



REAL ESTATE REPORT

Q4 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.



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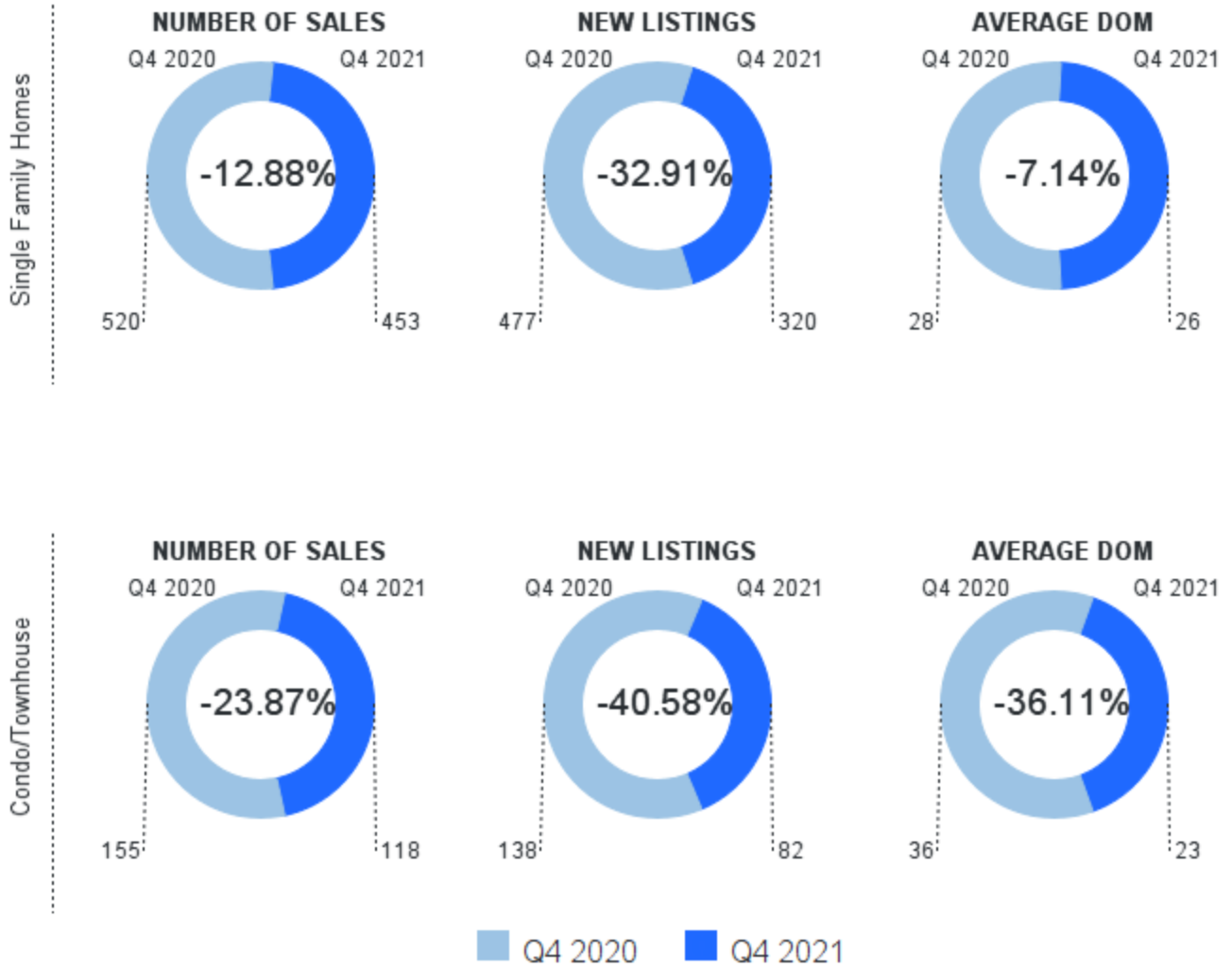
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REALTY

SANTA CRUZ COUNTY | Q4 2021

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

Q4 2021

-15.41%	13.75%	11.41%
PROPERTIES SOLD ALL PROPERTY TYPES	AVERAGE SOLD PRICE ALL PROPERTY TYPES	MEDIAN SOLD PRICE ALL PROPERTY TYPES
-34.63%	12.16%	8.90%
NEW LISTINGS ALL PROPERTY TYPES	AVERAGE LIST PRICE ALL PROPERTY TYPES	MEDIAN LIST PRICE ALL PROPERTY TYPES
2.05%	-16.67%	10.00%
LIST/SELL PRICE RATIO ALL PROPERTY TYPES	AVERAGE DAYS ON MARKET ALL PROPERTY TYPES	MEDIAN DAYS ON MARKET ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q4 2021	Q4 2020	% Change	Q4 2021	Q4 2020	% Change	Q4 2021	Q4 2020	% Change	Q4 2021	Q4 2020	% Change
Aptos	64	87	-26% ↓	94	108	-13% ↓	\$1.38 M	\$1.03 M	34% ↑	11	10	10% ↑
Single Family Homes	53	58	-8.62% ↓	76	78	-2.56% ↓	\$1.47 M	\$1.21 M	21% ↑	11	8	38% ↑
Condo/Townhouse	11	29	-62% ↓	18	30	-40% ↓	\$868 K	\$758 K	14% ↑	12	12	0.00%
Ben Lomond	11	17	-35% ↓	20	18	11% ↑	\$983 K	\$788 K	25% ↑	13	6	117% ↑
Single Family Homes	11	17	-35% ↓	20	18	11% ↑	\$983 K	\$788 K	25% ↑	13	6	117% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Boulder Creek	27	52	-48% ↓	53	48	10% ↑	\$805 K	\$688 K	17% ↑	13	11	18% ↑
Single Family Homes	25	45	-44% ↓	52	44	18% ↑	\$808 K	\$719 K	12% ↑	13	11	18% ↑
Condo/Townhouse	2	7	-71% ↓	1	4	-75% ↓	\$570 K	\$438 K	30% ↑	4	7	-43% ↓
Brookdale	4	4	0.00%	3	5	-40% ↓	\$652 K	\$635 K	2.68% ↑	10	14	-29% ↓
Single Family Homes	4	4	0.00%	3	5	-40% ↓	\$652 K	\$635 K	2.68% ↑	10	14	-29% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Capitola	22	30	-27% ↓	25	37	-32% ↓	\$712 K	\$748 K	-4.81% ↓	9	8	13% ↑
Single Family Homes	9	16	-44% ↓	7	20	-65% ↓	\$1.75 M	\$1.29 M	36% ↑	16	8	100% ↑
Condo/Townhouse	13	14	-7.14% ↓	18	17	5.88% ↑	\$670 K	\$559 K	20% ↑	8	11	-27% ↓
Corralitos	1	4	-75% ↓	4	3	33% ↑	\$1.08 M	\$1.30 M	-17% ↓	8	13	-38% ↓
Single Family Homes	1	4	-75% ↓	4	3	33% ↑	\$1.08 M	\$1.30 M	-17% ↓	8	13	-38% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

SANTA CRUZ COUNTY

REAL ESTATE SNAPSHOT | Q4 2021

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q4 2021	Q4 2020	% Change	Q4 2021	Q4 2020	% Change	Q4 2021	Q4 2020	% Change	Q4 2021	Q4 2020	% Change
Felton	19	33	-42% ↓	32	35	-8.57% ↓	\$773 K	\$750 K	3.07% ↑	13	10	30% ↑
Single Family Homes	19	33	-42% ↓	32	35	-8.57% ↓	\$773 K	\$750 K	3.07% ↑	13	10	30% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Freedom	3	2	50% ↑	7	5	40% ↑	\$825 K	\$620 K	33% ↑	6	6	0.00%
Single Family Homes	2	1	100% ↑	6	4	50% ↑	\$838 K	\$635 K	32% ↑	7	6	17% ↑
Condo/Townhouse	1	1	0.00%	1	1	0.00%	\$409 K	\$578 K	-29% ↓	3	10	-70% ↓
La Selva Beach	5	16	-69% ↓	5	15	-67% ↓	\$1.33 M	\$1.31 M	1.53% ↑	8	10	-20% ↓
Single Family Homes	3	9	-67% ↓	3	10	-70% ↓	\$1.66 M	\$1.64 M	1.22% ↑	14	10	40% ↑
Condo/Townhouse	2	7	-71% ↓	2	5	-60% ↓	\$1.25 M	\$1.25 M	0.40% ↑	5	4	25% ↑
Los Gatos	15	24	-38% ↓	19	23	-17% ↓	\$1.58 M	\$1.25 M	26% ↑	33	44	-25% ↓
Single Family Homes	15	24	-38% ↓	19	23	-17% ↓	\$1.58 M	\$1.25 M	26% ↑	33	44	-25% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Santa Cruz	131	188	-30% ↓	166	210	-21% ↓	\$1.32 M	\$1.05 M	25% ↑	10	10	0.00%
Single Family Homes	99	144	-31% ↓	124	152	-18% ↓	\$1.50 M	\$1.19 M	26% ↑	11	9	22% ↑
Condo/Townhouse	32	44	-27% ↓	42	58	-28% ↓	\$748 K	\$650 K	15% ↑	10	10	0.00%
Scotts Valley	27	59	-54% ↓	48	79	-39% ↓	\$1.23 M	\$965 K	28% ↑	10	13	-23% ↓
Single Family Homes	22	43	-49% ↓	35	56	-38% ↓	\$1.30 M	\$1.13 M	14% ↑	11	12	-8.33% ↓
Condo/Townhouse	5	16	-69% ↓	13	23	-43% ↓	\$845 K	\$710 K	19% ↑	8	13	-38% ↓
Soquel	6	20	-70% ↓	10	17	-41% ↓	\$1.68 M	\$1.44 M	17% ↑	11	6	83% ↑
Single Family Homes	6	19	-68% ↓	9	17	-47% ↓	\$1.98 M	\$1.44 M	38% ↑	10	6	67% ↑
Condo/Townhouse	0	1		1	0		\$685 K	\$0		18	0	
Watsonville	67	78	-14% ↓	84	69	22% ↑	\$765 K	\$675 K	13% ↑	10	10	0.00%
Single Family Homes	51	59	-14% ↓	62	52	19% ↑	\$850 K	\$715 K	19% ↑	10	9	11% ↑
Condo/Townhouse	16	19	-16% ↓	22	17	29% ↑	\$625 K	\$483 K	29% ↑	9	13	-31% ↓
Total	402	615	-35% ↓	571	675	-15% ↓	\$1.03 M	\$920 K	11% ↑	11	10	10% ↑
Single Family Homes	320	477	-33% ↓	453	520	-13% ↓	\$1.22 M	\$1.06 M	15% ↑	12	10	20% ↑
Condo/Townhouse	82	138	-41% ↓	118	155	-24% ↓	\$715 K	\$649 K	10% ↑	9	11	-18% ↓

REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

MARKET OVERVIEW

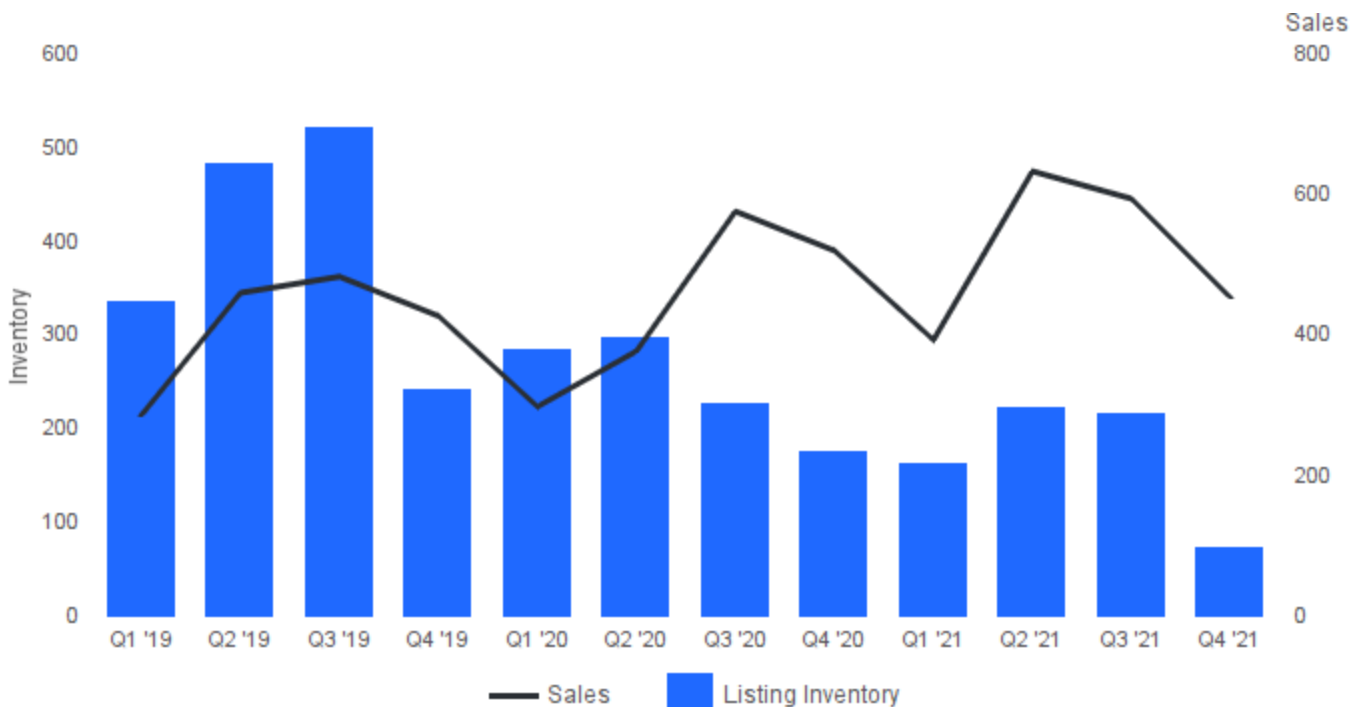
Q4 2021 | Single Family Homes ?

-12.88%	12.03%	15.49%
PROPERTIES SOLD SINGLE FAMILY HOMES	AVERAGE SOLD PRICE SINGLE FAMILY HOMES	MEDIAN SOLD PRICE SINGLE FAMILY HOMES
-32.91%	10.86%	15.03%
NEW LISTINGS SINGLE FAMILY HOMES	AVERAGE LIST PRICE SINGLE FAMILY HOMES	MEDIAN LIST PRICE SINGLE FAMILY HOMES
1.68%	-7.14%	20.00%
LIST/SELL PRICE RATIO SINGLE FAMILY HOMES	AVERAGE DAYS ON MARKET SINGLE FAMILY HOMES	MEDIAN DAYS ON MARKET SINGLE FAMILY HOMES

LISTING INVENTORY AND NUMBER OF SALES

Q4 2021 | Single Family Homes ?

Quarterly inventory of properties for sale along with number of sales

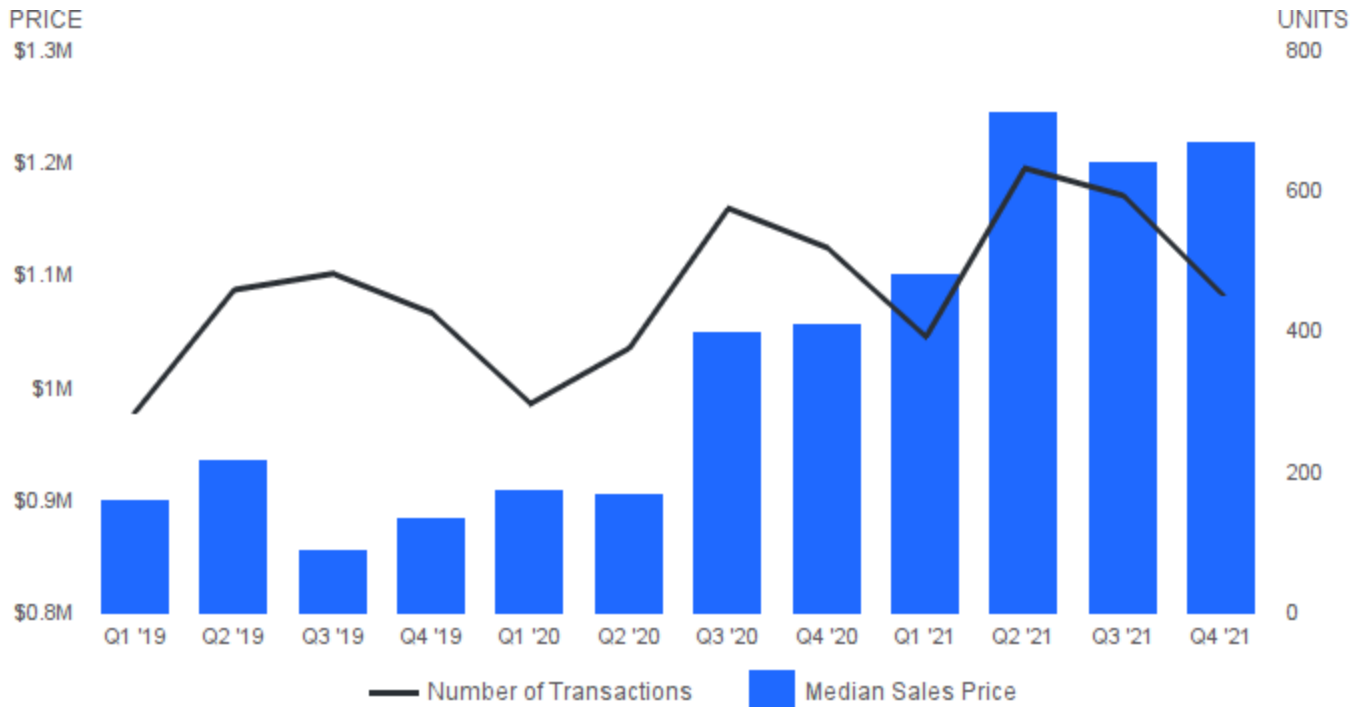


MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 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.

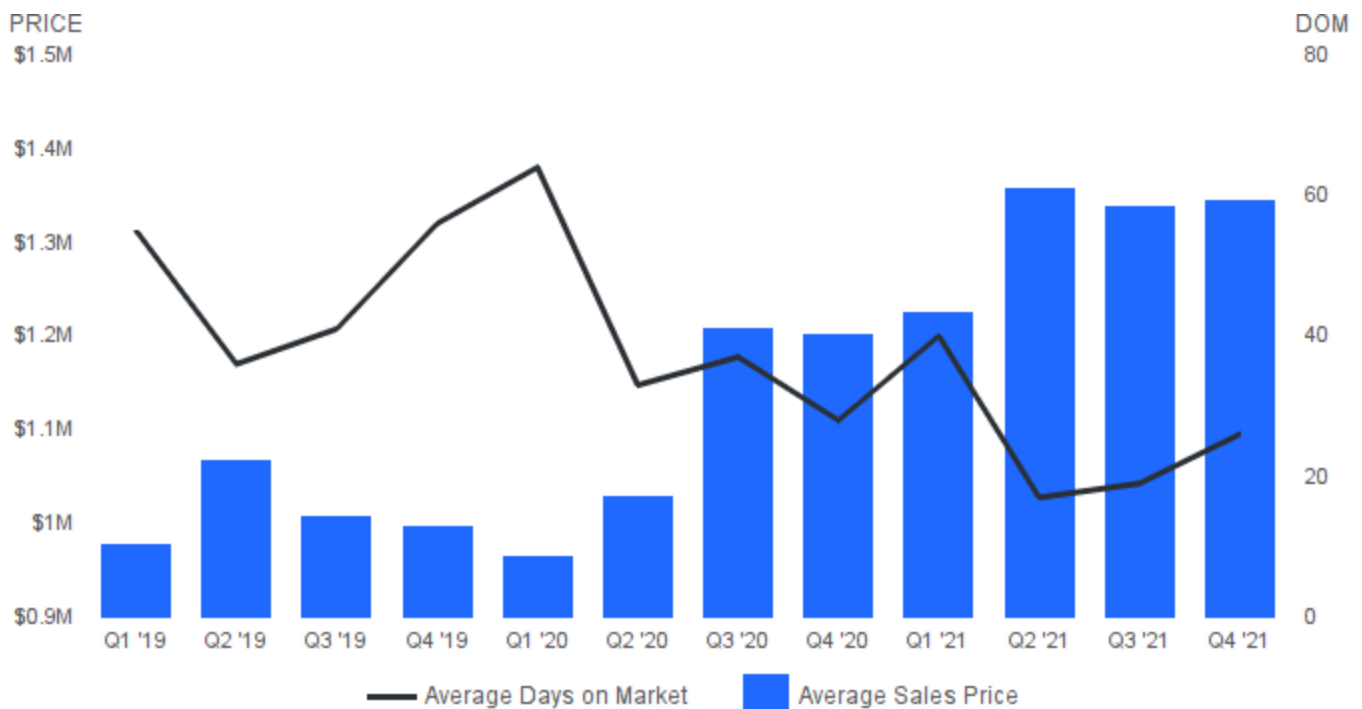


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 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.

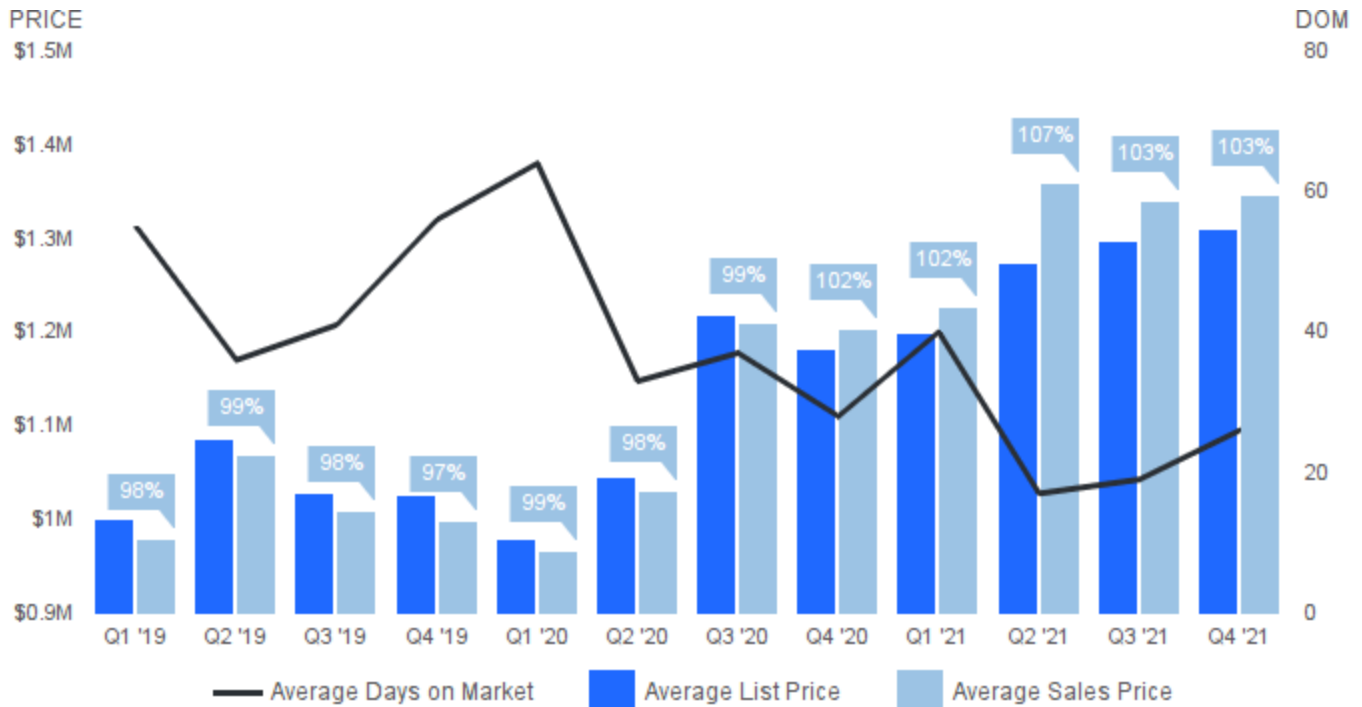


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 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.

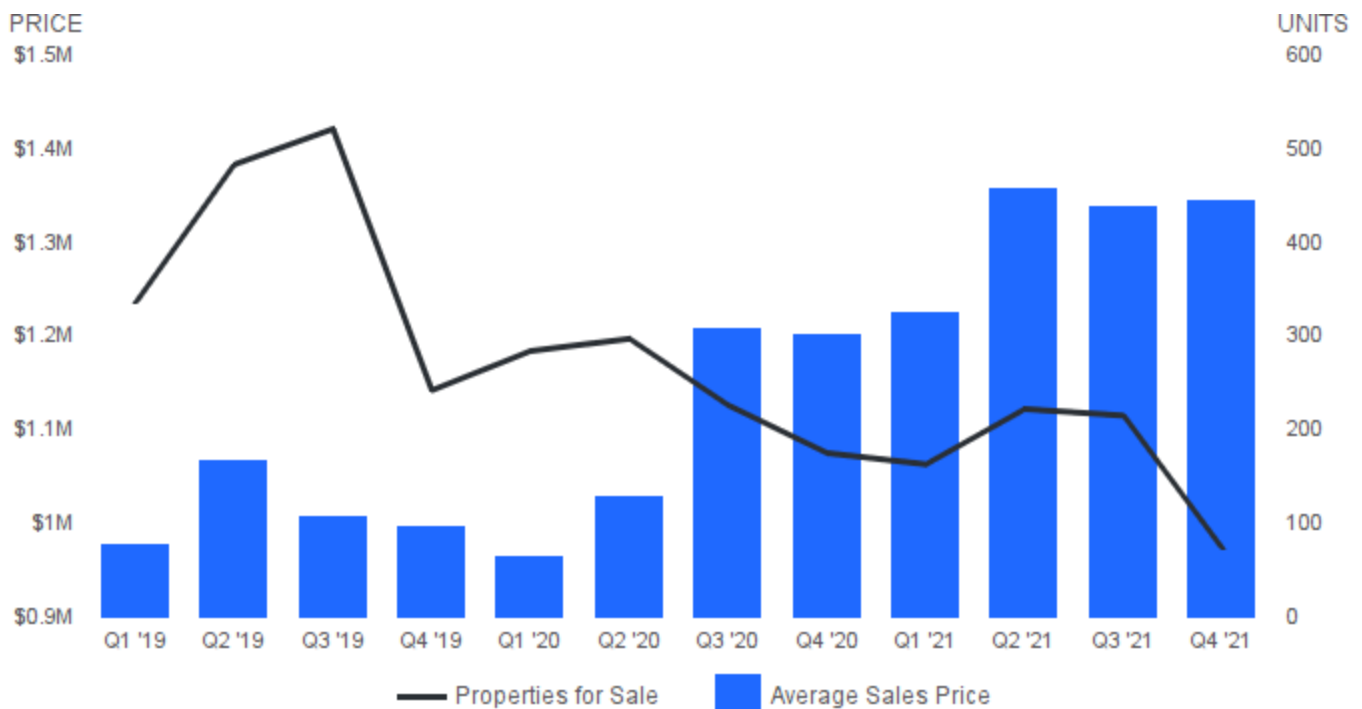


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 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.

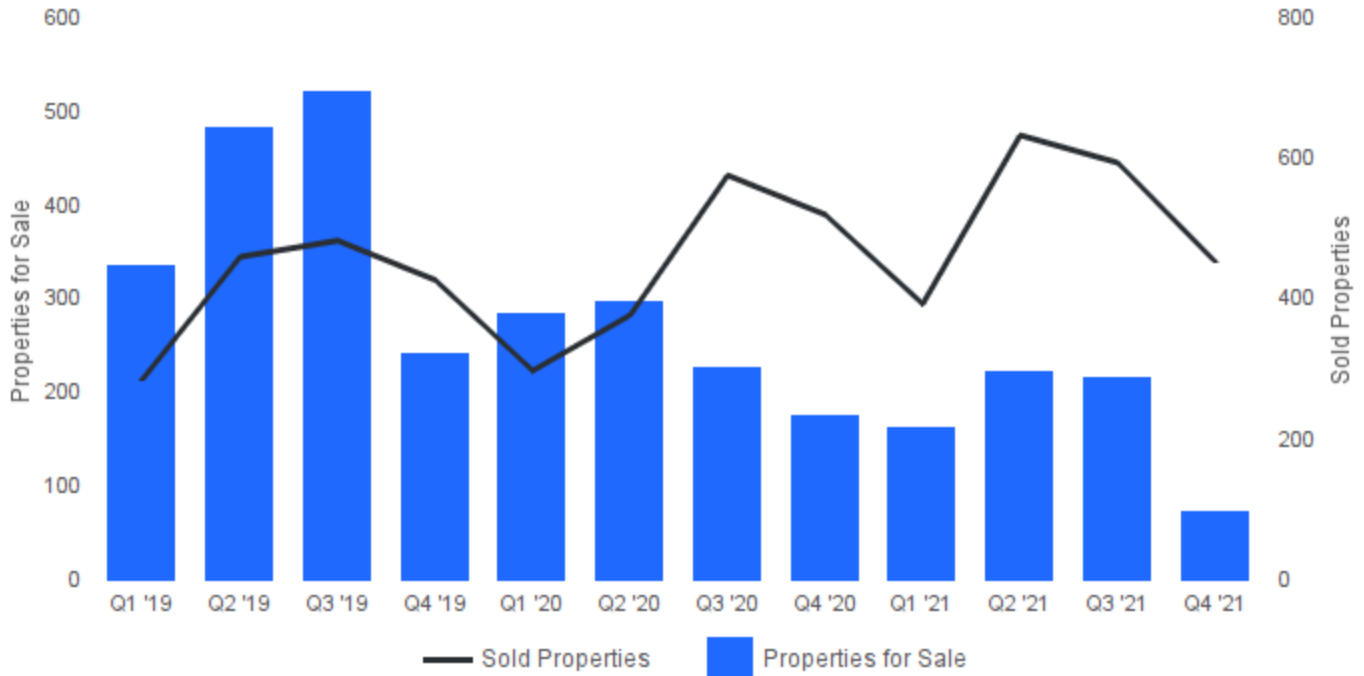


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2021 | Single Family Homes ?

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

Sold Properties | Number of properties sold.



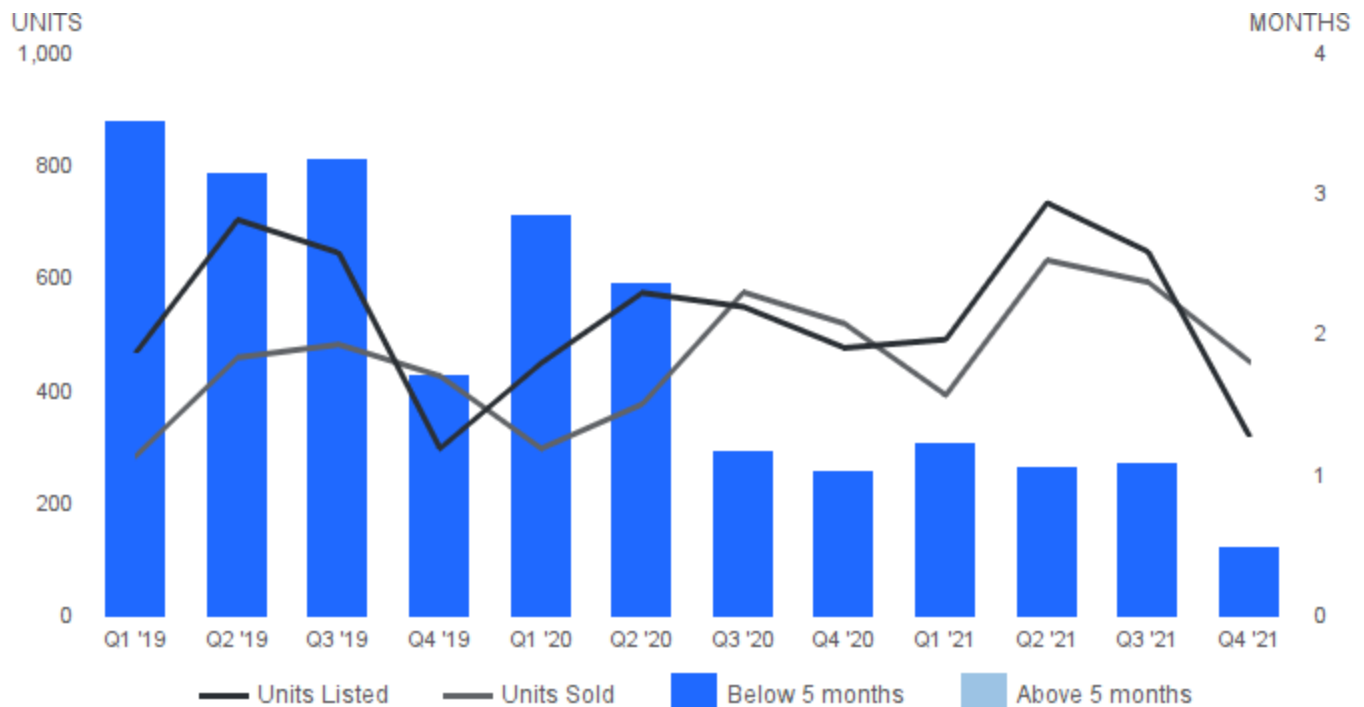
MONTHS SUPPLY OF INVENTORY

Q4 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

Q4 2021 | Condo/Townhouse ?

-23.87% PROPERTIES SOLD CONDO/TOWNHOUSE	15.70% AVERAGE SOLD PRICE CONDO/TOWNHOUSE	10.17% MEDIAN SOLD PRICE CONDO/TOWNHOUSE
-40.58% NEW LISTINGS CONDO/TOWNHOUSE	11.52% AVERAGE LIST PRICE CONDO/TOWNHOUSE	8.91% MEDIAN LIST PRICE CONDO/TOWNHOUSE
3.28% LIST/SELL PRICE RATIO CONDO/TOWNHOUSE	-36.11% AVERAGE DAYS ON MARKET CONDO/TOWNHOUSE	-18.18% MEDIAN DAYS ON MARKET CONDO/TOWNHOUSE

LISTING INVENTORY AND NUMBER OF SALES

Q4 2021 | Condo/Townhouse ?

Quarterly inventory of properties for sale along with number of sales

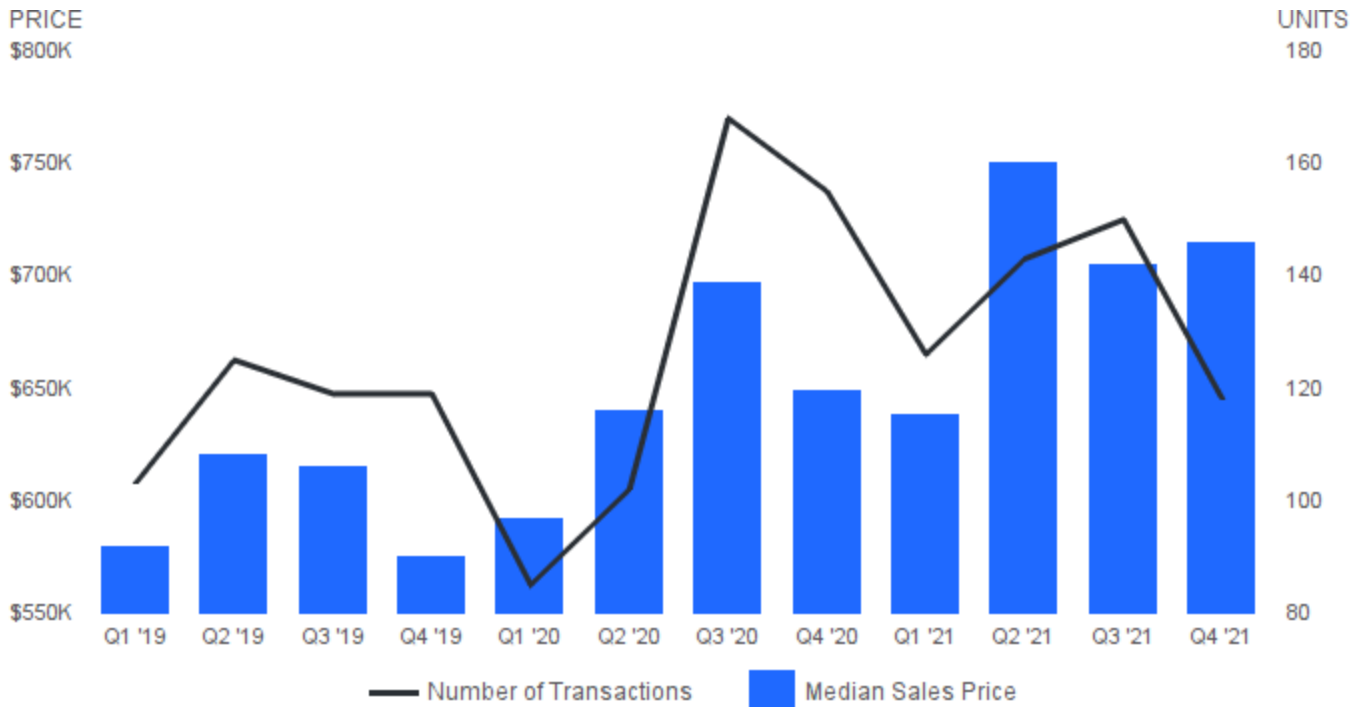


MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 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.

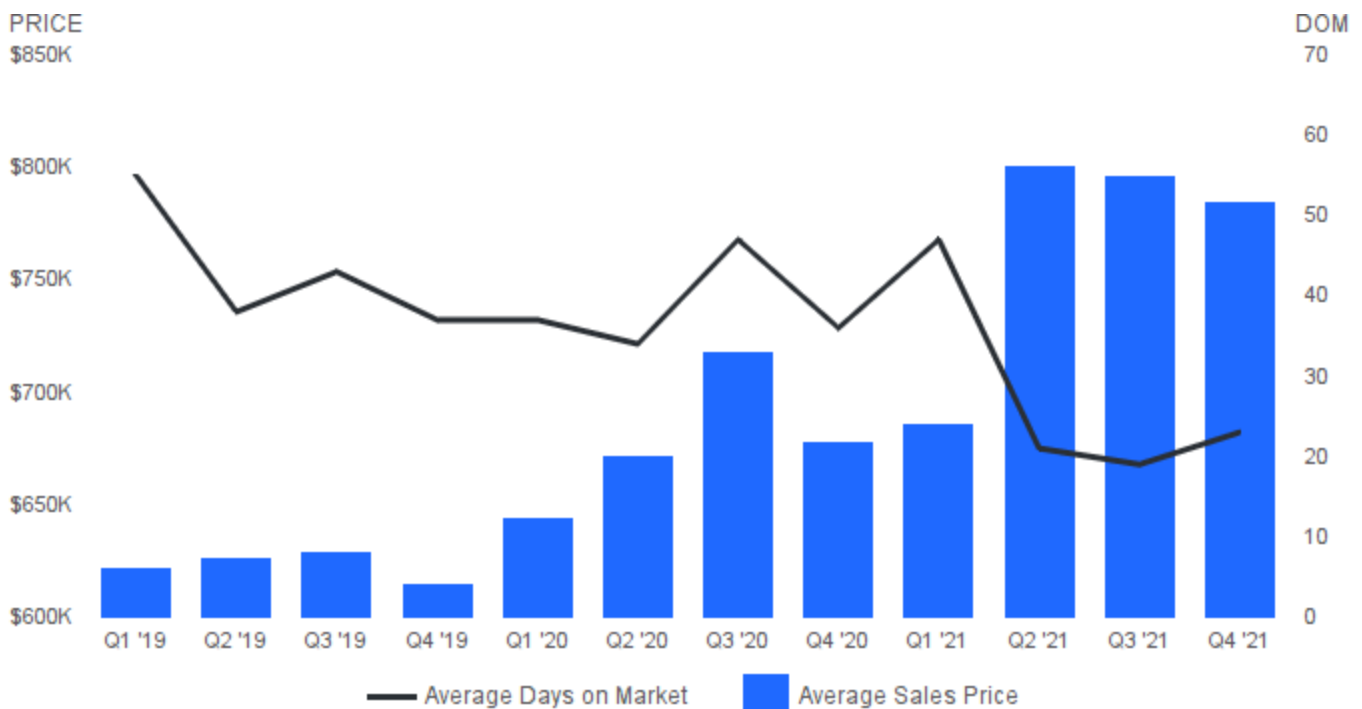


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 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.

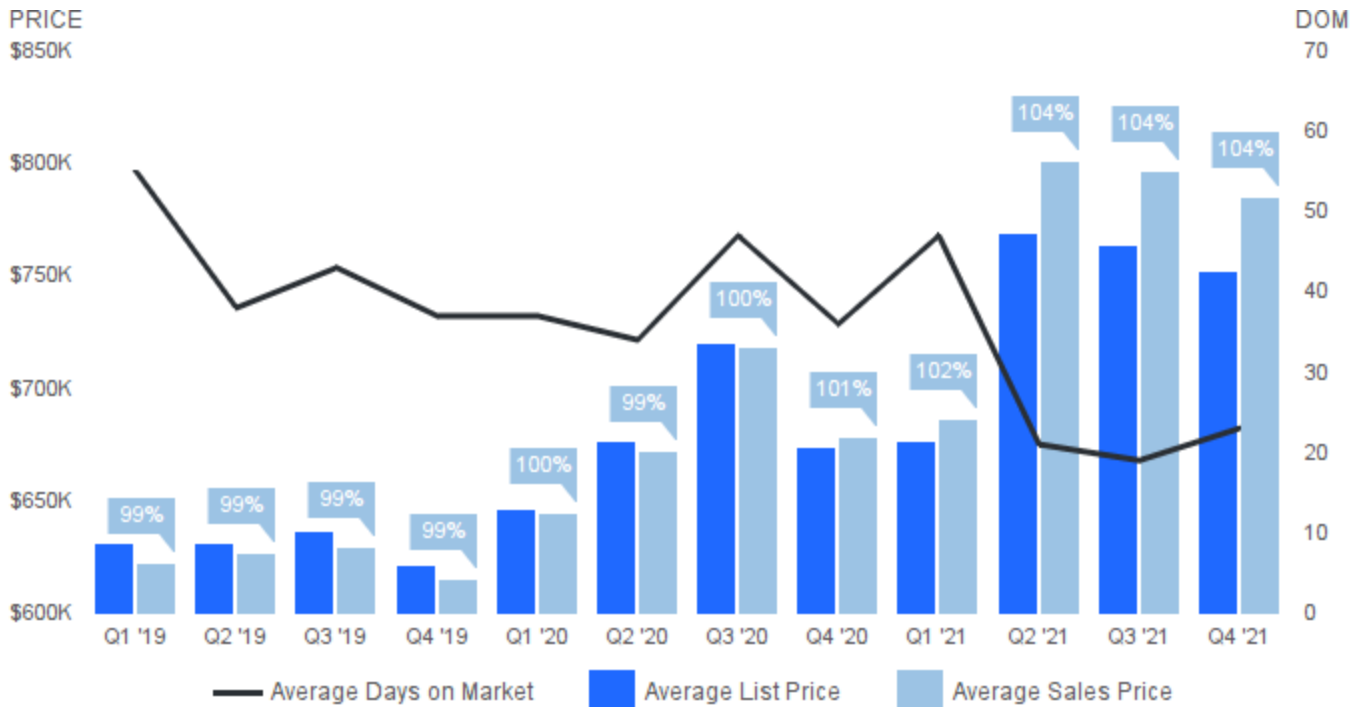


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 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.

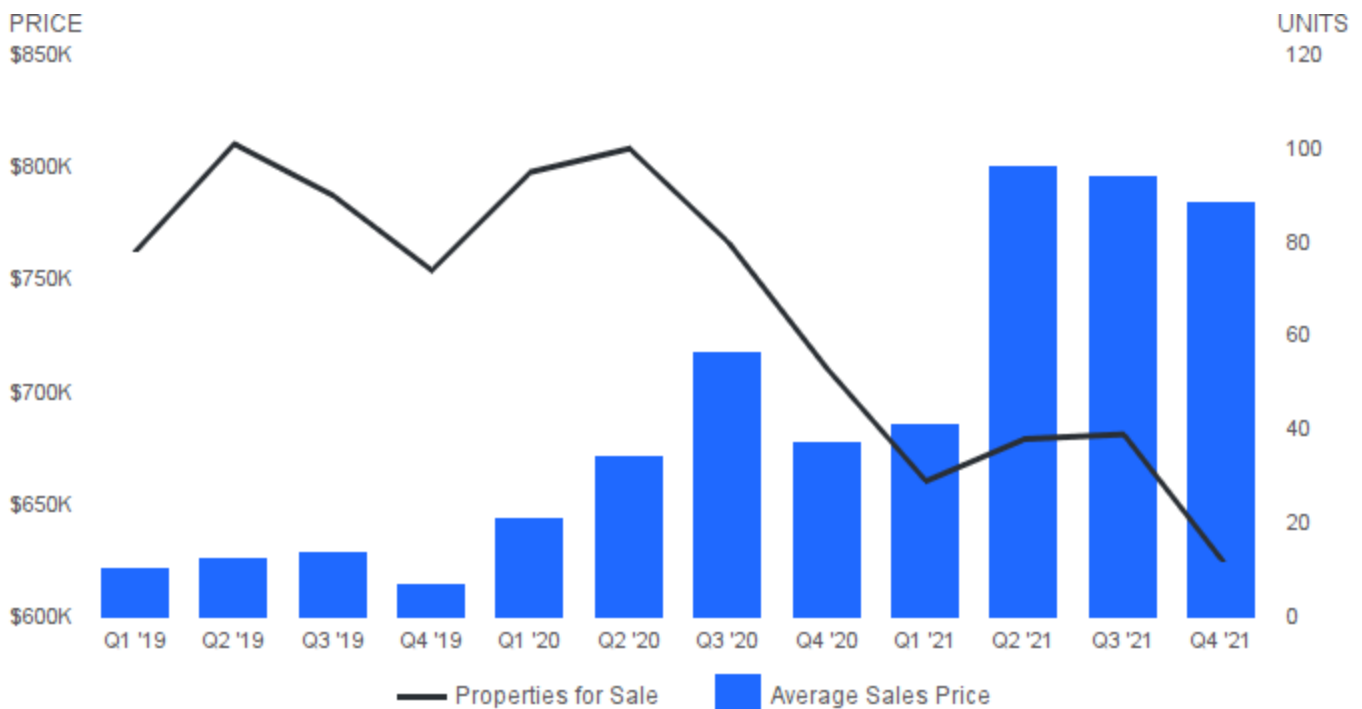


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 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.

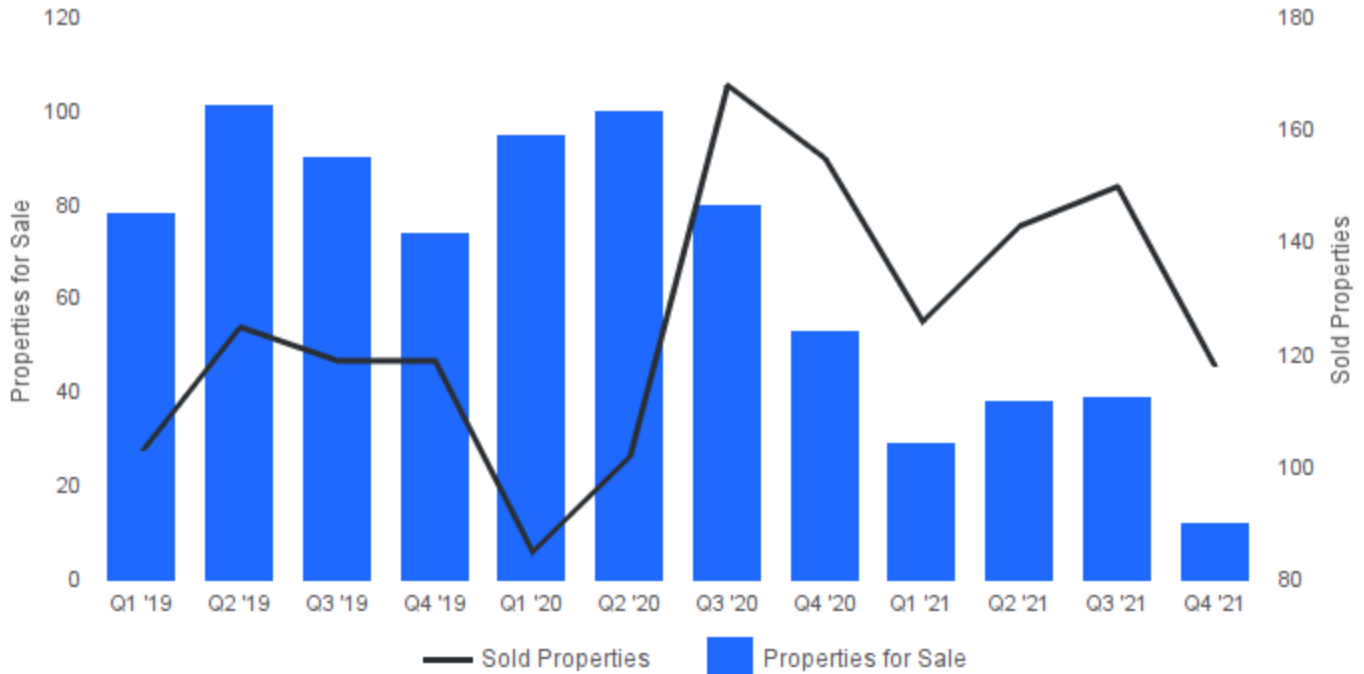


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2021 | Condo/Townhouse ?

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

Sold Properties | Number of properties sold.



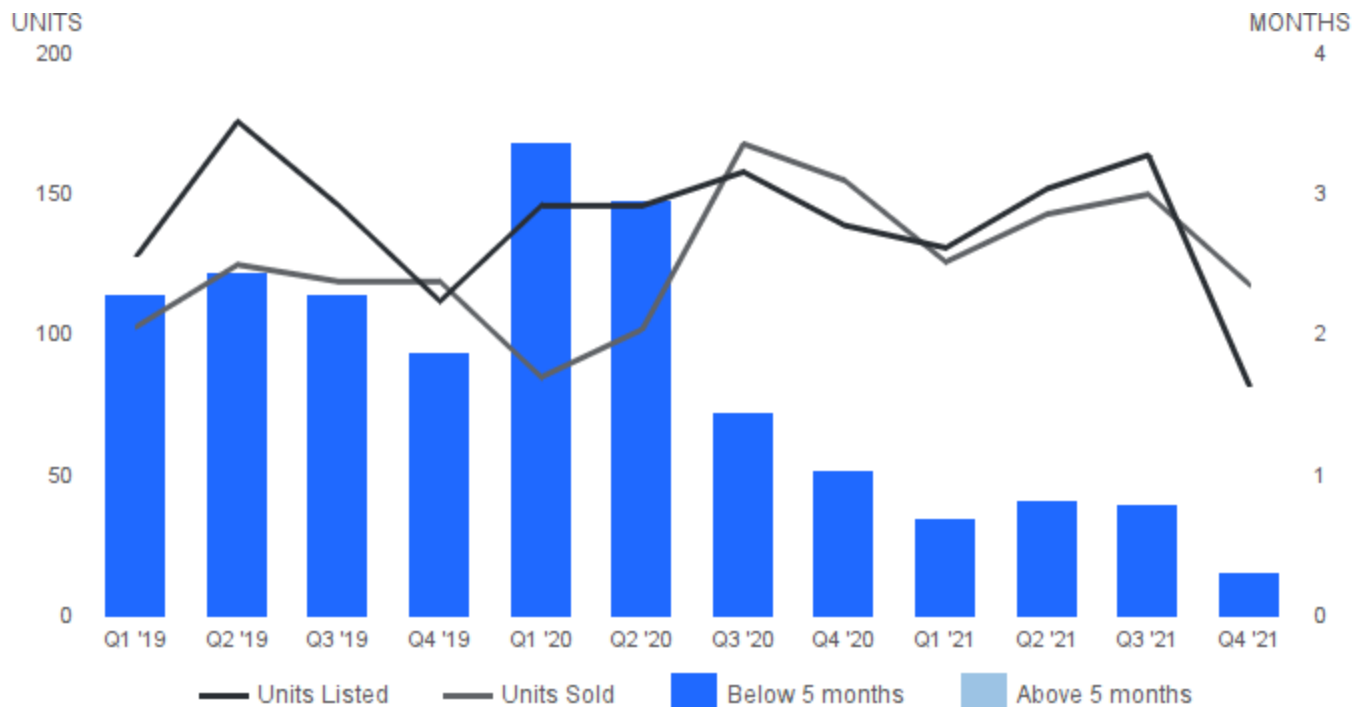
MONTHS SUPPLY OF INVENTORY

Q4 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

Q4 2021

APTOS

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

BEN LOMOND

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

BOULDER CREEK

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

CAPITOLA

[Monthly Report](#)
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CORRALITOS

[Monthly Report](#)
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FELTON

[Monthly Report](#)
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MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

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