

| Single Family Residential   |             |              |                   |              |             |                     |                    |            |                    |  |
|-----------------------------|-------------|--------------|-------------------|--------------|-------------|---------------------|--------------------|------------|--------------------|--|
| May 2013                    |             |              |                   |              |             |                     |                    |            |                    |  |
| 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  | 3            | 7                 | 5            | 19          | 210,400             | 196,500            | 98.61      | 1,052,000          |  |
| Aptos                       | Santa Cruz  | 15           | 38                | 19           | 54          | 672,948             | 670,000            | 98.38      | 12,786,025         |  |
| Capitola                    | Santa Cruz  | 12           | 17                | 4            | 26          | 752,500             | 672,500            | 96.85      | 3,010,000          |  |
| East of Highway 17          | Santa Cruz  | 1            | 0                 | 1            | 1           | 1,150,000           | 1,150,000          | 100.0      | 1,150,000          |  |
| East Santa Cruz County      | Santa Cruz  | 42           | 96                | 14           | 47          | 799,162             | 675,000            | 96.38      | 11,188,270         |  |
| Los Gatos Mtns              | Santa Clara | 13           | 40                | 12           | 24          | 776,269             | 839,450            | 96.07      | 9,315,238          |  |
| Rio Del Mar / Seascapes     | Santa Cruz  | 27           | 58                | 13           | 25          | 677,230             | 665,000            | 99.81      | 8,804,000          |  |
| San Lorenzo Valley          | Santa Cruz  | 35           | 101               | 40           | 42          | 431,916             | 396,000            | 100.47     | 17,276,640         |  |
| Santa Cruz                  | Santa Cruz  | 64           | 131               | 60           | 40          | 773,800             | 675,000            | 100.13     | 46,428,014         |  |
| Scotts Valley               | Santa Cruz  | 23           | 51                | 17           | 43          | 732,654             | 750,000            | 101.49     | 12,455,131         |  |
| Seacliff                    | Santa Cruz  | 7            | 15                | 6            | 18          | 875,666             | 683,500            | 99.47      | 5,254,000          |  |
| Soquel                      | Santa Cruz  | 12           | 26                | 15           | 56          | 829,758             | 735,000            | 99.51      | 12,446,375         |  |
| Watsonville                 | Santa Cruz  | 11           | 26                | 20           | 20          | 340,600             | 324,000            | 102.46     | 6,812,000          |  |
| West Santa Cruz County      | Santa Cruz  | 6            | 15                | 2            | 14          | 447,000             | 447,000            | 108.50     | 894,000            |  |
| Summary                     |             | 271          | 621               | 228          | 38          | 652,946             | -&nbsp;nbsp;nbsp;- | 99.56      | 148,871,693        |  |
| Common Interest Development |             |              |                   |              |             |                     |                    |            |                    |  |
| May 2013                    |             |              |                   |              |             |                     |                    |            |                    |  |
| 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            | 3                 | 1            | 71          | 610,000             | 610,000            | 98.71      | 610,000            |  |
| Capitola                    | Santa Cruz  | 5            | 17                | 11           | 118         | 341,045             | 342,500            | 100.30     | 3,751,500          |  |
| East Santa Cruz County      | Santa Cruz  | 4            | 29                | 4            | 83          | 491,750             | 560,000            | 99.85      | 1,967,000          |  |
| Rio Del Mar / Seascapes     | Santa Cruz  | 9            | 33                | 6            | 26          | 597,333             | 597,000            | 97.71      | 3,584,000          |  |
| San Lorenzo Valley          | Santa Cruz  | 1            | 2                 | 5            | 14          | 219,400             | 190,000            | 100.87     | 1,097,000          |  |
| Santa Cruz                  | Santa Cruz  | 17           | 44                | 14           | 52          | 358,106             | 347,500            | 100.51     | 5,013,488          |  |
| Scotts Valley               | Santa Cruz  | 4            | 9                 | 3            | 11          | 346,000             | 328,500            | 103.86     | 1,038,000          |  |
| Seacliff                    | Santa Cruz  | 2            | 22                | 2            | 8           | 365,000             | 365,000            | 101.53     | 730,000            |  |
| Soquel                      | Santa Cruz  | 1            | 3                 | 3            | 21          | 374,233             | 359,000            | 103.20     | 1,122,700          |  |
| Watsonville                 | Santa Cruz  | 3            | 7                 | 5            | 95          | 253,000             | 265,000            | 98.88      | 1,265,000          |  |
| Summary                     |             | 49           | 169               | 54           | 60          | 373,679             | -&nbsp;nbsp;nbsp;- | 99.84      | 20,178,688         |  |