



# REAL ESTATE REPORT

Q4 2022

SANTA CRUZ COUNTY



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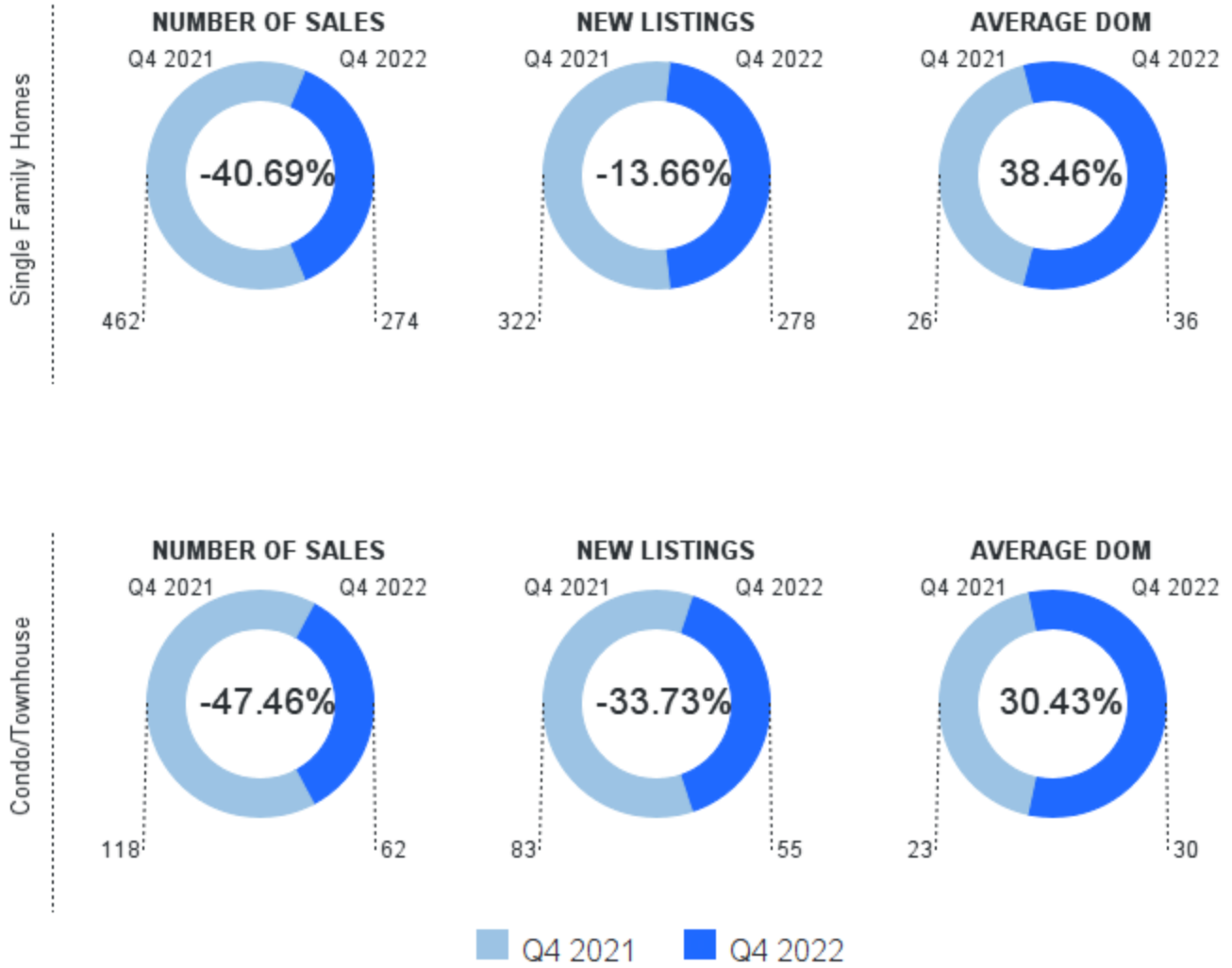
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**COLDWELL BANKER**  
**REALTY**

# SANTA CRUZ COUNTY | Q4 2022

## REAL ESTATE SNAPSHOT - Change since this time last year



# REAL ESTATE SNAPSHOT

## SANTA CRUZ COUNTY

Q4 2022

-42.07%	6.98%	11.31%
PROPERTIES SOLD ALL PROPERTY TYPES	AVERAGE SOLD PRICE ALL PROPERTY TYPES	MEDIAN SOLD PRICE ALL PROPERTY TYPES
-17.78%	11.33%	17.47%
NEW LISTINGS ALL PROPERTY TYPES	AVERAGE LIST PRICE ALL PROPERTY TYPES	MEDIAN LIST PRICE ALL PROPERTY TYPES
-4.26%	40.00%	72.73%
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 2022	Q4 2021	% Change	Q4 2022	Q4 2021	% Change	Q4 2022	Q4 2021	% Change	Q4 2022	Q4 2021	% Change
<b>Aptos</b>	44	65	-32% ↓	60	95	-37% ↓	\$1.24 M	\$1.38 M	-10% ↓	19	11	73% ↑
Single Family Homes	34	54	-37% ↓	41	77	-47% ↓	\$1.35 M	\$1.46 M	-7.60% ↓	28	11	155% ↑
Condo/Townhouse	10	11	-9.09% ↓	19	18	5.56% ↑	\$915 K	\$868 K	5.48% ↑	15	12	25% ↑
<b>Ben Lomond</b>	14	11	27% ↑	11	20	-45% ↓	\$890 K	\$983 K	-9.41% ↓	11	13	-15% ↓
Single Family Homes	14	11	27% ↑	11	20	-45% ↓	\$890 K	\$983 K	-9.41% ↓	11	13	-15% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Boulder Creek</b>	22	27	-19% ↓	19	53	-64% ↓	\$735 K	\$805 K	-8.70% ↓	15	13	15% ↑
Single Family Homes	22	25	-12% ↓	19	52	-63% ↓	\$735 K	\$808 K	-8.98% ↓	15	13	15% ↑
Condo/Townhouse	0	2	↓	0	1	↓	\$0	\$570 K	↓	0	4	↓
<b>Capitola</b>	18	22	-18% ↓	22	25	-12% ↓	\$1.43 M	\$712 K	100% ↑	27	9	200% ↑
Single Family Homes	12	9	33% ↑	14	7	100% ↑	\$1.67 M	\$1.75 M	-4.71% ↓	13	16	-19% ↓
Condo/Townhouse	6	13	-54% ↓	8	18	-56% ↓	\$690 K	\$670 K	2.99% ↑	43	8	438% ↑
<b>Corralitos</b>	3	1	200% ↑	1	4	-75% ↓	\$1.25 M	\$1.08 M	16% ↑	10	8	25% ↑
Single Family Homes	3	1	200% ↑	1	4	-75% ↓	\$1.25 M	\$1.08 M	16% ↑	10	8	25% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Felton</b>	13	19	-32% ↓	13	32	-59% ↓	\$900 K	\$773 K	16% ↑	15	13	15% ↑
Single Family Homes	13	19	-32% ↓	13	32	-59% ↓	\$900 K	\$773 K	16% ↑	15	13	15% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

# SANTA CRUZ COUNTY

## REAL ESTATE SNAPSHOT | Q4 2022

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q4 2022	Q4 2021	% Change	Q4 2022	Q4 2021	% Change	Q4 2022	Q4 2021	% Change	Q4 2022	Q4 2021	% Change
<b>Freedom</b>	3	3	0.00%	1	7	-86% ↓	\$695 K	\$825 K	-16% ↓	6	6	0.00%
Single Family Homes	3	2	50% ↑	1	6	-83% ↓	\$695 K	\$838 K	-17% ↓	6	7	-14% ↓
Condo/Townhouse	0	1	↓	0	1	↓	\$0	\$409 K	↓	0	3	↓
<b>La Selva Beach</b>	6	5	20% ↑	4	5	-20% ↓	\$1.70 M	\$1.33 M	28% ↑	27	8	238% ↑
Single Family Homes	3	3	0.00%	3	3	0.00%	\$1.73 M	\$1.66 M	4.53% ↑	26	14	86% ↑
Condo/Townhouse	3	2	50% ↑	1	2	-50% ↓	\$1.60 M	\$1.25 M	28% ↑	28	5	460% ↑
<b>Los Gatos</b>	10	15	-33% ↓	13	19	-32% ↓	\$1.05 M	\$1.58 M	-34% ↓	24	33	-27% ↓
Single Family Homes	10	15	-33% ↓	13	19	-32% ↓	\$1.05 M	\$1.58 M	-34% ↓	24	33	-27% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Mount Hermon</b>	2	0	↑	2	1	100% ↑	\$699 K	\$900 K	-22% ↓	15	19	-21% ↓
Single Family Homes	2	0	↑	2	1	100% ↑	\$699 K	\$900 K	-22% ↓	15	19	-21% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Santa Cruz</b>	95	131	-27% ↓	109	169	-36% ↓	\$1.38 M	\$1.32 M	4.94% ↑	22	10	120% ↑
Single Family Homes	80	99	-19% ↓	92	127	-28% ↓	\$1.45 M	\$1.50 M	-3.33% ↓	25	11	127% ↑
Condo/Townhouse	15	32	-53% ↓	17	42	-60% ↓	\$726 K	\$748 K	-2.88% ↓	8	10	-20% ↓
<b>Scotts Valley</b>	31	29	6.90% ↑	22	49	-55% ↓	\$1.28 M	\$1.25 M	2.64% ↑	21	11	91% ↑
Single Family Homes	25	23	8.70% ↑	17	36	-53% ↓	\$1.53 M	\$1.31 M	17% ↑	22	12	83% ↑
Condo/Townhouse	6	6	0.00%	5	13	-62% ↓	\$800 K	\$845 K	-5.33% ↓	17	8	113% ↑
<b>Soquel</b>	19	6	217% ↑	10	10	0.00%	\$1.28 M	\$1.68 M	-23% ↓	14	11	27% ↑
Single Family Homes	18	6	200% ↑	9	9	0.00%	\$1.30 M	\$1.98 M	-34% ↓	16	10	60% ↑
Condo/Townhouse	1	0	↑	1	1	0.00%	\$945 K	\$685 K	38% ↑	13	18	-28% ↓
<b>Watsonville</b>	51	67	-24% ↓	46	88	-48% ↓	\$700 K	\$774 K	-9.56% ↓	13	10	30% ↑
Single Family Homes	37	51	-27% ↓	35	66	-47% ↓	\$700 K	\$850 K	-18% ↓	13	11	18% ↑
Condo/Townhouse	14	16	-13% ↓	11	22	-50% ↓	\$670 K	\$625 K	7.20% ↑	15	9	67% ↑
<b>Total</b>	333	405	-18% ↓	336	580	-42% ↓	\$1.14 M	\$1.03 M	11% ↑	19	11	73% ↑
Single Family Homes	278	322	-14% ↓	274	462	-41% ↓	\$1.27 M	\$1.22 M	4.56% ↑	21	12	75% ↑
Condo/Townhouse	55	83	-34% ↓	62	118	-47% ↓	\$811 K	\$715 K	13% ↑	15	9	67% ↑

# REAL ESTATE SNAPSHOT

## SANTA CRUZ COUNTY

### MARKET OVERVIEW

Q4 2022 | Single Family Homes ?

<b>-40.69%</b> PROPERTIES SOLD SINGLE FAMILY HOMES	<b>4.87%</b> AVERAGE SOLD PRICE SINGLE FAMILY HOMES	<b>4.56%</b> MEDIAN SOLD PRICE SINGLE FAMILY HOMES
<b>-13.66%</b> NEW LISTINGS SINGLE FAMILY HOMES	<b>8.85%</b> AVERAGE LIST PRICE SINGLE FAMILY HOMES	<b>11.52%</b> MEDIAN LIST PRICE SINGLE FAMILY HOMES
<b>-4.30%</b> LIST/SELL PRICE RATIO SINGLE FAMILY HOMES	<b>38.46%</b> AVERAGE DAYS ON MARKET SINGLE FAMILY HOMES	<b>75.00%</b> MEDIAN DAYS ON MARKET SINGLE FAMILY HOMES

### LISTING INVENTORY AND NUMBER OF SALES

Q4 2022 | Single Family Homes ?

Quarterly inventory of properties for sale along with number of sales

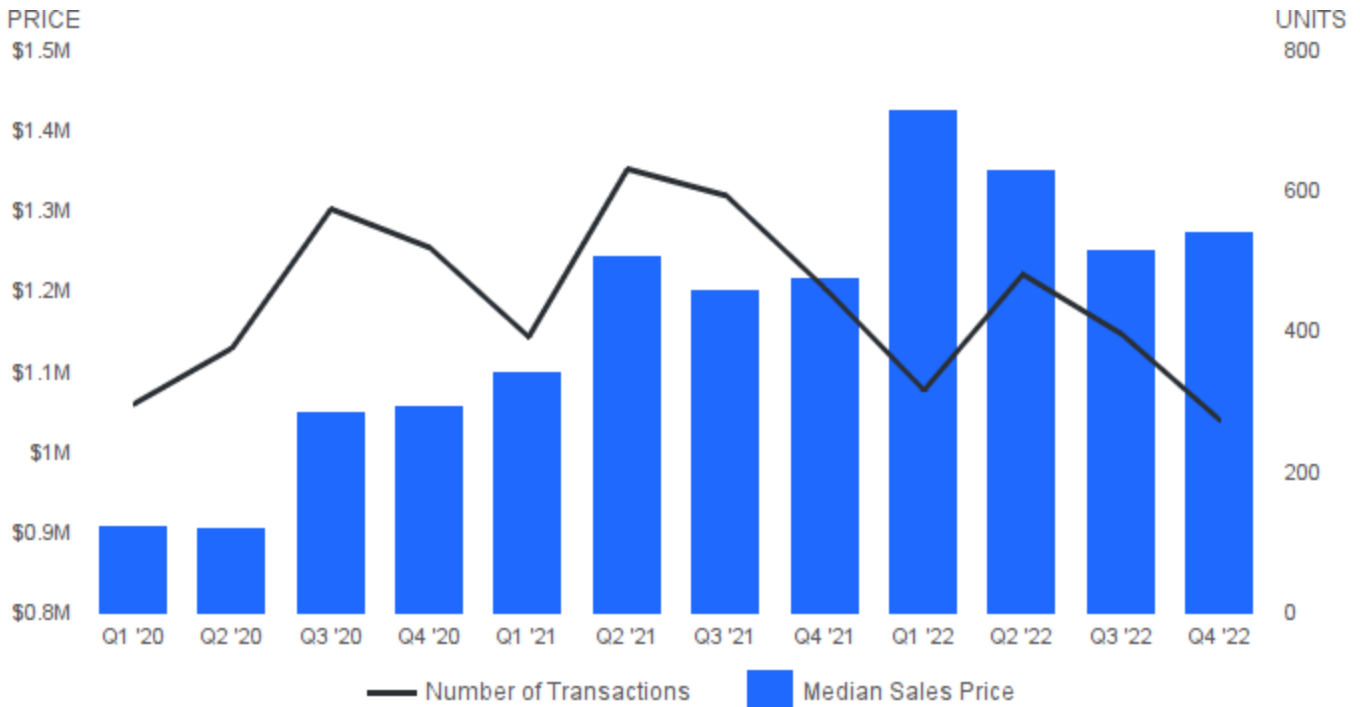


## MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2022 | 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.

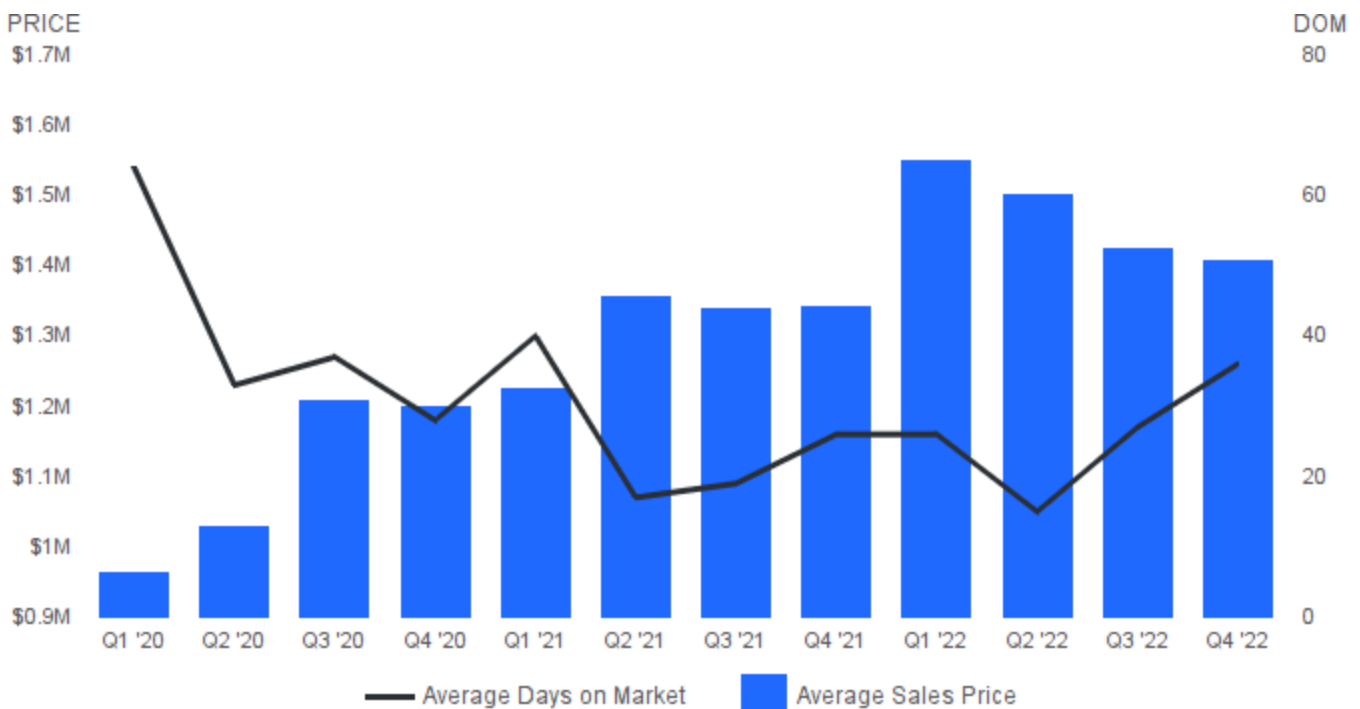


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2022 | 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.

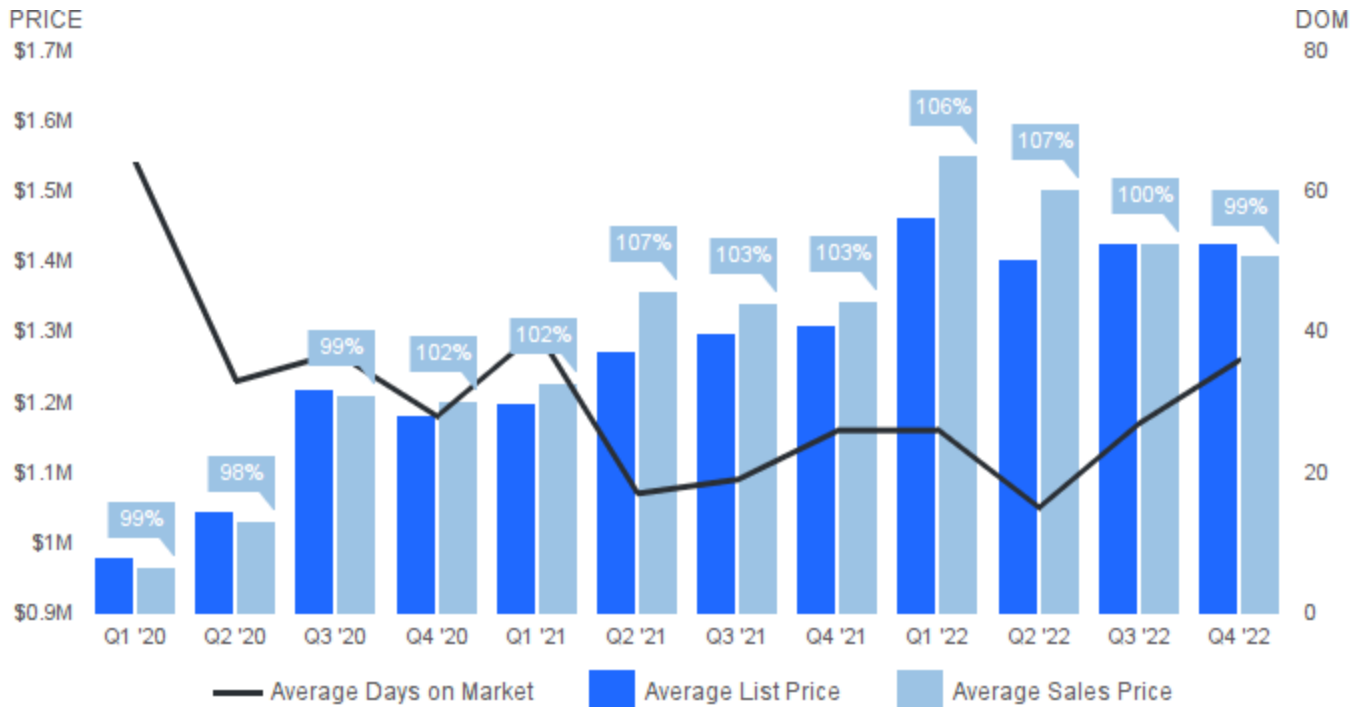


## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2022 | 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.

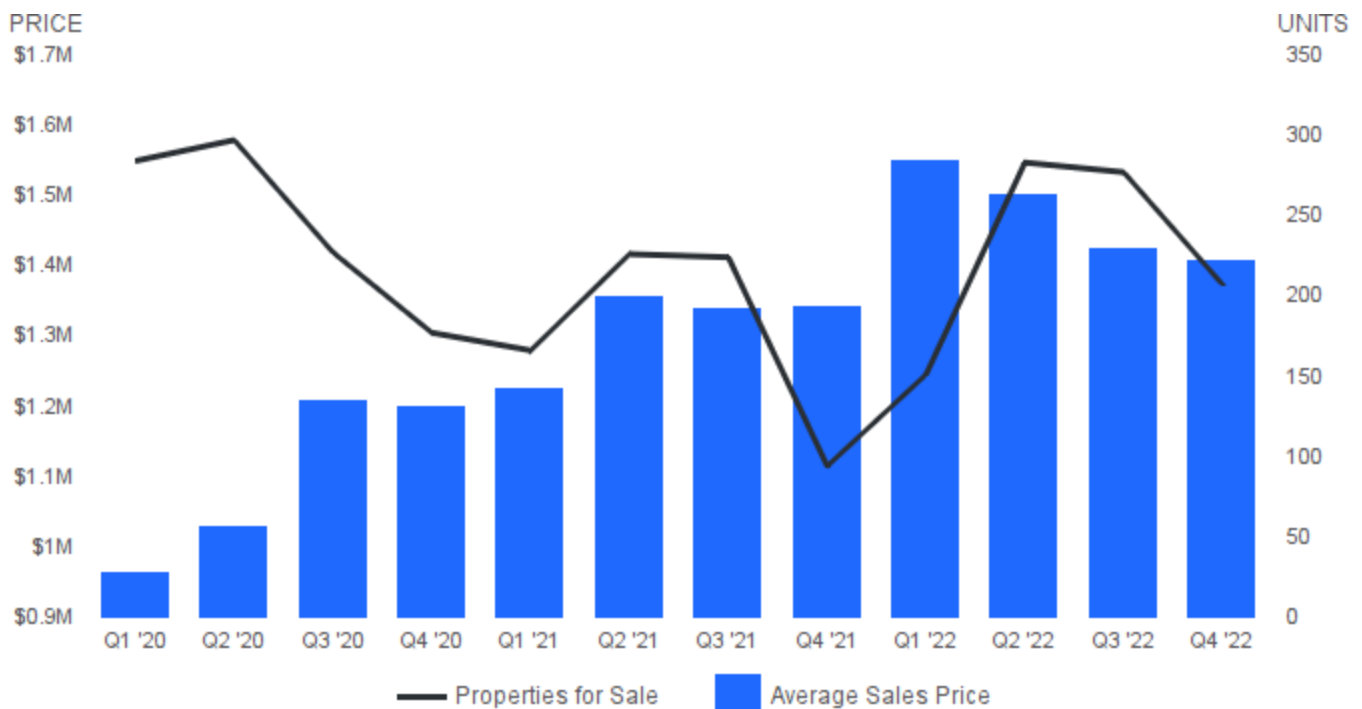


## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2022 | 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.

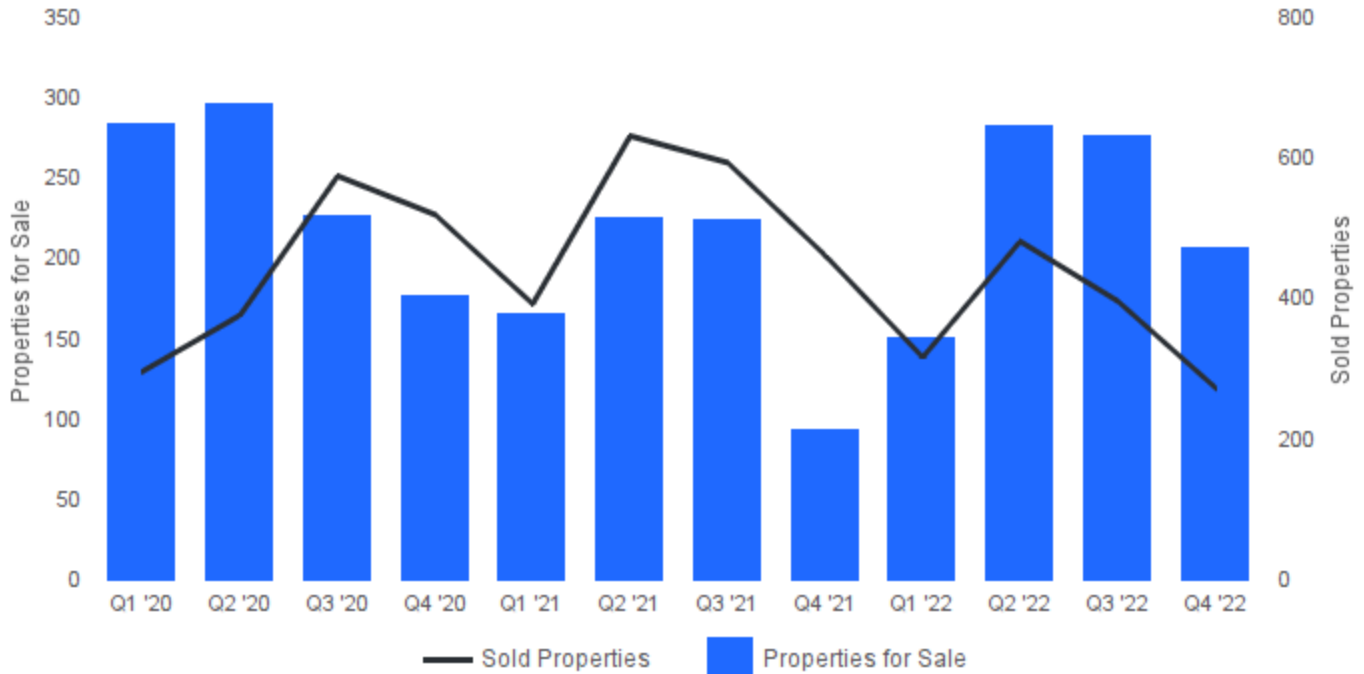


# PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2022 | Single Family Homes ?

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

**Sold Properties** | Number of properties sold.



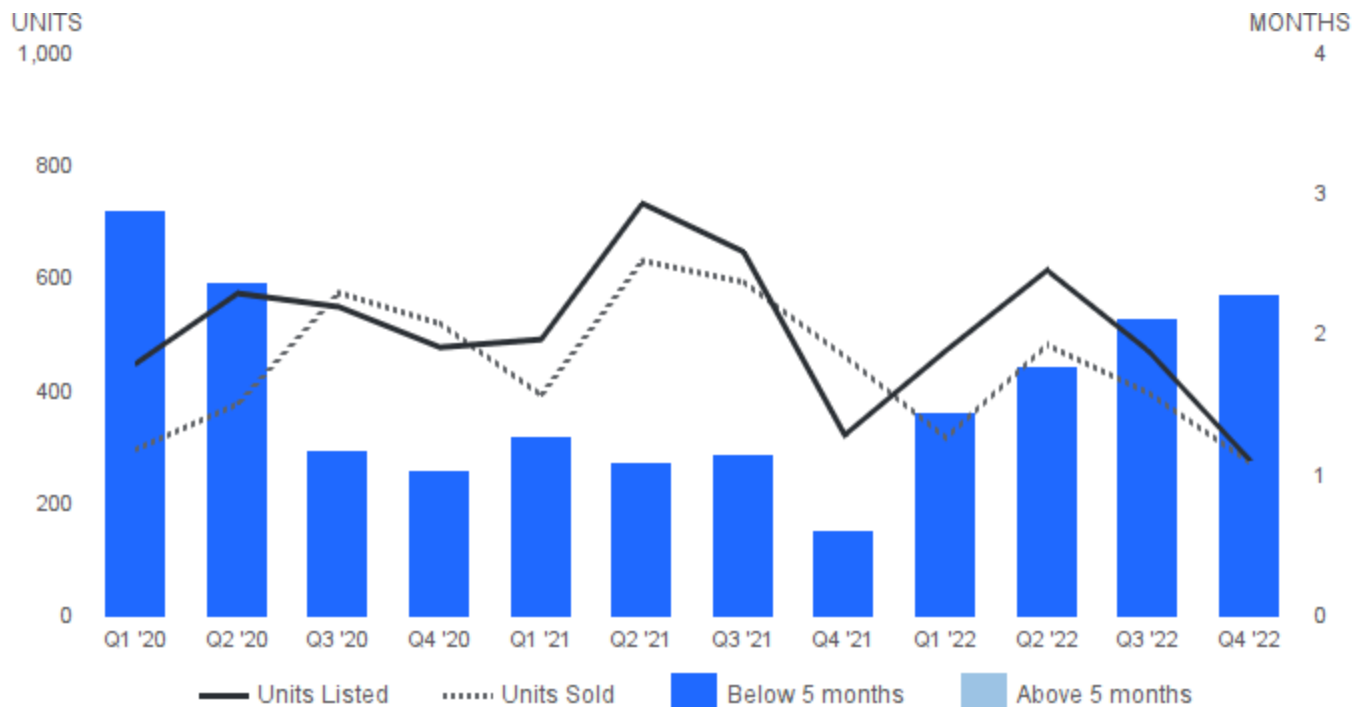
# MONTHS SUPPLY OF INVENTORY

Q4 2022 | 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 2022 | Condo/Townhouse ?

<b>-47.46%</b> PROPERTIES SOLD CONDO/TOWNHOUSE	<b>15.20%</b> AVERAGE SOLD PRICE CONDO/TOWNHOUSE	<b>13.43%</b> MEDIAN SOLD PRICE CONDO/TOWNHOUSE
<b>-33.73%</b> NEW LISTINGS CONDO/TOWNHOUSE	<b>21.98%</b> AVERAGE LIST PRICE CONDO/TOWNHOUSE	<b>14.53%</b> MEDIAN LIST PRICE CONDO/TOWNHOUSE
<b>-4.12%</b> LIST/SELL PRICE RATIO CONDO/TOWNHOUSE	<b>30.43%</b> AVERAGE DAYS ON MARKET CONDO/TOWNHOUSE	<b>66.67%</b> MEDIAN DAYS ON MARKET CONDO/TOWNHOUSE

### LISTING INVENTORY AND NUMBER OF SALES

Q4 2022 | Condo/Townhouse ?

Quarterly inventory of properties for sale along with number of sales

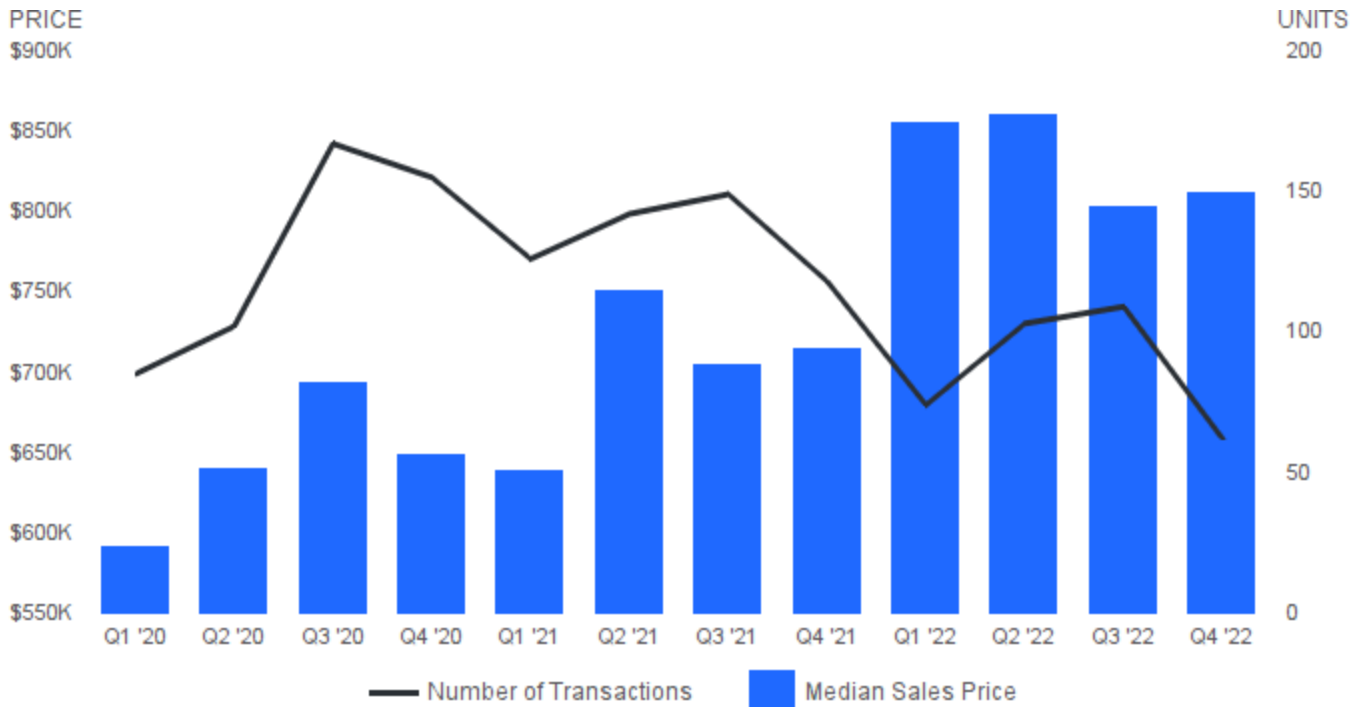


## MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2022 | 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.

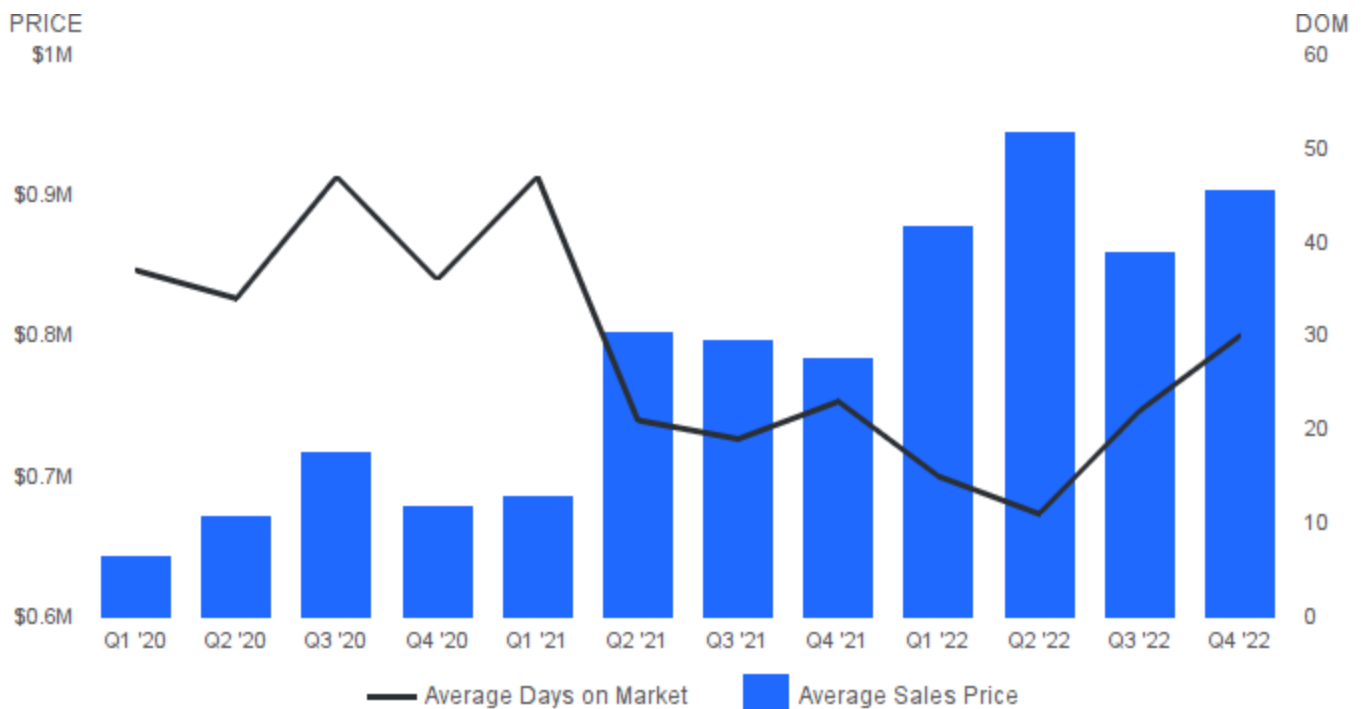


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2022 | Condo/Townhouse ?

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

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

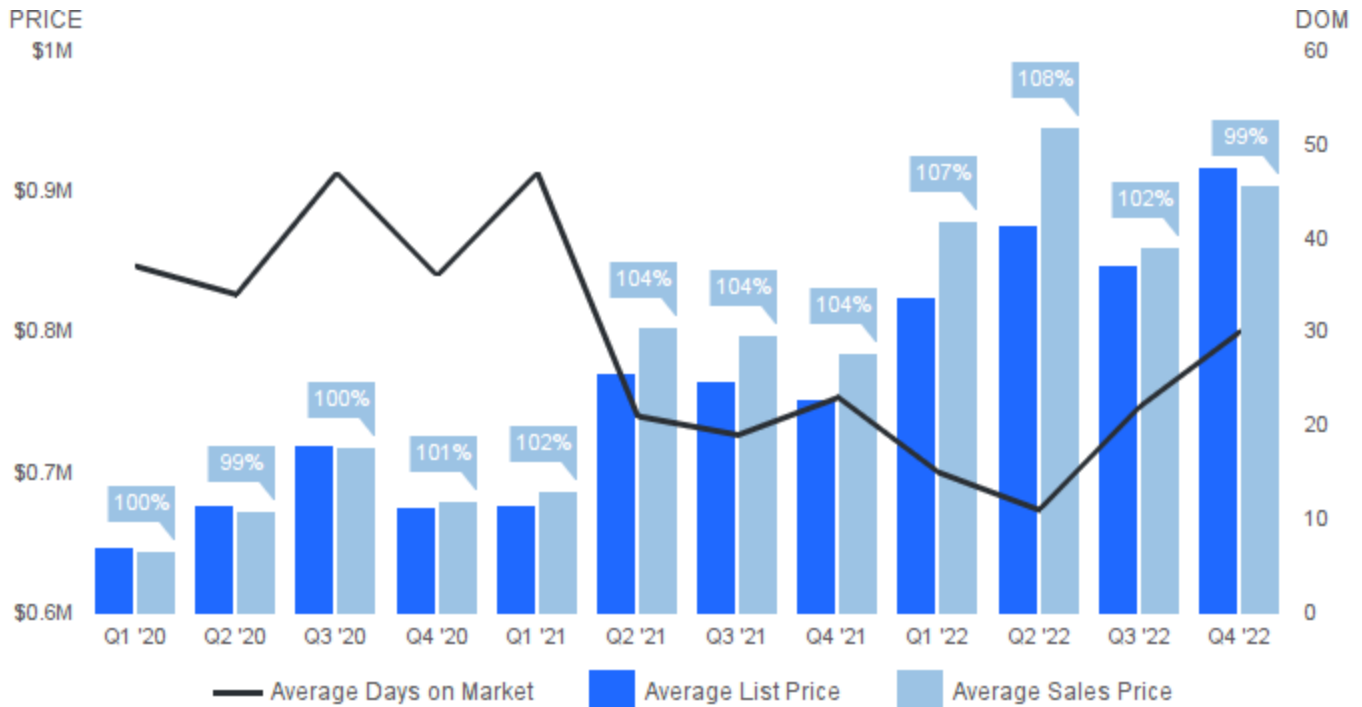


## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2022 | Condo/Townhouse ?

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

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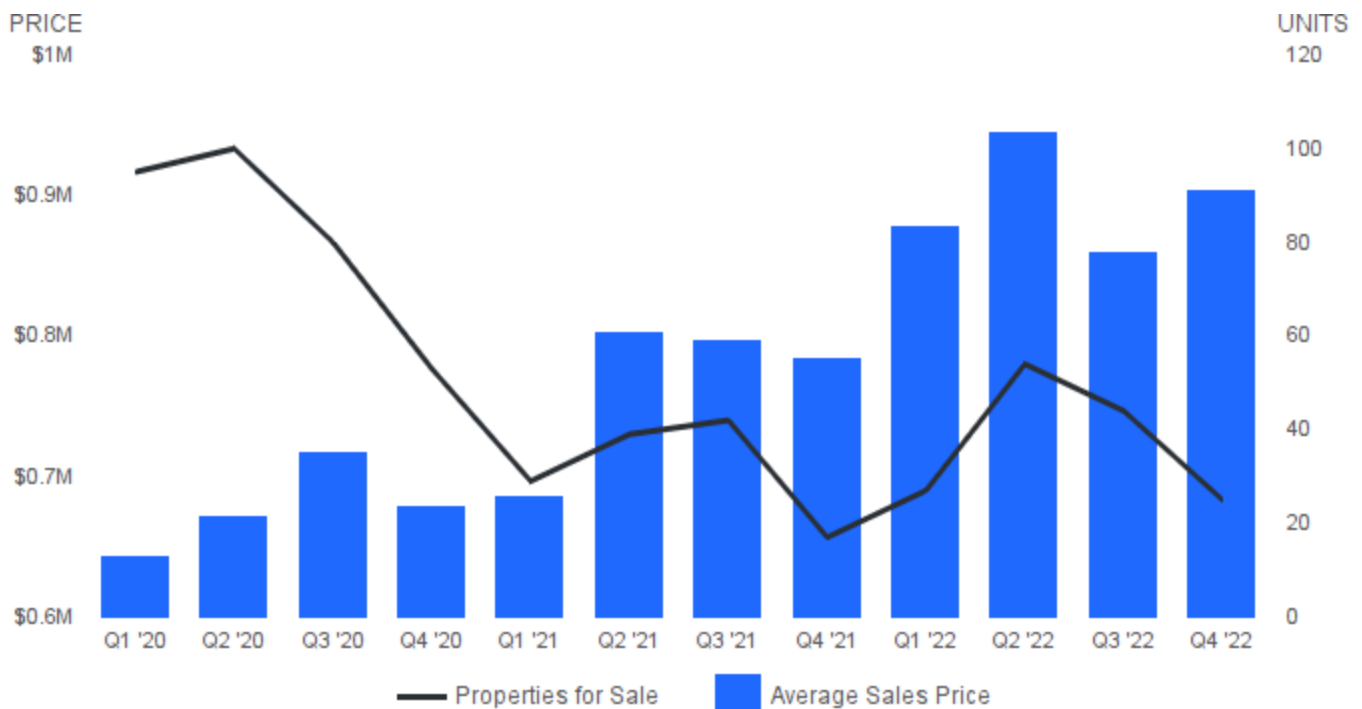


## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2022 | 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 2022 | Condo/Townhouse ?

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

**Sold Properties** | Number of properties sold.



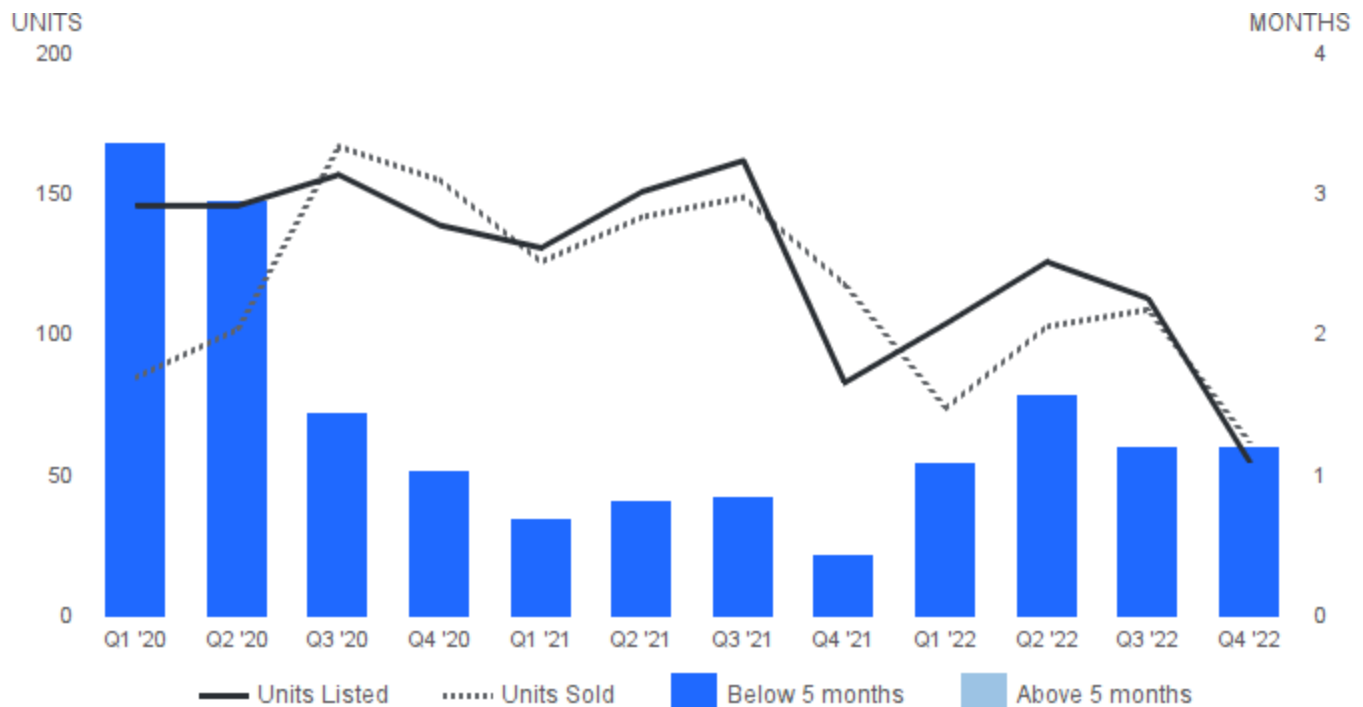
# MONTHS SUPPLY OF INVENTORY

Q4 2022 | 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 2022

## 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](#)

## FREEDOM

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

## LA SELVA BEACH

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

## LOS GATOS

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

## SANTA CRUZ

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

## SCOTTS VALLEY

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

## SOQUEL

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

## WATSONVILLE

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

MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.  
QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

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