

# REALTOR®

Your local association news source

Resilience

**Leadership**

**2021**

**Contribution**

Inclusivity

Direction

Responsive

Diversity

Adaptability

Advocacy

VALUE

Success

UNITY

RAF

Guidance

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## PRESIDENT'S MESSAGE

Greetings and Happy New Year from your 2021 President. I have chosen three themes to focus on this year as we continue to move forward into the uncharted waters of the new decade. This is a time of change for our Association, our profession, our communities and our country. In 2020, we learned that how we have done business as REALTORS® for the past few decades was no longer a sustainable model. The global pandemic forced us to reevaluate how we show property, how we hold open houses, how we interact with our clients and showed us how we can adapt and change in an uncertain and challenging business environment. The REALTOR® community has demonstrated creativity, resilience, adaptability, and grace facing challenging circumstances and many unknowns.

After giving a great deal of thought and consideration to what is important for us as an Association and as an industry, I continue to come



**Pete Cullen**  
2021 SCCAR President  
Bailey Properties

**SAVE THE DATE!**

SCCAR's Real Estate Round Up is  
2/22/2021!

# President's Message Cont'd

back to three main points of focus, leadership, contribution and diversity. Now more than ever, we are called to lead, contribute and celebrate diversity within our REALTOR® community.

We are all leaders. We lead in our families, our communities, our schools, in our businesses and ultimately if we are to be effective in living our lives, we are called to lead ourselves. I believe leadership is an inside out job and to the extent we are effective in leading ourselves, we will be effective as leaders in all our other arenas of life. As leaders, we have the opportunity and the responsibility to make a positive difference in our own lives and in the lives of those with whom we interact and serve. There is no better way to lead, than to lead by example and to “walk our talk” and do what we say what we will do. As my mentor Brian Buffini likes to say, “My kids don’t listen to a word I say, they are too busy watching what I do ...” My pledge as your President is to do my very best to lead by example with integrity and vision embrace my role as your servant leader.

We are called to contribute. Every year when we receive our renewal notices from our local Association, we have the opportunity to contribute to our REALTOR® Action Fund. I am proud of the work done by our local REALTOR® Associations, by CAR at the state level and NAR at the national level. If there has ever been a year when our local, state

and national associations have demonstrated their value to the REALTOR® community it was 2020. From the very outset of the shelter in place mandate, our association leaders took action to ensure we would be classified as an essential business and design the protocol and procedures we needed to continue to do business effectively. I encourage all of us to think about the many ways we have benefitted from our profession and consider giving back by contributing to our REALTOR® Action Fund.

Another one of my mentors, the late Dr. Stephen Covey once stated, “Diversity is not something to be legislated or imposed by programs such as affirmative action, diversity is something to be celebrated!” Each of us brings our own unique set of experiences and frames of reference to our personal and professional endeavors. By appreciating and valuing our differences we open ourselves to new possibilities and potentially synergistic solutions to the many challenges we face. As a profession, we in the real estate industry have an opportunity to work together to make home ownership available to anyone with the financial ability to purchase property. We have a lot of work to do in this regard, overcoming over a century of housing discrimination and implicit bias. Together we can make a difference. In closing I would like to express my heartfelt gratitude to our Association staff and everyone who serves in a leadership capacity within our Association, whether it be members of our Board of Directors or those who serve on our committees. It is a privilege and honor to serve as your 2021 President and I look forward to doing my very best to help all of us work together and create our future in 2021.

In the words of Helen Keller, “Alone we can do so little, together we can do so much ...”

*With Gratitude and Appreciation,  
Pete Cullen*



# Welcome and Congrats Leadership 2021!



On January 15, 2021 our 2021 Leadership Team was officially installed by Robert Bailey. Congratulations to Pete Cullen, President, Kathy Oliver, President-elect, Jennifer Watson, Treasurer and our Directors: Fred Antaki, John Flaniken, Connie Landes, Carol Lerno, Greg Mann, Rose Marie McNair, Jordan Thorpe and Jeff Wickum. They are looking forward to a fantastic 2021!

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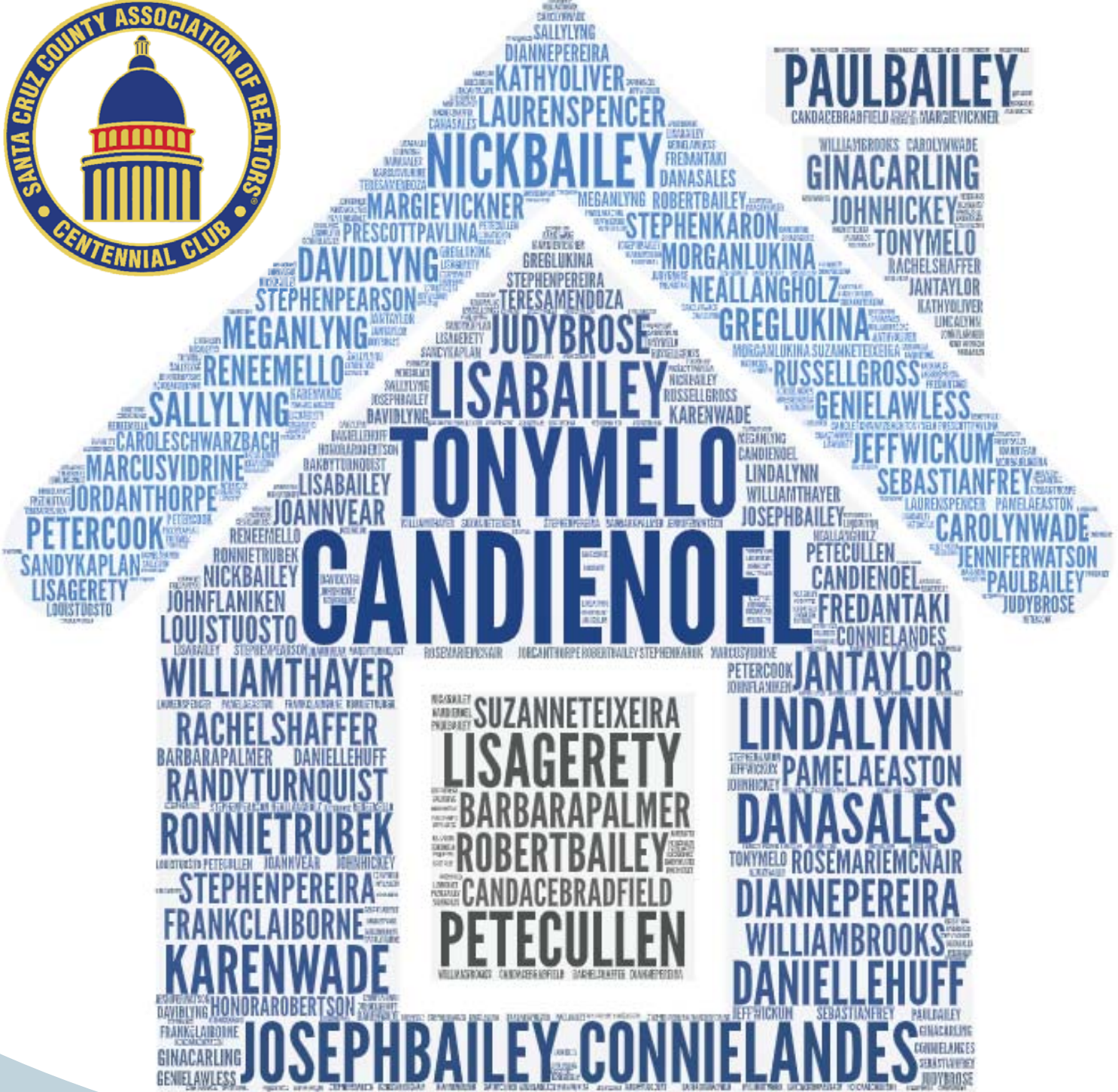
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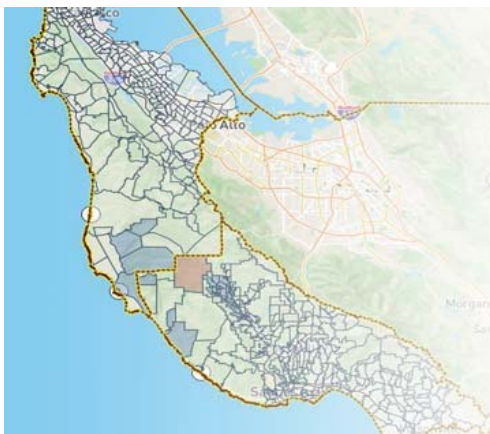
**Thank you to our 2021 Centennial Club members whose generous support helps us protect private property rights and your ability to do business.**



# WILDFIRES: NEW DISCLOSURE REQUIREMENT AND DEBRIS FLOW

Of all the natural hazards GeoDisclosure reports on, wildfire has taken center stage with all of the devastating wildfires across the western US, including California. The destructive CZU Lightning Complex Fire created tremendous damage in our County of Santa Cruz. As of January 1st, 2021, a new disclosure requirement began for homes in SRA (State Responsibility Areas) High and Very High Wildfire hazard areas. In an effort to reduce property loss in these increasingly frequent and ever larger wildfire events, California State has passed a disclosure bill, (AB-38), which is primarily meant to raise awareness about wildfire vulnerabilities of homes built before 2010, when the implementation of the wildfire-urban interface building codes first came into effect. Prior to 2010, new construction was not required to be “hardened” against wildfires by using fire-resistant building materials and design. AB-38 applies to homes built before 2010, located within a state-level High or Very High Fire Hazard areas. For these homes, the seller must disclose to the buyer wildfire vulnerabilities, using the C.A.R. form “Home Fire Hardening Disclosure and Advisory,” which is a statutory form. GeoDisclosure does report if a property is in one of these High or Very High Fire Hazard Areas. If that is the case, then the C.A.R. form must be used. I see this disclosure as positive step towards raising Wildfire Hazard awareness; it will help save lives and property destruction in the future. With 2020 tied as being the hottest year on record, and the last 10 years being the hottest decade on record, this is a welcomed disclosure.

Now that the CZU Lightning Complex Fire has been officially extinguished, we have been left with an unwelcomed and dangerous new threat: potential debris flows. Debris flows are a moving mass of loose mud, sand, soil, rock, water and air that travels down a slope under the influence of gravity. These are triggered by rain showers over the mountains where the forest has burned. Debris flows move quickly down slopes and canyons with a force that can destroy almost anything in its path. Potential debris flow areas are especially prominent around the base of Ben Lomond Mountain, below the CZU fire burn areas. The County has identified these potential debris flow areas and created evacuation zones around them and have a coordinated alert system for residences in the prone areas. CodeRed is a cell phone-based alert system app that everyone, not just for those in evacuation zones, should have on their mobile device. Within these evacuation zones are the more dangerous Potential Debris Flow Hazard areas, showing the actual potential paths debris flows can take down the mountain. GeoDisclosure includes disclosure of evacuation zones and potential debris flow hazard areas in its reports. This unwelcomed natural hazard may be with us for several winters, as burnt vegetated areas slowly recover. Its very important that people in these evacuation zones heed any warnings to leave the area when told to do so: it could be a question of life or death.



**GeoDisclosure**

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# Key Bills Heading into 2021



Victor Gomez  
SCCAR GAD  
gad@mysccar.org

In December, the State Legislature convened to swear in new members, returning members and introduce the first bills of the 2021-2022 legislative session. Due to COVID-19, the Assembly held its ceremony in the Golden 1 Center arena, while the Senate, with fewer members, conducted its session in the Capitol's Senate Chambers.

State Senate President Pro Tem Toni Atkins told California residents that

housing will continue to be one of her top issues in 2021, and she and her colleagues have already introduced several key pieces of legislation, including the reintroduction of bills from the Senate Housing Production Package that failed passage at the end of the last session due in part to insufficient time for both houses to agree on amendments.

Here's a round-up of many of the key bills that have already been introduced, including some bills that SCCAR will be tracking. A few are spot bills that act as placeholders during this stage in the legislative process, and a number are intent bills that establish the intention and direction of the bill, with details to be fleshed out later.

## I. SB 6, the Neighborhood Homes Act,

introduced by Senators Anna Caballero, Susan Eggman and Susan Rubio along with 12 coauthors, would allow housing developments as a permitted use in commercial zones. The development may be streamlined if, among other provisions, 50% or more of the site has been vacant for at least three years.

II. SB 7 by President Pro Tem Atkins would extend through 2024 the Jobs and Economic Improvement Through Environmental Leadership Act of 2011, which provides expedited judicial review of CEQA challenges for projects that meet defined environmental and labor requirements. Over the past decade, several large and transformative mixed-use

developments have applied as Environmental Leadership Development Projects and have included thousands of housing units, including deed-restricted affordable housing.

III. SB 8 has been introduced by Senator Nancy Skinner as a spot bill related to State Density Bonus Law. More to come.

IV. SB 9, introduced by Senators Atkins, Caballero, Rubio and Wiener along with three coauthors, would allow for duplexes and lot splits in single-family residential zones to be allowed by-right, meaning without case-by-case approvals. The bill is a reprise of SB 1120 from the previous legislative session.

V. SB 10, introduced by Senator Wiener, would allow cities to adopt an ordinance to zone any parcel of land for up to 10 units of housing if it is located in a transit-rich or jobs-rich area or is an urban infill site. The ordinance will not require environmental analysis.

VI. SB 15 by Senator Anthony Portantino, Chair of the Senate Appropriations Committee, would provide incentive grants to local governments that rezone idle big-box retail or shopping center sites to allow the development of housing instead.

**These handful of bills are only a small snapshot of what we may have in store this legislative session. C.A.R. and our team at SCCAR will keep you updated as these and other bills navigate their way through the legislative process.**



# Education & Event Highlights

Find a complete line up of classes on our website at [mysccar.org](http://mysccar.org)

January 29 - November 19: SCCP Series

Santa Cruz County Pro (SCCP) is designed to provide REALTORS® with knowledge and information to better assist their clients in buying and selling real estate in Santa Cruz County. Upon completion of this series you will have obtained advanced skills about the workings and nature of Santa Cruz County communities. This series offers 9 highly specialized courses held throughout the year. Learn more at [www.sccar.org/sccp](http://www.sccar.org/sccp)

January 29: Leading Real Estate Navigators

Learn how this group of agents successfully traversed 2020! Speakers: Danielle Silveira, Century 21 MM, Marvin Christie, Anderson Christie, Inc., Christine Pini, David Lyng Real Estate, Erick Fernandez, Keller Williams Realty - SC. 9:30 AM via Zoom

February 3: Glide for C.A.R. & Local Forms

Learn the Basics of the new C.A.R. member benefit for managing your transactions. 10 - 11:30 AM. Webinar format

SCCAR  
Santa Cruz County  
Association of  
REALTORS®

#edcomm

## Leading Real Estate Navigators

Friday, January 29, 2021

Learn how they successfully traversed 2020

DANIELLE SILVEIRA

MARVIN CHRISTIE

CHRISTINE PINI

ERICK FERNANDEZ



Presented by the SCCAR Education Committee



# Santa Cruz County Pro

An advanced educational series  
for Santa Cruz County REALTORS®

Santa Cruz County Pro is designed to provide REALTORS® with knowledge and information to better assist their clients in buying and selling real estate in Santa Cruz County. Upon completion of this series you will have obtained advanced skills about the workings and nature of Santa Cruz County communities and earned your SCCP Certificate!

**Fees: \$159 after 1/18/2021 and \$20 for each individual class.**

Register online at  
[mysccar.org](http://mysccar.org) or call  
831-464-2000

## 2021 Schedule\*

**Course 1:** January 20, 10 AM - Fire Hazard & Debris Flow Disclosures

**Course 2:** February 26, 9:30 AM - History & Culture

**Course 3:** March 26, 9:30 AM - Legislative Briefing

**Course 4:** April 30, 9:30 AM - All About ADU's

**Course 5:** May 28, 9:30 AM - Land Use

**Course 6:** June 25, 9:30 AM - Affordable Housing

**Course 7:** September 24, 9:30 AM - City & County Schools

**Course 8:** October 29, 9:30 AM - Coastal Commission

**Course 9:** November 19, 9:30 AM - Upcoming County Projects

*\*Seven of the nine classes need to be completed to earn your certification. Order of classes is subject to change.*



# MLSListings Expands Its Service Area

MLSListings joined the NorCal MLS Alliance data share collaborative, which will provide their subscribers with the full compilation of listings from the other 6 participating Northern California MLSs (BAREIS, BayEast, BridgeMLS, CCAR, MetroList, and SFAR).

As part of this data share, MLSListings and other MLSs have expanded their service areas for mandatory property submission to include the other MLS areas. Effective January 20, properties that are located in the following 22 counties are required to be listed or an exclusion submitted in the MLSListings MLS: Alameda, Amador, Contra Costa, El Dorado, Marin, Mendocino, Merced, Monterey, Napa, Nevada, Placer, Sacramento, San Benito, San Francisco, San Joaquin, San Mateo, Santa Clara, Santa Cruz, Solano, Sonoma, Stanislaus and Yolo.

All California properties may be listed with MLSListings, but these are the mandatory submission counties.

Moreover, any listing taken in any area within the 22 county NorCal MLS Alliance data share coverage area is subject to the Clear Cooperation rules. [Find more information.](#)



# WE JUST WANT TO SAY... THANK YOU!

***It is with your generous contribution to the Santa Cruz County Housing Foundation that there are many happy new homeowners in Santa Cruz County. We are pleased to share that the Foundation has raised \$35,000 to continue to help home buyers in need through our grant programs. Please know, this would not be possible without all of you.***

Lori Adragna  
Harmoni Akao  
Debra Alexander  
Holly Alexander  
Kalena Allard  
Steven Allen  
Kimberly Alphonse  
Daniel Alvarez  
David Anderson  
Fred Antaki  
Tony J. Aprile  
Debra Azevedo  
Tony Azevedo  
Gretchen Bach  
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Linda Bailey  
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Nora Centeno  
Sara Charbonneau  
Jonathan Chown  
Kevin Christiansen  
Sara Christiansen  
Marvin Christie  
ReNaye Churchill  
Frank Claiborne  
Trina Coffman-Gomez  
Jeannie Collins  
Nancy Comstock  
Sheila Connelly  
Krista Cook  
Peter Cook  
Tamara J. Cook  
Gabrielle Coppel  
Jackie Copriviza  
Karen Corsino  
Katy Cowley  
Alistair Craft  
Debra Crawford  
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Pete Cullen  
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Dan Davis  
James Davis  
Kathy Davis  
Kelly Davis  
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Mario Desantis  
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Lauren Valk Wills  
Daniel Wolford  
Scarlett Wolford  
Bernice Wong  
Brenda Wood  
Nicole Wood  
Rose Wood  
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Wilhelm Zilliacus  
Bret Zischke  
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# WELCOME

## WE'RE GLAD YOU'RE HERE!

### **NEW REALTOR® MEMBERS**

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Hallie Anzalone, Sereno Group  
Alyona Borchaninova, Century 21 MM  
Christie Cliett, David Lyng Real Estate  
Candace Cordova, David Lyng Real Estate  
Cynthia Howe, Authentic Real Estate  
Tanner Kufchak, David Lyng Real Estate  
Landon Meyer, Anderson Christie, Inc.  
Jeff November, Pacific Sun Properties  
Benjamin Romero, Century 21 MM  
Ryan Sanfilippo, Keller Williams Realty-SC  
Felicia Saunders, Allen Property Group  
Jonathan Trawinski, The Turtlestone Group  
Laura Welch, Keller Williams-Cupertino  
George Zeleny, Keller Williams Realty-SC

### **AFFILIATE**

Steve Principe, Stearns

### **TRANSFERS**

Sam Bird-Robinson, Keller Williams Realty-SC  
Monika Davidson, Coldwell Banker Res. Brokerage  
Angel Garcia, Keller Williams Realty-SC  
Aimee Thayer-Garcia, Keller Williams Realty-SC  
Zach Kirkpatrick, Keller Williams-Cupertino  
Justine Sanden, eXp Realty of California

### **LIFRO**

Sunny Brandt, David Lyng Real Estate  
Jim Crowley, Miritz Real Estate, Inc.  
Thomas French, Park Place  
Broden Greenley, Coldwell Banker Res. Brokerage  
David Guldish, Bailey Properties, Inc.  
Celeste Lovell, Vista Properties  
Angeles Manegdeg, David Lyng Real Estate  
Tanya Ridino, Authentic Real Estate  
Holly Willet, David Lyng Real Estate

# Santa Cruz County Housing Statistics

## December 2020: Santa Cruz County - Single Family Residential

City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	11	34	5	21	\$3,021,695	\$1,458,476	\$658	102%	\$15,108,476	2,373	26,258	1.6
Ben Lomond	1	11	1	10	\$730,000	\$730,000	\$780	104%	\$730,000	936	24,568	2.2
Boulder Creek	8	40	3	20	\$673,585	\$725,000	\$563	98%	\$2,020,757	1,150	13,620	5
Brookdale	0	3	1	17	\$772,000	\$772,000	\$396	110%	\$772,000	1,948	16,248	4.5
Capitola	0	7	1	133	\$2,275,000	\$2,275,000	\$979	96%	\$2,275,000	2,323	4,000	1.4
Corralitos	0	5	0									
Davenport	0	1	0									
Felton	6	21	2	22	\$638,000	\$638,000	\$761	100%	\$1,276,000	913	15,573	2.4
Freedom	1	1	0									
La Selva Beach	1	6	0									
Los Gatos	0	23	2	6	\$1,607,500	\$1,607,500	\$665	103%	\$3,215,000	3,264	534,634	4.3
Mount Hermon	0	1	0									
Santa Cruz	20	76	16	47	\$1,381,787	\$1,262,500	\$932	104%	\$22,108,600	1,597	16,781	1.9
Scotts Valley	2	25	3	34	\$1,199,500	\$1,382,500	\$638	101%	\$3,598,500	1,817	151,095	1.6
Soquel	1	10	3	24	\$1,600,833	\$1,100,000	\$648	96%	\$4,802,500	2,573	51,938	2.3
Watsonville	7	41	1	17	\$685,000	\$685,000	\$635	114%	\$685,000	1,078	6,708	3.7
<b>Summary</b>	<b>58</b>	<b>305</b>	<b>38</b>	<b>32</b>	<b>\$ 1,325,900</b>	<b>\$1,100,000</b>	<b>\$658</b>	<b>103%</b>	<b>\$56,591,833</b>	<b>1,816</b>	<b>78,311</b>	<b>2.8</b>

## December 2020: Santa Cruz County - Common Interest Development

City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	0	18	3	38	\$683,333	\$575,000	\$538	99%	\$2,050,000	1,184	1,788	2.5
Boulder Creek	1	3	0									
Capitola	2	4	2	35	\$598,500	\$598,500	\$667	100%	\$1,197,000	899		0.9
Freedom	0	1	0									
La Selva Beach	0	2	1	16	\$1,000,000	\$1,000,000	\$951	111%	\$1,000,000	1,052		1.5
Santa Cruz	3	36	3	14	\$995,333	\$721,000	\$604	105%	\$2,986,000	1,470	2,294	2.6
Scotts Valley	1	7	2	47	\$602,500	\$602,500	\$500	99%	\$1,205,000	1,205	1,394	1.2
Watsonville	3	15	2	10	\$494,000	\$494,000	\$408	102%	\$988,000	1,216	1,133	4.5
<b>Summary</b>	<b>10</b>	<b>86</b>	<b>13</b>	<b>27</b>	<b>\$728,944</b>	<b>\$600,500</b>	<b>\$571</b>	<b>103%</b>	<b>\$ 9,426,000</b>	<b>1,171</b>	<b>1,652</b>	<b>2.2</b>

Data provided by MLS Listings, Inc. and compiled by the Santa Cruz County Association of REALTORS®

## December Home Sales and Price Report

California housing market ends year on high note as sales continue strong in December and median price reaches another record high, C.A.R. reports -

- > Existing, single-family home sales totaled 509,750 in December on a seasonally adjusted annualized rate, up 0.2 percent from November and up 28 percent from December 2019.
- > December's statewide median home price was \$717,930, up 2.7 percent from November and up 16.8 percent from December 2019.
- > For 2020 as a whole, sales of existing statewide homes were up 3.5 percent from last year.

LOS ANGELES (Jan. 15) – Despite a global pandemic that lingered most of the year, two lockdowns and a struggling economy, California's housing market closed out 2020 on a high note, recording solid sales and a fifth record-high median price in December, the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) said. Read more

# Santa Cruz County Housing Statistics - Annual

2020: Santa Cruz County - Single Family Residential												
City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	335	27	298	42	\$1,388,226	\$1,152,500	\$613	101%	\$413,691,630	1,987	24,265	1
Ben Lomond	76	7	69	33	\$798,351	\$750,000	\$496	101%	\$55,086,250	1,618	137,510	1.2
Boulder Creek	169	22	150	48	\$675,372	\$638,000	\$470	100%	\$101,305,846	1,546	60,347	1.5
Brookdale	14	2	15	48	\$672,333	\$645,000	\$402	98%	\$10,085,000	1,564	18,191	1.5
Capitola	73	5	65	36	\$1,238,794	\$1,125,000	\$876	100%	\$80,521,631	1,425	4,472	0.8
Corralitos	11	5	7	60	\$1,588,428	\$1,300,000	\$489	94%	\$11,119,000	2,577	461,898	5
Davenport	8	0	8	110	\$823,125	\$855,000	\$614	92%	\$6,585,000	1,363	92,652	0
Felton	130	16	111	34	\$772,001	\$710,000	\$521	101%	\$85,692,148	1,545	52,013	1.4
Freedom	18	1	13	16	\$586,230	\$580,000	\$406	102%	\$7,621,000	1,303	5,314	0.8
La Selva Beach	30	6	31	66	\$1,382,470	\$1,140,000	\$694	98%	\$42,856,590	1,958	22,937	1.8
LOS GATOS	109	18	77	52	\$1,383,323	\$1,300,000	\$546	99%	\$106,515,875	2,546	265,946	2.5
Mount Hermon	4	1	4	22	\$697,500	\$698,500	\$474	103%	\$2,790,000	1,412	11,696	3
Santa Cruz	640	69	526	36	\$1,275,889	\$1,091,500	\$717	101%	\$671,118,096	1,750	24,516	1.4
Scotts Valley	165	17	132	48	\$1,136,869	\$1,090,000	\$527	100%	\$150,066,725	2,202	111,317	0.9
Soquel	84	8	69	42	\$1,280,018	\$1,220,000	\$526	100%	\$88,321,275	2,302	65,033	1.4
Watsonville	213	31	179	41	\$783,021	\$679,000	\$447	99%	\$140,160,847	1,760	63,577	1.8
<b>Summary</b>	<b>2079</b>	<b>235</b>	<b>1754</b>	<b>46</b>	<b>\$ 1,030,122</b>	<b>\$972,500</b>	<b>\$524</b>	<b>99.3%</b>	<b>\$1,973,536,913</b>	<b>1,804</b>	<b>88,855</b>	<b>1.6</b>

2020: Santa Cruz County - Common Interest Development												
City	New	Inventory	Sold	Avg. DOM	Avg. Sale Price	Median Sale Price	Median \$/Sqft	% LP Rec'd	Sale Volume	Avg. Home Sq. Ft.	Avg. Lot Sq. Ft.	Months of Inventory
Aptos	128	16	116	61	\$742,591	\$732,000	\$552	99%	\$86,140,614	1,324	1,472	1.6
Boulder Creek	11	3	8	67	\$417,562	\$400,500	\$353	100%	\$3,340,500	1,284	947	2.3
Capitola	67	6	58	18	\$597,241	\$544,000	\$585	100%	\$34,639,983	982	1,029	1.1
Freedom	3	0	3	7	\$487,233	\$536,000	\$320	101%	\$1,461,700	1,564	2,033	0
La Selva Beach	15	1	14	62	\$1,109,285	\$975,000	\$651	101%	\$15,530,000	1,544	1,498	0.6
Santa Cruz	201	24	173	34	\$664,955	\$619,000	\$562	100%	\$115,037,320	1,197	2,395	1.3
Scotts Valley	78	6	72	47	\$752,267	\$822,500	\$475	100%	\$54,163,257	1,617	2,047	0.8
Soquel	4	1	2	47	\$522,000	\$522,000	\$518	100%	\$1,044,000	1,008		
Watsonville	72	10	53	36	\$534,876	\$483,000	\$394	99%	\$28,348,475	1,215	1,204	1.8
<b>Summary</b>	<b>579</b>	<b>67</b>	<b>499</b>	<b>42</b>	<b>\$ 647,557</b>	<b>\$544,000</b>	<b>\$518</b>	<b>100.0%</b>	<b>\$339,705,849</b>	<b>1,304</b>	<b>1,578</b>	<b>1.2</b>

Data provided by MLS Listings, Inc.



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