

Single Family Residential									
January 2011									
City/Area	County	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Adult Village	Santa Cruz	4	14	3	83	212,333	215,000	97.10	637,000
Aptos	Santa Cruz	12	40	3	158	491,633	560,000	98.87	1,474,900
Capitola	Santa Cruz	6	27	2	226	522,500	522,500	97.66	1,045,000
East Santa Cruz County	Santa Cruz	22	89	18	129	422,464	336,000	95.80	7,181,900
Los Gatos Mtns	Santa Clara	12	47	3	89	561,000	565,000	98.20	1,683,000
Rio Del Mar / Seascape	Santa Cruz	15	51	6	93	1,005,445	689,685	92.0	6,032,670
San Lorenzo Valley	Santa Cruz	32	120	16	159	333,950	333,950	95.02	5,435,800
Santa Cruz	Santa Cruz	60	168	16	68	603,911	542,632	92.69	9,662,585
Scotts Valley	Santa Cruz	21	80	11	139	651,181	602,500	95.22	7,163,000
Seacliff	Santa Cruz	4	16	1	56	634,000	634,000	97.55	634,000
Soquel	Santa Cruz	12	37	5	102	546,600	590,000	97.86	2,733,000
Watsonville	Santa Cruz	13	70	10	58	289,990	289,000	100.40	2,889,900
West Santa Cruz County	Santa Cruz	2	17	2	96	718,500	718,500	99.52	1,437,000
Summary		215	776	96	113	505,365	- -	95.22	48,009,755
Common Interest Development									
January 2011									
City/Area	County	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Aptos	Santa Cruz	0	7	2	50	452,500	452,500	97.63	905,000
Capitola	Santa Cruz	12	21	1	282	245,000	245,000	100.0	245,000
East Santa Cruz County	Santa Cruz	6	27	3	142	536,682	572,000	87.76	1,610,047
Rio Del Mar / Seascape	Santa Cruz	3	30	0	0	0	0	.0	0
San Lorenzo Valley	Santa Cruz	4	4	0	0	0	0	.0	0
Santa Cruz	Santa Cruz	9	70	3	278	233,246	230,688	93.41	699,738
Scotts Valley	Santa Cruz	4	15	4	22	302,500	291,000	97.16	1,210,000
Seacliff	Santa Cruz	2	23	2	72	358,782	358,782	94.55	717,565
Soquel	Santa Cruz	4	10	3	27	332,333	339,500	97.49	997,000
Watsonville	Santa Cruz	12	37	2	81	194,000	194,000	100.81	388,000
Summary		56	244	20	106	338,617	- -	94.49	6,772,350