

Single Family Residential									
September 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	1	14	3	71	206,633	190,000	95.68	619,900
Aptos	Santa Cruz	7	48	10	84	570,400	527,500	95.53	5,704,000
Capitola	Santa Cruz	7	35	4	81	983,006	929,762	91.38	3,932,025
East Santa Cruz County	Santa Cruz	15	117	13	95	522,692	460,000	95.41	6,795,000
Los Gatos Mtns	Santa Clara	9	49	6	100	532,480	377,500	91.51	3,194,882
Rio Del Mar / Seascape	Santa Cruz	13	70	12	102	693,750	627,500	94.94	8,325,000
San Lorenzo Valley	Santa Cruz	28	149	20	117	294,409	260,000	94.29	5,888,196
Santa Cruz	Santa Cruz	42	224	28	64	674,551	605,000	96.51	18,887,441
Scotts Valley	Santa Cruz	23	82	15	119	591,133	545,000	98.88	8,867,000
Seacliff	Santa Cruz	3	18	4	224	742,528	802,500	96.81	2,970,115
Soquel	Santa Cruz	12	58	9	239	534,353	503,184	92.31	4,809,184
Watsonville	Santa Cruz	20	95	17	42	298,154	325,000	99.08	5,068,620
West Santa Cruz County	Santa Cruz	1	25	1	84	745,000	745,000	93.24	745,000
Summary		181	984	142	100	533,847	- nbsp;nbsp;-	95.62	75,806,363
Common Interest Development									
September 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	2	4	1	23	298,500	298,500	99.59	298,500
Capitola	Santa Cruz	3	23	4	31	367,225	339,500	98.72	1,468,900
East Santa Cruz County	Santa Cruz	3	31	1	411	560,000	560,000	96.55	560,000
Rio Del Mar / Seascape	Santa Cruz	4	47	1	27	515,000	515,000	96.26	515,000
San Lorenzo Valley	Santa Cruz	2	5	0	0	0	0	.0	0
Santa Cruz	Santa Cruz	21	62	15	61	316,416	285,000	96.85	4,746,250
Scotts Valley	Santa Cruz	3	14	2	35	230,000	230,000	98.95	460,000
Seacliff	Santa Cruz	3	24	1	26	323,000	323,000	101.25	323,000
Soquel	Santa Cruz	2	19	3	33	327,916	345,000	98.53	983,750
Watsonville	Santa Cruz	10	41	4	21	134,875	117,250	95.67	539,500
Summary		53	270	32	55	309,215	- nbsp;nbsp;-	97.25	9,894,900