



REAL ESTATE REPORT

Q3 2021

SANTA CRUZ COUNTY

Dear Lauren,

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.



LAUREN SPENCER

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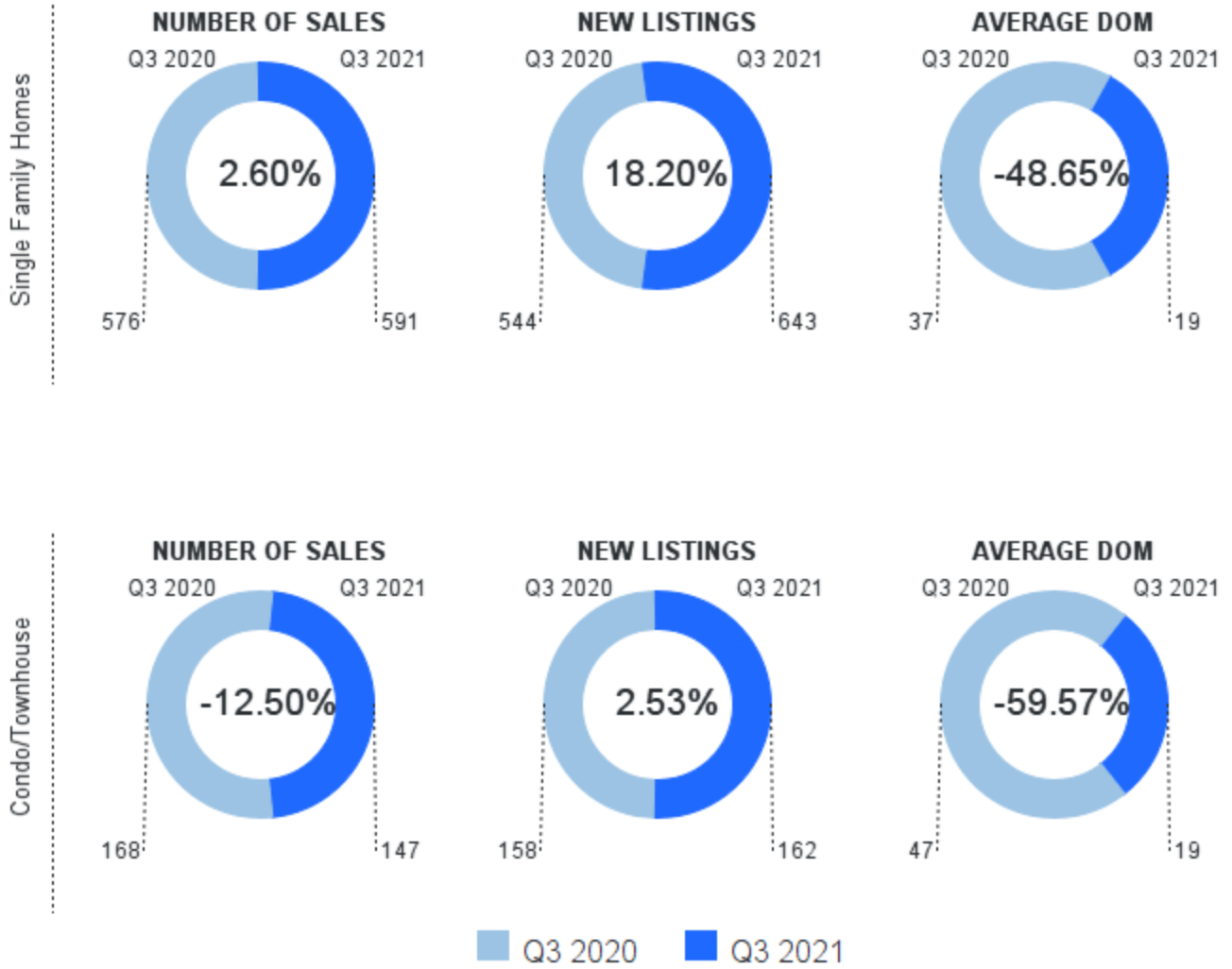
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REALTY

SANTA CRUZ COUNTY | Q3 2021

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

Q3 2021

-0.81% PROPERTIES SOLD ALL PROPERTY TYPES	12.16% AVERAGE SOLD PRICE ALL PROPERTY TYPES	18.73% MEDIAN SOLD PRICE ALL PROPERTY TYPES
14.67% NEW LISTINGS ALL PROPERTY TYPES	7.65% AVERAGE LIST PRICE ALL PROPERTY TYPES	11.20% MEDIAN LIST PRICE ALL PROPERTY TYPES
4.07% LIST/SELL PRICE RATIO ALL PROPERTY TYPES	-52.50% AVERAGE DAYS ON MARKET ALL PROPERTY TYPES	-21.43% MEDIAN DAYS ON MARKET ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q3 2021	Q3 2020	% Change	Q3 2021	Q3 2020	% Change	Q3 2021	Q3 2020	% Change	Q3 2021	Q3 2020	% Change
Aptos	113	115	-1.74% ↓	117	150	-22% ↓	\$1.13 M	\$1.03 M	9.49% ↑	13	13	0.00%
Single Family Homes	83	86	-3.49% ↓	88	102	-14% ↓	\$1.35 M	\$1.21 M	11% ↑	14	10	40% ↑
Condo/Townhouse	30	29	3.45% ↑	29	48	-40% ↓	\$775 K	\$742 K	4.45% ↑	10	45	-78% ↓
Ben Lomond	36	15	140% ↑	30	19	58% ↑	\$1.05 M	\$805 K	30% ↑	10	10	0.00%
Single Family Homes	36	15	140% ↑	30	19	58% ↑	\$1.05 M	\$805 K	30% ↑	10	10	0.00%
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Boulder Creek	76	36	111% ↑	60	42	43% ↑	\$797 K	\$668 K	19% ↑	12	12	0.00%
Single Family Homes	72	33	118% ↑	56	41	37% ↑	\$803 K	\$685 K	17% ↑	12	14	-14% ↓
Condo/Townhouse	4	3	33% ↑	4	1	300% ↑	\$562 K	\$545 K	3.07% ↑	28	0	↑
Brookdale	4	2	100% ↑	4	1	300% ↑	\$795 K	\$250 K	218% ↑	10	130	-92% ↓
Single Family Homes	4	2	100% ↑	4	1	300% ↑	\$795 K	\$250 K	218% ↑	10	130	-92% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Capitola	29	37	-22% ↓	29	44	-34% ↓	\$1.30 M	\$892 K	46% ↑	10	14	-29% ↓
Single Family Homes	13	17	-24% ↓	18	25	-28% ↓	\$1.65 M	\$1.17 M	41% ↑	11	18	-39% ↓
Condo/Townhouse	16	20	-20% ↓	11	19	-42% ↓	\$622 K	\$540 K	15% ↑	7	9	-22% ↓
Corralitos	8	3	167% ↑	7	2	250% ↑	\$1.58 M	\$2.22 M	-29% ↓	26	29	-10% ↓
Single Family Homes	8	3	167% ↑	7	2	250% ↑	\$1.58 M	\$2.22 M	-29% ↓	26	29	-10% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

SANTA CRUZ COUNTY

REAL ESTATE SNAPSHOT | Q3 2021

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q3 2021	Q3 2020	% Change	Q3 2021	Q3 2020	% Change	Q3 2021	Q3 2020	% Change	Q3 2021	Q3 2020	% Change
Davenport	1	2	-50% ↓	2	4	-50% ↓	\$1.00 M	\$793 K	26% ↑	87	99	-12% ↓
Single Family Homes	1	2	-50% ↓	2	4	-50% ↓	\$1.00 M	\$793 K	26% ↑	87	99	-12% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Felton	48	38	26% ↑	39	41	-4.88% ↓	\$775 K	\$699 K	11% ↑	10	14	-29% ↓
Single Family Homes	48	38	26% ↑	39	41	-4.88% ↓	\$775 K	\$699 K	11% ↑	10	14	-29% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Freedom	8	8	0.00%	8	6	33% ↑	\$765 K	\$575 K	33% ↑	9	6	50% ↑
Single Family Homes	6	8	-25% ↓	6	5	20% ↑	\$790 K	\$575 K	37% ↑	9	9	0.00%
Condo/Townhouse	2	0	↑	2	1	100% ↑	\$608 K	\$348 K	75% ↑	12	1	1,100% ↑
La Selva Beach	7	9	-22% ↓	9	16	-44% ↓	\$1.46 M	\$1.01 M	45% ↑	19	47	-60% ↓
Single Family Homes	5	8	-38% ↓	6	10	-40% ↓	\$1.88 M	\$1.10 M	70% ↑	29	45	-36% ↓
Condo/Townhouse	2	1	100% ↑	3	6	-50% ↓	\$1.03 M	\$808 K	27% ↑	7	50	-86% ↓
Los Gatos	26	26	0.00%	26	29	-10% ↓	\$1.40 M	\$1.39 M	1.24% ↑	19	19	0.00%
Single Family Homes	26	26	0.00%	26	29	-10% ↓	\$1.40 M	\$1.39 M	1.24% ↑	19	19	0.00%
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Mount Hermon	5	3	67% ↑	4	2	100% ↑	\$845 K	\$680 K	24% ↑	10	11	-9.09% ↓
Single Family Homes	5	3	67% ↑	4	2	100% ↑	\$845 K	\$680 K	24% ↑	10	11	-9.09% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Santa Cruz	248	247	0.40% ↑	223	221	0.90% ↑	\$1.28 M	\$1.01 M	26% ↑	10	11	-9.09% ↓
Single Family Homes	179	181	-1.10% ↓	162	171	-5.26% ↓	\$1.39 M	\$1.12 M	24% ↑	10	11	-9.09% ↓
Condo/Townhouse	69	66	4.55% ↑	61	50	22% ↑	\$700 K	\$628 K	12% ↑	10	9	11% ↑
Scotts Valley	63	69	-8.70% ↓	57	58	-1.72% ↓	\$1.18 M	\$935 K	26% ↑	10	14	-29% ↓
Single Family Homes	49	50	-2.00% ↓	46	37	24% ↑	\$1.22 M	\$1.23 M	-0.08% ↓	9	9	0.00%
Condo/Townhouse	14	19	-26% ↓	11	21	-48% ↓	\$775 K	\$859 K	-9.78% ↓	15	27	-44% ↓
Soquel	33	17	94% ↑	34	24	42% ↑	\$1.36 M	\$1.24 M	9.70% ↑	9	31	-71% ↓
Single Family Homes	28	16	75% ↑	30	24	25% ↑	\$1.39 M	\$1.24 M	12% ↑	10	31	-68% ↓
Condo/Townhouse	5	1	400% ↑	4	0	↑	\$678 K	\$0	↑	9	0	↑
Watsonville	100	75	33% ↑	89	85	4.71% ↑	\$845 K	\$680 K	24% ↑	8	19	-58% ↓
Single Family Homes	80	56	43% ↑	67	63	6.35% ↑	\$862 K	\$725 K	19% ↑	8	21	-62% ↓
Condo/Townhouse	20	19	5.26% ↑	22	22	0.00%	\$703 K	\$553 K	27% ↑	9	18	-50% ↓
Total	805	702	15% ↑	738	744	-0.81% ↓	\$1.08 M	\$912 K	19% ↑	11	14	-21% ↓
Single Family Homes	643	544	18% ↑	591	576	2.60% ↑	\$1.20 M	\$1.05 M	14% ↑	11	13	-15% ↓
Condo/Townhouse	162	158	2.53% ↑	147	168	-13% ↓	\$705 K	\$697 K	1.22% ↑	10	18	-44% ↓

REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

MARKET OVERVIEW

Q3 2021 | Single Family Homes ?

<p>2.60% PROPERTIES SOLD SINGLE FAMILY HOMES</p>	<p>10.83% AVERAGE SOLD PRICE SINGLE FAMILY HOMES</p>	<p>14.29% MEDIAN SOLD PRICE SINGLE FAMILY HOMES</p>
<p>18.20% NEW LISTINGS SINGLE FAMILY HOMES</p>	<p>6.43% AVERAGE LIST PRICE SINGLE FAMILY HOMES</p>	<p>15.12% MEDIAN LIST PRICE SINGLE FAMILY HOMES</p>
<p>4.03% LIST/SELL PRICE RATIO SINGLE FAMILY HOMES</p>	<p>-48.65% AVERAGE DAYS ON MARKET SINGLE FAMILY HOMES</p>	<p>-15.38% MEDIAN DAYS ON MARKET SINGLE FAMILY HOMES</p>

LISTING INVENTORY AND NUMBER OF SALES

Q3 2021 | Single Family Homes ?

Quarterly inventory of properties for sale along with number of sales

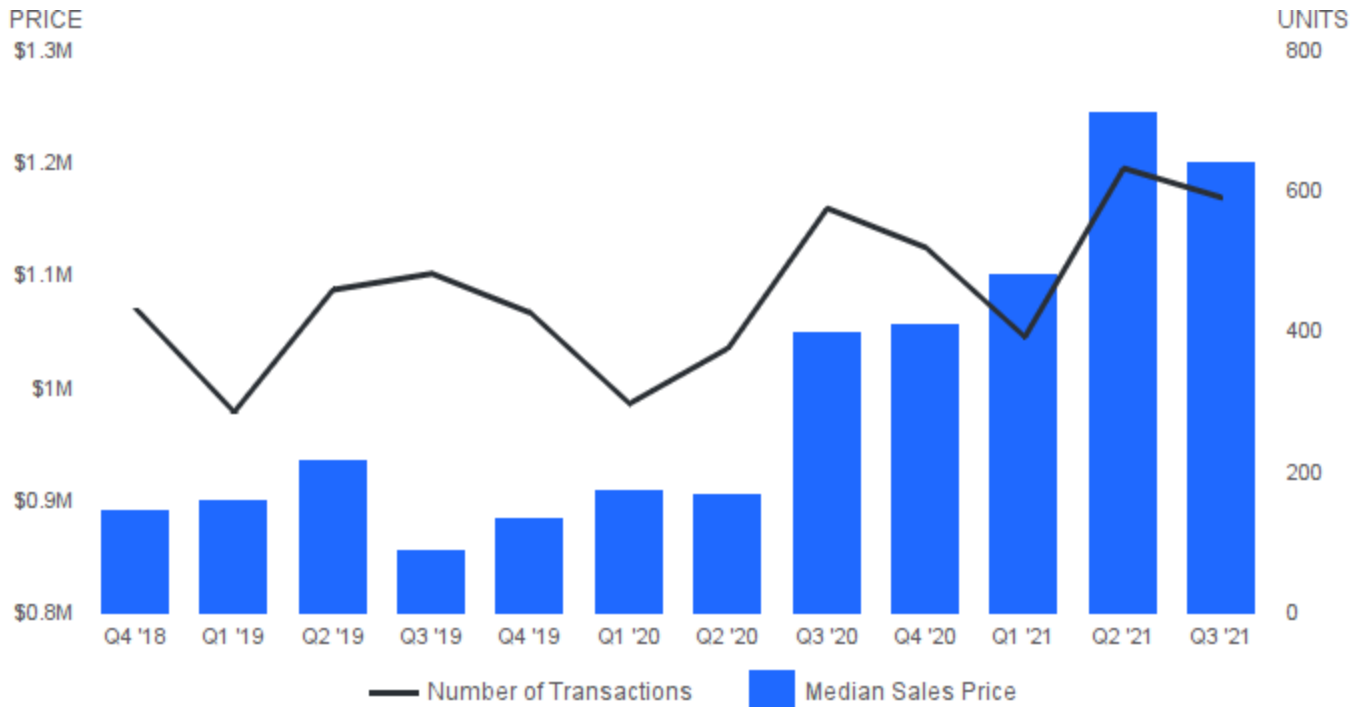


MEDIAN SALES PRICE AND NUMBER OF SALES

Q3 2021 | 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.

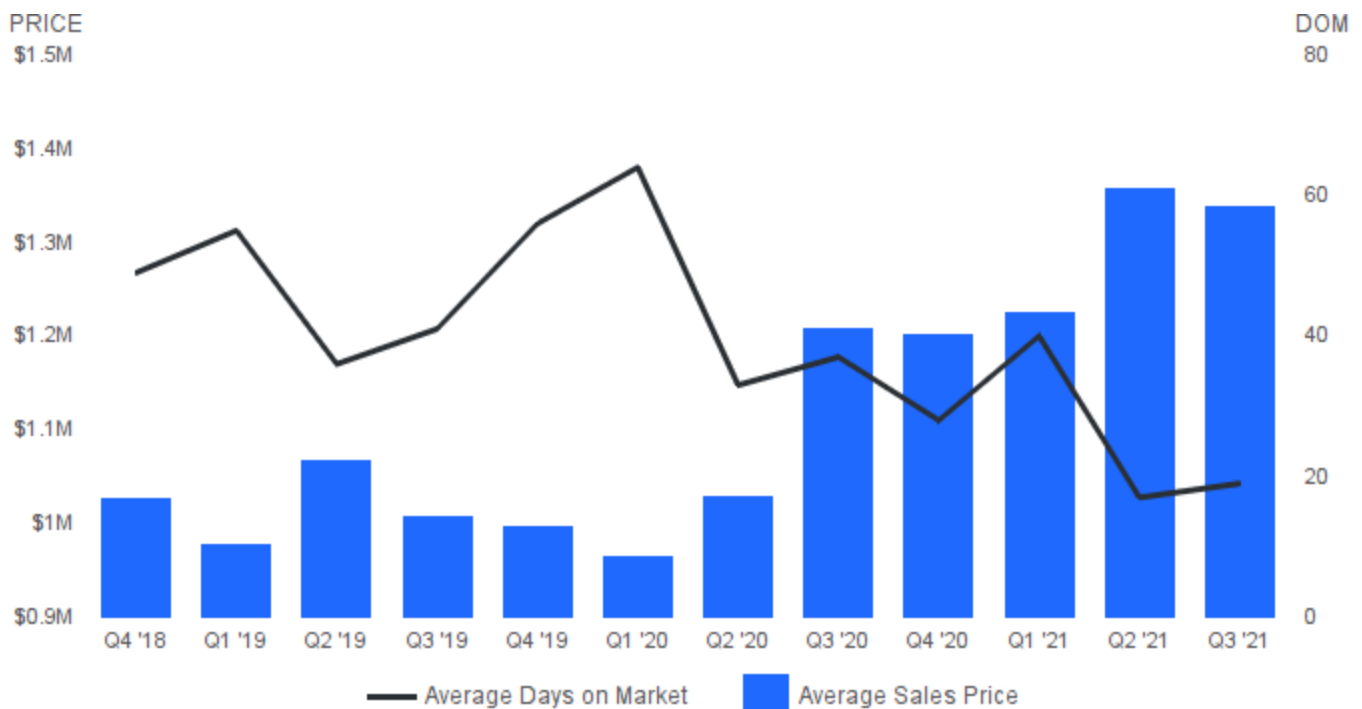


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q3 2021 | 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.

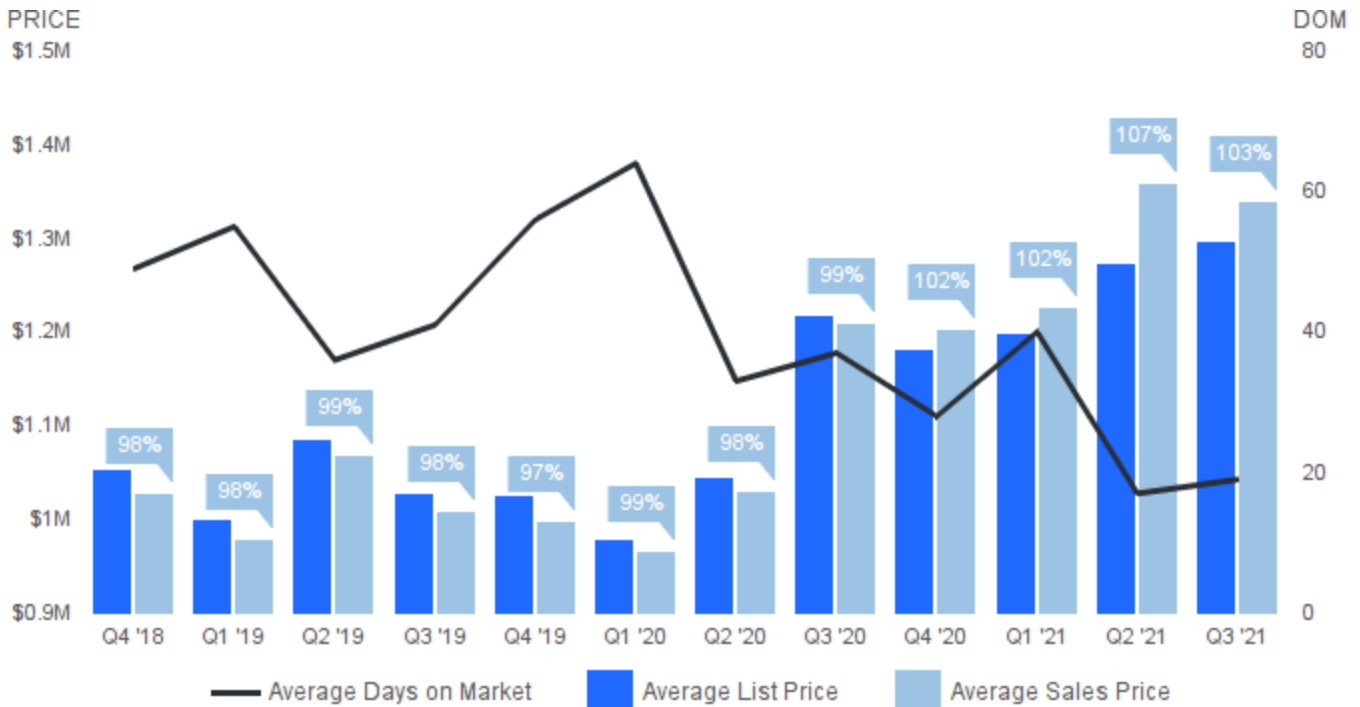


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q3 2021 | 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.

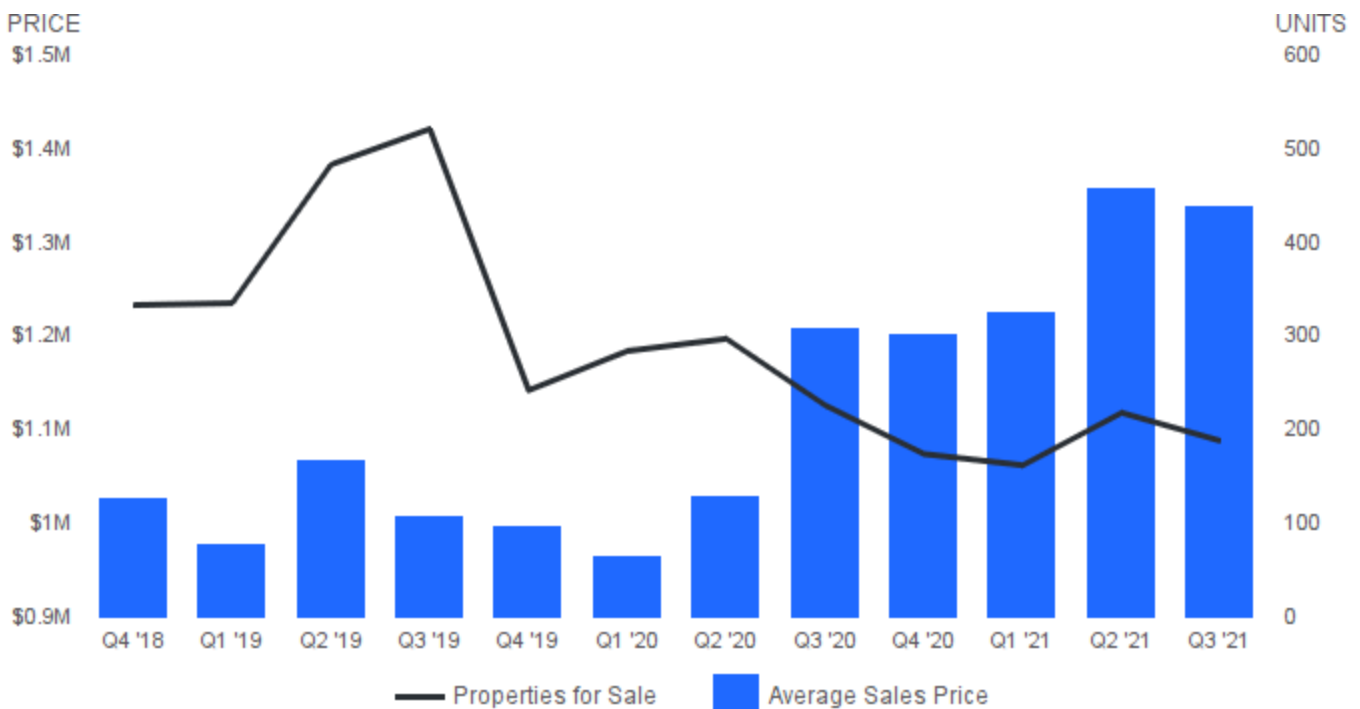


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q3 2021 | 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.

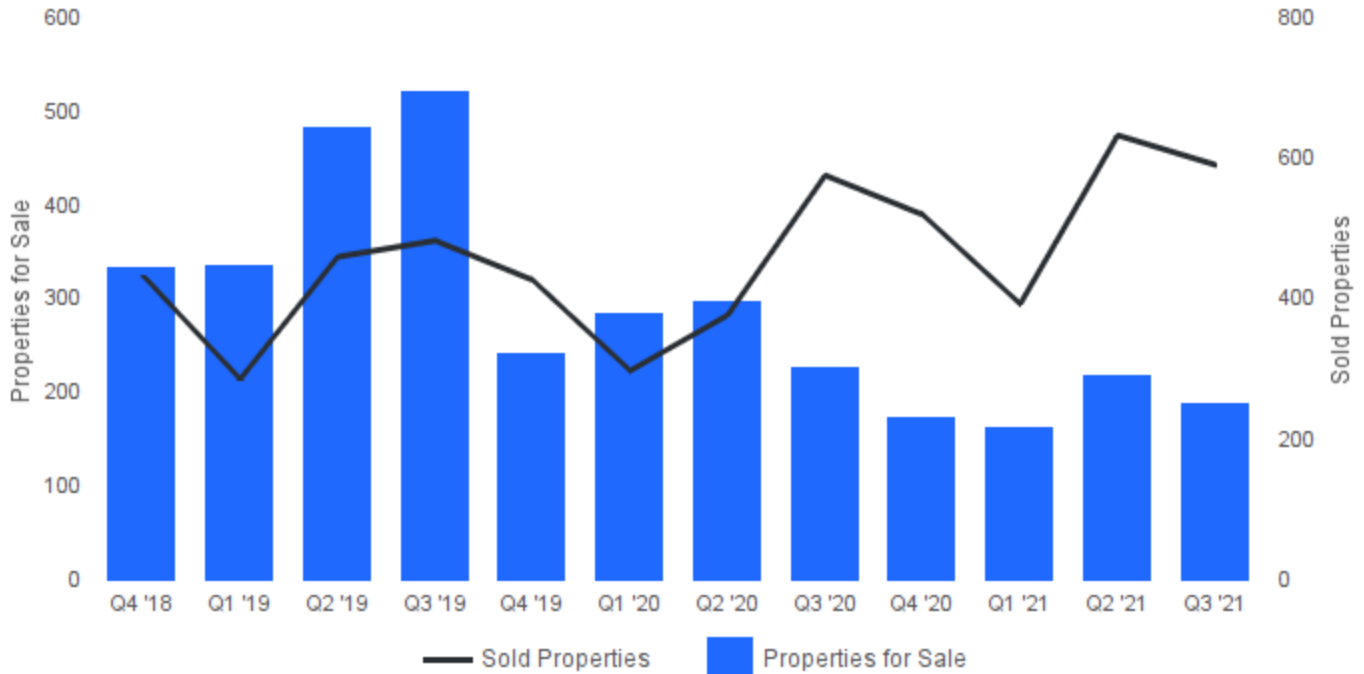


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q3 2021 | Single Family Homes ?

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

Sold Properties | Number of properties sold.



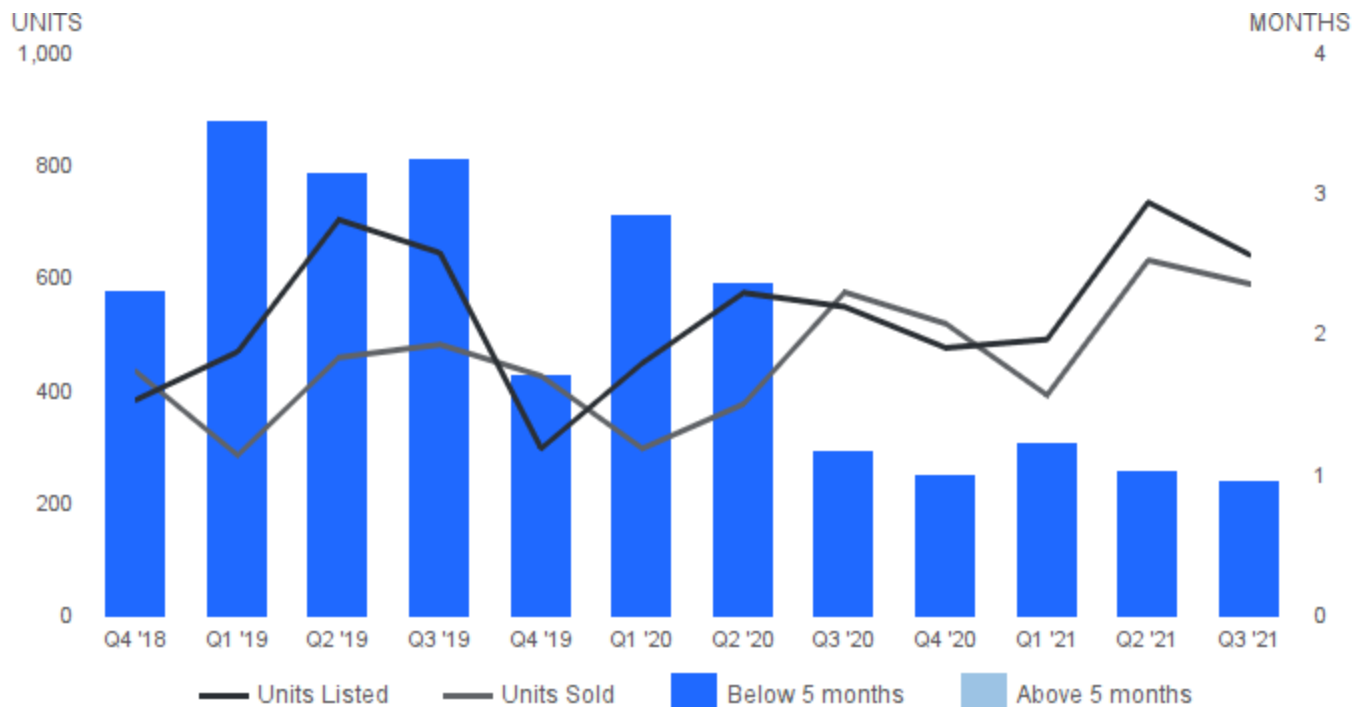
MONTHS SUPPLY OF INVENTORY

Q3 2021 | 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

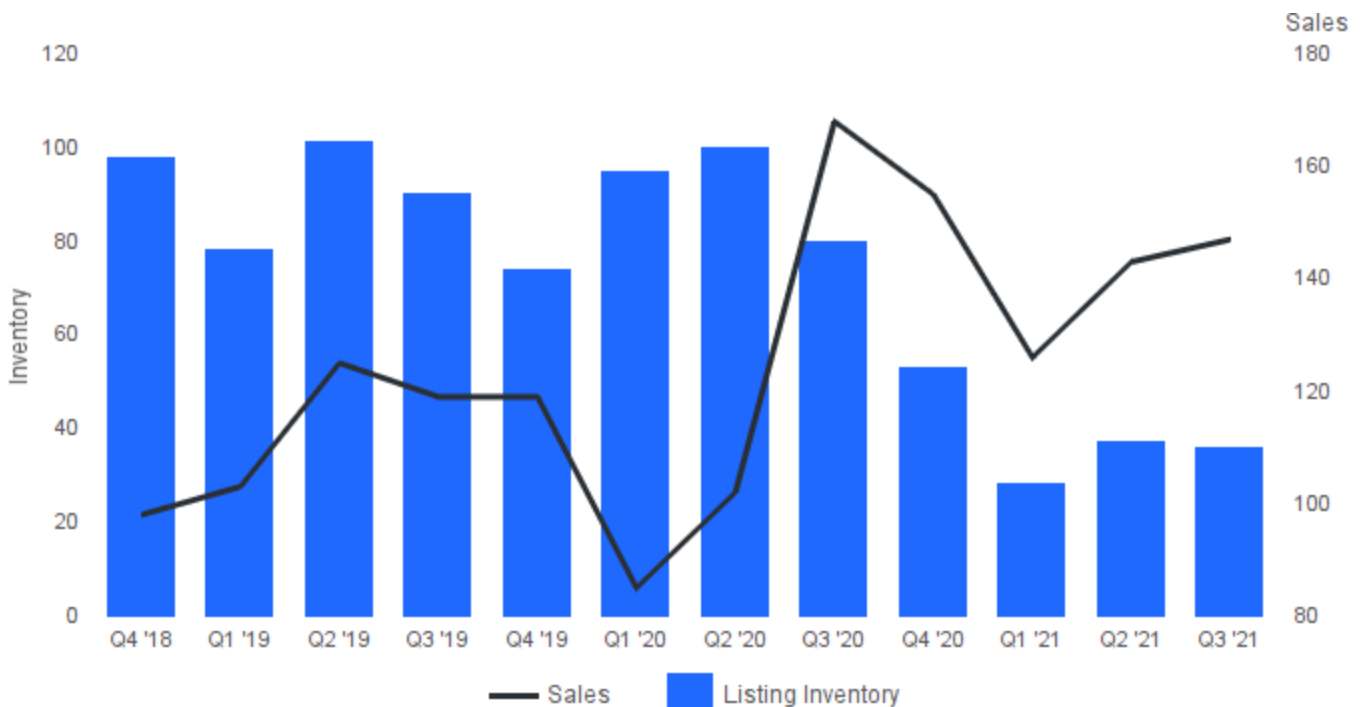
Q3 2021 | Condo/Townhouse ?

-12.50% PROPERTIES SOLD CONDO/TOWNHOUSE	10.98% AVERAGE SOLD PRICE CONDO/TOWNHOUSE	1.22% MEDIAN SOLD PRICE CONDO/TOWNHOUSE
2.53% NEW LISTINGS CONDO/TOWNHOUSE	6.03% AVERAGE LIST PRICE CONDO/TOWNHOUSE	-2.07% MEDIAN LIST PRICE CONDO/TOWNHOUSE
4.17% LIST/SELL PRICE RATIO CONDO/TOWNHOUSE	-59.57% AVERAGE DAYS ON MARKET CONDO/TOWNHOUSE	-44.44% MEDIAN DAYS ON MARKET CONDO/TOWNHOUSE

LISTING INVENTORY AND NUMBER OF SALES

Q3 2021 | Condo/Townhouse ?

Quarterly inventory of properties for sale along with number of sales

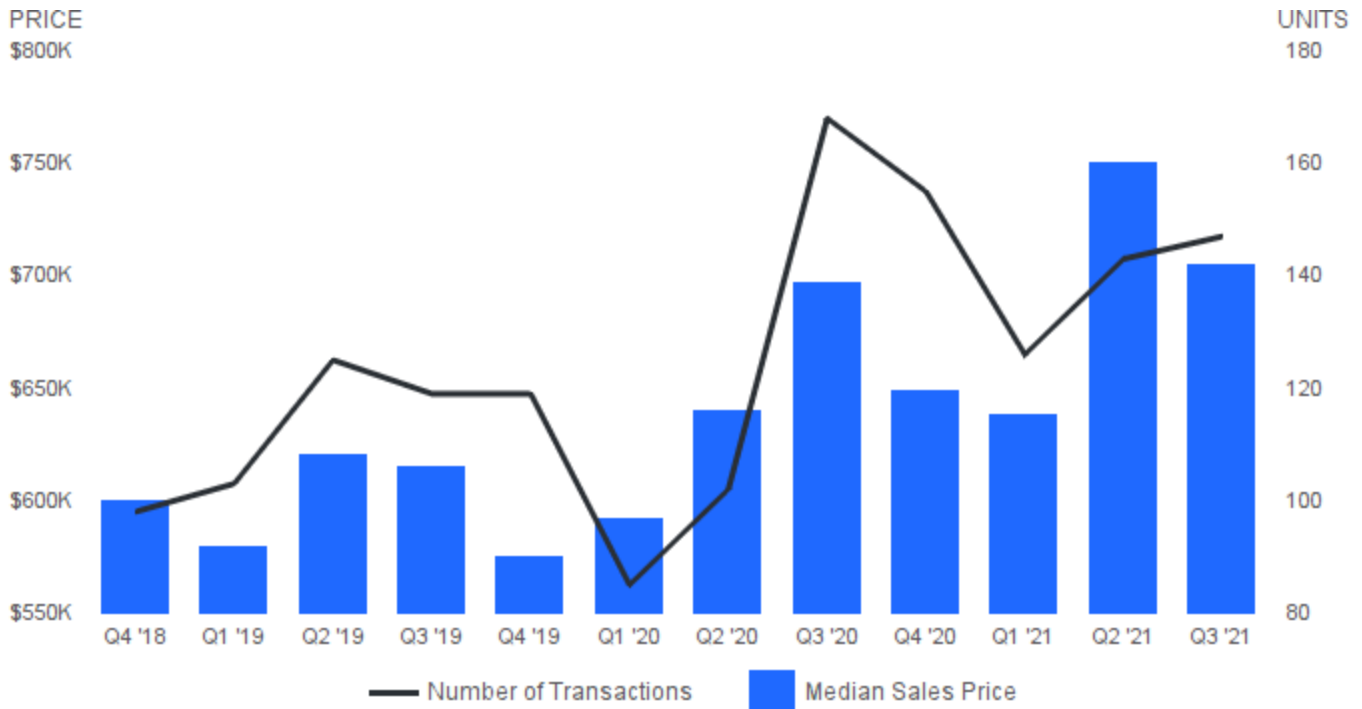


MEDIAN SALES PRICE AND NUMBER OF SALES

Q3 2021 | 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.

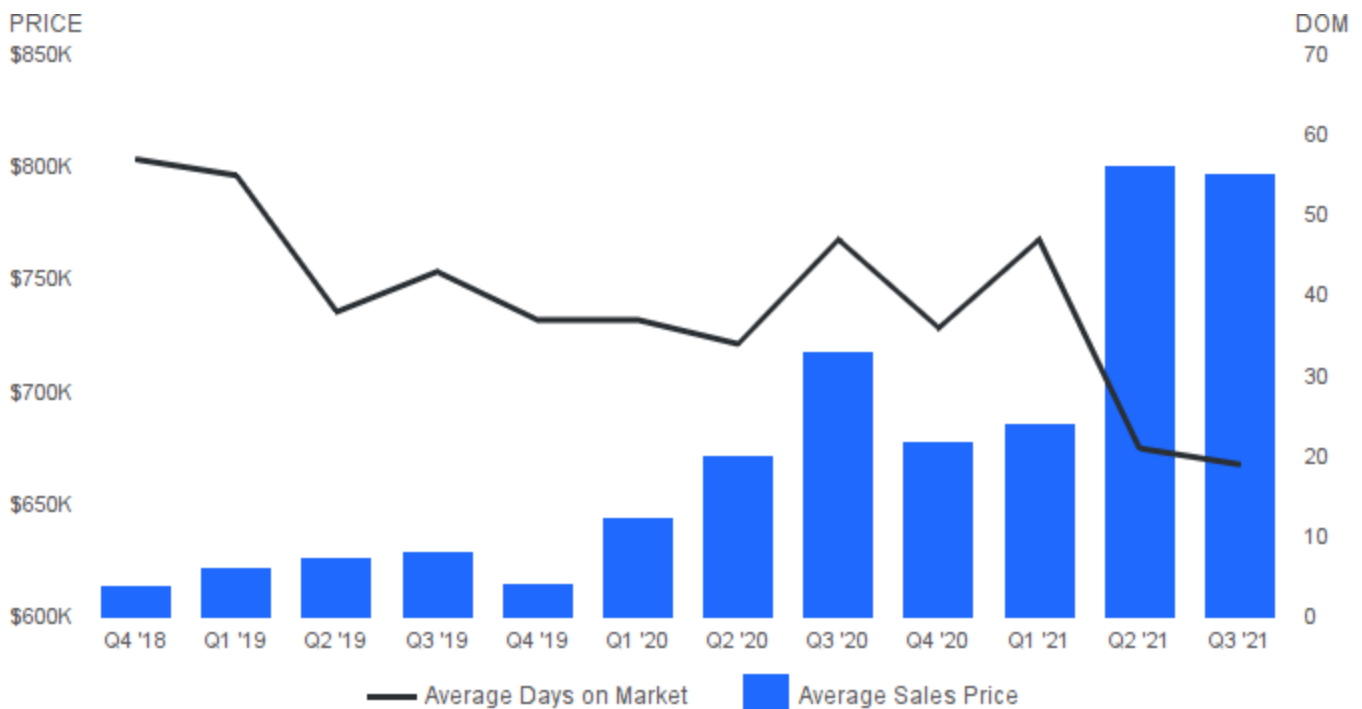


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q3 2021 | Condo/Townhouse ?

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

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

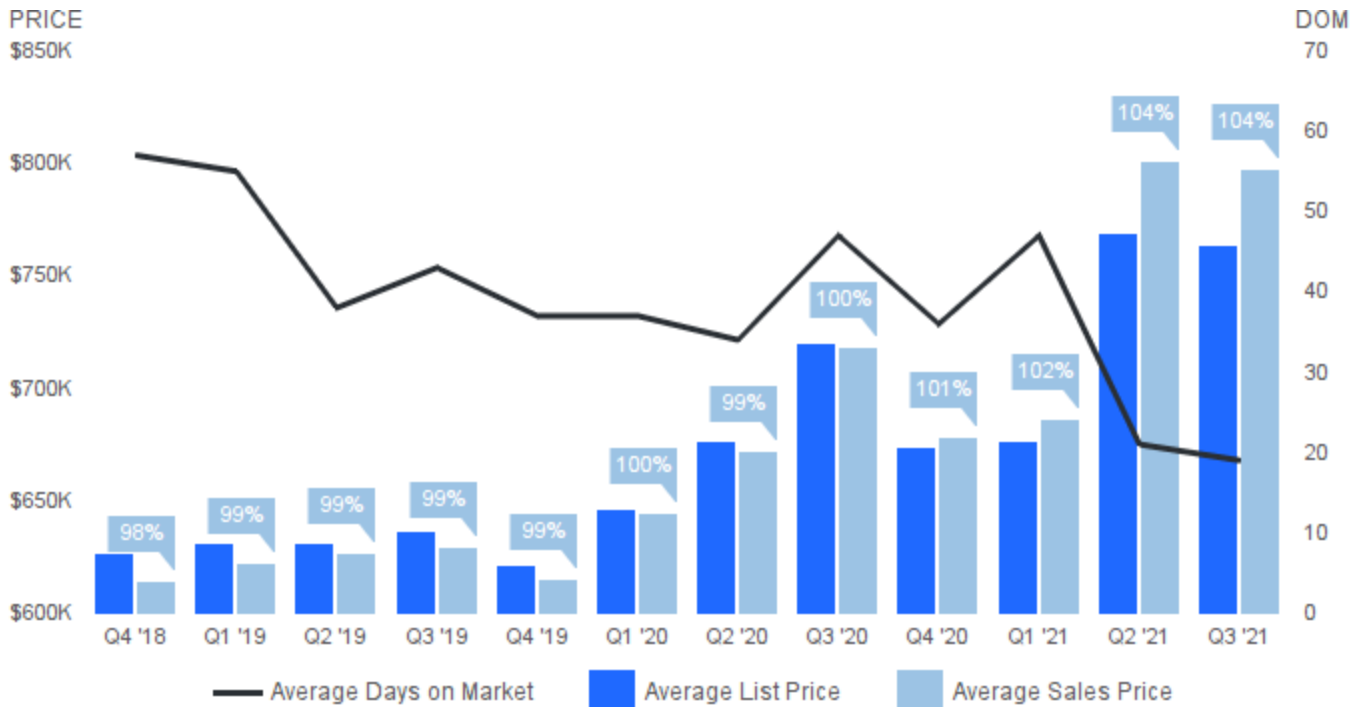


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q3 2021 | 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.

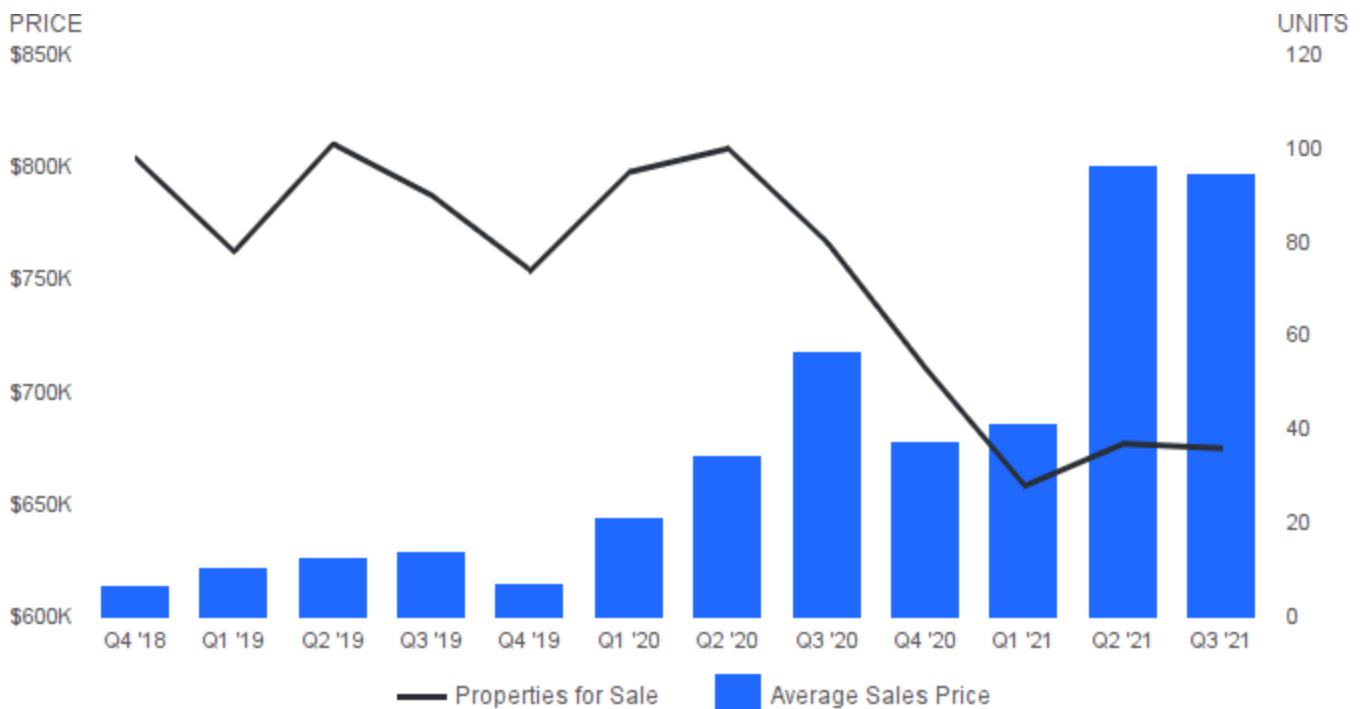


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q3 2021 | 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.

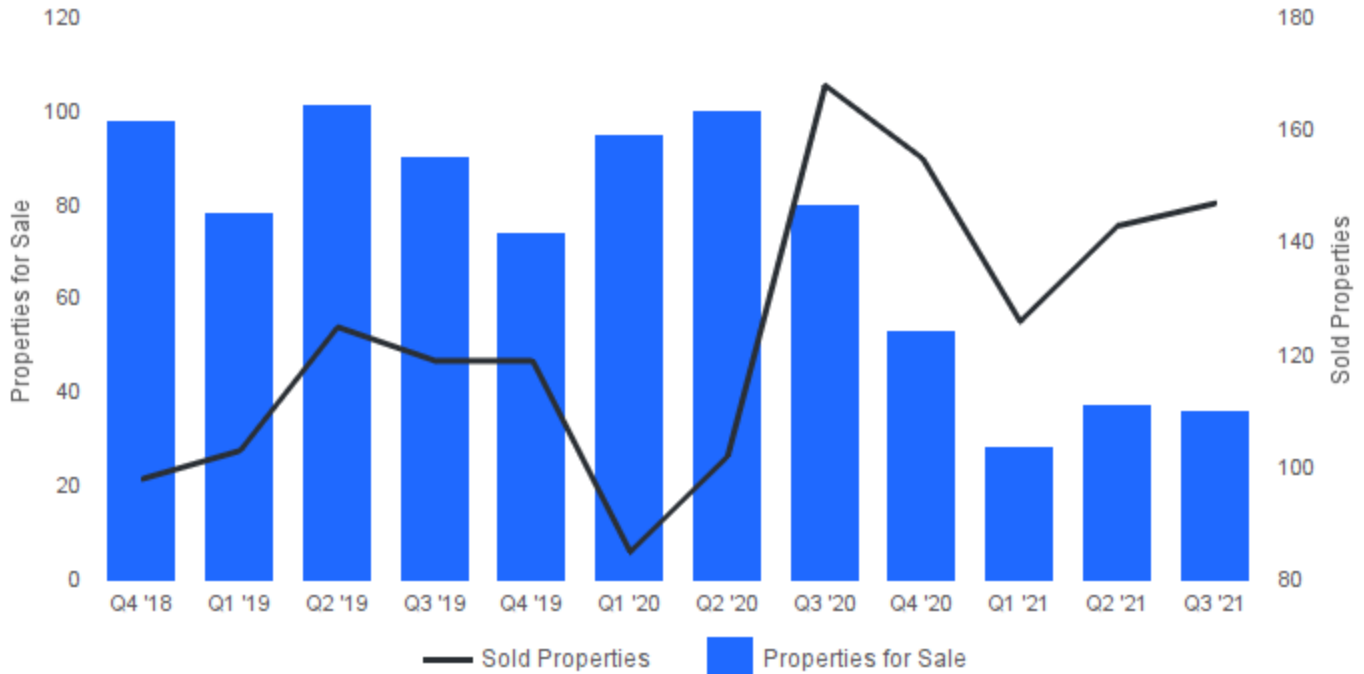


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q3 2021 | Condo/Townhouse ?

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

Sold Properties | Number of properties sold.



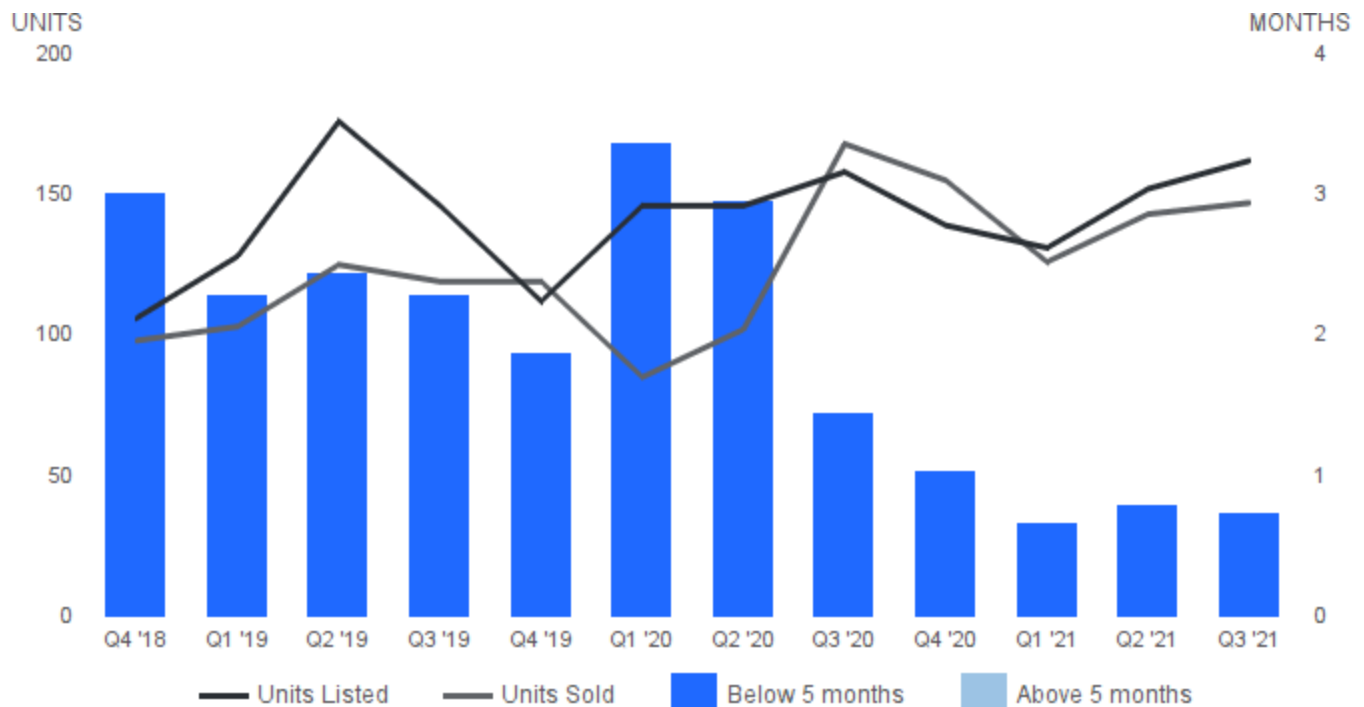
MONTHS SUPPLY OF INVENTORY

Q3 2021 | 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 2021

APTOS

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

BEN LOMOND

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

BOULDER CREEK

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

CAPITOLA

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

CORRALITOS

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

FELTON

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

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

LOS GATOS

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SOQUEL

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WATSONVILLE

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

MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

Cities, areas, neighborhoods or property types within a county that are not represented indicate there is not enough sold data to produce a monthly or quarterly report for that specific city. If you are interested in information for a specific city, area, neighborhood and/or property type, please contact a Coldwell Banker Independent Sales Associate.

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