

RANCHO SANTA TERESA NEWS

President's Message

Happy Spring!

THE POOLS ARE OPEN: Opening Day is Monday, April 1 with the pool opening at 1:00 PM. We are open Spring Break week, through April 7 and then we move to weekend-only hours, through Memorial Day, where we'll be open special holiday hours. The guest fee is \$5. Homeowners who paid their 2024 dues in-full, in January, have 12 free guest passes that can be used this season and can be redeemed at check-in, with our Staff. Pool hours can be found on the website at www.ranchosantateresa.org.

ADULT POOL: The adult pool will be open on Monday, April 1. Please note, the Adult Pool is reserved for those 18 and older. Children under the age of 18, regardless of parental supervision, are not allowed to use the Adult Pool.

SUMMER STAFF: Our summer crew has been hired and training is complete. We have a fantastic team this year! Be sure to say hello and get to know our staff when you visit the Club. Our Summer Staff Manager and our 4 newly promoted Supervisors will be leading the team of 17 returning lifeguards and 12 new lifeguards this year see page 2 for the full list. Congratulations to all!

CLUB MAINTENANCE & REPAIR: We take great pride in our Club and maintain a long list of maintenance and repair work inside the buildings, outside the club gates, around the pools, tennis courts and other exterior areas. The Board wants to say thank you to our year-round team who work tirelessly to ensure Rancho is a safe, clean, updated, and pleasant community for all of our members and their guests. THANK YOU Terrie J., Kathy K., Luke B., Ricardo S., and Jerry B.!

CASHLESS PAYMENTS: Rancho offers cashless payment options for guest fees, snack shack purchases and swim lessons. We understand some of our younger members, and their guests, will use cash, but please help us go cashless, when you can.

POOL PARTY RESERVATIONS: Our pool party reservation link is live! The link is, <http://www.ranchosantateresa.com/parties-rentals>. This is the only way you can reserve a pool party.

PRIVATE & SEMI-PRIVATE SWIM LESSONS: Private and semi-private swim lessons registration is live! Details are posted on the Rancho website and at the pool.

GROUP SWIM LESSONS: Our 2-week long Summer Group lesson sessions will begin when school is out in June. Sign-ups are open and additional information can be found on the Rancho website.

***There may be times when swim lessons will take place in the Adult Pool. Please know we aim to minimize member impact when using the Adult Pool for swim lessons.*

Continued on Page 2

MAIN POOL HOURS:

OPENING WEEK: SPRING BREAK

Mon 4/1-Sun 4/7 1 PM-7 PM

APRIL 8 - MAY 26

Sat & Sun 1 - 7 PM

MEMORIAL DAY: MAY 27

12:30 - 7 PM

ADULT POOL, SPA & TENNIS COURT HOURS: Daily 8AM-10PM

LAP SWIM: Mon-Fri 5-7AM & 9-11AM

Evening Hours: Mon-Thurs 9-10PM

*Special Spring Break hours-see pg. 4

OFFICE HOURS:

Tuesday & Thursday, 10AM-Noon

ONLINE DUES PAYMENTS:

Send your email address to RSTSRCooffice@gmail.com and request an online invoice.

KEY FOBs:

Need a key fob? Come in during pool hours or contact rstsrcmemberinfo@gmail.com

NEXT BOARD MEETING:

Monday, April 15 • 6pm
Lounge

HALL RENTAL REQUESTS:

Go to the Parties-Rentals tab on the website at ranchosantateresa.org



RANCHO SANTA TERESA NEWS

President's Message, cont.

FOLLOW US ON FACEBOOK & INSTAGRAM: Facebook - be sure to select Rancho Santa Teresa Swim & Racquet Club (Nonprofit Organization), as there are multiple unofficial Rancho Facebook pages. Rancho only maintains this one. Instagram - @rstsrc_official. Our first official Instagram post is March 30. There will be many more to come, along with fun social media games announced at the pool!

SUMMER STAFF:

Summer Staff Manager: Jalen J.

Supervisors: Jane P., Ben P., McKenna V., Kaylin W.

Head Lifeguards: Abby B., Zach F., James G., David H., Kailey K., Mackenzie M., James M., Christian P., Dietrich R. and Teagan W.

Lifeguards: Buster A., Parker A., Grace C., Amber F., Rey G., Liam G., Claire K., Gianna K., Nolan L., Abigail L., Son L., Tyson L., Jayden M., Madeline M., Isabella M., Vince P., Katie R., Caelyn S., Isabella S.

- Stacy



Sea Otters News

*The Santa Teresa Sea Otters are a
Non-Profit Organization*
www.stseaotters.com

OUR 2024 SEASON IS ALMOST HERE!

Our registration closed a few weeks ago and we're thrilled to have 191 swimmers, with 39 of those being new. It's wonderful to see so many returning families and we're especially excited to **WELCOME** all the new Sea Otters families/swimmers who are joining us this year!

Mark your calendars!

4/8: First Day of Practice, Rancho!!!

4/16 & 4/17: New Family Orientation, Rancho - Upper Pool Deck

4/21-5/3: Volunteer Sign-ups, On-line

4/26-5/3: Secret Sea Otters Sign-ups, On-line

5/1: Team Picture Day, Rancho

5/4: Sea Otters Rancho Service Project, Rancho

Visit www.stseaotters.com for more details. You can also follow us on Facebook and Instagram. Or contact Edie Fischer, chair.stseaotters@gmail.com.

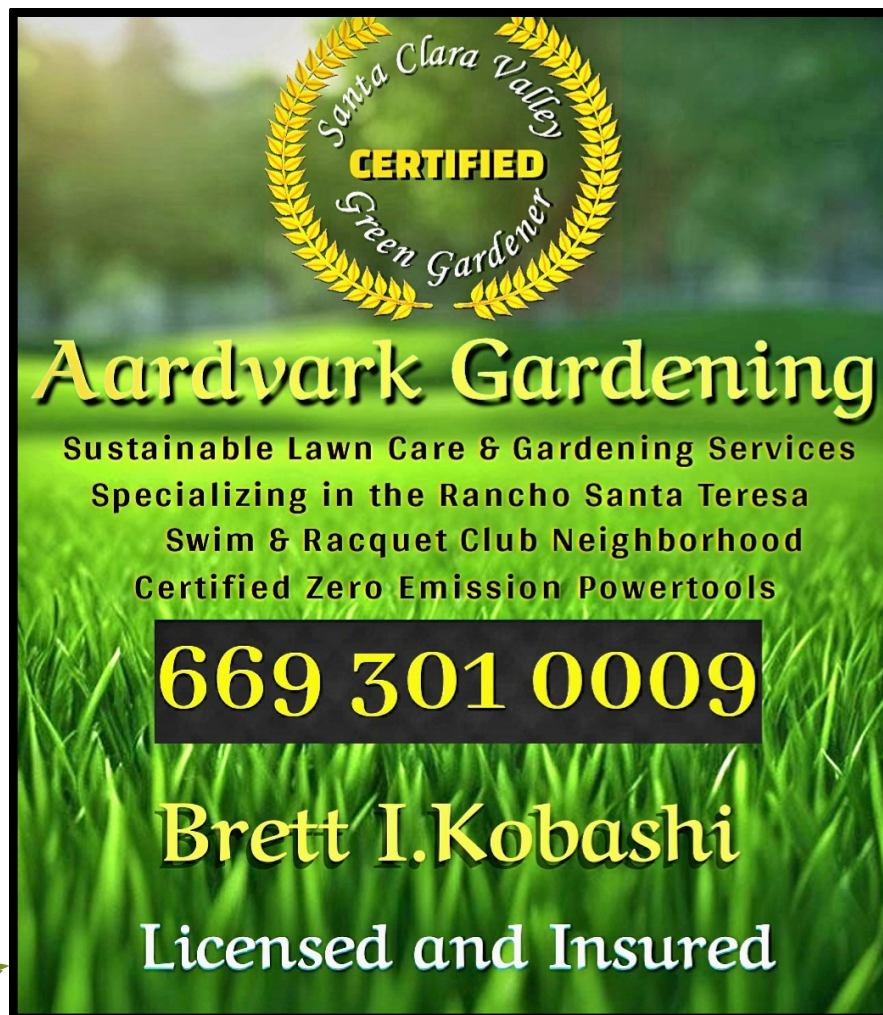
RANCHO SANTA TERESA NEWS

NEIGHBORHOOD HAPPENINGS

The Rancho Santa Teresa Club would like to keep our neighborhood safe and clean!

Please see below on who to report concerns and who to contact:

- Report homeless concerns: www.homelessconcerns@sanjoseca.gov
 - Report concerns about homeless encampments: <https://www.sanjoseca.gov/your-government/departments-offices/parks-recreation-neighborhood-services/report-an-encampment>
 - Report abandoned cars, graffiti, trash, dumping, potholes, street light outage: <https://311.sanjoseca.gov/>
-



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Swim & Racquet Club Neighborhood
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Brett I. Kobashi
Licensed and Insured



RANCHO SANTA TERESA NEWS

Free Weekly Activities

LAP SWIM:

*Spring Break Hours: 4/1-4/7 - 5-7AM & 11:30AM - 1PM

After April 8 - lap swim returns to:

Mon-Fri 5-7AM & 9-11AM

Evening Hours: Mon-Thurs 9-10PM

No lifeguards are on duty. If the pool is covered when you arrive, please re-cover when you leave.



Please email rstsrcmemberinfo@gmail.com for contact name/number for evening lap swim. Evening lap swim requires coordination with SVS, after swim practice.

MAKE SURE TO RE-COVER THE SPA AFTER USE Members must put the cover back on the spa if used when the main pool is not open. This helps maintain the water temperature and decrease our heating costs.

FRIDAY COFFEE CLUB



Enter through the front entrance of the Hall on Fridays. The fun lasts from approximately 10AM to 12:00PM. We play Dominoes, Mexican Train and a card game called Sequence. If you do not know how to play, we are happy to teach you or you can attend just for the fellowship. Coffee and snacks are available every week.

Fix Before You List

Planning to Sell Your Rancho Santa Teresa Home?

Get up to \$75,000 interest free to update your home now, sell for more, and pay at closing!

Sell your home for more money and faster with quick and easy, pay at closing home improvements!

Small improvements such as paint, flooring, and landscaping can net you as much as \$100,000 - \$200,000 more on the sale price of your home.

Now you can Fix Before You List, Sell for More, and Pay at Closing!

Call/text Matt Cossell at 408.761.3271 or matt@mattcossellteam.com



MATT COSSELL
— REAL ESTATE SERVICES —

408.761.3271
Matt@MattCossellTeam.com

DRE# 01382971



kw
KELLERWILLIAMS.

RANCHO SANTA TERESA NEWS

Monthly Events

POKER NIGHT

Upcoming Date - 4/19

All Members who are 21+ are welcome to join us to play Texas Hold'em in the Lounge at 7PM. Buy-in will be \$20, with an option to buy in one more time for an additional \$20. Bring your own beverage (alcoholic or otherwise) and a snack to share (optional).



GAME NIGHT

Upcoming Date - 4/29

All members who are 18+ are welcome to play games. Some groups may choose to play Bunco and others may choose Mahjong. Bring your favorite drink, light appetizer to share. Some groups (like Bunco) may suggest adding some cash to a winner's pot to share so bring some one, five, and ten dollar bills. For questions, please contact Rupali Solanki at rupali.goyal10@gmail.com or Patty Borg at ptybrg28@hotmail.com.



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RANCHO SANTA TERESA NEWS

SECOND QUARTER DUES ARE NOW DUE

Second Quarter dues were due April 1st. THIS IS YOUR DUES NOTICE. We do not mail invoices to save costs. If we have your email on file, reminders will be sent along with the ability to pay your dues online. Dues are now \$132/quarterly or \$528/annually. A \$10 late fee is assessed after the 15th day of the Quarter.

Payment options:

- Check/cash: Mail to RSTSRC, 286 Sorrento Way, San Jose, CA 95119. You can also drop it off at the club mailbox located on the top of the stairs by the front Hall entrance.
- EFT: If you have not received an online invoice, send your email to RSTSRCoffice@gmail.com. You will receive invoice emails that will allow you to pay online. There is no additional fee to you.
- CREDIT/DEBIT: A nominal fee of \$4/qtr, \$12/year is required. Email the office and request credit/debit payment.

KEEP YOUR ACCOUNT INFORMATION CURRENT

It is your responsibility to make sure the office has the correct information on file for your phone numbers and e-mail accounts. Send any updates to rstsrcoffice@gmail.com

Attention 1st Graders thru 6th Graders

Meet Tuesdays after school from 1:45 pm to 3:15 pm for Kids Club

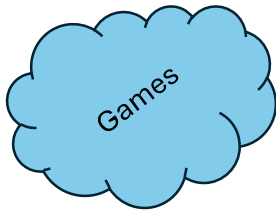
- KIDS CLUB IS A FREE, AFTER SCHOOL PROGRAM DESIGNED TO TEACH POSITIVE LIFE SKILLS THROUGH GAMES, MUSIC AND CHRISTIAN LEARNING.
- THIS IS SPONSORED BY YOUR LOCAL CHURCH, BLOSSOM VALLEY BIBLE CHURCH ON PURPLE HILLS DRIVE.
- ALL KIDS CLUB VOLUNTEERS FROM THE CHURCH ARE REQUIRED TO SUBMIT A BACKGROUND CHECK WHICH INCLUDES AN APPLICATION, REFERENCES, AND FINGER PRINTING THROUGH THE DEPARTMENT OF JUSTICE.



KIDS CLUB

January 23rd to May, 21st 2024

Never too late to join



Scan QR Code to Register

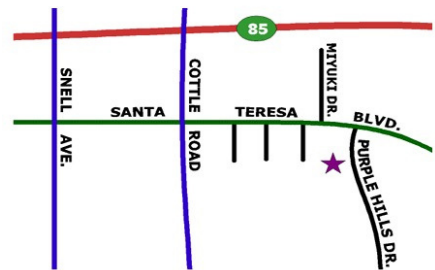
Weekly Prizes



You may sign up online by scanning the QR Code or by coming to Fellowship Hall on Tuesday anytime between 1:45 and 2:00 pm

Questions: Call or text Mike Connolly at (408)595-3280

6147 Purple Hills Drivr, San Jose, CA 95119



Meet at the back gate of Santa Teresa Elementary School entering into Blossom Valley Bible Church lot on Tuesdays after school

RANCHO SANTA TERESA NEWS

Available Lessons

TENNIS WITH TOM

Monday, Wednesday, Thursday 4PM - 8 PM
Lessons from NorCal Tennis Academy - norcaltennisacademy.com-
Contact Tom Le: 408-896-5745



AQUA FITNESS WITH DARLENE & AMY

APRIL SESSION - 13 classes - \$156 Members. Partial month or drop-in rates also available. Aqua Cardio & Toning Interval Workout For All Ages. Each 60-minute session includes stretching/warm-up, cardio and toning intervals, core training and cool down. Lose weight and tone up with a low-impact workout in a non-judgmental environment. You do not need to know how to swim or to submerge your face, and can wear whatever aquatic clothing is comfortable for you.

Partial month or drop-in rates also available. **Contact Darlene at 408-420-5916 / dvossbri@gmail.com or Amy at 408-386-9600 or amyraz@comcast.net with questions or to join the class.**



Spring into a new routine!

TRY AN AQUA FITNESS CLASS IN APRIL.
See more information in the available classes section of the newsletter.

A & D
AQUATIC FITNESS
Cardio | Toning | Core

Amy Raczkowski | 408-386-9600 | amyraz@comcast.net
Darlene Vossbrinck | 408-420-5916 | dvossbri@gmail.com
AQUATIC EXERCISE ASSOCIATION AND RED CROSS CPR/AED CERTIFIED



RANCHO SANTA TERESA NEWS

RANCHO SANTA TERESA SWIM & RACQUET CLUB Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L January - February, 2024

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 142,726	\$ 486,148	\$ (343,422)	29.4%
Total 4100 Member Lesson Income	\$ 2,860	\$ 74,763	\$ (71,903)	3.8%
Total 4200 Nonmember Lesson Income	\$ 5,607	\$ 68,610	\$ (63,003)	8.2%
Total 4300 Member Rental Income	\$ 4,610	\$ 31,902	\$ (27,292)	14.5%
Total 4400 Nonmember Rental Income	\$ 1,770	\$ -	\$ 1,770	
Total 4500 Interest on Operating Funds	\$ 2,715	\$ 15,064	\$ (12,349)	18.0%
Total 4600 Social Event Income	\$ 9	\$ 4,107	\$ (4,098)	0.2%
Total 4700 Services Fees & Late Fees Income	\$ 1,002	\$ 3,209	\$ (2,207)	31.2%
Total 4800 Other Ordinary Income	\$ 470	\$ 2,505	\$ (2,035)	18.8%
Total Income	\$ 161,769	\$ 686,308	\$ (524,539)	23.6%
Gross Profit	\$ 161,769	\$ 686,308	\$ (524,539)	23.6%
Expenses				
Total 5000 Gross Payroll	\$ 12,506	\$ 203,989	\$ (191,483)	6.1%
Total 5100 Payroll Related Expenses	\$ 2,517	\$ 23,287	\$ (20,770)	10.8%
Total 5200 Member Lesson Expenses	\$ -	\$ 42	\$ (42)	0.0%
Total 5600 Social Event Expenses	\$ 704	\$ 12,145	\$ (11,441)	5.8%
Total 5800 Other Member Services	\$ -	\$ 552	\$ (552)	0.0%
Total 6000 Professional Services	\$ 1,844	\$ 20,976	\$ (19,132)	8.8%
Total 6100 Other Outside Services	\$ 6,763	\$ 37,769	\$ (31,007)	17.9%
Total 6200 Insurance	\$ 9,231	\$ 56,593	\$ (47,362)	16.3%
Total 6300 Bank Fees	\$ 332	\$ 1,222	\$ (890)	27.1%
Transfer fees	\$ 1,409	\$ 6,860	\$ (5,451)	20.5%
Total 6500 General Office Expenses	\$ 728	\$ 14,603	\$ (13,875)	5.0%
Total 6800 Taxes and Licenses	\$ -	\$ 7,033	\$ (7,033)	0.0%
Total 7000 Building and Hall Maintenance	\$ 46,157	\$ 42,065	\$ 4,092	109.7%
Total 7100 Pool Maintenance	\$ 5,314	\$ 41,053	\$ (35,739)	12.9%
Total 7200 Utilities	\$ 19,877	\$ 99,938	\$ (80,061)	19.9%
Total 7300 Reserve Funding	\$ -	\$ 118,200	\$ (118,200)	0.0%
Total Expenses	\$ 107,381	\$ 686,327	\$ (578,946)	15.6%
Net Operating Income	\$ 54,388	\$ (19)	\$ 54,407	-286251.7%
Other Income				
Total 9000 Reserve Fund Income	\$ 4,510	\$ -	\$ 4,510	
Total Other Income	\$ 4,510	\$ -	\$ 4,510	
Other Expenses				
Total 9500 Reserve Fund Expenditures	\$ 14,677	\$ -	\$ 14,677	
Total Other Expenses	\$ 14,677	\$ -	\$ 14,677	
Net Other Income	\$ (10,166)	\$ -	\$ (10,166)	
Net Income	\$ 44,221	\$ (19)	\$ 44,240	-232744.2%

Rancho Santa Teresa

Find Out How Much Your Rancho Santa Teresa Home Is Worth

If you're going to sell your Rancho Santa Teresa home in the next 6-12 months, what you do right now to prepare for the sale could make a difference of thousands of dollars. Now you can get a FREE evaluation of your home's value and tips on how to prepare your home for sale.

On RanchoSantaTeresaHomeValue.com, you will:

- Find out how much your home is worth compared to other homes in today's market.
- Get a FREE list of homes for sale and sold in your neighborhood in the last 6 months so you have a good idea of what's been selling in your area.
- Plus, find out how to get a FREE report on which fix-ups will get you the best return on your investment as you prepare your home for sale.



MATT COSSELL
REAL ESTATE SERVICES

408.761.3271
matt@mattcossellteam.com
RanchoSantaTeresaHomeValue.com
Realtor® | DRE# 01382971

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ESTATES
KELLERWILLIAMS

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RanchoSantaTeresaHomeValue.com
and enter your property address



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When you're ready to take the next step toward selling your home, we're here to help. Our trademarked 5 Day Blitz Marketing Plan will get your home seen by thousands of motivated buyers.

The Right Price

We'll quickly put together a custom marketing plan with an effective price. A well-priced home often generates competing offers and drives up the final sale value.

In marketing your home, we also develop a listing that emphasizes its unique aspects. We then put your home in front of buyers by establishing it on the local MLS, calling the top agents who produce the most sales in your neighborhood and reaching out to the neighbors.

Effective Internet Marketing

We host one of the top agent-owned home search website in Santa Clara County. In addition to our innovative website, we will use the Internet to make your listing highly visible including posting your home as a "Coming Soon" listing on multiple websites.

The Best Deal

When we list your home, we do so at no additional cost. When you start to get offers, we can represent you during the emotionally charged negotiating process and ensure that you get the best price, and favorable closing terms.



MATT COSSELL

408.761.3271
matt@mattcossellteam.com
5DayHomeBlitz.com
Realtor® DRE# 01382971

kw BAY AREA
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Visit 5DayHomeBlitz.com and
enter your property address





Laurie & Michelle

The Hansen Home Team
 5609 Silver Creek Valley Road
 San Jose, CA 95138
 (408) 218-6222
 lhansen@interorealestate.com
 http://www.lauriehansen.com
 CA BRE #00757662



The Real Estate Report

Prices and Sales Continue to Rise

The median sales price for single-family, re-sale homes was up 20.5% compared to last year.

The average sales price for single-family, re-sale homes was up 10.4% year-over-year.

Sales of single-family, re-sale homes were up 26.8%, year-over-year, in February. There were 383 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio rose from 103.4% to 107.4%.

Pending sales were down 53.5% year-over-year.

Inventory of single-family, re-sale homes was down for the eleventh month in a row. It fell 24.5% compared to last year. As of March 5th, there were 401 homes for sale in Santa Clara County. The average since January 2000 is 2,703.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current

rate of sales, fell from 30 days to 29 days. The average since 2003 is 89.

It took twenty days to sell a home last month. That is the time from when a home is listed for sale to when it goes into contract.

The median sales price for condos was up 8.2% compared to last February. The average sales price gained 10% year-over-year.

Condo sales were up 24.8% year-over-year. There were 206 condos sold in February.

The sales price to list price ratio rose from 101.1% to 103.9%.

Condo inventory was down 1.4% compared to last February.

As of March 5th, there were 214 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell from forty-four to twenty-nine.

It took an average of twenty-one days to sell a condo last month.

If you are planning on selling your property, call me for a free comparative market analysis.



6585 Prague Court, San Jose

Class:	Res. Single Family
Beds:	4
Baths (F/P):	2 (2/0)
SqFt:	1,868 SqFt (Other)
Lot Size:	6,098 SqFt

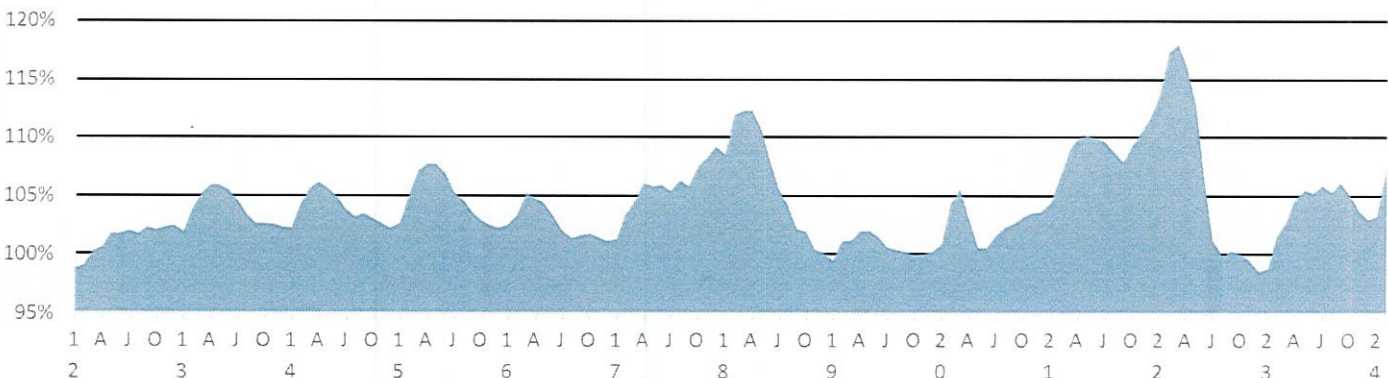
*Sold in 6 Days
 \$250,000 over Asking
 @ \$1,600,000*

VISIT

<https://lauriehansen.rereport.com>

Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

Santa Clara County Homes: Sales Price/Listing Price Ratio



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THE REAL ESTATE REPORT Santa Clara County



Laurie & Michelle

The Hansen Home Team
5609 Silver Creek Valley Road
San Jose, CA 95138

Quick Summary of Comparable Properties

Residential Summary

Res. Single Family

ACTIVE	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age
	263 Cresta Vista Way	San Jose	4	2 0	3	1,735	\$887.61	7,405 (sf)	\$1,540,000	56
	6323 Solano Drive	San Jose	3	3 0	4	1,923	\$780.03	5,663 (sf)	\$1,500,000	51
	269 Dondero Way	San Jose	4	2 0		1,864	\$750.00	5,663 (sf)	\$1,398,000	54
ACTIVE										
# Listings:	3	AVG VALUES:	4	1,841	\$805.88	6,244 (sf)	\$1,479,333	54		
PENDING										
	6505 Kona Court	San Jose	3	2 0	2	1,408	\$994.28	6,534 (sf)	\$1,399,950	54
	6585 Prague Court	San Jose	4	2 0	7	1,868	\$722.70	6,098 (sf)	\$1,350,000	50
PENDING										
# Listings:	2	AVG VALUES:	5	1,638	\$858.49	6,316 (sf)	\$1,374,975	52		
SOLD										
	6314 Purple Hills Drive	San Jose	4	2 1	7	2,124	\$894.54	6,443 (sf)	\$1,649,000	52
	6314 Camino Verde Drive	San Jose	4	2 1	15	2,124	\$837.10	6,000 (sf)	\$1,499,888	52
	6318 Nepo Drive	San Jose	3	2 0	4	1,343	\$1,269.55	5,663 (sf)	\$1,498,000	54
	259 Los Palmos Way	San Jose	4	2 0	7	1,516	\$1,030.68	6,000 (sf)	\$1,388,000	54
	6426 Samar Drive	San Jose	3	2 0	6	1,694	\$914.99	5,663 (sf)	\$1,449,000	54
	257 Los Palmos Way	San Jose	4	2 0	15	1,516	\$996.38	5,663 (sf)	\$1,425,000	54
SOLD										
# Listings:	6	AVG VALUES:	9	1,720	\$990.54	5,905 (sf)	\$1,484,815	53	\$1,667,669	

Remodeled
Remodeled

Sold!
1,600,000

(Continued from page 2)

Home builders have been increasingly optimistic over the last few months, but consumers aren't exactly buying new homes in droves. Sales of new homes rose by 1.5% in January to a 661,000 annualized rate of sale, and while this is the highest figure in the last three months, it's also a figure barely better than during the same period a year ago. In addition, December's initially reported sales were revised downward by 13,000 units, so there's a reasonable chance that January actually featured little or no improvement, too. What didn't change is that there are still 8.3 months of supply of new homes available to buy at the present rate of sale. Home prices remain high, and the median price for a new home sold in January was \$420,700, increasing from December to start the year. Like those for existing homes, prices of new homes are starting the spring homebuying season in a firm stance, although the latest median prices was actually about \$12,000 less than January 2023.

Builders are enthused because they know there is still very little available to

buy in the existing home market, the largest segment of the housing market. Existing home sales seem poised to start the spring in a sluggish manner, as the National Association of Realtors Pending Home Sales Index for January declined by 8.3% compared to December -- and is also 8.8% below levels seen in January 2023. This measure of signed contracts to purchase existing homes precedes closed sales by 45 to 60 days; as such, sales for February and especially March are likely to be lower than the current pace, not that it's all that strong at the moment. Existing home sales tallied an annualized 4 million rate in January, so look for sales figures somewhat less than this in the coming months.

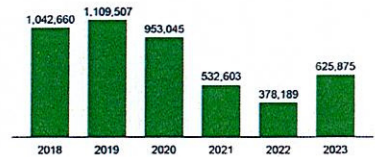
The Spring Housing Market Could Be a Sweet Spot for Sellers

The biggest challenge in the housing market is how few homes there are for sale compared to the number of people who want to buy. That's why, if you're thinking about selling your house, this is a great time to do so.

While the number of homes for sale is increasing, it is still **43.2% lower** than it was before the pandemic in 2017 to 2019. This means that there are still fewer homes available to buy on a typical day than there were a few years ago. Monthly Housing Market Trends Report from realtor.com

Number of Homes for Sale Up from Last Year, but Below Pre-Pandemic Numbers

Active Monthly Listings, Last 6 Januaries



How This Impacts You:

Today's low inventory means we're still in a sellers' market.

So, if you want to take advantage of this sweet spot, spring could be your shot.

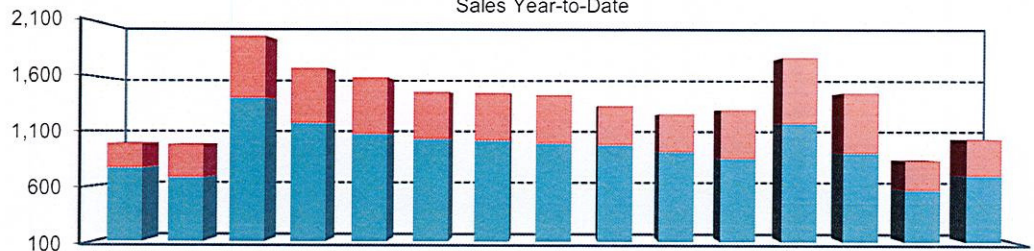


The housing market needs more homes for sale to meet the demand of today's buyers. If you've thought about selling, now's the time to connect with a local expert.

Requests for mortgage credit also point to more sluggishness ahead, too. The Mortgage Bankers Association reported that mortgage applications declined by 5.6% in the week ending February 23, and have now declined in four of the last five weeks. Applications for funds to purchase homes retreated by 4.5%, a fifth consecutive weekly decline, while those for mortgages to replace existing loans settled back by 7.3%, a third drop in a row. Lower mortgage rates in January and into early February (and typical seasonal effects) helped mortgage activity pick up a little bit to start the year, but higher rates in recent weeks have again damped action to a considerable degree.

Santa Clara County

Sales Year-to-Date



	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Condos	224	309	565	509	523	441	446	446	361	345	447	607	554	275	337
SFR	767	675	1,410	1,172	1,073	1,028	1,014	993	978	917	858	1,173	907	564	697