



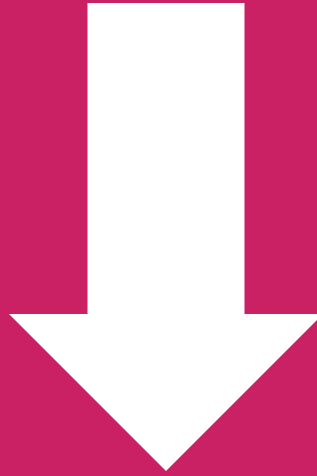
Santa Cruz County

Real Estate Market Minute | May 2025

Santa Cruz County – Single Family Market 2025 v. 2024

↑ 13

Median Days on Market
Compared to 11



\$1.28M

Median Price
Compared to \$1.41M

↑ 131

Closed Sales
Compared to 122

↑ 231

New Listings
Compared to 179

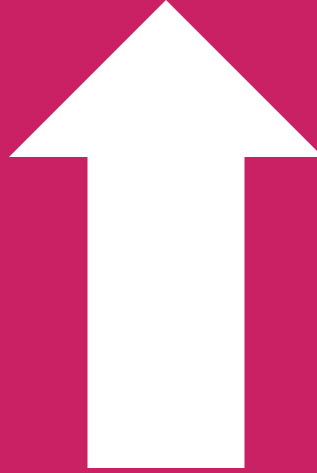
↑ 101%

Sale to List Price Ratio
Compared to 100%

Santa Cruz County – Common Interest Market 2025 v. 2024

↓ 9

Median Days on Market
Compared to 15



\$858K

Median Price
Compared to \$855K

↓ 25

Closed Sales
Compared to 35

↑ 68

New Listings
Compared to 54

= 100%

Sale to List Price Ratio
Compared to 100%

April 2025 Market Trends

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

Market Trends – April 2025 in Santa Cruz County

Market Trend 1

Once again, we see the single family and common interest markets deviating, with consistent volatility in common interest.

Market Trend 2

There were more new listings in both markets over the past 60 days than we have seen in a few years.

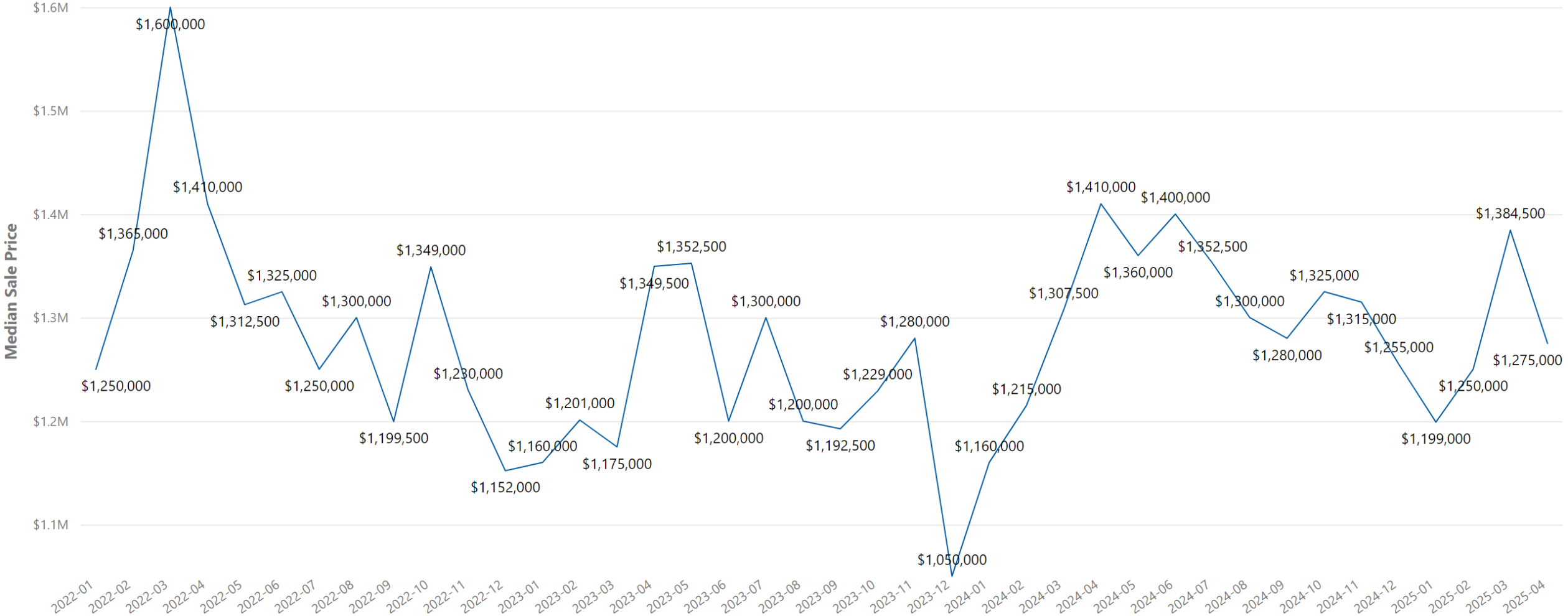
Market Trend 3

In both classes, sale to list price ratios stayed consistent (MoM), DOM dropped but inventory is higher than we have seen in several years.

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 5/6/2025

Aculist@2025

Residential Single Family: 2022-2025

Santa Cruz County - Increased Median Price

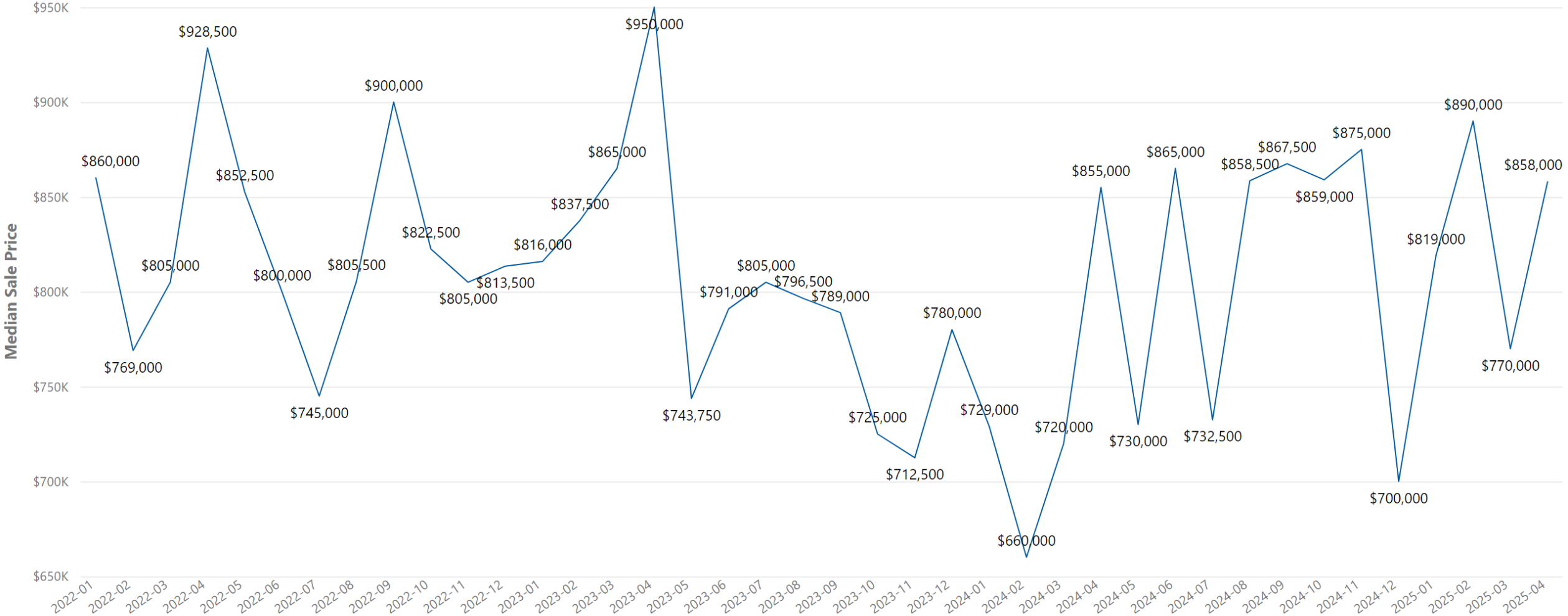
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Mount Hermon	\$875,000	\$0	N/A
Felton	\$913,000	\$789,000	16%
Ben Lomond	\$949,000	\$858,500	11%

Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Freedom	\$0	\$843,000	-100%
Soquel	\$1,299,000	\$2,626,000	-51%
Corralitos	\$750,000	\$1,209,000	-38%
La Selva Beach	\$1,393,750	\$2,015,000	-31%
Los Gatos	\$1,512,500	\$2,082,500	-27%
Watsonville	\$726,750	\$980,000	-26%
Capitola	\$1,630,000	\$2,050,000	-20%
Aptos	\$1,315,500	\$1,564,500	-16%
Boulder Creek	\$679,000	\$792,500	-14%
Scotts Valley	\$1,443,750	\$1,562,500	-8%
Santa Cruz	\$1,540,000	\$1,576,000	-2%

Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 5/6/2025

Aculist@2025

Residential Common Interest: 2022-2025

Santa Cruz County - Increased Median Price

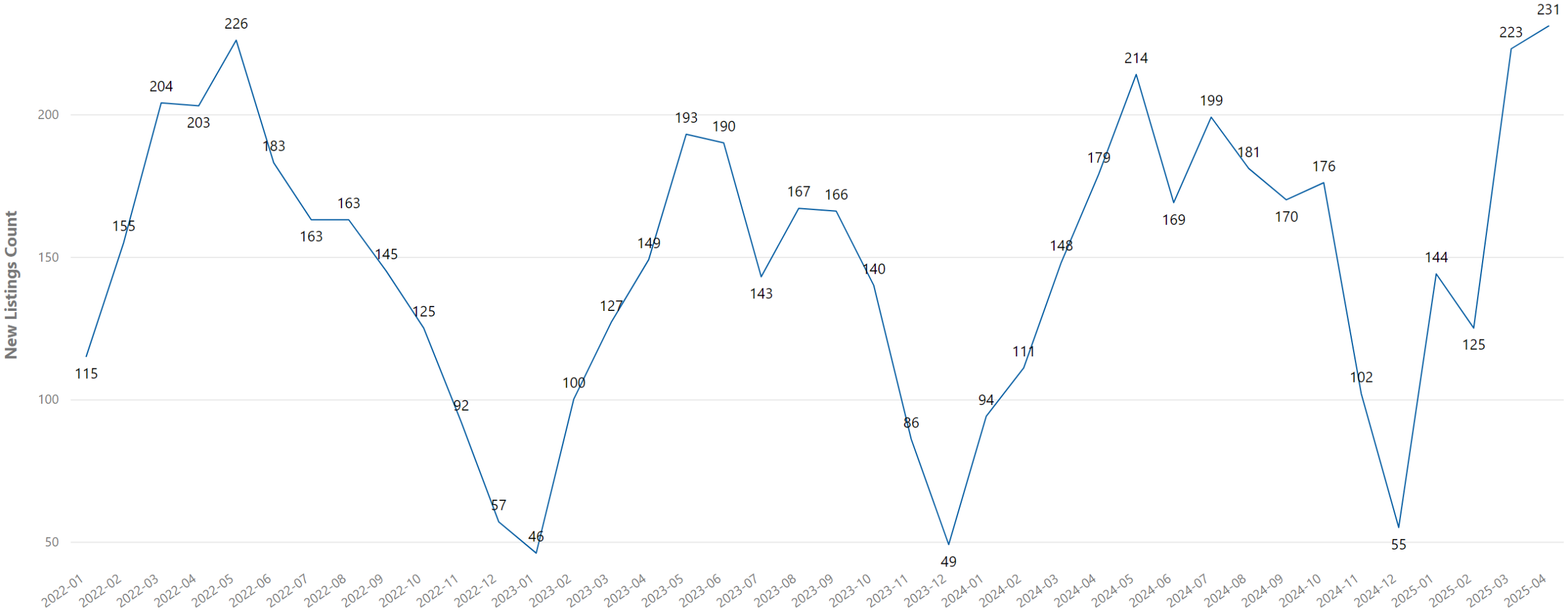
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Boulder Creek	\$560,000	\$0	N/A
Santa Cruz	\$1,146,500	\$840,000	36%
Scotts Valley	\$1,135,000	\$935,000	21%

Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
La Selva Beach	\$0	\$1,100,000	-100%
Soquel	\$645,000	\$1,250,000	-48%
Watsonville	\$586,000	\$750,000	-22%
Aptos	\$895,000	\$1,090,000	-18%
Capitola	\$660,000	\$745,000	-11%

Santa Cruz County - New Listings

CountyName ● Santa Cruz



Santa Cruz County - Increased New Listings

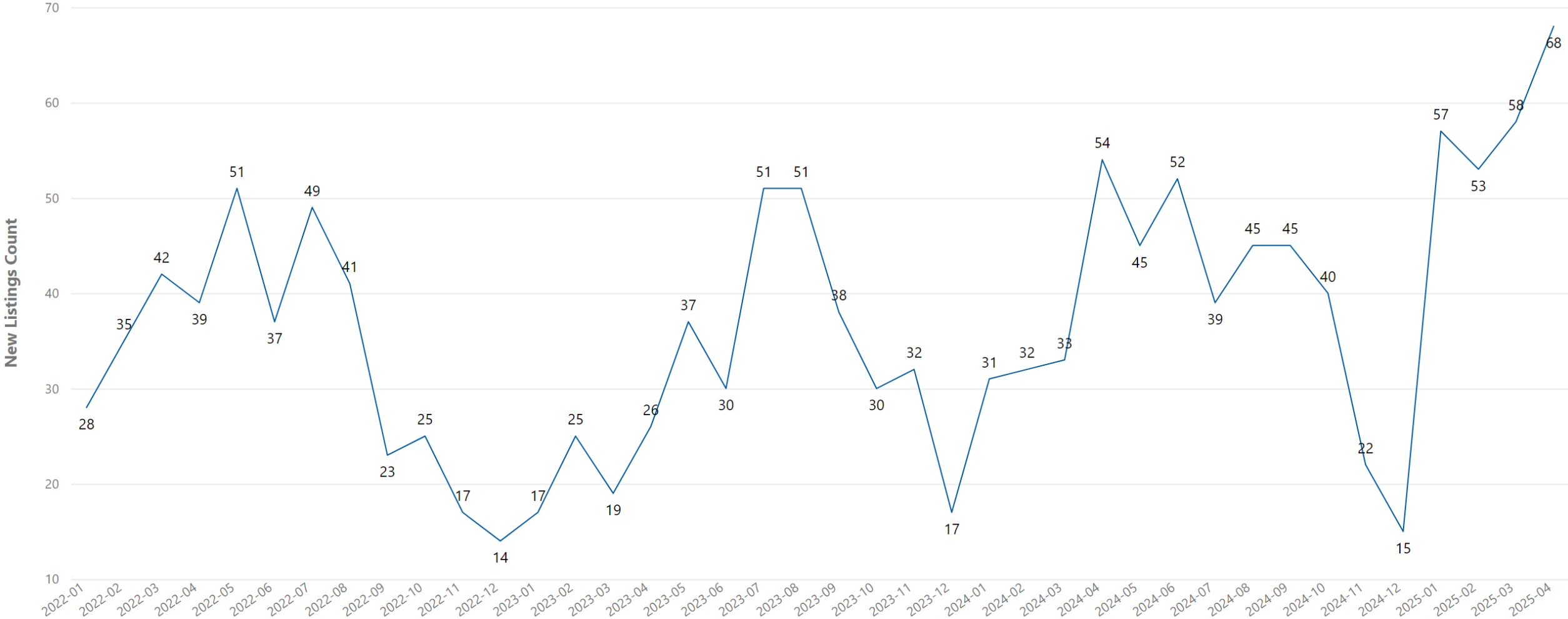
City	New Listings This Year	New Listings Last Year	% New Listings Change
Brookdale	1	0	N/A
Davenport	1	0	N/A
Mount Hermon	1	0	N/A
Los Gatos	20	7	186%
La Selva Beach	2	1	100%
Capitola	6	3	100%
Aptos	39	23	70%
Soquel	11	7	57%
Corralitos	3	2	50%
Boulder Creek	29	22	32%
Watsonville	21	16	31%
Felton	17	13	31%
Santa Cruz	60	59	2%

Santa Cruz County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Scotts Valley	10	14	-29%
Ben Lomond	10	12	-17%

Santa Cruz County - New Listings

CountyName ● Santa Cruz



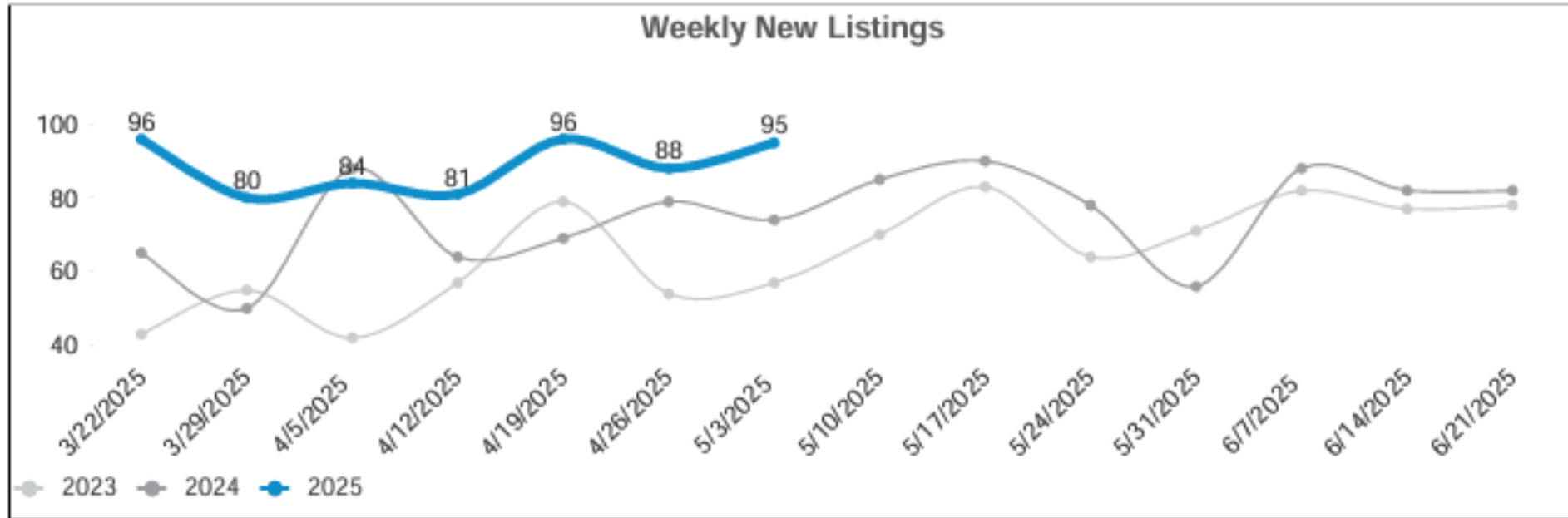
Santa Cruz County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Watsonville	18	6	200%
Scotts Valley	9	6	50%
Aptos	10	7	43%
Santa Cruz	20	15	33%
Boulder Creek	2	2	0%

Santa Cruz County - Decreased New Listings

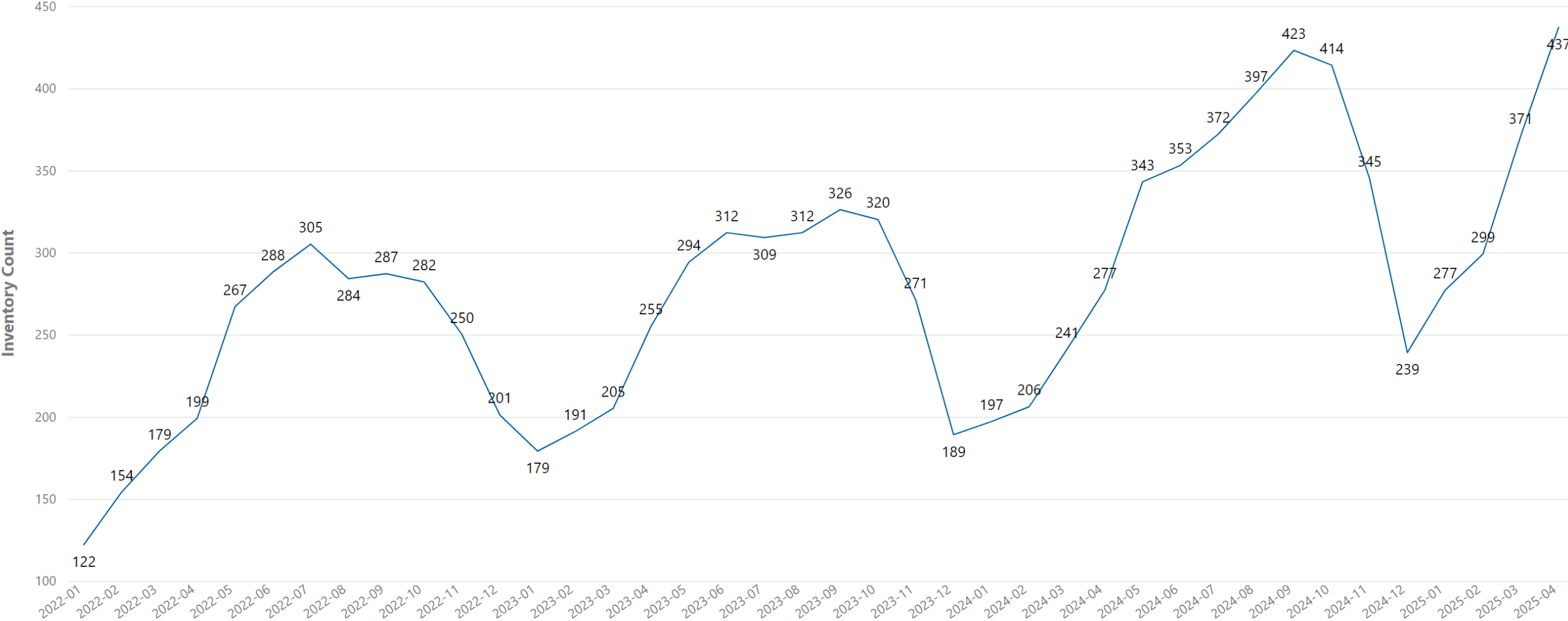
City	New Listings This Year	New Listings Last Year	% New Listings Change
Capitola	8	11	-27%

Santa Cruz County – New Listings Week Ending 5/3/2025



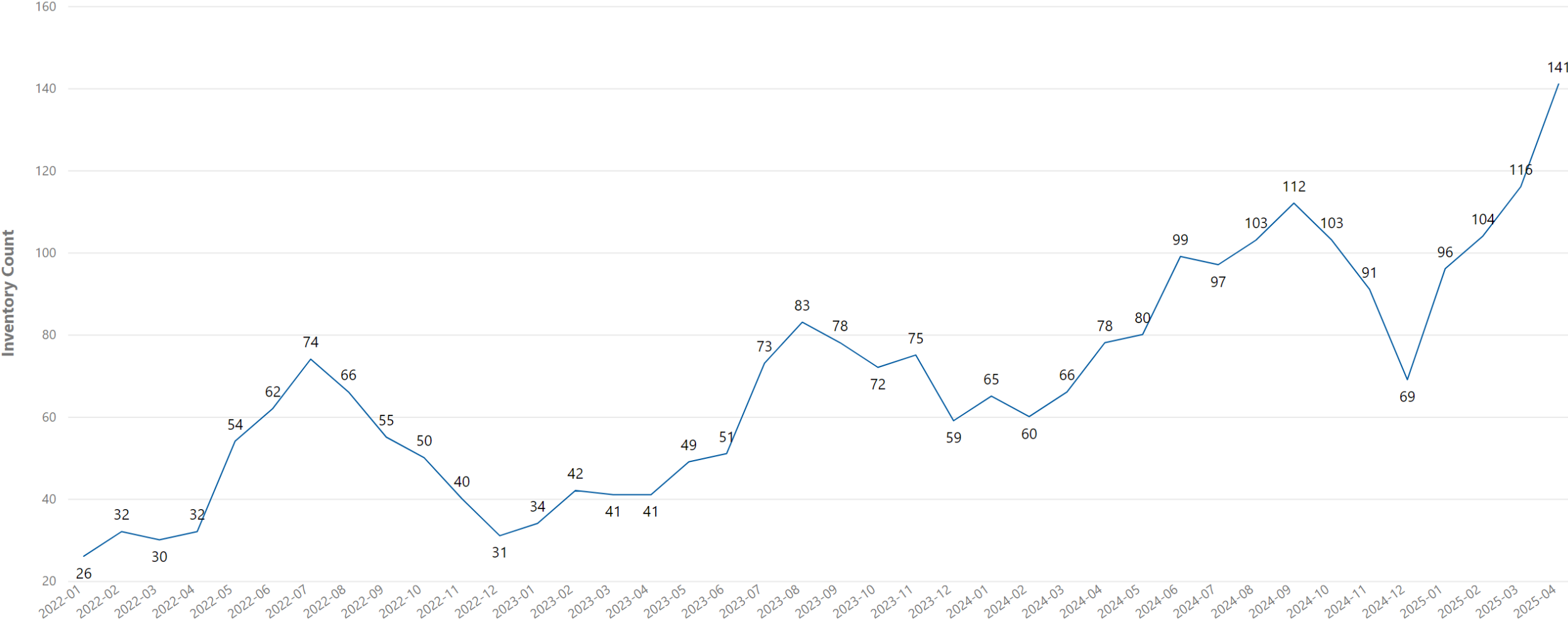
Santa Cruz County - Inventory

CountyName ● Santa Cruz



Santa Cruz County - Inventory

CountyName ● Santa Cruz



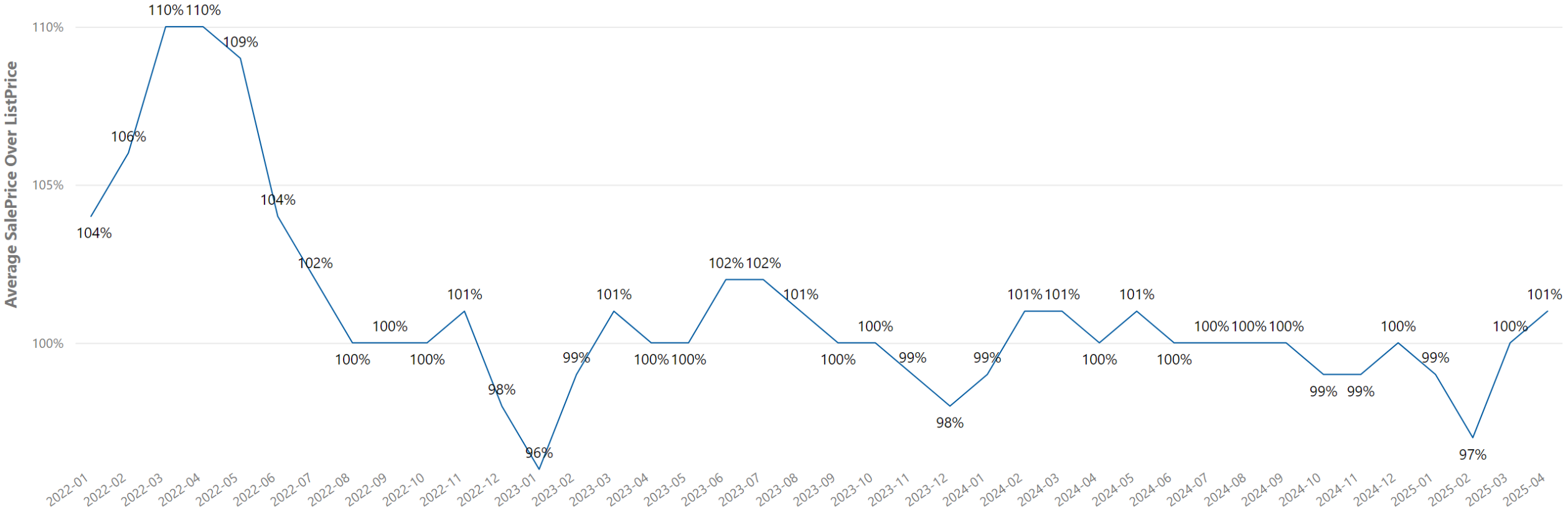
Data as of 5/6/2025

Aculist@2025

Residential Common Interest: 2022-2025

Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 5/6/2025

Aculist@2025

Residential Single Family: 2022-2025

Santa Cruz County - Increased Sale To List Price

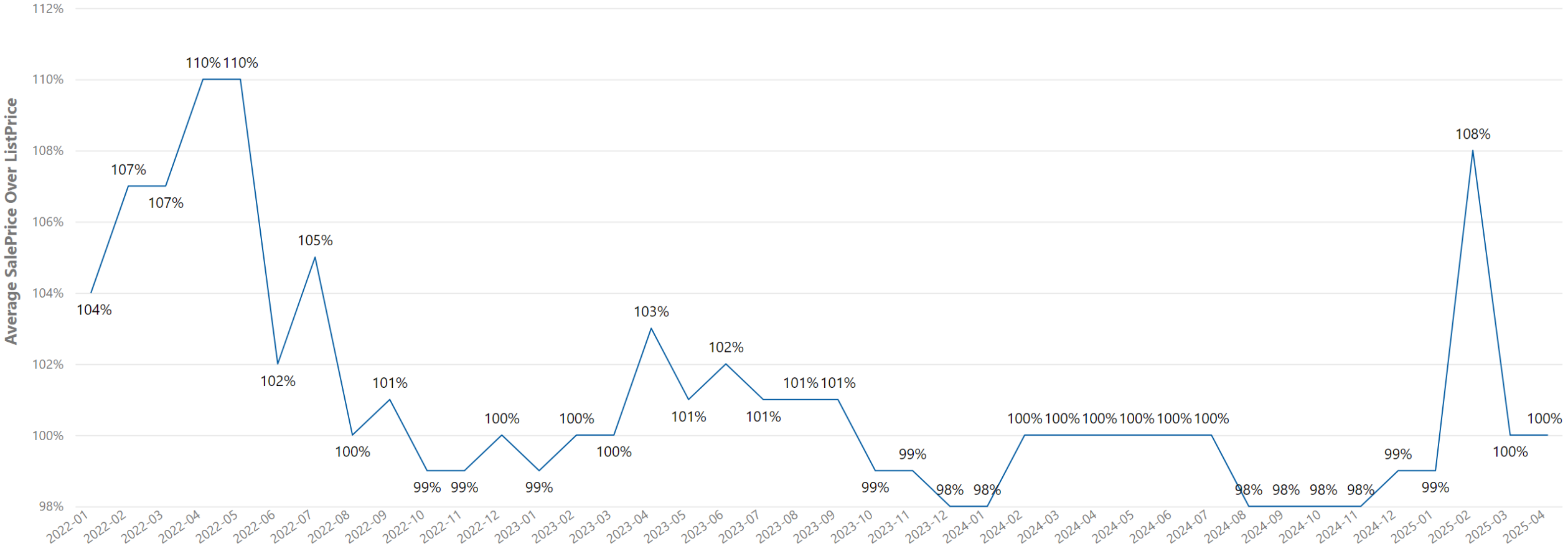
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Mount Hermon	100%	0%	N/A
La Selva Beach	97%	94%	3%
Aptos	101%	98%	3%
Scotts Valley	103%	100%	3%
Watsonville	99%	97%	2%
Capitola	105%	103%	2%
Boulder Creek	100%	99%	1%
Santa Cruz	103%	102%	1%

Santa Cruz County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Corralitos	97%	100%	-3%
Felton	97%	100%	-3%
Los Gatos	97%	100%	-3%
Soquel	98%	101%	-3%
Ben Lomond	101%	103%	-2%

Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 5/6/2025

Aculist@2025

Residential Common Interest: 2022-2025

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	90%	0%	N/A
Watsonville	100%	98%	2%
Aptos	101%	99%	2%
Scotts Valley	100%	100%	0%
Soquel	100%	100%	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
Capitola	98%	102%	-4%
Santa Cruz	100%	101%	-1%

Thank You

