



Santa Cruz County

Real Estate Market Minute | December 2025

Santa Cruz County -Residential - Single Family 2025 vs 2024

↑ 40

Median Days on Market
Compared to 21



\$1.3M

Median Price
Compared to \$1.3M

↓ 100

Closed Sales
Compared to 111

↓ 87

New Listings
Compared to 97

↓ 97%

Sale to List Price Ratio
Compared to 99%

Santa Cruz County -Residential - Common Interest 2025 vs 2024

↑ 52

Median Days on Market
Compared to 10



\$743.9K

Median Price
Compared to \$875.0K

↑ 26

Closed Sales
Compared to 19

↑ 22

New Listings
Compared to 20

↑ 99%

Sale to List Price Ratio
Compared to 98%

November 2025 Market Trends

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

Market Trends – November 2025 in Santa Cruz County

Market Trend 1

The median price increased in both the single family and common interest markets, including an increase after a 20% decrease in the common interest market over the past couple months.

Market Trend 2

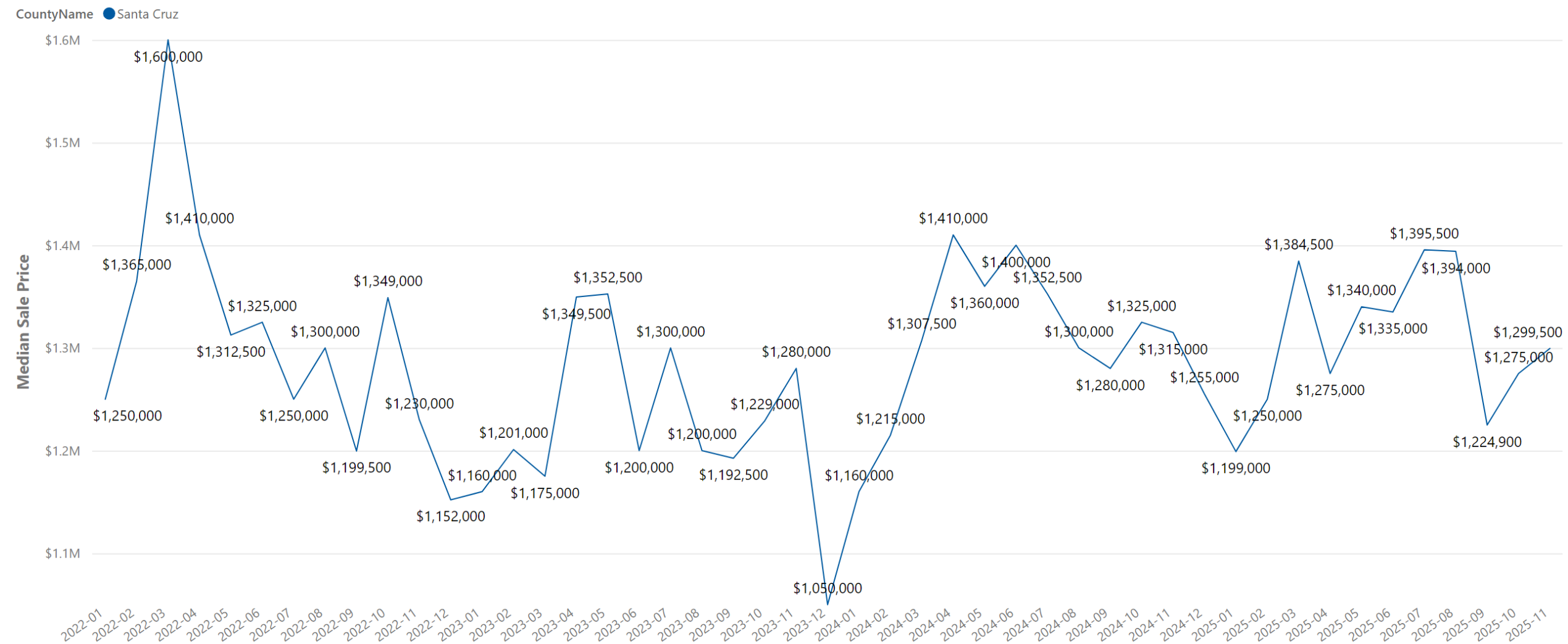
There was a significant decrease in the number of new listings as well as closed sales in both markets, which is expected and within the range of numbers experienced over the past couple of years.

Market Trend 3

The number of days a property is staying on the market hit a 3+ year high in both markets where sale to list price ratios continue to be under 100% suggesting that buyers have an advantage in the current market.

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



Santa Cruz County - Increased Median Price

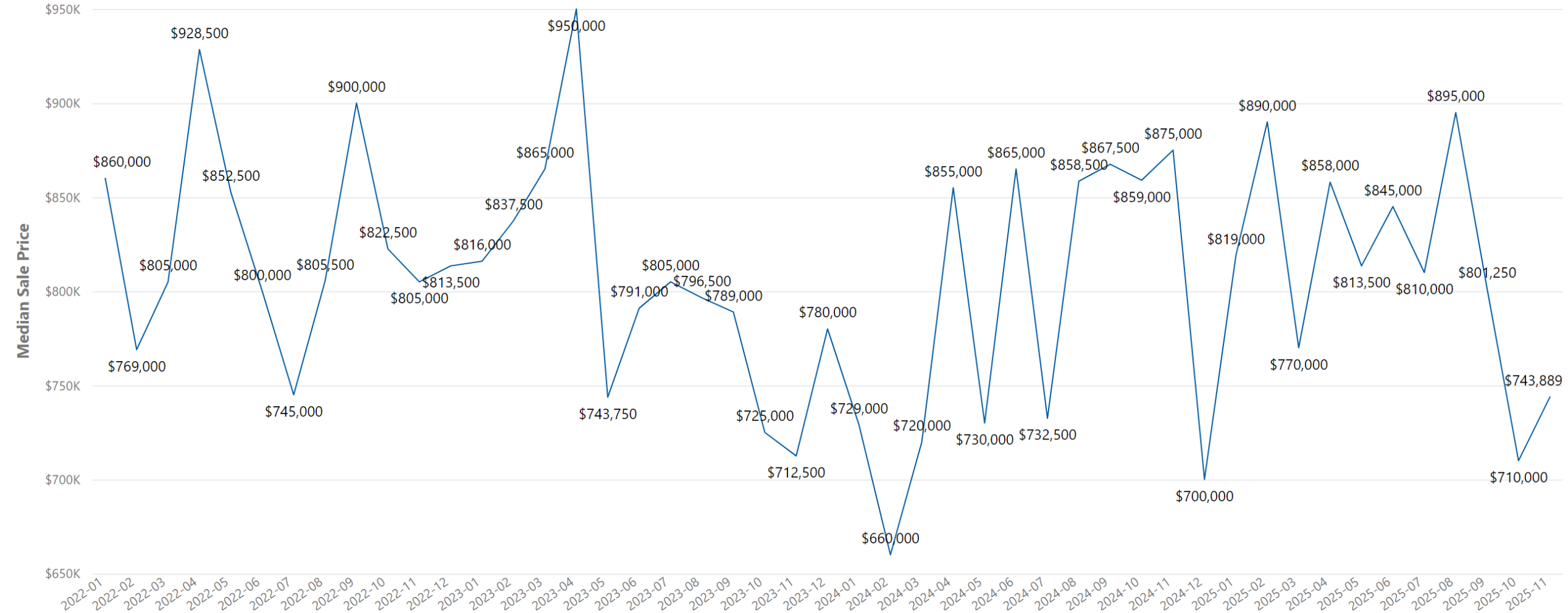
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Brookdale	\$520,000	\$0	N/A
Boulder Creek	\$957,500	\$525,000	82%
Capitola	\$2,727,500	\$1,562,500	75%
Soquel	\$1,575,000	\$1,082,500	45%
Ben Lomond	\$1,035,000	\$899,000	15%

Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Los Gatos	\$975,000	\$1,250,000	-22%
Aptos	\$1,500,000	\$1,840,000	-18%
Corralitos	\$1,294,500	\$1,567,500	-17%
Watsonville	\$820,000	\$972,750	-16%
Felton	\$828,000	\$873,000	-5%
Scotts Valley	\$1,300,000	\$1,351,000	-4%
La Selva Beach	\$1,925,000	\$1,935,000	-1%
Santa Cruz	\$1,380,000	\$1,385,000	0%

Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



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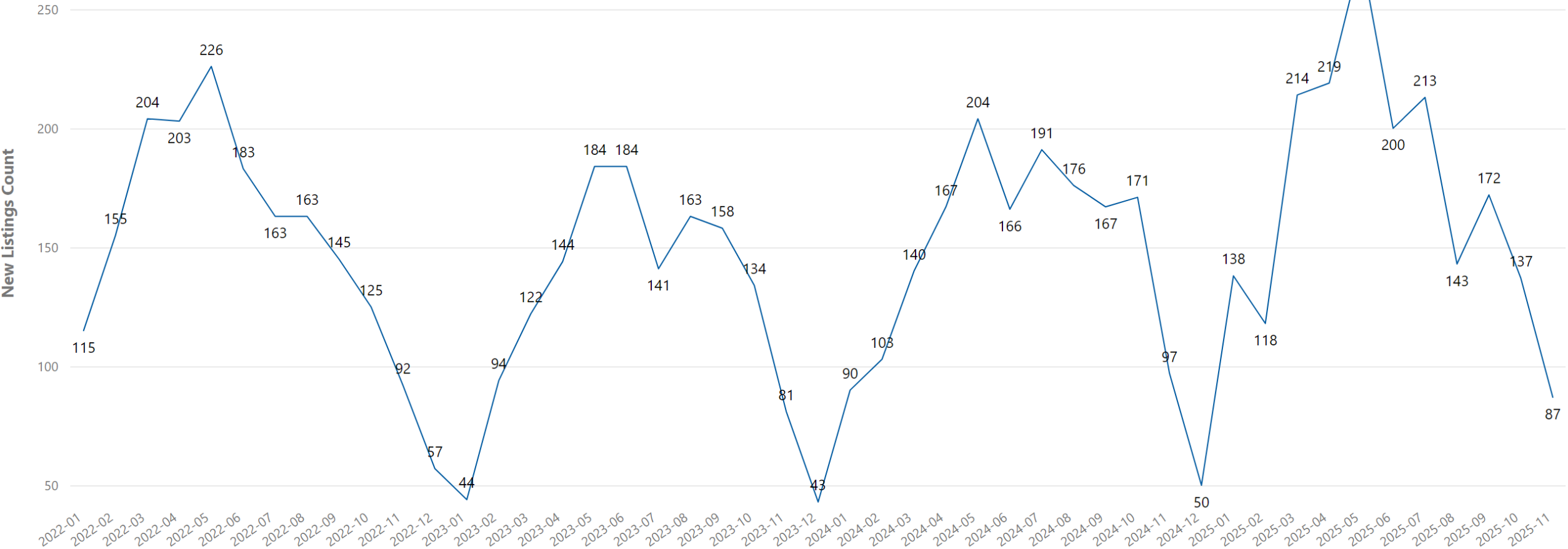
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Santa Cruz County - New Listings

CountyName ● Santa Cruz



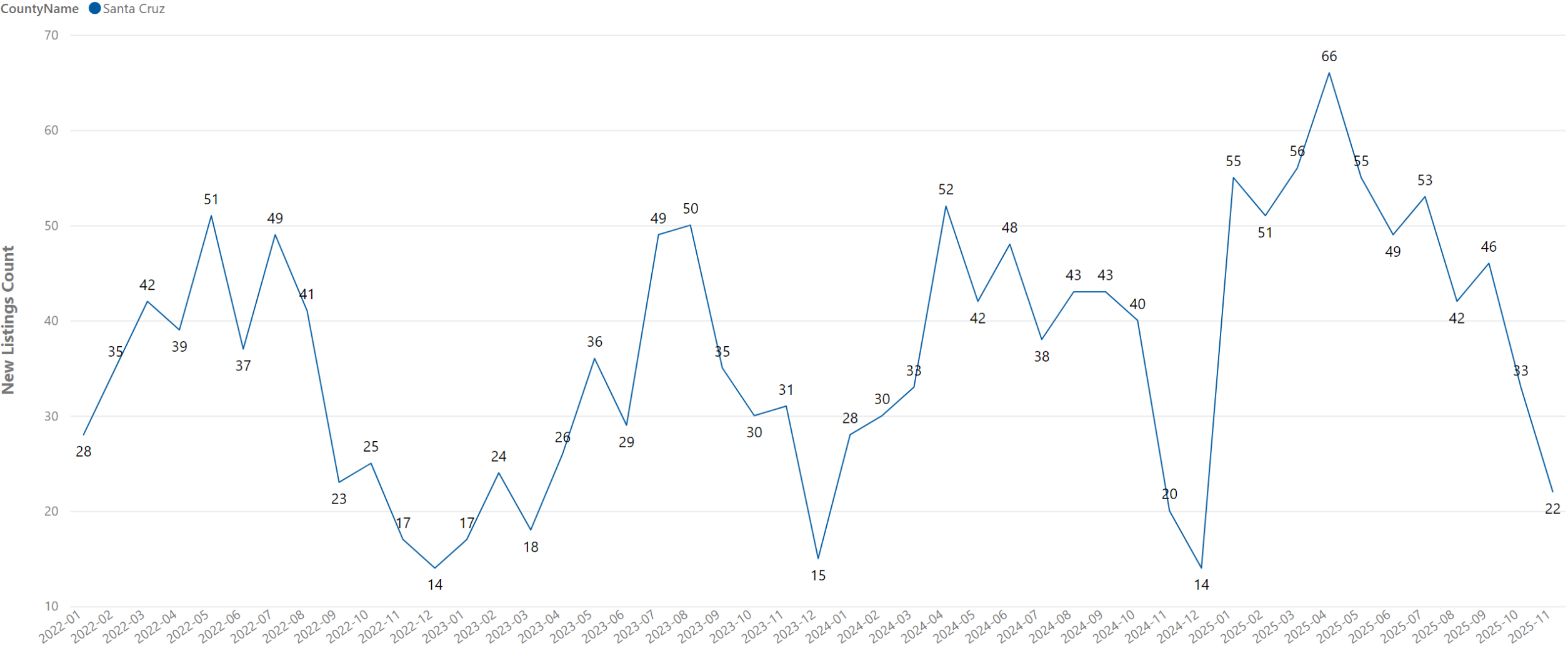
Santa Cruz County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Capitola	2	0	N/A
La Selva Beach	2	1	100%
Ben Lomond	4	2	100%
Soquel	6	3	100%
Boulder Creek	9	6	50%
Aptos	21	17	24%
Freedom	1	1	0%

Santa Cruz County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Los Gatos	1	2	-50%
Scotts Valley	4	7	-43%
Santa Cruz	19	33	-42%
Watsonville	14	19	-26%
Felton	4	5	-20%

Santa Cruz County - New Listings



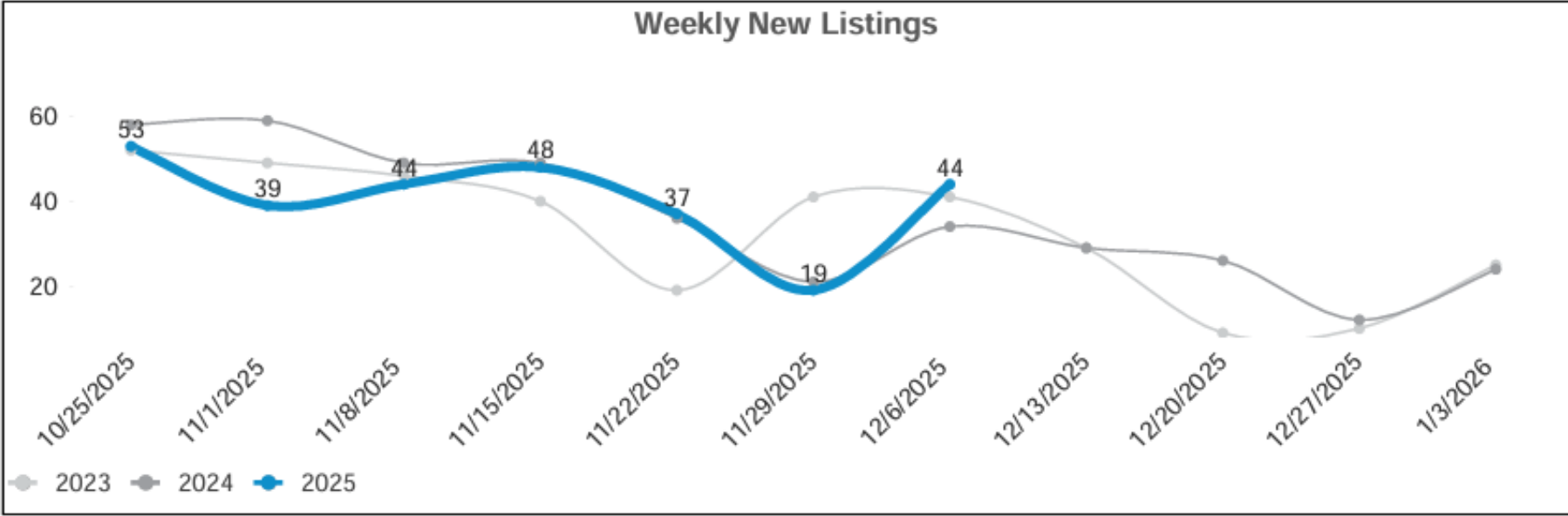
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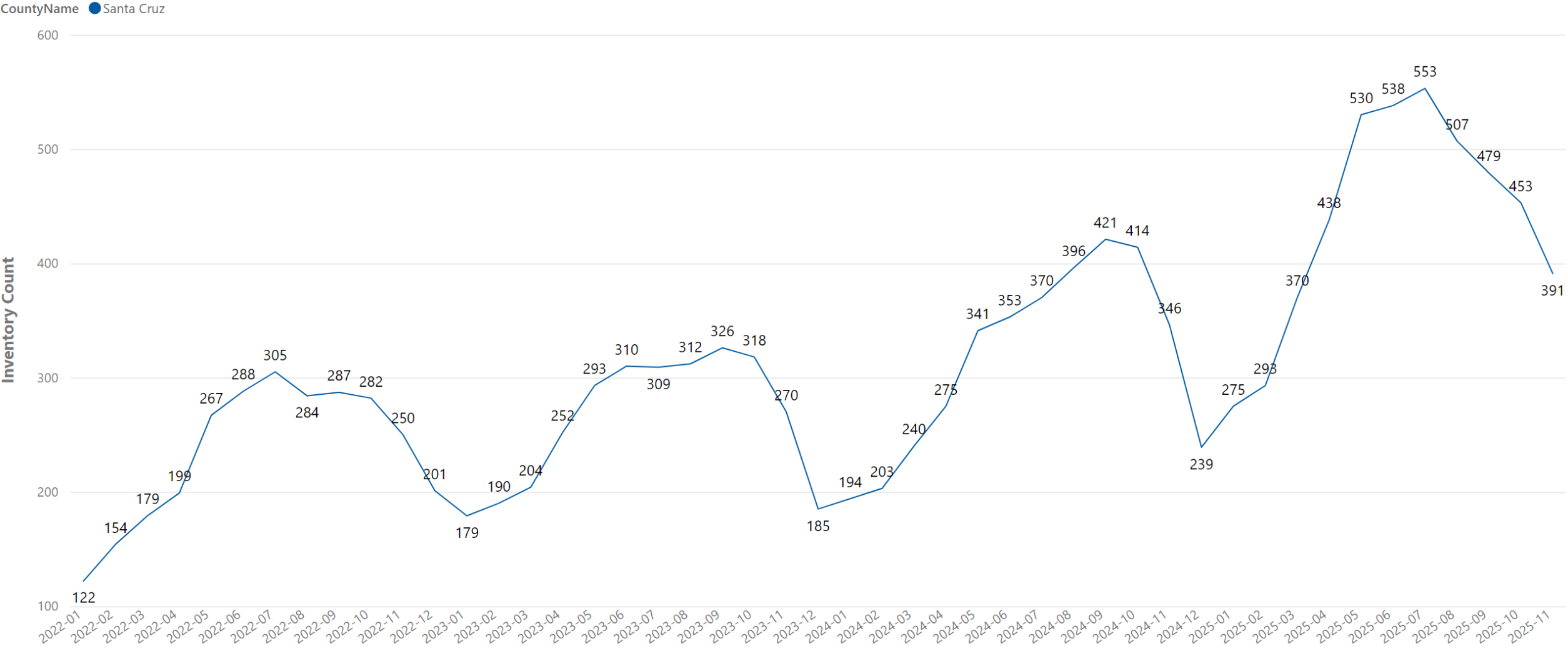
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Santa Cruz County – New Listings Week Ending 12/06/2025

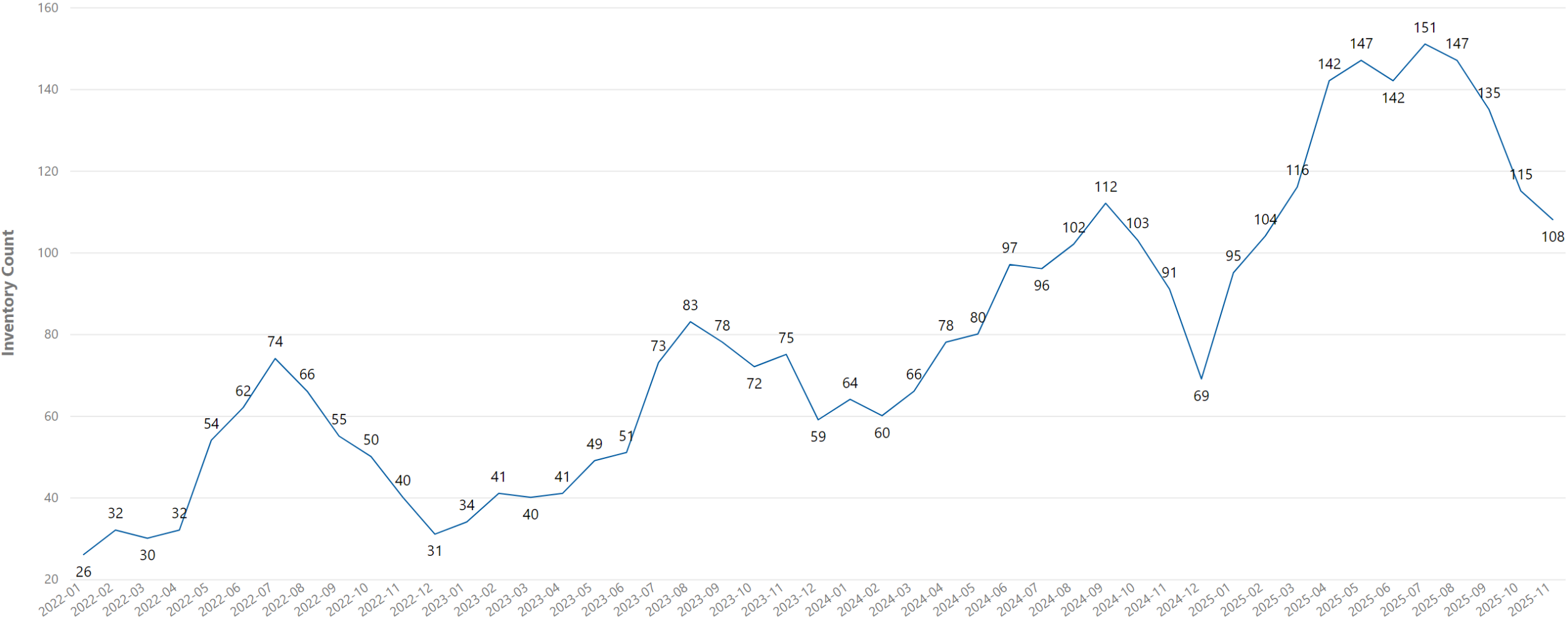


Santa Cruz County - Inventory



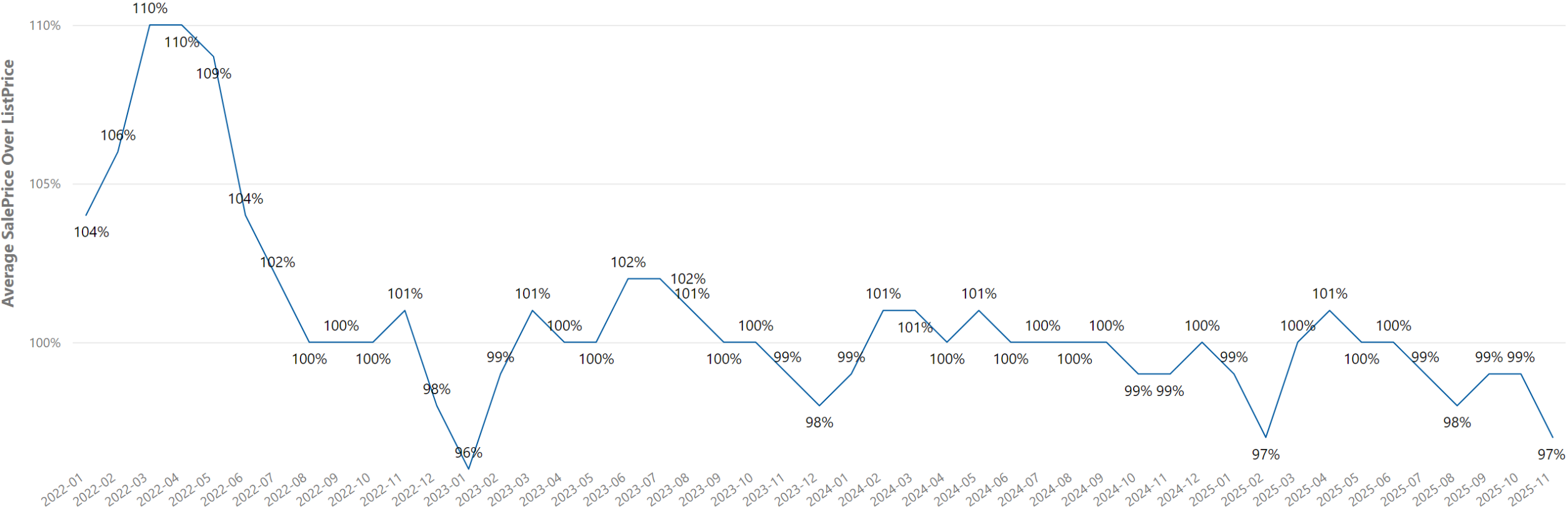
Santa Cruz County - Inventory

CountyName ● Santa Cruz



Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Santa Cruz County - Increased Sale To List Price

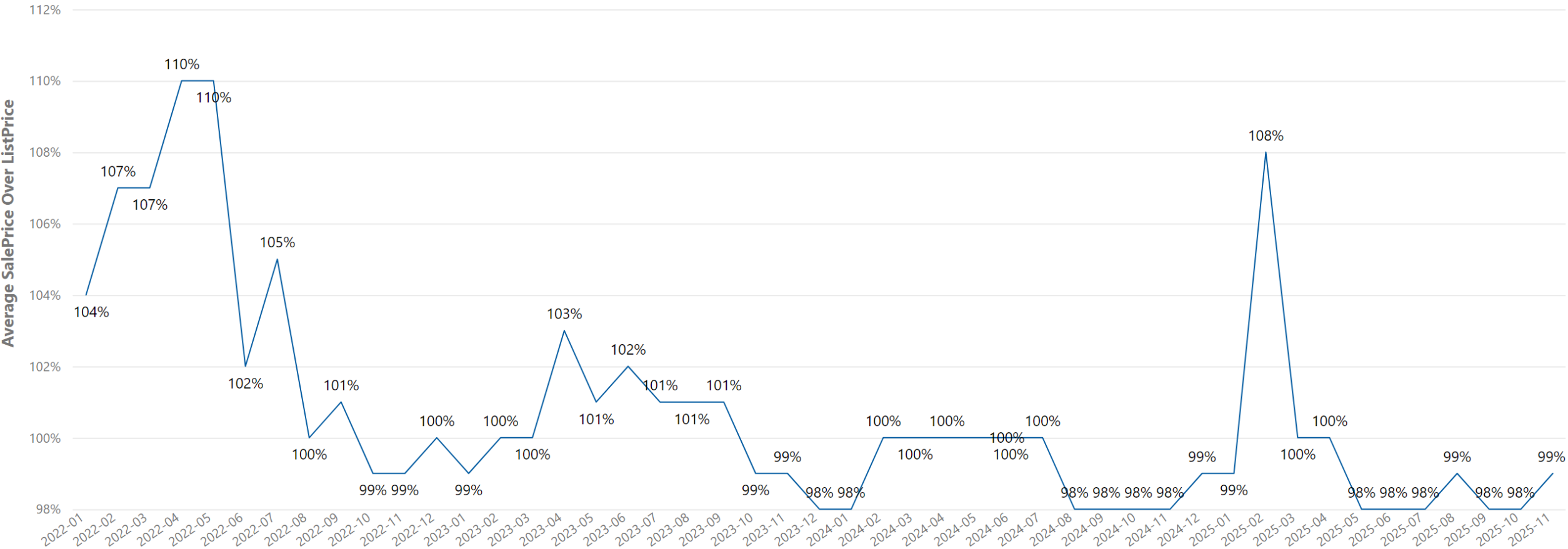
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Brookdale	95%	0%	N/A
Ben Lomond	102%	98%	4%
Corralitos	100%	98%	2%
Santa Cruz	101%	99%	2%
Soquel	99%	98%	1%

Santa Cruz County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Felton	97%	105%	-8%
Scotts Valley	92%	99%	-7%
Boulder Creek	94%	98%	-4%
Watsonville	97%	101%	-4%
Capitola	97%	100%	-3%
La Selva Beach	97%	99%	-2%
Los Gatos	95%	96%	-1%
Aptos	97%	98%	-1%

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La Selva Beach	97%	99%	-2%
Los Gatos	95%	96%	-1%
Aptos	97%	98%	-1%

Thank You

