

RANCHO SANTA TERESA NEWS



Join us for egg hunting fun!

President's Message

Hello Members,

Opening Day is April 3rd !! The Easter Bunny kicks off the day at 10:30am for our Easter Egg Hunt (see page 2 for more information). The pools will open at 1:00pm. There are special Spring Break hours the week of 4/3-4/11, before moving to Saturday/Sunday only for the rest April. Pool hours can be found on the website at www.ranchosantateresa.org.

We have a great crew this year. Supervisors Gwen and Enrique are back and are joined by Paige. They will be working with 19 returning lifeguards plus 9 new hires (see page 3). Congratulations to everyone on the team!

Our COVID paperwork has been updated and filed. Please see our full COVID operating rules on our website. Here are a few key updates:

- Masks are required when checking-in with staff; No masks are required on deck as long as you can maintain 6 feet of social distancing from other households.
- Staff will be disinfecting common areas regularly, and self-service cleaning stations will be available for our members.
- No wristbands
- Guests may come with members (\$3/guest)
- No pool parties for now (looks promising later in the summer!)
- Showers and Game Room remain closed

Private & semi-private swim lessons will be available, starting in April. We expect to offer our traditional group swim lessons for members and non-members, starting in mid-June through the summer. (See page 3.)

Hall rentals are now available. There are some capacity restrictions that the office can walk through with you. Details and reservation information is on the website www.ranchosantateresa.org/parties-rentals

Lastly, I have resigned my position as President of the Board. Our Vice-President, Chris Seipert, will manage the Board of Directors until they can vote in a new President at the April Board meeting. You aren't free of me that easily though! I have accepted the role as the Club Manager, overseeing the office, staffing, and the overall facility. You can reach me at rstsrcmemberinfo@gmail.com.

THANKS!

Chris & Terrie

APRIL MAIN POOL & WADING POOL HOURS:

Saturday, 4/3 - Sunday, 4/11

1 PM - 7 PM

Saturday & Sunday, 4/17 - 4/25

1 PM - 7 PM

ADULT LAP SWIM:

Monday - Friday,

5-7 AM & 9-11 AM

9-11AM LAP SWIM CLOSED

DURING SPRING BREAK, 4/5-9

BACK POOL, SPA & TENNIS COURT HOURS:

Daily 8 AM - 10 PM

TENNIS CLOSED 10-11:30 AM ON 4/3

OFFICE HOURS:

Tuesday & Thursday,

10 AM - Noon

ONLINE DUES PAYMENTS:

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

KEY FOBs:

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

NEXT BOARD MEETING:

Tuesday, April 20 • 6 pm

Main Hall

HALL RENTAL & POOL PARTY REQUESTS

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

RANCHO SANTA TERESA NEWS

Egg Hunt - April 3 at 11 am - The Bunny is back!

The Easter Bunny will join Girl Scout Troops 60153 and 60308 to host a socially-distanced egg hunt event at the club, for children from toddlers through middle school. The back parking lot gate will open at 10:30 for families to proceed down to the tennis courts where they can meet the Easter Bunny and then line up with 6' spacing between groups. Starting at 11 am, we will begin to release egg hunters to collect 10 eggs each; we may do a few different shifts of hunters, depending on attendance numbers. While there will not be the usual brunch buffet and golden eggs, there will be a raffle and some other fun treats. We will be following the following COVID-19 protocols:

- Masks must be worn
- Egg hunters should bring their own basket or bag to collect eggs
- We will not collect the empty plastic eggs after the hunt



The Santa Teresa Sea Otters are a
Non-Profit Organization.

SEA OTTERS NEWS

www.stseaotters.com

WE'RE MOVING CLOSER TO THE START OF OUR SEASON!

Our registration closed a couple weeks ago, and we're so happy to see so many returning families joining us for another season. We're especially excited to WELCOME all of the new families who will be Sea Otters this year!

We are excited to announce Coach Jerry Bozzo is returning as Head Coach. He and his coaching staff - Joey Wycoff, Mark Kleiner, Enrique Munguia, Katie Jacopi, Jalen Bozzo, and Jessica Silva - are eager to get our Sea Otters in the water.

We made a few adjustments to our schedule. It's especially important for our new swimmer families to mark the New Swimmer Tryout dates on their calendars. New swimmers are only required to attend one tryout. Our New Otters Liaison Lead will be in contact with our new families very soon. We'll also continue to update our website and send pertinent communications as we finalize items on our schedule.

2021 SEA OTTERS SCHEDULE

(subject to change)

4/16 - New Swimmer Try-Outs - Rancho at 4 pm
4/17 - New Swimmer Try-Outs - Rancho at 10 am

5/3 - First Day of Practice

5/21 - Season Kickoff P'Otter Luck Rally

5/22 - Time Trials (aka Donut Meet)

6/5 - Almaden @ ST

6/12 - ST vs Creekside

6/19 - Shadow Brook @ ST

6/25 - Cardboard Boat Regatta

6/26 - ST vs Pinehurst

7/3 - Bye Week - Team Spirit Drive-Thru Rally

7/10 - ST vs Crossgates

7/16 - Pancake Breakfast

7/17 - CHAMPS (Tentative)

7/19 - End of Season Celebration/Awards (Tentative)

If you have any questions, please contact Sea Otters President, Stacy Valenta, at chair.stseaotters@gmail.com.

RANCHO SANTA TERESA NEWS

Swim Lesson Info

Swim lessons are here!

This year we are able to offer full-contact private swim and semi-private swim lessons to all swimmers who are interested. If you are interested in a parent-child swim lesson, the form is the same as a private lesson, just please indicate that the lesson is a parent-child lesson in the space provided on the form or brochure.

PRIVATE LESSON PRICING

6 Lessons

Member - \$215 • Non-Member - \$295

4 Lessons

Member - \$160 • Non-Member - \$215

SEMI-PRIVATE LESSON PRICING

6 Lessons

Member - \$165/Student • Non-Member - \$225/Student

4 Lessons

Member - \$115/Student • Non-Member - \$160/Student

These lessons are all now open for registration. You can register for private and parent-child swim lessons via <https://forms.gle/GgteGAfPPdyWkdQD9>, and semi-private swim lessons via <https://forms.gle/cmKUiyEALp2TBuBS9>. Both links can be accessed through the RSTSRC website, under Swim Lessons. Paper copies are available in the office, and can be turned in when pool is open.

More information about group swim lessons will be released soon, as group lessons will run June - July.

Please feel free to reach out to Gwen King, our Swim Lesson Coordinator via email at RSTRCSwimlessons@gmail.com.

Happy Swimming!



Summer Staff 2021

SUPERVISORS

Enrique
Gwen
Paige

SENIOR LIFEGUARDS

Claire
Ignacio
Jakob
Jillian
Justin
Kylie
Mariella
Ulysses
Zach

LIFEGUARDS

Abigail
Angelina
Ben C
Benjamin P
Colin
David
Dietrich
Grace
Jane
Jaylin
Jennah
Logan
Mackenzie
McKenna
Nathalia
Noor
Sophia
Sydney

RANCHO SANTA TERESA NEWS

SECOND QUARTER DUES ARE NOW DUE

Second Quarter dues are due on April 1. 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 \$100/quarterly or \$400/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.

WANT YOUR OWN AD FEATURED IN OUR DIGITAL NEWSLETTER?

To advertise your own business or services, please submit your check by the 16th of the previous month with your ad as a high rez (300 dpi) PDF or JPEG file.

- Bus Card Size - \$15
- 1/4 Page - \$35
- 1/2 Page - \$70
- Full Page at end - \$25

Laurie Hansen & the Hansen Home Team

Helping Home Buyers & Sellers since 1980
Top 1% in Sales Nationwide!

Contact us
for all your Real Estate needs!
www.lauriehansen.com
laurie@lauriehansen.com
408-218-6222

FREE STAGING & MARKET ANALYSIS



Laurie, Michelle, & Paul

Experience Knowledge Service Results

RANCHO SANTA TERESA NEWS

Free Weekly Activities

MORNING LAP SWIM

Monday - Friday from 5-7 AM and 9-11 AM. No lifeguards are on duty. If the pool is covered when you arrive, please re-cover when you leave.

FRIDAY COFFEE CLUB: The coffee club is currently on hiatus due to COVID

Monthly Events

POKER NIGHT

Currently on hiatus due to COVID. We hope to return in May.

Other Activities Available

AQUA FITNESS CLASS

Aqua Cardio & Toning Interval Workout

APRIL SESSION - 6 CLASSES

TUES & THURS, 4/8, 4/15 - 4/29

\$41 MEMBERS OR \$46 NON-MEMBERS

Please note class dates due to instructor vacation.

Contact Sandy 408-205-8363

sandra.godsdivinecreation@comcast.net

TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM

Lessons from NorCal Tennis Academy

Contact Tom Le: 408-896-5745

norcaltennisacademy.com

KB INNOVATIONS HANDYMAN

Ph: 408-806-5519

Keith Walker



Tile & Natural Stone
Refacing Cabinets
Hardwood Floors
Crown Molding



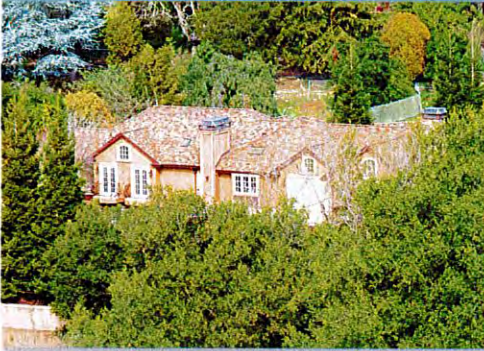
Painting & Texturing

RANCHO SANTA TERESA NEWS

Summarized Profit & Loss Budget vs Actual

January & February, 2021

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 80,881.27	\$ 84,932.00	\$ (4,050.73)	95.23%
Total 4200 Nonmember Lesson Income	\$ 8,208.00	\$ 7,152.00	\$ 1,056.00	114.77%
Total 4500 Interest on Operating Funds	\$ 3.99	\$ 100.00	\$ (96.01)	3.99%
Total 4700 Services Fees & Late Fees Income	\$ 2,126.00	\$ -	\$ 2,126.00	
Total 4800 Other Ordinary Income	\$ 1,283.23	\$ 250.00	\$ 1,033.23	513.29%
Total Income	\$ 92,502.49	\$ 92,434.00	\$ 68.49	100.07%
Expenses				
Total 5000 Gross Payroll	\$ 6,859.63	\$ 6,828.00	\$ 31.63	100.46%
Total 5100 Payroll Related Expenses	\$ 1,079.54	\$ 1,366.00	\$ (286.46)	79.03%
Total 5600 Social Event Expenses	\$ -	\$ 750.00	\$ (750.00)	0.00%
Total 5800 Other Member Services	\$ 120.00	\$ -	\$ 120.00	
Total 6000 Professional Services	\$ 1,502.30	\$ 900.00	\$ 602.30	166.92%
Total 6100 Other Outside Services	\$ 4,370.00	\$ 5,878.00	\$ (1,508.00)	74.35%
Total 6200 Insurance	\$ 6,828.18	\$ 6,000.66	\$ 827.52	113.79%
Total 6300 Bank Fees	\$ 101.15	\$ 36.00	\$ 65.15	280.97%
Total 6400 Merch Srv Bnkcrd Fees/QB Trnsfer fees	\$ 474.38	\$ -	\$ 474.38	
Total 6500 General Office Expenses	\$ 1,185.24	\$ 393.41	\$ 791.83	301.27%
Total 6800 Taxes and Licenses	\$ 1,044.00	\$ -	\$ 1,044.00	
Total 7000 Building and Hall Maintenance	\$ 746.91	\$ 2,053.15	\$ (1,306.24)	36.38%
Total 7100 Pool Maintenance	\$ 1,608.95	\$ 1,322.49	\$ 286.46	121.66%
Total 7200 Utilities	\$ 12,520.27	\$ 14,779.91	\$ (2,259.64)	84.71%
Total 7300 Reserve Funding	\$ 6,000.00	\$ 6,000.00	\$ -	100.00%
Total Expenses	\$ 44,440.55	\$ 46,307.62	\$ (1,867.07)	95.97%
Net Income/Expense	\$ 48,061.94	\$ (46,307.62)	\$ 94,369.56	-103.79%



Laurie Hansen

Intero Real Estate Services
 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

Home Sales Prices Set New Highs in February

The median sales price for single-family, re-sale homes set a new high of \$1,485,000 last month. It rose 11.7% compared to last year. That's the sixteenth month in a row the median sales price has been higher than the year before.

The average sales price for single-family, re-sale homes also set a new high last month. It was up 14.8% year-over-year.

The sales price to list price ratio went from 104.4% to 106.5%. Multiple offers are the norm.

Sales of single-family, re-sale homes were up 24.3% year-over-year in February. There were 583 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

This was the sixth month in a row that home sales were higher than the year before.

Pending sales were up 29.3% year-over-year.

Inventory of single-family, re-sale homes was down 4.1% compared to last year. That is the

eighteenth month in a row inventory has been lower than the year before. As of March 5th, there were 582 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, rose two days to 27 days compared to January. The average since 2003 is 89.

It took only twenty-five 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 7.9% from last February. The average sales price gained 7.4% year-over-year.

Condo sales were up 33.6% year-over-year. There were 342 condos sold in February.

The sales price to list price ratio went from 100.6% to 102.4%.

Condo inventory rose 55.4% compared to last February.

As of March 5th, there were 362 condos for sale in Santa Clara County. The average since January 2000 is 757.

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

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

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

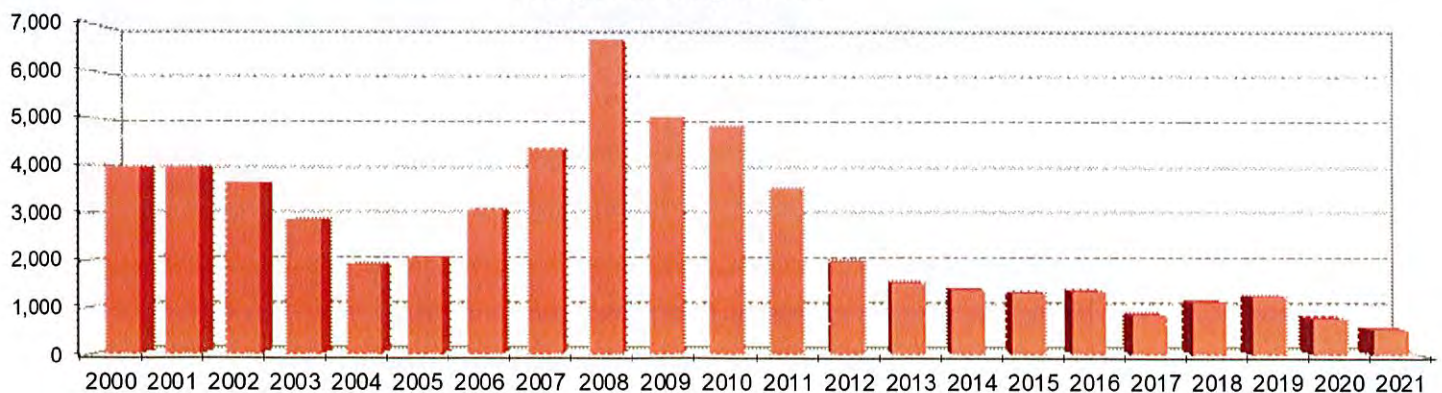
VISIT

<http://lauriehansen.rereport.com>

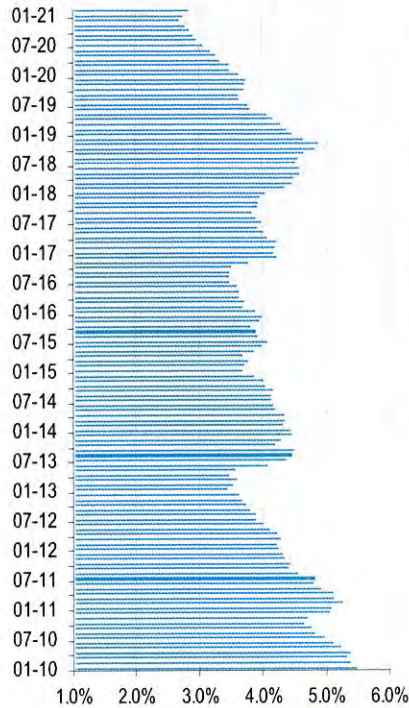
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

© 2021 rereport.com

Santa Clara County
 Average Active Listings SFR YTD



30-Year Fixed Mortgage Rates



The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

Market Recalibration

February 26, 2021 -- Bonds continued their weeks-long selloff this week, lifting the yield on the ten-year U.S. Treasury to levels last seen about a year ago, and dragging mortgage rates higher along with them. Based on the Freddie Mac PMMS, mortgage rates only rose about as far as July levels, but Freddie's survey week was closing even as Treasury yields were still rising, so not all of the uptick has been realized just yet.

While the current economic data doesn't seem to support such an upward run, there appears to be a combination of factors at work lifting yields and rates. Most especially, that quickly-falling levels of new COVID-19 infections and increasing levels of vaccination will soon allow a much more complete engagement of economic activity. Although this optimism alone would probably be sufficient to firm rates a bit, the prospects of adding another \$1.9 trillion in fiscal fuel to the economic fire as the economy is coming back on line raises investor concerns about the prospects for higher inflation.

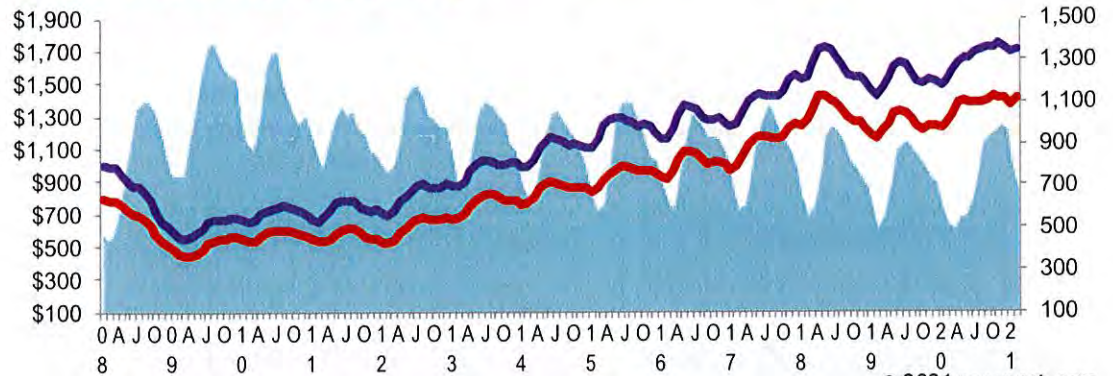
With mortgage rates on the uptick, a fair question to ask is whether or not there will be any outsized effect on the housing market. To be sure, an increase in rates is rarely welcomed by potential homebuyers, but even with the rise over the last couple of weeks, rates remain very favorable, just less so. The rise in rates will curtail refinancing, though, as a smaller interest rate gap between an existing loan to a new one can change the refinancing calculation for a homeowner.

As far as home sales go, well, a little cooling in the pace might actually not be a bad thing, as a slowing in demand would allow inventory levels of existing homes for sale to recover a bit and help to damp surging prices. The National Association of Realtors Pending Home Sales Index was already showing a bit of buyer fatigue in January; the sales indicator based on signed contracts eased by another 2.8% for the month, and has drifted back to a level roughly akin to last July (still about 13% above a year ago January, though). Firmer mortgage rates as February progressed may see the PHSI settle back a little more in February as affordability is impinged a bit, but there have been times when a sudden shift in rates has actually seen folks jump into the market before costs and rates get any higher. We'll know which occurred in a month's time.

Sales of new homes popped 4.3% higher in January, rising to a 923,000 annual rate, and that on the heels of an upward revision to December sales. Since more can be built on demand, sales of new homes don't have the same inventory issues as does the existing home market, but supplies here are tight at four months of supply at the present rate of sale. This is an actual 307,000 built and ready to be sold, the highest level of inventory since last May. Also, and while there are issues with shortages of land and skyrocketing lumber prices, the median price of a new home sold last month was \$345,600 -- up just 1.7% compared to year-ago prices. Conversely, at \$303,900, the median existing homes cost was 14.1% higher than a year ago, and existing home prices are likely still set to accel-

(Continued on page 4)

Santa Clara County Homes - Median & Average Prices & Sales (3-month moving average—prices in \$000's)



© 2021 rereport.com

Santa Clara County - February 2021												
Single-Family Homes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,485,000	\$ 1,809,470	583	971	582	27	106.5%	11.7%	14.8%	24.3%	29.3%	-4.1%
Campbell	\$ 1,601,000	\$ 1,840,840	19	34	20	28	106.0%	-11.1%	-1.7%	111.1%	61.9%	17.6%
Cupertino	\$ 2,608,890	\$ 2,659,520	19	20	22	31	109.9%	17.6%	13.3%	11.8%	42.9%	15.8%
Gilroy	\$ 888,888	\$ 1,091,960	39	64	32	22	103.6%	5.2%	27.0%	95.0%	36.2%	-53.6%
Los Altos	\$ 4,400,000	\$ 4,332,170	9	29	23	69	102.7%	33.3%	16.9%	-40.0%	20.8%	-8.0%
Los Altos Hills	\$ 3,650,000	\$ 4,088,000	6	7	23	104	96.5%	-22.4%	-19.8%	50.0%	-30.0%	-4.2%
Los Gatos	\$ 2,375,000	\$ 2,653,690	41	63	48	32	101.2%	21.8%	33.6%	127.8%	46.5%	-28.4%
Milpitas	\$ 1,357,500	\$ 1,484,080	10	17	7	19	108.6%	5.2%	19.1%	-33.3%	6.3%	-58.8%
Monte Sereno	\$ 3,150,000	\$ 3,196,670	3	0	7	63	97.3%	72.3%	74.9%	50.0%	200.0%	-36.4%
Morgan Hill	\$ 1,335,000	\$ 1,309,100	23	53	38	45	105.0%	30.3%	13.2%	-32.4%	35.9%	-26.9%
Mountain View	\$ 2,617,500	\$ 2,656,530	26	35	21	22	102.2%	28.3%	19.4%	44.4%	66.7%	110.0%
Palo Alto	\$ 3,350,000	\$ 3,824,530	19	35	42	60	104.1%	0.0%	16.7%	35.7%	52.2%	-4.5%
San Jose	\$ 1,285,000	\$ 1,361,120	310	479	240	21	107.8%	9.0%	11.8%	21.1%	46.5%	-18.9%
Santa Clara	\$ 1,550,000	\$ 1,571,660	27	47	25	25	105.9%	8.0%	5.1%	35.0%	11.9%	8.7%
Saratoga	\$ 3,427,500	\$ 3,626,140	18	33	14	21	106.8%	24.9%	30.4%	12.5%	135.7%	-60.0%
Sunnyvale	\$ 1,990,000	\$ 1,797,340	20	52	25	34	111.4%	4.7%	-5.4%	53.8%	33.3%	-3.8%

Laurie Hansen
 Intero Real Estate Services
 5609 Silver Creek Valley Road
 San Jose, CA 95138
 (408) 218-6222
 lhansen@interorealestate.com
 CA BRE #00757662

Market Statistics

Trends at a Glance (Single-family Homes)

	Feb 21	Month %	Jan 21	Year %	Feb 20
Median Price:	\$1,485,000	9.2%	\$1,360,000	11.7%	\$1,330,000
Average Price:	\$1,809,470	11.8%	\$1,618,190	14.8%	\$1,575,680
Home Sales:	583	-1.2%	590	24.3%	469
Pending Sales:	971	31.9%	736	29.3%	751
Active Listings:	582	20.2%	484	-4.1%	607
Sale/List Price Ratio:	106.5%	2.0%	104.4%	2.0%	104.4%
Days on Market	25	6.8%	23	-1.6%	25
Days of Inventory:	27	9.5%	25	-25.6%	36

(Condominiums)

	Feb 21	Month %	Jan 21	Year %	Feb 20
Median Price:	\$850,000	2.4%	\$830,000	7.9%	\$787,500
Average Price:	\$932,944	4.5%	\$893,072	7.4%	\$868,898
Home Sales:	342	29.1%	265	33.6%	256
Pending Sales:	493	17.9%	418	32.5%	372
Active Listings:	362	-2.4%	371	55.4%	233
Sale/List Price Ratio:	102.4%	1.9%	100.6%	0.7%	101.7%
Days on Market	29	-15.0%	34	-8.1%	31
Days of Inventory:	29	-32.0%	42	12.1%	25

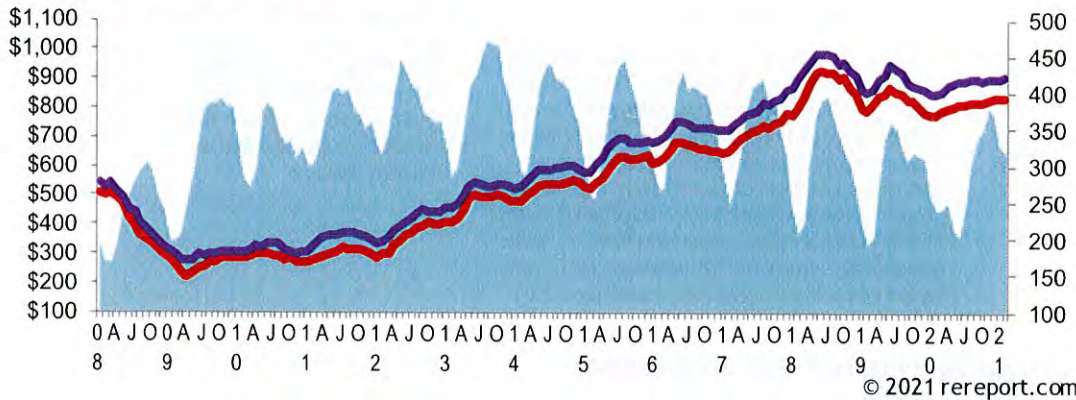
Laurie Hansen
 Intero Real Estate Services
 5609 Silver Creek Valley Road
 San Jose, CA 95138
 (408) 218-6222
 lhansen@interorealestate.com
 CA BRE #00757662

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

Santa Clara County Condos - Median & Average Prices & Sales (3-month moving average—prices in \$000's)



© 2021 rereport.com

Table Definitions

Median Price

The price at which 50% of prices were higher and 50% were lower.

Average Price

Add all prices and divide by the number of sales.

SP/LP

Sales price to list price ratio or the price paid for the property divided by the asking price.

DOI

Days of Inventory, or how many days it would take to sell all the property for sale at the current rate of sales.

Pend

Property under contract to sell that hasn't closed escrow.

Inven

Number of properties actively for sale as of the last day of the month.

Santa Clara County - February 2021

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend	Inven
SCC	\$ 850,000	\$ 932,944	342	493	362	29	102.4%	7.9%	7.4%	33.6%	32.5%	55.4%
Campbell	\$ 870,000	\$ 934,712	15	13	22	40	103.5%	-8.4%	0.3%	15.4%	8.3%	214.3%
Cupertino	\$ 1,288,000	\$ 1,350,160	11	14	11	27	106.1%	26.9%	20.8%	57.1%	100.0%	120.0%
Gilroy	\$ 536,500	\$ 536,500	2	5	3	41	100.9%	-8.3%	-8.3%	100.0%	150.0%	-40.0%
Los Altos	\$ 1,625,000	\$ 1,551,000	5	6	12	65	97.1%	-20.7%	-24.3%	150.0%	500.0%	71.4%
Los Gatos	\$ 1,500,000	\$ 1,250,000	13	13	10	21	104.3%	10.1%	-3.6%	62.5%	160.0%	66.7%
Milpitas	\$ 985,000	\$ 973,706	17	21	16	25	105.0%	5.9%	9.9%	0.0%	-30.0%	-20.0%
Morgan Hill	\$ 715,000	\$ 718,571	7	18	9	35	102.2%	-2.1%	-1.6%	-30.0%	-18.2%	-57.1%
Mountain View	\$ 1,238,000	\$ 1,215,830	27	37	42	42	102.1%	0.7%	-3.9%	145.5%	94.7%	110.0%
Palo Alto	\$ 1,170,000	\$ 1,297,860	7	11	14	54	99.2%	-40.9%	-33.4%	133.3%	83.3%	0.0%
San Jose	\$ 695,000	\$ 733,431	175	258	153	24	102.1%	2.4%	2.8%	24.1%	38.7%	-0.6%
Santa Clara	\$ 1,004,000	\$ 991,981	26	35	35	36	102.7%	25.5%	8.8%	30.0%	25.0%	400.0%
Saratoga	\$ 1,460,000	\$ 1,436,670	6	4	4	18	99.1%	62.8%	29.8%	100.0%	0.0%	-33.3%
Sunnyvale	\$ 1,325,000	\$ 1,253,520	31	57	31	27	103.0%	9.0%	11.2%	19.2%	147.8%	106.7%



Laurie Hansen
Intero Real Estate Services
5609 Silver Creek Valley Road
San Jose, CA 95138
(408) 218-6222
lhansen@interorealestate.com

Quick Summary of Comparable Properties

Residential Summary

Res. Single Family

ACTIVE		City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age
Address										
300 Curie Drive		San Jose	4	2	1	2,401	\$603.87	7,739 (sf)	\$1,449,888	7
190 Castillon Way		San Jose	5	3	0	2,563	\$545.84	6,267 (sf)	\$1,399,000	46
342 Saint Julie Drive		San Jose	3	2	0	1,493	\$849.30	7,464 (sf)	\$1,268,000	45
6429 Samar Dr		San Jose	4	2	0	1,623	\$723.97	6,000 (sf)	\$1,175,000	51
6674 Catamaran Street		San Jose	3	2	0	1,278	\$742.57	6,516 (sf)	\$949,000	51
ACTIVE										
# Listings:	5	AVG VALUES:		2	1,872	\$693.11		6,797 (sf)	\$1,248,178	40
PENDING										
Address										
326 El Portal Way		San Jose	4	2	1	2,335	\$577.30	7,860 (sf)	\$1,348,000	53
264 Los Palmos Way		San Jose	5	2	1	2,181	\$590.96	6,384 (sf)	\$1,288,888	51
247 Prague Drive		San Jose	4	2	1	2,256	\$567.38	6,222 (sf)	\$1,280,000	47
312 Los Pinos Way		San Jose	4	2	0	1,890	\$661.32	6,851 (sf)	\$1,249,888	53
267 Esteban Way		San Jose	3	2	0	1,916	\$651.36	6,000 (sf)	\$1,248,000	0
277 Cune Drive		San Jose	4	2	0	1,601	\$702.69	6,095 (sf)	\$1,125,000	51
6567 San Anselmo Way		San Jose	4	2	0	2,010	\$540.24	5,949 (sf)	\$1,085,888	49
6258 Camino Verde Drive		San Jose	3	2	0	1,516	\$652.37	5,998 (sf)	\$989,000	51
PENDING										
# Listings:	8	AVG VALUES:		7	1,963	\$617.95		6,420 (sf)	\$1,201,833	44
SOLD										
Address										
201 Arequipa Court		San Jose	5	3	0	2,563	\$585.25	10,810 (sf)	\$1,450,000	46
209 Pinot Court		San Jose	5	3	1	2,656	\$508.28	6,236 (sf)	\$1,199,000	52
6524 Pamba Drive		San Jose	4	2	1	2,081	\$636.71	6,640 (sf)	\$1,199,000	51
6121 Encinal Drive		San Jose	4	2	1	1,999	\$660.33	6,100 (sf)	\$1,199,000	53
6495 Applegate Court		San Jose	4	2	0	1,408	\$898.44	6,725 (sf)	\$1,089,000	51
6610 Pamba Drive		San Jose	3	2	0	1,137	\$822.34	5,960 (sf)	\$899,000	51
SOLD										
# Listings:	6	AVG VALUES:		5	1,974	\$685.23		7,079 (sf)	\$1,172,500	51

(Continued from page 2)

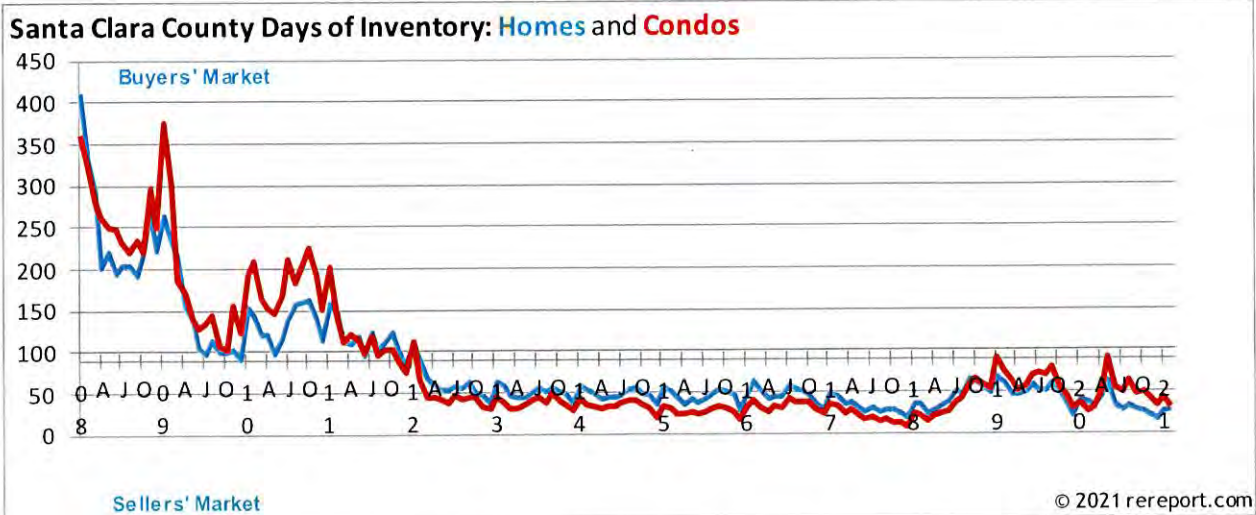
erate into the spring homebuying season, if perhaps at a lesser pace.

With the rise in mortgage rates over the last couple of weeks (and perhaps a bit more yet to be revealed), applications for mortgage credit have been backsliding. Overall, the Mortgage Bankers Association reported a 11.4% decline in requests for mortgage credit in the week of February 19, with the decline nearly equally balanced between an 11.6% drop in applications for purchase-money mortgage and an 11.3% fall in requests for refinancing funds. To be sure, mortgage apps

have been declining of late, with the latest week being a third consecutive fall for both purchases and refinances.

So here we are, in the midst of a financial market recalibration, with investors shifting positions abruptly in the last couple of weeks. This isn't an uncommon occurrence; we had several such episodes in the last year alone, but since those resulted in lower mortgage rates, little concern was expressed. It's worth remembering that the lowest interest rates are usually a product of the worst economic times, and that market-based (if not policy-based) rates have moved from emergency, shelter-in-place levels in response to both real and expected improvements in economic activity, and that is actually a good thing.

Of course, too much of a good thing can also have negative consequences, so we hope that the uptick and readjustment has run its course for now. Although there are some signs that it has, mortgage rates are still likely to kick higher again next week, probably by another 8 basis points or so... but our crystal ball has been undershooting the last couple of rises. Don't panic, though... we'll likely see the highest mortgage rates since... last June.





FINANCIAL PLANNING BEFORE YOU COMMIT

SUMMITRY

By listing your home, you are making one of the most significant financial decisions of your life. By working with our financial planning partners, we can help you gain added clarity into the future implications of this decision.

- What if you could see the possible outcomes of your financial future with different potential home sale prices?
- What if you could envision what comes next for you and your family?
- What if you could evaluate your real estate assets within the context of your overall balance sheet?

Now you can. Intero has partnered with Summitry, a Registered Investment Advisor who has been helping clients with wealth management in the Bay Area for more than 15 years. Together, our goal is to provide our clients with exactly that: clarity into the outcome of your home sale and greater perspective on your overall financial health.

Working with a Certified Financial Planner® from Summitry will provide you with a comprehensive financial plan and, more importantly, empower you to make smarter-decisions.

At Intero, we are delighted to bring this unique value to our clients who are considering selling their home.

*Free Consultation!
Just call me!*



LAURIE HANSEN REALTOR®
Lhansen@interorealestate.com
408.218.6222
www.intero.com
LIC. #00757662

Laurie

SELLING YOUR HOUSE IS THE RIGHT MOVE, RIGHT NOW

Demand from homebuyers has skyrocketed this year.

Compared to this time last year, home showings are up

62% ↑

And the number of homes for sale is down

38% ↓

High demand means sellers are poised to win big.

HIGHER SALE PRICES

Compared to this time last year, the average existing home price is up

15% ↑

That's an average increase of

\$40,300

in one year

FASTER SALES

In September, the average house was on the market for

21 DAYS

SELLERS ARE IN THE DRIVER'S SEAT

- ✓ More bidding wars
- ✓ You pick the best offer
- ✓ Negotiate terms that work for you

This demand won't last forever.

Waiting until spring to sell your house means buyers will have more choices, so your home may not stand out from the crowd next year.

Now is the time to make a move on your terms.



The Hansen Home Team Loves Referrals!

Intero Real Estate Services

Laurie: 408-218-6222 Michelle: 408-483-3999