

Single Family Residential									
October 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	9	2	119	240,000	240,000	96.40	480,000
Aptos	Santa Cruz	6	43	6	106	1,601,250	726,250	88.61	9,607,500
Capitola	Santa Cruz	8	34	5	40	638,511	612,500	99.72	3,192,555
East of Highway 17	Santa Cruz	1	2	0	0	0	0	.0	0
East Santa Cruz County	Santa Cruz	20	108	12	140	604,562	512,000	95.96	7,254,750
Los Gatos Mtns	Santa Clara	9	41	5	80	765,490	747,450	93.26	3,827,450
Rio Del Mar / Seascapes	Santa Cruz	22	71	10	99	847,151	723,380	97.41	8,471,510
San Lorenzo Valley	Santa Cruz	17	115	27	66	281,575	246,000	95.14	7,602,548
Santa Cruz	Santa Cruz	51	208	38	84	519,990	493,000	97.34	19,759,625
Scotts Valley	Santa Cruz	24	90	11	119	754,336	627,500	94.33	8,297,699
Seacliff	Santa Cruz	3	14	1	13	500,000	500,000	98.62	500,000
Soquel	Santa Cruz	14	47	14	156	639,128	590,000	97.81	8,947,800
Watsonville	Santa Cruz	16	80	17	50	279,214	305,000	99.53	4,746,650
West Santa Cruz County	Santa Cruz	3	23	2	62	885,500	885,500	99.44	1,771,000
Summary		195	885	150	91	563,060	- : -	95.81	84,459,087
Common Interest Development									
October 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	1	5	0	0	0	0	.0	0
Capitola	Santa Cruz	3	15	6	51	327,791	289,000	97.39	1,966,750
East Santa Cruz County	Santa Cruz	2	32	0	0	0	0	.0	0
Rio Del Mar / Seascapes	Santa Cruz	6	40	1	142	625,000	625,000	89.48	625,000
San Lorenzo Valley	Santa Cruz	3	4	0	0	0	0	.0	0
Santa Cruz	Santa Cruz	38	83	5	76	251,900	233,000	95.40	1,259,500
Scotts Valley	Santa Cruz	4	12	2	76	346,500	346,500	97.88	693,000
Seacliff	Santa Cruz	0	23	2	93	359,000	359,000	100.0	718,000
Soquel	Santa Cruz	4	20	1	15	310,000	310,000	117.03	310,000
Watsonville	Santa Cruz	7	39	7	61	200,607	200,000	101.15	1,404,250
Summary		68	273	24	67	290,687	- : -	98.02	6,976,500