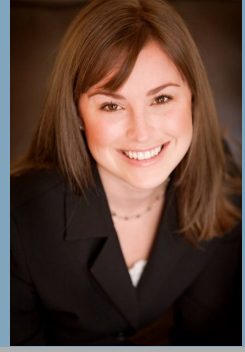




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The Real Estate Report

Prices & Sales Mixed in 2024

Sales of single-family, re-sale homes were up 5.2% from the year before. There were 1,189 homes sold last year.

The median sales price for single-family, re-sale homes rose 3.2% from 2023.

The average price was down 0.4% from 2023.

The sales price to list price ratio, or what buyers paid divided by what sellers were asking, was 100.2% for the year.

Home inventory was up 22.2% year-over-year. There were an average of 241 homes listed for sale each month in 2023. The average from 2003 through 2016 is 725.

Condo sales were down 4.9% from 2023. There were 309 condos sold last year.

The median sales price was up 1.2% from 2023, while the average sales price was down 2.4%.

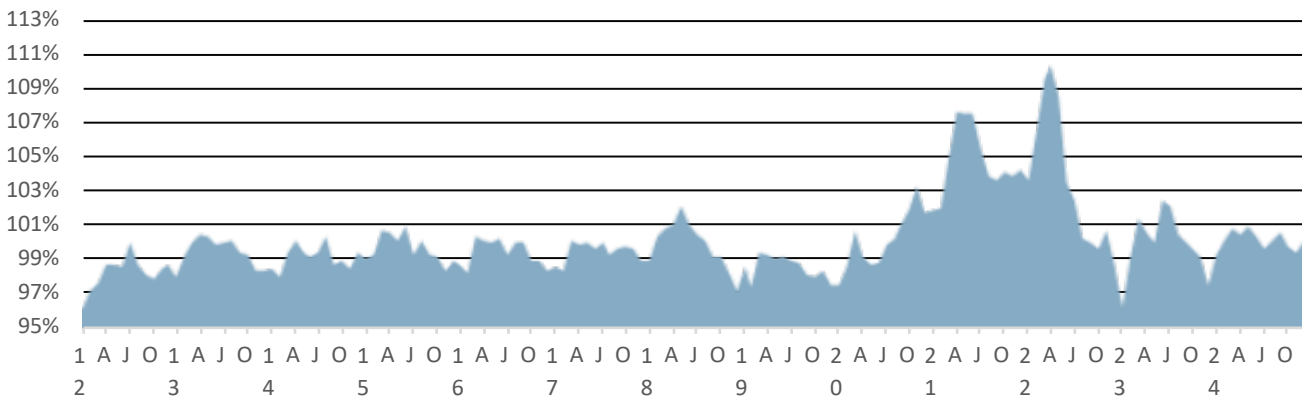
The sales price to list price ratio was 99.2%.

Condo inventory was up year-over-year. There were 803 condos listed for sale vs. 522 in 2023. There were 67 condos listed for sale on average each month. The average from 2003 to 2016 is 148.

For assistance in this market, do not hesitate to contact me. If you are thinking of selling, I can provide a free comparative market analysis. Also, if you go to my on-line report and click on Recent Sales & Listings, you will see what has sold, what is for sale and what is pending in your neighborhood.

The on-line report is at:
<https://ambergrewer.rereport.com>

Santa Cruz County Homes: Sales Price/Listing Price Ratio



2023 Santa Cruz County Annual Real Estate Report

Santa Cruz County

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2012	2,036	\$ 515,000	\$ 575,330	98.4%	76			
2013	2,008	\$ 611,750	\$ 659,412	99.6%	68	-1.4%	18.8%	14.6%
2014	1,885	\$ 680,000	\$ 776,752	99.2%	45	-6.1%	11.2%	17.8%
2015	1,899	\$ 719,500	\$ 794,783	99.7%	42	0.7%	5.8%	2.3%
2016	1,603	\$ 777,000	\$ 881,693	99.5%	45	-15.6%	8.0%	10.9%
2017	1,770	\$ 830,500	\$ 936,961	99.6%	36	10.4%	6.9%	6.3%
2018	1,690	\$ 875,500	\$ 997,854	100.1%	52	-4.5%	5.4%	6.5%
2019	1,625	\$ 890,000	\$ 1,018,950	98.6%	48	-3.8%	1.7%	2.1%
2020	1,738	\$ 979,000	\$ 1,119,610	100.4%	24	7.0%	10.0%	9.9%
2021	1,981	\$ 1,200,000	\$ 1,317,940	105.0%	11	14.0%	22.6%	17.7%
2022	1,420	\$ 1,309,000	\$ 1,471,790	104.2%	44	-28.3%	9.1%	11.7%
2023	1,130	\$ 1,285,000	\$ 1,436,680	99.9%	102	-20.4%	-1.8%	-2.4%
2024	1,189	\$ 1,325,875	\$ 1,430,610	100.2%	72	5.2%	3.2%	-0.4%

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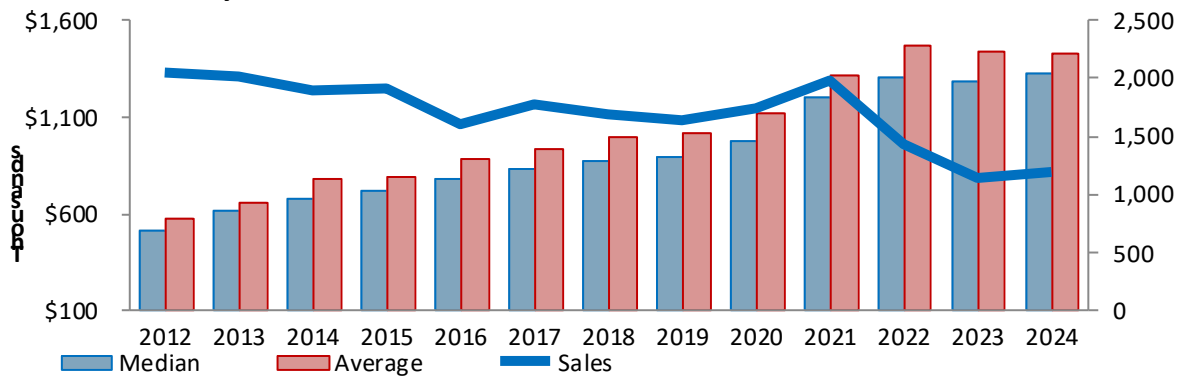
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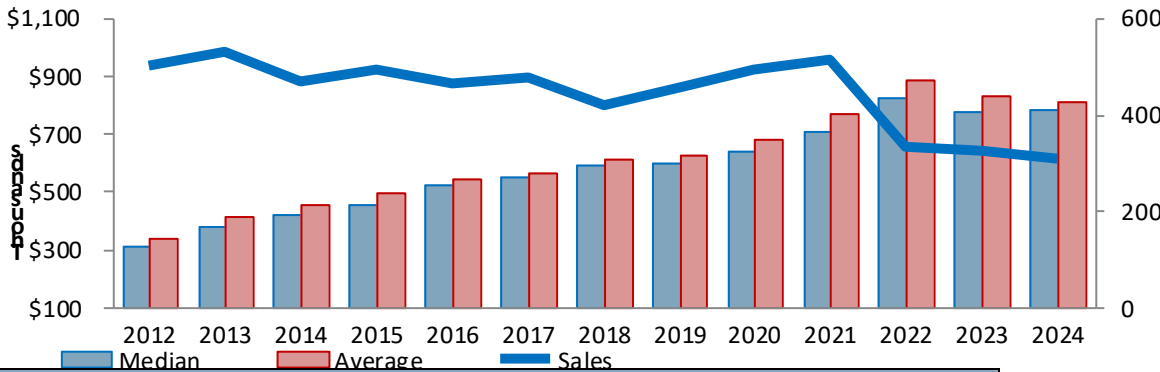
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Santa Cruz County Homes - Prices & Sales



Santa Cruz County Condos - Prices & Sales



Santa Cruz County

Condominiums						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2012	502	\$ 309,450	\$ 337,188	98.8%	111			
2013	530	\$ 381,000	\$ 411,764	100.1%	69	5.6%	23.1%	22.1%
2014	466	\$ 418,500	\$ 456,689	99.2%	48	-12.1%	9.8%	10.9%
2015	494	\$ 455,039	\$ 496,584	100.1%	41	6.0%	8.7%	8.7%
2016	465	\$ 523,000	\$ 547,161	99.8%	36	-5.9%	14.9%	10.2%
2017	478	\$ 550,000	\$ 565,576	99.9%	30	2.8%	5.2%	3.4%
2018	418	\$ 595,500	\$ 611,584	99.9%	63	-12.6%	8.3%	8.1%
2019	456	\$ 597,800	\$ 624,092	99.0%	54	9.1%	0.4%	2.0%
2020	491	\$ 640,000	\$ 679,141	100.0%	29	7.7%	7.1%	8.8%
2021	513	\$ 712,000	\$ 771,507	103.4%	6	4.5%	11.3%	13.6%
2022	332	\$ 823,500	\$ 889,731	104.1%	21	-35.3%	15.7%	15.3%
2023	325	\$ 775,000	\$ 833,486	99.5%	92	-2.1%	-5.9%	-6.3%
2024	309	\$ 784,375	\$ 813,269	99.2%	80	-4.9%	1.2%	-2.4%

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2023 Santa Cruz County Annual Real Estate Report

Aptos

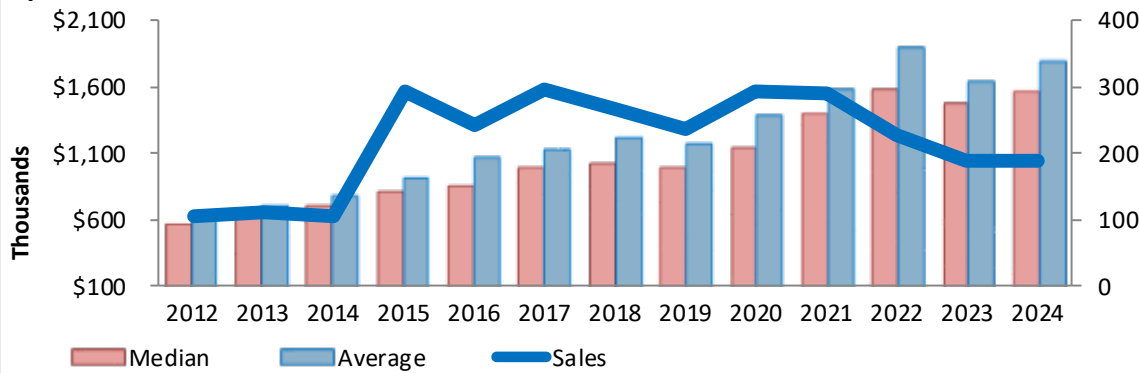
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	105	\$ 579,000	\$ 644,521	98.7%	62			
2013	112	\$ 659,250	\$ 721,655	98.8%	51	6.7%	13.9%	12.0%
2014	105	\$ 720,000	\$ 789,767	98.8%	54	-6.3%	9.2%	9.4%
2015	293	\$ 825,000	\$ 931,631	99.7%	39	179.0%	14.6%	18.0%
2016	242	\$ 869,070	\$ 1,066,030	98.8%	44	-17.4%	5.3%	14.4%
2017	295	\$ 1,000,000	\$ 1,128,080	98.9%	44	21.9%	15.1%	5.8%
2018	267	\$ 1,025,000	\$ 1,222,500	99.5%	40	-9.5%	2.5%	8.4%
2019	235	\$ 1,000,000	\$ 1,172,740	98.0%	53	-12.0%	-2.4%	-4.1%
2020	293	\$ 1,150,000	\$ 1,384,040	100.6%	41	24.7%	15.0%	18.0%
2021	289	\$ 1,400,000	\$ 1,581,310	105.7%	27	-1.4%	21.7%	14.3%
2022	227	\$ 1,580,000	\$ 1,896,060	104.5%	25	-21.5%	12.9%	19.9%
2023	190	\$ 1,471,000	\$ 1,643,254	99.1%	37	-16.3%	-6.9%	-13.3%
2024	188	\$ 1,562,820	\$ 1,794,147	99.9%	44	-1.1%	6.2%	9.2%

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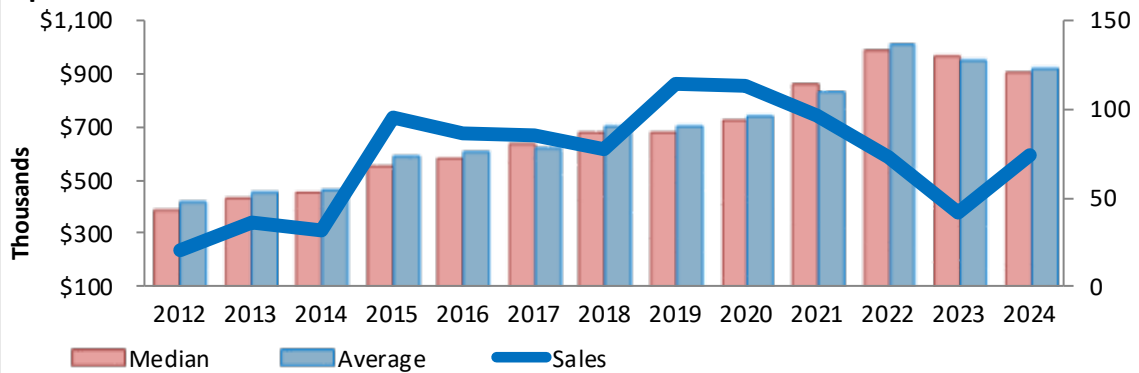
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Aptos Homes - Prices & Sales



Aptos Condos - Prices & Sales



Aptos

Condominiums						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	21	\$ 392,000	\$ 421,746	98.5%	34			
2013	36	\$ 435,000	\$ 461,043	98.8%	41	71.4%	11.0%	9.3%
2014	32	\$ 462,500	\$ 466,993	99.6%	40	-11.1%	6.3%	1.3%
2015	95	\$ 559,000	\$ 590,676	100.0%	31	196.9%	20.9%	26.5%
2016	86	\$ 590,000	\$ 608,477	98.8%	53	-9.5%	5.5%	3.0%
2017	85	\$ 640,000	\$ 625,664	99.3%	54	-1.2%	8.5%	2.8%
2018	78	\$ 687,250	\$ 708,910	99.5%	36	-8.2%	7.4%	13.3%
2019	114	\$ 682,500	\$ 705,778	98.6%	48	46.2%	-0.7%	-0.4%
2020	113	\$ 730,000	\$ 740,519	99.5%	57	-0.9%	7.0%	4.9%
2021	97	\$ 860,000	\$ 829,178	102.8%	32	-14.2%	17.8%	12.0%
2022	73	\$ 987,500	\$ 1,015,220	104.0%	20	-24.7%	14.8%	22.4%
2023	42	\$ 969,167	\$ 952,402	99.7%	35	-42.5%	-1.9%	-6.2%
2024	74	\$ 909,521	\$ 924,523	97.8%	45	76.2%	-6.2%	-2.9%

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2023 Santa Cruz County Annual Real Estate Report

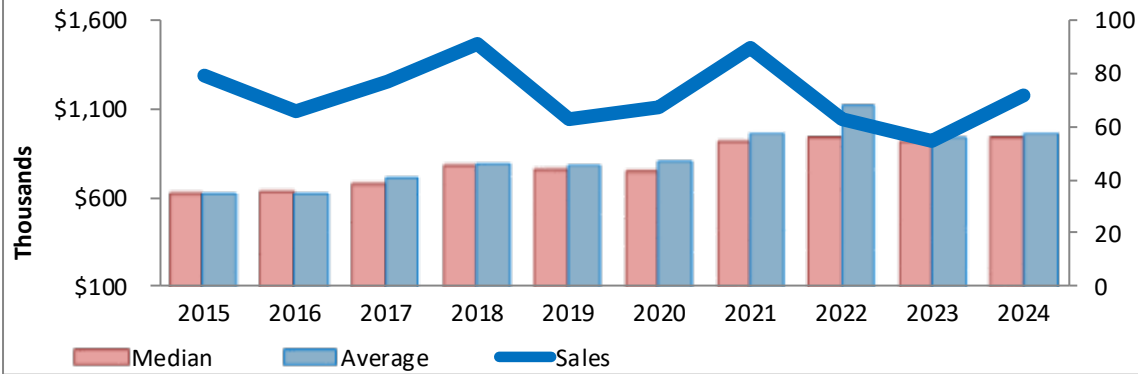
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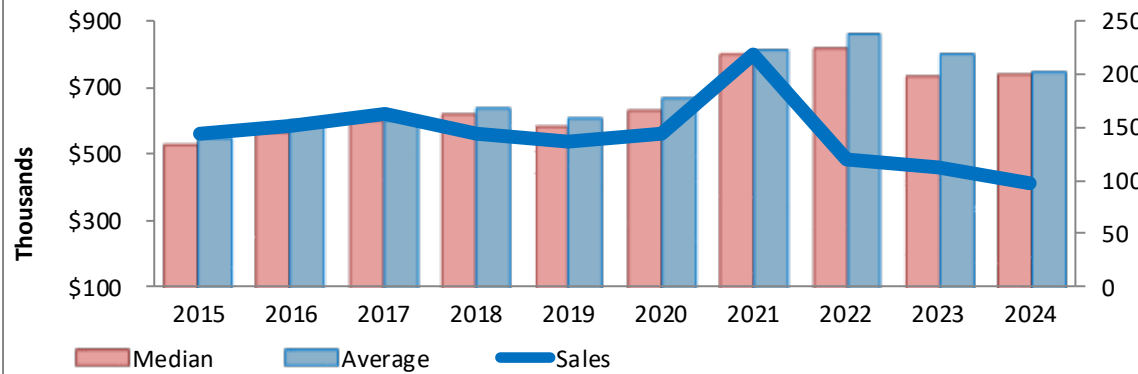


Ben Lomond								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	79	\$ 625,000	\$ 629,668	100.0%	29			
2016	66	\$ 634,500	\$ 632,754	100.4%	30	-16.5%	1.5%	0.5%
2017	77	\$ 690,000	\$ 716,012	100.3%	30	16.7%	8.7%	13.2%
2018	91	\$ 790,000	\$ 792,818	101.2%	27	18.2%	14.5%	10.7%
2019	63	\$ 765,000	\$ 782,490	99.6%	32	-30.8%	-3.2%	-1.3%
2020	67	\$ 750,000	\$ 802,302	100.6%	31	6.3%	-2.0%	2.5%
2021	90	\$ 925,000	\$ 959,911	106.6%	16	34.3%	23.3%	19.6%
2022	63	\$ 942,000	\$ 1,119,220	105.9%	19	-30.0%	1.8%	16.6%
2023	55	\$ 919,135	\$ 946,610	83.1%	26	-12.7%	-2.4%	-15.4%
2024	72	\$ 943,582	\$ 969,026	98.7%	45	30.9%	2.7%	2.4%

Ben Lomond Homes - Prices & Sales



Boulder Creek Homes - Prices & Sales



Boulder Creek								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	144	\$ 529,500	\$ 549,464	100.2%	33			
2016	152	\$ 567,750	\$ 600,556	99.9%	38	5.6%	7.2%	9.3%
2017	163	\$ 600,000	\$ 602,852	99.6%	36	7.2%	5.7%	0.4%
2018	144	\$ 622,500	\$ 641,274	100.1%	41	-11.7%	3.8%	6.4%
2019	136	\$ 587,500	\$ 607,279	98.9%	49	-5.6%	-5.6%	-5.3%
2020	144	\$ 635,500	\$ 666,964	100.0%	46	5.9%	8.2%	9.8%
2021	219	\$ 799,000	\$ 812,350	103.0%	22	52.1%	25.7%	21.8%
2022	119	\$ 820,000	\$ 858,291	104.2%	24	-45.7%	2.6%	5.7%
2023	112	\$ 734,175	\$ 799,515	100.7%	40	-5.9%	-10.5%	-6.8%
2024	98	\$ 740,583	\$ 748,131	100.1%	45	-12.5%	0.9%	-6.4%

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Capitola

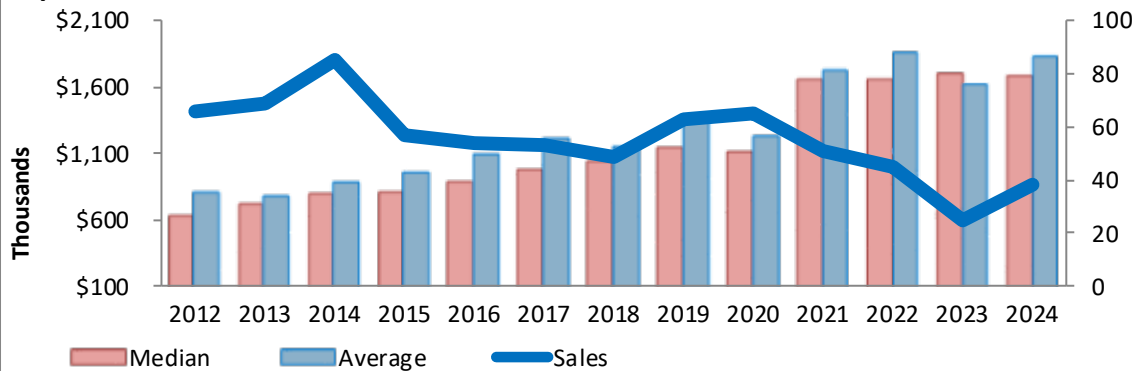
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	66	\$ 645,000	\$ 821,367	96.1%	60			
2013	69	\$ 725,000	\$ 794,633	99.6%	31	4.5%	12.4%	-3.3%
2014	85	\$ 805,000	\$ 890,789	99.5%	43	23.2%	11.0%	12.1%
2015	57	\$ 820,000	\$ 967,048	99.2%	47	-32.9%	1.9%	8.6%
2016	54	\$ 890,000	\$ 1,109,940	99.8%	32	-5.3%	8.5%	14.8%
2017	53	\$ 990,000	\$ 1,227,660	97.7%	41	-1.9%	11.2%	10.6%
2018	49	\$ 1,050,000	\$ 1,161,430	100.5%	28	-7.5%	6.1%	-5.4%
2019	63	\$ 1,150,000	\$ 1,349,370	98.2%	48	28.6%	9.5%	16.2%
2020	65	\$ 1,125,000	\$ 1,238,790	100.1%	35	3.2%	-2.2%	-8.2%
2021	51	\$ 1,650,000	\$ 1,730,280	108.4%	18	-21.5%	46.7%	39.7%
2022	45	\$ 1,650,000	\$ 1,865,140	105.1%	23	-11.8%	0.0%	7.8%
2023	25	\$ 1,693,354	\$ 1,629,340	75.0%	24	-44.4%	2.6%	-12.6%
2024	38	\$ 1,690,000	\$ 1,827,021	91.1%	32	52.0%	-0.2%	12.1%

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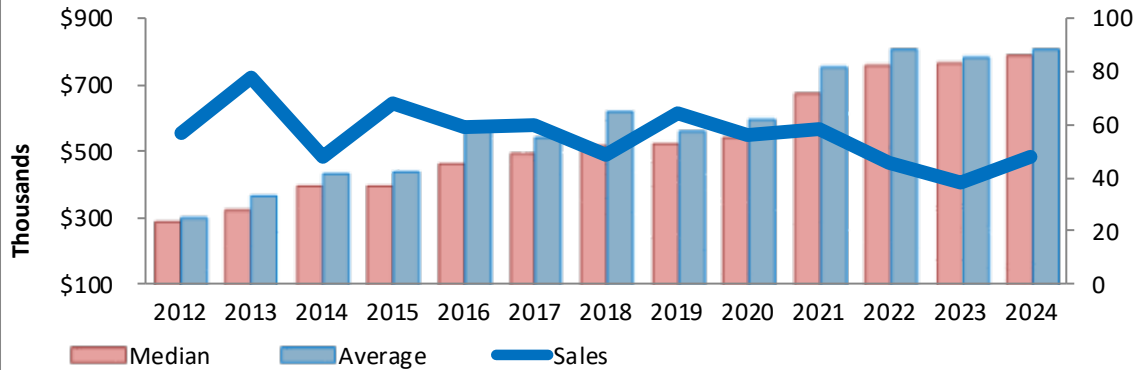
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Capitola Homes - Prices & Sales



Capitola Condos - Prices & Sales



Capitola						% Change from Year Before		
Condominiums			Condominiums					
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	57	\$ 295,000	\$ 305,846	100.8%	55			
2013	78	\$ 329,750	\$ 368,870	101.1%	95	36.8%	11.8%	20.6%
2014	48	\$ 401,000	\$ 435,625	100.1%	43	-38.5%	21.6%	18.1%
2015	68	\$ 400,000	\$ 443,897	100.0%	34	41.7%	-0.2%	1.9%
2016	59	\$ 465,000	\$ 564,975	100.7%	24	-13.2%	16.3%	27.3%
2017	60	\$ 496,500	\$ 542,379	99.6%	35	1.7%	6.8%	-4.0%
2018	49	\$ 520,000	\$ 621,248	100.8%	30	-18.3%	4.7%	14.5%
2019	64	\$ 527,000	\$ 559,123	99.5%	33	30.6%	1.3%	-10.0%
2020	56	\$ 544,000	\$ 598,035	100.3%	18	-12.5%	3.2%	7.0%
2021	58	\$ 672,500	\$ 750,095	103.9%	17	3.6%	23.6%	25.4%
2022	46	\$ 759,500	\$ 804,268	102.7%	23	-20.7%	12.9%	7.2%
2023	38	\$ 762,470	\$ 782,610	100.4%	27	-17.4%	0.4%	-2.7%
2024	48	\$ 790,281	\$ 803,824	100.2%	43	26.3%	3.6%	2.7%

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Corralitos

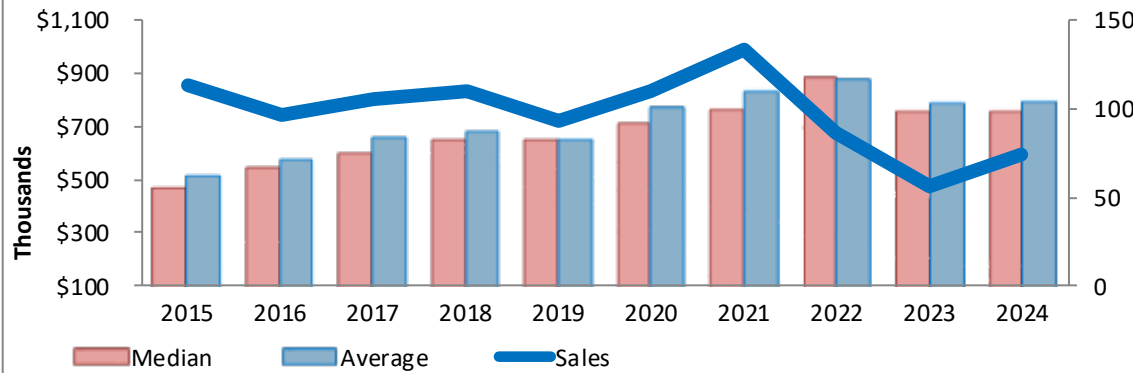
SINGLE-FAMILY HOMES									% Change from Year Before		
Prices						Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave			
2015	22	\$ 740,000	\$ 857,386	97.1%	65						
2016	25	\$ 848,000	\$ 926,764	97.3%	67	13.6%	14.6%	8.1%			
2017	14	\$ 805,000	\$ 811,752	98.1%	91	-44.0%	-5.1%	-12.4%			
2018	11	\$ 935,000	\$ 1,026,660	99.8%	43	-21.4%	16.1%	26.5%			
2019	16	\$ 1,044,000	\$ 1,018,120	97.8%	44	45.5%	11.7%	-0.8%			
2020	8	\$ 1,465,000	\$ 1,902,380	92.4%	57	-50.0%	40.3%	86.9%			
2021	15	\$ 1,350,000	\$ 1,364,140	101.5%	41	87.5%	-7.8%	-28.3%			
2022	7	\$ 950,000	\$ 952,714	100.6%	52	-53.3%	-29.6%	-30.2%			
2023	8	\$ 478,479	\$ 478,479	43.3%	15	14.3%	-49.6%	-49.8%			
2024	10	\$ 1,182,208	\$ 1,188,938	58.6%	43	25.0%	147.1%	148.5%			

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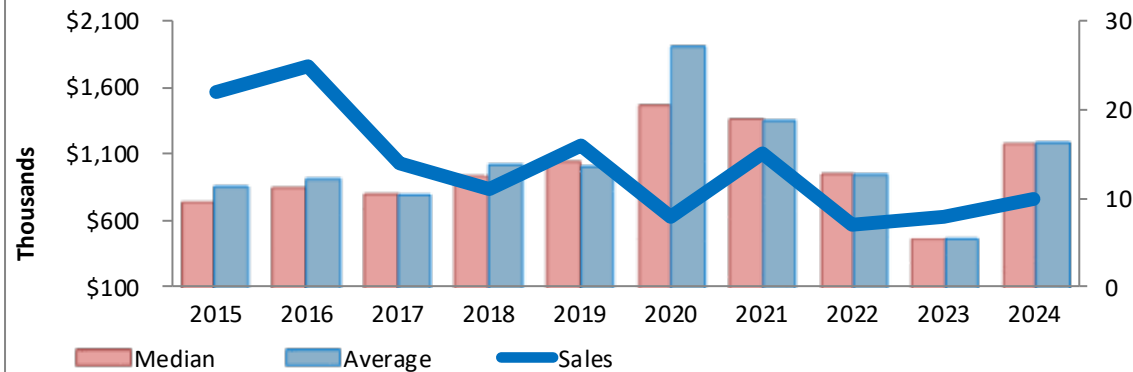
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Felton Homes - Prices & Sales



Corralitos Homes - Prices & Sales



SINGLE-FAMILY HOMES									% Change from Year Before		
Prices						Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave			
2015	113	\$ 477,000	\$ 518,186	101.1%	33						
2016	96	\$ 550,000	\$ 581,903	100.2%	40	-15.0%	15.3%	12.3%			
2017	105	\$ 601,500	\$ 662,819	101.5%	44	9.4%	9.4%	13.9%			
2018	110	\$ 655,278	\$ 681,932	101.7%	39	4.8%	8.9%	2.9%			
2019	93	\$ 655,000	\$ 652,044	99.8%	37	-15.5%	0.0%	-4.4%			
2020	110	\$ 710,000	\$ 775,992	101.3%	32	18.3%	8.4%	19.0%			
2021	133	\$ 769,000	\$ 833,409	104.6%	23	20.9%	8.3%	7.4%			
2022	86	\$ 882,500	\$ 876,180	106.6%	27	-35.3%	14.8%	5.1%			
2023	56	\$ 758,848	\$ 784,399	91.6%	28	-34.9%	-14.0%	-10.5%			
2024	74	\$ 758,917	\$ 795,395	101.4%	43	32.1%	0.0%	1.4%			

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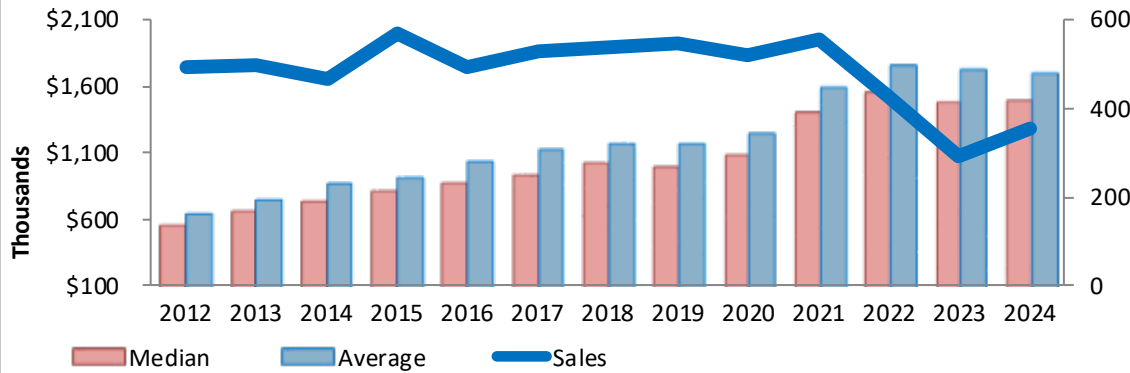
Santa Cruz								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	495	\$ 565,000	\$ 649,636	98.6%	60			
2013	500	\$ 669,150	\$ 756,326	100.3%	41	1.0%	18.4%	16.4%
2014	467	\$ 740,000	\$ 886,225	99.5%	43	-6.6%	10.6%	17.2%
2015	568	\$ 815,000	\$ 928,152	100.0%	40	21.6%	10.1%	4.7%
2016	493	\$ 875,000	\$ 1,040,930	100.4%	37	-13.2%	7.4%	12.2%
2017	528	\$ 935,000	\$ 1,134,100	100.3%	36	7.1%	6.9%	9.0%
2018	536	\$ 1,035,000	\$ 1,172,470	100.3%	35	1.5%	10.7%	3.4%
2019	546	\$ 998,375	\$ 1,180,120	98.7%	46	1.9%	-3.5%	0.7%
2020	519	\$ 1,095,000	\$ 1,247,560	101.4%	34	-4.9%	9.7%	5.7%
2021	558	\$ 1,400,000	\$ 1,598,010	106.6%	20	7.5%	27.9%	28.1%
2022	424	\$ 1,550,000	\$ 1,761,010	105.4%	24	-24.0%	10.7%	10.2%
2023	294	\$ 1,475,367	\$ 1,731,513	100.4%	37	-30.7%	-4.8%	-1.7%
2024	353	\$ 1,486,883	\$ 1,692,788	101.1%	32	20.1%	0.8%	-2.2%

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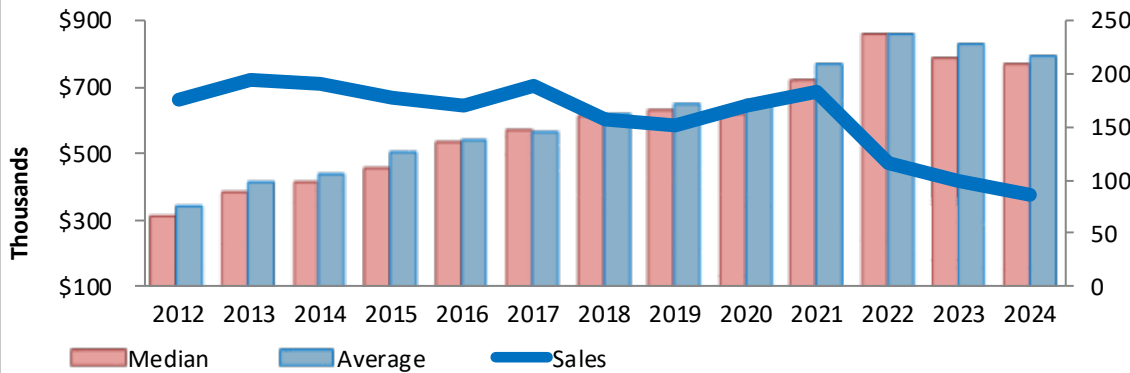
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Santa Cruz Homes - Prices & Sales



Santa Cruz Condos - Prices & Sales



Santa Cruz								
Condominiums						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	176	\$ 315,000	\$ 343,558	99.1%	65			
2013	194	\$ 386,127	\$ 418,388	100.5%	44	10.2%	22.6%	21.8%
2014	191	\$ 415,000	\$ 443,193	99.4%	53	-1.5%	7.5%	5.9%
2015	178	\$ 461,440	\$ 504,507	100.9%	33	-6.8%	11.2%	13.8%
2016	170	\$ 539,500	\$ 544,993	100.3%	30	-4.5%	16.9%	8.0%
2017	188	\$ 570,000	\$ 569,386	100.5%	28	10.6%	5.7%	4.5%
2018	158	\$ 617,500	\$ 621,372	100.1%	39	-16.0%	8.3%	9.1%
2019	151	\$ 630,000	\$ 651,989	99.0%	45	-4.4%	2.0%	4.9%
2020	171	\$ 619,000	\$ 662,262	100.1%	31	13.2%	-1.7%	1.6%
2021	184	\$ 720,000	\$ 770,268	103.8%	30	7.6%	16.3%	16.3%
2022	116	\$ 860,000	\$ 858,395	103.9%	21	-37.0%	19.4%	11.4%
2023	99	\$ 786,173	\$ 828,886	101.0%	31	-14.7%	-8.6%	-3.4%
2024	86	\$ 770,354	\$ 792,341	99.8%	29	-13.1%	-2.0%	-4.4%

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2023 Santa Cruz County Annual Real Estate Report

Scotts Valley

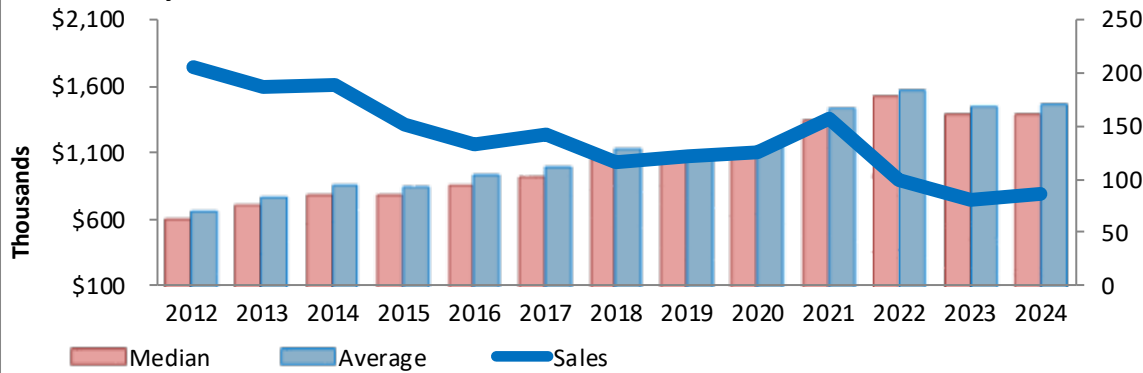
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	205	\$ 610,000	\$ 676,224	98.1%	64			
2013	187	\$ 717,000	\$ 771,854	99.3%	53	-8.8%	17.5%	14.1%
2014	189	\$ 792,000	\$ 870,783	99.3%	55	1.1%	10.5%	12.8%
2015	151	\$ 789,000	\$ 843,756	99.5%	43	-20.1%	-0.4%	-3.1%
2016	132	\$ 857,500	\$ 941,326	99.1%	51	-12.6%	8.7%	11.6%
2017	142	\$ 922,250	\$ 998,463	99.8%	41	7.6%	7.6%	6.1%
2018	116	\$ 1,052,500	\$ 1,135,070	100.9%	25	-18.3%	14.1%	13.7%
2019	122	\$ 1,047,500	\$ 1,088,820	98.8%	37	5.2%	-0.5%	-4.1%
2020	126	\$ 1,097,500	\$ 1,144,960	100.1%	43	3.3%	4.8%	5.2%
2021	157	\$ 1,337,000	\$ 1,427,620	104.3%	22	24.6%	21.8%	24.7%
2022	100	\$ 1,522,500	\$ 1,558,230	103.9%	25	-36.3%	13.9%	9.1%
2023	81	\$ 1,392,602	\$ 1,452,131	100.6%	34	-19.0%	-8.5%	-6.8%
2024	87	\$ 1,383,188	\$ 1,459,261	100.2%	24	7.4%	-0.7%	0.5%

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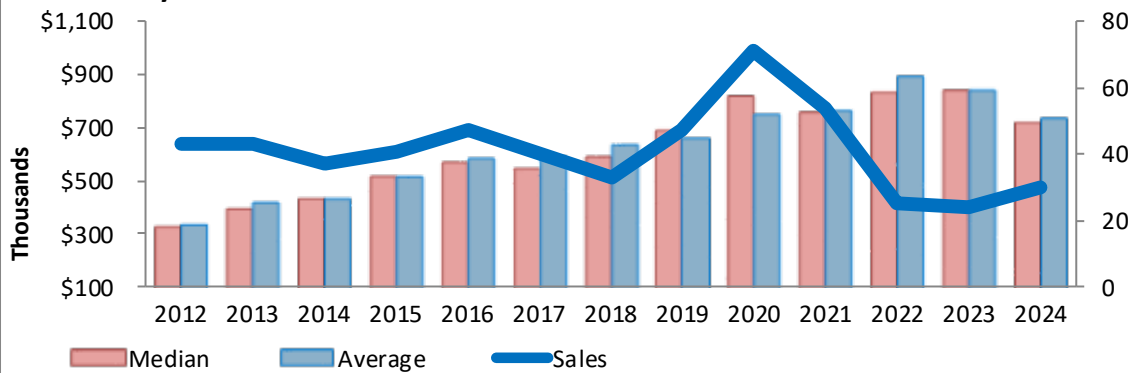
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Scotts Valley Homes - Prices & Sales



Scotts Valley Condos - Prices & Sales



Scotts Valley

Condominiums						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	43	\$ 330,000	\$ 343,013	99.5%	44			
2013	43	\$ 399,000	\$ 419,111	100.7%	31	0.0%	20.9%	22.2%
2014	37	\$ 440,000	\$ 441,295	101.3%	25	-14.0%	10.3%	5.3%
2015	41	\$ 517,900	\$ 523,186	100.8%	40	10.8%	17.7%	18.6%
2016	47	\$ 575,000	\$ 586,392	100.6%	23	14.6%	11.0%	12.1%
2017	40	\$ 552,500	\$ 594,425	100.9%	17	-14.9%	-3.9%	1.4%
2018	33	\$ 593,000	\$ 637,840	100.8%	18	-17.5%	7.3%	7.3%
2019	47	\$ 689,000	\$ 660,078	99.2%	44	42.4%	16.2%	3.5%
2020	71	\$ 820,000	\$ 750,961	100.1%	44	51.1%	19.0%	13.8%
2021	54	\$ 759,250	\$ 767,419	103.1%	29	-23.9%	-7.4%	2.2%
2022	25	\$ 830,000	\$ 892,540	111.4%	11	-53.7%	9.3%	16.3%
2023	24	\$ 837,750	\$ 839,056	100.4%	22	-4.0%	0.9%	-6.0%
2024	30	\$ 723,406	\$ 735,248	83.2%	20	25.0%	-13.6%	-12.4%

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2023 Santa Cruz County Annual Real Estate Report

Soquel

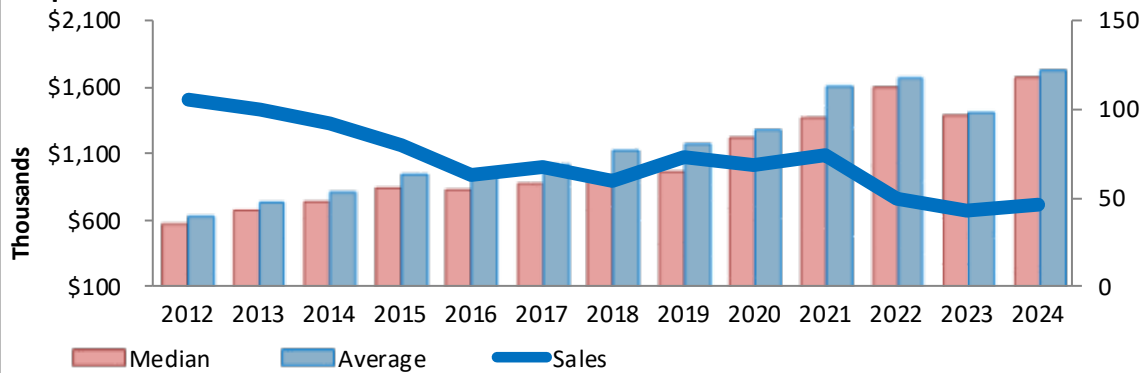
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	105	\$ 585,000	\$ 638,109	98.6%	83			
2013	100	\$ 680,500	\$ 749,709	99.4%	46	-4.8%	16.3%	17.5%
2014	92	\$ 749,500	\$ 823,312	100.1%	47	-8.0%	10.1%	9.8%
2015	80	\$ 842,500	\$ 949,048	99.5%	59	-13.0%	12.4%	15.3%
2016	63	\$ 833,800	\$ 957,803	99.9%	41	-21.3%	-1.0%	0.9%
2017	67	\$ 875,000	\$ 1,022,230	99.3%	36	6.3%	4.9%	6.7%
2018	60	\$ 946,000	\$ 1,127,890	100.0%	25	-10.4%	8.1%	10.3%
2019	73	\$ 965,000	\$ 1,174,370	98.2%	50	21.7%	2.0%	4.1%
2020	68	\$ 1,219,500	\$ 1,275,310	100.3%	43	-6.8%	26.4%	8.6%
2021	74	\$ 1,370,000	\$ 1,603,650	107.9%	27	8.8%	12.3%	25.7%
2022	49	\$ 1,600,000	\$ 1,673,700	103.7%	31	-33.8%	16.8%	4.4%
2023	43	\$ 1,393,771	\$ 1,417,485	90.7%	35	-12.2%	-12.9%	-15.3%
2024	46	\$ 1,667,958	\$ 1,727,645	98.9%	41	7.0%	19.7%	21.9%

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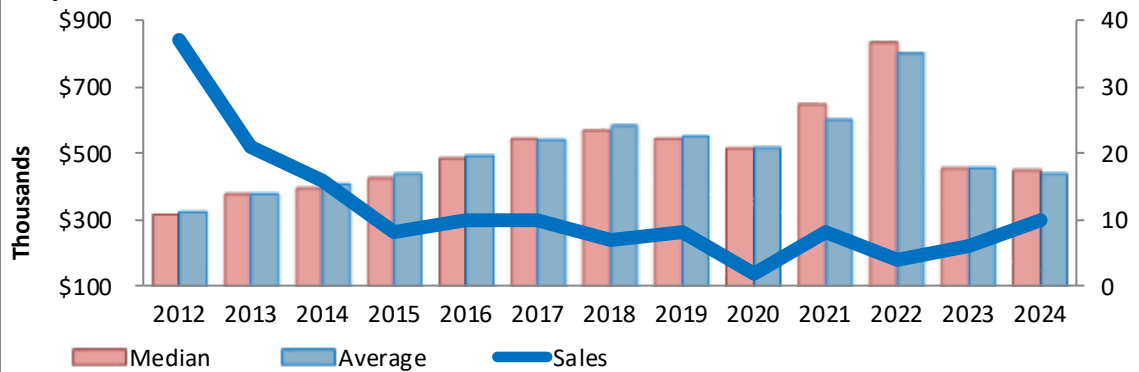
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Soquel Homes - Prices & Sales



Soquel Condos - Prices & Sales



Condominiums						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	37	\$ 325,000	\$ 329,392	99.9%	73			
2013	21	\$ 385,000	\$ 383,917	102.3%	35	-43.2%	18.5%	16.6%
2014	16	\$ 402,500	\$ 409,312	98.8%	40	-23.8%	4.5%	6.6%
2015	8	\$ 430,000	\$ 443,450	103.2%	25	-50.0%	6.8%	8.3%
2016	10	\$ 491,000	\$ 494,935	101.2%	20	25.0%	14.2%	11.6%
2017	10	\$ 547,000	\$ 542,851	102.1%	21	0.0%	11.4%	9.7%
2018	7	\$ 575,000	\$ 585,571	102.0%	11	-30.0%	5.1%	7.9%
2019	8	\$ 548,750	\$ 554,188	99.1%	30	14.3%	-4.6%	-5.4%
2020	2	\$ 522,000	\$ 522,000	99.6%	47	-75.0%	-4.9%	-5.8%
2021	8	\$ 648,000	\$ 600,566	102.8%	13	300.0%	24.1%	15.1%
2022	4	\$ 832,500	\$ 801,750	107.9%	9	-50.0%	28.5%	33.5%
2023	6	\$ 460,417	\$ 460,417	49.9%	10	50.0%	-44.7%	-42.6%
2024	10	\$ 454,760	\$ 444,343	50.1%	30	66.7%	-1.2%	-3.5%

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2023 Santa Cruz County Annual Real Estate Report

Watsonville

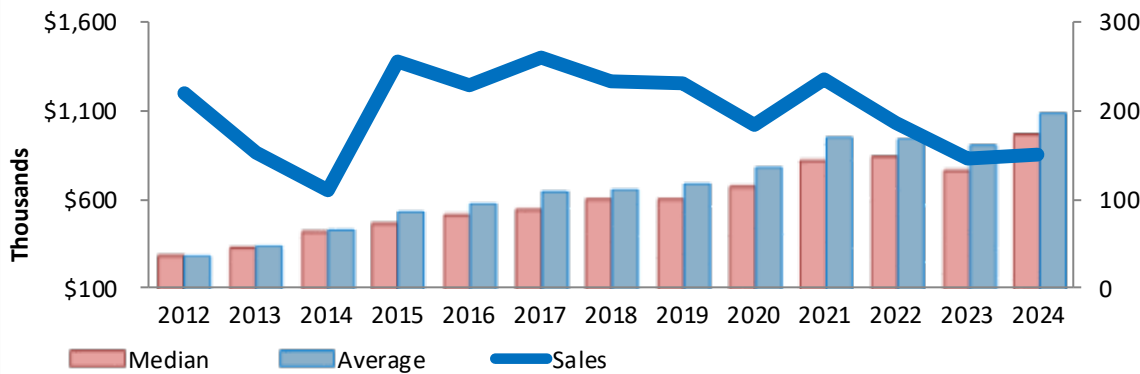
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	219	\$ 295,000	\$ 292,402	99.4%	57			
2013	153	\$ 335,000	\$ 344,779	100.9%	35	-30.1%	13.6%	17.9%
2014	110	\$ 425,350	\$ 435,607	99.8%	40	-28.1%	27.0%	26.3%
2015	256	\$ 470,000	\$ 540,310	99.8%	32	132.7%	10.5%	24.0%
2016	228	\$ 522,500	\$ 580,833	98.6%	49	-10.9%	11.2%	7.5%
2017	261	\$ 554,000	\$ 649,213	98.6%	49	14.5%	6.0%	11.8%
2018	234	\$ 603,250	\$ 661,772	99.1%	36	-10.3%	8.9%	1.9%
2019	230	\$ 610,750	\$ 695,836	98.1%	52	-1.7%	1.2%	5.1%
2020	184	\$ 679,000	\$ 786,616	99.1%	39	-20.0%	11.2%	13.0%
2021	236	\$ 819,000	\$ 953,822	103.1%	26	28.3%	20.6%	21.3%
2022	187	\$ 840,000	\$ 944,884	100.9%	25	-20.8%	2.6%	-0.9%
2023	147	\$ 761,942	\$ 903,407	99.9%	42	-21.4%	-9.3%	-4.4%
2024	150	\$ 965,745	\$ 1,085,146	99.0%	35	2.0%	26.7%	20.1%

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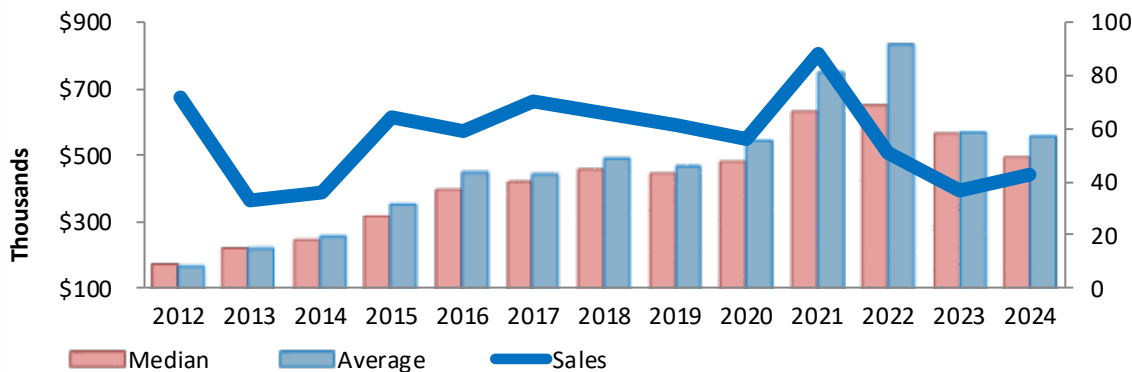
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Watsonville Homes - Prices & Sales



Watsonville Condos - Prices & Sales



Watsonville

Condominiums						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2012	72	\$ 181,000	\$ 174,018	100.7%	54			
2013	33	\$ 224,000	\$ 229,864	102.1%	63	-54.2%	23.8%	32.1%
2014	36	\$ 252,000	\$ 264,511	99.7%	40	9.1%	12.5%	15.1%
2015	64	\$ 324,800	\$ 356,130	98.6%	41	77.8%	28.9%	34.6%
2016	59	\$ 400,000	\$ 453,772	99.5%	28	-7.8%	23.2%	27.4%
2017	70	\$ 426,500	\$ 448,650	99.0%	51	18.6%	6.6%	-1.1%
2018	66	\$ 460,000	\$ 497,361	98.7%	45	-5.7%	7.9%	10.9%
2019	61	\$ 447,350	\$ 471,906	99.3%	51	-7.6%	-2.8%	-5.1%
2020	56	\$ 483,000	\$ 550,419	99.6%	39	-8.2%	8.0%	16.6%
2021	88	\$ 631,000	\$ 754,126	103.8%	20	57.1%	30.6%	37.0%
2022	51	\$ 650,000	\$ 837,345	102.0%	16	-42.0%	3.0%	11.0%
2023	37	\$ 564,599	\$ 575,406	91.2%	35	-27.5%	-13.1%	-31.3%
2024	43	\$ 497,500	\$ 558,203	90.9%	30	16.2%	-11.9%	-3.0%

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