

Single Family Residential									
December 2011									
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	1	11	5	68	193,900	167,000	97.55	969,500
Aptos	Santa Cruz	3	30	8	103	520,625	459,000	96.08	4,165,000
Capitola	Santa Cruz	2	19	4	73	526,625	490,750	99.70	2,106,500
East of Highway 17	Santa Cruz	2	5	0	0	0	0	.0	0
East Santa Cruz County	Santa Cruz	5	74	17	79	583,164	559,000	94.79	9,913,800
Los Gatos Mtns	Santa Clara	7	32	3	30	753,333	810,000	97.20	2,260,000
Rio Del Mar / Seascap	Santa Cruz	8	53	12	140	820,750	619,500	94.59	9,849,000
San Lorenzo Valley	Santa Cruz	21	95	26	106	279,000	246,500	98.05	7,254,000
Santa Cruz	Santa Cruz	32	151	35	89	688,540	569,000	98.51	24,098,902
Scotts Valley	Santa Cruz	13	77	16	201	694,875	590,500	96.44	11,118,000
Seacliff	Santa Cruz	1	11	7	145	631,357	511,000	99.26	4,419,500
Soquel	Santa Cruz	6	38	4	59	607,875	525,000	96.75	2,431,500
Watsonville	Santa Cruz	27	74	15	87	287,146	315,000	98.15	4,307,200
West Santa Cruz County	Santa Cruz	1	13	3	63	561,666	580,000	101.32	1,685,000
Summary		129	683	155	106	545,663	- nbsp;nbsp;-	97.19	84,577,902
Common Interest Development									
December 2011									
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	0	4	2	78	390,000	390,000	88.24	780,000
Capitola	Santa Cruz	5	17	2	100	234,000	234,000	93.98	468,000
East Santa Cruz County	Santa Cruz	3	26	1	124	325,000	325,000	81.45	325,000
Rio Del Mar / Seascap	Santa Cruz	6	32	4	190	496,000	416,500	95.07	1,984,000
San Lorenzo Valley	Santa Cruz	1	5	0	0	0	0	.0	0
Santa Cruz	Santa Cruz	8	72	9	165	271,100	250,000	97.25	2,439,900
Scotts Valley	Santa Cruz	1	11	2	67	310,250	310,250	97.72	620,500
Seacliff	Santa Cruz	1	23	0	0	0	0	.0	0
Soquel	Santa Cruz	2	13	2	26	291,000	291,000	100.54	582,000
Watsonville	Santa Cruz	10	20	12	74	175,850	162,600	92.09	2,110,200
Summary		37	223	34	112	273,811	- nbsp;nbsp;-	93.75	9,309,600