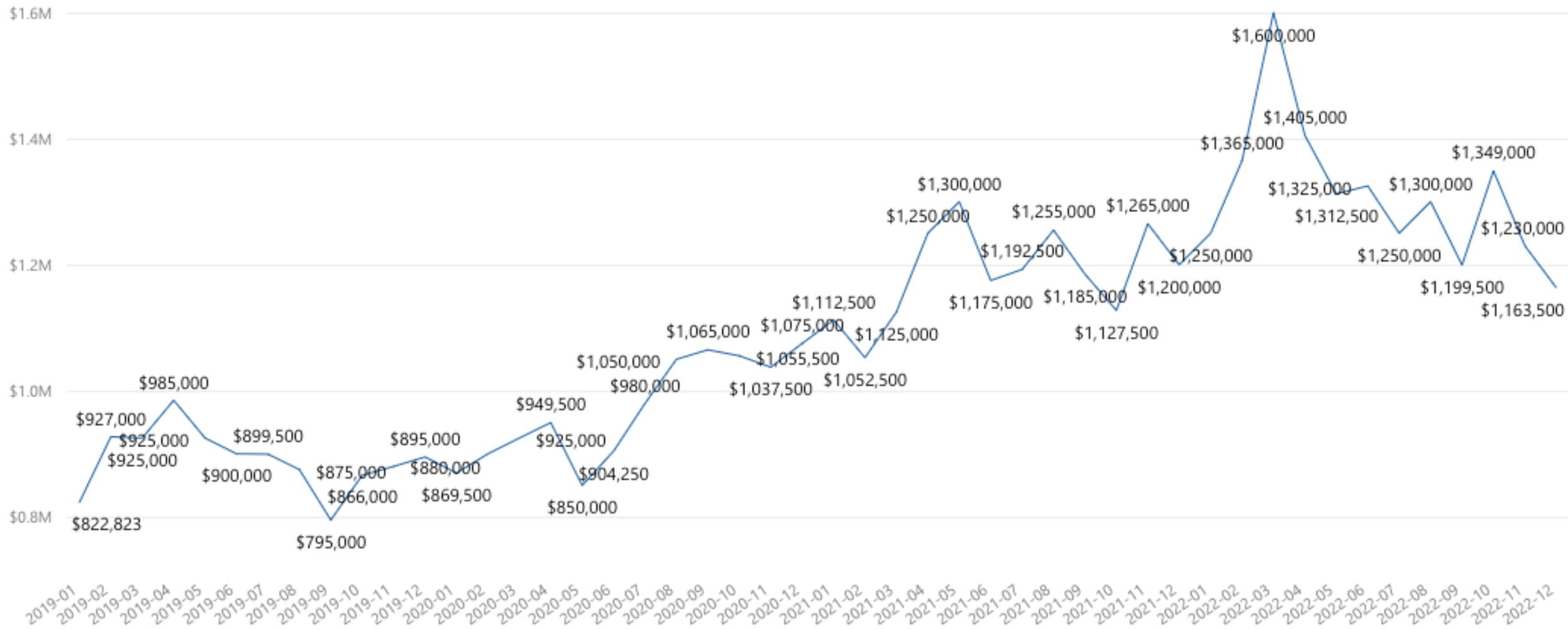


Santa Cruz County Market Minute Update

Statistics

Santa Cruz County – Median Sale Price

CountyName ● Santa Cruz



Data as of 01/08/2023

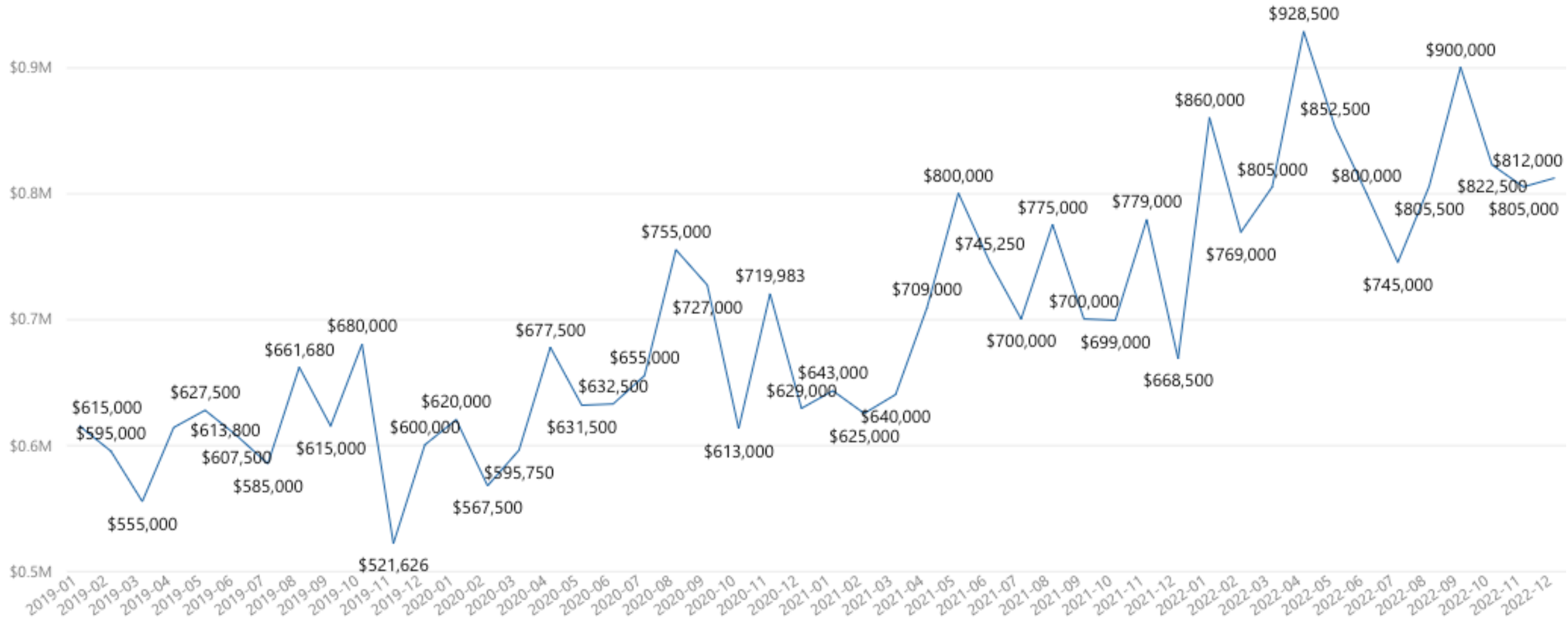
*Data for SFH 2019-2022

Santa Cruz County – Median Price

City	Median Sale Price	Median Sale Price Last Year	% Med Price Change
Scotts Valley	\$1,573,785	\$1,250,000	26%
Boulder Creek	\$947,500	\$770,000	23%
Brookdale	\$699,000	\$636,000	10%
Capitola	\$1,660,000	\$1,665,000	-0%
Felton	\$777,500	\$810,000	-4%
Santa Cruz	\$1,330,000	\$1,504,000	-12%
La Selva Beach	\$1,675,000	\$1,982,500	-16%
Freedom	\$695,000	\$825,000	-16%
Watsonville	\$657,000	\$865,000	-24%
Soquel	\$1,550,000	\$2,200,000	-30%
Los Gatos	\$1,050,000	\$1,500,000	-30%
Ben Lomond	\$774,550	\$1,137,952	-32%
Aptos	\$949,500	\$1,466,000	-35%

Santa Cruz County – Median Sale Price (C/T)

CountyName ● Santa Cruz



Data as of 01/08/2023

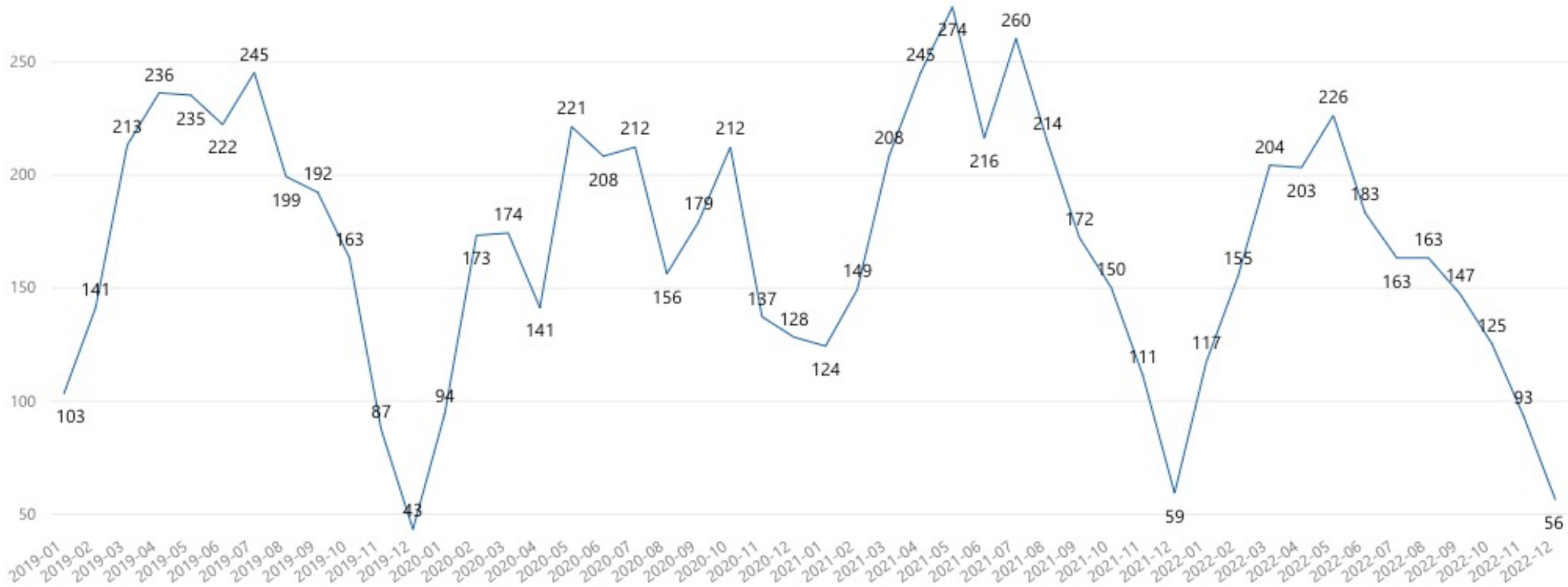
*Data for Condo/Townhome 2019-2022

Santa Cruz County – Median Price (C/T)

City	Median Sale Price	Median Sale Price Last Year	% Med Price Change
Watsonville	\$640,000	\$465,000	38%
Santa Cruz	\$687,000	\$550,000	25%
Aptos	\$850,000	\$917,500	-7%
Scotts Valley	\$550,000	\$865,000	-36%

Santa Cruz County – New Listings

CountyName ● Santa Cruz

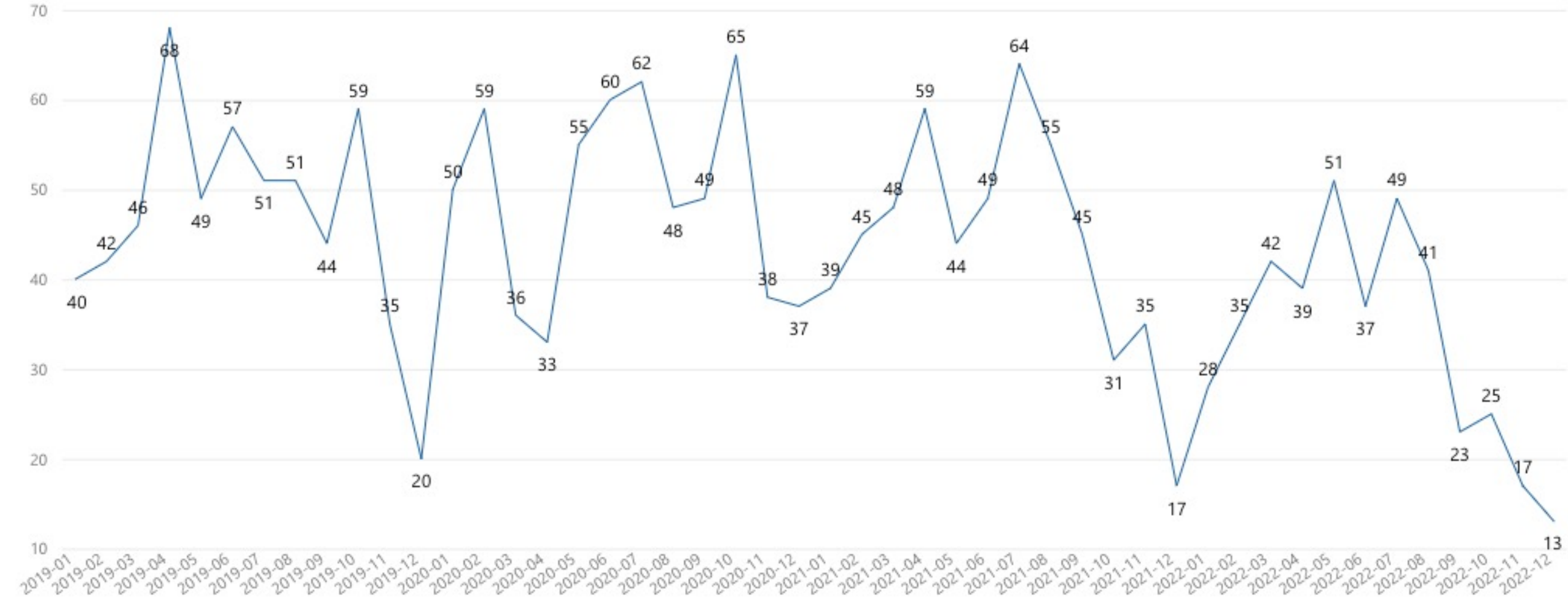


Santa Cruz County - New Listings

City	New Listings This Year	New Listings Last Year	% New Change
Scotts Valley	4	2	100%
Boulder Creek	7	4	75%
Aptos	8	6	33%
La Selva Beach	1	1	0%
Ben Lomond	3	3	0%
Watsonville	10	13	-23%
Felton	3	4	-25%
Santa Cruz	12	19	-37%
Capitola	1	2	-50%
Los Gatos	2	4	-50%
Brookdale	0	1	-100%

Santa Cruz County – New Listings (C/T)

CountyName ● Santa Cruz



Data as of 01/08/2023

*Data for Condo/Townhome 2019-2022

Santa Cruz County – New Listings (C/T)

City	New Listings This Year	New Listings Last Year	% New Change
Watsonville	3	4	-25%
Santa Cruz	4	7	-43%
Aptos	1	2	-50%

Santa Cruz County - New Listings Week Ending 1/7/2023

Total Active Listings

321

New Listings

20

Changed to Pending

14

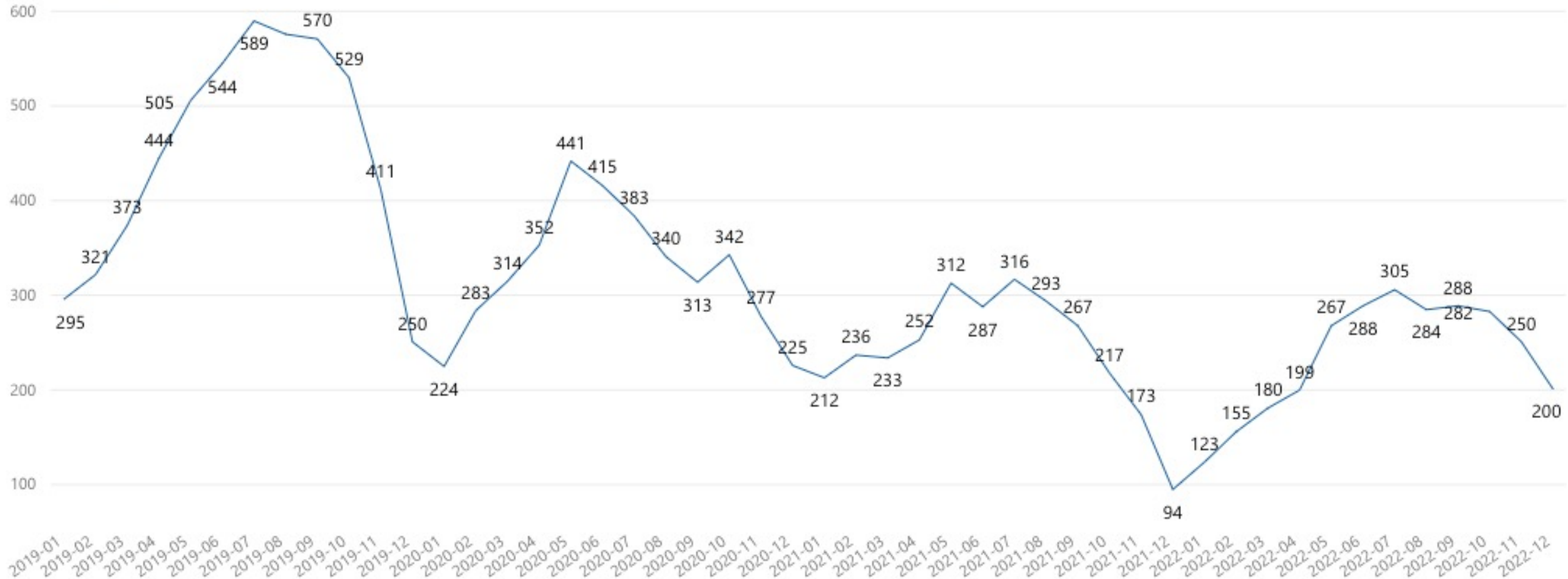
Changed to Sold

17



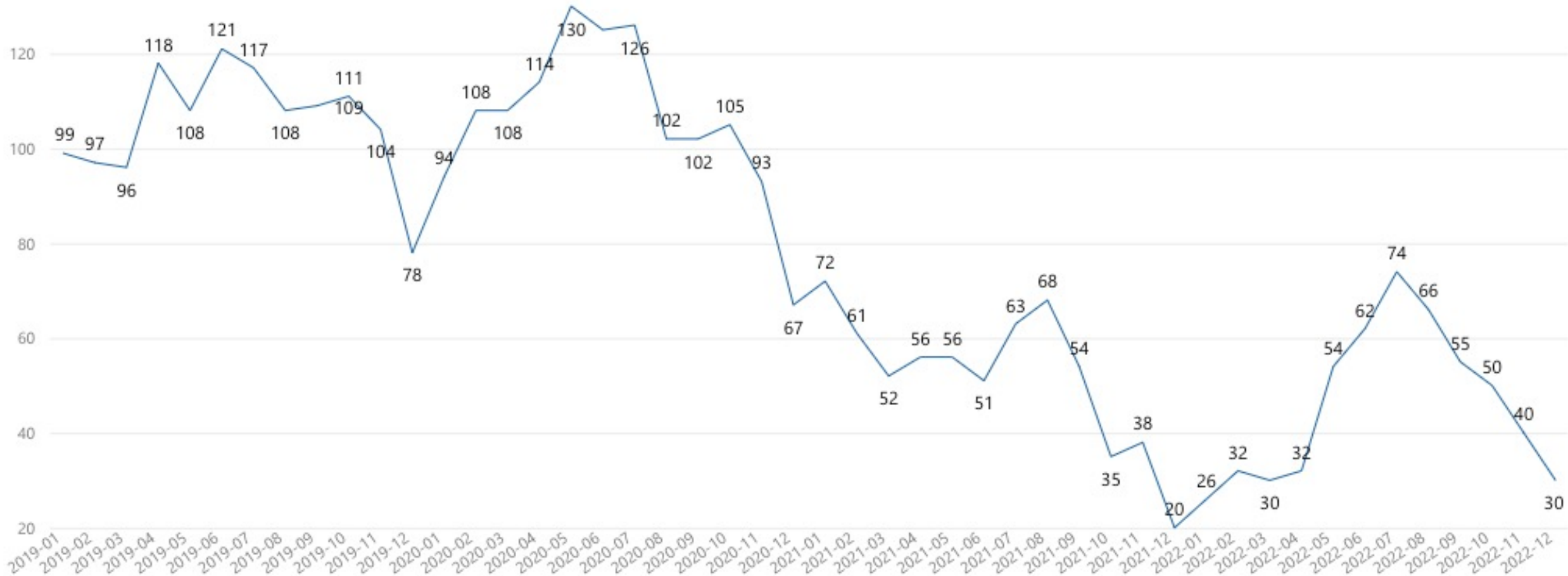
Santa Cruz County – Inventory

CountyName ● Santa Cruz



Santa Cruz County – Inventory (C/T)

CountyName ● Santa Cruz

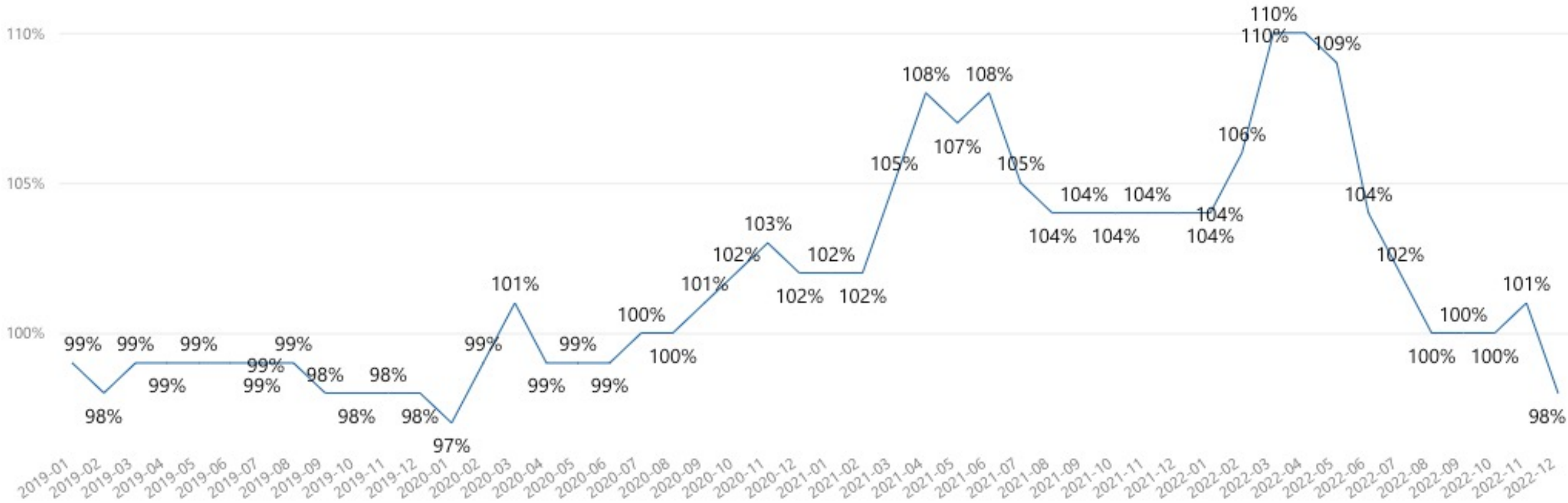


Data as of 01/08/2023

*Data for Condo/Townhome 2019-2022

Santa Cruz County – Sale to List Price

CountyName ● Santa Cruz



Data as of 01/08/2023

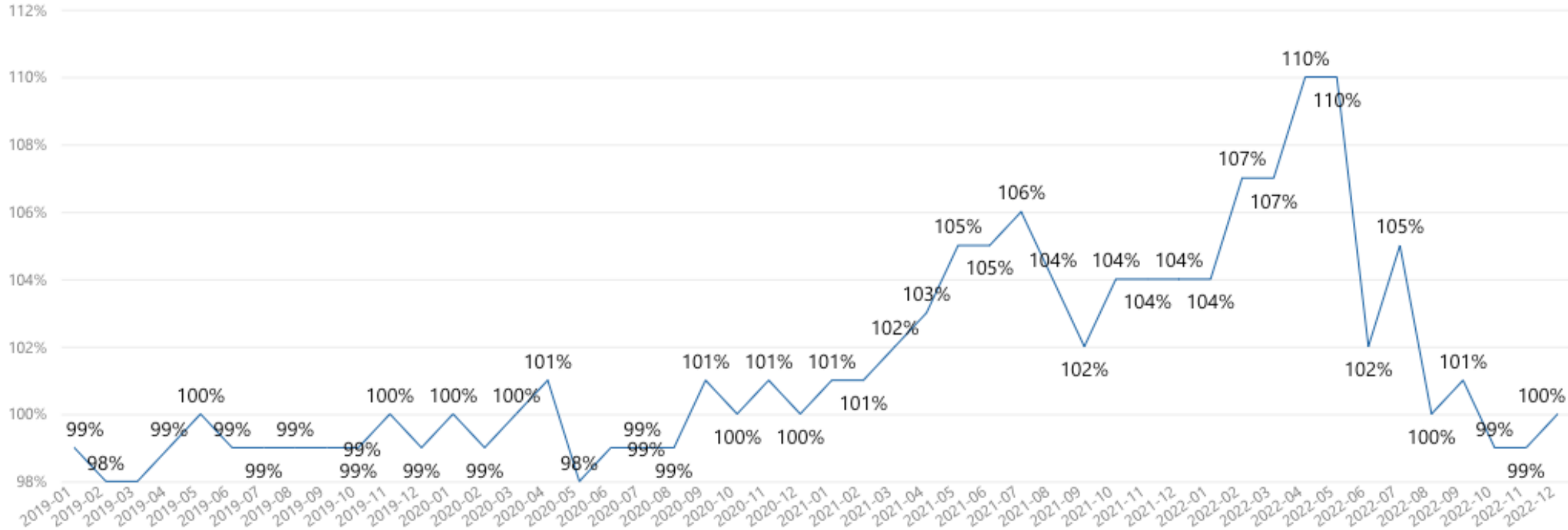
*Data for SFH 2019-2022

Santa Cruz County - Sale to List Price

City	Sale Over List Price	Sale Over List Price Last Year	% SP/LP Change
Los Gatos	98%	97%	1%
Ben Lomond	106%	107%	-1%
Capitola	105%	108%	-3%
Watsonville	98%	101%	-3%
Felton	99%	103%	-4%
Aptos	98%	103%	-5%
Brookdale	96%	103%	-7%
Boulder Creek	93%	102%	-9%
Santa Cruz	98%	108%	-9%
Scotts Valley	93%	106%	-12%
La Selva Beach	76%	107%	-29%

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

CountyName ● Santa Cruz



Data as of 01/08/2023

*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
Santa Cruz	103%	103%	0%
Watsonville	101%	103%	-2%
Aptos	100%	106%	-6%
Scotts Valley	92%	105%	-12%



Data as of 01/08/2023

*Data for Condo/Townhome Dec 2021/2022