



Tim O'Halloran

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The Real Estate Report

Sales Prices Down, Sales Plunge in 2023

Sales of single-family, re-sale homes were down 24.3% from the year before. There were 1,075 homes sold last year.

The median sales price for single-family, re-sale homes fell 6.7% from 2022.

The average price was down 5.8% from 2022.

The sales price to list price ratio, or what buyers paid divided by what sellers were asking, was 99.9% for the year.

Home inventory was down 5.7% year-over-year. There were an average of 197 homes listed for sale each month in 2023. The average from 2003 through 2016 is 725.

Condo sales were down 22.3% from 2022. There were 258 condos sold last year.

The median sales price set a new high of \$962,500 in April, and the average sales price peaked at \$957,535.

The median sales price was down 2.8% from 2022, while the average sales price was down 5.3%.

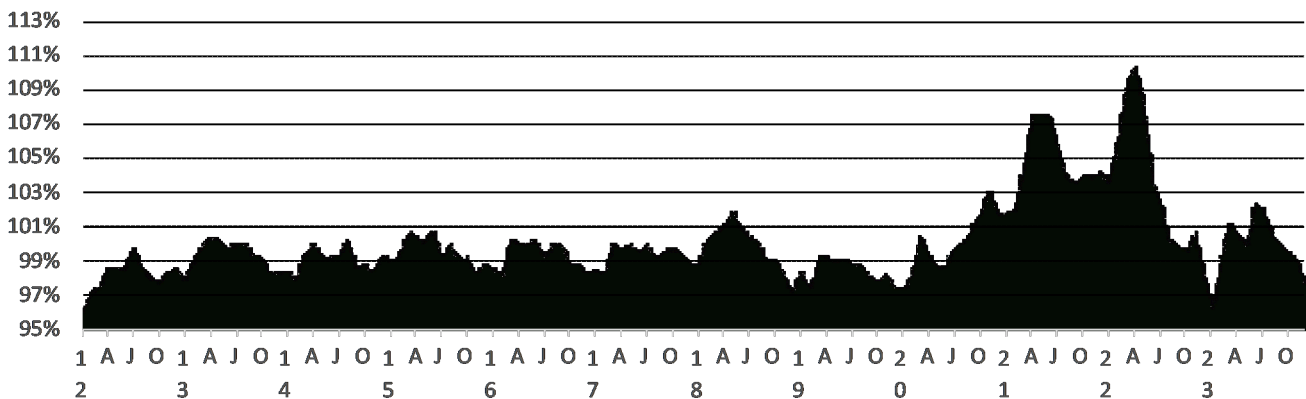
The sales price to list price ratio peaked in April at 103.5%. It closed the year at 100.3%.

Condo inventory was down year-over-year. There were 258 condos listed for sale vs. 332 in 2022. There were 44 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://timohalloran.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 |
| 2011 | 1,715 | \$ 475,000 | \$ 552,496 | 96.8% | 139 | | | |
| 2012 | 2,036 | \$ 515,000 | \$ 575,330 | 98.4% | 76 | 18.7% | 8.4% | 4.1% |
| 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 | 1,075 | \$ 1,220,729 | \$ 1,386,290 | 99.9% | 68 | -24.3% | -6.7% | -5.8% |

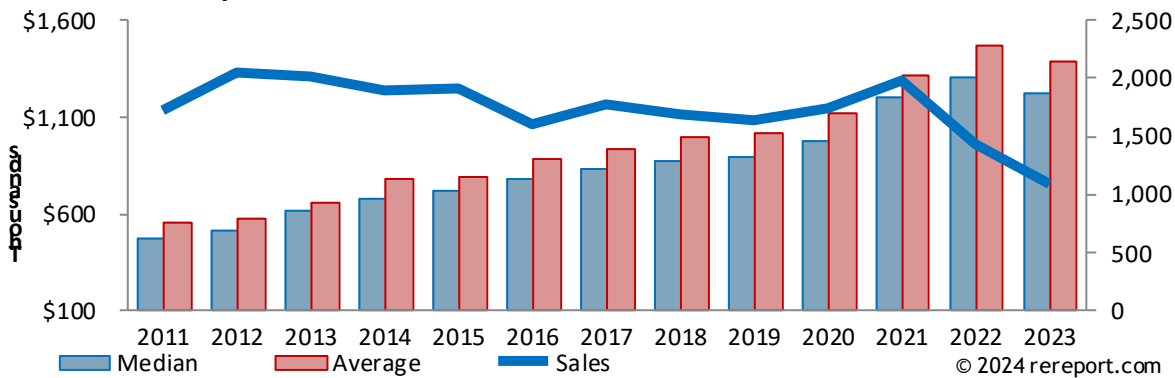
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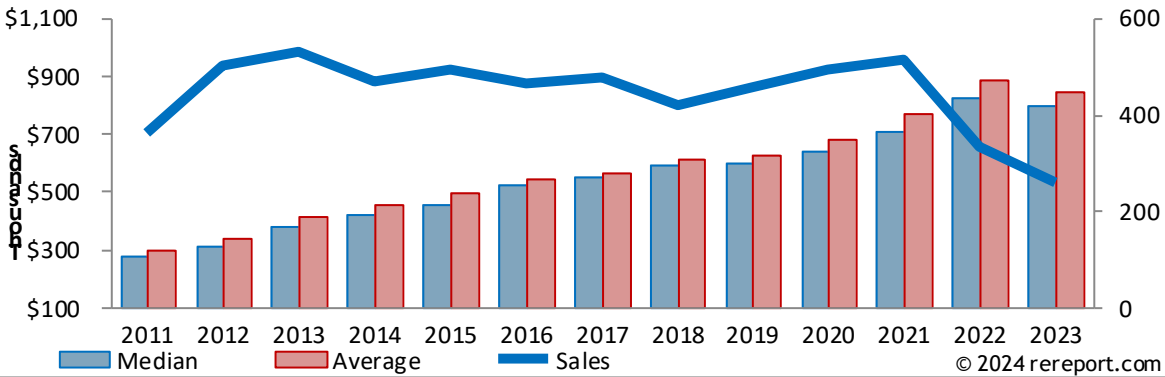
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Santa Cruz County Homes - Prices & Sales



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 |
| 2010 | 370 | \$ 310,000 | \$ 348,030 | 98.2% | 232 | | | |
| 2011 | 362 | \$ 274,350 | \$ 300,207 | 97.2% | 226 | -2.2% | -11.5% | -13.7% |
| 2012 | 502 | \$ 309,450 | \$ 337,188 | 98.8% | 111 | 38.7% | 12.8% | 12.3% |
| 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% |

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2023 Santa Cruz County Annual Real Estate Report

Aptos

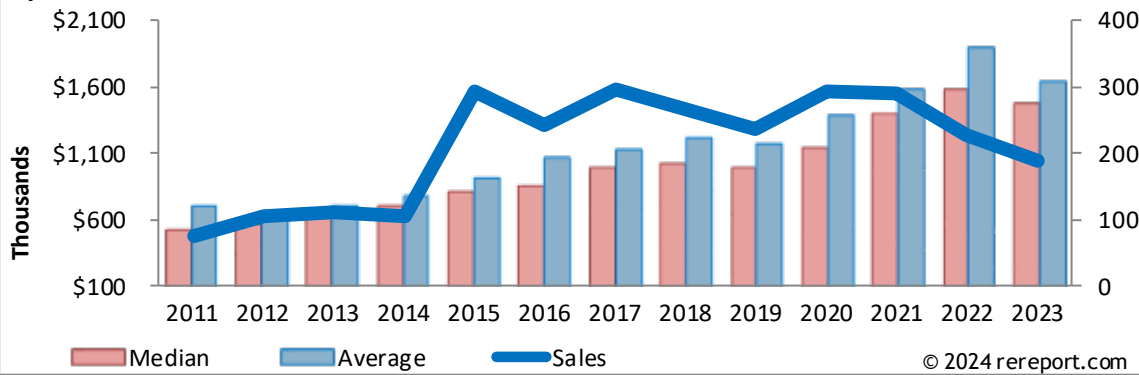
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
|---------------------|-------|--------------|--------------|--------|-----|---------------------------|-------|--------|
| Prices | | | Prices | | | | | |
| Year | Sales | Median | Average | SP/LP | DOM | Sales | Med | Ave |
| 2011 | 76 | \$ 534,000 | \$ 715,143 | 95.9% | 87 | | | |
| 2012 | 105 | \$ 579,000 | \$ 644,521 | 98.7% | 62 | 38.2% | 8.4% | -9.9% |
| 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% |

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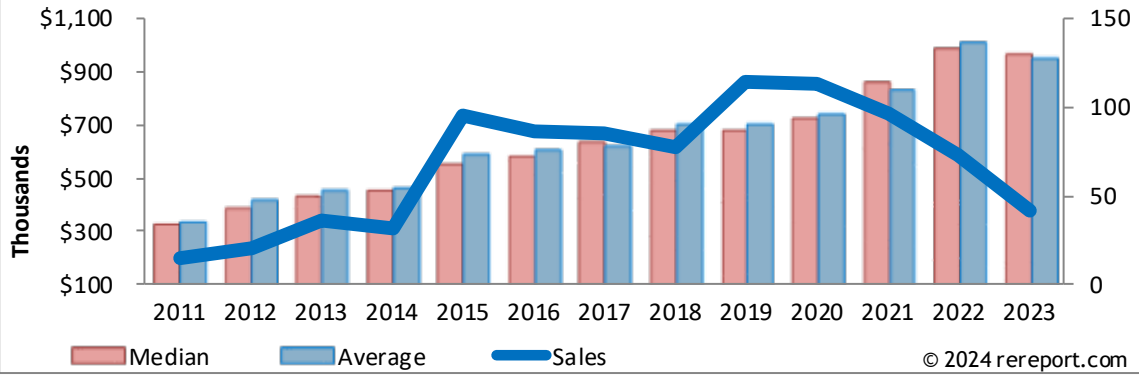
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Aptos Homes - Prices & Sales



Aptos Condos - Prices & Sales



Aptos

| Condominiums | | | | | | % Change from Year Before | | |
|--------------|-------|------------|--------------|--------|-----|---------------------------|-------|-------|
| Prices | | | Prices | | | | | |
| Year | Sales | Median | Average | SP/LP | DOM | Sales | Med | Ave |
| 2011 | 15 | \$ 335,000 | \$ 341,233 | 96.7% | 67 | | | |
| 2012 | 21 | \$ 392,000 | \$ 421,746 | 98.5% | 34 | 40.0% | 17.0% | 23.6% |
| 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% |

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2023 Santa Cruz County Annual Real Estate Report

Ben Lomond

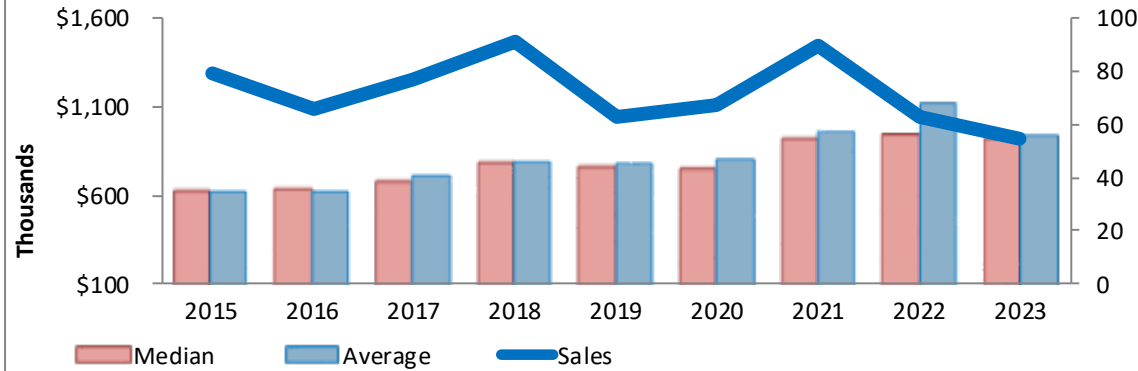
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
|---------------------|-------|------------|--------------|--------|-----|---------------------------|-------|-------|
| Prices | | | Prices | | | | | |
| Year | Sales | Median | Average | SP/LP | DOM | Sales | Med | Ave |
| 2015 | 79 | \$ 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% |

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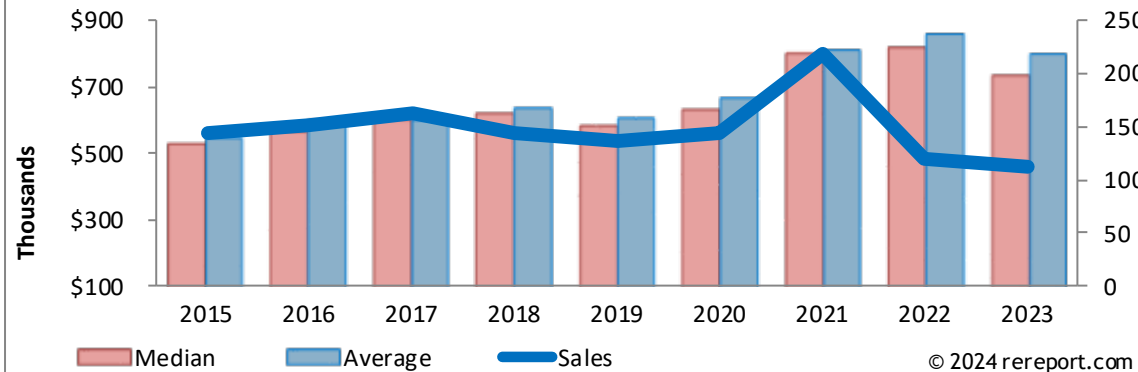
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Ben Lomond Homes - Prices & Sales



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% |

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2023 Santa Cruz County Annual Real Estate Report

Capitola

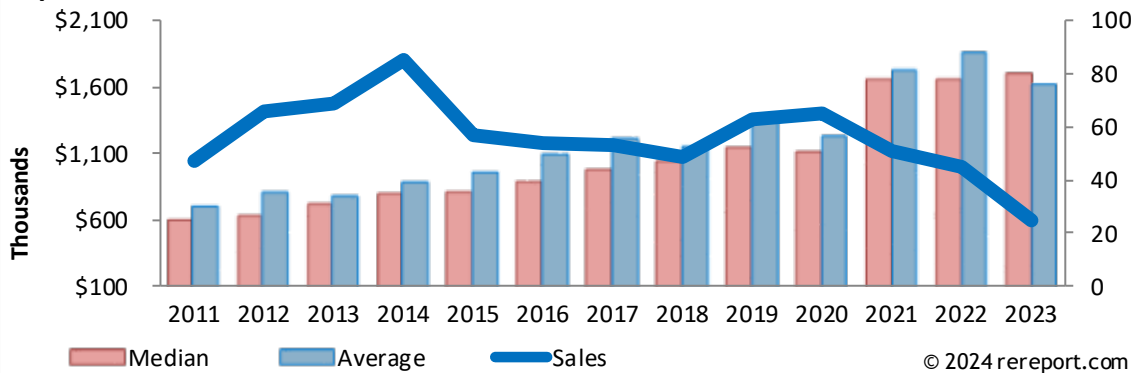
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
|---------------------|-------|--------------|--------------|--------|-----|---------------------------|-------|--------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 47 | \$ 617,500 | \$ 711,372 | 96.7% | 106 | | | |
| 2012 | 66 | \$ 645,000 | \$ 821,367 | 96.1% | 60 | 40.4% | 4.5% | 15.5% |
| 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% |

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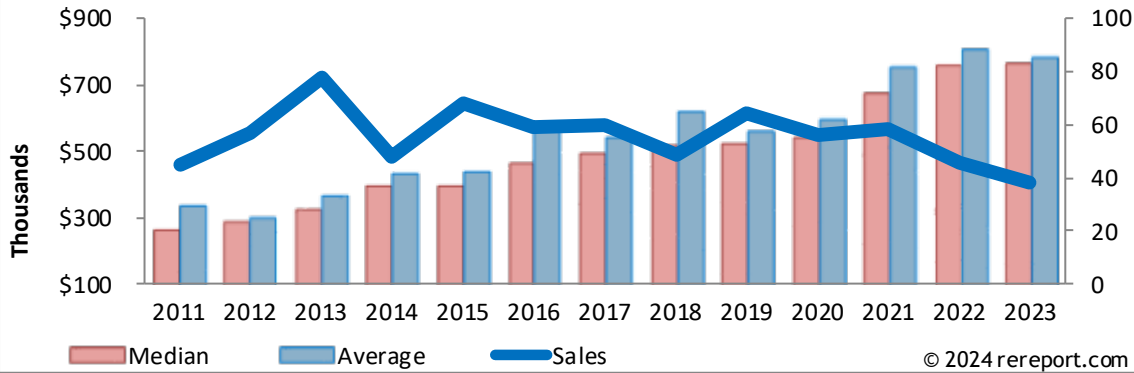
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Capitola Homes - Prices & Sales



Capitola Condos - Prices & Sales



Capitola

| CONDOMINIUMS | | | | | | % Change from Year Before | | |
|--------------|-------|------------|------------|--------|-----|---------------------------|-------|--------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 45 | \$ 270,000 | \$ 340,171 | 98.3% | 82 | | | |
| 2012 | 57 | \$ 295,000 | \$ 305,846 | 100.8% | 55 | 26.7% | 9.3% | -10.1% |
| 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% |

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Corralitos

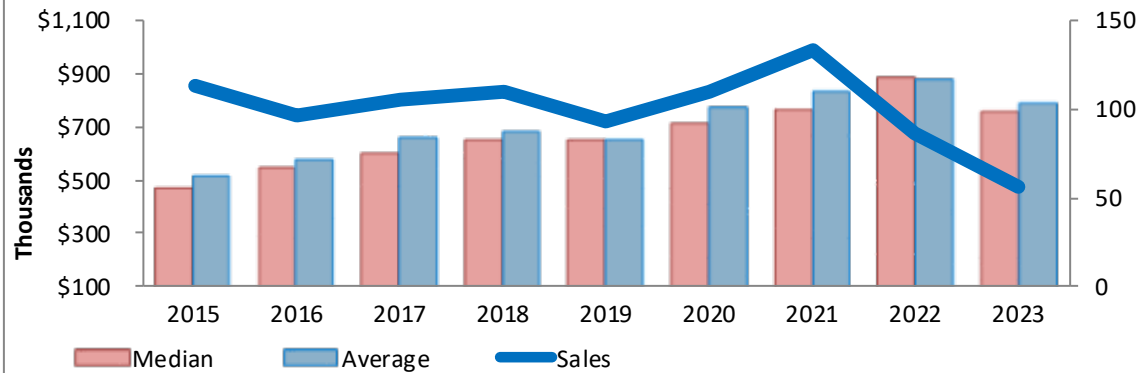
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
|---------------------|-------|--------------|--------------|--------|--------|---------------------------|--------|--------|
| Prices | | | | | Prices | | | |
| Year | Sales | Median | Average | SP/LP | DOM | Sales | Med | Ave |
| 2015 | 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% |

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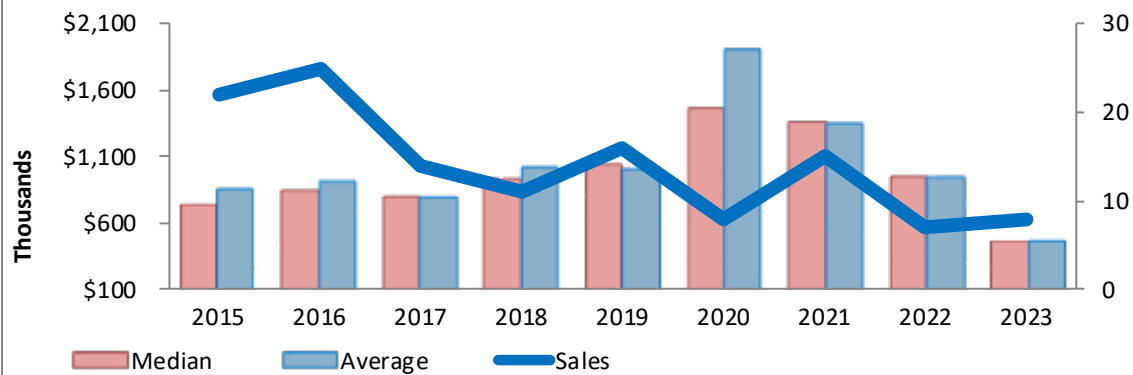
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Felton Homes - Prices & Sales



Corralitos Homes - Prices & Sales



Felton

| 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% |

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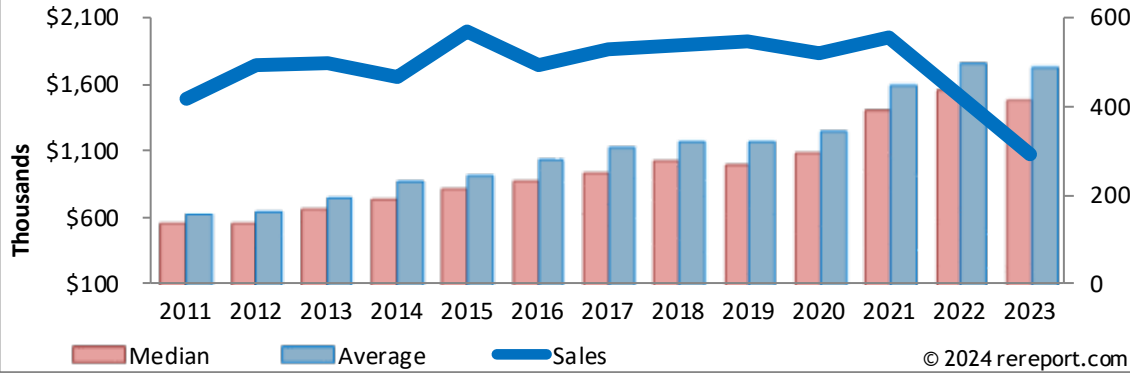
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|---------------------|-------|--------------|--------------|--------|--------|---------------------------|-------|-------|
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
| Prices | | | | | Prices | | | |
| Year | Sales | Median | Average | SP/LP | DOM | Sales | Med | Ave |
| 2011 | 417 | \$ 560,000 | \$ 648,338 | 97.0% | 77 | | | |
| 2012 | 495 | \$ 565,000 | \$ 649,636 | 98.6% | 60 | 18.7% | 0.9% | 0.2% |
| 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% |

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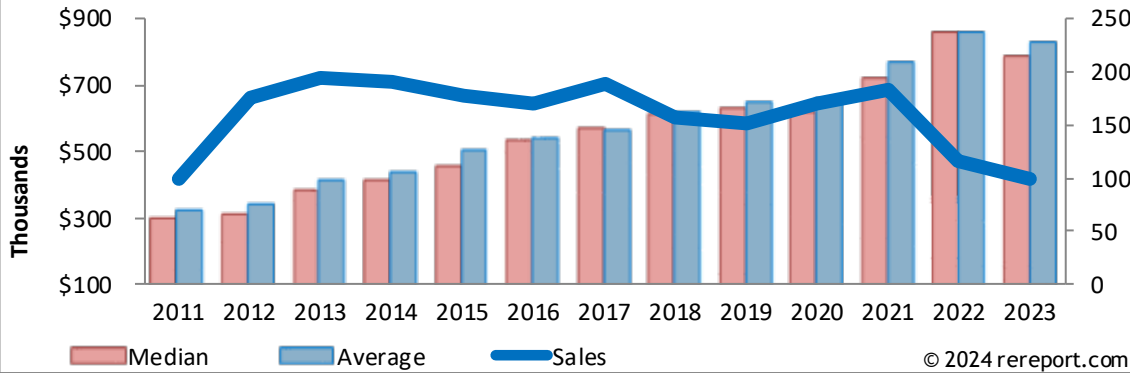
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Santa Cruz Homes - Prices & Sales



Santa Cruz Condos - Prices & Sales



| Santa Cruz | | | | | | | | |
|--------------|-------|------------|------------|--------|--------|---------------------------|-------|-------|
| Condominiums | | | | | | % Change from Year Before | | |
| Prices | | | | | Prices | | | |
| Year | Sales | Median | Average | SP/LP | DOM | Sales | Med | Ave |
| 2011 | 99 | \$ 305,000 | \$ 325,837 | 97.0% | 76 | | | |
| 2012 | 176 | \$ 315,000 | \$ 343,558 | 99.1% | 65 | 77.8% | 3.3% | 5.4% |
| 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% |

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2023 Santa Cruz County Annual Real Estate Report

Scotts Valley

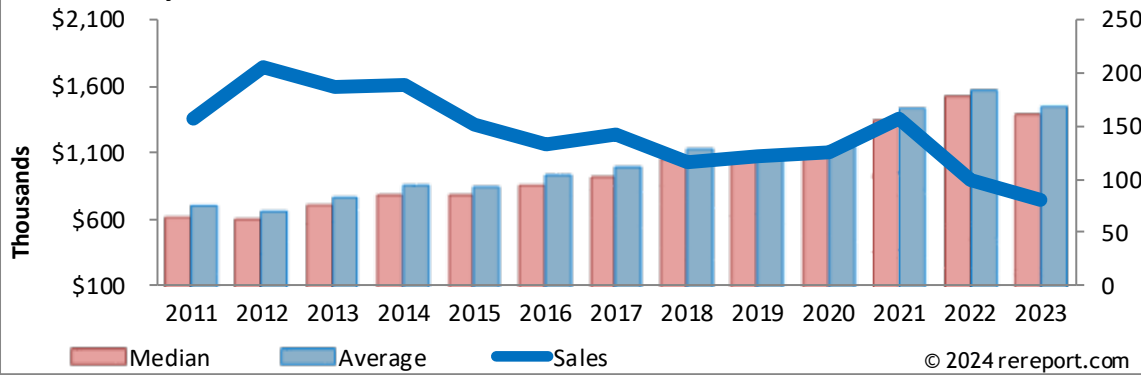
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
|---------------------|-------|--------------|--------------|--------|-----|---------------------------|-------|-------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 158 | \$ 632,500 | \$ 713,612 | 96.1% | 112 | | | |
| 2012 | 205 | \$ 610,000 | \$ 676,224 | 98.1% | 64 | 29.7% | -3.6% | -5.2% |
| 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% |

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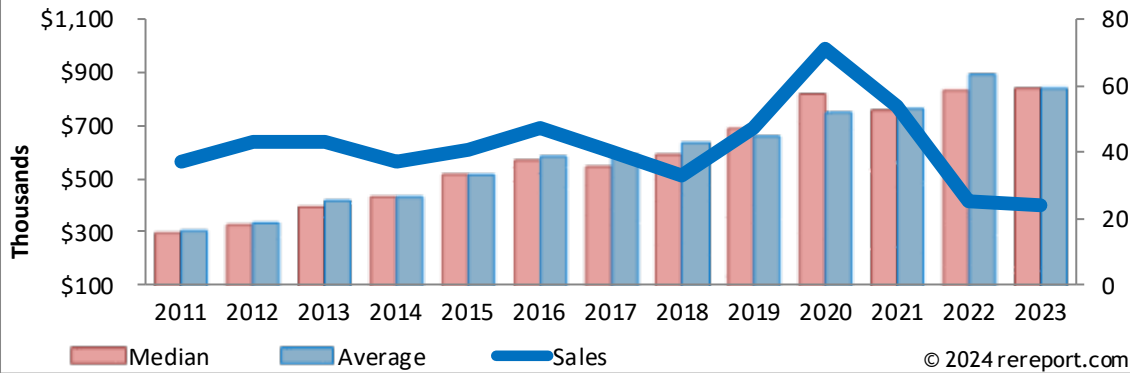
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Scotts Valley Homes - Prices & Sales



Scotts Valley Condos - Prices & Sales



Scotts Valley

| Condominiums | | | | | | % Change from Year Before | | |
|--------------|-------|------------|------------|--------|-----|---------------------------|-------|-------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 37 | \$ 306,000 | \$ 311,128 | 98.3% | 58 | | | |
| 2012 | 43 | \$ 330,000 | \$ 343,013 | 99.5% | 44 | 16.2% | 7.8% | 10.2% |
| 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% |

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2023 Santa Cruz County Annual Real Estate Report

Soquel

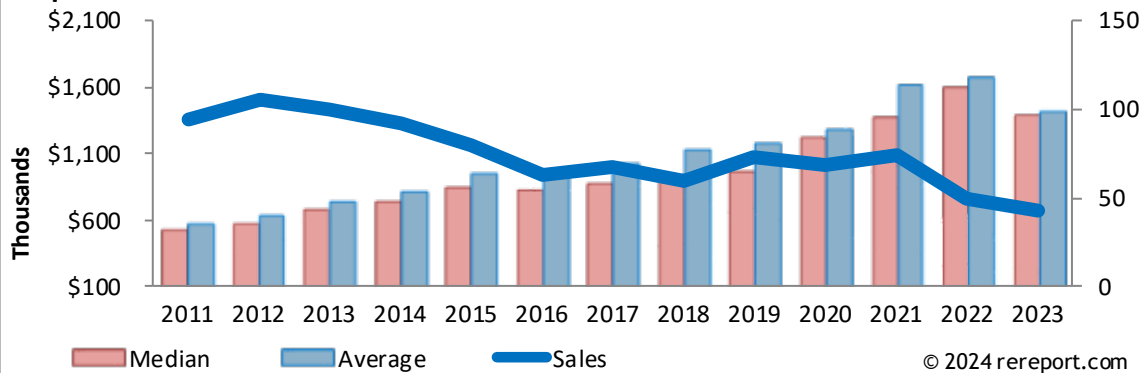
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
|---------------------|-------|--------------|--------------|--------|-----|---------------------------|--------|--------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 94 | \$ 529,250 | \$ 588,242 | 96.8% | 83 | | | |
| 2012 | 105 | \$ 585,000 | \$ 638,109 | 98.6% | 83 | 11.7% | 10.5% | 8.5% |
| 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% |

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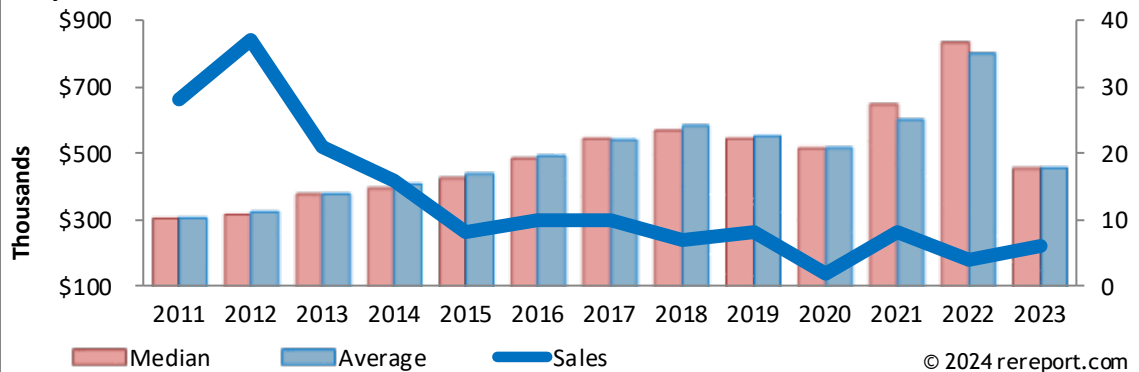
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Soquel Homes - Prices & Sales



Soquel Condos - Prices & Sales



| Condominiums | | | | | | % Change from Year Before | | |
|--------------|-------|------------|------------|--------|-----|---------------------------|--------|--------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 28 | \$ 308,250 | \$ 309,310 | 99.1% | 60 | | | |
| 2012 | 37 | \$ 325,000 | \$ 329,392 | 99.9% | 73 | 32.1% | 5.4% | 6.5% |
| 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% |

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2023 Santa Cruz County Annual Real Estate Report

Watsonville

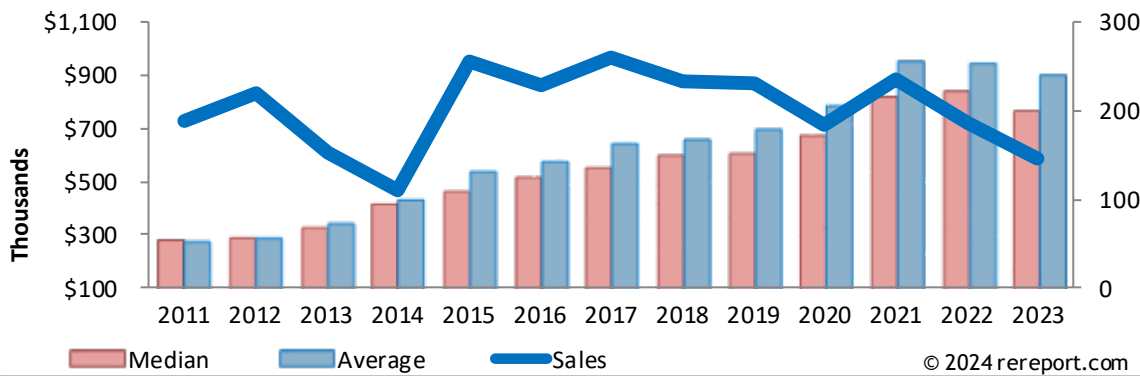
| SINGLE-FAMILY HOMES | | | | | | % Change from Year Before | | |
|---------------------|-------|------------|------------|--------|-----|---------------------------|-------|-------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 189 | \$ 285,000 | \$ 283,860 | 98.9% | 60 | | | |
| 2012 | 219 | \$ 295,000 | \$ 292,402 | 99.4% | 57 | 15.9% | 3.5% | 3.0% |
| 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% |

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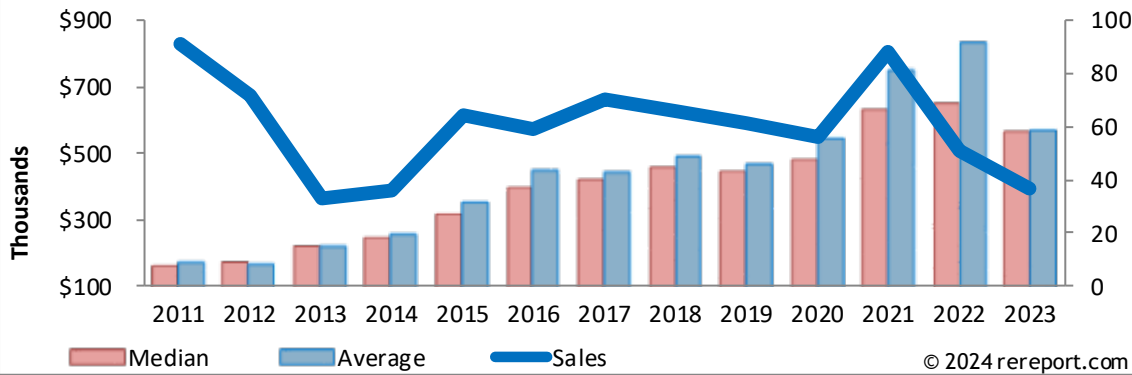
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Watsonville Homes - Prices & Sales



Watsonville Condos - Prices & Sales



Watsonville

| Condominiums | | | | | | % Change from Year Before | | |
|--------------|-------|------------|------------|--------|-----|---------------------------|--------|--------|
| Year | Sales | Prices | | SP/LP | DOM | Prices | | |
| | | Median | Average | | | Sales | Med | Ave |
| 2011 | 91 | \$ 169,000 | \$ 177,844 | 97.2% | 71 | | | |
| 2012 | 72 | \$ 181,000 | \$ 174,018 | 100.7% | 54 | -20.9% | 7.1% | -2.2% |
| 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% |

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