



REAL ESTATE REPORT

Q3 2020

SANTA CRUZ COUNTY

The Quarterly Report offers insight into residential real estate sales activity and regional trends. It complements the Area Report, giving you a broader look at the real estate market. If you are interested in receiving the Area Report, please let me know. I would be happy to set that up for you.

The market summary below offers a look at sales activity for the prior quarter and year, along with current and past year-to-date statistics. The graphs cover several different aspects of the real estate market. Note how some of the graphs break out trends by price increments. Please contact me if you would like more information on your current market.



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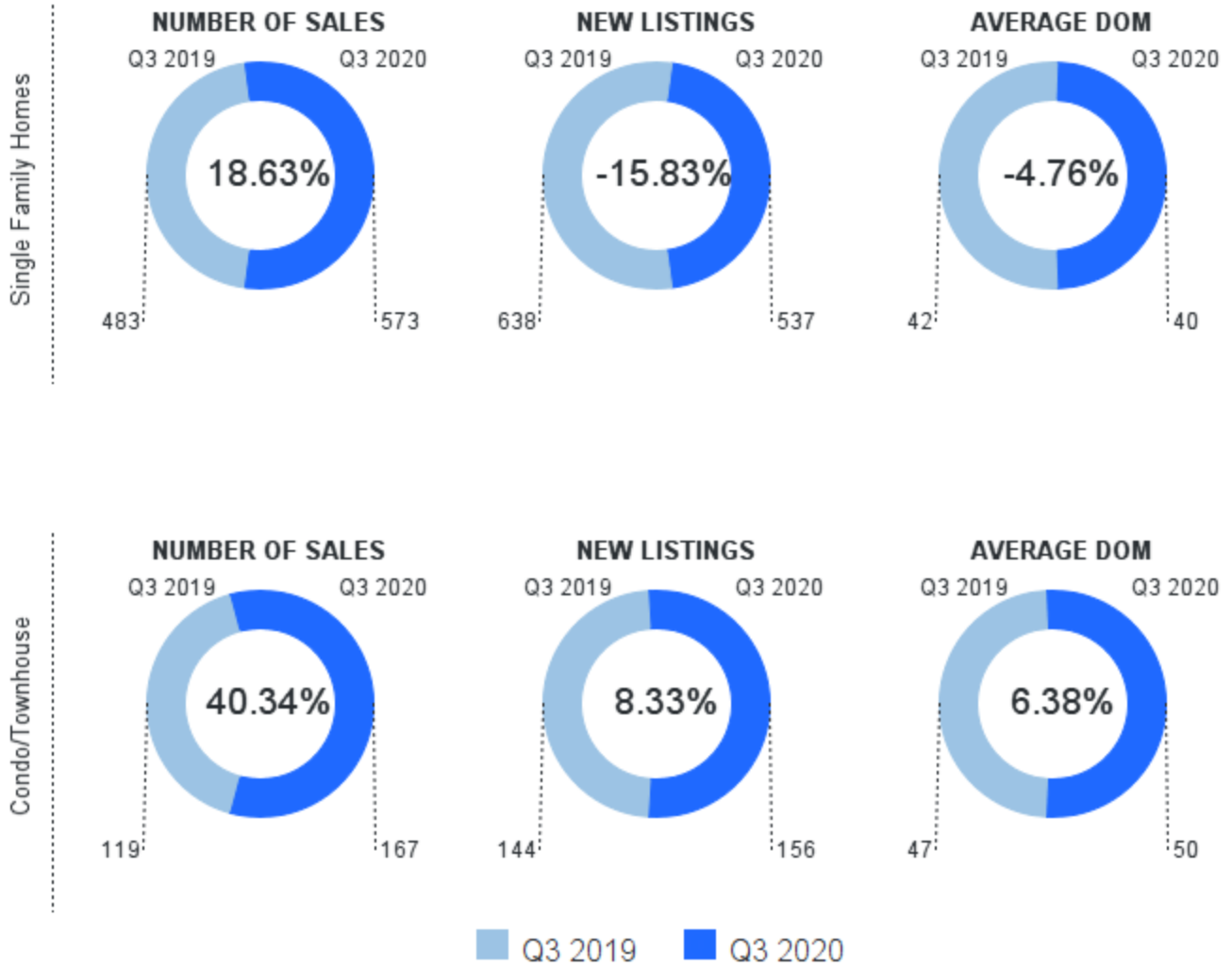
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SANTA CRUZ COUNTY | Q3 2020

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

Q3 2020

<p>22.92% PROPERTIES SOLD ALL PROPERTY TYPES</p>	<p>17.63% AVERAGE SOLD PRICE ALL PROPERTY TYPES</p>	<p>13.97% MEDIAN SOLD PRICE ALL PROPERTY TYPES</p>
<p>-11.38% NEW LISTINGS ALL PROPERTY TYPES</p>	<p>16.11% AVERAGE LIST PRICE ALL PROPERTY TYPES</p>	<p>12.38% MEDIAN LIST PRICE ALL PROPERTY TYPES</p>
<p>1.50% LIST/SELL PRICE RATIO ALL PROPERTY TYPES</p>	<p>0.00% AVERAGE DAYS ON MARKET ALL PROPERTY TYPES</p>	<p>-32.00% MEDIAN DAYS ON MARKET ALL PROPERTY TYPES</p>

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q3 2020	Q3 2019	% Change	Q3 2020	Q3 2019	% Change	Q3 2020	Q3 2019	% Change	Q3 2020	Q3 2019	% Change
Aptos	114	130	-12% ↓	150	91	65% ↑	\$1.03 M	\$829 K	24% ↑	14	31	-55% ↓
Single Family Homes	85	94	-9.57% ↓	102	62	65% ↑	\$1.21 M	\$868 K	40% ↑	11	29	-62% ↓
Condo/Townhouse	29	36	-19% ↓	48	29	66% ↑	\$742 K	\$688 K	7.85% ↑	53	50	6.00% ↑
Ben Lomond	14	33	-58% ↓	19	21	-9.52% ↓	\$805 K	\$765 K	5.23% ↑	11	13	-15% ↓
Single Family Homes	14	33	-58% ↓	19	21	-9.52% ↓	\$805 K	\$765 K	5.23% ↑	11	13	-15% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Boulder Creek	34	60	-43% ↓	42	52	-19% ↓	\$668 K	\$634 K	5.28% ↑	11	23	-52% ↓
Single Family Homes	31	56	-45% ↓	41	51	-20% ↓	\$685 K	\$640 K	7.03% ↑	12	24	-50% ↓
Condo/Townhouse	3	4	-25% ↓	1	1	0.00%	\$545 K	\$425 K	28% ↑	0	2	
Brookdale	2	6	-67% ↓	1	6	-83% ↓	\$250 K	\$662 K	-62% ↓	132	12	1,000% ↑
Single Family Homes	2	6	-67% ↓	1	6	-83% ↓	\$250 K	\$662 K	-62% ↓	132	12	1,000% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Capitola	37	49	-24% ↓	44	35	26% ↑	\$892 K	\$719 K	24% ↑	15	18	-17% ↓
Single Family Homes	17	28	-39% ↓	25	17	47% ↑	\$1.17 M	\$1.06 M	10% ↑	18	21	-14% ↓
Condo/Townhouse	20	21	-4.76% ↓	19	18	5.56% ↑	\$540 K	\$507 K	6.51% ↑	9	16	-44% ↓
Corralitos	3	8	-63% ↓	2	4	-50% ↓	\$2.22 M	\$992 K	123% ↑	31	24	29% ↑
Single Family Homes	3	8	-63% ↓	2	4	-50% ↓	\$2.22 M	\$992 K	123% ↑	31	24	29% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

SANTA CRUZ COUNTY

REAL ESTATE SNAPSHOT | Q3 2020

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q3 2020	Q3 2019	% Change	Q3 2020	Q3 2019	% Change	Q3 2020	Q3 2019	% Change	Q3 2020	Q3 2019	% Change
Davenport	2	5	-60% ↓	4	2	100% ↑	\$793 K	\$604 K	31% ↑	99	37	168% ↑
Single Family Homes	2	5	-60% ↓	4	2	100% ↑	\$793 K	\$604 K	31% ↑	99	37	168% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Felton	38	44	-14% ↓	41	31	32% ↑	\$699 K	\$666 K	4.97% ↑	17	15	13% ↑
Single Family Homes	38	44	-14% ↓	41	31	32% ↑	\$699 K	\$666 K	4.97% ↑	17	15	13% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Freedom	8	6	33% ↑	6	4	50% ↑	\$575 K	\$535 K	7.48% ↑	6	8	-25% ↓
Single Family Homes	8	4	100% ↑	5	2	150% ↑	\$575 K	\$609 K	-5.51% ↓	9	26	-65% ↓
Condo/Townhouse	0	2		1	2	-50% ↓	\$348 K	\$474 K	-27% ↓	1	4	-75% ↓
La Selva Beach	9	13	-31% ↓	15	4	275% ↑	\$1.05 M	\$1.13 M	-6.95% ↓	47	25	88% ↑
Single Family Homes	8	12	-33% ↓	10	3	233% ↑	\$1.10 M	\$1.26 M	-12% ↓	38	33	15% ↑
Condo/Townhouse	1	1	0.00%	5	1	400% ↑	\$811 K	\$470 K	73% ↑	48	17	182% ↑
Los Gatos	26	19	37% ↑	29	7	314% ↑	\$1.39 M	\$1.25 M	11% ↑	20	55	-64% ↓
Single Family Homes	26	19	37% ↑	29	7	314% ↑	\$1.39 M	\$1.25 M	11% ↑	20	55	-64% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Mount Hermon	3	3	0.00%	2	2	0.00%	\$680 K	\$660 K	2.95% ↑	0	9	
Single Family Homes	3	3	0.00%	2	2	0.00%	\$680 K	\$660 K	2.95% ↑	0	9	
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Santa Cruz	243	229	6.11% ↑	218	210	3.81% ↑	\$1.01 M	\$900 K	12% ↑	11	21	-48% ↓
Single Family Homes	179	176	1.70% ↑	168	165	1.82% ↑	\$1.12 M	\$970 K	16% ↑	12	21	-43% ↓
Condo/Townhouse	64	53	21% ↑	50	45	11% ↑	\$628 K	\$655 K	-4.20% ↓	9	24	-63% ↓
Scotts Valley	68	51	33% ↑	58	43	35% ↑	\$935 K	\$960 K	-2.60% ↓	15	25	-40% ↓
Single Family Homes	49	44	11% ↑	37	35	5.71% ↑	\$1.23 M	\$1.15 M	6.52% ↑	9	23	-61% ↓
Condo/Townhouse	19	7	171% ↑	21	8	163% ↑	\$859 K	\$716 K	20% ↑	28	29	-3.45% ↓
Soquel	17	38	-55% ↓	24	20	20% ↑	\$1.24 M	\$1.11 M	12% ↑	32	30	6.67% ↑
Single Family Homes	16	34	-53% ↓	24	19	26% ↑	\$1.24 M	\$1.16 M	6.77% ↑	32	24	33% ↑
Condo/Townhouse	1	4	-75% ↓	0	1		\$0	\$650 K		0	63	
Watsonville	75	88	-15% ↓	85	69	23% ↑	\$680 K	\$560 K	21% ↑	18	18	0.00%
Single Family Homes	56	72	-22% ↓	63	56	13% ↑	\$725 K	\$608 K	19% ↑	18	18	0.00%
Condo/Townhouse	19	16	19% ↑	22	13	69% ↑	\$553 K	\$465 K	19% ↑	17	11	55% ↑
Total	693	782	-11% ↓	740	602	23% ↑	\$912 K	\$800 K	14% ↑	14	21	-33% ↓
Single Family Homes	537	638	-16% ↓	573	483	19% ↑	\$1.05 M	\$855 K	23% ↑	13	21	-38% ↓
Condo/Townhouse	156	144	8.33% ↑	167	119	40% ↑	\$693 K	\$615 K	13% ↑	18	19	-5.26% ↓

REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

MARKET OVERVIEW

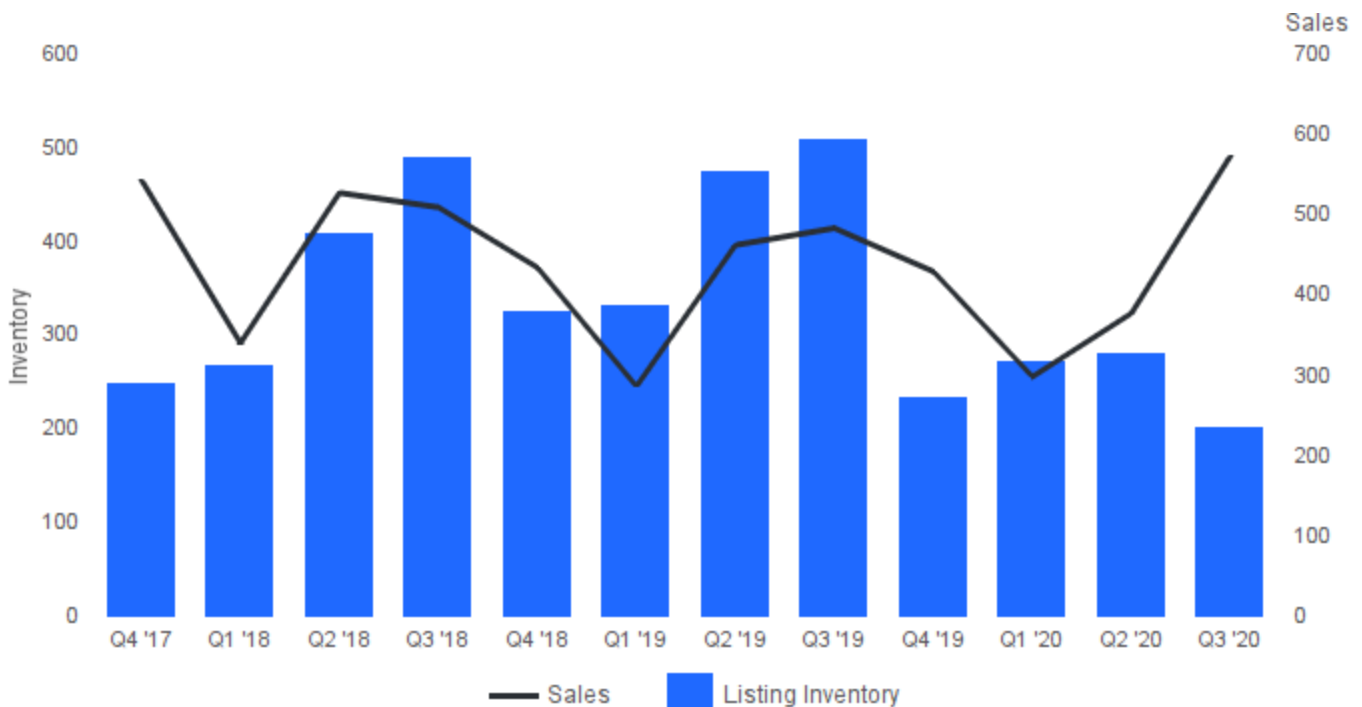
Q3 2020 | Single Family Homes ?

<p>18.63%</p> <p>PROPERTIES SOLD SINGLE FAMILY HOMES</p>	<p>19.86%</p> <p>AVERAGE SOLD PRICE SINGLE FAMILY HOMES</p>	<p>22.81%</p> <p>MEDIAN SOLD PRICE SINGLE FAMILY HOMES</p>
<p>-15.83%</p> <p>NEW LISTINGS SINGLE FAMILY HOMES</p>	<p>18.25%</p> <p>AVERAGE LIST PRICE SINGLE FAMILY HOMES</p>	<p>14.30%</p> <p>MEDIAN LIST PRICE SINGLE FAMILY HOMES</p>
<p>1.71%</p> <p>LIST/SELL PRICE RATIO SINGLE FAMILY HOMES</p>	<p>-4.76%</p> <p>AVERAGE DAYS ON MARKET SINGLE FAMILY HOMES</p>	<p>-36.00%</p> <p>MEDIAN DAYS ON MARKET SINGLE FAMILY HOMES</p>

LISTING INVENTORY AND NUMBER OF SALES

Q3 2020 | Single Family Homes ?

Quarterly inventory of properties for sale along with number of sales

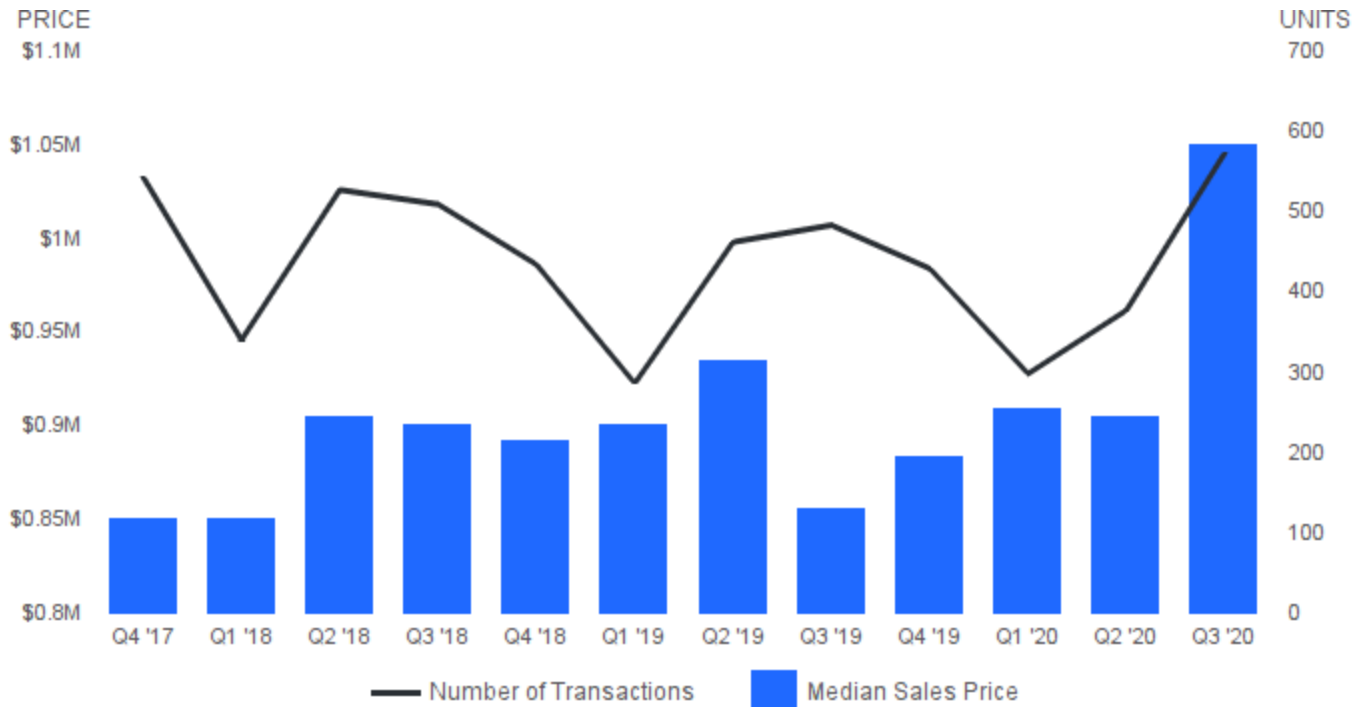


MEDIAN SALES PRICE AND NUMBER OF SALES

Q3 2020 | Single Family Homes ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

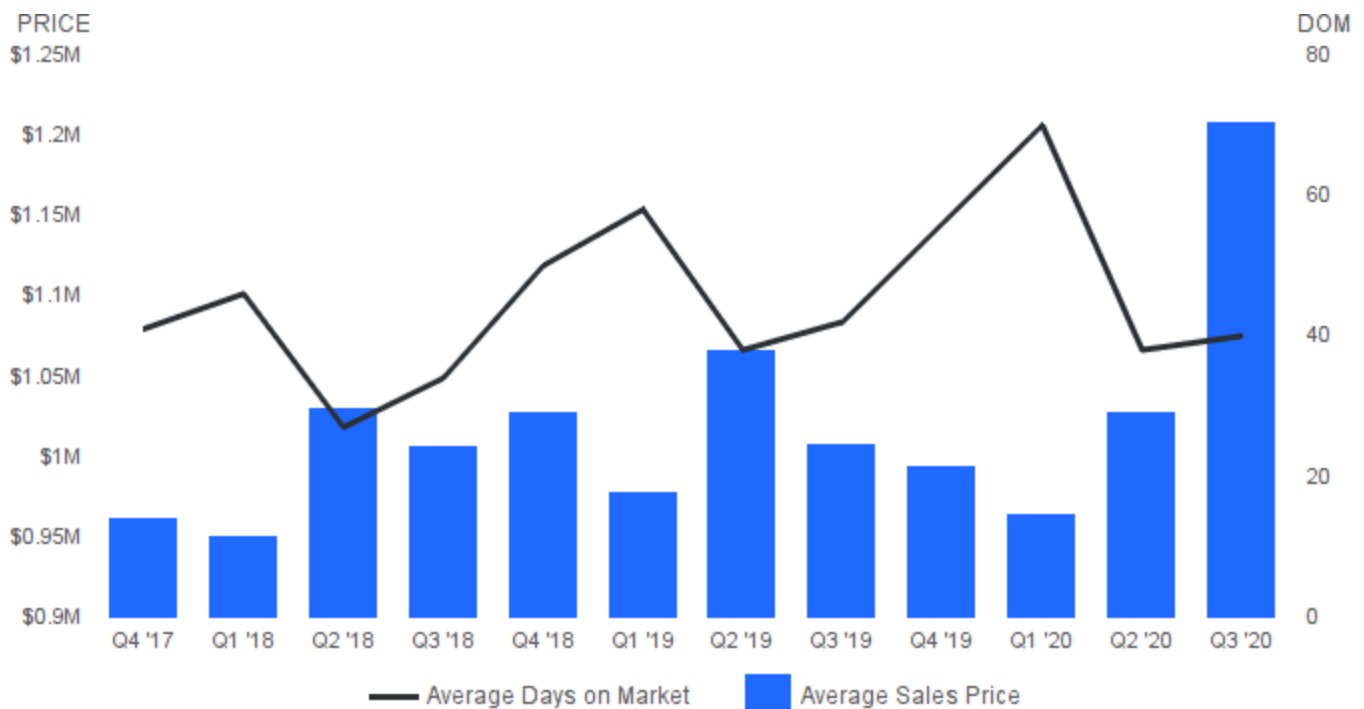


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q3 2020 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.

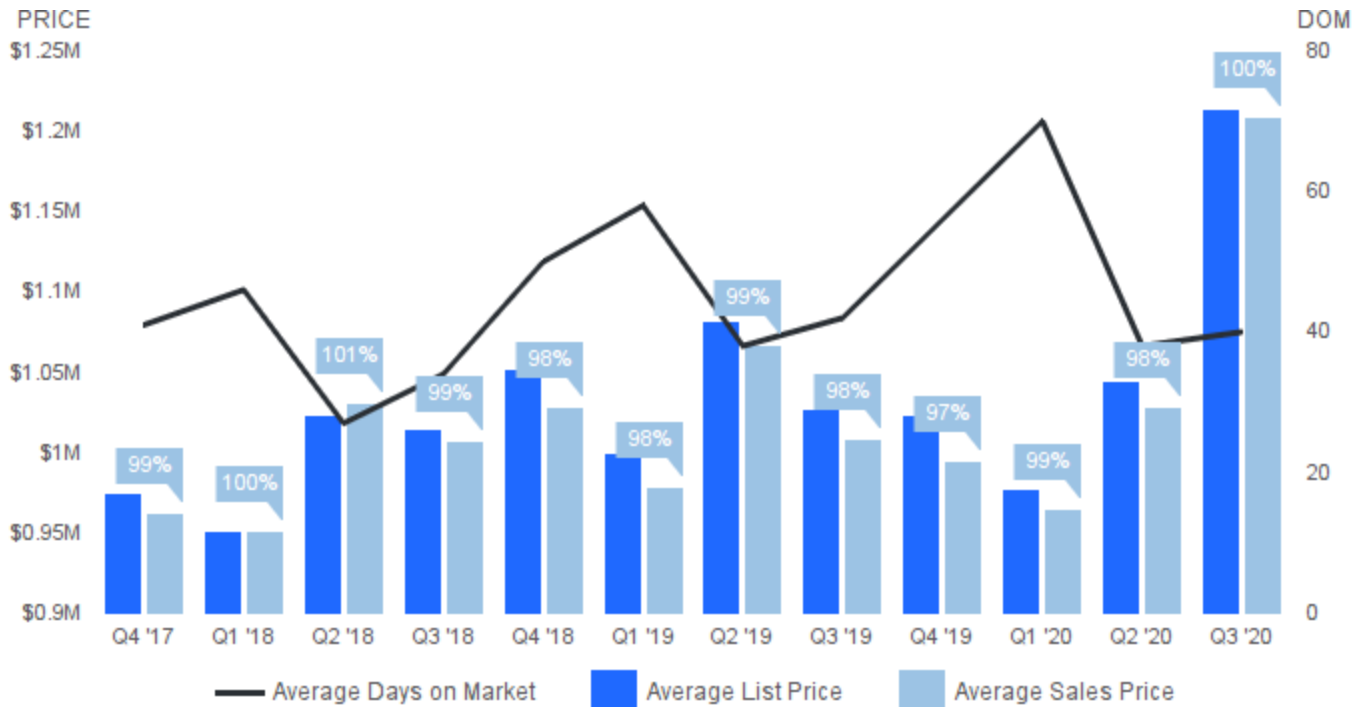


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q3 2020 | Single Family Homes ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Days on Market | Average days on market for all properties sold.

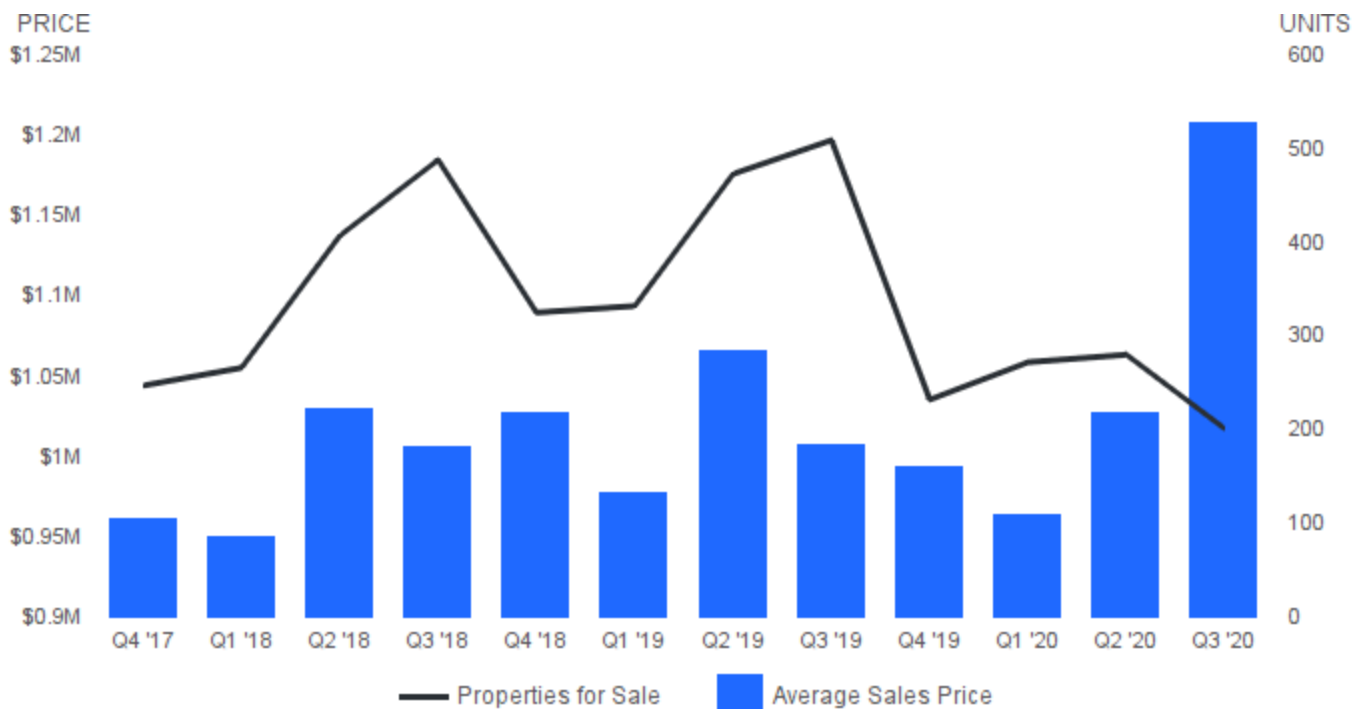


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q3 2020 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of quarter.

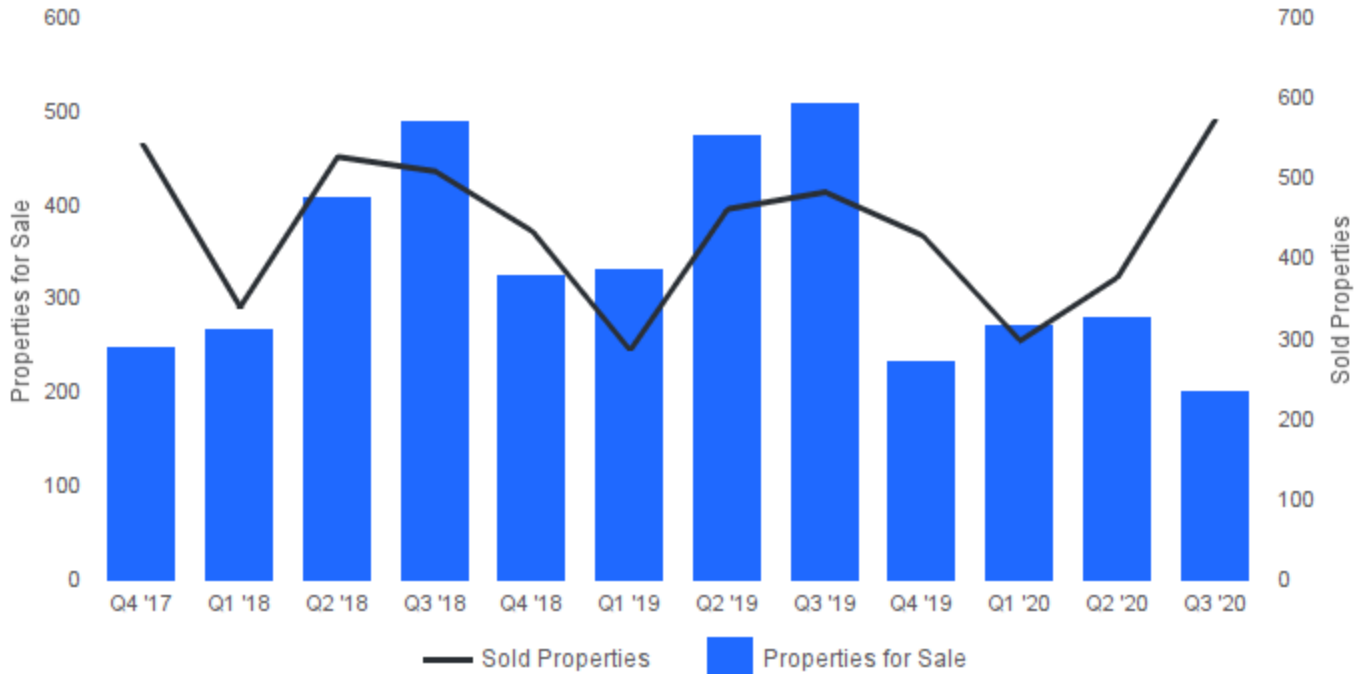


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q3 2020 | Single Family Homes ?

Properties for Sale | Number of properties listed for sale at the end of quarter.

Sold Properties | Number of properties sold.



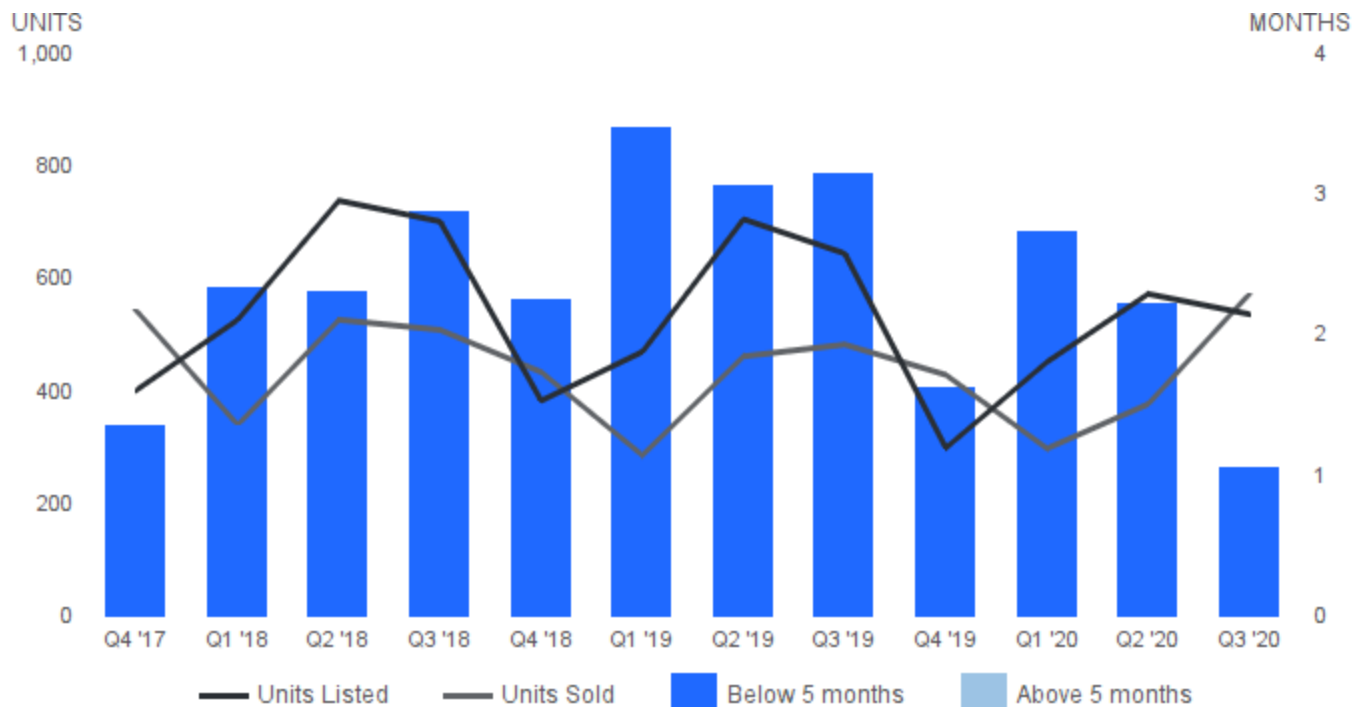
MONTHS SUPPLY OF INVENTORY

Q3 2020 | Single Family Homes ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

MARKET OVERVIEW

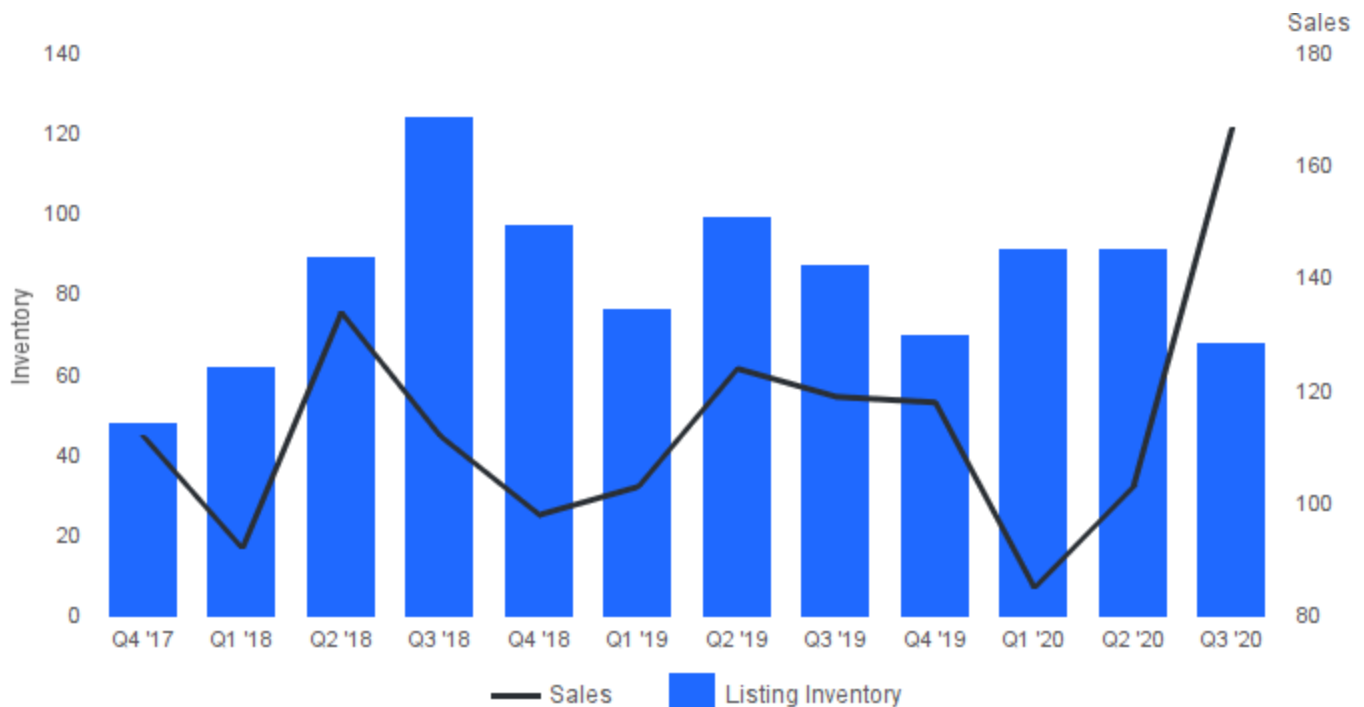
Q3 2020 | Condo/Townhouse ?

<p>40.34% PROPERTIES SOLD CONDO/TOWNHOUSE</p>	<p>14.14% AVERAGE SOLD PRICE CONDO/TOWNHOUSE</p>	<p>12.68% MEDIAN SOLD PRICE CONDO/TOWNHOUSE</p>
<p>8.33% NEW LISTINGS CONDO/TOWNHOUSE</p>	<p>13.10% AVERAGE LIST PRICE CONDO/TOWNHOUSE</p>	<p>13.66% MEDIAN LIST PRICE CONDO/TOWNHOUSE</p>
<p>0.75% LIST/SELL PRICE RATIO CONDO/TOWNHOUSE</p>	<p>6.38% AVERAGE DAYS ON MARKET CONDO/TOWNHOUSE</p>	<p>-26.92% MEDIAN DAYS ON MARKET CONDO/TOWNHOUSE</p>

LISTING INVENTORY AND NUMBER OF SALES

Q3 2020 | Condo/Townhouse ?

Quarterly inventory of properties for sale along with number of sales

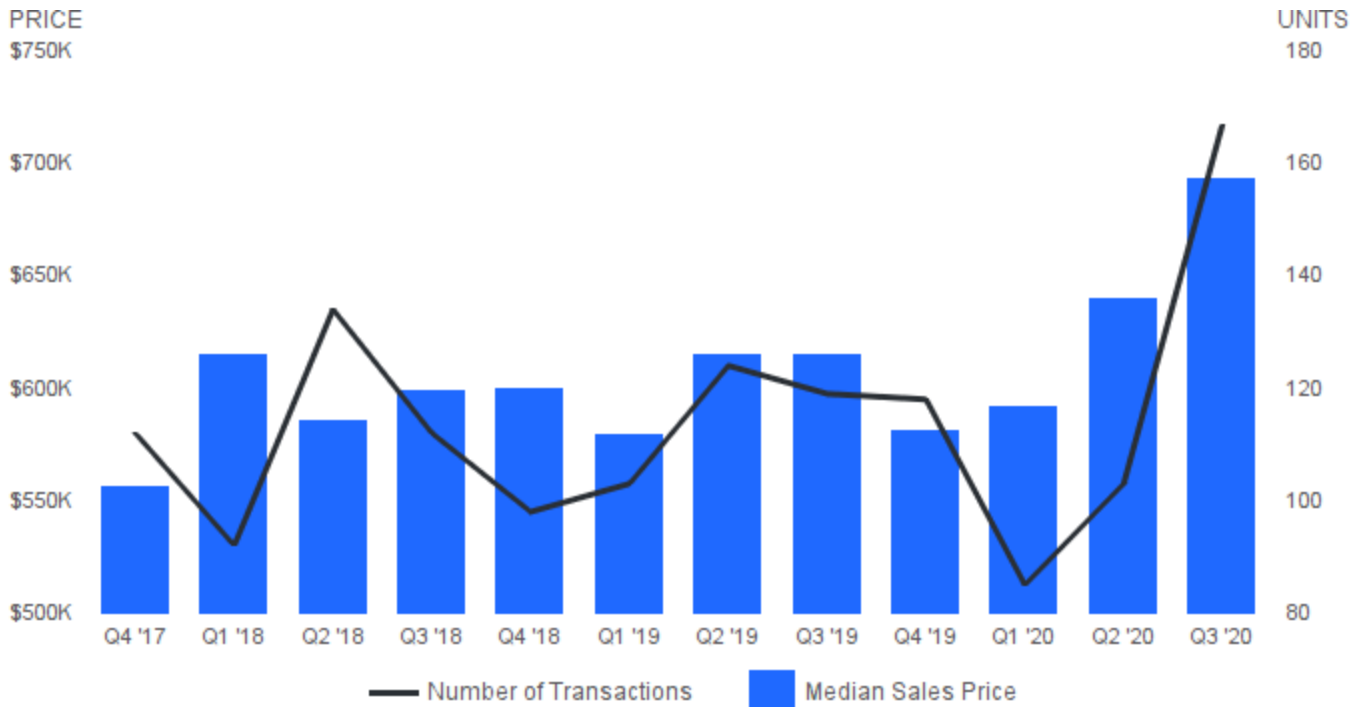


MEDIAN SALES PRICE AND NUMBER OF SALES

Q3 2020 | Condo/Townhouse ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

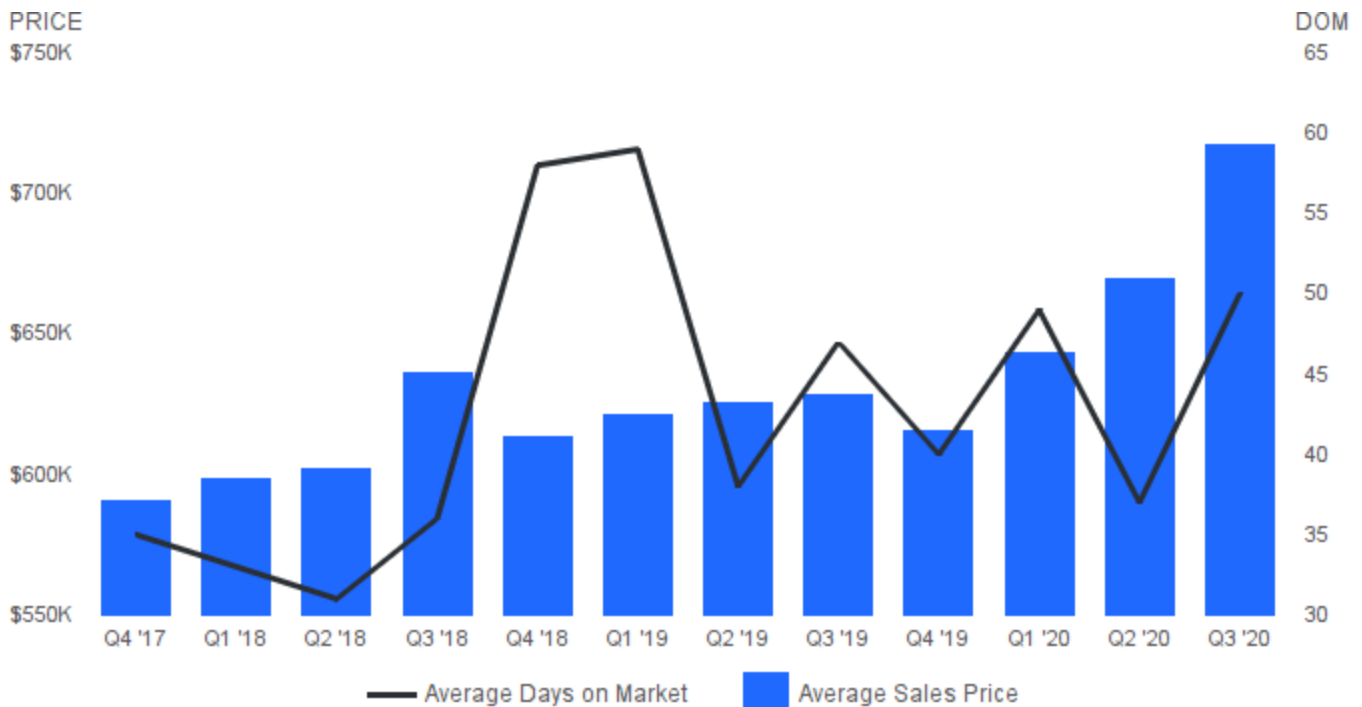


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q3 2020 | Condo/Townhouse ?

Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.

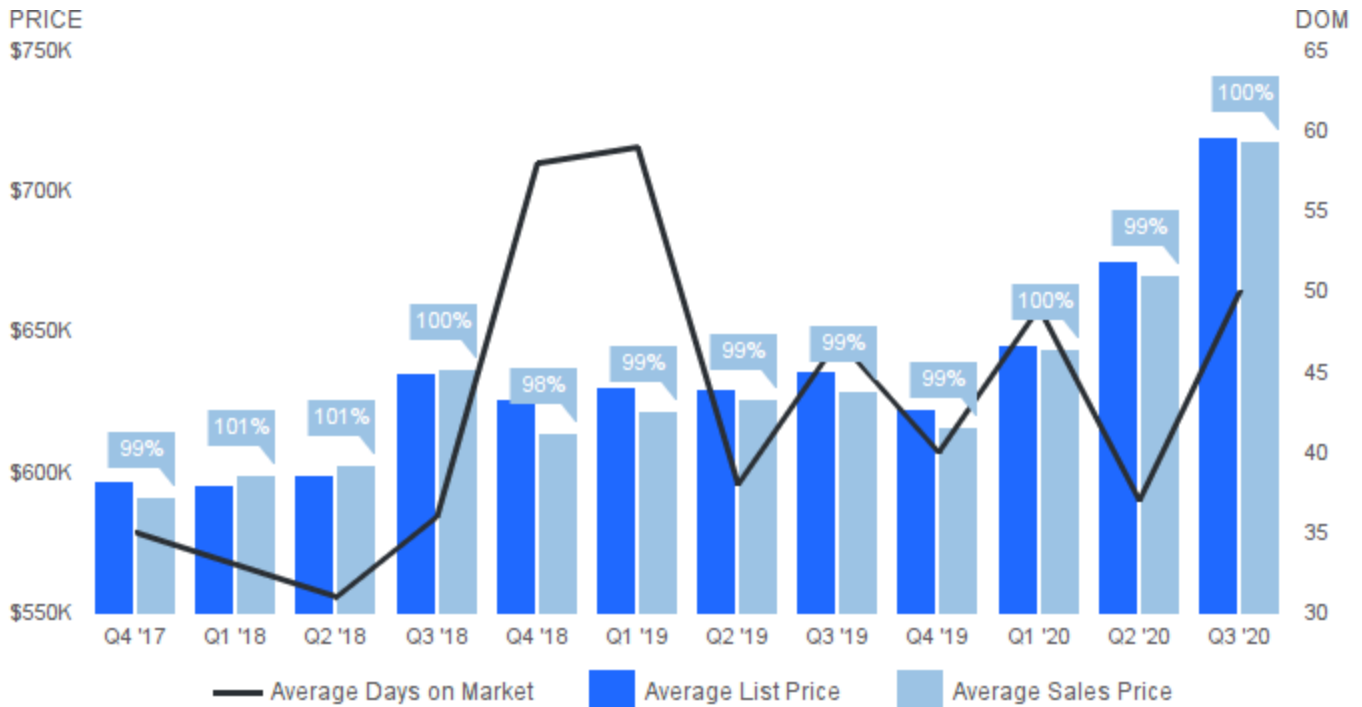


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q3 2020 | Condo/Townhouse ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Days on Market | Average days on market for all properties sold.

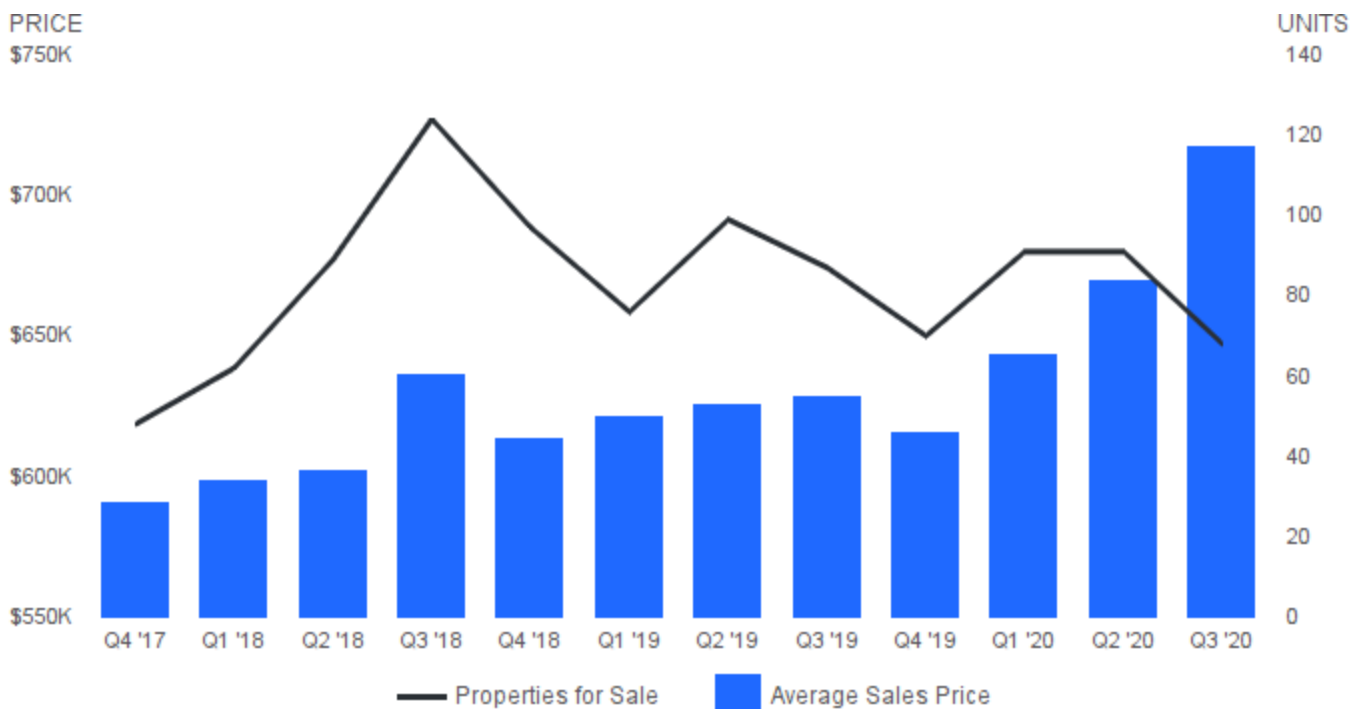


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q3 2020 | Condo/Townhouse ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of quarter.

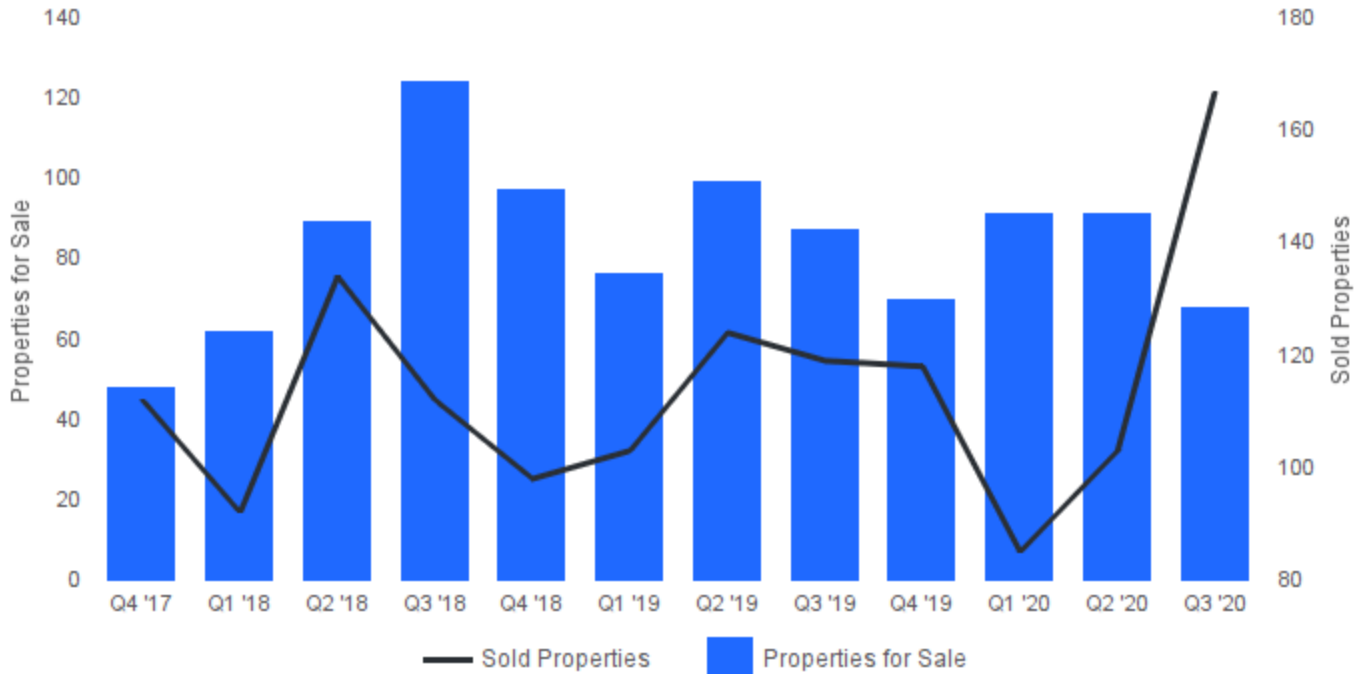


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q3 2020 | Condo/Townhouse ?

Properties for Sale | Number of properties listed for sale at the end of quarter.

Sold Properties | Number of properties sold.



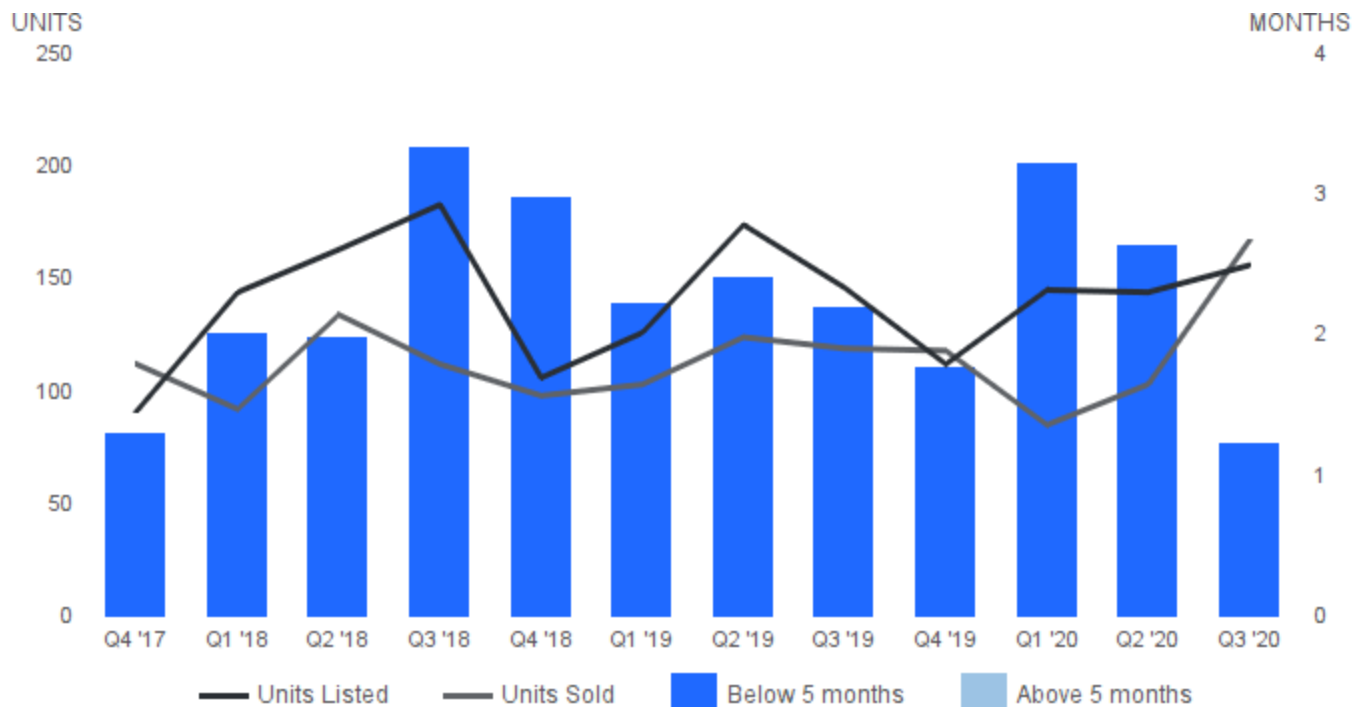
MONTHS SUPPLY OF INVENTORY

Q3 2020 | Condo/Townhouse ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



ADDITIONAL REPORTS

SANTA CRUZ COUNTY

Q3 2020

APTOS

[Monthly Report](#)
[Quarterly Report](#)

BEN LOMOND

[Monthly Report](#)
[Quarterly Report](#)

BOULDER CREEK

[Monthly Report](#)
[Quarterly Report](#)

BROOKDALE

[Monthly Report](#)
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CAPITOLA

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CORRALITOS

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MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

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