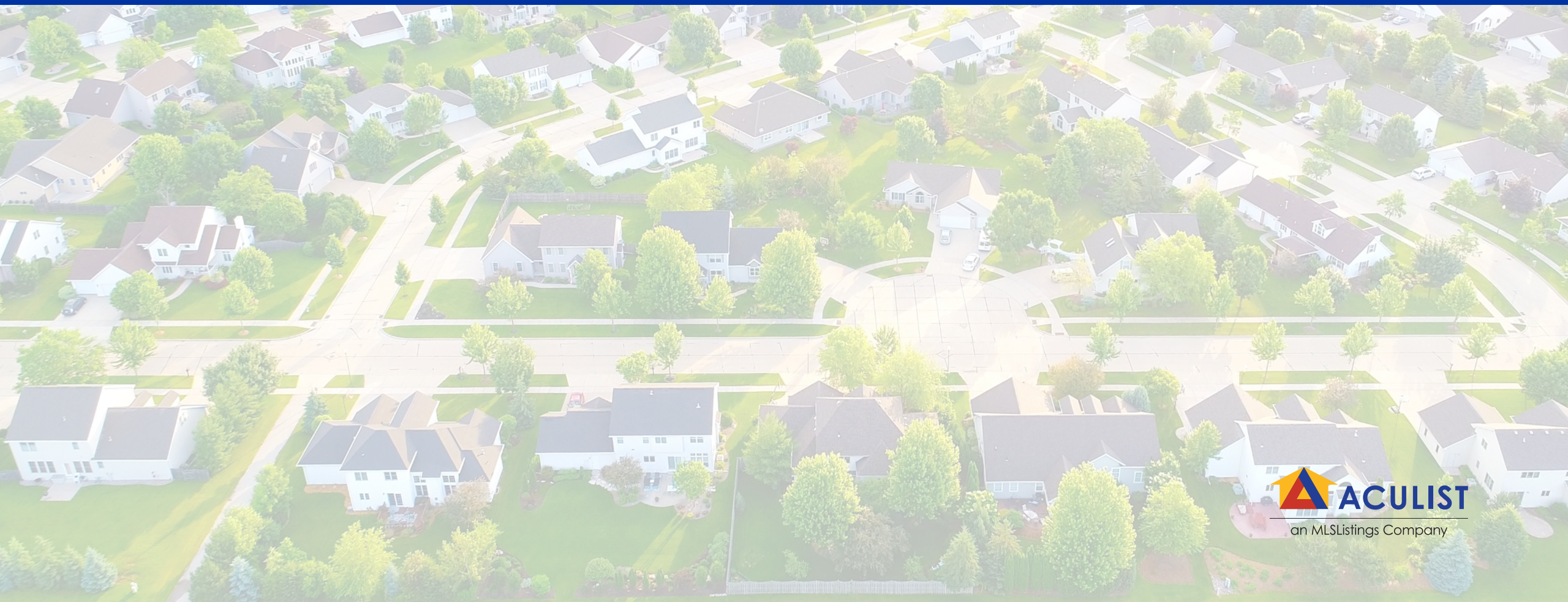




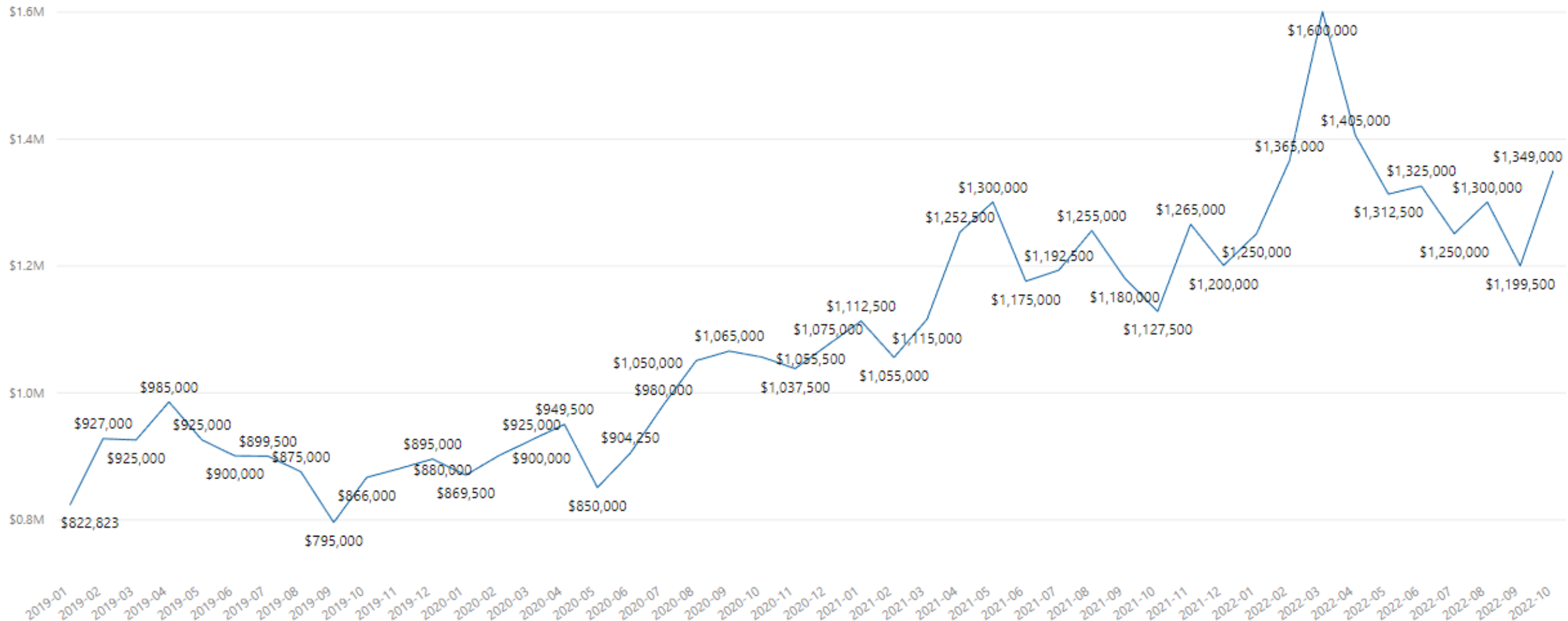
Santa Cruz County Update

Data for October 2022, Aculist, Inc.



Santa Cruz County – Median Price

CountyName ● Santa Cruz



Data as of 11/07/2022

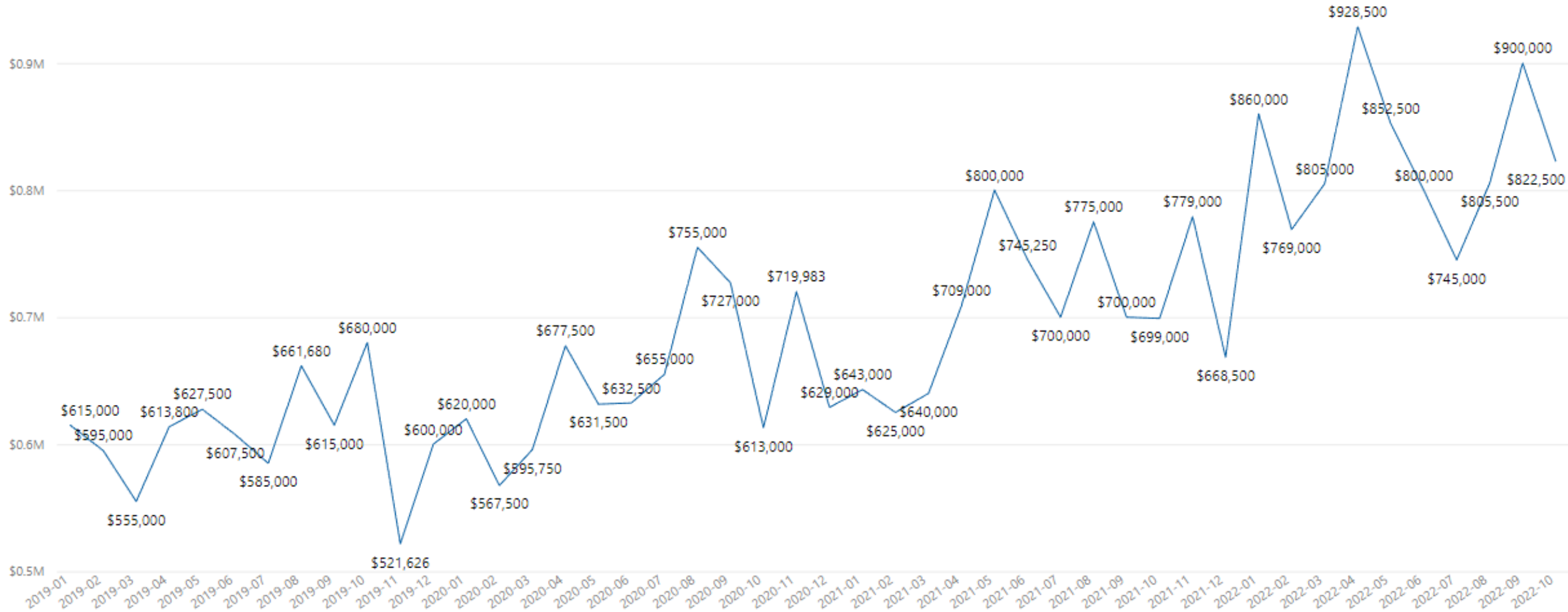
*Data for SFH 2019-2022

Santa Cruz County – Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Med Price Change |
|----------------|-------------------|-----------------------------|--------------------|
| La Selva Beach | \$1,730,000 | \$1,250,000 | 38% |
| Brookdale | \$985,000 | \$780,000 | 26% |
| Scotts Valley | \$1,587,500 | \$1,265,000 | 25% |
| Felton | \$827,500 | \$773,000 | 7% |
| Santa Cruz | \$1,450,000 | \$1,395,000 | 4% |
| Capitola | \$1,675,000 | \$1,632,190 | 3% |
| Aptos | \$1,450,000 | \$1,450,000 | 0% |
| Boulder Creek | \$800,000 | \$830,000 | -4% |
| Watsonville | \$695,000 | \$755,000 | -8% |
| Los Gatos | \$1,450,000 | \$1,700,000 | -15% |
| Soquel | \$1,425,000 | \$1,775,000 | -20% |

Santa Cruz County – Median Price (C/T)

CountyName ● Santa Cruz



Data as of 11/07/2022

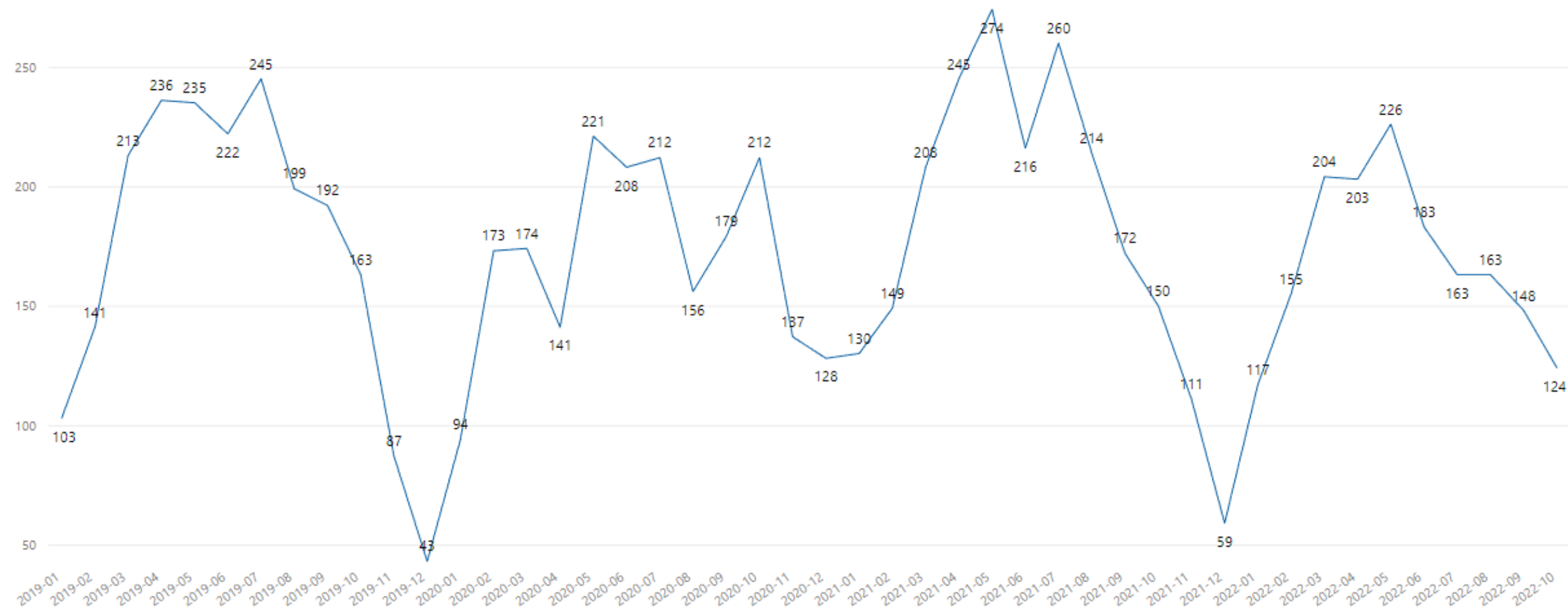
*Data for Condo/Townhome 2019-2022

Santa Cruz County – Median Price (C/T)

| City | Median Sale Price | Median Sale Price Last Year | % Med Price Change ▼ |
|-------------|-------------------|-----------------------------|-------------------------|
| Watsonville | \$967,500 | \$590,500 | 64% |
| Soquel | \$945,000 | \$685,000 | 38% |
| Aptos | \$1,100,000 | \$875,000 | 26% |
| Capitola | \$690,000 | \$657,500 | 5% |
| Santa Cruz | \$726,000 | \$885,000 | -18% |

Santa Cruz County – New Listings

CountyName ● Santa Cruz



Data as of 11/07/2022

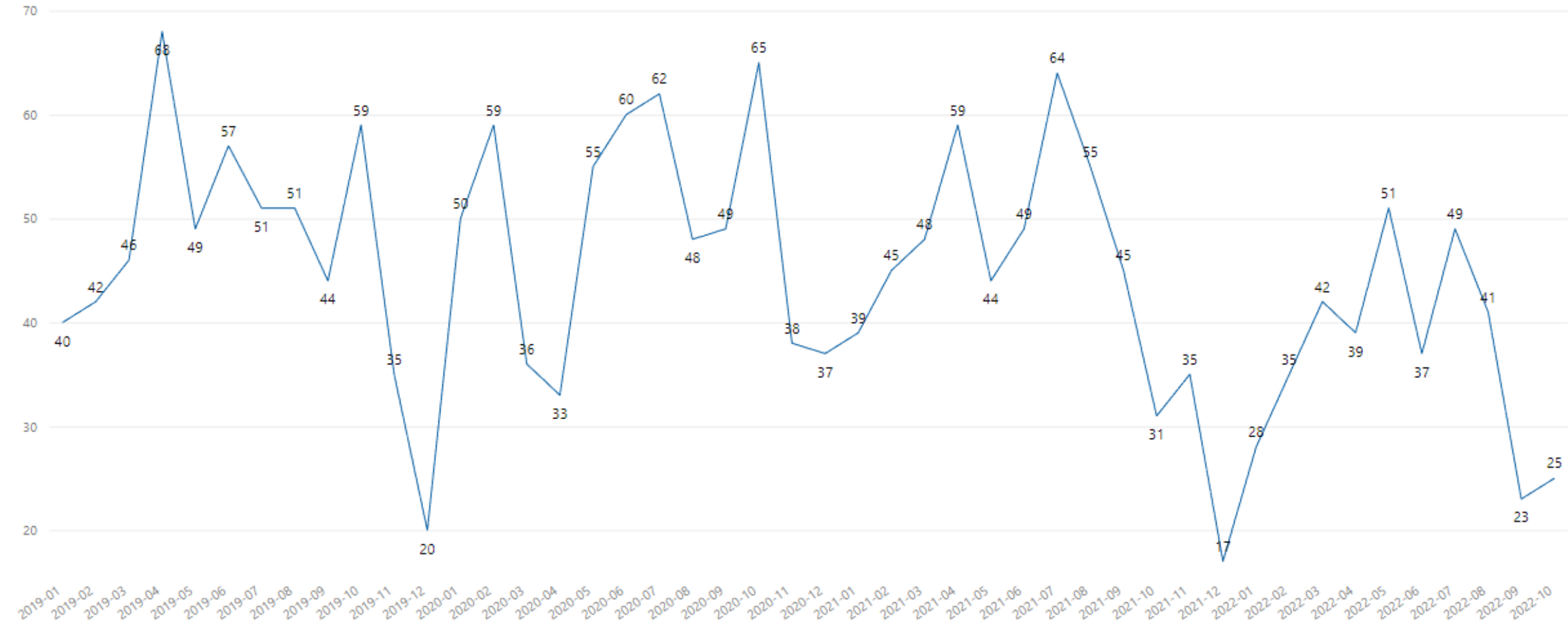
*Data for SFH 2019-2022

Santa Cruz County – New Listings

| City | New Listings This Year | New Listings Last Year | % New Change |
|----------------|------------------------|------------------------|--------------|
| Soquel | 8 | 3 | 167% |
| Ben Lomond | 8 | 4 | 100% |
| Scotts Valley | 11 | 8 | 38% |
| Boulder Creek | 11 | 10 | 10% |
| La Selva Beach | 1 | 1 | 0% |
| Los Gatos | 6 | 7 | -14% |
| Watsonville | 15 | 22 | -32% |
| Santa Cruz | 34 | 53 | -36% |
| Felton | 6 | 11 | -45% |
| Aptos | 13 | 29 | -55% |
| Brookdale | 0 | 2 | -100% |

Santa Cruz County – New Listings (C/T)

CountyName ● Santa Cruz



Data as of 11/07/2022

*Data for Condo/Townhome 2019-2022

Santa Cruz County – New Listings (C/T)

| City | New Listings This Year | New Listings Last Year | % New Change ▼ |
|----------------|------------------------|------------------------|-------------------|
| Scotts Valley | 3 | 2 | 50% |
| Watsonville | 9 | 6 | 50% |
| La Selva Beach | 1 | 1 | 0% |
| Aptos | 4 | 4 | 0% |
| Capitola | 4 | 5 | -20% |
| Santa Cruz | 4 | 11 | -64% |

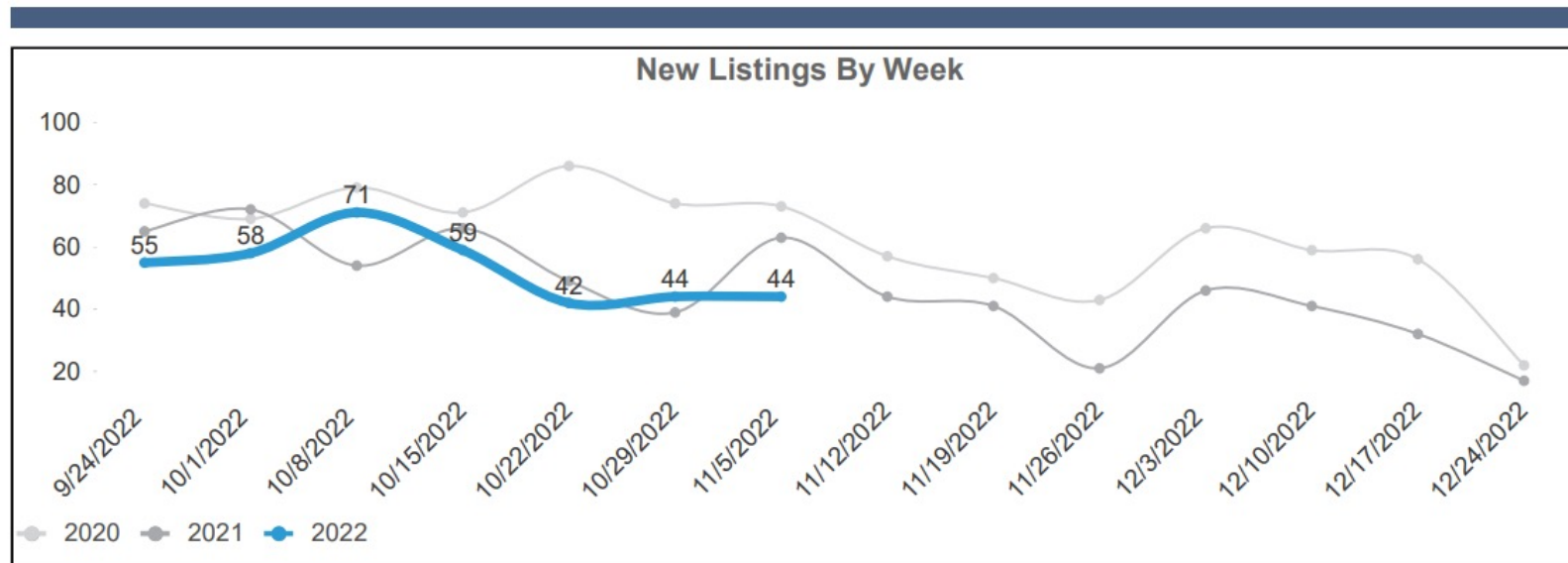
Santa Cruz County – New Listings Week Ending 11/05/22

Total Active Listings
445

New Listings
44

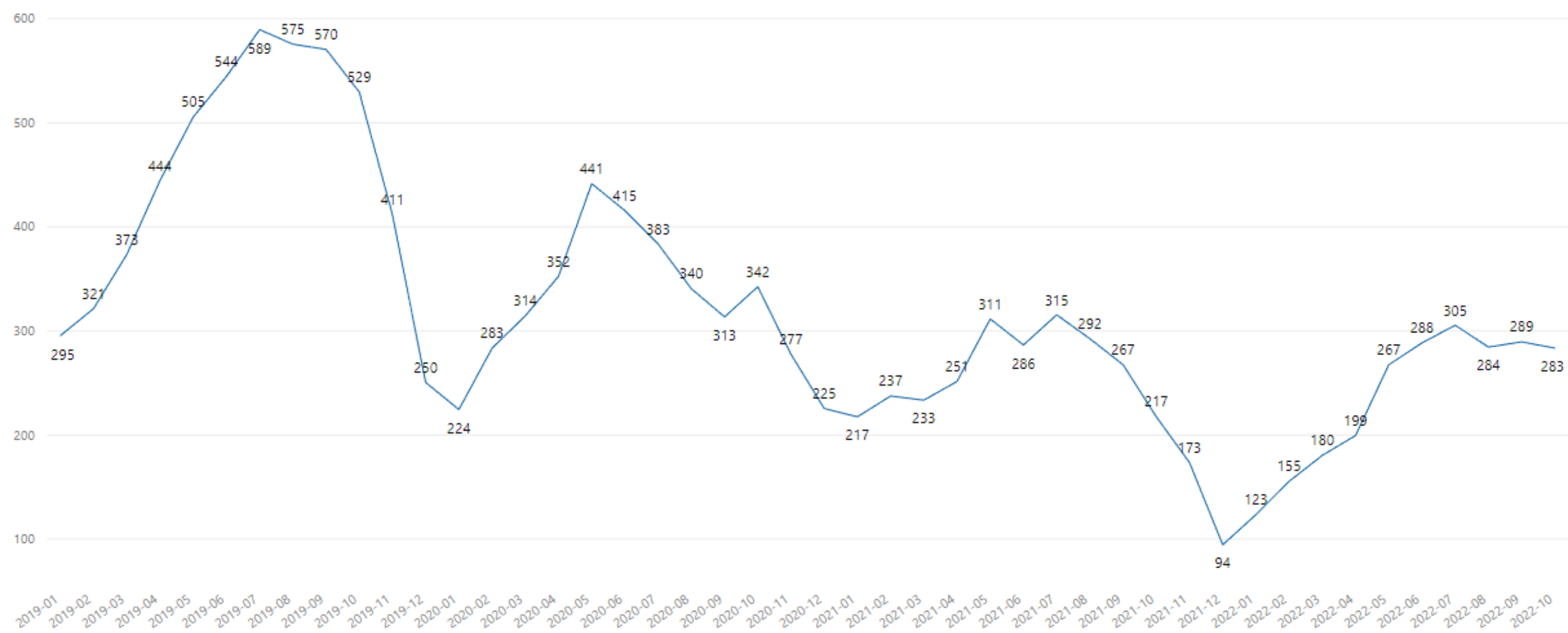
Changed to Pending
18

Changed to Sold
32



Santa Cruz County – Inventory

CountyName ● Santa Cruz

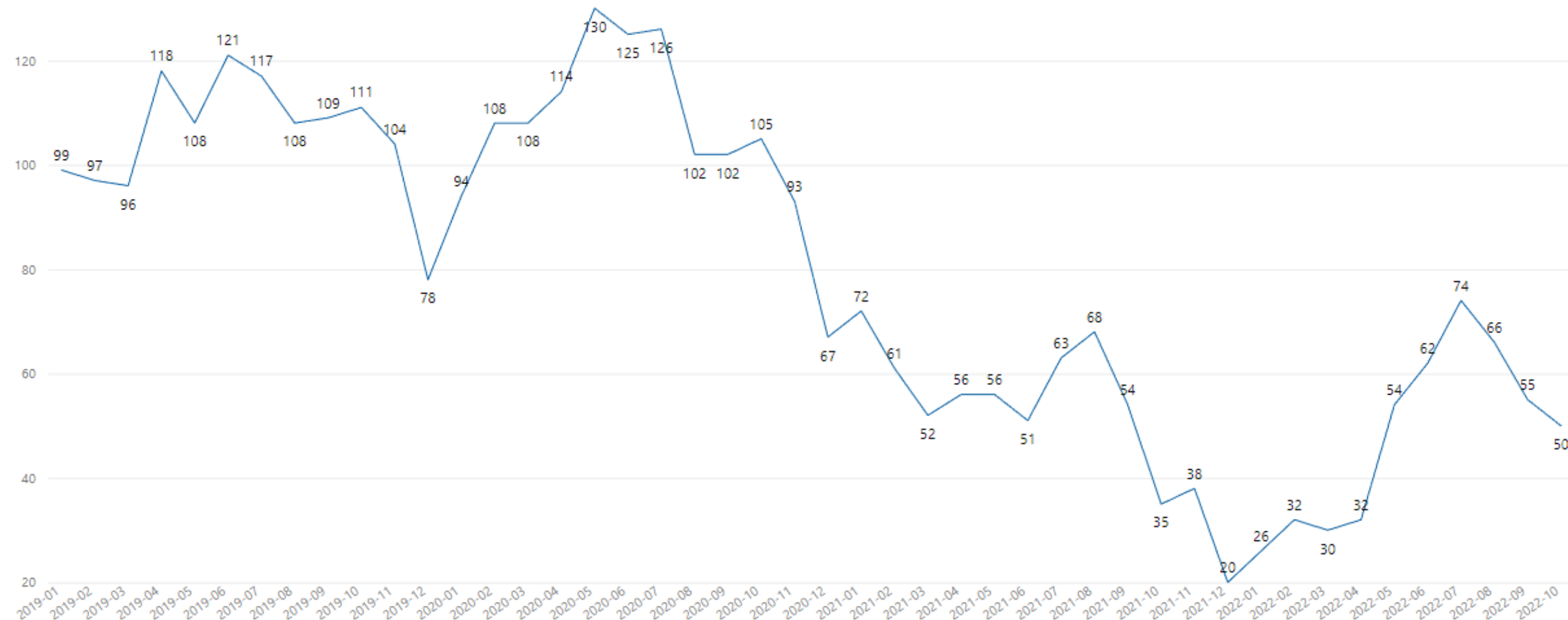


Data as of 11/07/2022

*Data for SFH 2019-2022

Santa Cruz County – Inventory (C/T)

CountyName ● Santa Cruz

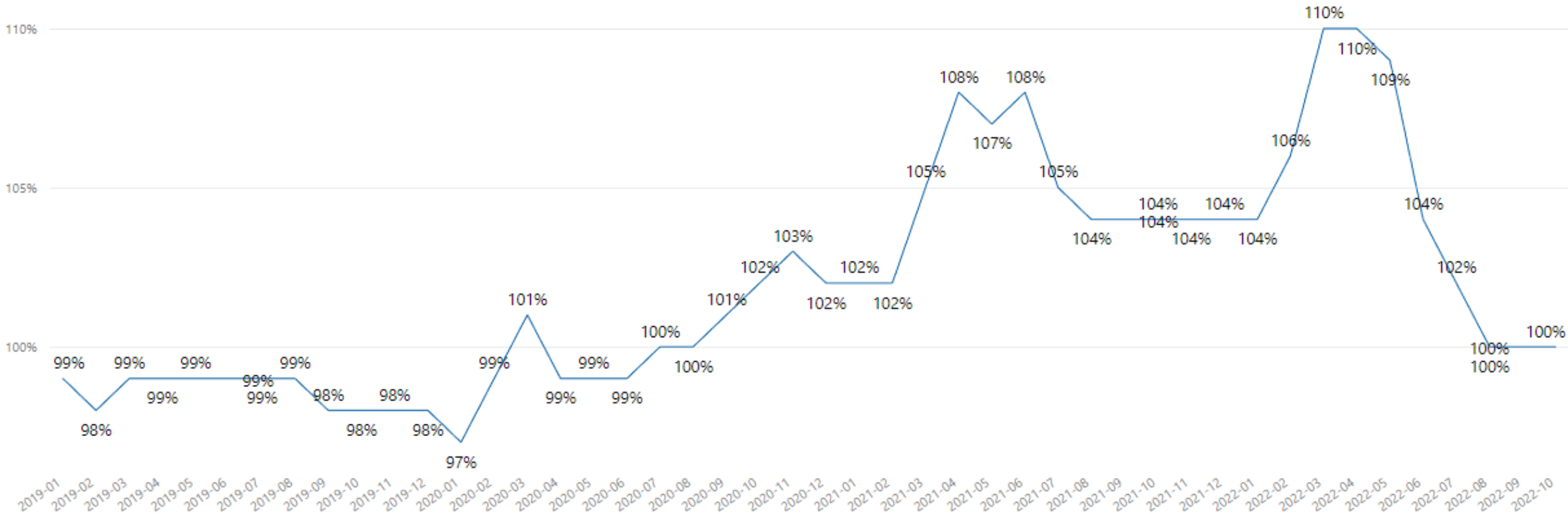


Data as of 11/07/2022

*Data for Condo/Townhome 2019-2022

Santa Cruz County – Sale Price to List Price

CountyName ● Santa Cruz



Data as of 11/07/2022

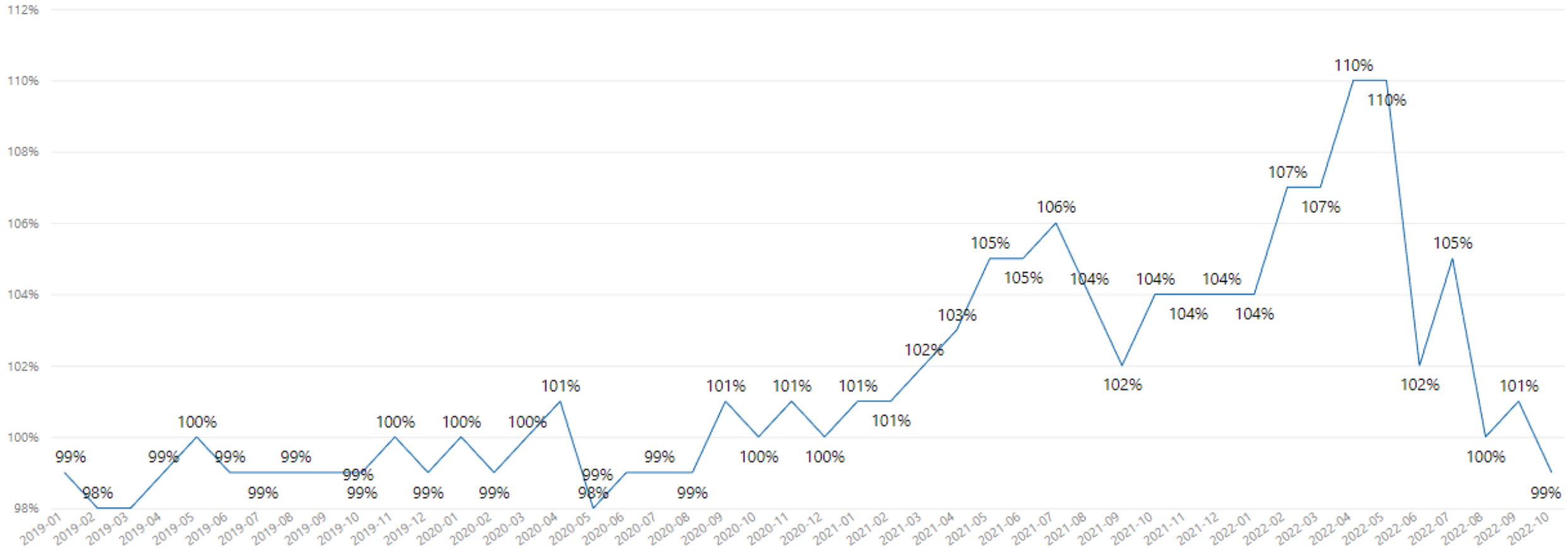
*Data for SFH 2019-2022

Santa Cruz County – Sale to List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % SP/LP Change |
|---------------|----------------------|--------------------------------|----------------|
| Capitola | 102% | 94% | 9% |
| Ben Lomond | 104% | 102% | 2% |
| Boulder Creek | 103% | 103% | 0% |
| Felton | 101% | 103% | -2% |
| Scotts Valley | 99% | 102% | -3% |
| Brookdale | 100% | 104% | -4% |
| Santa Cruz | 100% | 104% | -4% |
| Los Gatos | 94% | 98% | -4% |
| Watsonville | 101% | 106% | -5% |
| Aptos | 98% | 106% | -8% |
| Soquel | 97% | 109% | -11% |

Santa Cruz County – Sale to List Price (C/T)

CountyName ● Santa Cruz



Data as of 11/07/2022

*Data for Condo/Townhome 2019-2022

Santa Cruz County – Sale to List Price (C/T)

| City | Sale Over List Price | Sale Over List Price Last Year | % SP/LP Change |
|-------------|----------------------|--------------------------------|----------------|
| Soquel | 105% | 99% | 6% |
| Capitola | 99% | 102% | -3% |
| Watsonville | 100% | 105% | -5% |
| Aptos | 99% | 104% | -5% |
| Santa Cruz | 99% | 105% | -6% |

Thank You

