

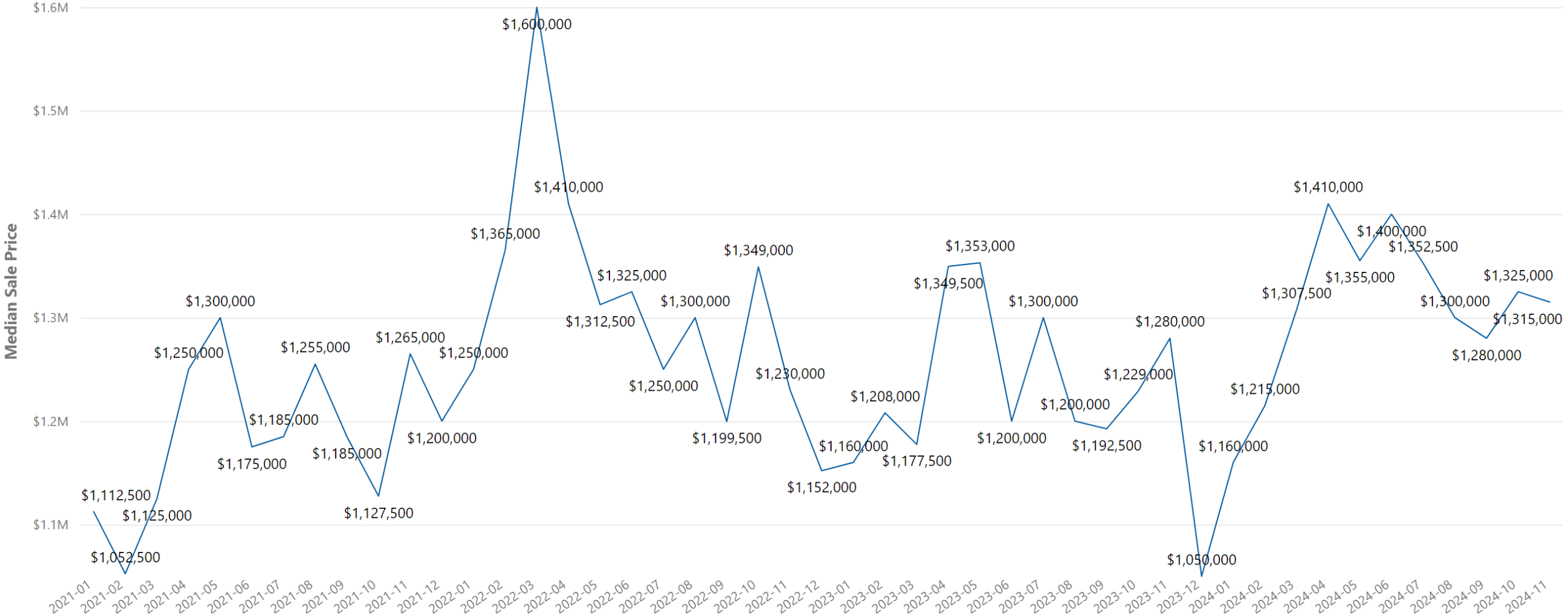
# Santa Cruz County Market Minute Update



Statistics

# Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 12/6/2024

Aculist@2024

Residential Single Family: 2021 - 2024

# Santa Cruz County - Increased Median Price

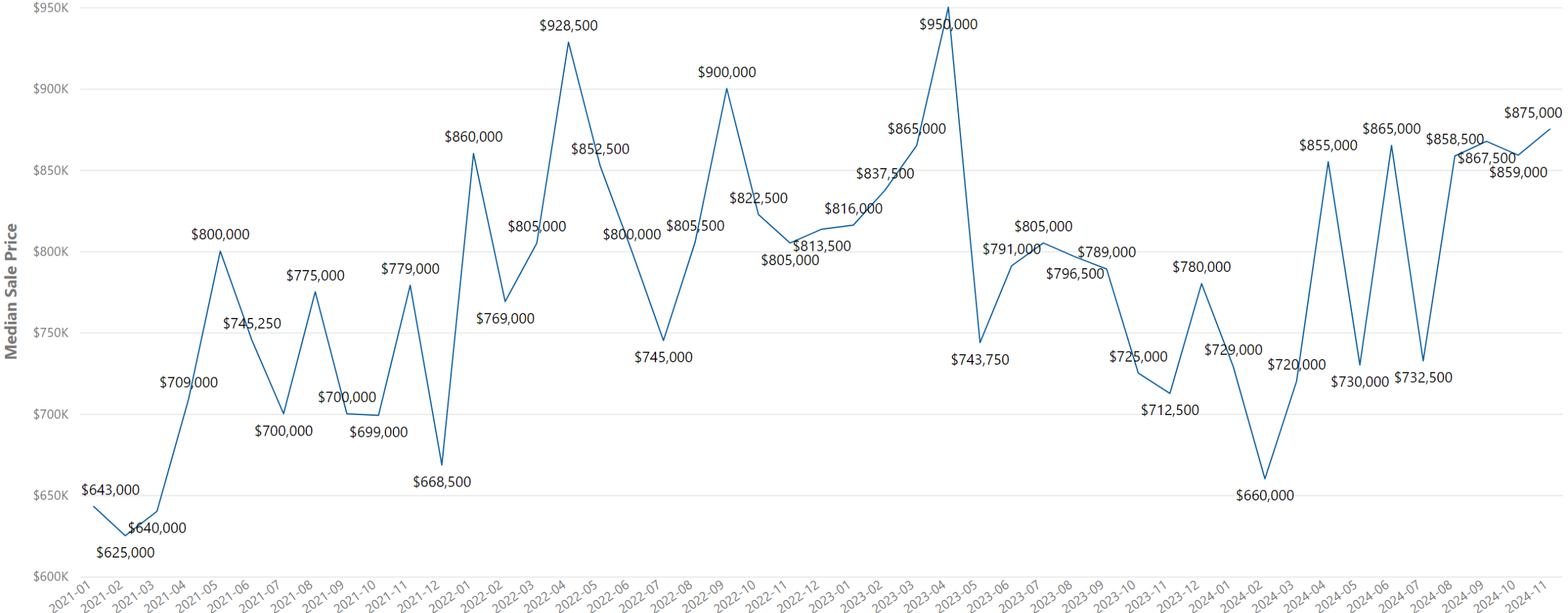
City	Median Sale Price	Median Sale Price Last Year	% Med Price Change
Capitola	\$1,562,500	\$0	N/A
Corralitos	\$1,567,500	\$0	N/A
Soquel	\$1,082,500	\$0	N/A
Felton	\$873,000	\$645,000	35%
Watsonville	\$972,750	\$835,000	16%
Aptos	\$1,840,000	\$1,650,000	12%
Scotts Valley	\$1,351,000	\$1,260,000	7%

# Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Brookdale	\$0	\$675,000	-100%
La Selva Beach	\$1,935,000	\$5,272,500	-63%
Ben Lomond	\$899,000	\$2,200,000	-59%
Boulder Creek	\$525,000	\$800,000	-34%
Los Gatos	\$1,250,000	\$1,325,000	-6%
Santa Cruz	\$1,385,000	\$1,387,500	0%

# Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 12/6/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

# Santa Cruz County - Increased Median Price

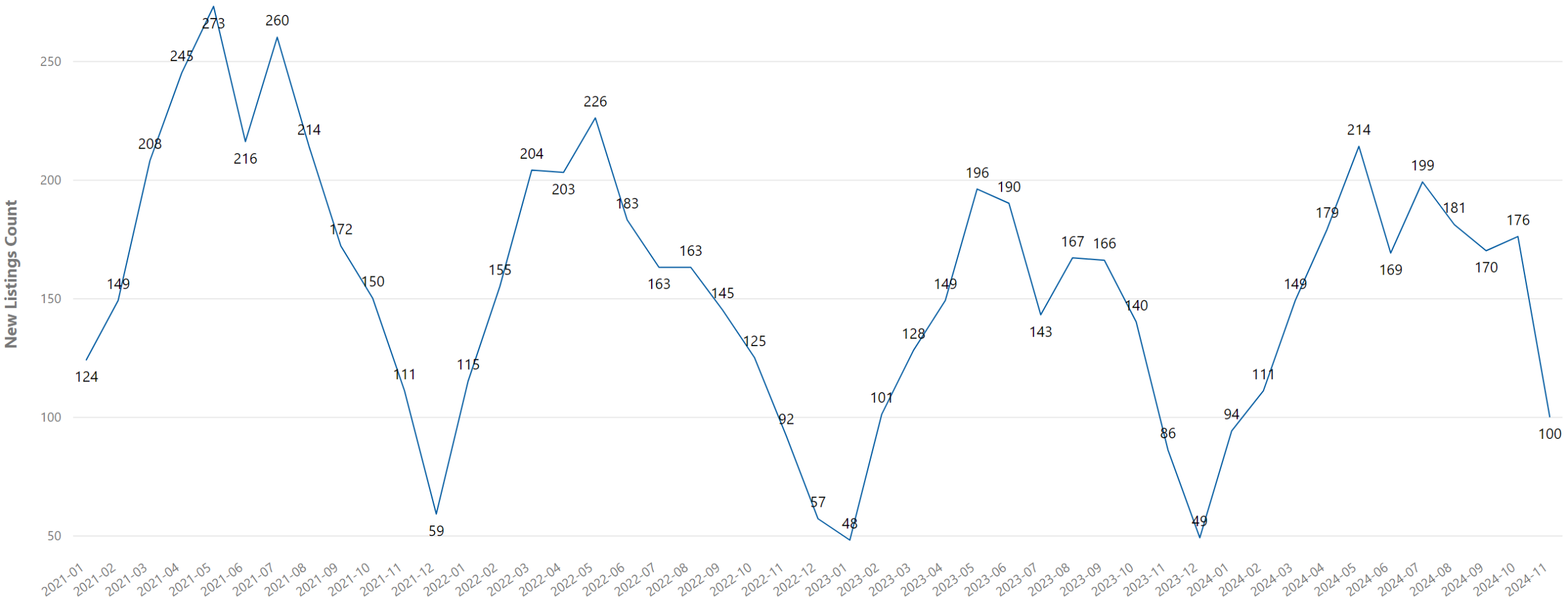
City	Median Sale Price	Median Sale Price Last Year	% Med Price Change
Santa Cruz	\$780,000	\$725,000	8%

# Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Boulder Creek	\$0	\$550,000	-100%
Freedom	\$0	\$667,000	-100%
Soquel	\$0	\$700,000	-100%
Watsonville	\$0	\$275,939	-100%
Capitola	\$675,000	\$900,000	-25%
Scotts Valley	\$649,000	\$665,000	-2%
Aptos	\$999,999	\$1,017,500	-2%

# Santa Cruz County - New Listings

CountyName ● Santa Cruz





# Santa Cruz County - Increased New Listings

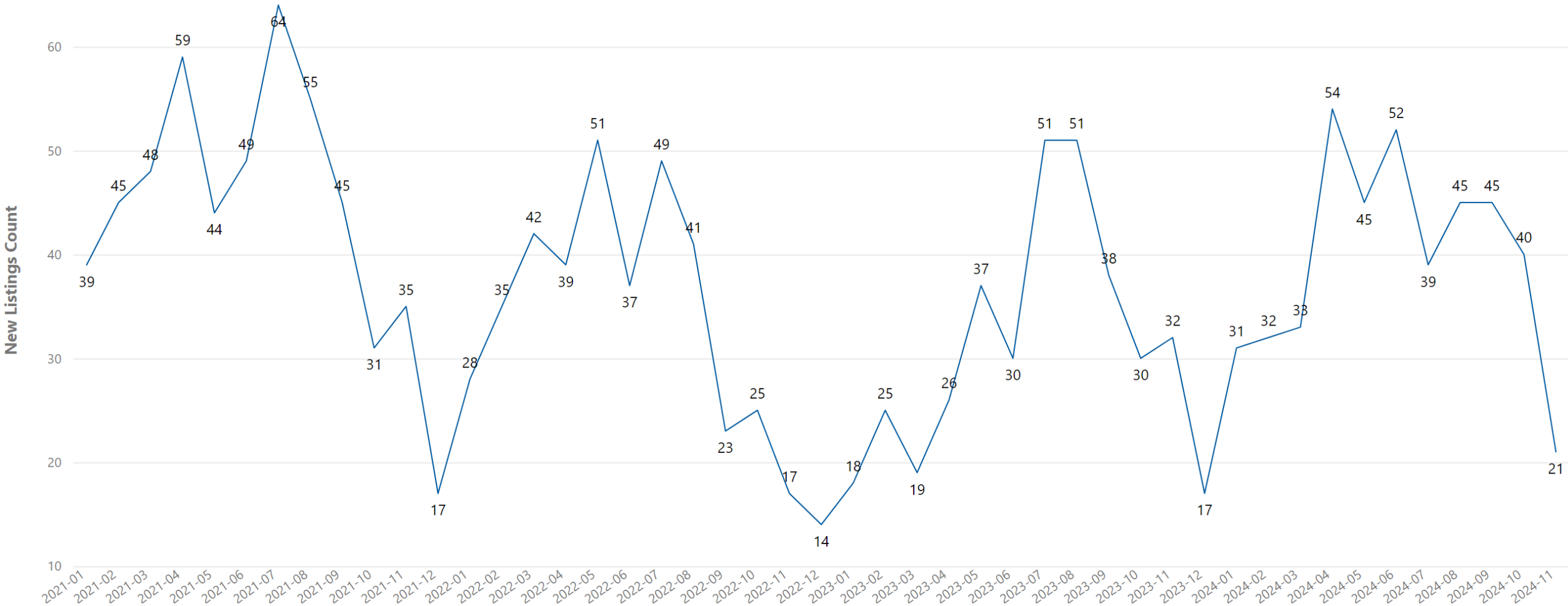
City	New Listings This Year	New Listings Last Year	% New Listings Change
La Selva Beach	1	0	N/A
Freedom	2	0	N/A
Watsonville	20	10	100%
Soquel	3	2	50%
Aptos	17	12	42%
Scotts Valley	8	6	33%
Santa Cruz	33	27	22%
Corralitos	1	1	0%
Felton	5	5	0%

# Santa Cruz County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Ben Lomond	2	8	-75%
Los Gatos	2	4	-50%
Boulder Creek	6	9	-33%

# Santa Cruz County - New Listings

CountyName ● Santa Cruz



Data as of 12/6/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

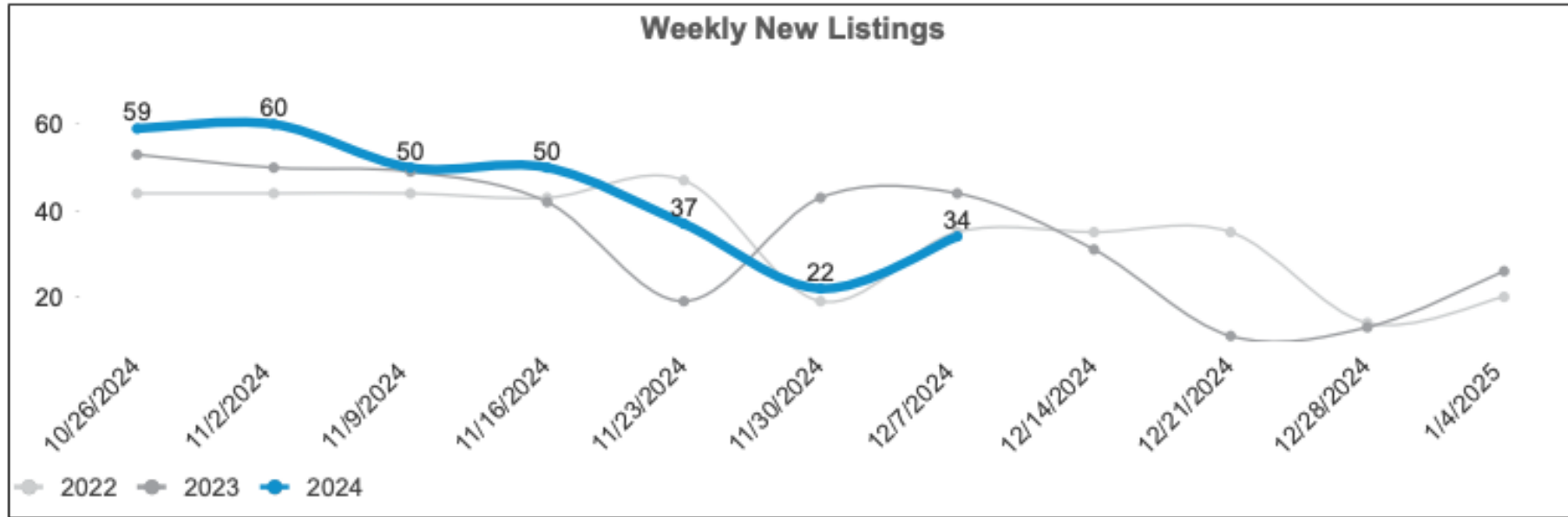
# Santa Cruz County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Santa Cruz	10	8	25%
Soquel	2	2	0%

# Santa Cruz County - Decreased New Listings

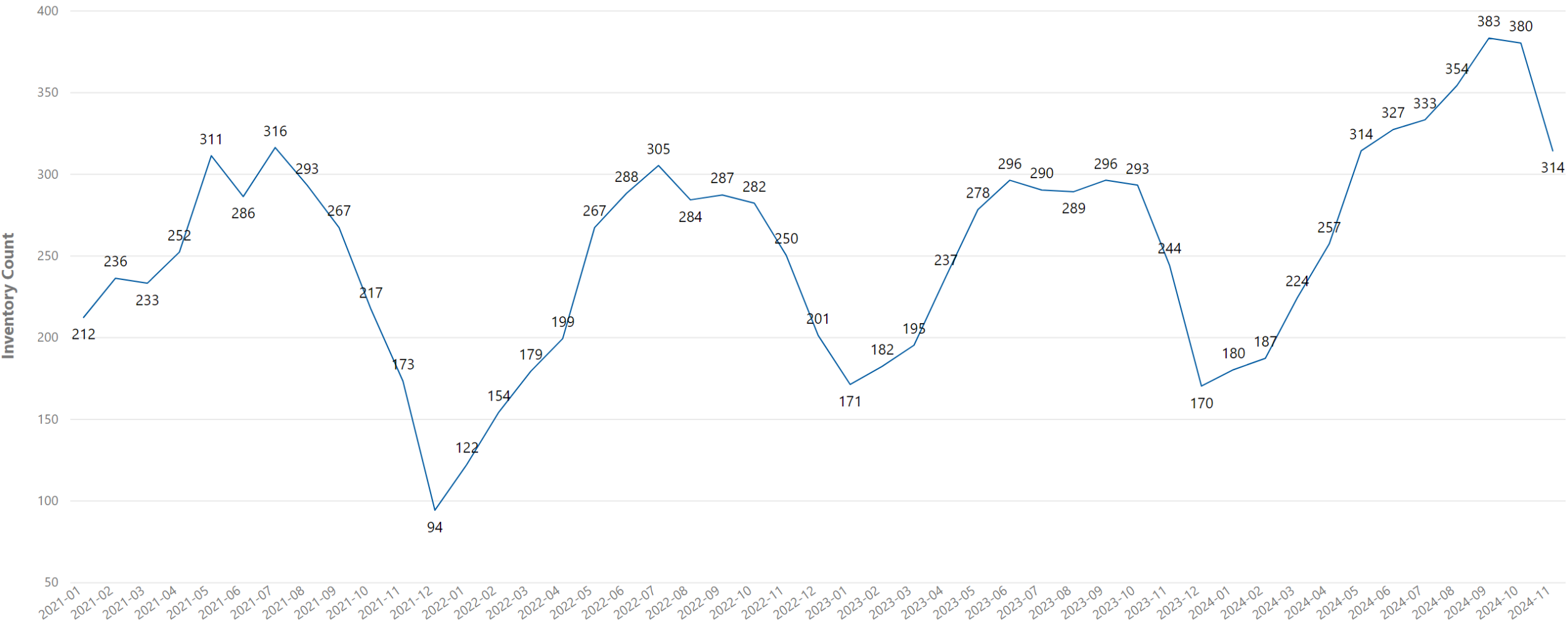
City	New Listings This Year	New Listings Last Year	% New Listings Change
Capitola	1	6	-83%
Aptos	4	9	-56%
Boulder Creek	1	2	-50%
Watsonville	1	2	-50%
Scotts Valley	2	3	-33%

# Santa Cruz County – New Listings Week Ending 12/07/2024



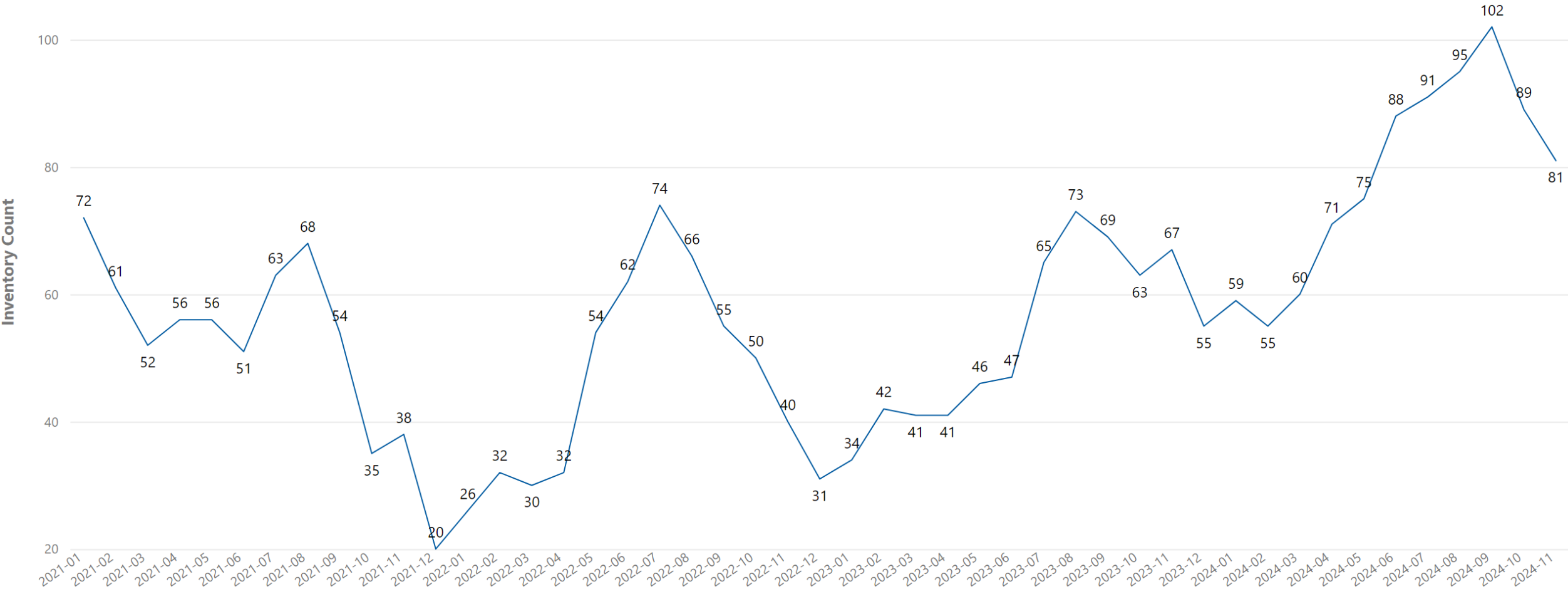
# Santa Cruz County - Inventory

CountyName ● Santa Cruz



# Santa Cruz County - Inventory

CountyName ● Santa Cruz



Data as of 12/6/2024

Aculist@2024

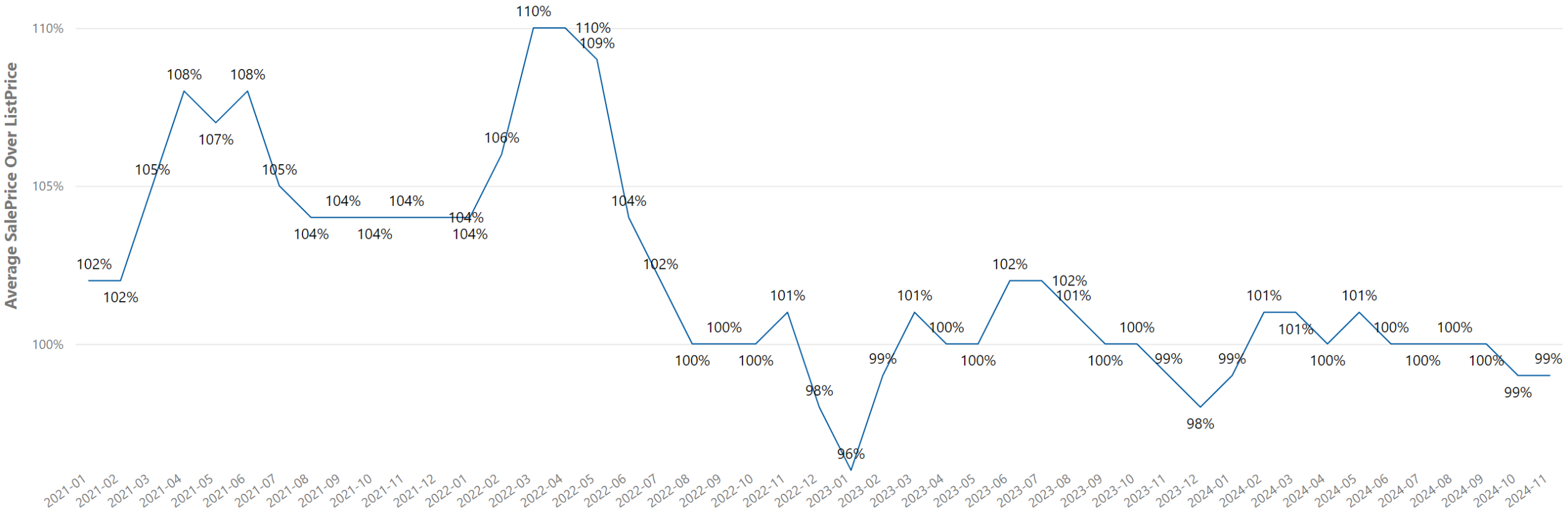
Residential Common Interest: 2021-2024





# Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 12/6/2024

Aculist@2024

Residential Single Family: 2021-2024

# Santa Cruz County - Increased Sale To List Price

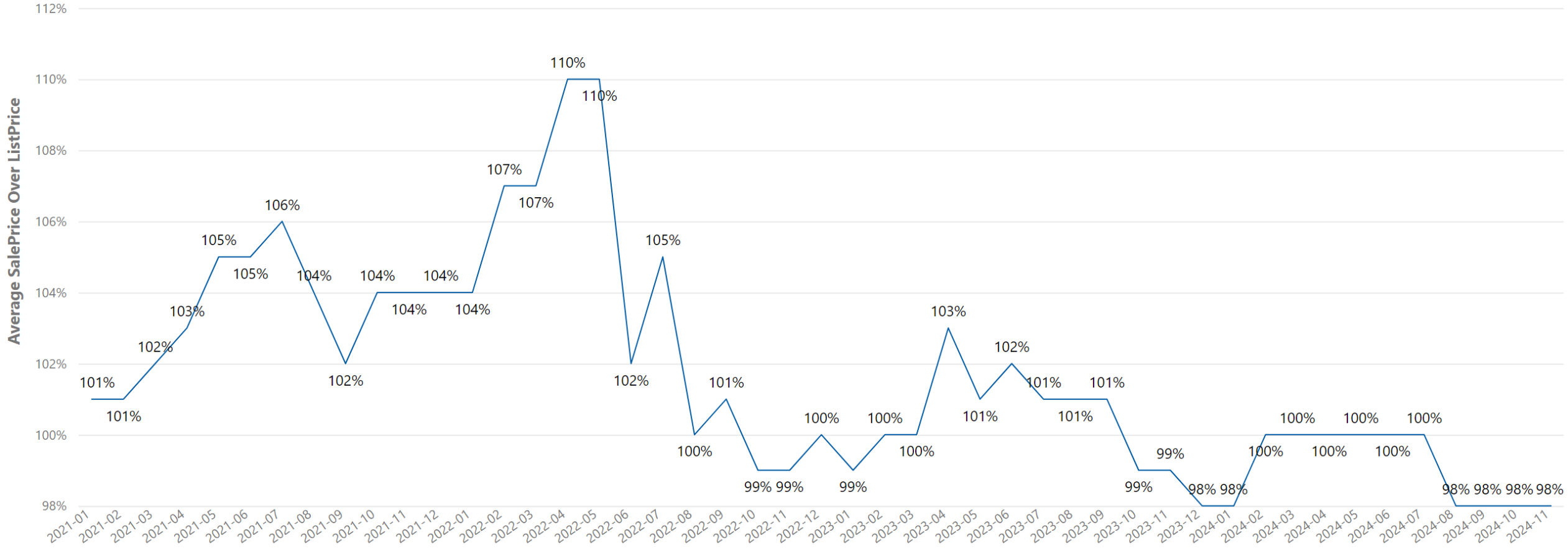
City	Sale Over List Price	Sale Over List Price Last year	% Sale Over List Price Change
Capitola	100%	0%	N/A
Corralitos	98%	0%	N/A
Soquel	98%	0%	N/A
La Selva Beach	99%	90%	10%
Felton	105%	99%	6%
Watsonville	101%	97%	4%
Los Gatos	96%	94%	2%
Aptos	98%	98%	0%
Ben Lomond	98%	98%	0%

# 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%	105%	-6%
Santa Cruz	99%	101%	-2%
Boulder Creek	98%	99%	-1%

# Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 12/6/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

# Santa Cruz County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last year	% Sale Over List Price Change
Scotts Valley	100%	97%	3%
Santa Cruz	99%	97%	2%

# 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	97%	101%	-4%
Capitola	99%	100%	-1%

# Thank You

