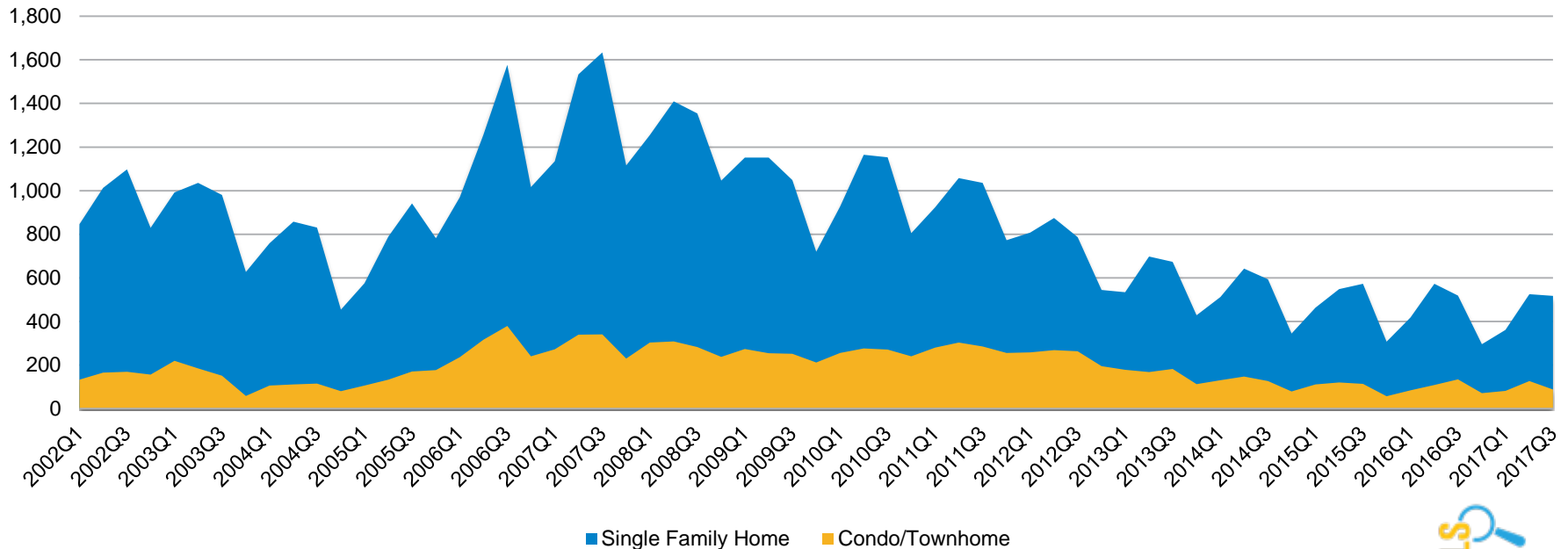


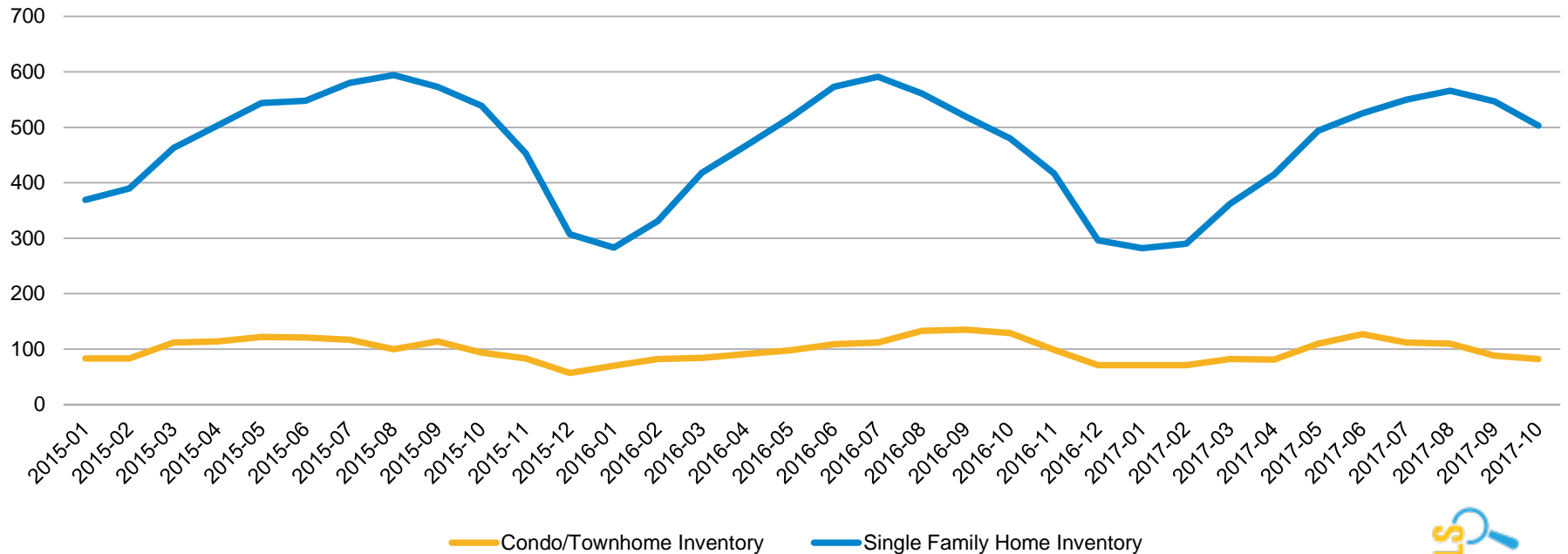
Inventory Trends - Santa Cruz County: Q1 '02 - Q3 '17

**Inventory Trend – Santa Cruz County
2002 - 2017 (by Quarter)**



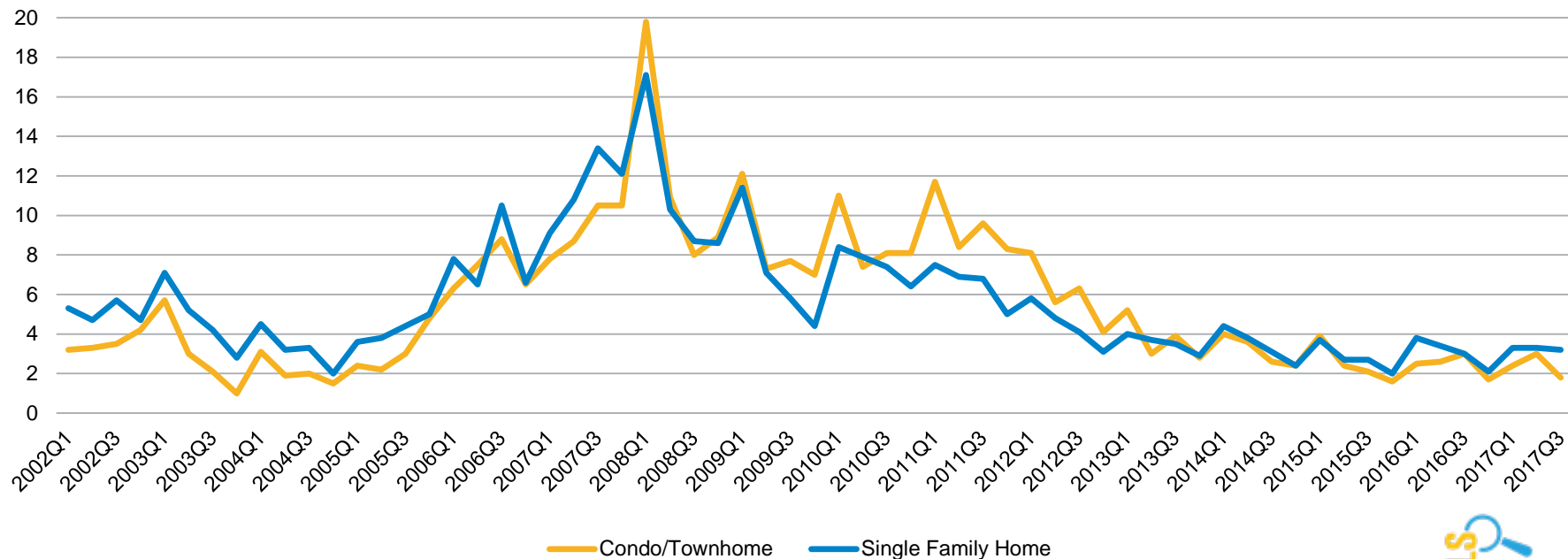
Inventory Trends - Santa Cruz County: Jan '15 - Oct '17

**Inventory – Santa Cruz County
Jan 15 - Oct 17 (by Month)**



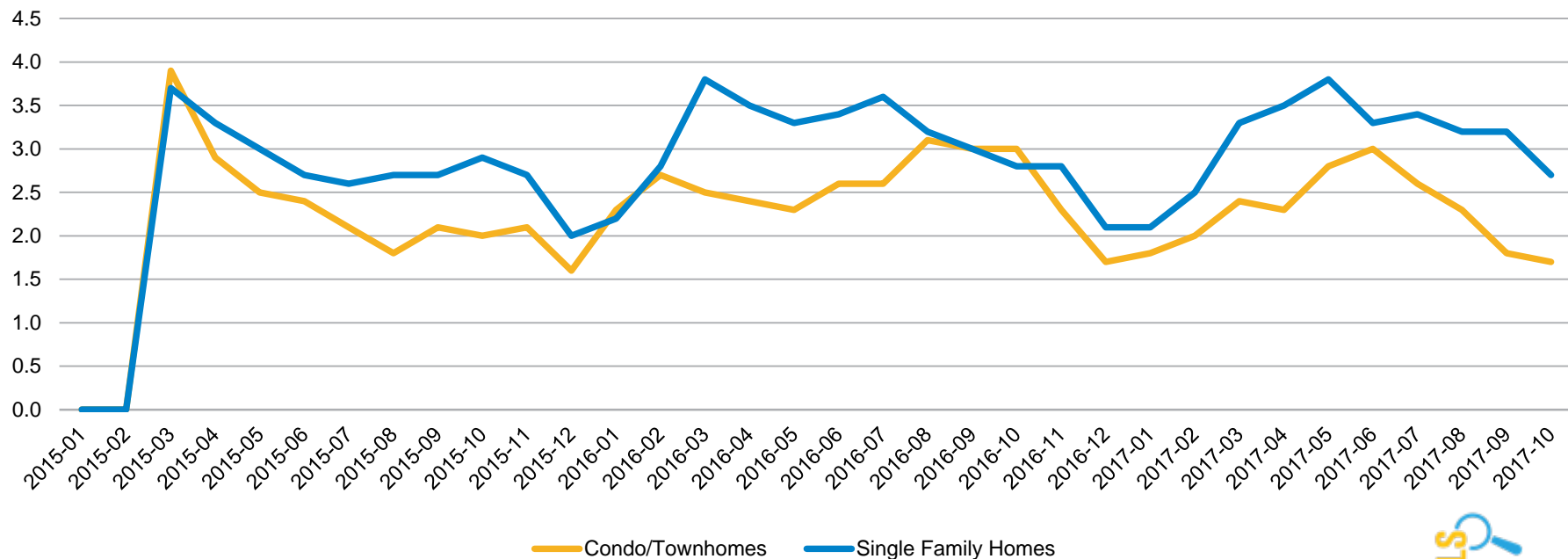
Months to Sell - Santa Cruz County: Q1'02 - Q3 '17

**Months to Sell Trend – Santa Cruz County
2002 - 2017 (by Quarter)**



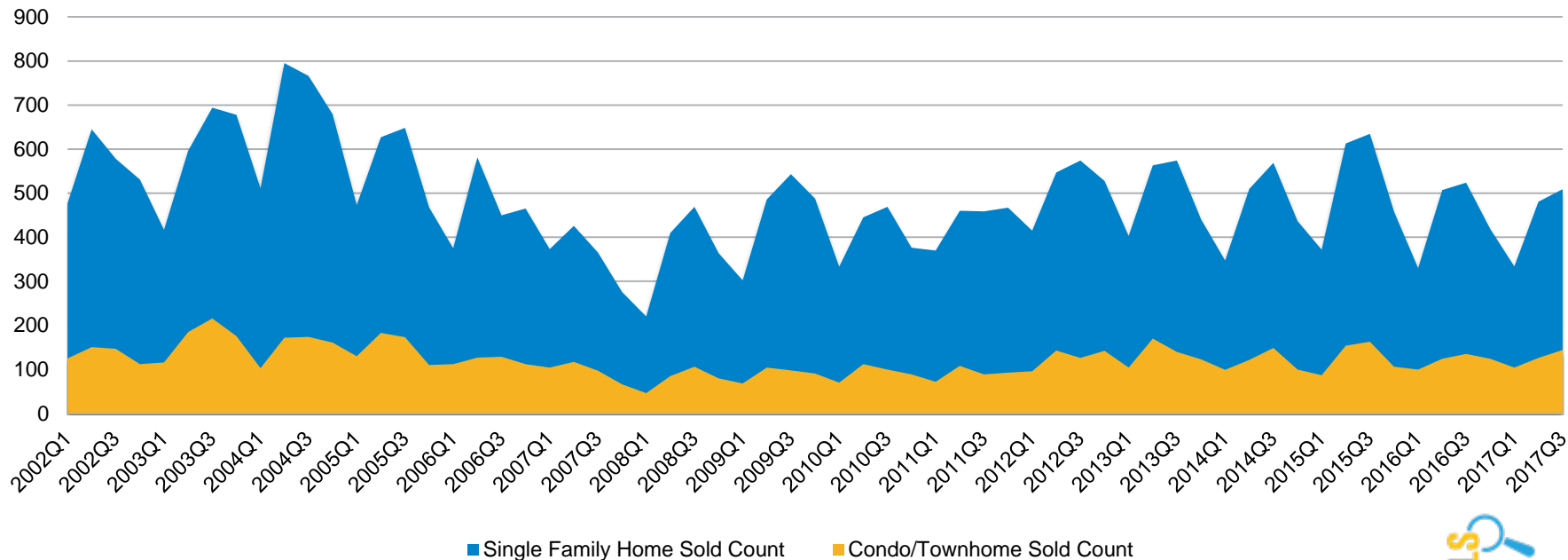
Months to Sell - Santa Cruz County: Jan '15 - Oct '17

**Months to Sell – Santa Cruz County
Jan 15 - Oct 17 (by Month)**



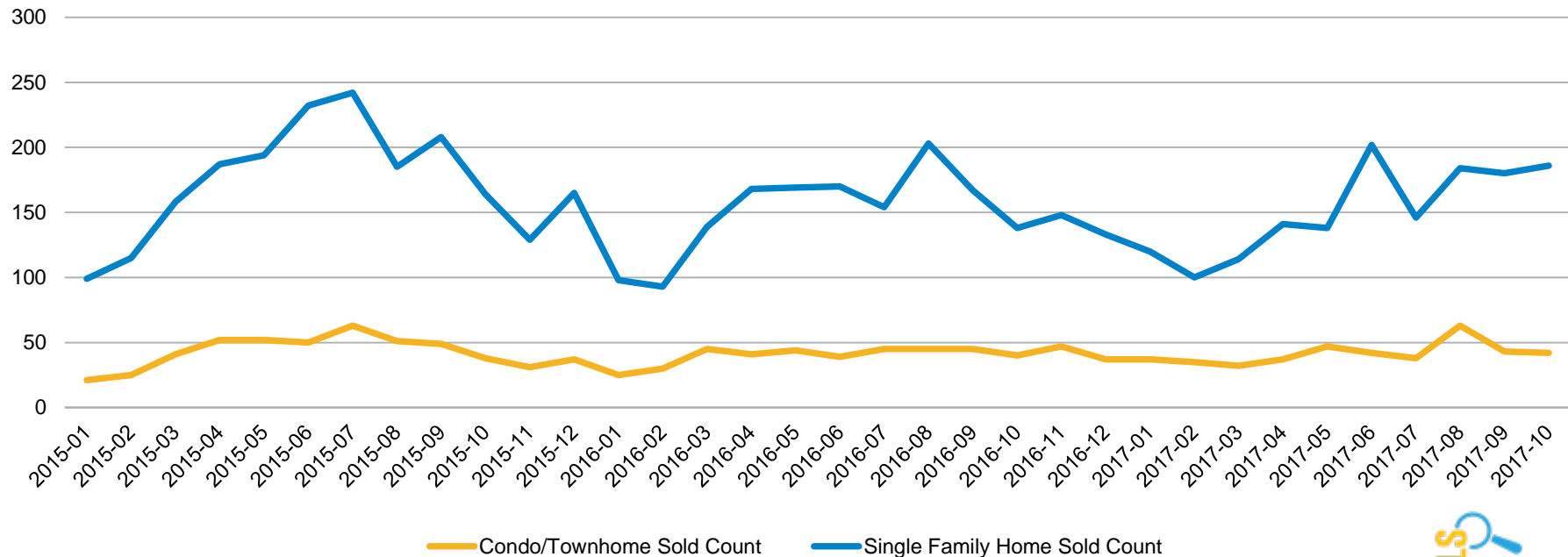
Closed Sale Trends - Santa Cruz County: Q1'02 - Q3'17

**Sold Count Trend – Santa Cruz County
2002 - 2017 (by Quarter)**



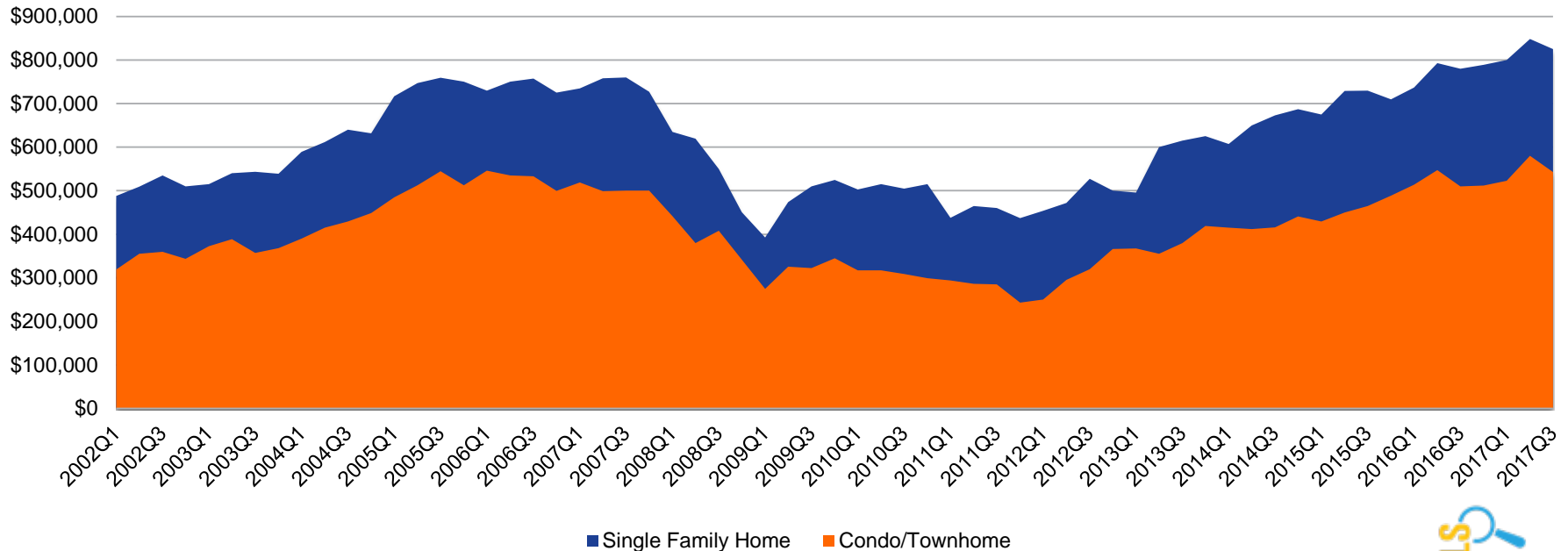
Closed Sale Trends - Santa Cruz County: Jan '15 - Oct '17

**Sold Count – Santa Cruz County
Jan 15 - Oct 17 (by Month)**



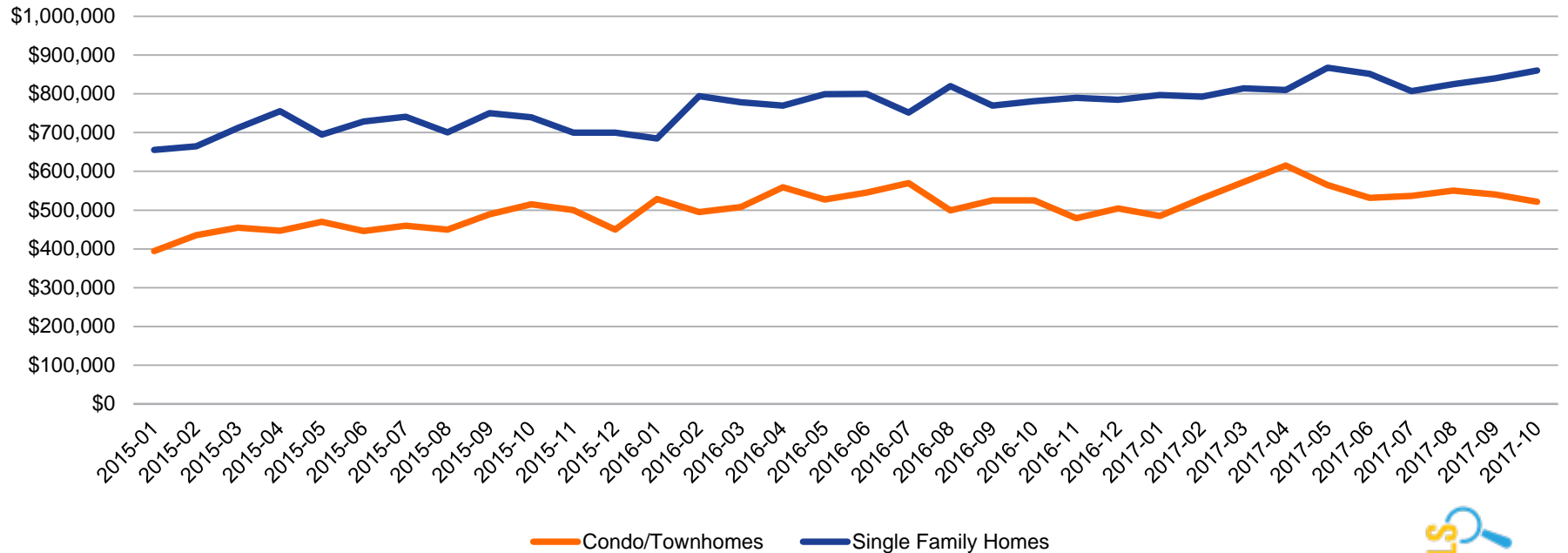
Median Price Trends - Santa Cruz County: Q1'02 - Q3'17

**Median Price Trend – Santa Cruz County
2002 - 2017 (by Quarter)**



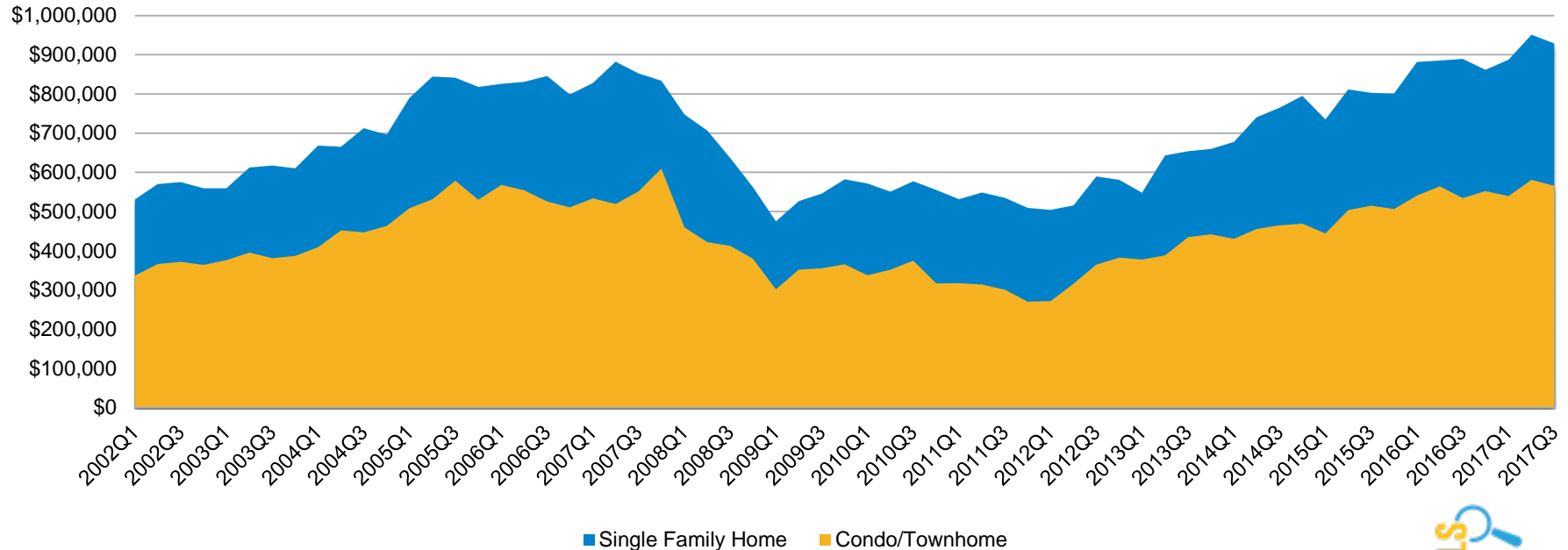
Median Price Trends - Santa Cruz County: Jan '15 - Oct '17

**Median Sales Price – Santa Cruz County
Jan 15 - Oct 17 (by Month)**



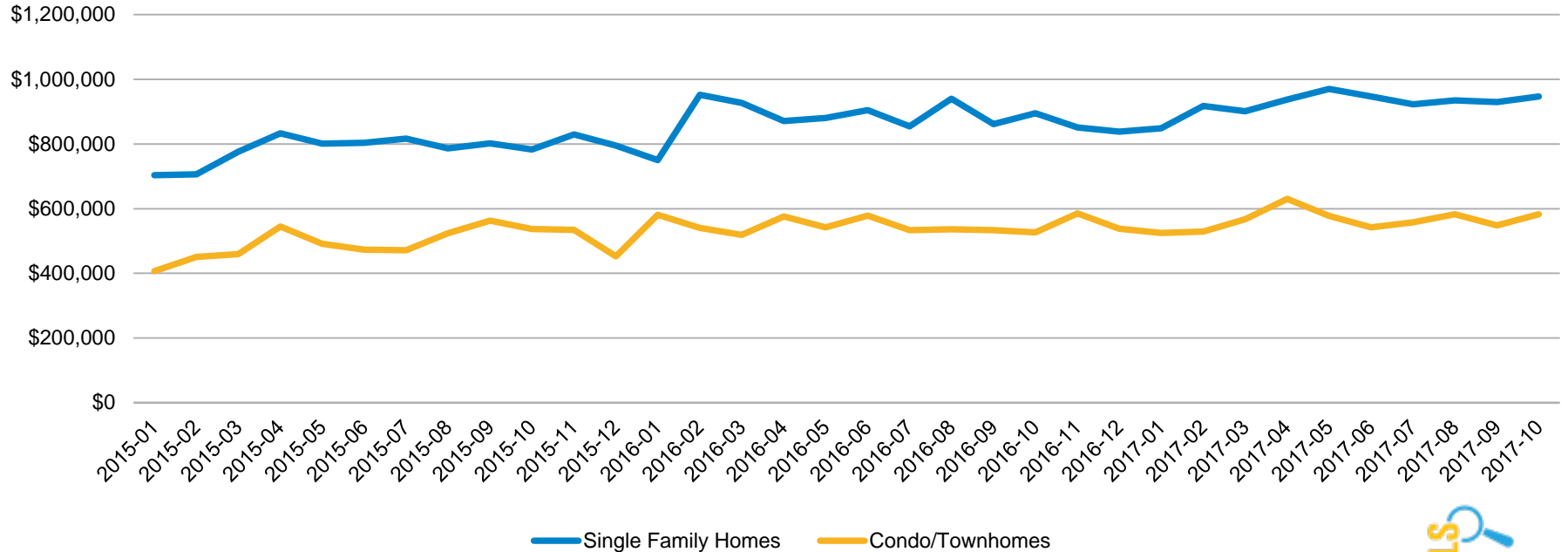
Average Price Trends - Santa Cruz County: Q1'02 - Q3'17

**Average Price Trend – Santa Cruz County
2002 - 2017 (by Quarter)**



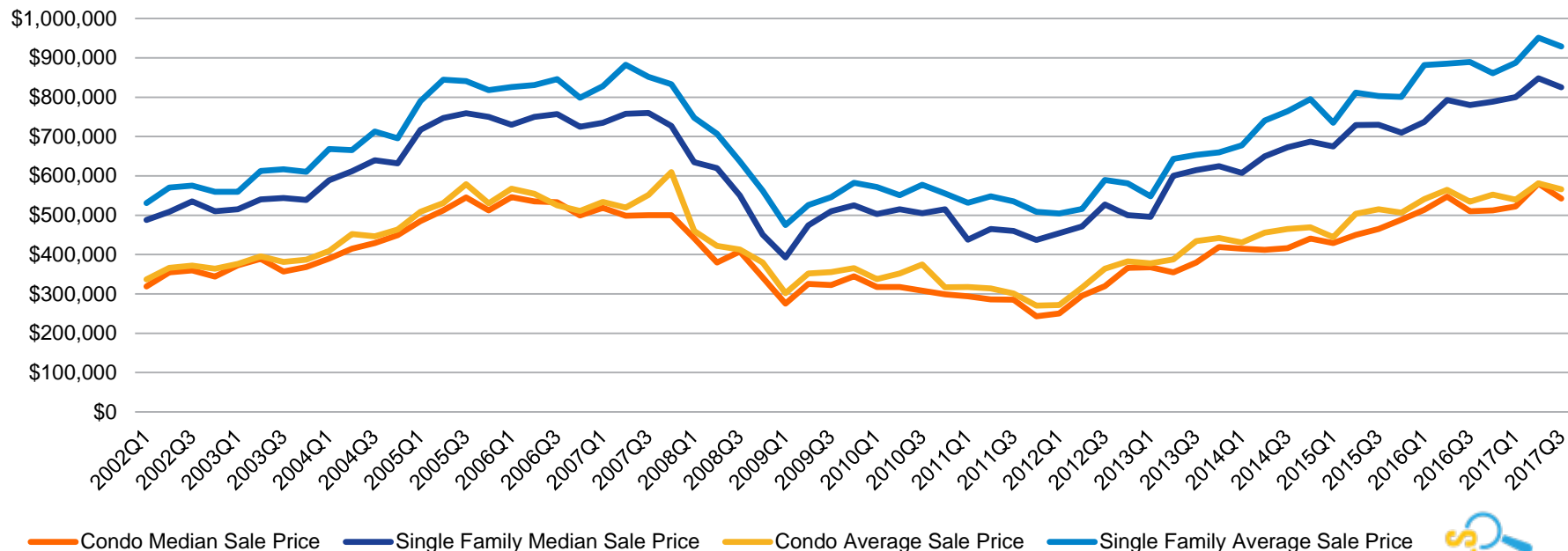
Average Price Trends - Santa Cruz County: Jan '15 - Oct '17

Average Sales Price – Santa Cruz County Jan 15 - Oct 17 (by Month)



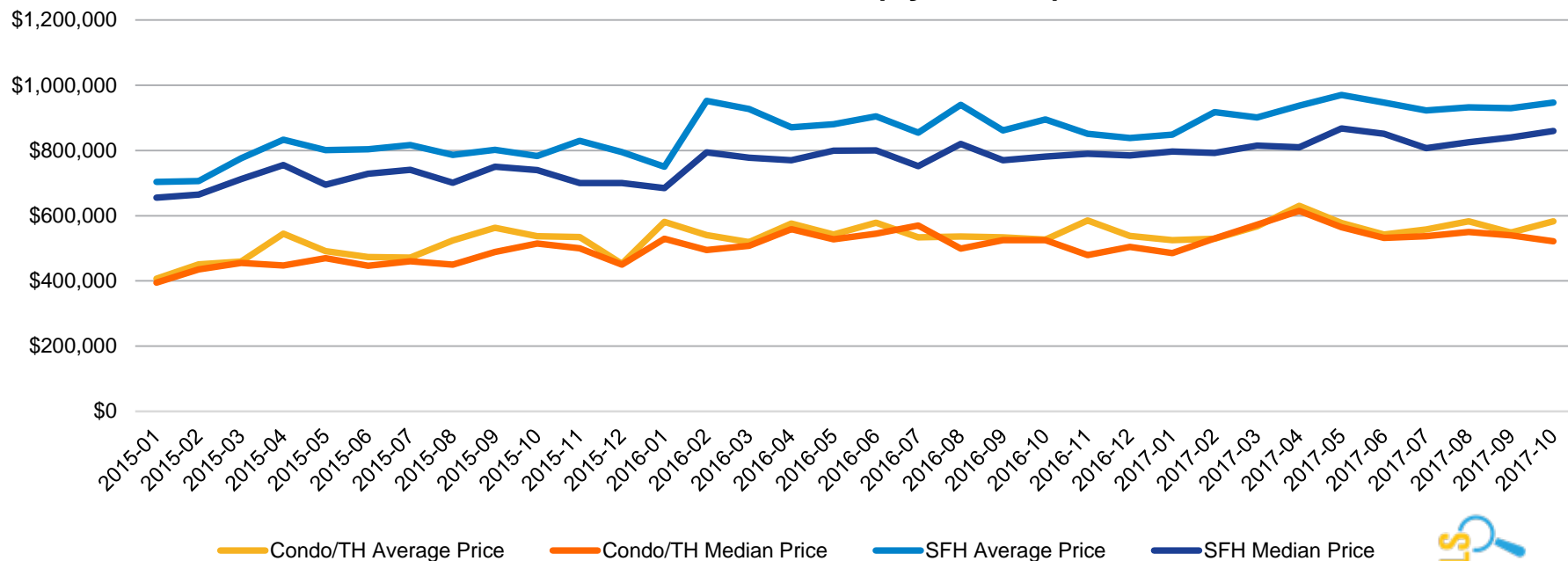
Average & Median Pricing Trends - Santa Cruz County: Q1'02 - Q3'17

**Average and Median Price Trend – Santa Cruz County
2002 - 2017 (by Quarter)**



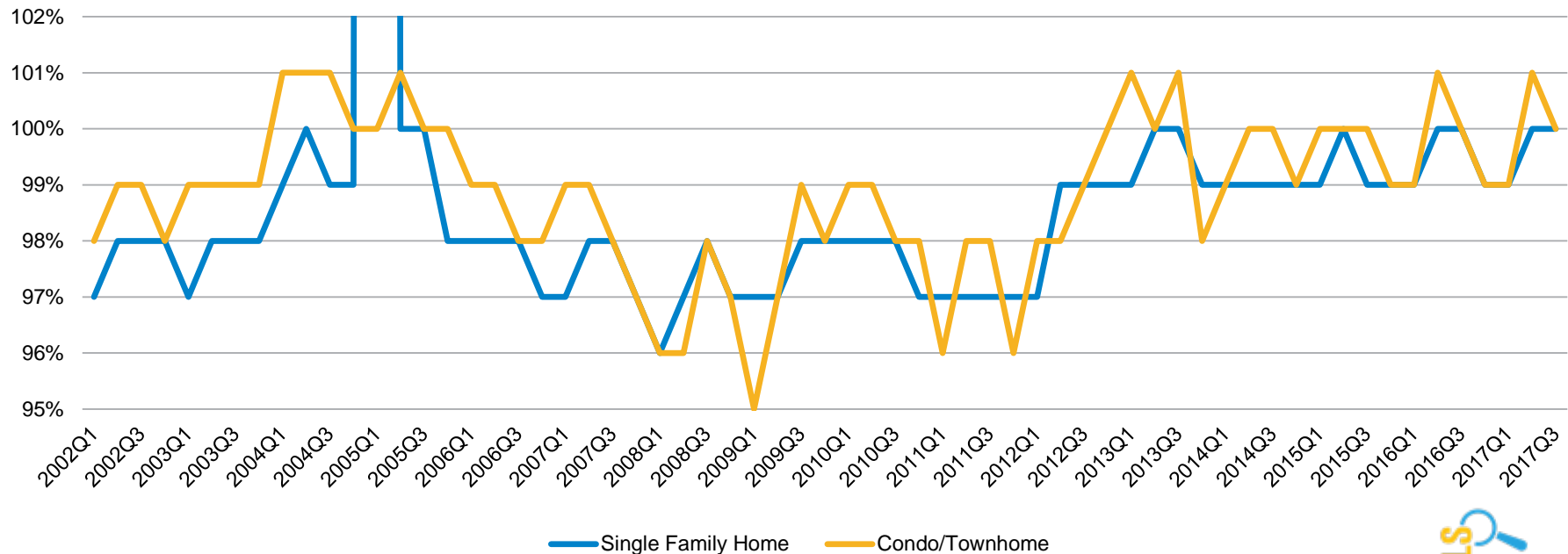
Average & Median Pricing Trends - Santa Cruz County: Jan '15 - Oct '17

**Median and Average Sales Price – Santa Cruz County
Jan 15 - Oct 17 (by Month)**



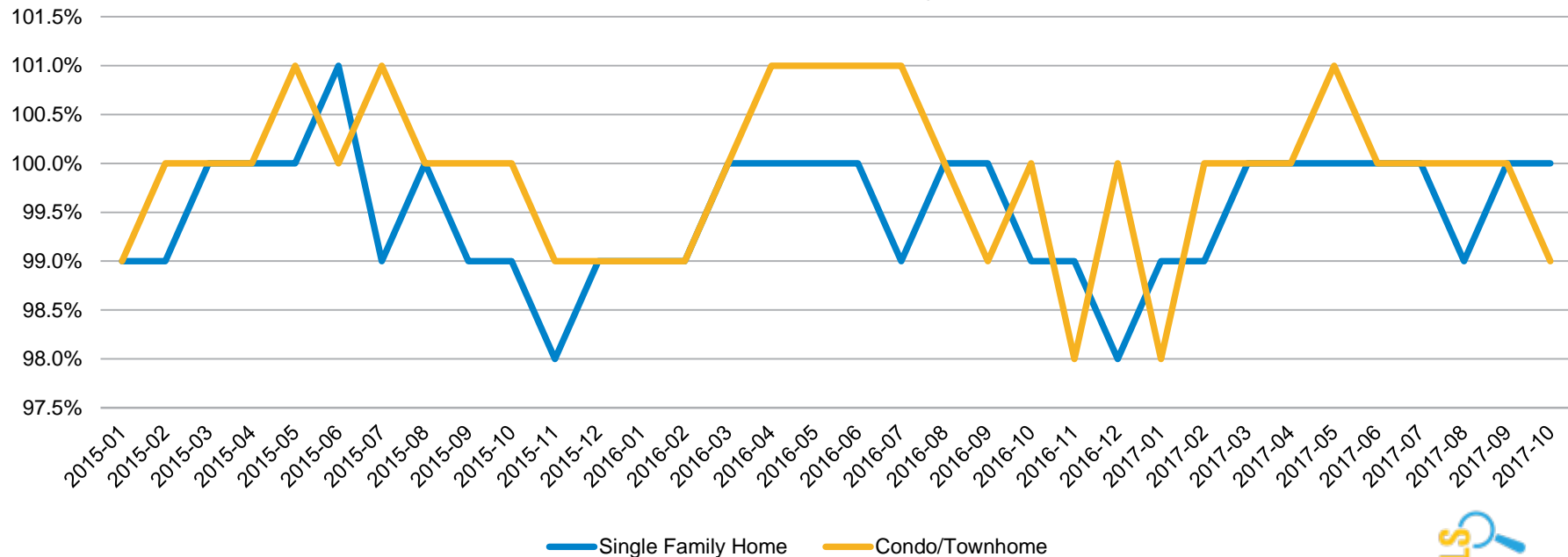
% Sale Price vs. List Price - Santa Cruz County: Q1'02 - Q3'17

**% List Price Received Trend – Santa Cruz County
2002 - 2017 (by Quarter)**



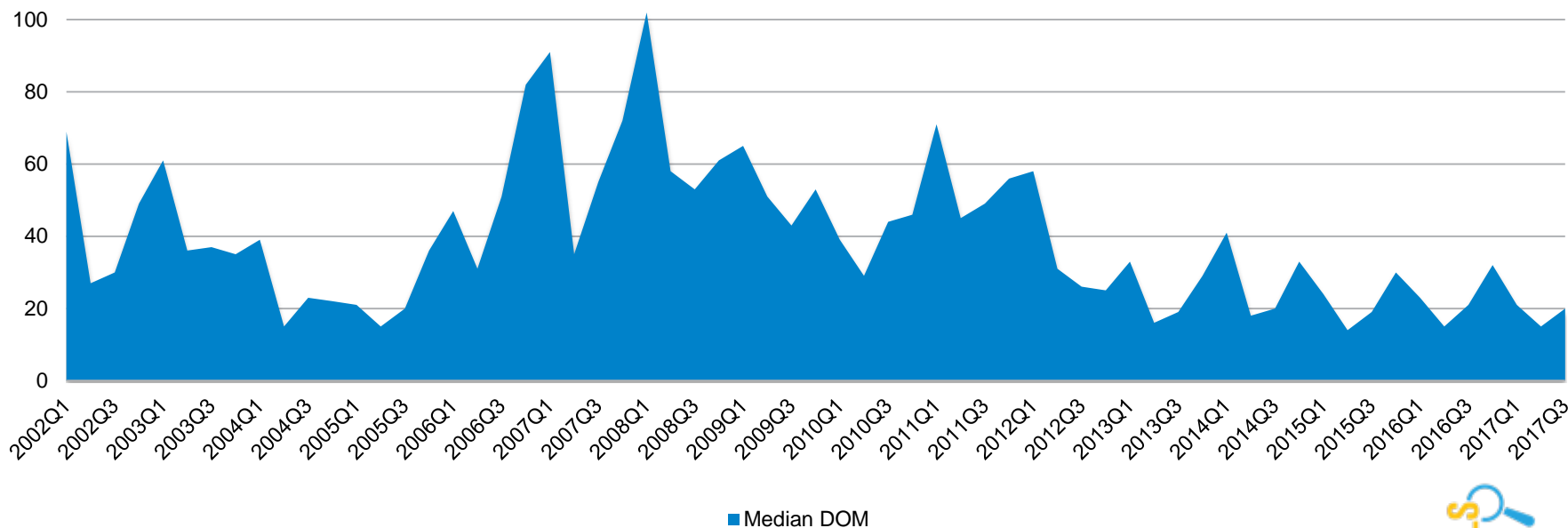
% Sale Price vs. List Price - Santa Cruz County: Jan '15 - Oct '17

**% List Price Received – Santa Cruz County
Jan 15 - Oct 17 (by Month)**



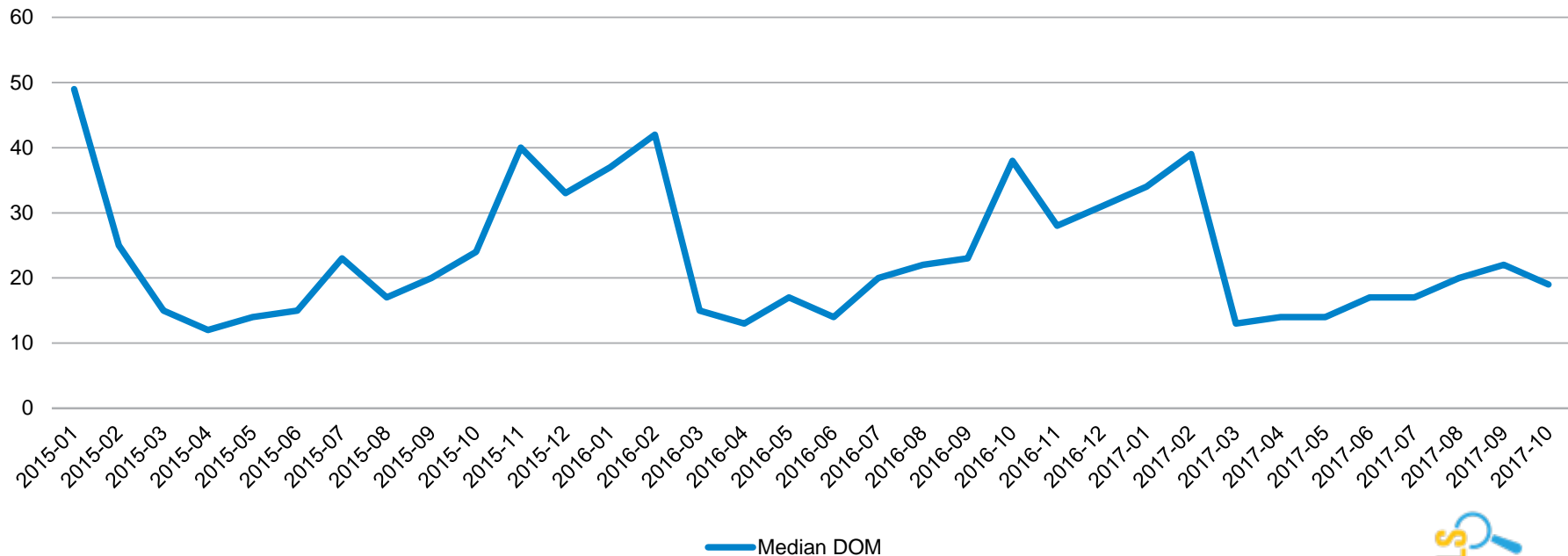
Single Family Days On Market - Santa Cruz County: Q1'02 - Q3'17

Single Family Days on Market – Santa Cruz County
2002 - 2017 (by Quarter)



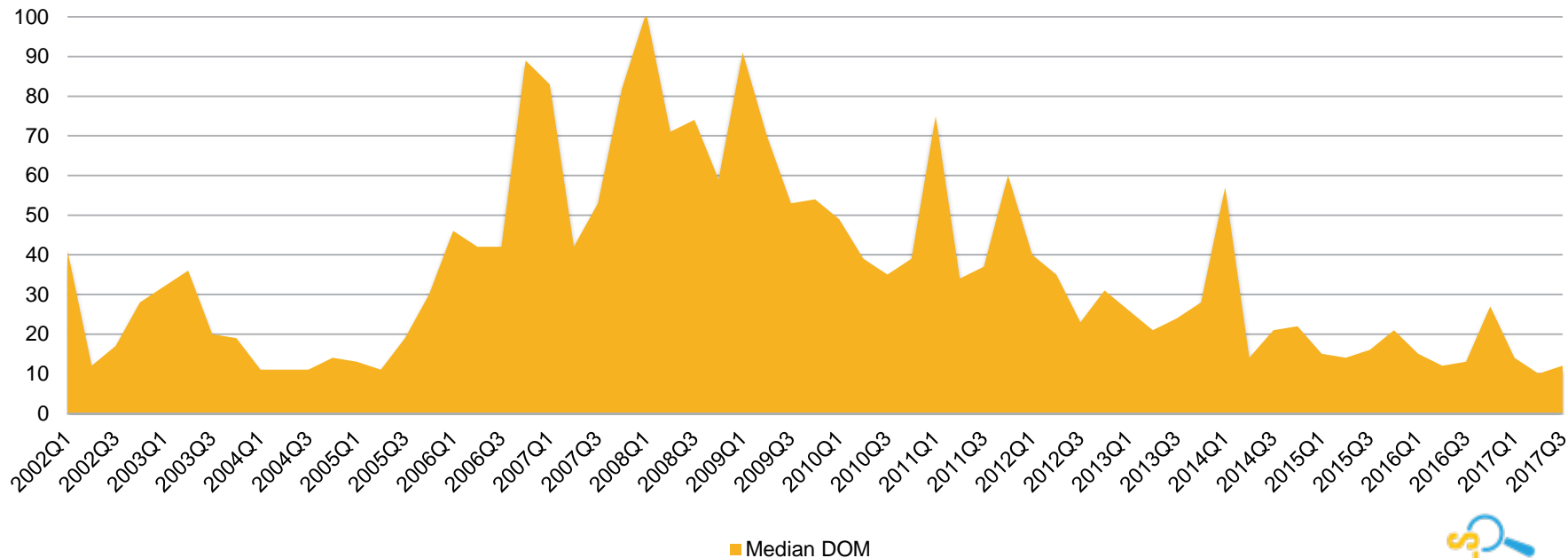
Single Family Days On Market - Santa Cruz County: Jan '15 - Oct '17

Single Family Days on Market – Santa Cruz County
Jan 15 - Oct 17 (by Month)



Condo/Townhouse Days On Market - Santa Cruz County: Q1'02 - Q3'17

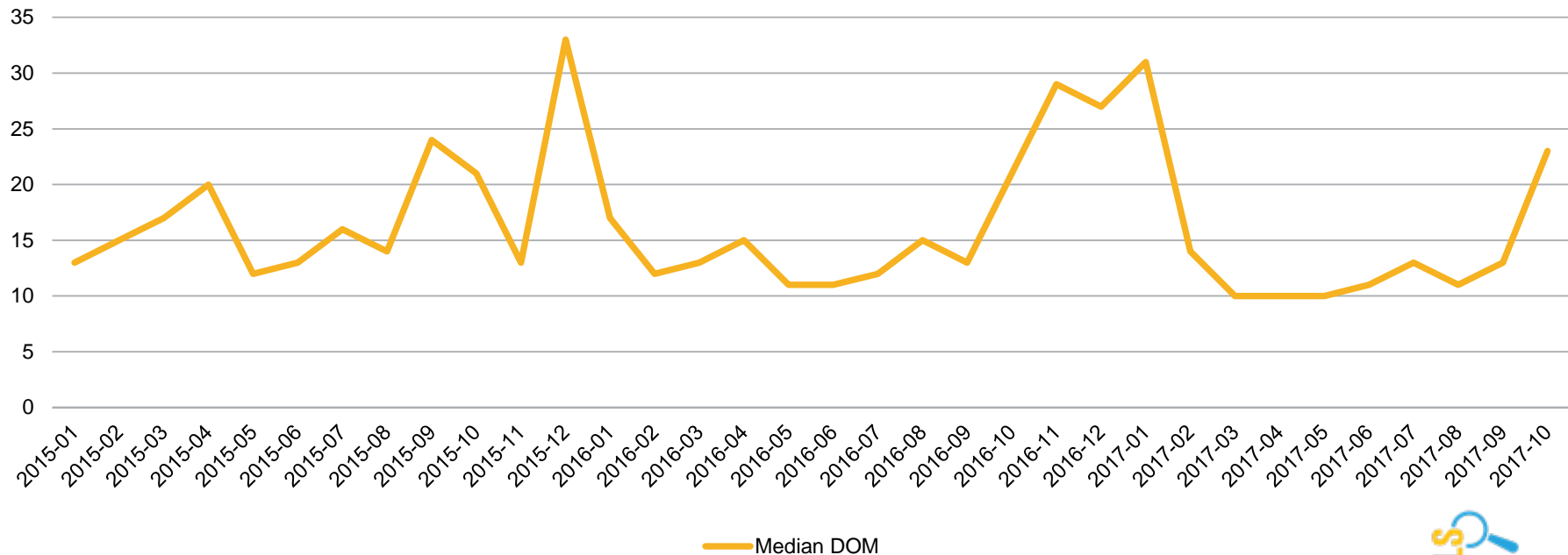
**Condo/Townhouse Days on Market – Santa Cruz County
2002 - 2017 (by Quarter)**



■ Median DOM

Condo/Townhouse Days On Market - Santa Cruz County: Jan '15 - Oct '17

**Condo/Townhouse Days on Market – Santa Cruz County
Jan 15 - Oct 17 (by Month)**



— Median DOM