



REAL ESTATE REPORT

Q1 2023

SANTA CRUZ COUNTY



LAUREN SPENCER

Broker Associate, ABR, CLHMS, CRS, Eco-Broker, e-PRO, GREEN, GRI, SCCP, SFR, SRES

CalRE : 00925382

Cell: 831-818-3728

lauren@laurenspercer.com

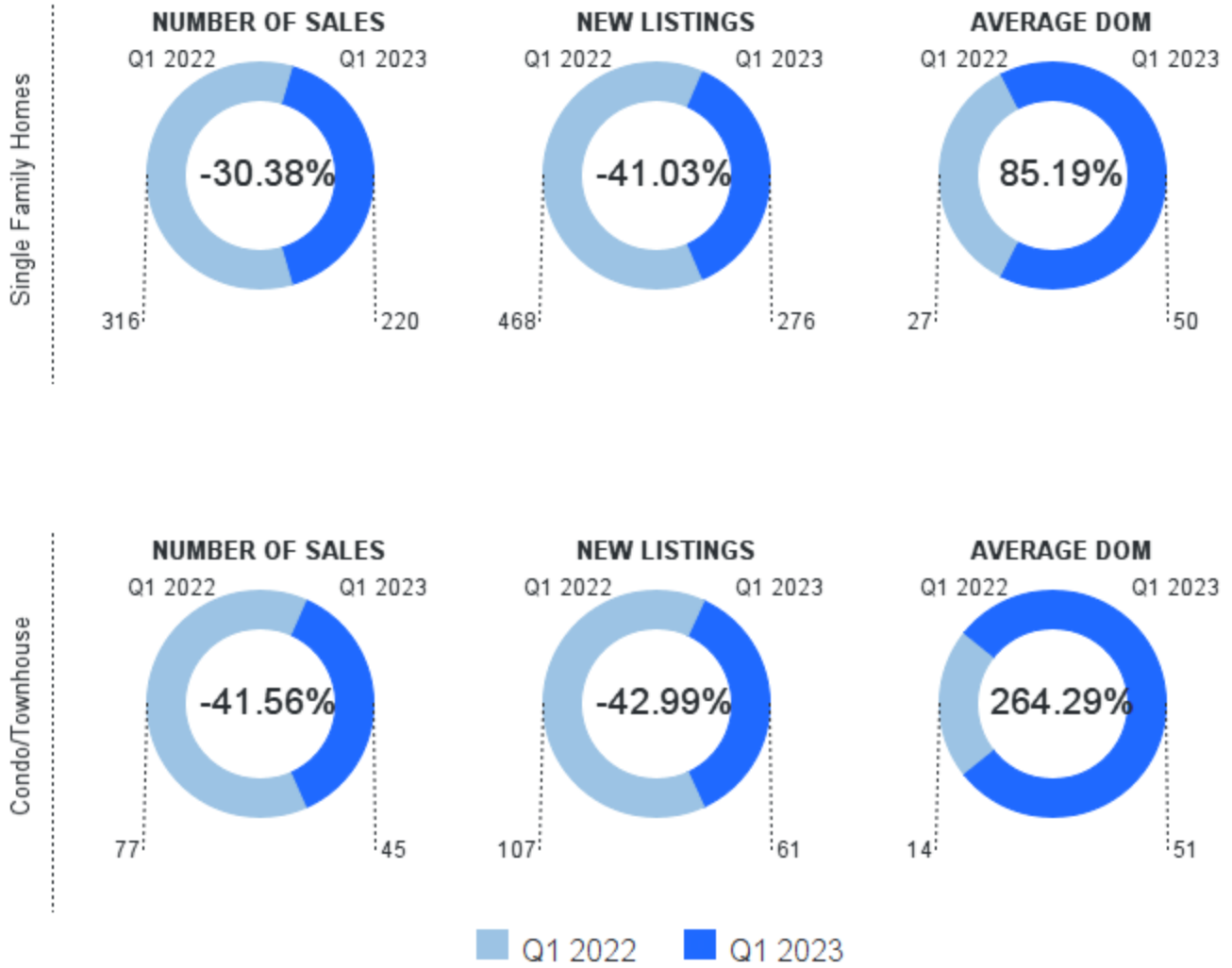
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COLDWELL BANKER
REALTY

SANTA CRUZ COUNTY | Q1 2023

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

Q1 2023

-32.57%	-15.08%	-12.00%
PROPERTIES SOLD ALL PROPERTY TYPES	AVERAGE SOLD PRICE ALL PROPERTY TYPES	MEDIAN SOLD PRICE ALL PROPERTY TYPES
-41.39%	-8.35%	-6.95%
NEW LISTINGS ALL PROPERTY TYPES	AVERAGE LIST PRICE ALL PROPERTY TYPES	MEDIAN LIST PRICE ALL PROPERTY TYPES
-7.32%	108.33%	90.00%
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		
	Q1 2023	Q1 2022	% Change	Q1 2023	Q1 2022	% Change	Q1 2023	Q1 2022	% Change	Q1 2023	Q1 2022	% Change
Aptos	59	102	-42% ↓	40	59	-32% ↓	\$1.36 M	\$1.58 M	-14% ↓	14	9	56% ↑
Single Family Homes	48	76	-37% ↓	32	45	-29% ↓	\$1.52 M	\$1.64 M	-7.14% ↓	14	10	40% ↑
Condo/Townhouse	11	26	-58% ↓	8	14	-43% ↓	\$1.02 M	\$1.01 M	0.84% ↑	14	8	75% ↑
Ben Lomond	7	19	-63% ↓	6	17	-65% ↓	\$941 K	\$1.07 M	-12% ↓	25	7	257% ↑
Single Family Homes	7	19	-63% ↓	6	17	-65% ↓	\$941 K	\$1.07 M	-12% ↓	25	7	257% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Boulder Creek	21	43	-51% ↓	21	34	-38% ↓	\$725 K	\$836 K	-13% ↓	19	12	58% ↑
Single Family Homes	20	38	-47% ↓	21	29	-28% ↓	\$725 K	\$915 K	-21% ↓	19	13	46% ↑
Condo/Townhouse	1	5	-80% ↓	0	5		\$0	\$512 K		0	4	
Brookdale	6	4	50% ↑	2	3	-33% ↓	\$590 K	\$1.05 M	-44% ↓	112	19	489% ↑
Single Family Homes	6	4	50% ↑	2	3	-33% ↓	\$590 K	\$1.05 M	-44% ↓	112	19	489% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Capitola	14	30	-53% ↓	10	24	-58% ↓	\$1.17 M	\$997 K	17% ↑	14	7	100% ↑
Single Family Homes	8	14	-43% ↓	6	10	-40% ↓	\$1.44 M	\$1.57 M	-8.38% ↓	12	8	50% ↑
Condo/Townhouse	6	16	-63% ↓	4	14	-71% ↓	\$770 K	\$785 K	-1.85% ↓	29	7	314% ↑
Corralitos	3	5	-40% ↓	2	1	100% ↑	\$1.16 M	\$730 K	58% ↑	99	7	1,314% ↑
Single Family Homes	3	5	-40% ↓	2	1	100% ↑	\$1.16 M	\$730 K	58% ↑	99	7	1,314% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

SANTA CRUZ COUNTY

REAL ESTATE SNAPSHOT | Q1 2023

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2023	Q1 2022	% Change	Q1 2023	Q1 2022	% Change	Q1 2023	Q1 2022	% Change	Q1 2023	Q1 2022	% Change
Davenport	2	0	↑	3	0	↑	\$1.25 M	\$0	↑	12	0	↑
Single Family Homes	2	0	↑	3	0	↑	\$1.25 M	\$0	↑	12	0	↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Felton	14	25	-44% ↓	7	13	-46% ↓	\$808 K	\$876 K	-7.67% ↓	20	17	18% ↑
Single Family Homes	14	25	-44% ↓	7	13	-46% ↓	\$808 K	\$876 K	-7.67% ↓	20	17	18% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Freedom	5	10	-50% ↓	5	5	0.00%	\$730 K	\$655 K	11% ↑	9	9	0.00%
Single Family Homes	4	4	0.00%	5	2	150% ↑	\$730 K	\$720 K	1.39% ↑	9	11	-18% ↓
Condo/Townhouse	1	6	-83% ↓	0	3	↓	\$0	\$655 K	↓	0	9	↓
La Selva Beach	5	5	0.00%	6	6	0.00%	\$1.63 M	\$2.09 M	-22% ↓	68	9	656% ↑
Single Family Homes	2	3	-33% ↓	5	5	0.00%	\$1.82 M	\$2.29 M	-21% ↓	103	12	758% ↑
Condo/Townhouse	3	2	50% ↑	1	1	0.00%	\$1.20 M	\$1.55 M	-23% ↓	20	0	↑
Los Gatos	10	32	-69% ↓	3	16	-81% ↓	\$1.20 M	\$1.74 M	-31% ↓	62	15	313% ↑
Single Family Homes	10	31	-68% ↓	3	15	-80% ↓	\$1.20 M	\$1.77 M	-32% ↓	62	20	210% ↑
Condo/Townhouse	0	1	↓	0	1	↓	\$0	\$940 K	↓	0	6	↓
Mount Hermon	2	0	↑	1	1	0.00%	\$950 K	\$812 K	17% ↑	1	207	-100% ↓
Single Family Homes	2	0	↑	1	1	0.00%	\$950 K	\$812 K	17% ↑	1	207	-100% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Santa Cruz	115	153	-25% ↓	88	123	-28% ↓	\$1.22 M	\$1.55 M	-21% ↓	14	10	40% ↑
Single Family Homes	92	127	-28% ↓	65	99	-34% ↓	\$1.35 M	\$1.70 M	-21% ↓	17	10	70% ↑
Condo/Townhouse	23	26	-12% ↓	23	24	-4.17% ↓	\$835 K	\$893 K	-6.44% ↓	9	9	0.00%
Scotts Valley	27	43	-37% ↓	20	25	-20% ↓	\$1.25 M	\$1.38 M	-9.67% ↓	17	9	89% ↑
Single Family Homes	18	32	-44% ↓	16	17	-5.88% ↓	\$1.26 M	\$1.63 M	-23% ↓	22	11	100% ↑
Condo/Townhouse	9	11	-18% ↓	4	8	-50% ↓	\$949 K	\$853 K	11% ↑	10	5	100% ↑
Soquel	9	15	-40% ↓	10	13	-23% ↓	\$1.21 M	\$1.68 M	-28% ↓	30	18	67% ↑
Single Family Homes	9	15	-40% ↓	9	13	-31% ↓	\$1.25 M	\$1.68 M	-25% ↓	24	18	33% ↑
Condo/Townhouse	0	0		1	0	↑	\$655 K	\$0	↑	37	0	↑
Watsonville	38	88	-57% ↓	41	53	-23% ↓	\$699 K	\$835 K	-16% ↓	33	10	230% ↑
Single Family Homes	31	74	-58% ↓	37	46	-20% ↓	\$725 K	\$850 K	-15% ↓	33	10	230% ↑
Condo/Townhouse	7	14	-50% ↓	4	7	-43% ↓	\$497 K	\$580 K	-14% ↓	56	7	700% ↑
Total	337	575	-41% ↓	265	393	-33% ↓	\$1.10 M	\$1.25 M	-12% ↓	19	10	90% ↑
Single Family Homes	276	468	-41% ↓	220	316	-30% ↓	\$1.20 M	\$1.43 M	-16% ↓	20	10	100% ↑
Condo/Townhouse	61	107	-43% ↓	45	77	-42% ↓	\$825 K	\$860 K	-4.07% ↓	11	8	38% ↑

REAL ESTATE SNAPSHOT

SANTA CRUZ COUNTY

MARKET OVERVIEW

Q1 2023 | Single Family Homes ?

-30.38% PROPERTIES SOLD SINGLE FAMILY HOMES	-17.26% AVERAGE SOLD PRICE SINGLE FAMILY HOMES	-16.14% MEDIAN SOLD PRICE SINGLE FAMILY HOMES
-41.03% NEW LISTINGS SINGLE FAMILY HOMES	-10.52% AVERAGE LIST PRICE SINGLE FAMILY HOMES	-7.74% MEDIAN LIST PRICE SINGLE FAMILY HOMES
-7.67% LIST/SELL PRICE RATIO SINGLE FAMILY HOMES	85.19% AVERAGE DAYS ON MARKET SINGLE FAMILY HOMES	100.00% MEDIAN DAYS ON MARKET SINGLE FAMILY HOMES

LISTING INVENTORY AND NUMBER OF SALES

Q1 2023 | Single Family Homes ?

Quarterly inventory of properties for sale along with number of sales

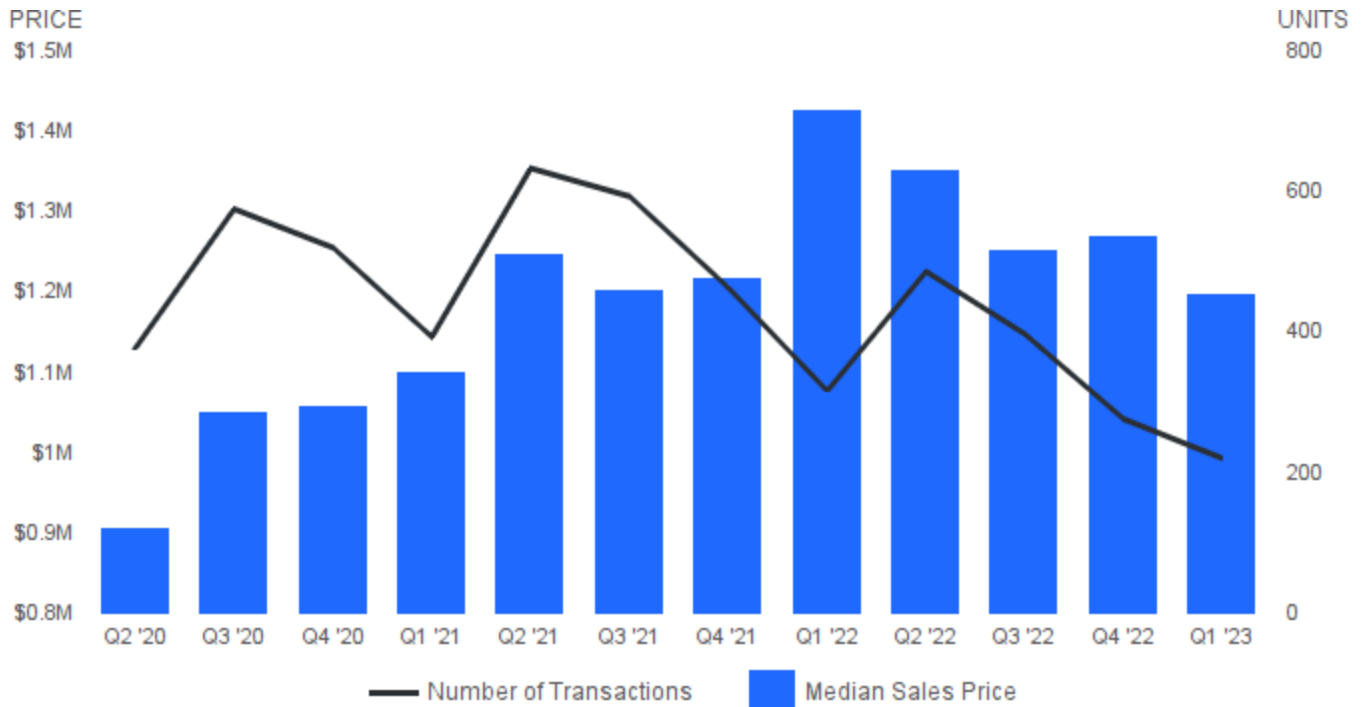


MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2023 | 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

Q1 2023 | 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.

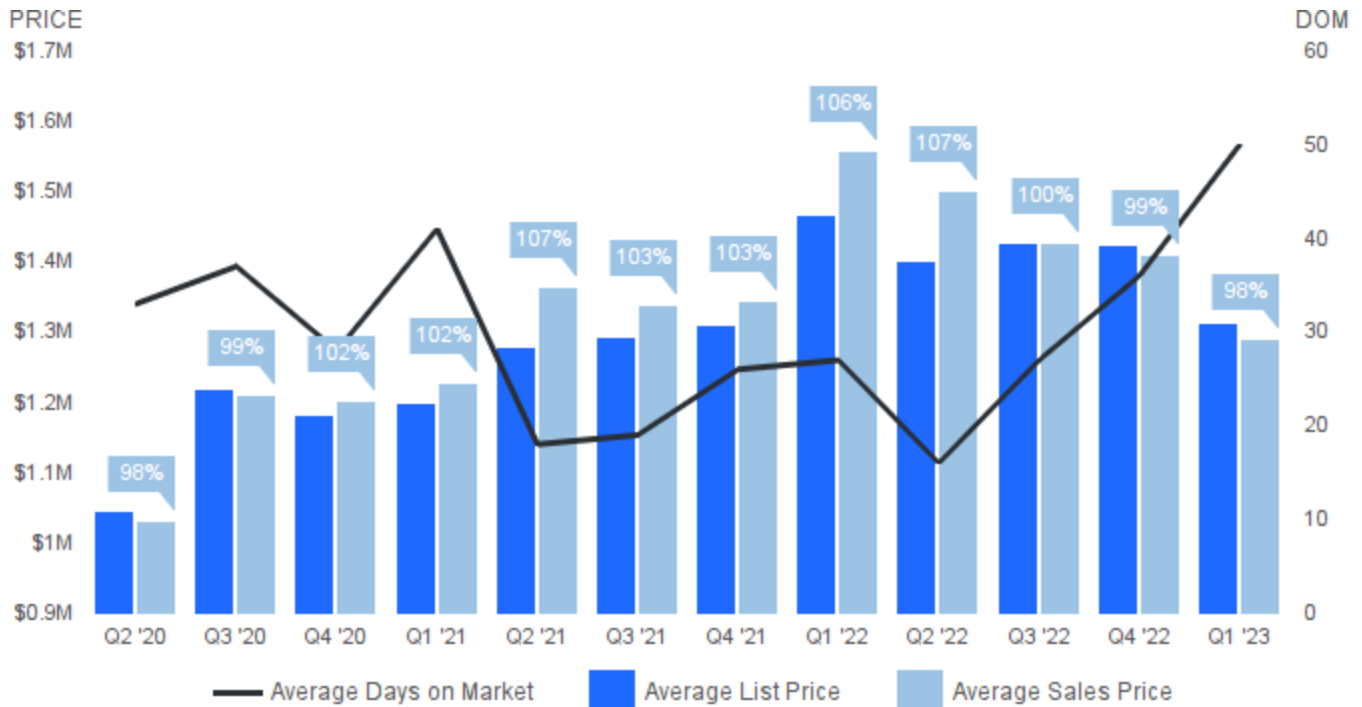


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2023 | 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.

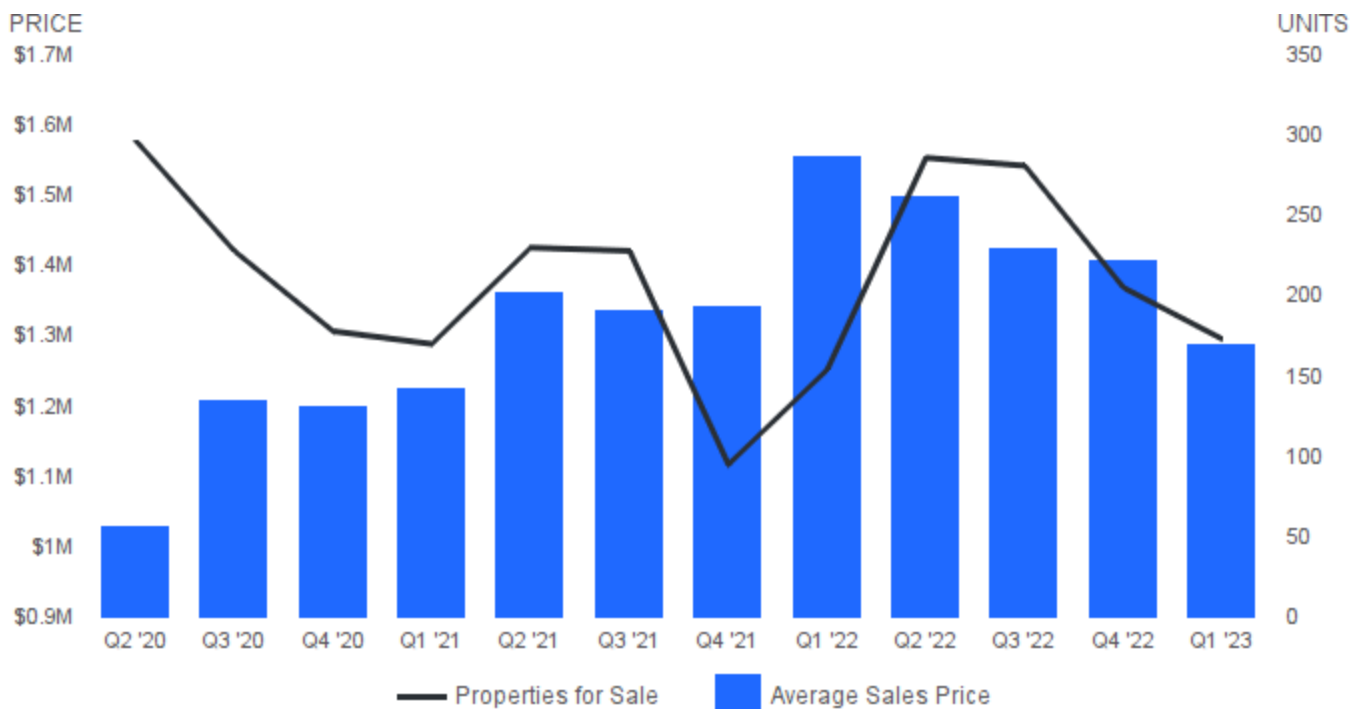


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2023 | 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.

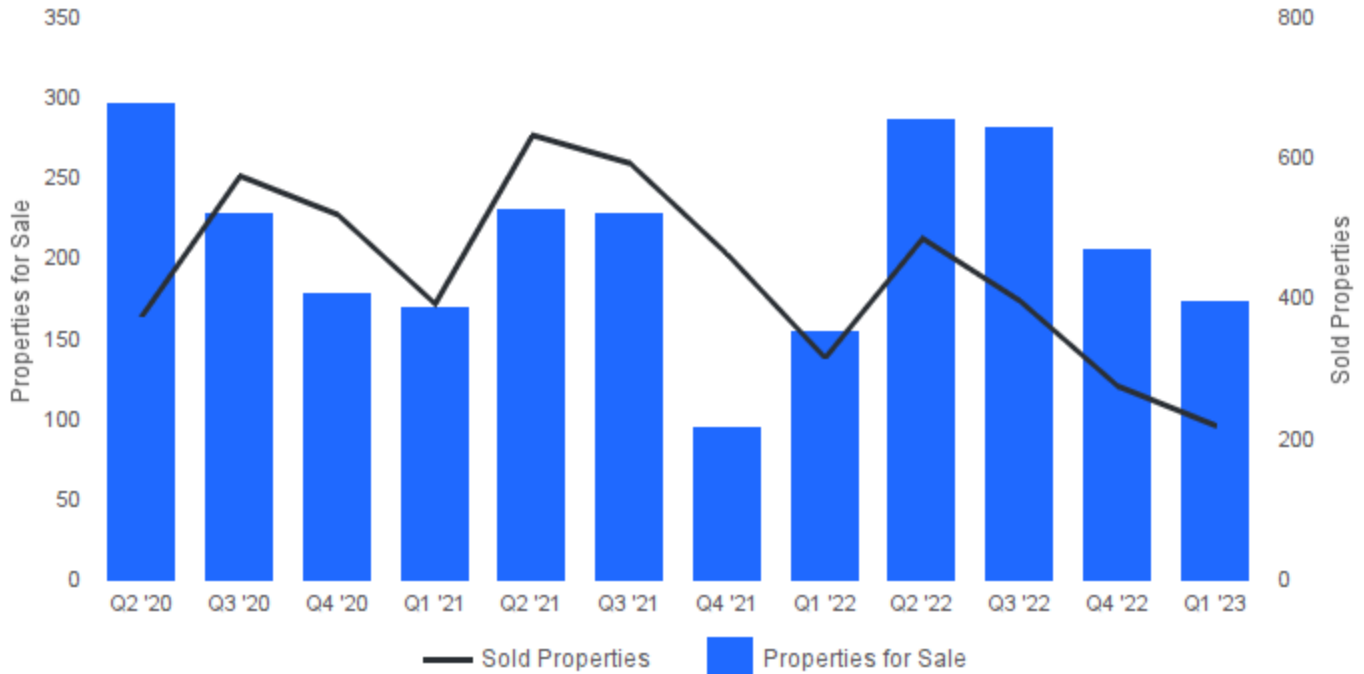


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2023 | Single Family Homes ?

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

Sold Properties | Number of properties sold.



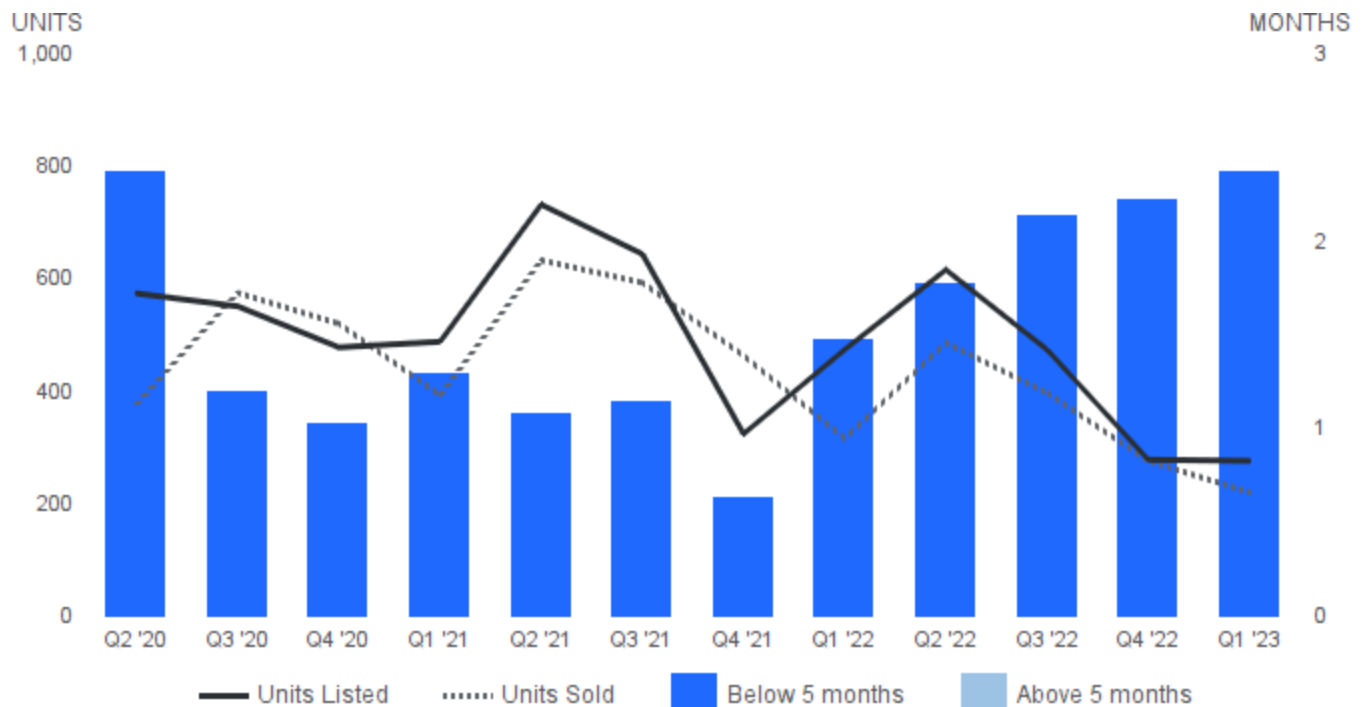
MONTHS SUPPLY OF INVENTORY

Q1 2023 | 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

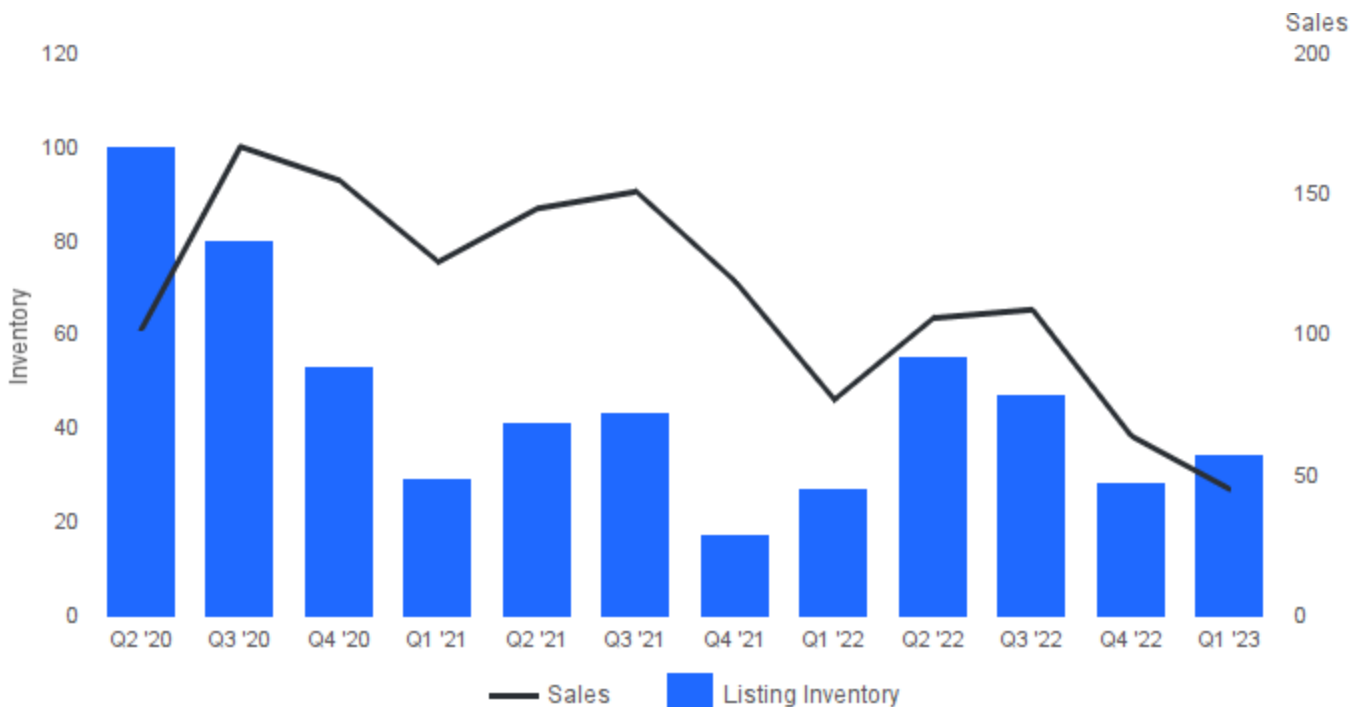
Q1 2023 | Condo/Townhouse ?

-41.56% PROPERTIES SOLD CONDO/TOWNHOUSE	-6.19% AVERAGE SOLD PRICE CONDO/TOWNHOUSE	-4.07% MEDIAN SOLD PRICE CONDO/TOWNHOUSE
-42.99% NEW LISTINGS CONDO/TOWNHOUSE	-0.28% AVERAGE LIST PRICE CONDO/TOWNHOUSE	-4.00% MEDIAN LIST PRICE CONDO/TOWNHOUSE
-5.74% LIST/SELL PRICE RATIO CONDO/TOWNHOUSE	264.29% AVERAGE DAYS ON MARKET CONDO/TOWNHOUSE	37.50% MEDIAN DAYS ON MARKET CONDO/TOWNHOUSE

LISTING INVENTORY AND NUMBER OF SALES

Q1 2023 | Condo/Townhouse ?

Quarterly inventory of properties for sale along with number of sales

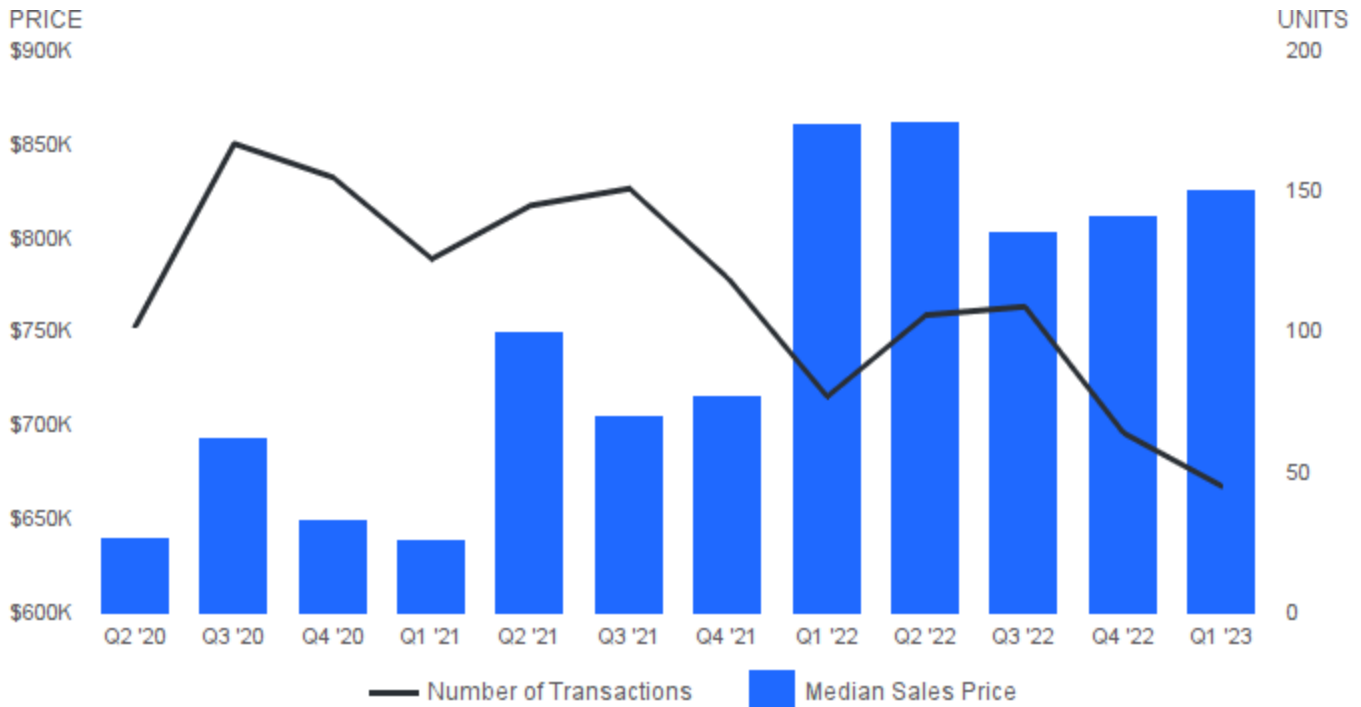


MEDIAN SALES PRICE AND NUMBER OF SALES

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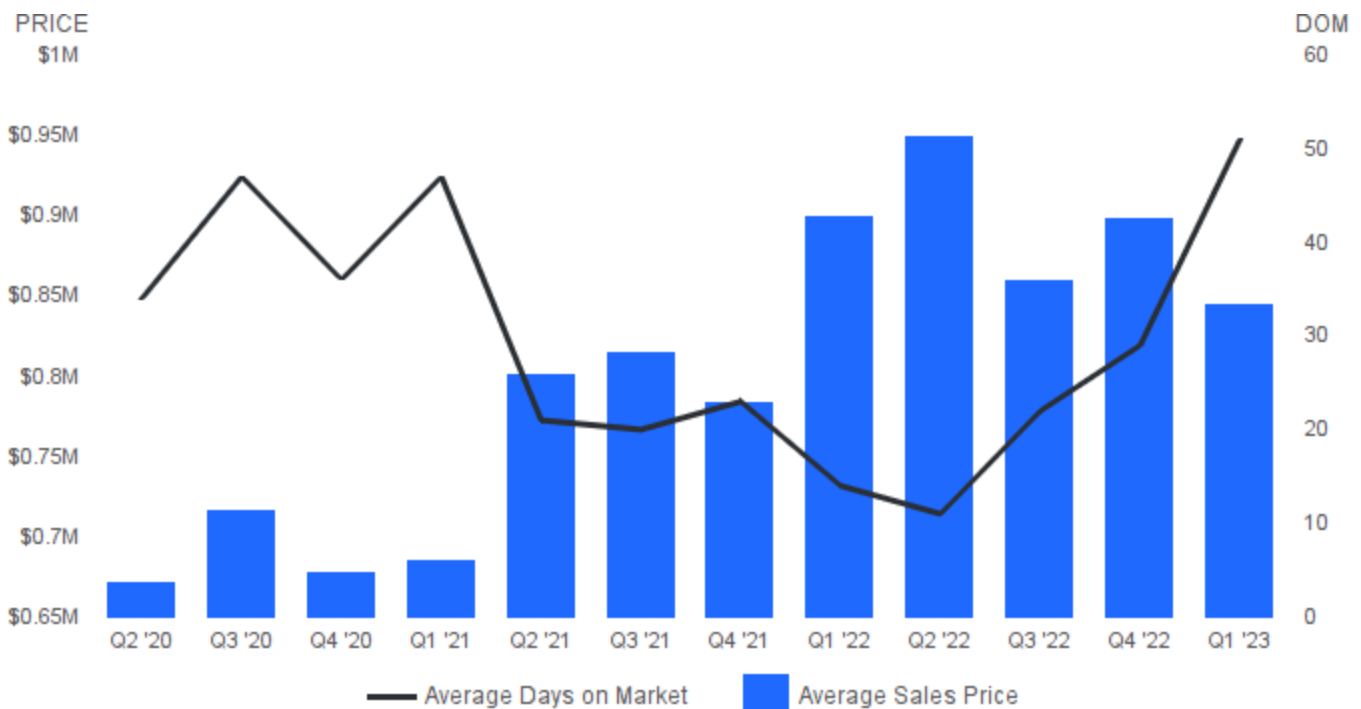


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2023 | Condo/Townhouse ?

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

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

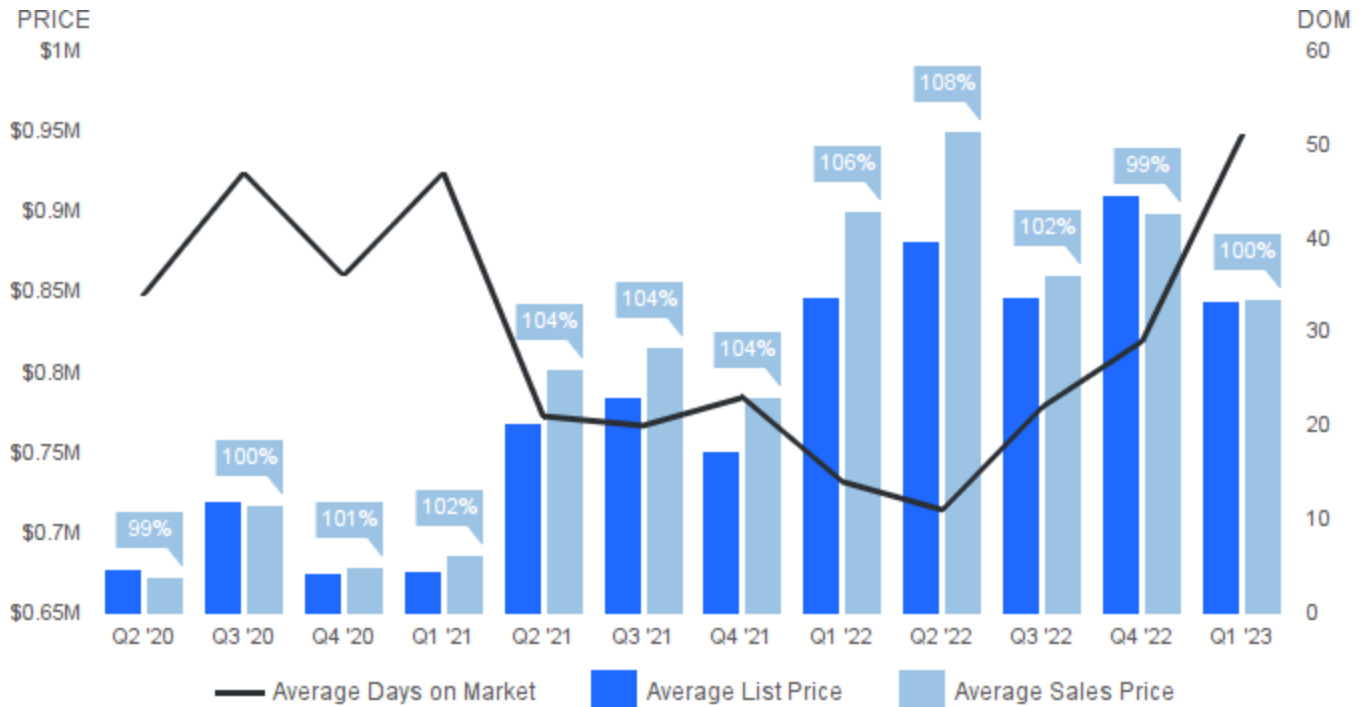


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

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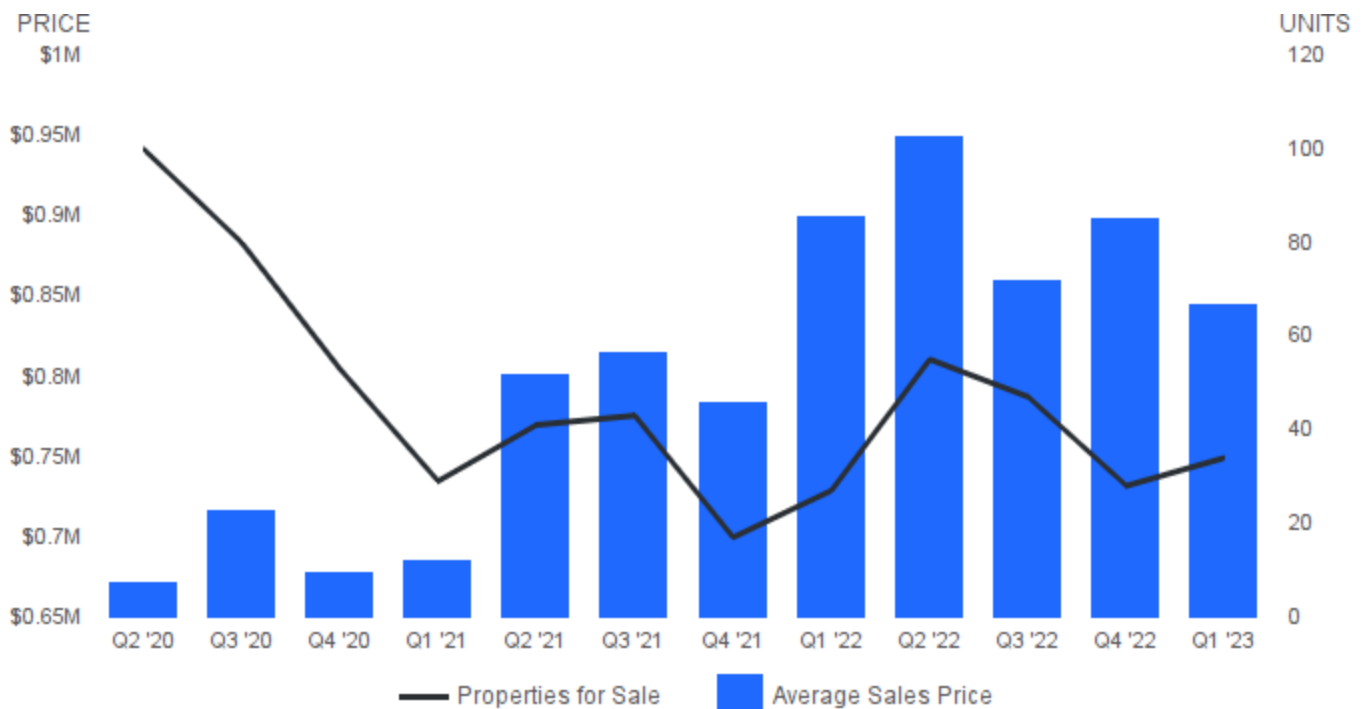


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2023 | 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.

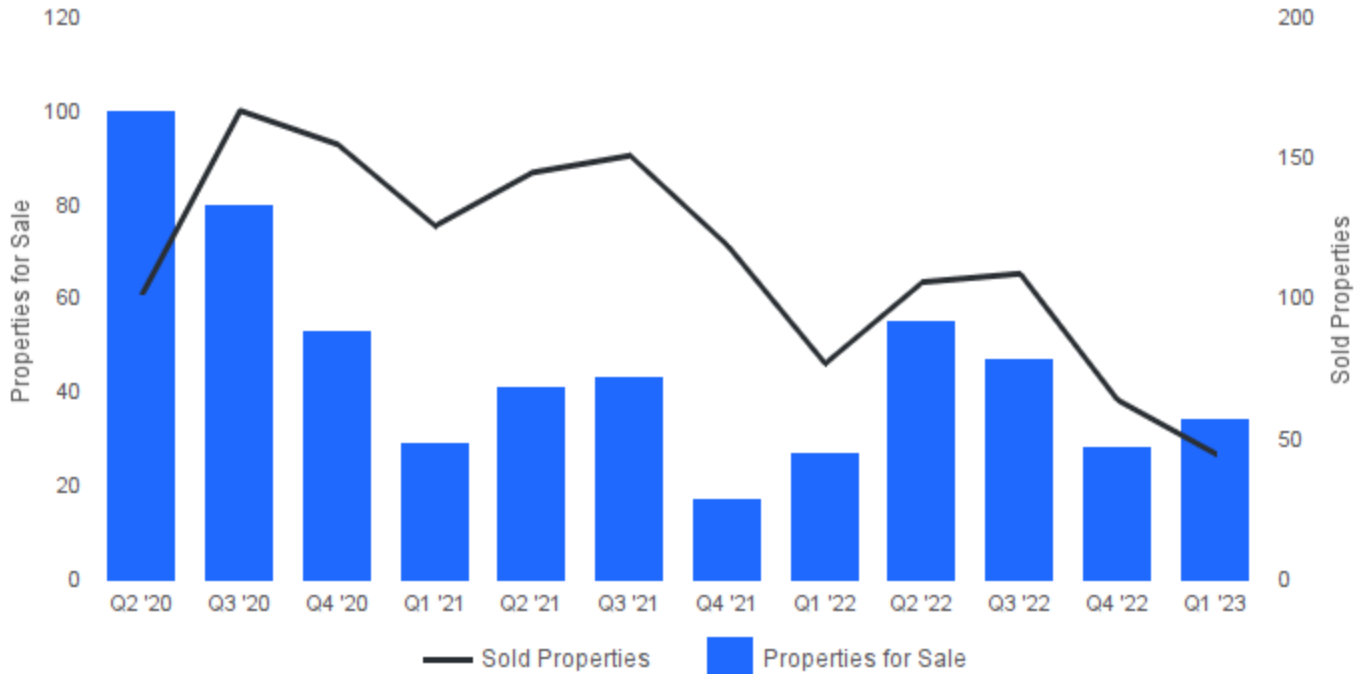


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2023 | Condo/Townhouse ?

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

Sold Properties | Number of properties sold.



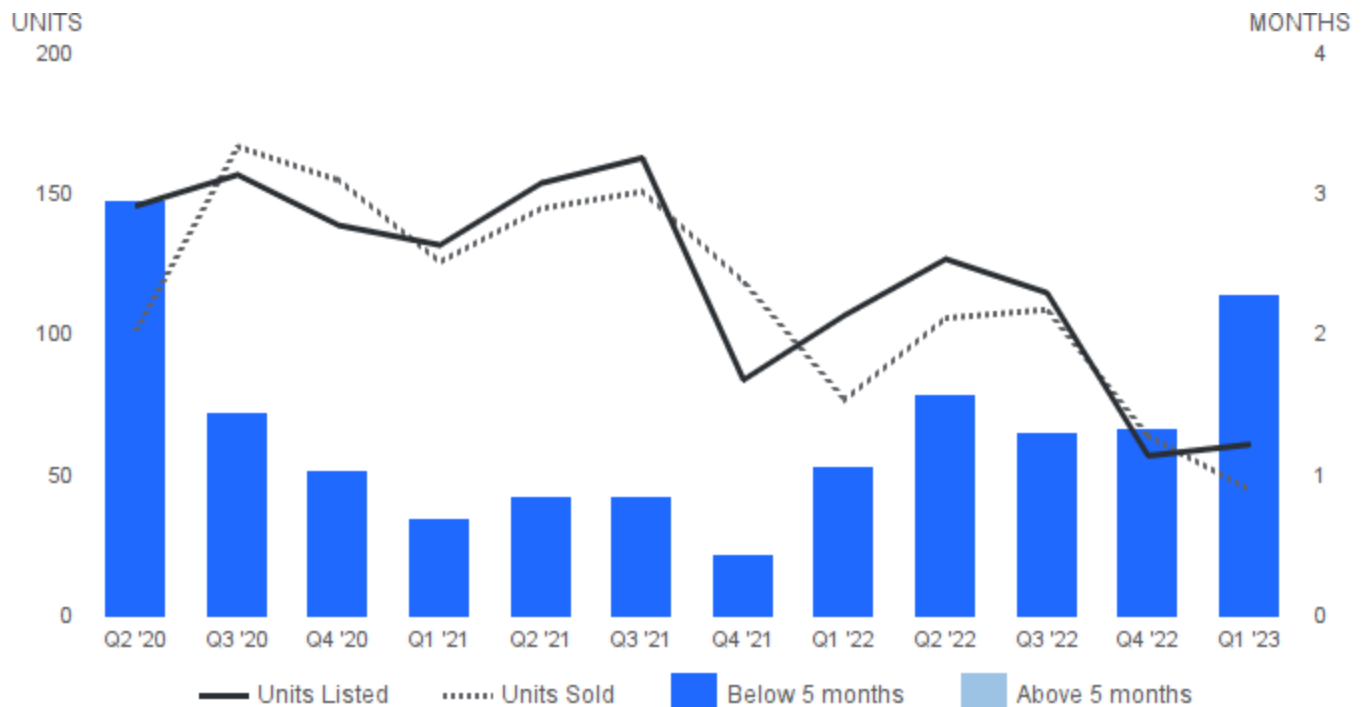
MONTHS SUPPLY OF INVENTORY

Q1 2023 | 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

Q1 2023

APTOS

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[Quarterly Report](#)

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[Quarterly Report](#)

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[Quarterly Report](#)

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

MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

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