

THE 2007 ANNUAL REAL ESTATE REPORT

LOCAL MARKET TRENDS



SANTA CRUZ COUNTY

January 2008



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Santa Cruz Home Prices Rose in 2007

Prices of single-family, re-sale homes and condos rose in 2007, after a small decline in 2006. Of course, the numbers are a bit deceptive, especially in this market. First, the number of home sales above \$1,000,000 has increased and this has the effect of skewing the numbers upward.

The median price for single-family homes for the year was \$755,000, a gain of 1.2% over 2006. The average price gained 3.3% to \$857,148.

Condo prices fared a bit worse with the median price down 4.2% to \$503,000 over 2006, but the average price gained 1.3% to \$547,281.

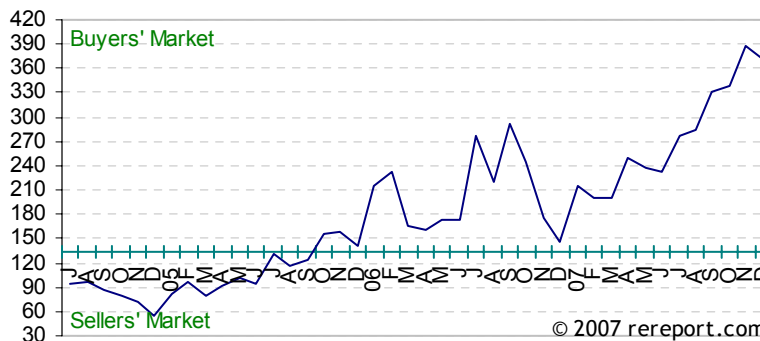
Inventory was lower last year compared to 2006, which probably helped

keep prices firm. The number of new listings that came to market last year was 17.2% lower than the year before for homes, and down 16.8% for condos.

The story of the year was the credit crunch. It slashed demand to the bone. Gone are 100% mortgages and no-doc mortgages. The tightening of underwriting has caused many people not to qualify for a home loan.

Sales were already weak before the credit crunch, but afterwards, they went into free-fall. Home sales dropped 21.2% from 2006, while condo sales were off 20.2%. This is now the third year in a row home sales have fallen. I expect we're nearing the bottom of the market, although we probably won't see much of a pick-up until the second half of the year.

Days of Inventory: Single-Family Homes



Inside this issue are Annual statistics for:

- SANTA CRUZ COUNTY
- APTOS
- CAPITOLA
- LOS GATOS MOUNTAINS
- RIO DEL MAR
- SAN LORENZO VALLEY
- SANTA CRUZ
- EAST COUNTY
- WEST COUNTY
- SCOTTS VALLEY
- SEACLIFF
- SOQUEL
- WATSONVILLE

C.A.R.'s California Housing Market Forecast for 2008

Statewide median price down, pace of sales decline moderates after tumultuous 2007

Home prices throughout most of California will post modest declines next year while sales of existing homes will stabilize from the precipitous decrease experienced in 2007, according to the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) "2008 California Housing Market Forecast".

The median home price in California will decline 4 percent to \$553,000 in 2008 compared with a projected median of \$576,000 this year, while sales for 2008 are projected to decrease 9 percent to 334,500 units, compared with 367,500 units (projected) in 2007.

"Tighter credit standards, affordability concerns, and a continued standoff between buyers and sellers

will contribute to continued weakness in the market going into next year," said C.A.R. President Colleen Badagliacco. "Now is not the time for homeowners to 'test the waters' – only serious sellers should put their homes on the market in what will continue to be a challenging sales environment."

(Continued on page 5)

SANTA CRUZ COUNTY STATISTICS

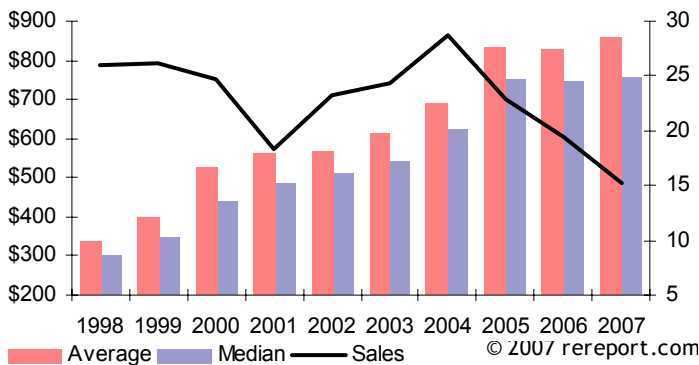
| Santa Cruz County (Single Family Homes) | | | | | | | | |
|--|--------|-------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 3,679 | 2,116 | \$236,500 | \$268,392 | | | | |
| 1997 | 3,542 | 2,522 | \$265,000 | \$303,118 | -3.7% | 19.2% | 12.1% | 12.9% |
| 1998 | 3,600 | 2,603 | \$300,000 | \$338,384 | 1.6% | 3.2% | 13.2% | 11.6% |
| 1999 | 3,304 | 2,617 | \$350,000 | \$401,467 | -8.2% | 0.5% | 16.7% | 18.6% |
| 2000 | 3,366 | 2,464 | \$440,000 | \$527,071 | 1.9% | -5.8% | 25.7% | 31.3% |
| 2001 | 3,566 | 1,826 | \$487,250 | \$561,952 | 5.9% | -25.9% | 10.7% | 6.6% |
| 2002 | 3,700 | 2,319 | \$510,000 | \$566,608 | 3.8% | 27.0% | 4.7% | 0.8% |
| 2003 | 3,556 | 2,439 | \$540,000 | \$611,999 | -3.9% | 5.2% | 5.9% | 8.0% |
| 2004 | 3,674 | 2,869 | \$626,000 | \$691,749 | 3.3% | 17.6% | 15.9% | 13.0% |
| 2005 | 3,808 | 2,283 | \$750,000 | \$834,435 | 3.6% | -20.4% | 19.8% | 20.6% |
| 2006 | 4,122 | 1,941 | \$746,000 | \$829,892 | 8.2% | -15.0% | -0.5% | -0.5% |
| 2007 | 3,411 | 1,529 | \$755,000 | \$857,148 | -17.2% | -21.2% | 1.2% | 3.3% |

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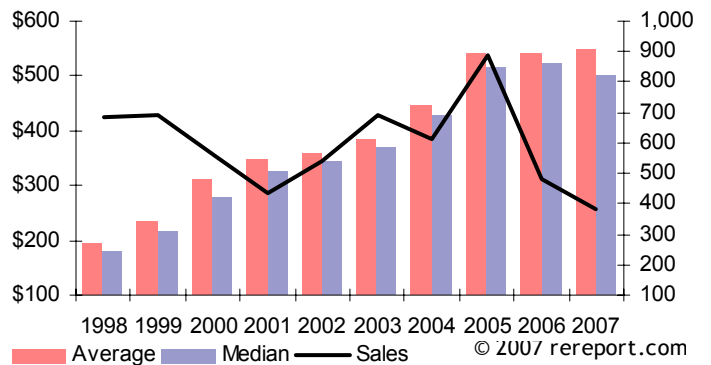
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| Santa Cruz County (Townhomes/Condominiums) | | | | | | | | |
|---|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 765 | 422 | \$160,000 | \$166,875 | | | | |
| 1997 | 716 | 568 | \$168,700 | \$187,318 | -6.4% | 34.6% | 5.4% | 12.3% |
| 1998 | 782 | 686 | \$181,500 | \$194,994 | 9.2% | 20.8% | 7.6% | 4.1% |
| 1999 | 702 | 689 | \$218,200 | \$234,050 | -10.2% | 0.4% | 20.2% | 20.0% |
| 2000 | 615 | 559 | \$278,000 | \$310,498 | -12.4% | -18.9% | 27.4% | 32.7% |
| 2001 | 694 | 435 | \$325,000 | \$348,488 | 12.8% | -22.2% | 16.9% | 12.2% |
| 2002 | 763 | 540 | \$342,750 | \$360,094 | 9.9% | 24.1% | 5.5% | 3.3% |
| 2003 | 786 | 692 | \$369,500 | \$386,316 | 3.0% | 28.1% | 7.8% | 7.3% |
| 2004 | 728 | 611 | \$427,000 | \$446,657 | -7.4% | -11.7% | 15.6% | 15.6% |
| 2005 | 596 | 889 | \$515,000 | \$539,795 | -18.1% | 45.5% | 20.6% | 20.9% |
| 2006 | 988 | 481 | \$525,000 | \$540,421 | 65.8% | -45.9% | 1.9% | 0.1% |
| 2007 | 822 | 384 | \$503,000 | \$547,281 | -16.8% | -20.2% | -4.2% | 1.3% |

County Homes: Prices & Sales (000's)



County Condos: Prices & Sales (\$000's)



APTOS STATISTICS

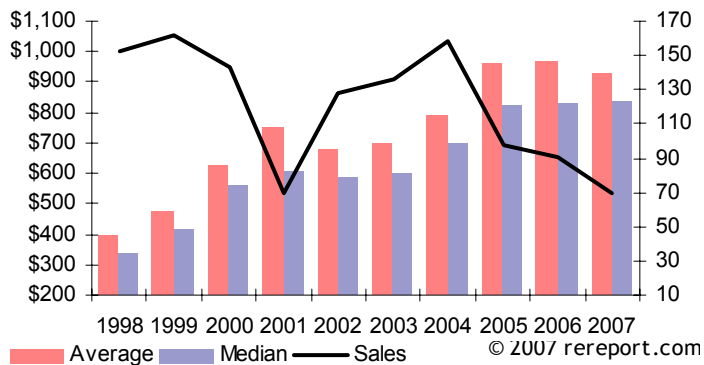
| Aptos (Single Family Homes) | | | | | | | | |
|--------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 266 | 155 | \$270,000 | \$301,158 | | | | |
| 1997 | 243 | 162 | \$331,000 | \$362,994 | -8.6% | 4.5% | 22.6% | 20.5% |
| 1998 | 219 | 153 | \$335,150 | \$395,962 | -9.9% | -5.6% | 1.3% | 9.1% |
| 1999 | 232 | 162 | \$414,500 | \$476,485 | 5.9% | 5.9% | 23.7% | 20.3% |
| 2000 | 213 | 143 | \$559,000 | \$630,124 | -8.2% | -11.7% | 34.9% | 32.2% |
| 2001 | 187 | 69 | \$606,250 | \$754,775 | -12.2% | -51.7% | 8.5% | 19.8% |
| 2002 | 249 | 128 | \$585,500 | \$679,064 | 33.2% | 85.5% | -3.4% | -10.0% |
| 2003 | 223 | 136 | \$599,475 | \$698,096 | -10.4% | 6.3% | 2.4% | 2.8% |
| 2004 | 224 | 158 | \$700,000 | \$788,969 | 0.4% | 16.2% | 16.8% | 13.0% |
| 2005 | 189 | 98 | \$825,000 | \$962,869 | -15.6% | -38.0% | 17.9% | 22.0% |
| 2006 | 201 | 91 | \$833,000 | \$971,780 | 6.3% | -7.1% | 1.0% | 0.9% |
| 2007 | 156 | 70 | \$840,000 | \$926,662 | -22.4% | -23.1% | 0.8% | -4.6% |

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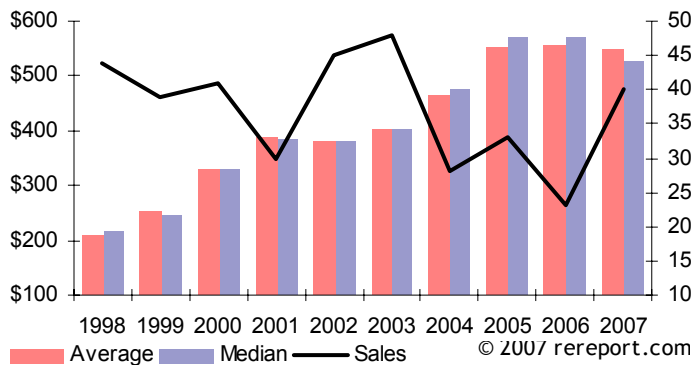
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| Aptos (Townhomes/Condominiums) | | | | | | | | |
|-----------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 66 | 44 | \$167,000 | \$172,195 | | | | |
| 1997 | 44 | 44 | \$187,100 | \$190,946 | -33.3% | 0.0% | 12.0% | 10.9% |
| 1998 | 47 | 44 | \$215,000 | \$209,101 | 6.8% | 0.0% | 14.9% | 9.5% |
| 1999 | 43 | 39 | \$247,500 | \$253,033 | -8.5% | -11.4% | 15.1% | 21.0% |
| 2000 | 44 | 41 | \$330,000 | \$331,515 | 2.3% | 5.1% | 33.3% | 31.0% |
| 2001 | 50 | 30 | \$385,500 | \$386,924 | 13.6% | -26.8% | 16.8% | 16.7% |
| 2002 | 50 | 45 | \$380,000 | \$381,934 | 0.0% | 50.0% | -1.4% | -1.3% |
| 2003 | 55 | 48 | \$402,500 | \$401,429 | 10.0% | 6.7% | 5.9% | 5.1% |
| 2004 | 34 | 28 | \$474,500 | \$463,866 | -38.2% | -41.7% | 17.9% | 15.6% |
| 2005 | 28 | 33 | \$569,000 | \$553,683 | -17.6% | 17.9% | 19.9% | 19.4% |
| 2006 | 60 | 23 | \$570,000 | \$557,553 | 114.3% | -30.3% | 0.2% | 0.7% |
| 2007 | 37 | 40 | \$527,500 | \$548,162 | -38.3% | 73.9% | -7.5% | -1.7% |

Aptos Homes: Prices & Sales (\$000's)



Aptos Condos: Prices & Sales (\$000's)



CAPITOLA STATISTICS

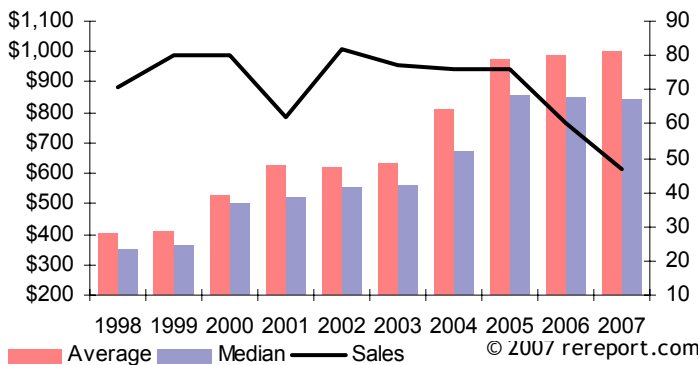
| Capitola (Single Family Homes) | | | | | | | | |
|-----------------------------------|--------|------|-----------|-------------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 115 | 62 | \$247,500 | \$275,871 | | | | |
| 1997 | 114 | 93 | \$279,000 | \$298,138 | -0.9% | 50.0% | 12.7% | 8.1% |
| 1998 | 99 | 71 | \$352,000 | \$404,315 | -13.2% | -23.7% | 26.2% | 35.6% |
| 1999 | 100 | 80 | \$365,000 | \$407,784 | 1.0% | 12.7% | 3.7% | 0.9% |
| 2000 | 104 | 80 | \$502,500 | \$531,145 | 4.0% | 0.0% | 37.7% | 30.3% |
| 2001 | 130 | 62 | \$522,500 | \$628,527 | 25.0% | -22.5% | 4.0% | 18.3% |
| 2002 | 121 | 82 | \$555,000 | \$618,552 | -6.9% | 32.3% | 6.2% | -1.6% |
| 2003 | 97 | 77 | \$560,000 | \$632,733 | -19.8% | -6.1% | 0.9% | 2.3% |
| 2004 | 103 | 76 | \$670,000 | \$810,515 | 6.2% | -1.3% | 19.6% | 28.1% |
| 2005 | 107 | 76 | \$860,000 | \$975,661 | 3.9% | 0.0% | 28.4% | 20.4% |
| 2006 | 113 | 60 | \$850,000 | \$988,017 | 5.6% | -21.1% | -1.2% | 1.3% |
| 2007 | 78 | 47 | \$844,000 | \$1,002,212 | -31.0% | -21.7% | -0.7% | 1.4% |

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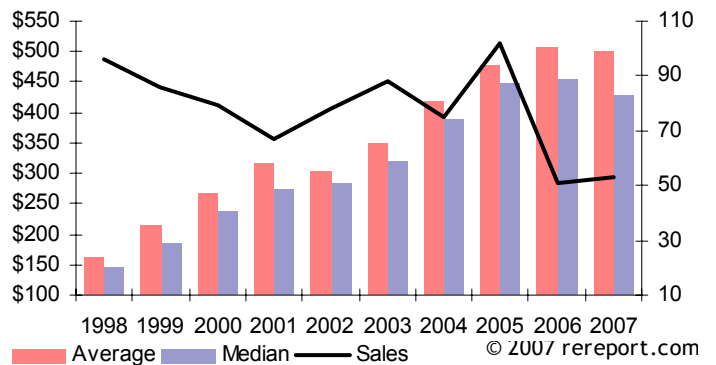
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| Capitola (Townhomes/Condominiums) | | | | | | | | |
|--------------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 78 | 62 | \$111,000 | \$137,042 | | | | |
| 1997 | 78 | 64 | \$137,725 | \$157,650 | 0.0% | 3.2% | 24.1% | 15.0% |
| 1998 | 111 | 96 | \$147,000 | \$161,083 | 42.3% | 50.0% | 6.7% | 2.2% |
| 1999 | 91 | 86 | \$184,950 | \$216,154 | -18.0% | -10.4% | 25.8% | 34.2% |
| 2000 | 88 | 79 | \$237,500 | \$267,924 | -3.3% | -8.1% | 28.4% | 24.0% |
| 2001 | 91 | 67 | \$275,000 | \$315,311 | 3.4% | -15.2% | 15.8% | 17.7% |
| 2002 | 106 | 78 | \$285,000 | \$304,142 | 16.5% | 16.4% | 3.6% | -3.5% |
| 2003 | 93 | 88 | \$320,750 | \$348,610 | -12.3% | 12.8% | 12.5% | 14.6% |
| 2004 | 99 | 75 | \$388,000 | \$419,619 | 6.5% | -14.8% | 21.0% | 20.4% |
| 2005 | 83 | 102 | \$449,500 | \$479,005 | -16.2% | 36.0% | 15.9% | 14.2% |
| 2006 | 105 | 51 | \$455,000 | \$505,985 | 26.5% | -50.0% | 1.2% | 5.6% |
| 2007 | 89 | 53 | \$427,000 | \$502,188 | -15.2% | 3.9% | -6.2% | -0.8% |

Capitola Homes: Prices & Sales (\$000's)



Capitola Condos: Prices & Sales (\$000's)



LOS GATOS MOUNTAINS STATISTICS

| Los Gatos Mountains (Single Family Homes) | | | | | | | | |
|--|--------|------|-----------|-------------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 154 | 65 | \$399,000 | \$404,557 | | | | |
| 1997 | 158 | 85 | \$505,000 | \$497,703 | 2.6% | 30.8% | 26.6% | 23.0% |
| 1998 | 141 | 64 | \$525,000 | \$546,155 | -10.8% | -24.7% | 4.0% | 9.7% |
| 1999 | 136 | 81 | \$574,000 | \$659,807 | -3.5% | 26.6% | 9.3% | 20.8% |
| 2000 | 136 | 96 | \$742,000 | \$753,910 | 0.0% | 18.5% | 29.3% | 14.3% |
| 2001 | 128 | 54 | \$688,500 | \$731,509 | -5.9% | -43.8% | -7.2% | -3.0% |
| 2002 | 143 | 60 | \$750,000 | \$773,928 | 11.7% | 11.1% | 8.9% | 5.8% |
| 2003 | 126 | 54 | \$790,000 | \$822,007 | -11.9% | -10.0% | 5.3% | 6.2% |
| 2004 | 139 | 89 | \$870,000 | \$905,638 | 10.3% | 64.8% | 10.1% | 10.2% |
| 2005 | 256 | 112 | \$889,000 | \$992,613 | 84.2% | 25.8% | 2.2% | 9.6% |
| 2006 | 302 | 94 | \$930,000 | \$1,002,716 | 18.0% | -16.1% | 4.6% | 1.0% |
| 2007 | 152 | 85 | \$872,000 | \$923,218 | -49.7% | -9.6% | -6.2% | -7.9% |

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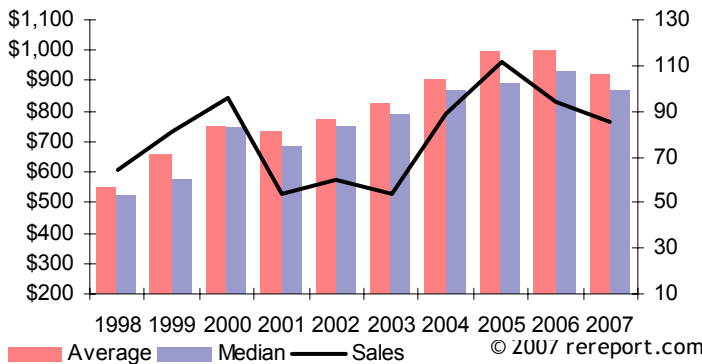
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Los Gatos Mtns Homes: Prices & Sales (\$000's)



C.A.R.'s California Housing Market Forecast for 2008

(Continued from page 1)

"Sales could decline more steeply in 2008 if the current liquidity crunch in the mortgage markets has a longer-than-expected duration or if interest rates unexpectedly increase," she said

"Geographically, more affordable regions such as the Central Valley and Inland Empire will experience greater softness in the resale market because of the large number of new homes coming onto the market in recent years," said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. "Higher priced regions of the state, such as the San Francisco Bay Area and parts of San Diego, Los Angeles, and Or-

ange counties will react more to affordability constraints."

"By price-range, the highest-priced markets – those with medians over \$1 million -- will show less stress," she said. "The lower-priced markets will continue to face fallout from the subprime crisis, tighter underwriting standards, and competition from new home developments where price-cutting has been even more severe."

C.A.R. economists also projected a 23 percent decline in sales this year to 367,500 units compared with 2006, and a 3.5 percent increase in the statewide median price to \$576,000. However, the projected increase in the 2007 statewide me-

dian stands in contrast to the situation in most counties, regions, and communities of the state, where slight to modest year-to-year percentage declines have become more prevalent and will continue next year.

Historically, the last time the sales level fell below 2007's projected 367,500 units occurred in 1995, when annual sales totaled 342,540 units. Sales last fell below 2008's 334,500-unit forecast in 1985, with 328,270 units. The last time the statewide median price fell was a 0.5 percent decline in 1996. The most recent statewide median price decline greater than 4 percent was a 4.5 percent decline in 1993.

RIO DEL MAR STATISTICS

| Rio del Mar (Single Family Homes) | | | | | | | | |
|--------------------------------------|--------|------|-----------|-------------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 261 | 158 | \$289,250 | \$335,698 | | | | |
| 1997 | 274 | 199 | \$329,000 | \$355,478 | 5.0% | 25.9% | 13.7% | 5.9% |
| 1998 | 291 | 209 | \$341,000 | \$393,530 | 6.2% | 5.0% | 3.6% | 10.7% |
| 1999 | 285 | 218 | \$430,000 | \$492,306 | -2.1% | 4.3% | 26.1% | 25.1% |
| 2000 | 275 | 200 | \$537,000 | \$646,223 | -3.5% | -8.3% | 24.9% | 31.3% |
| 2001 | 300 | 140 | \$572,554 | \$651,858 | 9.1% | -30.0% | 6.6% | 0.9% |
| 2002 | 324 | 194 | \$582,750 | \$680,162 | 8.0% | 38.6% | 1.8% | 4.3% |
| 2003 | 308 | 200 | \$640,500 | \$802,632 | -4.9% | 3.1% | 9.9% | 18.0% |
| 2004 | 268 | 211 | \$775,000 | \$943,791 | -13.0% | 5.5% | 21.0% | 17.6% |
| 2005 | 261 | 158 | \$899,000 | \$1,057,944 | -2.6% | -25.1% | 16.0% | 12.1% |
| 2006 | 295 | 123 | \$902,500 | \$1,080,037 | 13.0% | -22.2% | 0.4% | 2.1% |
| 2007 | 232 | 130 | \$845,750 | \$1,035,891 | -21.4% | 5.7% | -6.3% | -4.1% |

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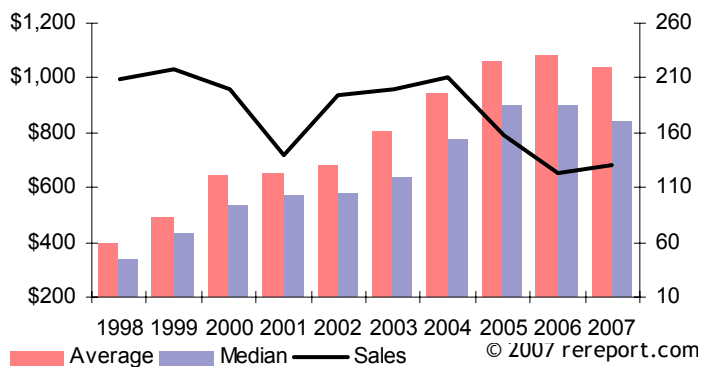
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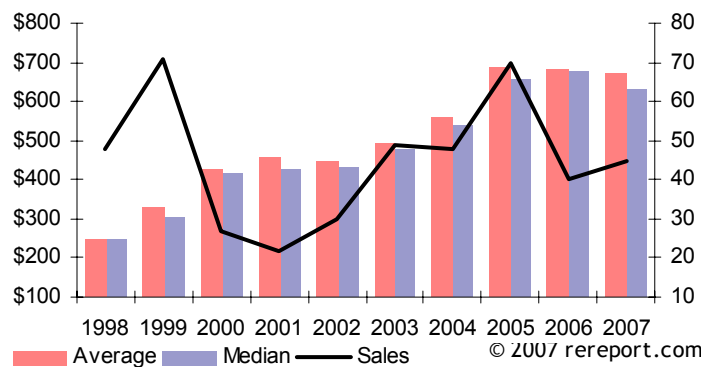
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| Rio del Mar (Townhomes/Condominiums) | | | | | | | | |
|---|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 70 | 28 | \$230,000 | \$226,632 | | | | |
| 1997 | 64 | 46 | \$234,250 | \$250,643 | -8.6% | 64.3% | 1.8% | 10.6% |
| 1998 | 59 | 48 | \$249,000 | \$246,247 | -7.8% | 4.3% | 6.3% | -1.8% |
| 1999 | 71 | 71 | \$305,000 | \$329,249 | 20.3% | 47.9% | 22.5% | 33.7% |
| 2000 | 37 | 27 | \$419,000 | \$425,240 | -47.9% | -62.0% | 37.4% | 29.2% |
| 2001 | 44 | 22 | \$427,500 | \$456,814 | 18.9% | -18.5% | 2.0% | 7.4% |
| 2002 | 75 | 30 | \$430,000 | \$448,832 | 70.5% | 36.4% | 0.6% | -1.7% |
| 2003 | 56 | 49 | \$477,000 | \$495,305 | -25.3% | 63.3% | 10.9% | 10.4% |
| 2004 | 59 | 48 | \$539,000 | \$559,934 | 5.4% | -2.0% | 13.0% | 13.0% |
| 2005 | 44 | 70 | \$659,000 | \$685,482 | -25.4% | 45.8% | 22.3% | 22.4% |
| 2006 | 83 | 40 | \$675,000 | \$682,963 | 88.6% | -42.9% | 2.4% | -0.4% |
| 2007 | 76 | 45 | \$630,000 | \$673,919 | -8.4% | 12.5% | -6.7% | -1.3% |

Rio del Mar Homes: Prices & Sales (\$000's)



Rio del Mar Condos: Prices & Sales (\$000's)



SEACLIFF STATISTICS

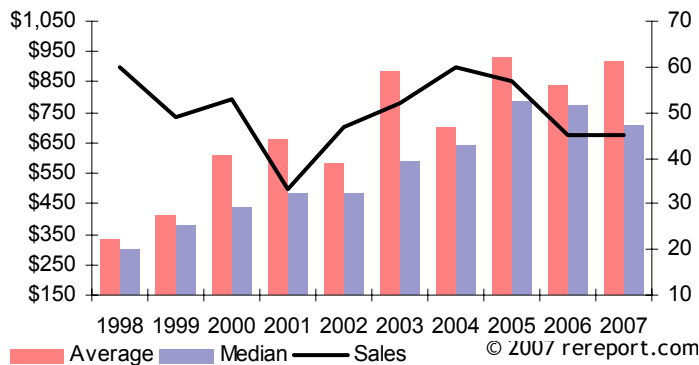
| Seacliff (Single Family Homes) | | | | | | | | |
|-----------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 71 | 46 | \$227,500 | \$282,678 | | | | |
| 1997 | 75 | 64 | \$227,000 | \$278,424 | 5.6% | 39.1% | -0.2% | -1.5% |
| 1998 | 70 | 60 | \$299,475 | \$333,985 | -6.7% | -6.3% | 31.9% | 20.0% |
| 1999 | 69 | 49 | \$382,500 | \$415,648 | -1.4% | -18.3% | 27.7% | 24.5% |
| 2000 | 71 | 53 | \$440,000 | \$608,452 | 2.9% | 8.2% | 15.0% | 46.4% |
| 2001 | 70 | 33 | \$485,000 | \$660,505 | -1.4% | -37.7% | 10.2% | 8.6% |
| 2002 | 81 | 47 | \$485,000 | \$583,156 | 15.7% | 42.4% | 0.0% | -11.7% |
| 2003 | 65 | 52 | \$592,000 | \$886,663 | -19.8% | 10.6% | 22.1% | 52.0% |
| 2004 | 77 | 60 | \$640,000 | \$701,552 | 18.5% | 15.4% | 8.1% | -20.9% |
| 2005 | 80 | 57 | \$789,000 | \$930,051 | 3.9% | -5.0% | 23.3% | 32.6% |
| 2006 | 100 | 45 | \$775,000 | \$842,266 | 25.0% | -21.1% | -1.8% | -9.4% |
| 2007 | 66 | 45 | \$709,000 | \$920,556 | -34.0% | 0.0% | -8.5% | 9.3% |

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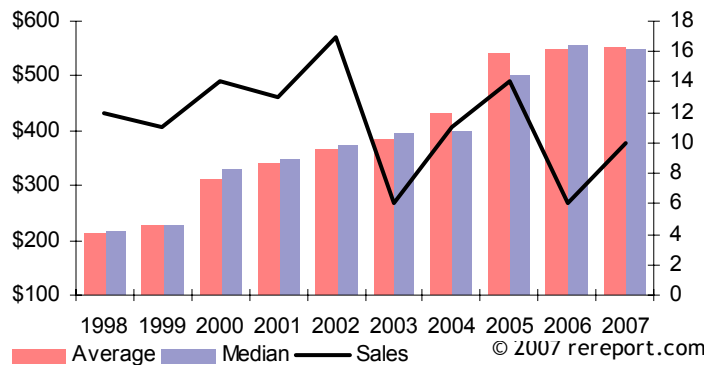
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| Seacliff (Townhomes/Condominiums) | | | | | | | | |
|--------------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 22 | 16 | \$177,000 | \$175,195 | | | | |
| 1997 | 32 | 26 | \$173,000 | \$176,794 | 45.5% | 62.5% | -2.3% | 0.9% |
| 1998 | 6 | 12 | \$218,500 | \$212,333 | -81.3% | -53.8% | 26.3% | 20.1% |
| 1999 | 13 | 11 | \$229,000 | \$228,520 | 116.7% | -8.3% | 4.8% | 7.6% |
| 2000 | 12 | 14 | \$329,000 | \$312,300 | -7.7% | 27.3% | 43.7% | 36.7% |
| 2001 | 16 | 13 | \$349,500 | \$340,076 | 33.3% | -7.1% | 6.2% | 8.9% |
| 2002 | 20 | 17 | \$375,000 | \$367,394 | 25.0% | 30.8% | 7.3% | 8.0% |
| 2003 | 7 | 6 | \$395,000 | \$386,083 | -65.0% | -64.7% | 5.3% | 5.1% |
| 2004 | 14 | 11 | \$400,000 | \$432,977 | 100.0% | 83.3% | 1.3% | 12.1% |
| 2005 | 12 | 14 | \$500,000 | \$541,215 | -14.3% | 27.3% | 25.0% | 25.0% |
| 2006 | 17 | 6 | \$555,000 | \$547,250 | 41.7% | -57.1% | 11.0% | 1.1% |
| 2007 | 17 | 10 | \$550,000 | \$553,900 | 0.0% | 66.7% | -0.9% | 1.2% |

Seacliff Homes: Prices & Sales (\$000's)



Seacliff Condos: Prices & Sales (\$000's)



SAN LORENZO VALLEY STATISTICS

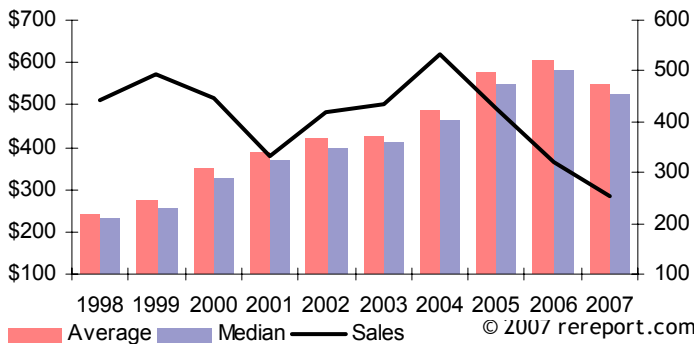
| San Lorenzo Valley (Single Family Homes) | | | | | | | | |
|---|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 660 | 387 | \$192,000 | \$201,281 | | | | |
| 1997 | 615 | 432 | \$199,250 | \$221,032 | -6.8% | 11.6% | 3.8% | 9.8% |
| 1998 | 616 | 444 | \$230,000 | \$243,604 | 0.2% | 2.8% | 15.4% | 10.2% |
| 1999 | 606 | 493 | \$257,000 | \$273,921 | -1.6% | 11.0% | 11.7% | 12.4% |
| 2000 | 594 | 445 | \$329,000 | \$349,523 | -2.0% | -9.7% | 28.0% | 27.6% |
| 2001 | 588 | 333 | \$368,000 | \$390,466 | -1.0% | -25.2% | 11.9% | 11.7% |
| 2002 | 639 | 419 | \$400,000 | \$422,928 | 8.7% | 25.8% | 8.7% | 8.3% |
| 2003 | 671 | 436 | \$410,000 | \$426,585 | 5.0% | 4.1% | 2.5% | 0.9% |
| 2004 | 684 | 532 | \$465,000 | \$489,326 | 1.9% | 22.0% | 13.4% | 14.7% |
| 2005 | 734 | 428 | \$550,000 | \$576,533 | 7.3% | -19.5% | 18.3% | 17.8% |
| 2006 | 725 | 321 | \$580,000 | \$605,805 | -1.2% | -25.0% | 5.5% | 5.1% |
| 2007 | 568 | 255 | \$525,000 | \$550,334 | -21.7% | -20.6% | -9.5% | -9.2% |

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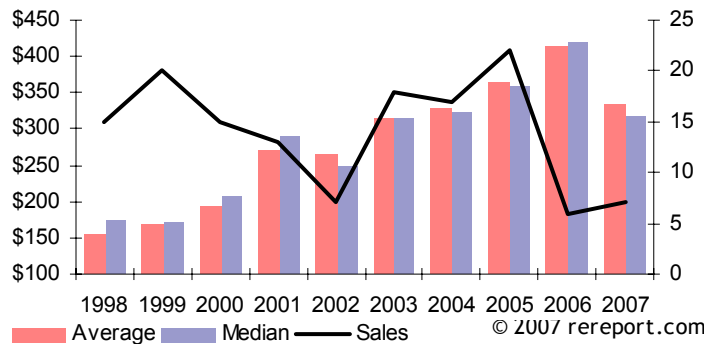
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| San Lorenzo Valley (Townhomes/Condominiums) | | | | | | | | |
|--|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 32 | 13 | \$140,000 | \$141,461 | | | | |
| 1997 | 16 | 13 | \$158,000 | \$147,715 | -50.0% | 0.0% | 12.9% | 4.4% |
| 1998 | 20 | 15 | \$174,000 | \$153,900 | 25.0% | 15.4% | 10.1% | 4.2% |
| 1999 | 21 | 20 | \$171,000 | \$169,802 | 5.0% | 33.3% | -1.7% | 10.3% |
| 2000 | 11 | 15 | \$207,000 | \$194,660 | -47.6% | -25.0% | 21.1% | 14.6% |
| 2001 | 18 | 13 | \$289,000 | \$270,961 | 63.6% | -13.3% | 39.6% | 39.2% |
| 2002 | 14 | 7 | \$250,000 | \$264,142 | -22.2% | -46.2% | -13.5% | -2.5% |
| 2003 | 26 | 18 | \$315,000 | \$314,764 | 85.7% | 157.1% | 26.0% | 19.2% |
| 2004 | 24 | 17 | \$324,500 | \$327,824 | -7.7% | -5.6% | 3.0% | 4.1% |
| 2005 | 22 | 22 | \$359,000 | \$363,927 | -8.3% | 29.4% | 10.6% | 11.0% |
| 2006 | 27 | 6 | \$419,000 | \$413,233 | 22.7% | -72.7% | 16.7% | 13.5% |
| 2007 | 11 | 7 | \$317,000 | \$335,285 | -59.3% | 16.7% | -24.3% | -18.9% |

San Lorenzo Vly Homes: Prices & Sales (\$000's)



San Lorenzo Vy Condos: Prices & Sales (\$000's)



SOQUEL STATISTICS

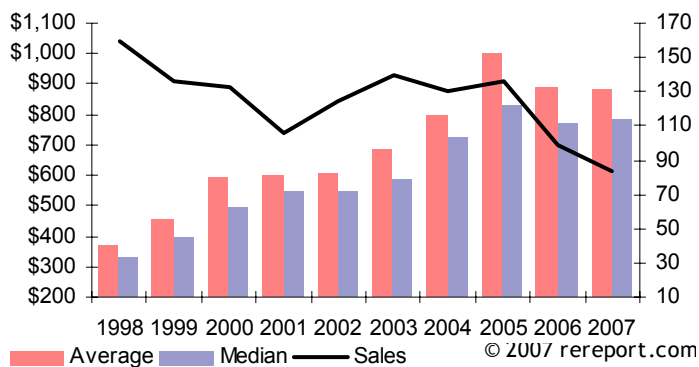
| Soquel (Single Family Homes) | | | | | | | | |
|---------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 203 | 136 | \$265,000 | \$300,773 | | | | |
| 1997 | 181 | 134 | \$283,500 | \$331,093 | -10.8% | -1.5% | 7.0% | 10.1% |
| 1998 | 214 | 159 | \$329,000 | \$368,926 | 18.2% | 18.7% | 16.0% | 11.4% |
| 1999 | 174 | 136 | \$399,450 | \$453,751 | -18.7% | -14.5% | 21.4% | 23.0% |
| 2000 | 182 | 133 | \$495,000 | \$593,010 | 4.6% | -2.2% | 23.9% | 30.7% |
| 2001 | 197 | 106 | \$550,000 | \$597,613 | 8.2% | -20.3% | 11.1% | 0.8% |
| 2002 | 218 | 125 | \$549,500 | \$609,419 | 10.7% | 17.9% | -0.1% | 2.0% |
| 2003 | 209 | 140 | \$589,000 | \$683,616 | -4.1% | 12.0% | 7.2% | 12.2% |
| 2004 | 159 | 130 | \$724,000 | \$796,596 | -23.9% | -7.1% | 22.9% | 16.5% |
| 2005 | 208 | 136 | \$829,000 | \$998,784 | 30.8% | 4.6% | 14.5% | 25.4% |
| 2006 | 175 | 99 | \$772,500 | \$889,690 | -15.9% | -27.2% | -6.8% | -10.9% |
| 2007 | 158 | 83 | \$787,500 | \$880,680 | -9.7% | -16.2% | 1.9% | -1.0% |

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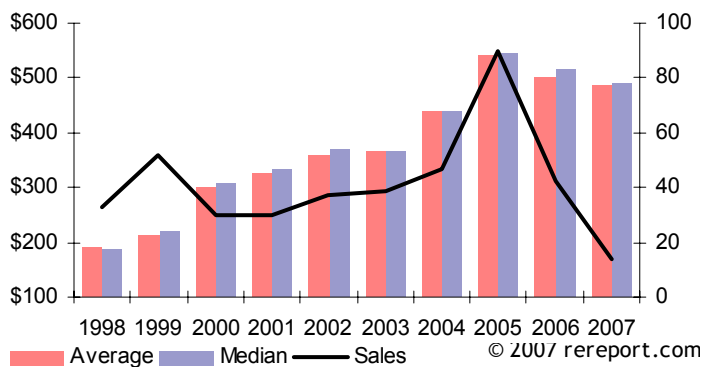
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| Soquel (Townhomes/Condominiums) | | | | | | | | |
|------------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 52 | 23 | \$163,000 | \$156,255 | | | | |
| 1997 | 43 | 44 | \$163,500 | \$160,360 | -17.3% | 91.3% | 0.3% | 2.6% |
| 1998 | 48 | 33 | \$186,000 | \$189,833 | 11.6% | -25.0% | 13.8% | 18.4% |
| 1999 | 39 | 52 | \$222,250 | \$213,852 | -18.8% | 57.6% | 19.5% | 12.7% |
| 2000 | 37 | 30 | \$308,250 | \$300,766 | -5.1% | -42.3% | 38.7% | 40.6% |
| 2001 | 51 | 30 | \$332,450 | \$327,943 | 37.8% | 0.0% | 7.9% | 9.0% |
| 2002 | 40 | 37 | \$369,000 | \$358,871 | -21.6% | 23.3% | 11.0% | 9.4% |
| 2003 | 38 | 39 | \$366,000 | \$365,257 | -5.0% | 5.4% | -0.8% | 1.8% |
| 2004 | 50 | 47 | \$438,000 | \$439,110 | 31.6% | 20.5% | 19.7% | 20.2% |
| 2005 | 38 | 90 | \$545,000 | \$540,333 | -24.0% | 91.5% | 24.4% | 23.1% |
| 2006 | 56 | 42 | \$515,000 | \$501,348 | 47.4% | -53.3% | -5.5% | -7.2% |
| 2007 | 32 | 14 | \$489,000 | \$486,675 | -42.9% | -66.7% | -5.0% | -2.9% |

Soquel Homes: Prices & Sales (\$000's)



Soquel Condos: Prices & Sales (\$000's)



SCOTTS VALLEY STATISTICS

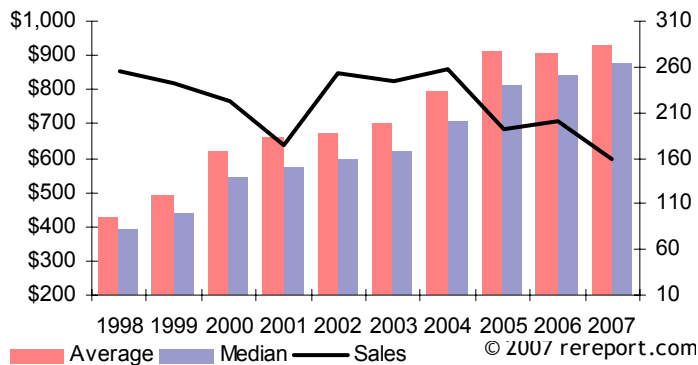
| Scotts Valley (Single Family Homes) | | | | | | | | |
|--|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 355 | 207 | \$312,250 | \$341,120 | | | | |
| 1997 | 377 | 278 | \$328,250 | \$361,058 | 6.2% | 34.3% | 5.1% | 5.8% |
| 1998 | 361 | 255 | \$395,000 | \$430,462 | -4.2% | -8.3% | 20.3% | 19.2% |
| 1999 | 351 | 242 | \$437,000 | \$490,398 | -2.8% | -5.1% | 10.6% | 13.9% |
| 2000 | 318 | 222 | \$544,000 | \$621,539 | -9.4% | -8.3% | 24.5% | 26.7% |
| 2001 | 426 | 175 | \$575,000 | \$664,015 | 34.0% | -21.2% | 5.7% | 6.8% |
| 2002 | 392 | 254 | \$597,000 | \$671,285 | -8.0% | 45.1% | 3.8% | 1.1% |
| 2003 | 360 | 245 | \$620,000 | \$703,369 | -8.2% | -3.5% | 3.9% | 4.8% |
| 2004 | 343 | 257 | \$707,000 | \$792,778 | -4.7% | 4.9% | 14.0% | 12.7% |
| 2005 | 335 | 192 | \$812,500 | \$912,957 | -2.3% | -25.3% | 14.9% | 15.2% |
| 2006 | 431 | 201 | \$840,000 | \$908,958 | 28.7% | 4.7% | 3.4% | -0.4% |
| 2007 | 289 | 160 | \$877,500 | \$932,806 | -32.9% | -20.4% | 4.5% | 2.6% |

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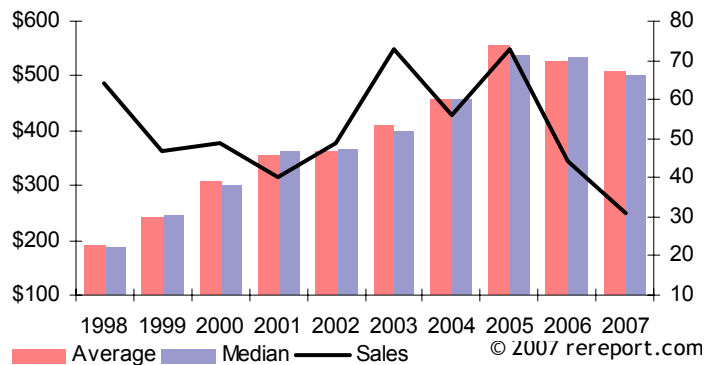
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| Scotts Valley (Townhomes/Condominiums) | | | | | | | | |
|---|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 69 | 41 | \$160,000 | \$166,896 | | | | |
| 1997 | 53 | 45 | \$179,000 | \$178,077 | -23.2% | 9.8% | 11.9% | 6.7% |
| 1998 | 60 | 64 | \$188,500 | \$191,823 | 13.2% | 42.2% | 5.3% | 7.7% |
| 1999 | 58 | 47 | \$246,000 | \$242,386 | -3.3% | -26.6% | 30.5% | 26.4% |
| 2000 | 54 | 49 | \$301,000 | \$308,562 | -6.9% | 4.3% | 22.4% | 27.3% |
| 2001 | 61 | 40 | \$361,900 | \$356,055 | 13.0% | -18.4% | 20.2% | 15.4% |
| 2002 | 58 | 49 | \$365,000 | \$362,776 | -4.9% | 22.5% | 0.9% | 1.9% |
| 2003 | 85 | 73 | \$400,000 | \$411,827 | 46.6% | 49.0% | 9.6% | 13.5% |
| 2004 | 59 | 56 | \$456,000 | \$457,127 | -30.6% | -23.3% | 14.0% | 11.0% |
| 2005 | 49 | 73 | \$539,000 | \$555,216 | -16.9% | 30.4% | 18.2% | 21.5% |
| 2006 | 71 | 44 | \$533,000 | \$527,727 | 44.9% | -39.7% | -1.1% | -5.0% |
| 2007 | 54 | 31 | \$500,000 | \$509,325 | -23.9% | -29.5% | -6.2% | -3.5% |

Scotts Valley Homes: Prices & Sales (\$000's)



Scotts Valley Condos: Prices & Sales (\$000's)



SANTA CRUZ STATISTICS

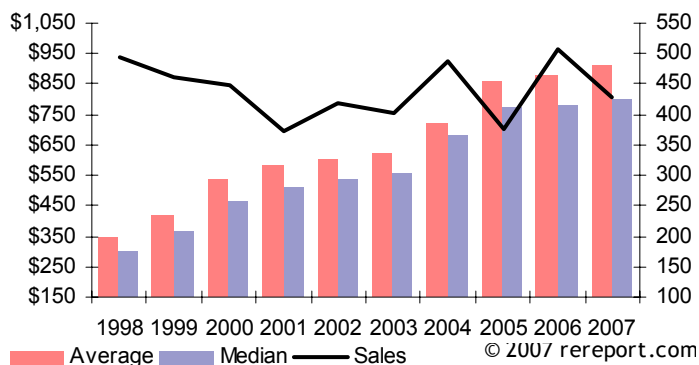
| Santa Cruz (Single Family Homes) | | | | | | | | |
|-------------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 564 | 392 | \$230,500 | \$257,860 | | | | |
| 1997 | 572 | 449 | \$259,000 | \$290,757 | 1.4% | 14.5% | 12.4% | 12.8% |
| 1998 | 632 | 493 | \$300,000 | \$346,018 | 10.5% | 9.8% | 15.8% | 19.0% |
| 1999 | 521 | 462 | \$368,450 | \$422,418 | -17.6% | -6.3% | 22.8% | 22.1% |
| 2000 | 589 | 449 | \$466,500 | \$535,659 | 13.1% | -2.8% | 26.6% | 26.8% |
| 2001 | 676 | 371 | \$511,000 | \$582,963 | 14.8% | -17.4% | 9.5% | 8.8% |
| 2002 | 567 | 417 | \$535,000 | \$601,965 | -16.1% | 12.4% | 4.7% | 3.3% |
| 2003 | 530 | 401 | \$560,000 | \$625,716 | -6.5% | -3.8% | 4.7% | 3.9% |
| 2004 | 586 | 489 | \$679,000 | \$718,952 | 10.6% | 21.9% | 21.3% | 14.9% |
| 2005 | 612 | 376 | \$775,000 | \$856,652 | 4.4% | -23.1% | 14.1% | 19.2% |
| 2006 | 894 | 506 | \$780,000 | \$877,038 | 46.1% | 34.6% | 0.6% | 2.4% |
| 2007 | 815 | 427 | \$799,000 | \$914,822 | -8.8% | -15.6% | 2.4% | 4.3% |

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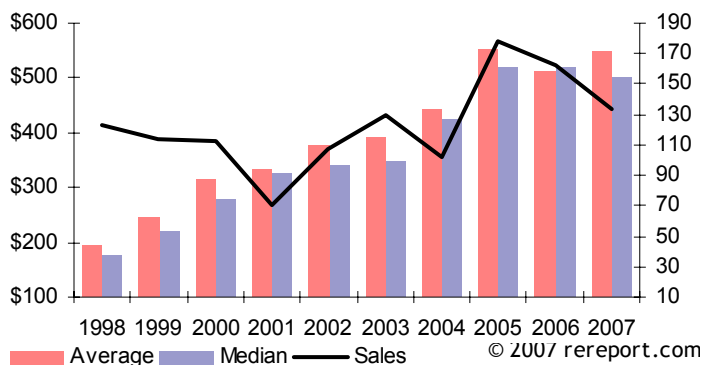
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| Santa Cruz (Townhomes/Condominiums) | | | | | | | | |
|--|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 161 | 92 | \$155,000 | \$165,079 | | | | |
| 1997 | 137 | 112 | \$154,000 | \$181,802 | -14.9% | 21.7% | -0.6% | 10.1% |
| 1998 | 130 | 123 | \$175,000 | \$194,904 | -5.1% | 9.8% | 13.6% | 7.2% |
| 1999 | 133 | 114 | \$219,975 | \$245,081 | 2.3% | -7.3% | 25.7% | 25.7% |
| 2000 | 121 | 113 | \$280,000 | \$314,275 | -9.0% | -0.9% | 27.3% | 28.2% |
| 2001 | 120 | 71 | \$325,000 | \$334,491 | -0.8% | -37.2% | 16.1% | 6.4% |
| 2002 | 155 | 107 | \$339,950 | \$377,653 | 29.2% | 50.7% | 4.6% | 12.9% |
| 2003 | 145 | 129 | \$350,000 | \$390,874 | -6.5% | 20.6% | 3.0% | 3.5% |
| 2004 | 125 | 102 | \$425,000 | \$443,963 | -13.8% | -20.9% | 21.4% | 13.6% |
| 2005 | 114 | 178 | \$518,000 | \$550,755 | -8.8% | 74.5% | 21.9% | 24.1% |
| 2006 | 336 | 162 | \$521,000 | \$513,825 | 194.7% | -9.0% | 0.6% | -6.7% |
| 2007 | 282 | 134 | \$502,500 | \$548,098 | -16.1% | -17.3% | -3.6% | 6.7% |

Santa Cruz Homes: Prices & Sales (\$000's)



Santa Cruz Condos: Prices & Sales (\$000's)



EAST SANTA CRUZ COUNTY STATISTICS

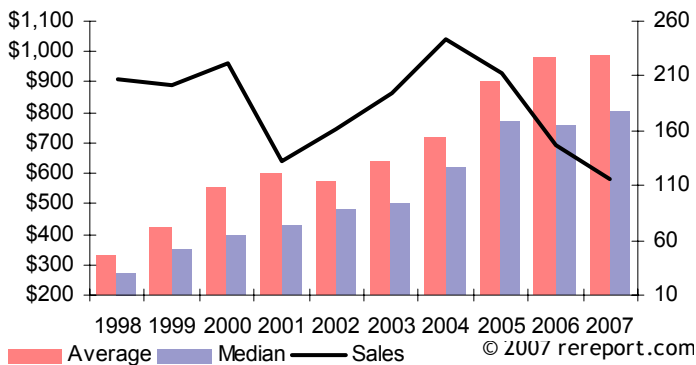
| East Santa Cruz County (Single Family Homes) | | | | | | | | |
|---|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 353 | 158 | \$244,500 | \$282,749 | | | | |
| 1997 | 300 | 189 | \$264,000 | \$338,517 | -15.0% | 19.6% | 8.0% | 19.7% |
| 1998 | 300 | 207 | \$269,250 | \$331,282 | 0.0% | 9.5% | 2.0% | -2.1% |
| 1999 | 267 | 201 | \$350,000 | \$424,428 | -11.0% | -2.9% | 30.0% | 28.1% |
| 2000 | 317 | 222 | \$399,975 | \$556,671 | 18.7% | 10.4% | 14.3% | 31.2% |
| 2001 | 264 | 132 | \$432,250 | \$599,427 | -16.7% | -40.5% | 8.1% | 7.7% |
| 2002 | 333 | 161 | \$482,000 | \$572,234 | 26.1% | 22.0% | 11.5% | -4.5% |
| 2003 | 296 | 194 | \$503,500 | \$643,344 | -11.1% | 20.5% | 4.5% | 12.4% |
| 2004 | 341 | 243 | \$620,000 | \$719,847 | 15.2% | 25.3% | 23.1% | 11.9% |
| 2005 | 347 | 212 | \$772,500 | \$905,158 | 1.8% | -12.8% | 24.6% | 25.7% |
| 2006 | 335 | 147 | \$760,000 | \$979,353 | -3.5% | -30.7% | -1.6% | 8.2% |
| 2007 | 362 | 116 | \$805,000 | \$985,340 | 8.1% | -21.1% | 5.9% | 0.6% |

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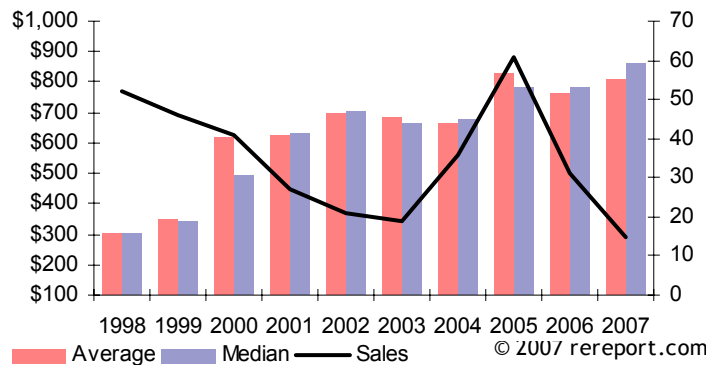
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| East Santa Cruz County (Townhomes/Condominiums) | | | | | | | | |
|--|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 51 | 19 | \$285,000 | \$277,318 | | | | |
| 1997 | 62 | 39 | \$310,000 | \$331,878 | 21.6% | 105.3% | 8.8% | 19.7% |
| 1998 | 57 | 52 | \$305,000 | \$303,159 | -8.1% | 33.3% | -1.6% | -8.7% |
| 1999 | 42 | 46 | \$342,250 | \$348,900 | -26.3% | -11.5% | 12.2% | 15.1% |
| 2000 | 53 | 41 | \$497,000 | \$619,497 | 26.2% | -10.9% | 45.2% | 77.6% |
| 2001 | 51 | 27 | \$635,000 | \$623,203 | -3.8% | -34.1% | 27.8% | 0.6% |
| 2002 | 45 | 21 | \$704,000 | \$694,928 | -11.8% | -22.2% | 10.9% | 11.5% |
| 2003 | 37 | 19 | \$665,000 | \$687,000 | -17.8% | -9.5% | -5.5% | -1.1% |
| 2004 | 39 | 36 | \$680,000 | \$661,958 | 5.4% | 89.5% | 2.3% | -3.6% |
| 2005 | 36 | 61 | \$780,000 | \$827,111 | -7.7% | 69.4% | 14.7% | 24.9% |
| 2006 | 54 | 31 | \$785,000 | \$764,589 | 50.0% | -49.2% | 0.6% | -7.6% |
| 2007 | 39 | 15 | \$865,000 | \$811,333 | -27.8% | -51.6% | 10.2% | 6.1% |

East County Homes: Prices & Sales (\$000's)



East County Condos: Prices & Sales (\$000's)



WEST SANTA CRUZ COUNTY STATISTICS

| West Santa Cruz County (Single Family Homes) | | | | | | | | |
|---|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 72 | 36 | \$274,000 | \$277,811 | | | | |
| 1997 | 95 | 59 | \$300,000 | \$354,008 | 31.9% | 63.9% | 9.5% | 27.4% |
| 1998 | 72 | 46 | \$376,000 | \$406,835 | -24.2% | -22.0% | 25.3% | 14.9% |
| 1999 | 63 | 53 | \$436,500 | \$491,653 | -12.5% | 15.2% | 16.1% | 20.8% |
| 2000 | 67 | 49 | \$549,000 | \$651,807 | 6.3% | -7.5% | 25.8% | 32.6% |
| 2001 | 63 | 32 | \$562,500 | \$610,906 | -6.0% | -34.7% | 2.5% | -6.3% |
| 2002 | 60 | 30 | \$626,500 | \$638,100 | -4.8% | -6.3% | 11.4% | 4.5% |
| 2003 | 56 | 29 | \$595,000 | \$713,440 | -6.7% | -3.3% | -5.0% | 11.8% |
| 2004 | 70 | 46 | \$699,500 | \$829,512 | 25.0% | 58.6% | 17.6% | 16.3% |
| 2005 | 67 | 33 | \$774,900 | \$834,220 | -4.3% | -28.3% | 10.8% | 0.6% |
| 2006 | 57 | 19 | \$787,000 | \$944,579 | -14.9% | -42.4% | 1.6% | 13.2% |
| 2007 | 58 | 30 | \$791,500 | \$957,477 | 1.8% | 57.9% | 0.6% | 1.4% |

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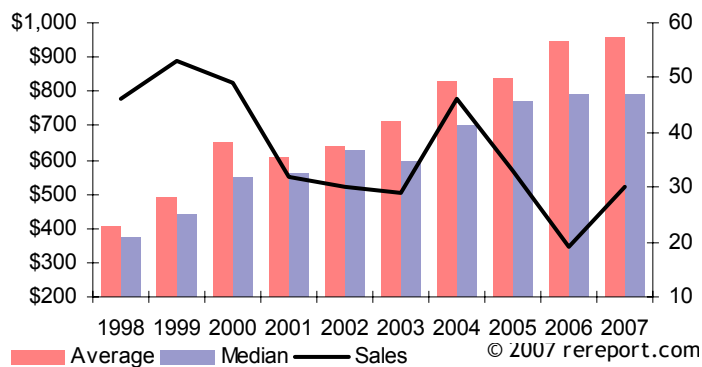
Capitola, CA 95010

(831) 239-6727

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West County Homes: Prices & Sales (\$000's)



WATSONVILLE STATISTICS

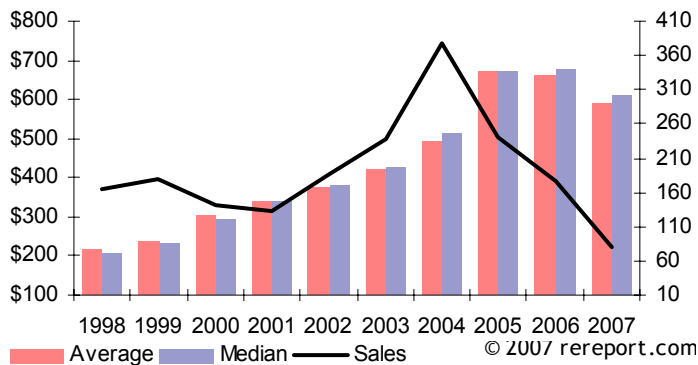
| Watsonville (Single Family Homes) | | | | | | | | |
|--------------------------------------|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 303 | 131 | \$185,000 | \$185,666 | | | | |
| 1997 | 231 | 143 | \$183,000 | \$185,066 | -23.8% | 9.2% | -1.1% | -0.3% |
| 1998 | 220 | 165 | \$205,000 | \$215,281 | -4.8% | 15.4% | 12.0% | 16.3% |
| 1999 | 190 | 180 | \$235,000 | \$235,415 | -13.6% | 9.1% | 14.6% | 9.4% |
| 2000 | 182 | 142 | \$295,000 | \$304,215 | -4.2% | -21.1% | 25.5% | 29.2% |
| 2001 | 206 | 132 | \$339,975 | \$338,131 | 13.2% | -7.0% | 15.2% | 11.1% |
| 2002 | 235 | 186 | \$379,000 | \$377,386 | 14.1% | 40.9% | 11.5% | 11.6% |
| 2003 | 315 | 237 | \$428,734 | \$420,800 | 34.0% | 27.4% | 13.1% | 11.5% |
| 2004 | 404 | 377 | \$514,000 | \$491,472 | 28.3% | 59.1% | 19.9% | 16.8% |
| 2005 | 396 | 242 | \$670,000 | \$674,563 | -2.0% | -35.8% | 30.4% | 37.3% |
| 2006 | 486 | 176 | \$675,000 | \$662,745 | 22.7% | -27.3% | 0.7% | -1.8% |
| 2007 | 473 | 81 | \$610,000 | \$589,023 | -2.7% | -54.0% | -9.6% | -11.1% |

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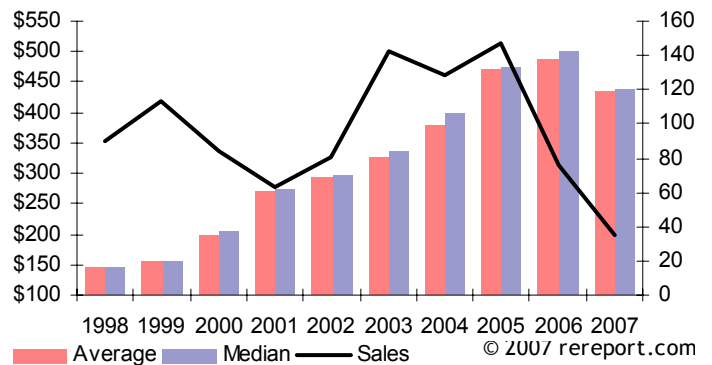
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 sebfrey@sebfrey.com
<http://santacruzhomebroker.com/>

| Watsonville (Townhomes/Condominiums) | | | | | | | | |
|---|--------|------|-----------|-----------|----------------|--------|--------|---------|
| Year | Units | | Prices | | Percent Change | | | |
| | Listed | Sold | Median | Average | Listed | Sold | Median | Average |
| 1996 | 87 | 43 | \$146,000 | \$142,784 | | | | |
| 1997 | 86 | 47 | \$143,000 | \$141,479 | -1.1% | 9.3% | -2.1% | -0.9% |
| 1998 | 121 | 90 | \$146,000 | \$147,549 | 40.7% | 91.5% | 2.1% | 4.3% |
| 1999 | 108 | 113 | \$156,900 | \$155,667 | -10.7% | 25.6% | 7.5% | 5.5% |
| 2000 | 89 | 84 | \$205,000 | \$200,127 | -17.6% | -25.7% | 30.7% | 28.6% |
| 2001 | 105 | 63 | \$274,000 | \$270,435 | 18.0% | -25.0% | 33.7% | 35.1% |
| 2002 | 103 | 81 | \$298,700 | \$292,684 | -1.9% | 28.6% | 9.0% | 8.2% |
| 2003 | 151 | 142 | \$336,153 | \$325,468 | 46.6% | 75.3% | 12.5% | 11.2% |
| 2004 | 150 | 128 | \$398,900 | \$379,974 | -0.7% | -9.9% | 18.7% | 16.7% |
| 2005 | 102 | 147 | \$473,000 | \$470,054 | -32.0% | 14.8% | 18.6% | 23.7% |
| 2006 | 178 | 76 | \$500,000 | \$487,021 | 74.5% | -48.3% | 5.7% | 3.6% |
| 2007 | 185 | 35 | \$438,000 | \$433,811 | 3.9% | -53.9% | -12.4% | -10.9% |

Watsonville Homes: Prices & Sales (\$000's)



Watsonville Condos: Prices & Sales (\$000's)



THE REAL ESTATE REPORT

SANTA CRUZ COUNTY



Seb Frey

Santa Cruz Home Broker
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Capitola, CA 95010

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with the city by city breakdown:

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Santa Cruz County

(Year-to-Date Sales)

