

Single Family Residential									
November 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	7	15	2	65	163,750	163,750	103.51	327,500
Aptos	Santa Cruz	9	45	6	153	707,083	563,750	91.97	4,242,500
Capitola	Santa Cruz	3	28	2	95	750,000	750,000	93.17	1,500,000
East of Highway 17	Santa Cruz	1	3	0	0	0	0	.0	0
East Santa Cruz County	Santa Cruz	16	101	16	86	329,565	294,500	97.72	5,273,050
Los Gatos Mtns	Santa Clara	5	37	3	27	1,096,700	985,000	98.54	3,290,100
Rio Del Mar / Seascap	Santa Cruz	11	66	10	132	566,009	534,500	96.58	5,660,095
San Lorenzo Valley	Santa Cruz	36	112	21	132	278,618	260,000	95.73	5,850,980
Santa Cruz	Santa Cruz	34	170	29	68	571,444	499,000	96.44	16,571,900
Scotts Valley	Santa Cruz	22	90	7	61	615,428	499,000	94.31	4,308,000
Seacliff	Santa Cruz	11	20	2	76	674,250	674,250	94.70	1,348,500
Soquel	Santa Cruz	9	41	13	95	540,530	528,500	97.26	7,026,900
Watsonville	Santa Cruz	25	79	15	37	284,719	300,000	100.73	4,270,799
West Santa Cruz County	Santa Cruz	5	18	5	100	515,725	499,000	92.69	2,578,625
Summary		194	825	131	89	475,182	- nbsp;nbsp;-	96.24	62,248,949
Common Interest Development									
November 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	2	6	2	131	309,500	309,500	100.18	619,000
Capitola	Santa Cruz	3	15	2	125	369,850	369,850	100.37	739,700
East Santa Cruz County	Santa Cruz	1	27	2	33	578,500	578,500	97.88	1,157,000
Rio Del Mar / Seascap	Santa Cruz	4	34	1	631	643,500	643,500	85.91	643,500
San Lorenzo Valley	Santa Cruz	1	5	0	0	0	0	.0	0
Santa Cruz	Santa Cruz	15	81	4	108	307,000	272,000	96.85	1,228,000
Scotts Valley	Santa Cruz	1	10	3	106	333,403	346,210	96.68	1,000,210
Seacliff	Santa Cruz	2	24	1	13	241,000	241,000	92.87	241,000
Soquel	Santa Cruz	3	19	3	174	244,080	242,000	95.62	732,240
Watsonville	Santa Cruz	4	24	16	102	146,962	134,000	97.29	2,351,400
Summary		36	245	34	121	256,236	- nbsp;nbsp;-	96.24	8,712,050