

Single Family Residential									
March 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	0	8	3	59	190,000	162,000	98.38	570,000
Aptos	Santa Cruz	14	42	8	72	520,046	575,500	98.64	4,160,375
Capitola	Santa Cruz	3	26	10	59	695,000	677,500	97.37	6,950,000
East of Highway 17	Santa Cruz	1	6	1	49	440,000	440,000	98.0	440,000
East Santa Cruz County	Santa Cruz	15	79	10	126	431,982	398,163	100.50	4,319,827
Los Gatos Mtns	Santa Clara	11	41	8	160	651,483	678,000	95.56	5,211,869
Rio Del Mar / Seascape	Santa Cruz	19	62	13	101	827,396	734,150	92.97	10,756,150
San Lorenzo Valley	Santa Cruz	30	105	21	83	315,149	345,000	98.26	6,618,130
Santa Cruz	Santa Cruz	68	166	45	89	669,127	550,000	95.87	30,110,750
Scotts Valley	Santa Cruz	17	71	18	83	568,166	544,500	96.60	10,227,000
Seacliff	Santa Cruz	6	15	3	65	692,537	423,611	96.10	2,077,611
Soquel	Santa Cruz	15	45	6	79	629,816	516,000	98.34	3,778,900
Watsonville	Santa Cruz	24	85	22	80	277,077	277,000	97.06	6,095,699
West Santa Cruz County	Santa Cruz	2	16	1	20	370,000	370,000	98.67	370,000
Summary		225	767	169	88	542,522	- nbsp;nbsp;-	96.47	91,686,311
Common Interest Development									
March 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	5	2	54	268,250	268,250	98.62	536,500
Capitola	Santa Cruz	8	25	2	24	281,000	281,000	98.77	562,000
East Santa Cruz County	Santa Cruz	3	29	3	112	546,666	565,000	93.77	1,640,000
Rio Del Mar / Seascape	Santa Cruz	3	29	1	154	495,000	495,000	94.83	495,000
San Lorenzo Valley	Santa Cruz	0	4	2	253	89,250	89,250	82.68	178,500
Santa Cruz	Santa Cruz	24	79	15	62	339,340	315,000	99.09	5,090,100
Scotts Valley	Santa Cruz	4	8	2	98	298,750	298,750	95.60	597,500
Seacliff	Santa Cruz	0	24	2	24	354,500	354,500	93.41	709,000
Soquel	Santa Cruz	3	12	2	45	274,875	274,875	96.53	549,750
Watsonville	Santa Cruz	6	27	4	18	161,750	161,000	101.32	647,000
Summary		54	242	35	71	314,438	- nbsp;nbsp;-	97.22	11,005,350