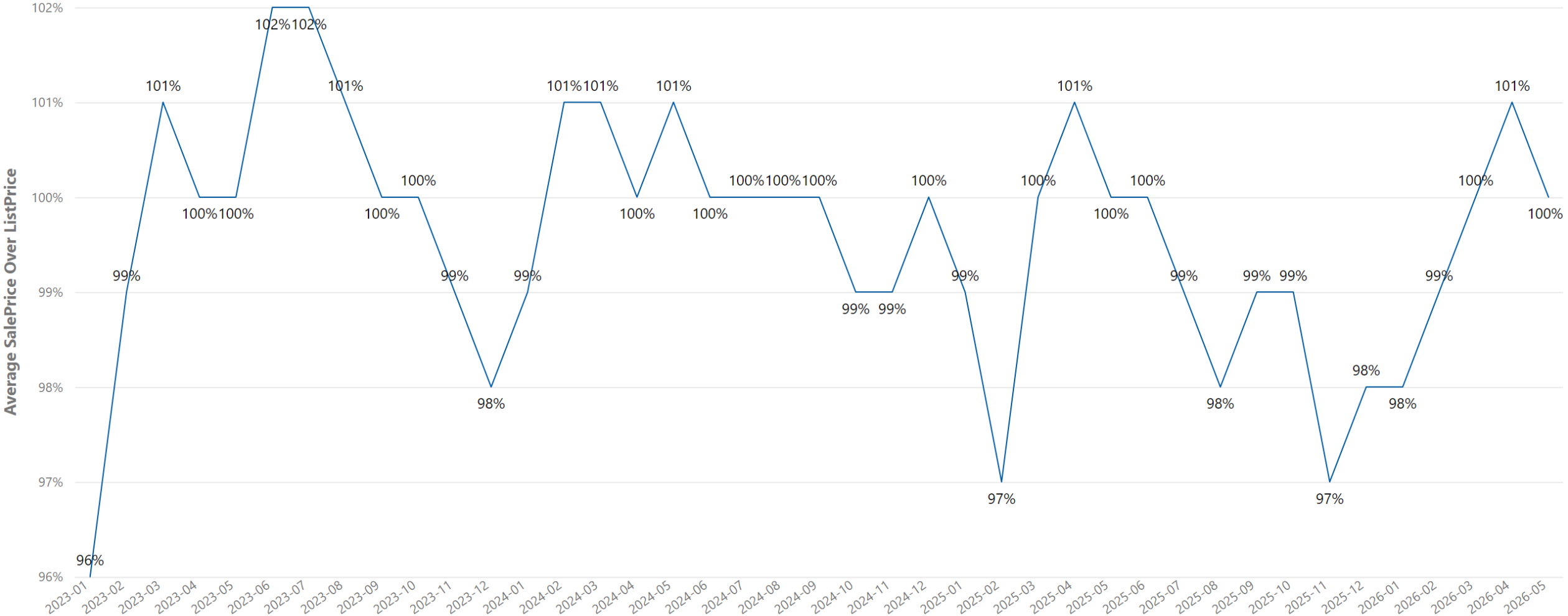
Data as of 6/8/2026

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Residential Common Interest: 2023-2026

# Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 6/8/2026

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Residential Single Family: 2023-2026

# Santa Cruz County - Increased Sale To List Price

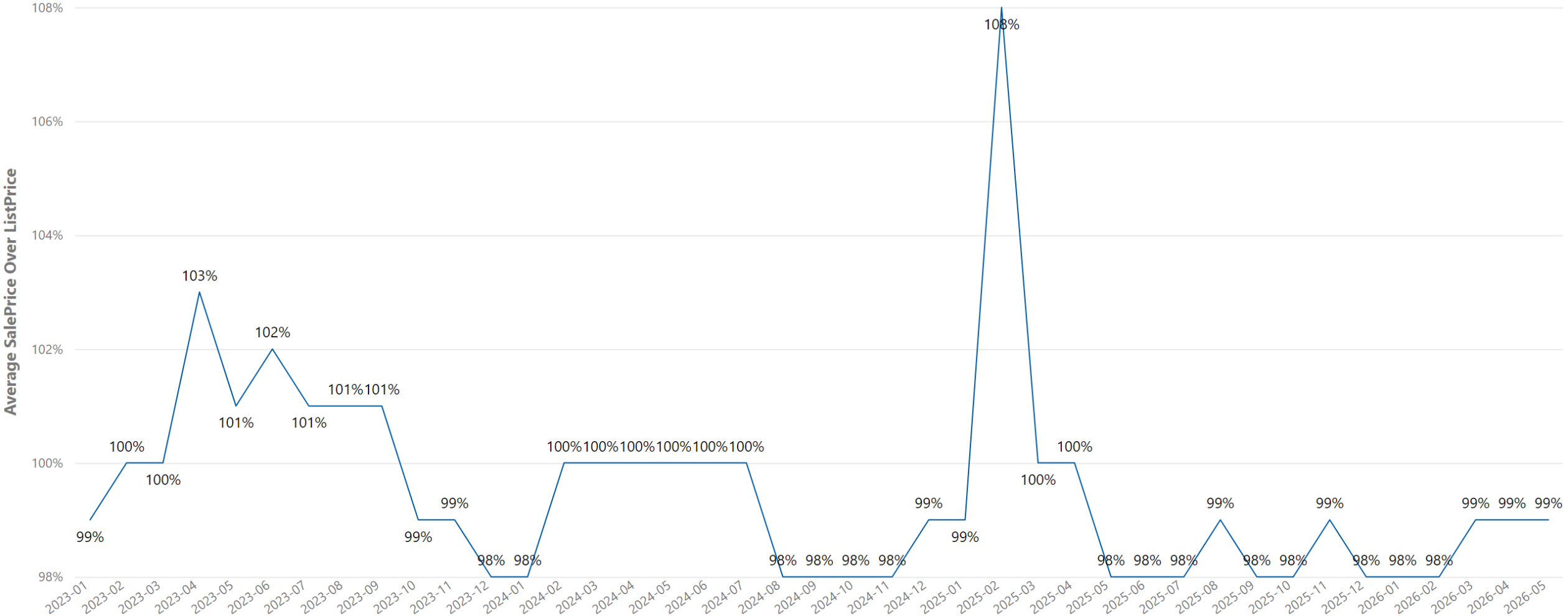
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Brookdale	95%	0%	N/A
Corralitos	102%	0%	N/A
Mount Hermon	85%	0%	N/A
Ben Lomond	102%	95%	7%
Freedom	101%	98%	3%
Scotts Valley	102%	99%	3%
Santa Cruz	103%	100%	3%
Soquel	101%	100%	1%

# Santa Cruz County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Capitola	97%	102%	-5%
Watsonville	98%	101%	-3%
Aptos	99%	101%	-2%
Los Gatos	97%	98%	-1%
Boulder Creek	100%	101%	-1%
Felton	100%	101%	-1%

# Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



# Santa Cruz County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Boulder Creek	100%	0%	N/A
Aptos	99%	94%	5%
Scotts Valley	99%	98%	1%
Santa Cruz	101%	100%	1%

# Santa Cruz County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Watsonville	96%	100%	-4%
Capitola	98%	100%	-2%

# Thank You

