

Santa Cruz County Market Minute Update



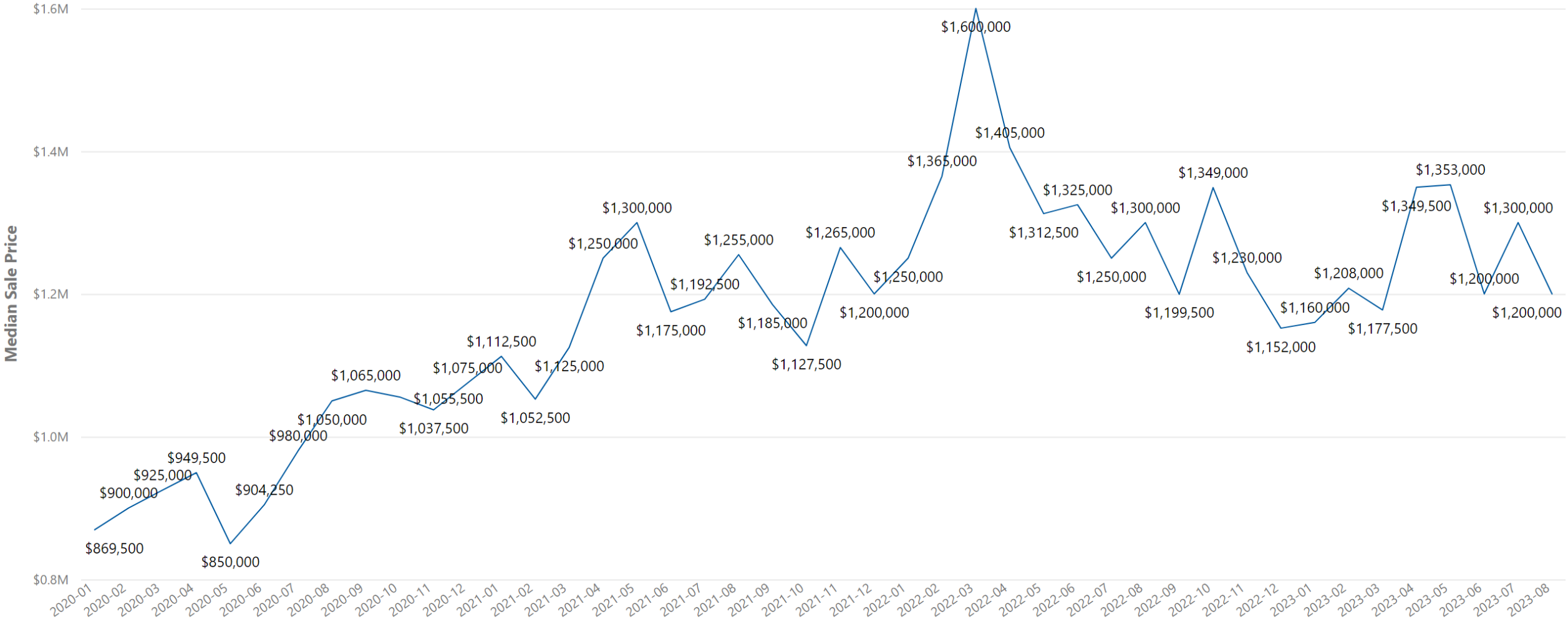
Statistics

September 2023

POWER ON
POWER OFF
EMAIL
INTERNET
WORLD
NO
SEARCH

Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 9/6/2023

Aculist@2023

Residential Single Family: 2020-2023

Santa Cruz County - Increased Median Price

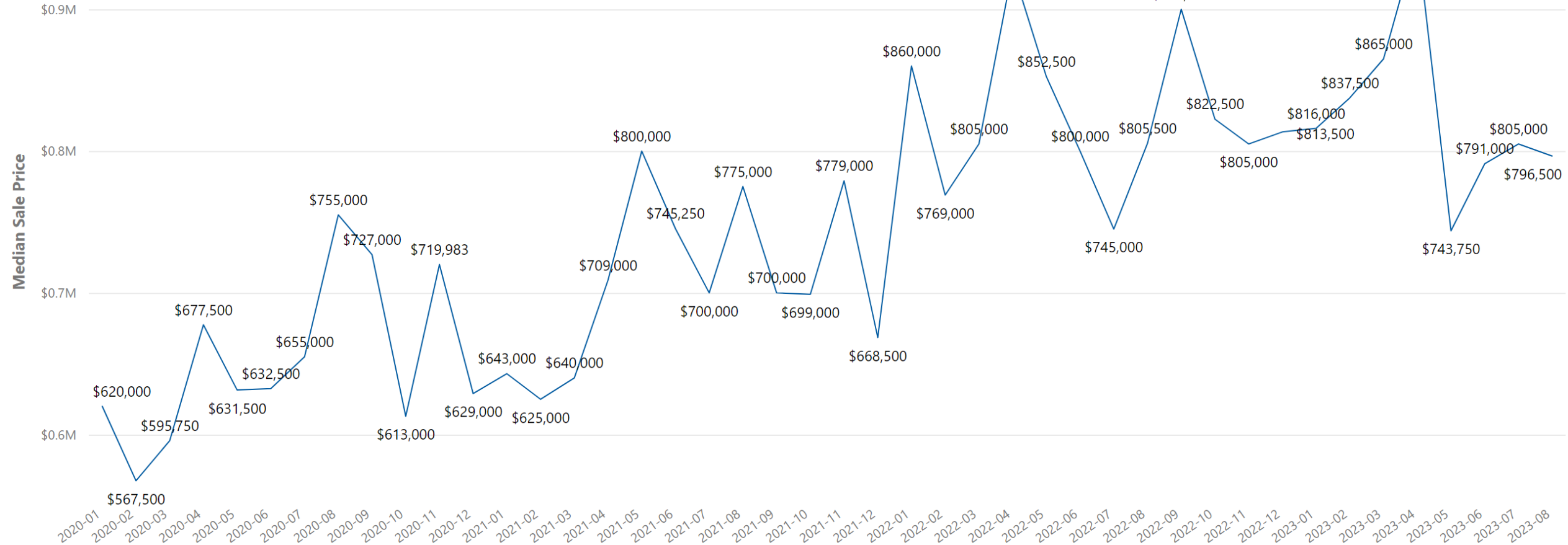
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
La Selva Beach	\$1,185,000		N/A
Corralitos	\$1,000,000	\$950,000	5%
Santa Cruz	\$1,532,500	\$1,465,000	5%
Boulder Creek	\$812,750	\$790,500	3%
Scotts Valley	\$1,327,500	\$1,300,000	2%

Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Capitola	\$1,529,500	\$2,137,500	-28%
Brookdale	\$669,500	\$900,000	-26%
Ben Lomond	\$892,500	\$1,050,000	-15%
Los Gatos	\$1,537,500	\$1,749,500	-12%
Soquel	\$1,637,500	\$1,735,000	-6%
Felton	\$865,000	\$902,000	-4%
Aptos	\$1,380,000	\$1,417,500	-3%
Watsonville	\$810,000	\$815,000	-1%

Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Santa Cruz County - Increased Median Price

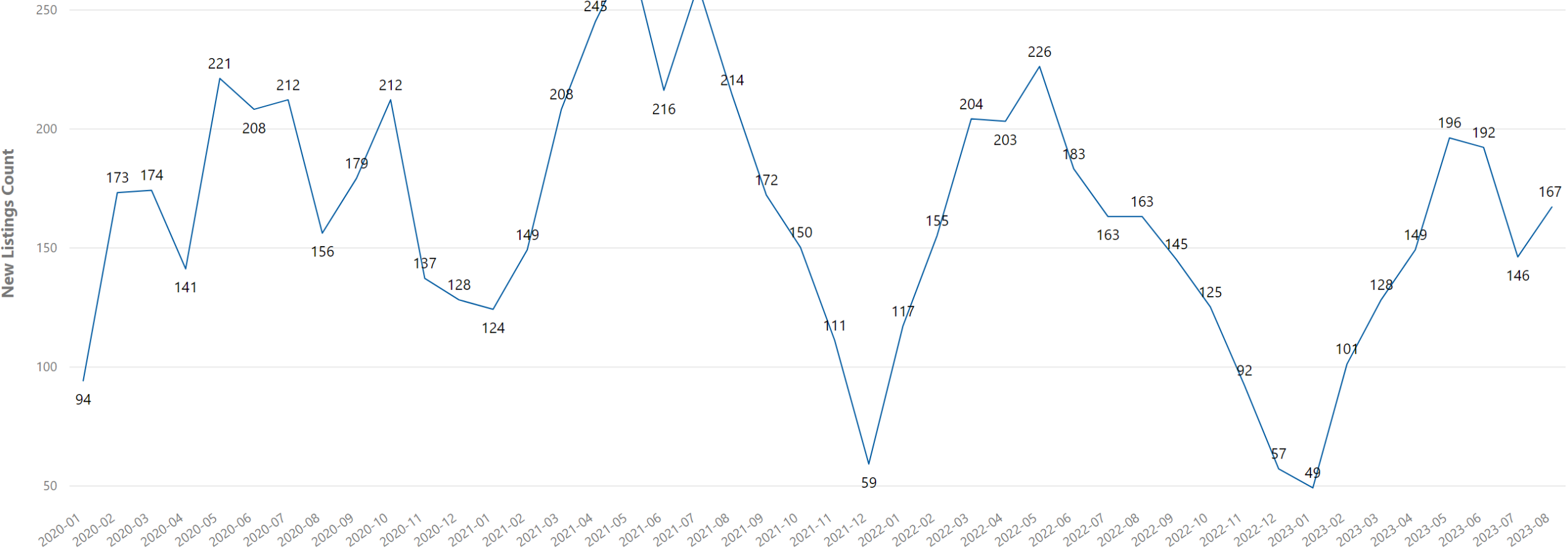
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Boulder Creek	\$589,000		N/A
La Selva Beach	\$1,686,000		N/A
Scotts Valley	\$887,500	\$685,000	30%
Capitola	\$800,000	\$775,000	3%

Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Watsonville	\$656,250	\$712,500	-8%
Aptos	\$805,000	\$862,500	-7%
Santa Cruz	\$825,000	\$882,500	-7%

Santa Cruz County - New Listings

CountyName ● Santa Cruz



Santa Cruz County - Increased New Listings

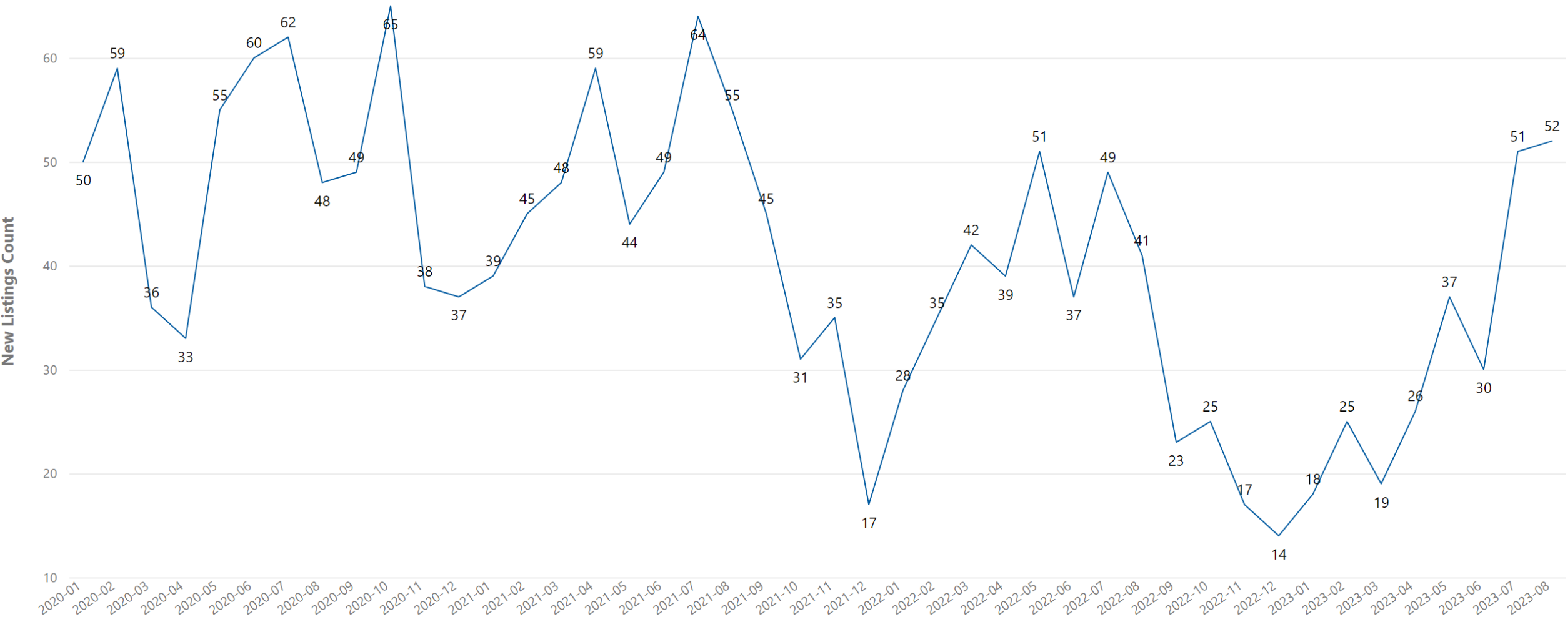
City	New Listings This Year	New Listings Last Year	% New Listings Change
Freedom	1	0	N/A
Los Gatos	12	5	140%
Capitola	4	2	100%
Ben Lomond	10	6	67%
Felton	13	10	30%
Scotts Valley	10	9	11%
Watsonville	24	22	9%
Aptos	29	27	7%

Santa Cruz County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
La Selva Beach	1	4	-75%
Boulder Creek	14	17	-18%
Soquel	5	6	-17%
Santa Cruz	42	48	-13%

Santa Cruz County - New Listings

CountyName ● Santa Cruz



Santa Cruz County - Increased New Listings

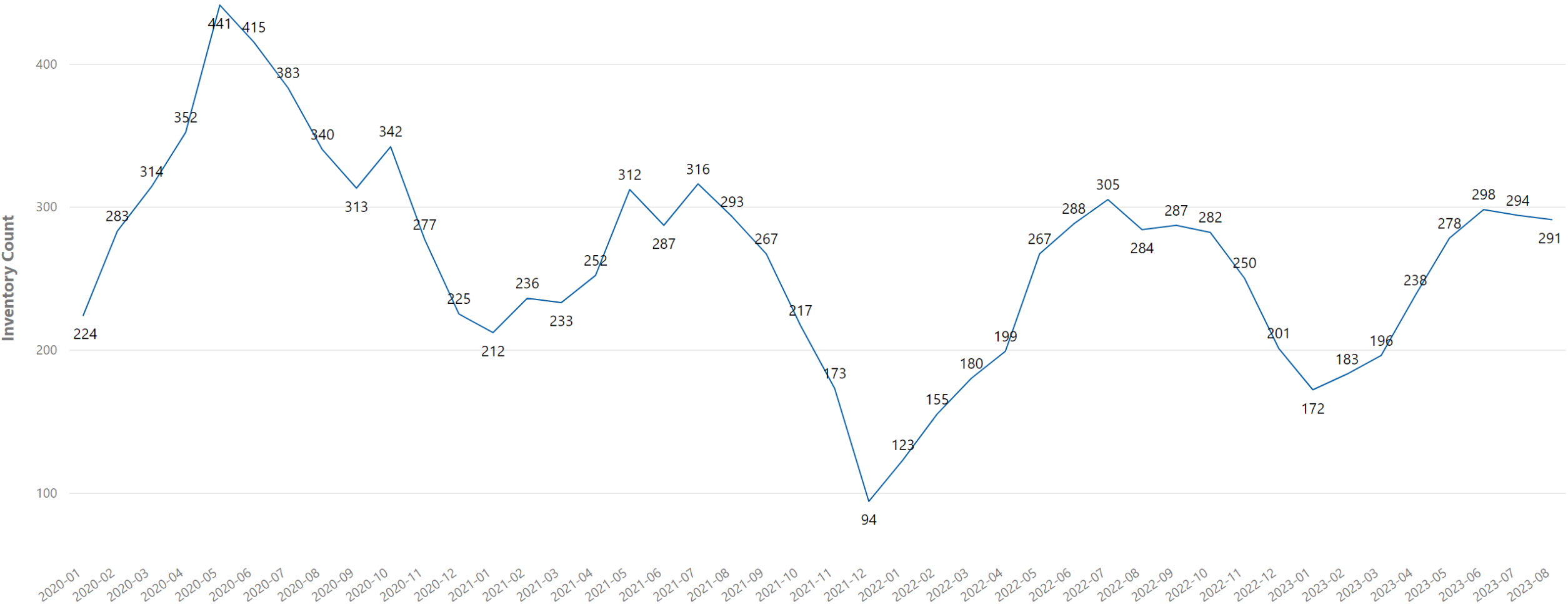
City	New Listings This Year	New Listings Last Year	% New Listings Change
Boulder Creek	1	0	N/A
Soquel	1	0	N/A
Santa Cruz	21	15	40%
Aptos	9	7	29%
Capitola	8	7	14%
Watsonville	10	9	11%
Scotts Valley	2	2	0%

Santa Cruz County – New Listings Week Ending 09/02/2023



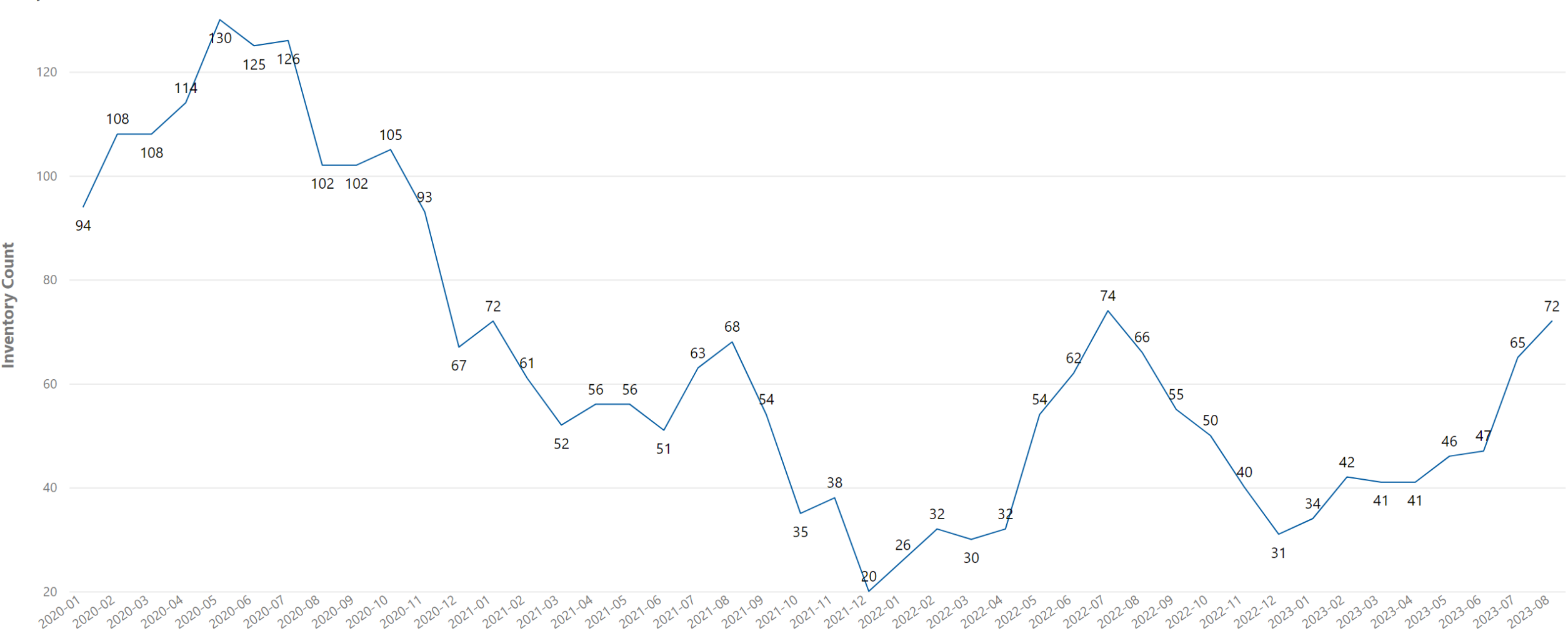
Santa Cruz County - Inventory

CountyName ● Santa Cruz



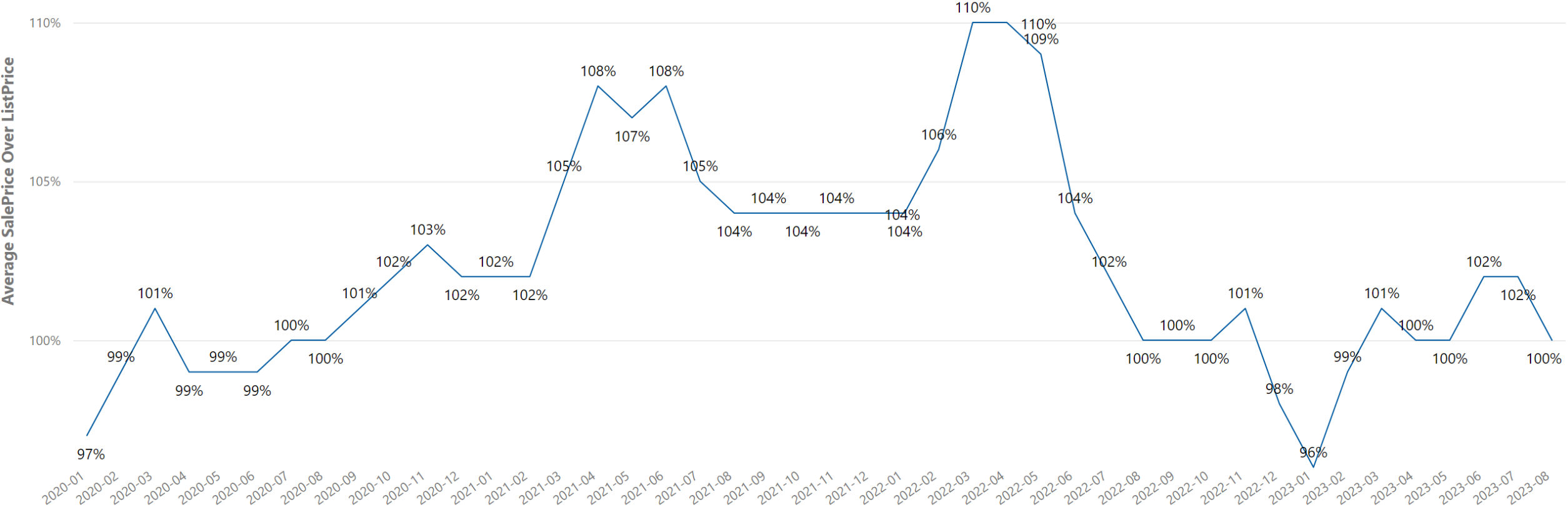
Santa Cruz County - Inventory

CountyName ● Santa Cruz



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
La Selva Beach	98%		N/A
Watsonville	102%	97%	5%
Scotts Valley	100%	97%	3%
Ben Lomond	106%	104%	2%
Aptos	100%	99%	1%
Santa Cruz	102%	101%	1%
Felton	103%	102%	1%
Los Gatos	97%	97%	0%
Soquel	97%	97%	0%

Data as of 9/6/2023

Aculist@2023

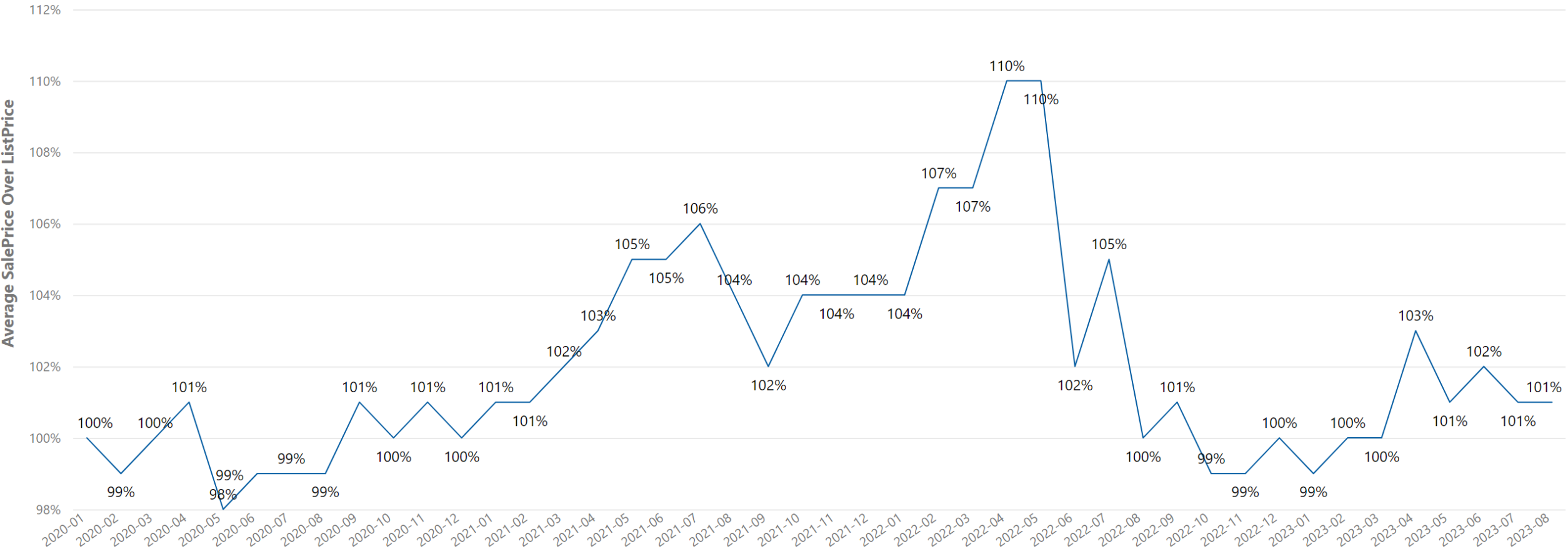
Residential Single Family: August 2022/2023

Santa Cruz County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Brookdale	97%	113%	-14%
Capitola	99%	107%	-7%
Boulder Creek	98%	103%	-5%
Corralitos	97%	100%	-3%

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	98%		N/A
La Selva Beach	103%		N/A
Capitola	103%	97%	6%
Santa Cruz	103%	101%	2%
Watsonville	99%	99%	0%

Santa Cruz County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Scotts Valley	99%	106%	-7%
Aptos	95%	99%	-4%

Thank You

