



# Santa Cruz County

Real Estate Market Minute | May 2026

# Santa Cruz County - Residential - Single Family 2025 vs 2026

**= 13**

Median Days on Market  
Compared to 13

**↓ 105**

Closed Sales  
Compared to 131



**\$1.3M**

Median Price  
Compared to \$1.3M

**↓ 202**

New Listings  
Compared to 219

**= 101%**

Sale to List Price Ratio  
Compared to 101%

# Santa Cruz County - Residential - Common Interest 2025 vs 2026

↑ 25

Median Days on Market  
Compared to 9

↓

**\$798.0K**

Median Price  
Compared to \$858.0K

↑ 37

Closed Sales  
Compared to 25

↓ 53

New Listings  
Compared to 66

↓ 99%

Sale to List Price Ratio  
Compared to 100%

# April 2026 Market Trends

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

# Market Trends – April 2026 in Santa Cruz County

## Pricing Trends

The single family market has shown consistent, moderate growth each month in 2026. In contrast, the common interest market has been volatile, including a sizable month-over-month decline, suggesting shifting demand conditions.

## Transactional Trends

The single family and common interest markets performed oppositely regarding new listings and closed sales, with single family increased in new listings, decreased in closed sales, which is not ideal for current and perspective home sellers.

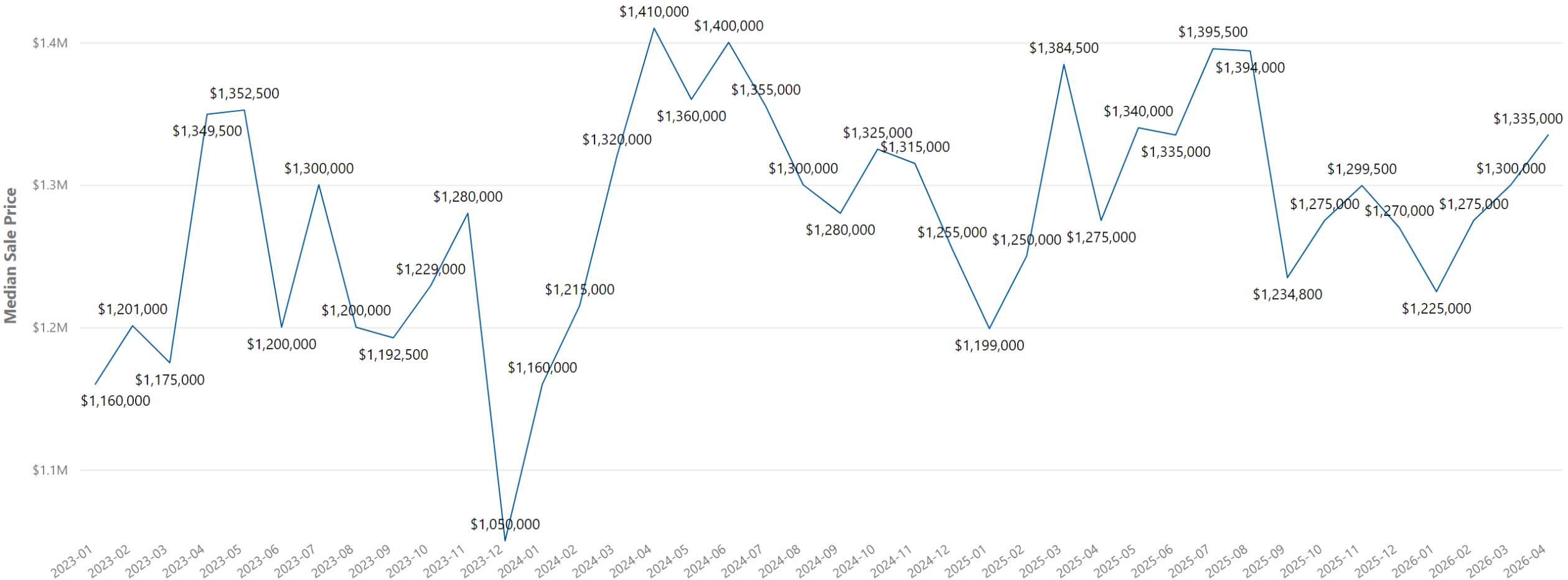
## Market Competition

Increased competition in the single family market, with decreased days on market and a higher sale-to-list price ratio, contrasts the common interest market which had increased days on market and a flat month over month sale to list ratio compared to March.

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 5/6/2026

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Residential Single Family: 2023-2026

# Median Sale Price - Santa Cruz County (Residential - Single Family)

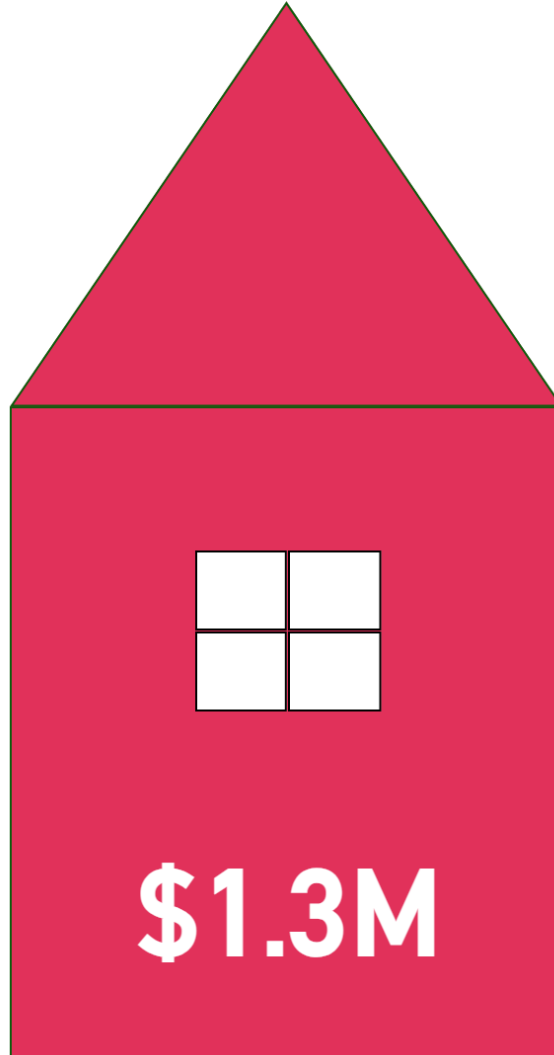
**+4.7%**

**Year-Over-Year**



**Median Price  
Compared to  
\$1.3M**

**April 2025**



**+2.7%**

**Month-Over-Month**



**Median Price  
Compared to  
\$1.3M**

**March 2026**

# Santa Cruz County - Increased Median Price

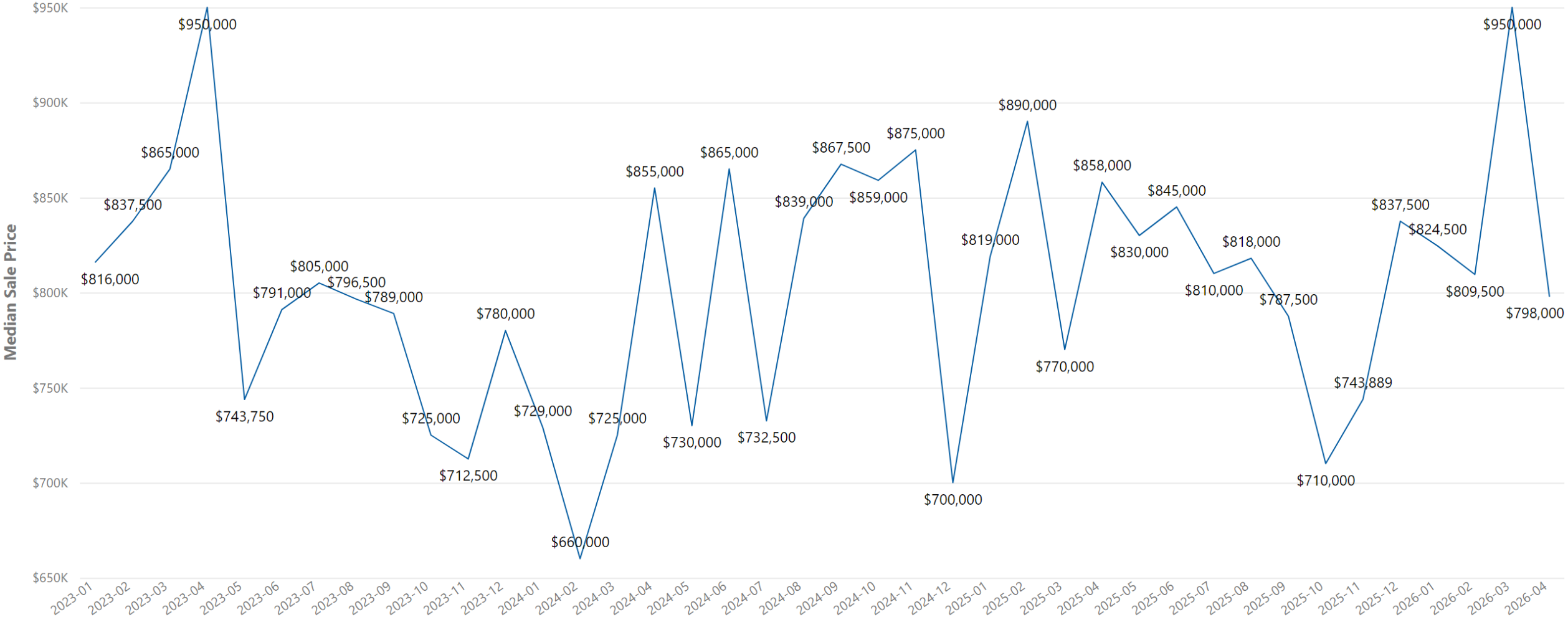
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Brookdale	\$699,999	\$0	N/A
La Selva Beach	\$5,150,000	\$1,393,750	270%
Felton	\$1,053,000	\$913,000	15%
Soquel	\$1,485,000	\$1,299,000	14%
Los Gatos	\$1,665,000	\$1,512,500	10%
Scotts Valley	\$1,587,000	\$1,443,750	10%
Watsonville	\$790,000	\$726,750	9%
Aptos	\$1,400,000	\$1,315,500	6%
Ben Lomond	\$984,042	\$949,000	4%
Capitola	\$1,687,500	\$1,630,000	4%
Boulder Creek	\$689,500	\$679,000	2%
Santa Cruz	\$1,560,000	\$1,540,000	1%

# Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Mount Hermon	\$0	\$875,000	-100%
Corralitos	\$699,000	\$750,000	-7%

# Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 5/6/2026

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Residential Common Interest: 2023-2026

# Median Sale Price - Santa Cruz County (Residential - Common Interest)

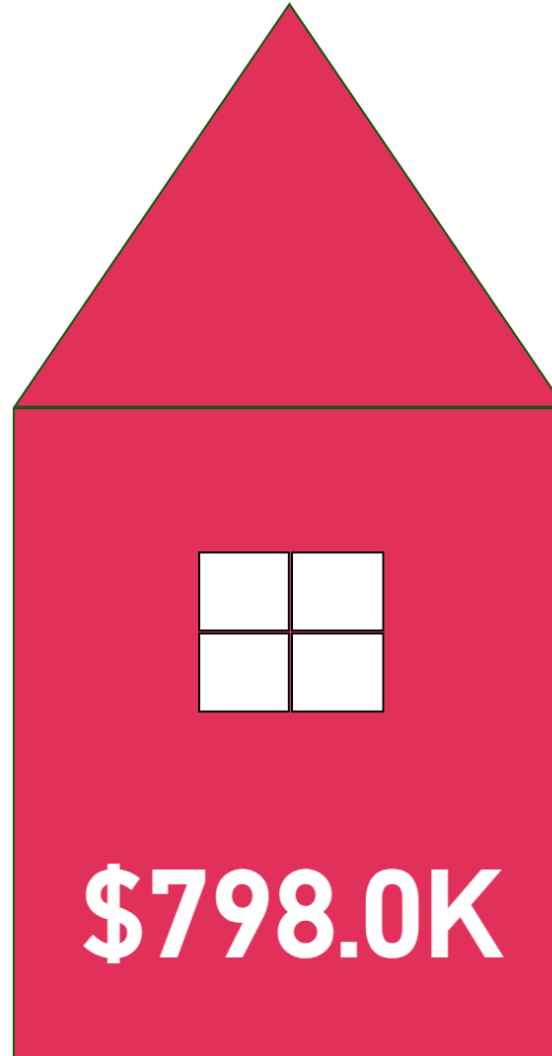
**-7.0%**

**Year-Over-Year**



Median Price  
Compared to  
\$858.0K

**April 2025**



**-16.0%**

**Month-Over-Month**



Median Price  
Compared to  
\$950.0K

**March 2026**

# Santa Cruz County - Increased Median Price

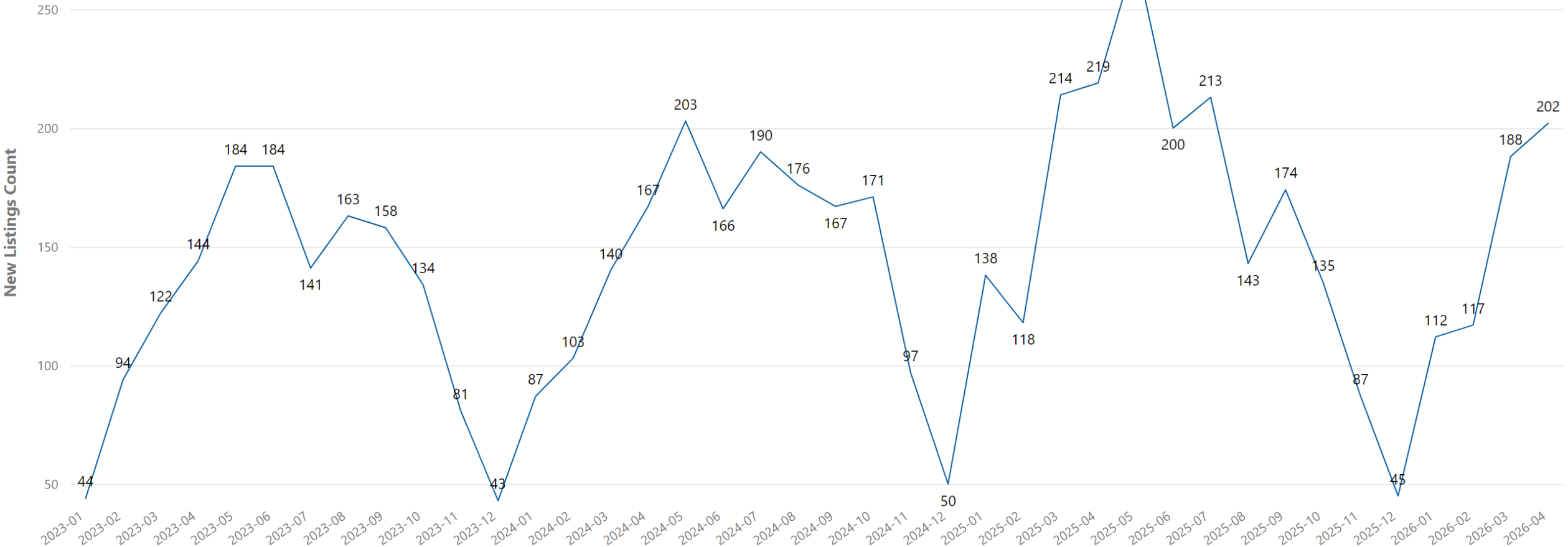
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
La Selva Beach	\$2,150,000	\$0	N/A
Soquel	\$715,000	\$645,000	11%
Watsonville	\$629,000	\$586,000	7%
Aptos	\$895,000	\$895,000	0%

# Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Santa Cruz	\$887,000	\$1,146,500	-23%
Scotts Valley	\$983,750	\$1,135,000	-13%
Boulder Creek	\$538,000	\$560,000	-4%
Capitola	\$649,500	\$660,000	-2%

# Santa Cruz County - New Listings

CountyName ● Santa Cruz



Data as of 5/6/2026

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Residential Single Family: 2023-2026

# Santa Cruz County - Increased New Listings

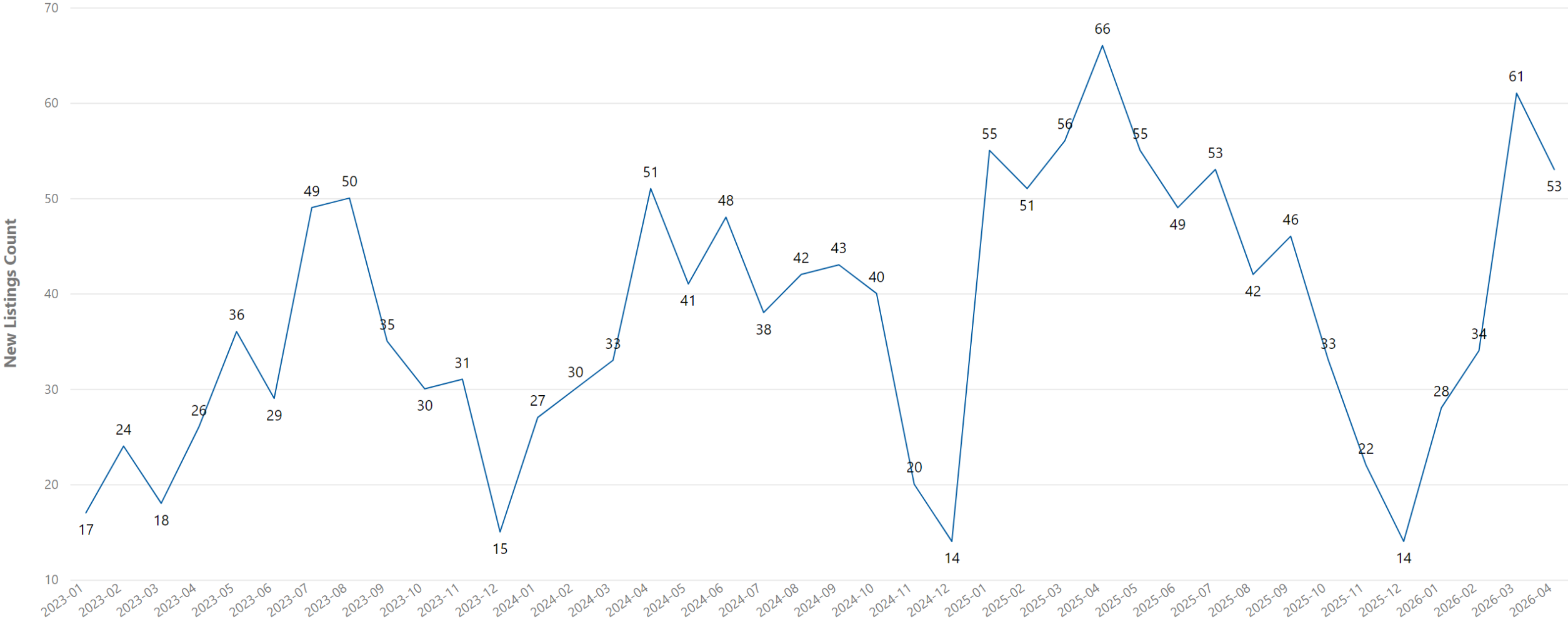
City	New Listings This Year	New Listings Last Year	% New Listings Change
Freedom	1	0	N/A
Scotts Valley	22	9	144%
Brookdale	2	1	100%
Corralitos	4	3	33%
Watsonville	25	21	19%
Davenport	1	1	0%

# Santa Cruz County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
La Selva Beach	1	2	-50%
Los Gatos	11	20	-45%
Capitola	3	5	-40%
Soquel	7	11	-36%
Ben Lomond	7	10	-30%
Felton	11	15	-27%
Boulder Creek	23	27	-15%
Santa Cruz	51	58	-12%
Aptos	33	36	-8%

# Santa Cruz County - New Listings

CountyName ● Santa Cruz



Data as of 5/6/2026

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Residential Common Interest: 2023-2026

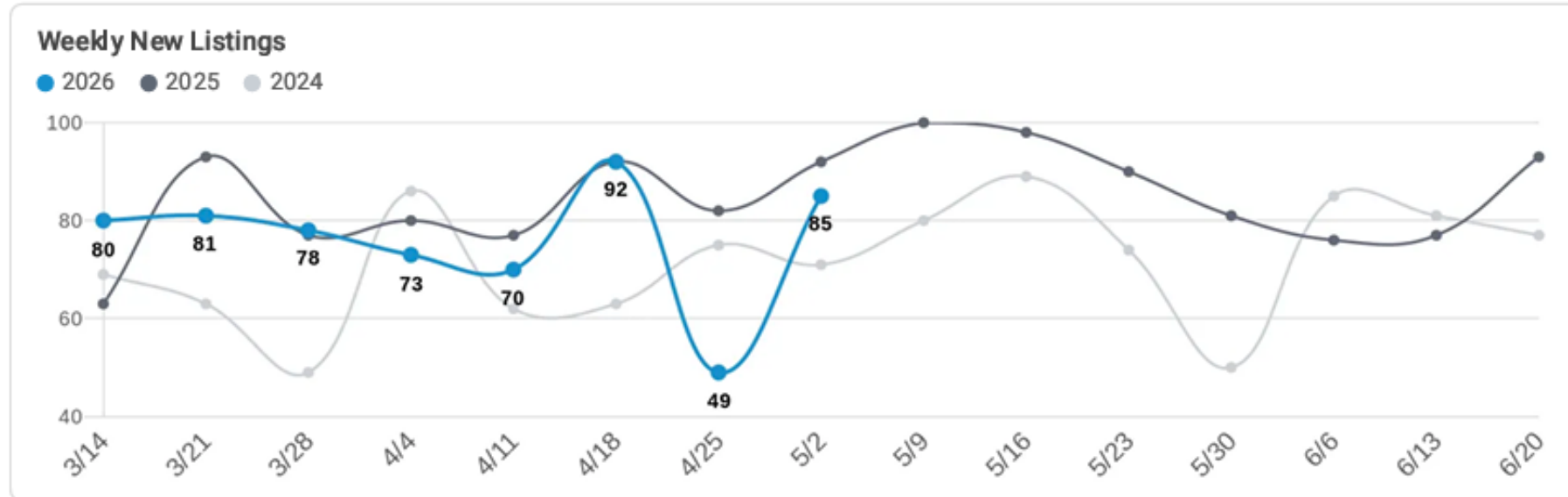
# Santa Cruz County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Freedom	1	0	N/A
Soquel	2	0	N/A
Aptos	11	11	0%

# Santa Cruz County - Decreased New Listings

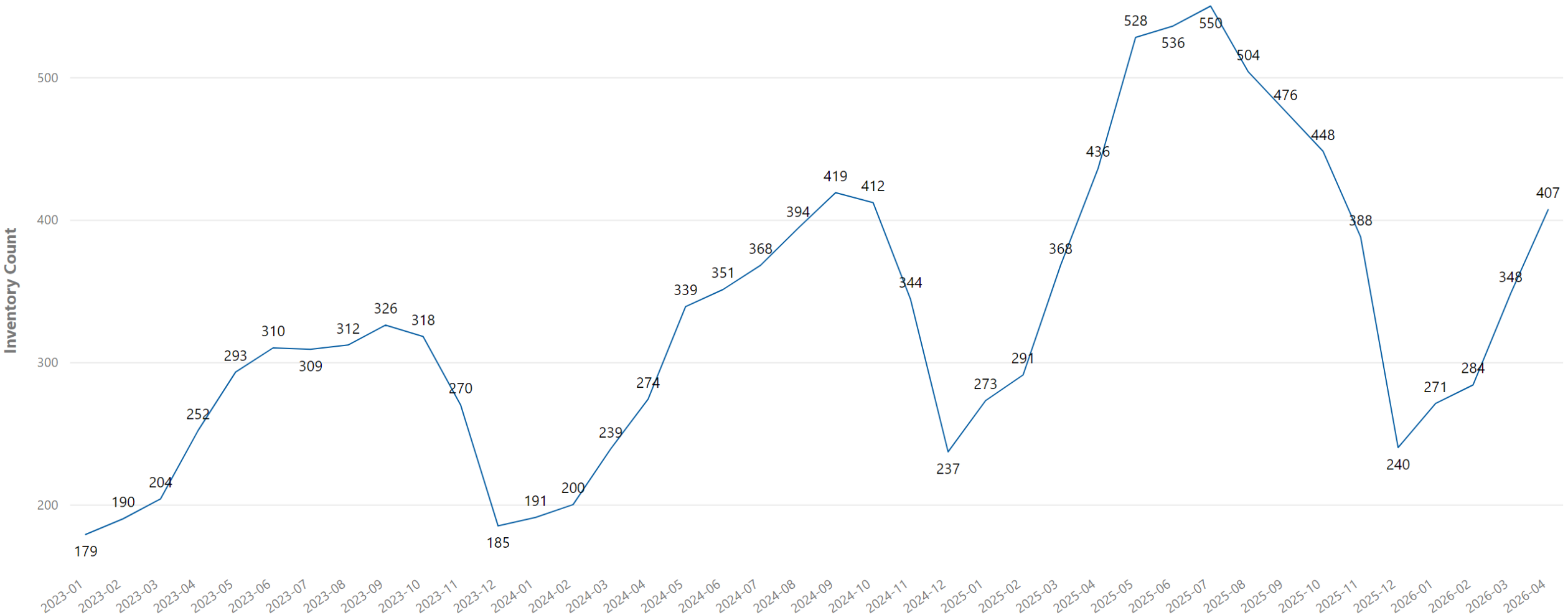
City	New Listings This Year	New Listings Last Year	% New Listings Change
Capitola	1	9	-89%
Scotts Valley	7	9	-22%
Watsonville	14	16	-13%
Santa Cruz	17	18	-6%

# Santa Cruz County – New Listings Week Ending 05/02/2026



# Santa Cruz County - Inventory

CountyName ● Santa Cruz



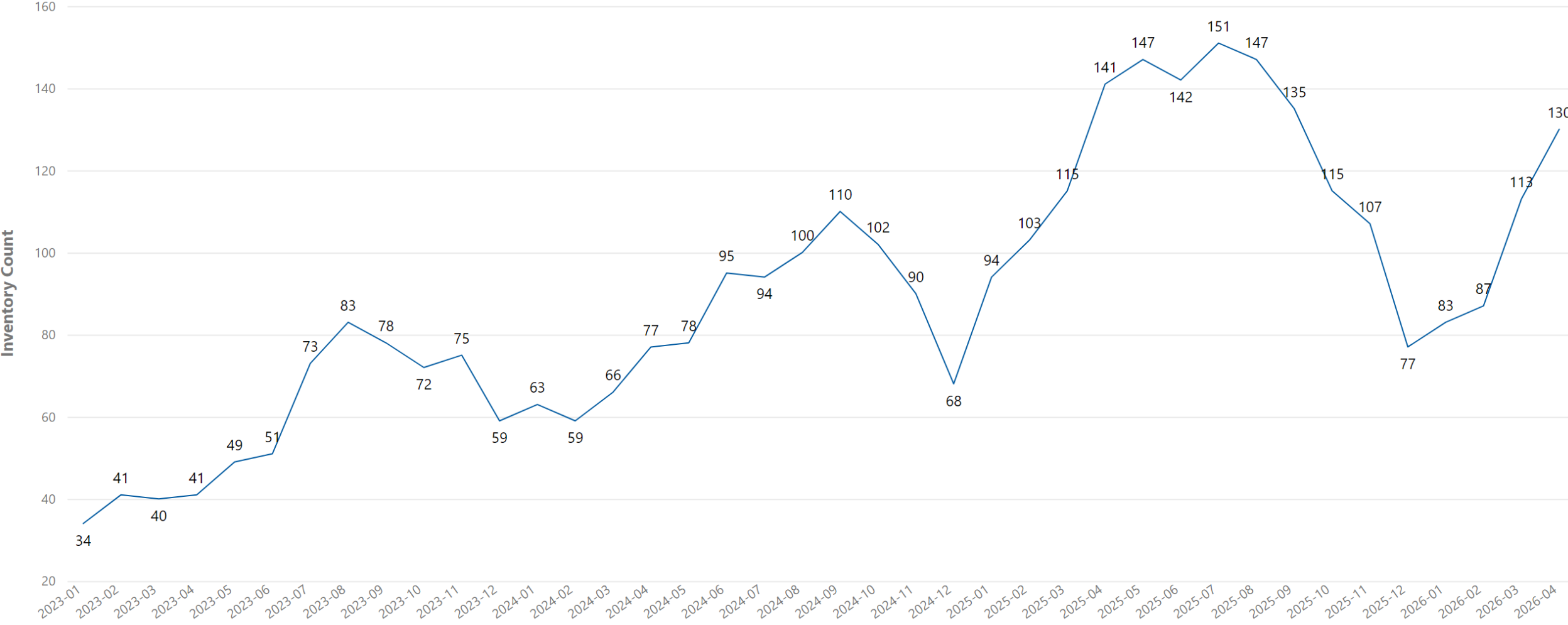
Data as of 5/6/2026

Aculist@2026

Residential Single Family: 2023-2026

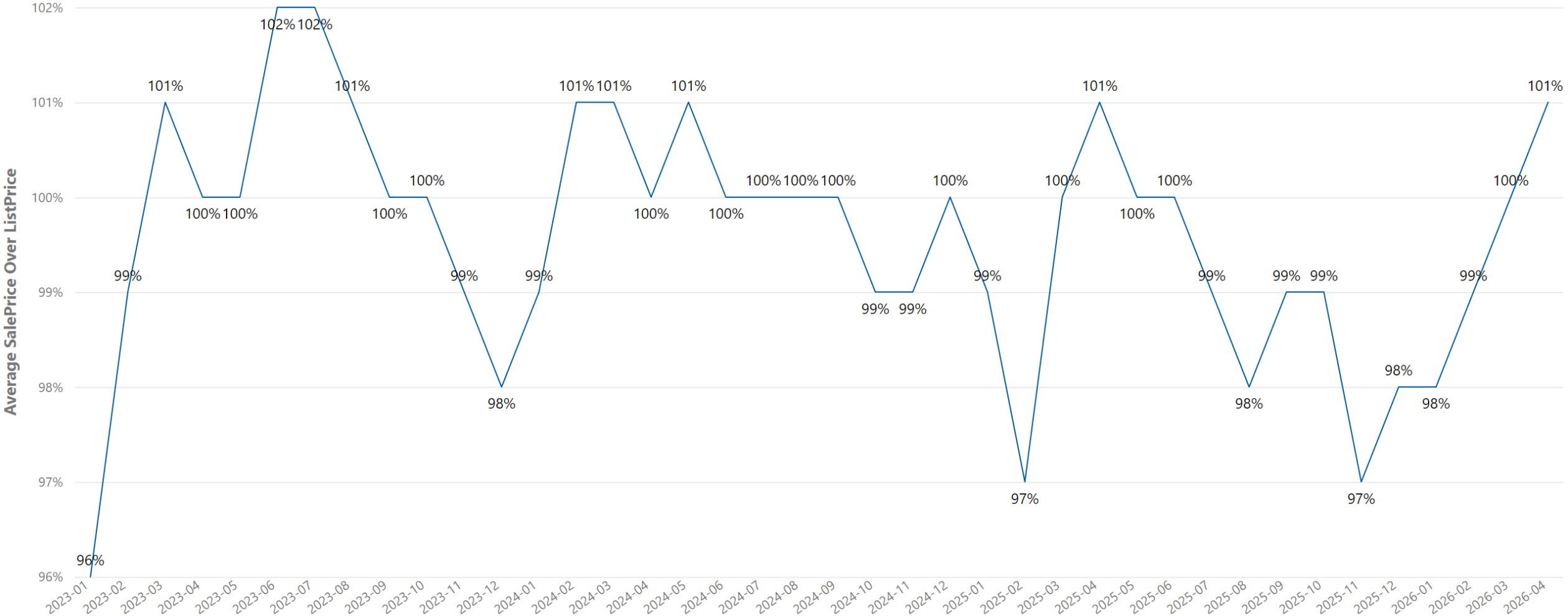
# Santa Cruz County - Inventory

CountyName ● Santa Cruz



# Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 5/6/2026

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Residential Single Family: 2023-2026

# Santa Cruz County - Increased Sale To List Price

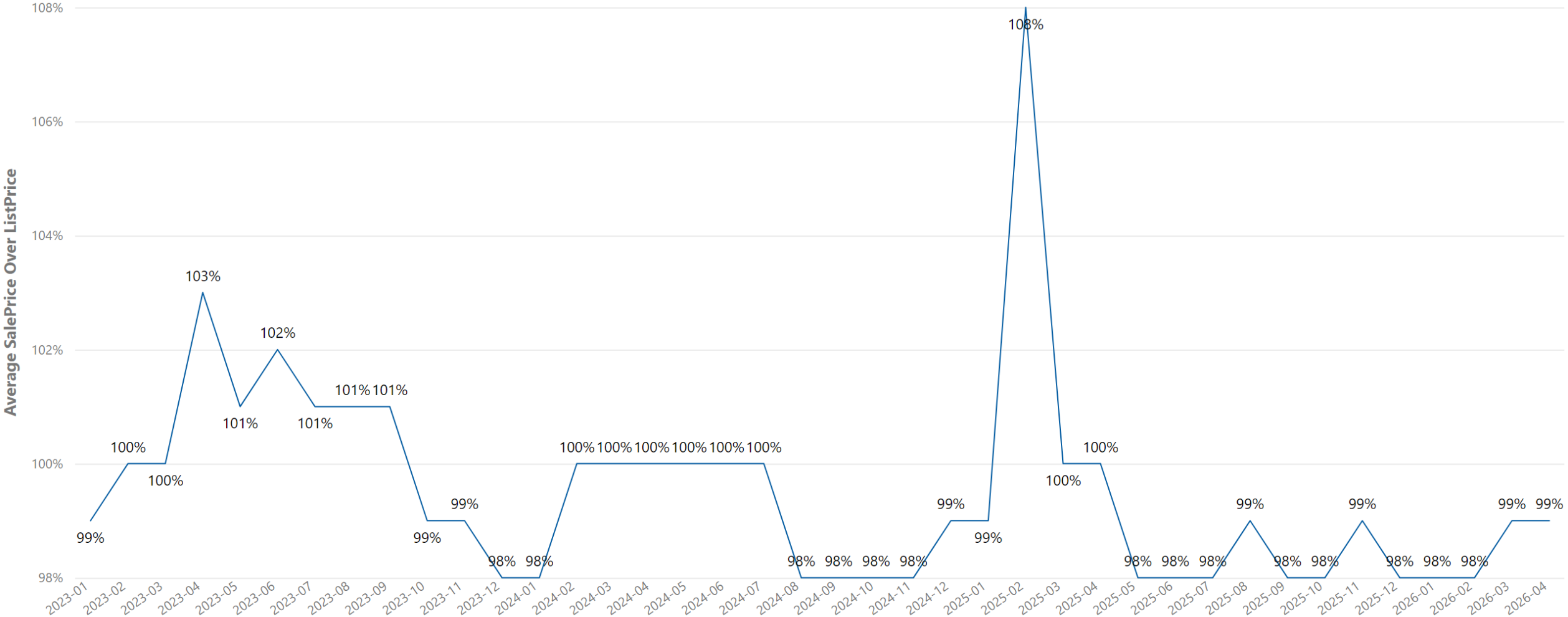
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Brookdale	100%	0%	N/A
Felton	103%	97%	6%
Soquel	104%	98%	6%
Corralitos	100%	97%	3%
Ben Lomond	104%	101%	3%
Watsonville	101%	99%	2%
La Selva Beach	98%	97%	1%
Los Gatos	98%	97%	1%
Santa Cruz	104%	103%	1%

# Santa Cruz County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Scotts Valley	98%	103%	-5%
Capitola	101%	105%	-4%
Boulder Creek	97%	100%	-3%
Aptos	99%	101%	-2%

# Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 5/6/2026

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Residential Common Interest: 2023-2026

# 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	100%	0%	N/A
Boulder Creek	100%	90%	11%
Capitola	100%	98%	2%
Scotts Valley	100%	100%	0%
Watsonville	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
Aptos	98%	101%	-3%
Santa Cruz	98%	100%	-2%
Soquel	99%	100%	-1%

# Thank You

