

SANTA CRUZ COUNTY 2017

RESIDENTIAL - SINGLE FAMILY



City	Sold	New	Med Sale Price	Med DOM	SP/LP	Mo. To Sell
Aptos	302	386	\$997,500	24	99%	1.4
Ben Lomond	79	96	\$690,000	16	100%	1
Boulder Creek	168	207	\$600,000	20	100%	1.4
Brookdale	15	13	\$592,000	41	100%	0
Capitola	53	61	\$990,000	14	98%	1
Corralitos	15	24	\$810,000	67	98%	3.8
Davenport	3	3	\$810,000	9	101%	0
Felton	107	135	\$601,500	18	101%	1.5
Freedom	21	19	\$525,000	9	99%	0.8
La Selva Beach	23	39	\$990,000	32	96%	16.5
LOS GATOS	41	54	\$975,000	30	97%	2.3
Mount Hermon	4	7	\$559,500	13	98%	6
Royal Oaks	52	63	\$580,000	38	99%	2.4
Santa Cruz	540	667	\$935,000	15	100%	1.2
Scotts Valley	144	157	\$922,250	19	100%	0.7
Soquel	67	81	\$875,000	21	99%	2
Watsonville	239	271	\$554,000	22	99%	2.4

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Aptos	2017	2016	%Change
Closed Sales	302	255	+18.4%
Median Sales Price	\$998K	\$873K	+14.2%
Median Days on Market	24	23	+4.36%
New Listings	386	345	+11.92%
Avg % List Price Rec'd	99%	99%	-0.04%
Avg \$ per SqFt	\$538	\$541	-0.56%

Ben Lomond	2017	2016	%Change
Closed Sales	79	68	+16.12%
Median Sales Price	\$690K	\$635K	+8.8%
Median Days on Market	16	13	+23.08%
New Listings	96	76	+26.32%
Avg % List Price Rec'd	100%	100%	-0.04%
Avg \$ per SqFt	\$442	\$408	+8.32%

Boulder Creek	2017	2016	%Change
Closed Sales	168	154	+9.04%
Median Sales Price	\$600K	\$569K	+5.44%
Median Days on Market	20	21	-4.76%
New Listings	207	188	+10.12%
Avg % List Price Rec'd	100%	100%	-0.04%
Avg \$ per SqFt	\$404	\$376	+7.48%

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Brookdale	2017	2016	%Change
Closed Sales	15	9	+66.64%
Median Sales Price	\$592K	\$570K	+3.88%
Median Days on Market	41	55	-25.4%
New Listings	13	15	-13.28%
Avg % List Price Rec'd	100%	100%	-0.04%
Avg \$ per SqFt	\$379	\$355	+6.76%

Capitola	2017	2016	%Change
Closed Sales	53	55	-3.68%
Median Sales Price	\$990K	\$900K	+10%
Median Days on Market	14	16	-12.44%
New Listings	61	65	-6.2%
Avg % List Price Rec'd	98%	100%	-2%
Avg \$ per SqFt	\$792	\$743	+6.64%

Corralitos	2017	2016	%Change
Closed Sales	15	26	-42.32%
Median Sales Price	\$810K	\$857K	-5.48%
Median Days on Market	67	33	+103%
New Listings	24	30	-20%
Avg % List Price Rec'd	98%	97%	+1%
Avg \$ per SqFt	\$427	\$429	-0.44%

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Davenport	2017	2016	%Change
Closed Sales	3	4	-25.04%
Median Sales Price	\$810K	\$782K	+3.64%
Median Days on Market	9	74	-87.8%
New Listings	3	3	-0.04%
Avg % List Price Rec'd	101%	97%	+4.12%
Avg \$ per SqFt	\$727	\$884	-17.72%

Felton	2017	2016	%Change
Closed Sales	107	97	+10.36%
Median Sales Price	\$602K	\$550K	+9.4%
Median Days on Market	18	20	-10.04%
New Listings	135	99	+36.4%
Avg % List Price Rec'd	101%	100%	+1%
Avg \$ per SqFt	\$462	\$423	+9.16%

Freedom	2017	2016	%Change
Closed Sales	21	22	-4.52%
Median Sales Price	\$525K	\$497K	+5.56%
Median Days on Market	9	16	-43.76%
New Listings	19	25	-23.96%
Avg % List Price Rec'd	99%	98%	+1%
Avg \$ per SqFt	\$346	\$316	+9.52%

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La Selva Beach	2017	2016	%Change
Closed Sales	23	30	-23.36%
Median Sales Price	\$990K	\$1.19M	-16.64%
Median Days on Market	32	62	-48.44%
New Listings	39	39	-0.04%
Avg % List Price Rec'd	96%	97%	-1.04%
Avg \$ per SqFt	\$533	\$493	+8.08%

LOS GATOS	2017	2016	%Change
Closed Sales	41	58	-29.36%
Median Sales Price	\$975K	\$1.10M	-11.24%
Median Days on Market	30	39	-23.12%
New Listings	54	77	-29.84%
Avg % List Price Rec'd	97%	97%	-0.04%
Avg \$ per SqFt	\$509	\$442	+15.16%

Mount Hermon	2017	2016	%Change
Closed Sales	4	5	-20%
Median Sales Price	\$560K	\$700K	-20.12%
Median Days on Market	13	16	-18.8%
New Listings	7	6	+16.72%
Avg % List Price Rec'd	98%	99%	-1.04%
Avg \$ per SqFt	\$411	\$391	+5.08%

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Royal Oaks	2017	2016	%Change
Closed Sales	52	52	-0.04%
Median Sales Price	\$580K	\$555K	+4.6%
Median Days on Market	38	30	+26.68%
New Listings	63	66	-4.52%
Avg % List Price Rec'd	99%	97%	+2.08%
Avg \$ per SqFt	\$336	\$323	+4%

Santa Cruz	2017	2016	%Change
Closed Sales	540	514	+5.08%
Median Sales Price	\$935K	\$873K	+7.12%
Median Days on Market	15	17	-11.72%
New Listings	667	644	+3.52%
Avg % List Price Rec'd	100%	100%	-0.04%
Avg \$ per SqFt	\$633	\$556	+13.84%

Scotts Valley	2017	2016	%Change
Closed Sales	144	134	+7.48%
Median Sales Price	\$922K	\$873K	+5.68%
Median Days on Market	19	21	-9.56%
New Listings	157	161	-2.48%
Avg % List Price Rec'd	100%	99%	+1%
Avg \$ per SqFt	\$448	\$432	+3.76%

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Soquel	2017	2016	%Change
Closed Sales	67	67	-0.04%
Median Sales Price	\$875K	\$834K	+4.96%
Median Days on Market	21	16	+31.24%
New Listings	81	87	-6.92%
Avg % List Price Rec'd	99%	100%	-1.04%
Avg \$ per SqFt	\$485	\$448	+8.2%

Watsonville	2017	2016	%Change
Closed Sales	239	226	+5.8%
Median Sales Price	\$554K	\$525K	+5.56%
Median Days on Market	22	20	+10%
New Listings	271	281	-3.56%
Avg % List Price Rec'd	99%	99%	-0.04%
Avg \$ per SqFt	\$388	\$354	+9.64%

SANTA CRUZ COUNTY 2017
RESIDENTIAL - COMMON INTEREST



City	Sold	New	Med Sale Price	Med DOM	SP/LP	Mo. To Sell
Aptos	88	96	\$643,750	15	99%	2.1
Boulder Creek	13	14	\$395,000	12	101%	2
Capitola	62	67	\$507,500	11	100%	1.4
Freedom	2	2	\$349,580	4	100%	-
La Selva Beach	10	19	\$1,140,000	21	96%	3
Santa Cruz	190	204	\$570,000	15	100%	1.3
Scotts Valley	41	41	\$565,000	9	101%	0
Soquel	10	11	\$547,000	12	102%	0
Watsonville	68	79	\$422,500	14	99%	3

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Aptos	2017	2016	%Change
Closed Sales	88	88	-0.04%
Median Sales Price	\$644K	\$590K	+9.04%
Median Days on Market	15	21	-28.52%
New Listings	96	122	-21.32%
Avg % List Price Rec'd	99%	99%	-0.04%
Avg \$ per SqFt	\$489	\$465	+5.2%

Boulder Creek	2017	2016	%Change
Closed Sales	13	16	-18.8%
Median Sales Price	\$395K	\$405K	-2.48%
Median Days on Market	12	24	-50%
New Listings	14	18	-22.28%
Avg % List Price Rec'd	101%	99%	+2.08%
Avg \$ per SqFt	\$312	\$307	+1.6%

Capitola	2017	2016	%Change
Closed Sales	62	62	-0.04%
Median Sales Price	\$508K	\$465K	+9.16%
Median Days on Market	11	14	-21.44%
New Listings	67	77	-13.04%
Avg % List Price Rec'd	100%	101%	-1.04%
Avg \$ per SqFt	\$561	\$551	+1.84%

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Freedom	2017	2016	%Change
Closed Sales	2	5	-59.96%
Median Sales Price	\$350K	\$315K	+10.96%
Median Days on Market	4	12	-66.68%
New Listings	2	6	-66.68%
Avg % List Price Rec'd	100%	101%	-1.04%
Avg \$ per SqFt	\$293	\$256	+14.44%

La Selva Beach	2017	2016	%Change
Closed Sales	10	12	-16.64%
Median Sales Price	\$1.14M	\$718K	+58.84%
Median Days on Market	21	73	-71.24%
New Listings	19	8	+137.56%
Avg % List Price Rec'd	96%	96%	-0.04%
Avg \$ per SqFt	\$716	\$497	+44.08%

Santa Cruz	2017	2016	%Change
Closed Sales	190	178	+6.76%
Median Sales Price	\$570K	\$543K	+5.08%
Median Days on Market	15	15	-0.04%
New Listings	204	215	-5.12%
Avg % List Price Rec'd	100%	100%	-0.04%
Avg \$ per SqFt	\$515	\$483	+6.64%

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Scotts Valley	2017	2016	%Change
Closed Sales	41	49	-16.28%
Median Sales Price	\$565K	\$550K	+2.68%
Median Days on Market	9	11	-18.2%
New Listings	41	54	-24.08%
Avg % List Price Rec'd	101%	101%	-0.04%
Avg \$ per SqFt	\$448	\$421	+6.4%

Soquel	2017	2016	%Change
Closed Sales	10	10	-0.04%
Median Sales Price	\$547K	\$491K	+11.44%
Median Days on Market	12	12	-0.04%
New Listings	11	11	-0.04%
Avg % List Price Rec'd	102%	101%	+1%
Avg \$ per SqFt	\$464	\$441	+5.2%

Watsonville	2017	2016	%Change
Closed Sales	68	62	+9.64%
Median Sales Price	\$423K	\$400K	+5.68%
Median Days on Market	14	10	+40%
New Listings	79	82	-3.68%
Avg % List Price Rec'd	99%	100%	-1.04%
Avg \$ per SqFt	\$347	\$370	-6.2%