

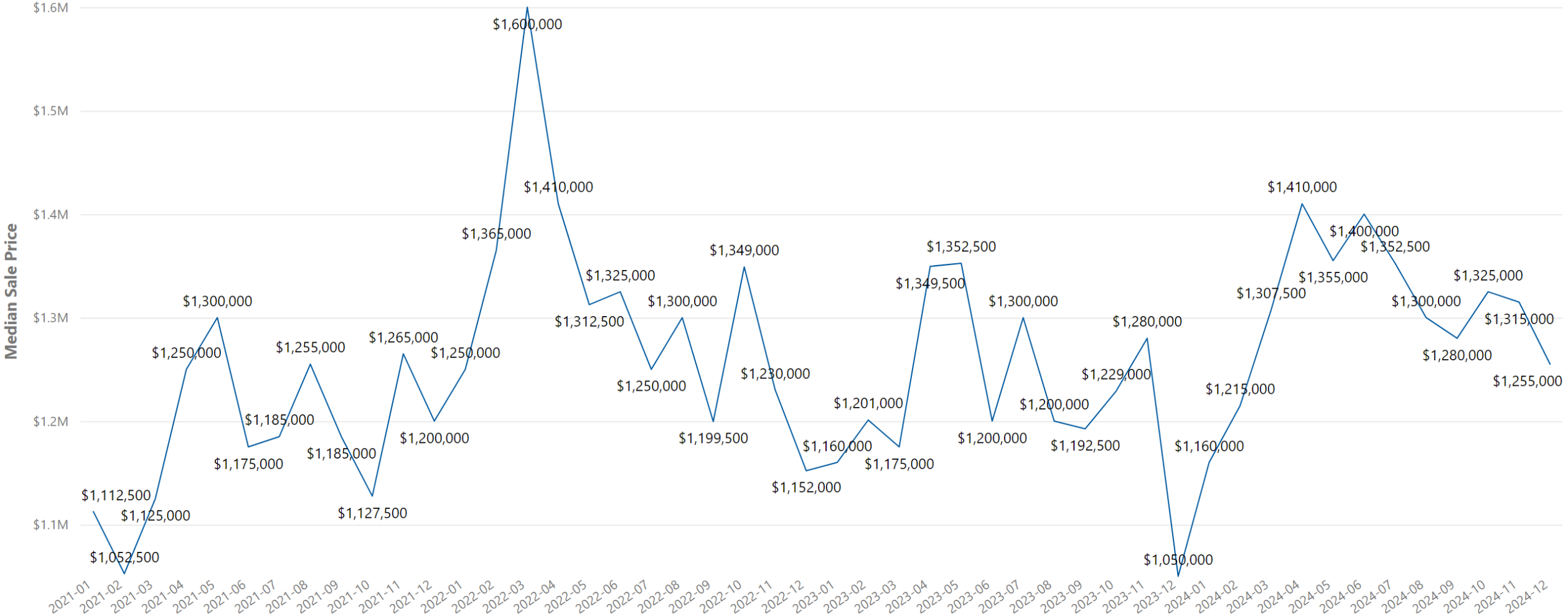
Santa Cruz County Market Minute Update



Statistics

Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 1/6/2025

Aculist@2025

Residential Single Family: 2021 - 2024

Santa Cruz County - Increased Median Price

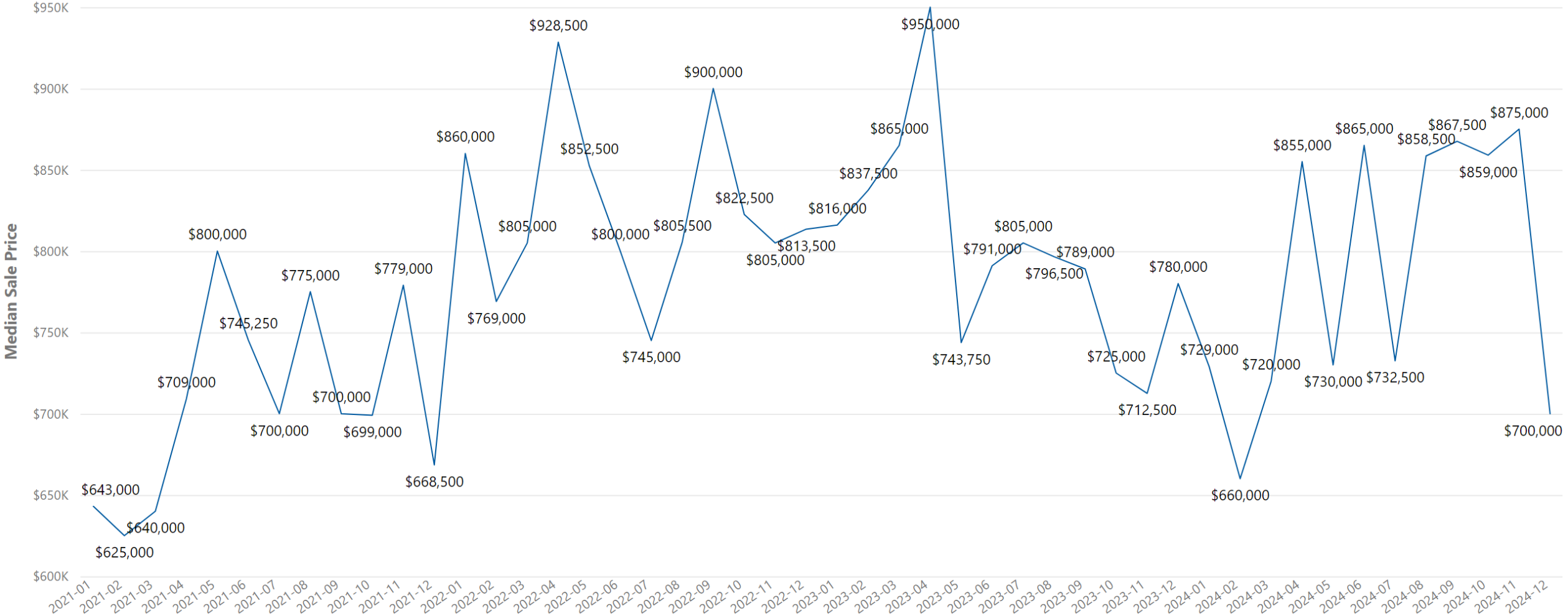
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Capitola	\$1,385,000	\$0	N/A
La Selva Beach	\$1,165,000	\$0	N/A
Mount Hermon	\$499,000	\$0	N/A
Ben Lomond	\$1,190,000	\$875,000	36%
Davenport	\$1,400,000	\$1,050,000	33%
Watsonville	\$840,000	\$697,859	20%
Los Gatos	\$1,232,500	\$1,049,000	17%
Santa Cruz	\$1,465,000	\$1,425,400	3%

Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Soquel	\$1,400,000	\$1,749,000	-20%
Felton	\$725,000	\$850,000	-15%
Aptos	\$1,300,000	\$1,475,000	-12%
Scotts Valley	\$1,400,000	\$1,535,000	-9%
Boulder Creek	\$700,000	\$727,000	-4%

Santa Cruz County - Median Sale Price

CountyName ● Santa Cruz



Data as of 1/6/2025

Aculist@2025

Residential Common Interest: 2021 - 2024

Santa Cruz County - Increased Median Price

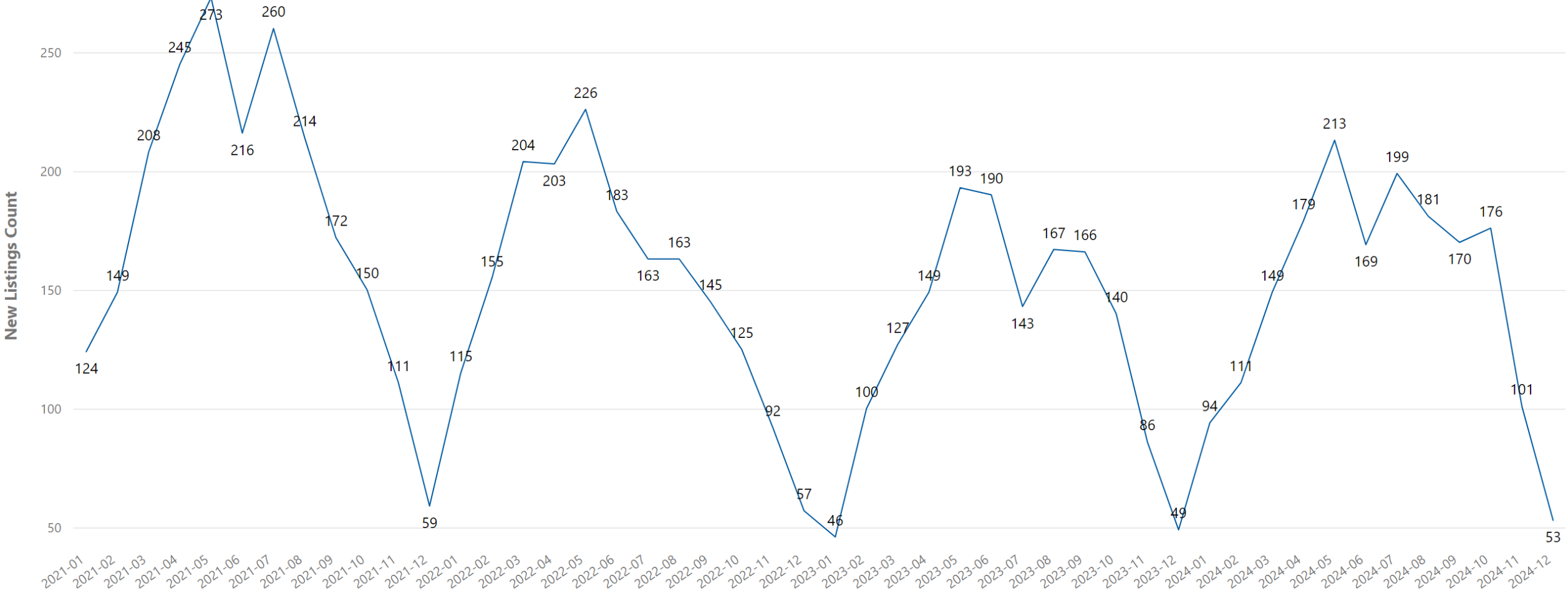
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Capitola	\$1,210,000	\$700,000	73%

Santa Cruz County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
La Selva Beach	\$0	\$1,350,000	-100%
Soquel	\$0	\$499,800	-100%
Scotts Valley	\$675,750	\$1,100,000	-39%
Aptos	\$672,000	\$982,500	-32%
Santa Cruz	\$705,500	\$775,000	-9%
Watsonville	\$658,000	\$660,000	0%

Santa Cruz County - New Listings

CountyName ● Santa Cruz



Data as of 1/6/2025

Aculist@2025

Santa Cruz County - Increased New Listings

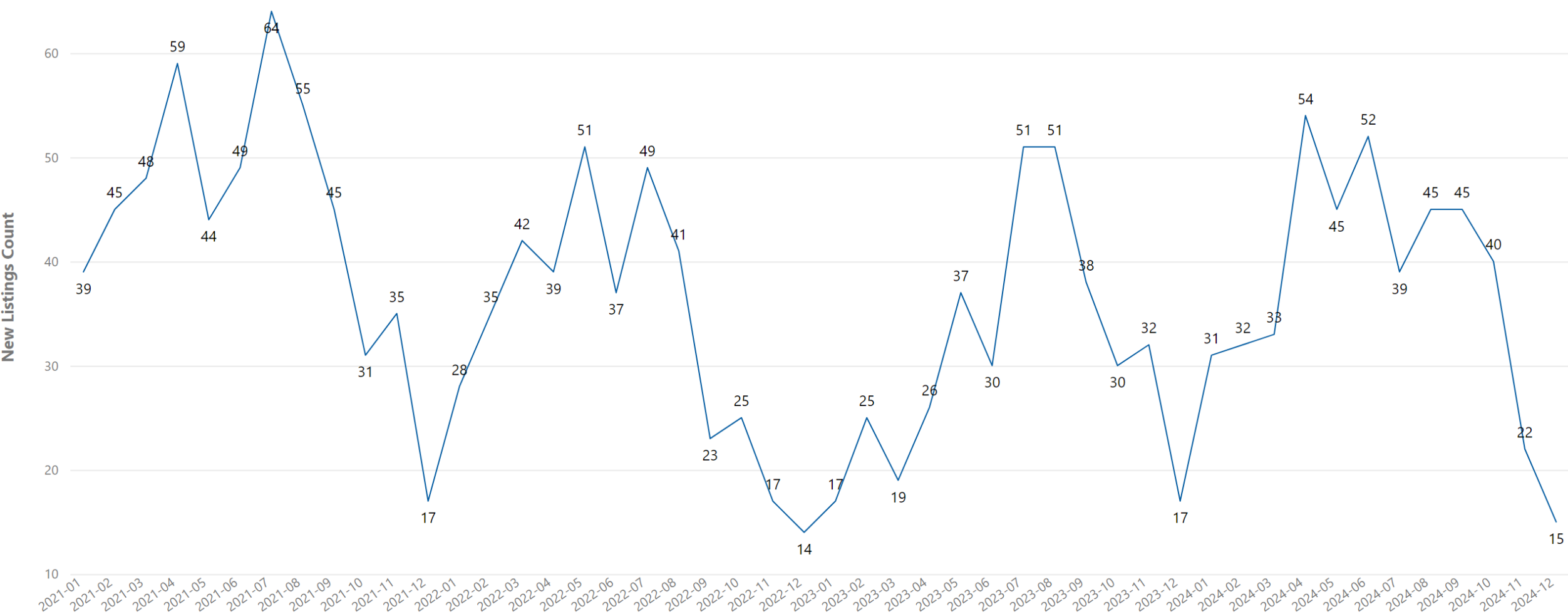
City	New Listings This Year	New Listings Last Year	% New Listings Change
Scotts Valley	5	1	400%
Santa Cruz	13	8	63%
Ben Lomond	3	2	50%
Los Gatos	4	3	33%
Boulder Creek	8	7	14%
Soquel	2	2	0%
Felton	3	3	0%

Santa Cruz County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Capitola	1	5	-80%
Watsonville	8	11	-27%
Aptos	6	7	-14%

Santa Cruz County - New Listings

CountyName ● Santa Cruz



Data as of 1/6/2025

Aculist@2025



Residential Common Interest: 2021 - 2024

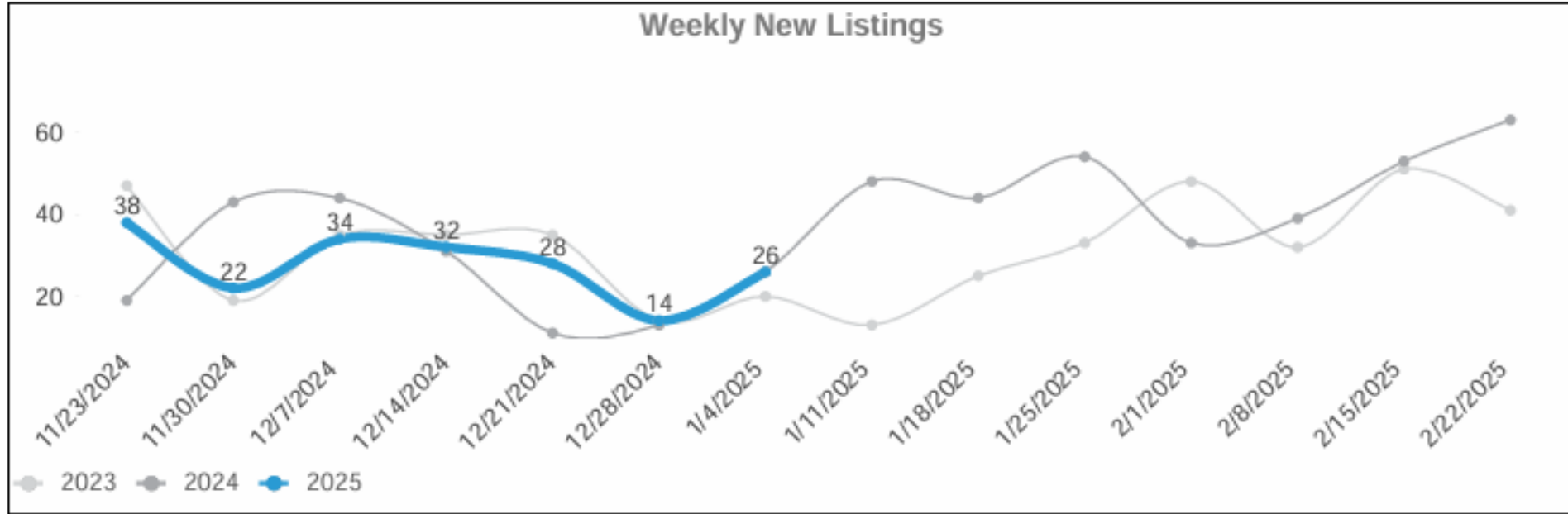
Santa Cruz County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Capitola	2	0	N/A
Scotts Valley	2	1	100%
Boulder Creek	1	1	0%
Watsonville	2	2	0%
Santa Cruz	4	4	0%

Santa Cruz County - Decreased New Listings

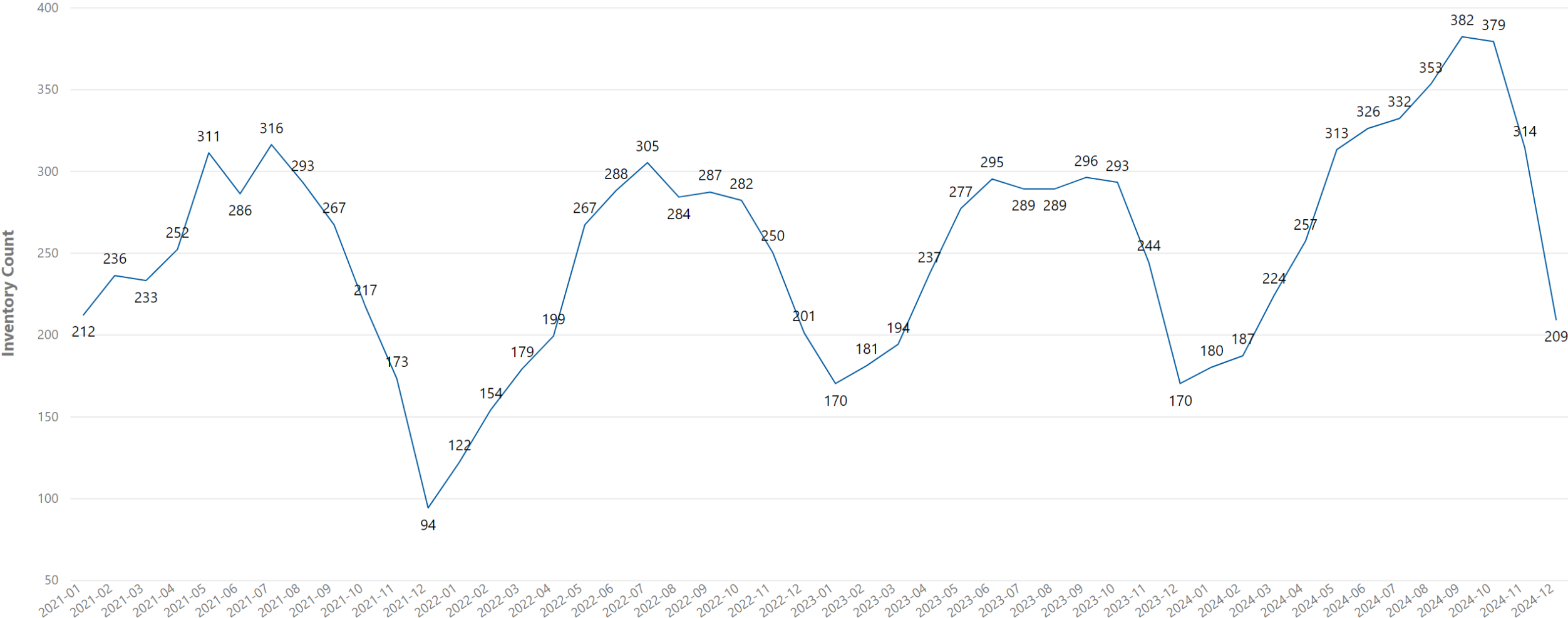
City	New Listings This Year	New Listings Last Year	% New Listings Change
Aptos	4	7	-43%

Santa Cruz County – New Listings Week Ending 1/4/2025



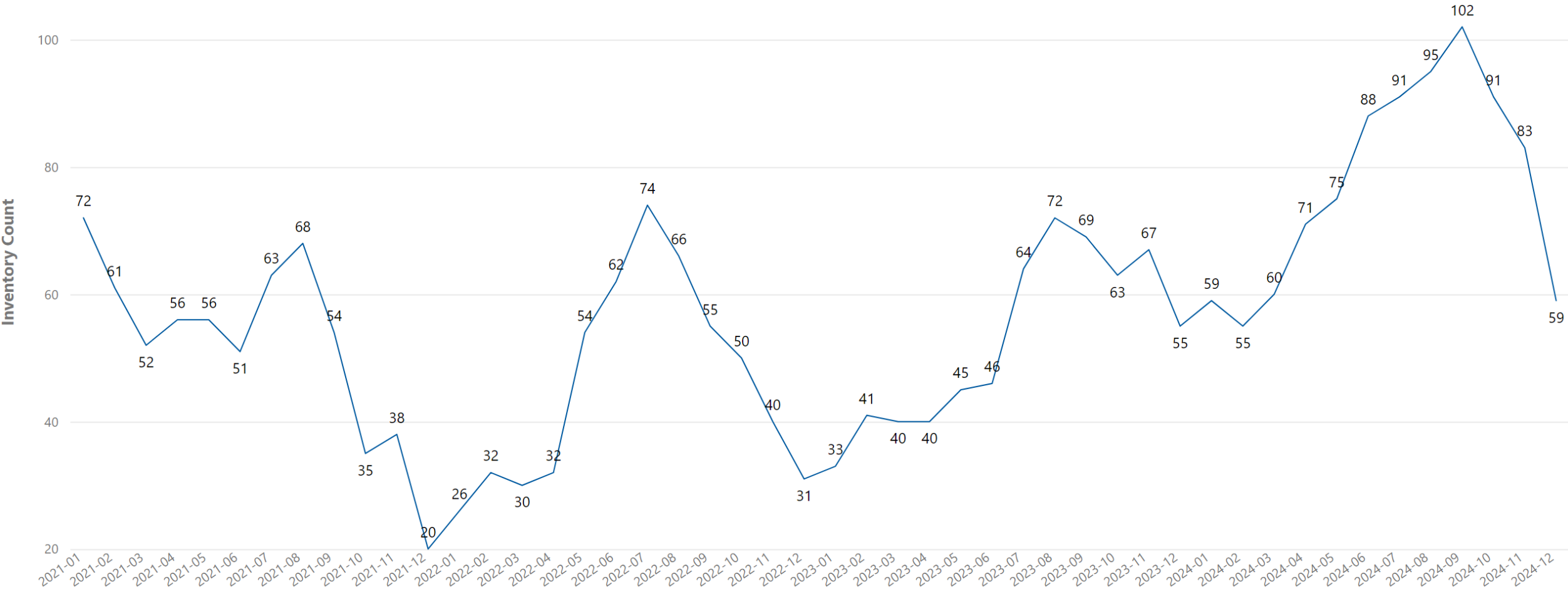
Santa Cruz County - Inventory

CountyName ● Santa Cruz



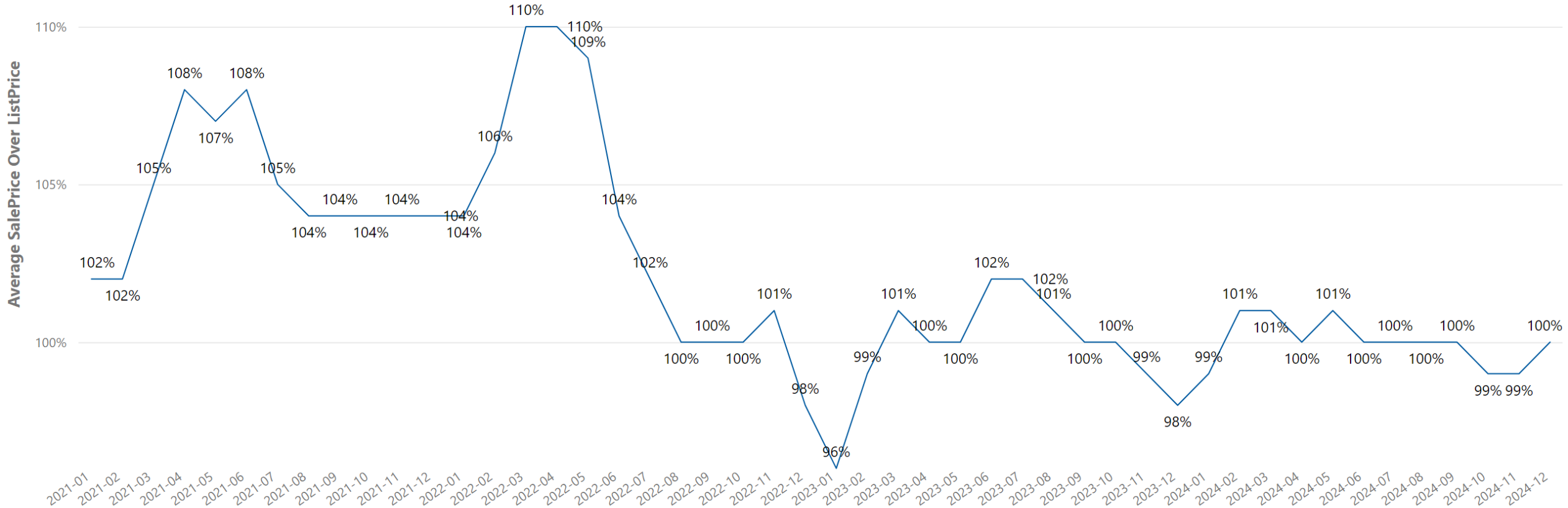
Santa Cruz County - Inventory

CountyName ● Santa Cruz



Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 1/6/2025

Aculist@2025

Residential Single Family: 2021-2024

Santa Cruz County - Increased Sale To List Price

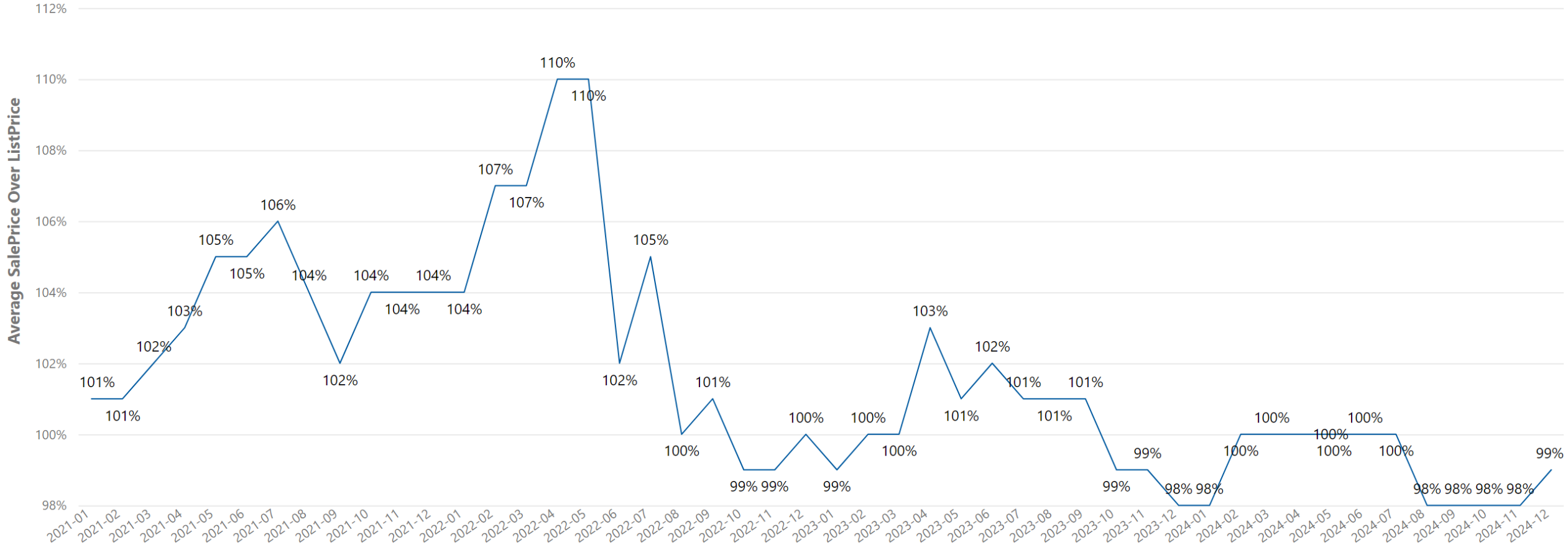
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Capitola	99%	0%	N/A
La Selva Beach	106%	0%	N/A
Mount Hermon	111%	0%	N/A
Santa Cruz	102%	95%	7%
Aptos	98%	96%	2%
Ben Lomond	99%	97%	2%
Scotts Valley	99%	98%	1%
Soquel	99%	98%	1%
Watsonville	100%	99%	1%
Boulder Creek	102%	102%	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
Davenport	92%	99%	-7%
Felton	97%	98%	-1%
Los Gatos	97%	98%	-1%

Santa Cruz County - Average Sale Price Over List Price

CountyName ● Santa Cruz



Data as of 1/6/2025

Aculist@2025

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
Capitola	95%	93%	2%
Watsonville	99%	97%	2%
Santa Cruz	101%	99%	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
Scotts Valley	96%	99%	-3%
Aptos	96%	98%	-2%

Thank You

