

Single Family Residential									
January 2012									
City/Area	County	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Adult Village	Santa Cruz	2	9	7	55	162,400	142,000	94.51	1,136,800
Aptos	Santa Cruz	12	37	3	95	483,333	489,000	91.60	1,450,000
Capitola	Santa Cruz	13	28	0	0	0	0	.0	0
East of Highway 17	Santa Cruz	4	6	0	0	0	0	.0	0
East Santa Cruz County	Santa Cruz	27	87	7	101	432,968	315,000	97.32	3,030,778
Los Gatos Mtns	Santa Clara	9	33	3	96	518,333	675,000	93.91	1,555,000
Rio Del Mar / Seascapes	Santa Cruz	11	51	8	52	567,303	584,500	96.41	4,538,425
San Lorenzo Valley	Santa Cruz	39	107	20	96	296,971	257,000	98.17	5,939,433
Santa Cruz	Santa Cruz	44	158	30	123	584,084	489,845	94.27	17,522,540
Scotts Valley	Santa Cruz	15	75	9	97	633,592	618,000	94.81	5,702,333
Seacliff	Santa Cruz	2	12	0	0	0	0	.0	0
Soquel	Santa Cruz	6	37	4	166	799,750	742,000	96.44	3,199,000
Watsonville	Santa Cruz	34	92	11	43	283,809	320,500	97.48	3,121,900
West Santa Cruz County	Santa Cruz	4	11	4	102	453,625	441,250	93.15	1,814,500
Summary		222	743	106	95	462,365	-&nbsp;nbsp;nbsp;-	95.44	49,010,709
Common Interest Development									
January 2012									
City/Area	County	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Aptos	Santa Cruz	3	6	0	0	0	0	.0	0
Capitola	Santa Cruz	9	24	1	9	274,000	274,000	101.86	274,000
East Santa Cruz County	Santa Cruz	5	27	0	0	0	0	.0	0
Rio Del Mar / Seascapes	Santa Cruz	3	29	2	139	415,000	415,000	97.67	830,000
San Lorenzo Valley	Santa Cruz	0	5	1	53	115,000	115,000	95.91	115,000
Santa Cruz	Santa Cruz	18	68	9	164	232,333	207,000	99.96	2,091,000
Scotts Valley	Santa Cruz	4	13	0	0	0	0	.0	0
Seacliff	Santa Cruz	2	25	0	0	0	0	.0	0
Soquel	Santa Cruz	2	13	3	141	354,916	360,000	98.28	1,064,750
Watsonville	Santa Cruz	13	23	8	77	154,375	129,750	98.16	1,235,000
Summary		59	233	24	119	233,739	-&nbsp;nbsp;nbsp;-	98.90	5,609,750