



RANCHO SANTA TERESA NEWS

President's Message

CALL FOR CANDIDATE NOMINATIONS: The Fall Election for new Board members is right around the corner! There are four (4) positions up for election this year. This is a great way to get involved and make a positive impact at Rancho. If you are interested, please return your Candidate Nomination Form along with a short bio and headshot picture to rstsrcoffice@gmail.com. You can also drop the information off in the office, or in the locked mailbox, at the top of the stairs on the Sorrento Way clubhouse entrance. The nomination form and details on candidate qualifications can be found on the website here. All Candidate Nomination Forms must be received by the office no later than 5:00 p.m., August 17, 2023.

SWIM LESSONS: Group lessons have ended for the season. Our instructors did a great job getting kids water safe while having fun at the pool. We still have private and semi-private lessons available through September. You can find more information and sign-up on our website under swim-lessons.

NATIONAL NIGHT OUT: Tuesday, August 1st, 6pm-9pm in the lounge. Please come to National Night Out, a national event to strengthen neighborhood spirit, heighten crime prevention, build connections within the community, and to get to know your neighbors. Rancho will serve light refreshments and have a few activities. There will be a member of the San Jose Police Department to answer any questions you have. Visit National Night Out | San Jose Police Department, CA <https://www.sjpd.org/community/crime-prevention/national-night-out>

MOVIE NIGHT: We will have two movie nights in August! By popular demand, we will finish the Star Wars trilogy with *Return of the Jedi* on August 11th. Then on August 25th we will feature *The Incredibles*. Both moves will start at 8pm.

LATE NIGHT SWIM: On Saturday the 12th, we'll host our August late night swim and The Afterglow band will play again from 6:30pm to 10:00pm. They have been a tremendous hit, so come check them out.

RANCHO SURVEY UPDATE: We continue to assess the survey results to make continued improvements our members want to see. Check out the Game Room and you'll notice a new giant Connect Four Game.

Important information continued on page 2.

MAIN POOL HOURS:

AUGUST 1st-8th

Sun - Thurs 12:30 - 7:30 PM

Fri & Sat 12:30 - 9 PM

*Beginning August 3rd, Stingrays will use lanes 1-4 Monday-Friday. Club members will have lane 5 and diving well.

AUGUST 9th - SEPT. 3rd

Mon - Friday: 3:30 pm - 7:30 pm

Sat & Sunday: 12:30 pm - 7:30 pm

Mon-Fri, Stingrays will use lanes 1-4. Club members will have lane 5 and diving well.

See complete summer hours on our website for more information.

ADULT POOL

Reserved for Members 18 & Older
Daily 8 AM - 10 PM

SPA & TENNIS COURT HOURS:

Daily 8 AM - 10 PM

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 pool hours or contact rstsrcmemberinfo@gmail.com.

NEXT BOARD MEETING:

Monday, August 21 • 6 pm
Hall Lounge

HALL RENTAL & POOL PARTY REQUESTS:

Go to the Parties-Rentals tab at ranchosantateresa.org

RANCHO SANTA TERESA NEWS

President's Message, continued

SOLAR: The back-ordered part has been delayed again. Fingers crossed it comes in by mid-late August.

ADDITIONAL LAP SWIM TIMES: For those who don't want to start the day at 5 AM, the mid-morning lap swim is back. Starting August 3rd, you can lap swim in the main pool from 9:00am-11:00am, Monday-Friday. This is in addition to the 5:00am-7:00am lap swim session. You can also lap swim in the evening, from 9:00pm-10:00pm, Monday-Thursday. Please email rstsrcmemberinfo@gmail.com to get the contact information for the late-night swim contact. Late-night swimming requires coordination with SVS, after their swim practice.

CLUB STAFF & HOURS: You'll notice our hours are changing the second week of August when school starts for our neighborhood elementary and middle school families. Our high school staff starts school this week. Many of our staff starting or returning to college will be leaving this month. Our staff allows our club to be open everyday during our summer season, keeps you entertained on holidays, the club clean and everyone safe. Be sure to stop by and say thank you and/or good-bye!

LOST AND FOUND: Please come look for your long, lost items. There are water bottles, towels, tshirts, goggles, pants, intertubes, swimsuits and more. We'll be donating any left items the week of August 14th. Rancho L&F is in the playground, to the right, up the stairs.



Stacy



Ballare Dance Centre
JOIN US FOR
REGISTRATION NIGHT

Wednesday, August 9th
5:30 - 7:30

We offer a variety of classes in Ballet, Tap, Jazz, Lyrical, Hip Hop, Creative Dance and Competition Team for dancers 2.5 years and up!

Attend and receive \$10.00 OFF your registration fee!

Come dance with us @ BALLARE

Ballare Dance Centre
 7011 Realm Drive A1.
 San Jose, CA 95119

www.ballaredancecentre.com

RANCHO SANTA TERESA NEWS

Free Weekly Activities

MORNING LAP SWIM

Mon - Fri, 5-7am

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

* Please keep in mind, the club will be open and the main pool will be in use for open swim starting at 12:30PM.

FRIDAY COFFEE CLUB

Enter through the front entrance of the Hall on Fridays. The fun lasts from approximately 10 AM to 12:30 PM. 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.



**COME ON IN,
THE WATER'S FINE!**
Try a refreshing warm weather workout!

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

Monthly Events

GAME NIGHT

For Ages 18 & Up - Upcoming Date: 8/28

Join us for a game night in the lounge, 7:00-10:00pm(ish) on the last Monday of the month. Some groups may choose to play Bunco and others may choose Mahjong or another game. Bring your favorite drink, a light appetizer to share, and whatever game makes you happy. Some groups (like Bunco) may suggest adding \$\$ to a winner's pot to share so bring some \$1s, \$5s, and \$10s. We are trying to keep it under \$20. Make your own group or join a new group. No commitment to come every month, come when you can. We'll need to help set up and clean up. For questions, please contact Rupali Solanki at rupali.goyal10@gmail.com or Patty Borg at ptybrg28@hotmail.com.

POKER NIGHT

Upcoming Date: 8/18

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). Questions? Contact organizers Michael (408-772-5785) or Nick (408-829-5348)

RANCHO SANTA TERESA NEWS

Available Lessons

A & D AQUA FITNESS

AUGUST SESSION - Aqua Cardio & Toning Interval Workout For All Ages

Not your grandma's aqua aerobics class! 10 minutes rhythmic stretching/warm-up, 30 minutes cardio and toning intervals, 10 minutes core training and cool-down, 10 minutes stretching. Lose weight and tone up with a low-impact workout in a non-judgmental zone.

Monday, Wednesday & Friday - 8:30 - 9:30 AM - August- 13 classes - \$130 Members, \$140 Non-Members
Partial session and drop-in pricing also available.

Contact Darlene at 408-420-5916 / dvossbri@gmail.com and/or Amy at 408-386-9600 or amyraz@comcast.net with questions or to join the class.

TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM

Lessons from NorCal Tennis Academy - norcaltennisacademy.com -

Contact Tom Le: 408-896-5745

Laurie Hansen & the HansenHomeTeam

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

Neighborhood Happenings

The 33rd San Jose Jazz Summer Fest returns to Plaza de Cesar Chavez August 11-13th!

Renowned as one of North America's foremost music events with its dynamic three-day programming, San Jose Jazz presents a thrilling artist lineup for one of the summer's major San Francisco Bay Area outdoor music festivals. San Jose Jazz Summer Fest features 100 acts across eight indoor and outdoor stages with acclaimed headliners like Big Daddy Kane on The Sobrato Organization Main Stage.

For over three decades, the beloved festival has been celebrated for presenting marquee performances by lauded artists, as well as musicians on the verge of breaking into the mainstream, international artists from across the globe, regional gems, and influential trendsetters pushing the genre into new territories.

This year's headliners include: Big Daddy Kane, Gregory Porter, Marcus Miller, Anthony Hamilton, The Soul Rebels, W.I.T.C.H., The Bad Plus, Grace Kelly, Veronica Swift, Shayna Steele, Sunny War, Patrice Rushen, and Marcus Shelby New Orchestra Featuring Tiffany Austin.

Summer Fest 2023 has something for everyone! Hotel deals, individual day tickets, and 3-day passes are all available now!



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



BEFORE



AFTER

MATT COSSELL
— REAL ESTATE SERVICES —

408.761.3271
Matt@MattCossellTeam.com
DRE# 01382971



kw
KELLERWILLIAMS.

RANCHO SANTA TERESA NEWS

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.

THIRD QUARTER DUES ARE NOW PAST DUE

Third Quarter 2023 dues were due July 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 now \$120/quarterly or \$480/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.



SCHEDULE A FREE ESTIMATE!

1-866-59-PAINT

1-866-597-2468

www.sunwestpainting.net

Residential & Commercial Painting

- Interior & Exterior Painting
- Wood Repairs
- Deck & Fence Staining
- Handyman Services
- Epoxy Flooring
- Moulding Installation



SERVING OUR NEIGHBORHOOD

Customer Reviews

Professional, very hard working, polite and reasonable, they did a Great job painting all the rooms inside and it looked wonderful.
Heather S / Yelp Review

Read more reviews on [Yelp](#) & [Google](#)

WHY CHOOSE US?

Excellent Workmanship

Great Communication

Fully Bonded, Licensed, & Insured

RANCHO SANTA TERESA NEWS

Summarized Profit & Loss Budget vs Actual January - June, 2023

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 256,100.00	\$ 261,146.00	\$ (5,046.00)	98.07%
Total 4100 Member Lesson Income	\$ 35,000.00	\$ 29,307.00	\$ 5,693.00	119.43%
Total 4200 Nonmember Lesson Income	\$ 32,090.00	\$ 32,431.00	\$ (341.00)	98.95%
Total 4300 Member Rental Income	\$ 16,542.00	\$ 13,120.00	\$ 3,422.00	126.08%
Total 4500 Interest on Operating Funds	\$ 7,864.12	\$ 4,201.95	\$ 3,662.17	187.15%
Total 4600 Social Event Income	\$ 1,488.73	\$ 1,019.60	\$ 469.13	146.01%
Total 4700 Services Fees & Late Fees Income	\$ 1,659.15	\$ 1,480.00	\$ 179.15	112.10%
Total 4800 Other Ordinary Income	\$ 1,640.00	\$ 1,917.00	\$ (277.00)	85.55%
Total Income	\$ 352,384.00	\$ 344,622.55	\$ 7,761.45	102.25%
Gross Profit	\$ 352,384.00	\$ 344,622.55	\$ 7,761.45	102.25%
Expenses				
Total 5000 Gross Payroll	\$ 76,614.94	\$ 77,563.20	\$ (948.26)	98.78%
Total 5100 Payroll Related Expenses	\$ 8,556.31	\$ 8,851.00	\$ (294.69)	96.67%
Total 5200 Member Lesson Expenses	\$ 42.00	\$ 213.96	\$ (171.96)	19.63%
Total 5600 Social Event Expenses	\$ 3,644.51	\$ 1,148.75	\$ 2,495.76	317.26%
Total 5800 Other Member Services	\$ 342.02	\$ 1,756.70	\$ (1,414.68)	19.47%
Total 6000 Professional Services	\$ 8,415.50	\$ 3,612.40	\$ 4,803.10	232.96%
Total 6100 Other Outside Services	\$ 16,996.50	\$ 16,660.40	\$ 336.10	102.02%
Total 6200 Insurance	\$ 25,723.98	\$ 25,723.98	\$ -	100.00%
Total 6300 Bank Fees	\$ 571.50	\$ 910.00	\$ (338.50)	62.80%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 3,245.36	\$ 1,868.14	\$ 1,377.22	173.72%
Total 6500 General Office Expenses	\$ 8,157.12	\$ 5,691.40	\$ 2,465.72	143.32%
Total 6800 Taxes and Licenses	\$ 2,433.63	\$ 2,659.80	\$ (226.17)	91.50%
Total 7000 Building and Hall Maintenance	\$ 20,012.68	\$ 12,521.20	\$ 7,491.48	159.83%
Total 7100 Pool Maintenance	\$ 13,571.86	\$ 17,229.30	\$ (3,657.44)	78.77%
Total 7200 Utilities	\$ 48,244.65	\$ 54,676.70	\$ (6,432.05)	88.24%
Total 7300 Reserve Funding	\$ 63,012.00	\$ 63,012.00	\$ -	100.00%
Total Expenses	\$ 299,584.56	\$ 294,098.93	\$ 5,485.63	101.87%
Net Operating Income	\$ 52,799.44	\$ 50,523.62	\$ 2,275.82	104.50%
Other Income				
Total 9000 Reserve Fund Income	\$ 7,888.09	\$ -	\$ 7,888.09	
Total Other Income	\$ 7,888.09	\$ -	\$ 7,888.09	
Other Expenses				
Total 9500 Reserve Fund Expenditures	\$ 2,275.59	\$ -	\$ 2,275.59	
Total Other Expenses	\$ 2,275.59	\$ -	\$ 2,275.59	
Net Other Income	\$ 5,612.50	\$ -	\$ 5,612.50	
Net Income	\$ 58,411.94	\$ 50,523.62	\$ 7,888.32	115.61%

Rancho Santa Teresa Report

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.

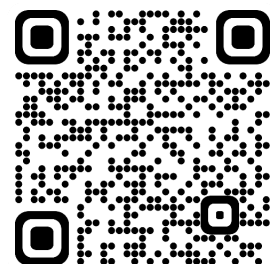


MATT COSSELL
— REAL ESTATE SERVICES —

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

kw BAY AREA
ESTATES
KELLERWILLIAMS

Visit
RanchoSantaTeresaHomeValue.com
and enter your property address



Rancho Santa Teresa Report

Sell Your
Rancho Santa
Teresa Home at
Full Market Value in
7 Days Guaranteed
or We'll Sell it for
FREE!

The most powerful home marketing and exposure system in the industry! Sell your home for more with the 5 Day Blitz!

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.

The Right Exposure

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.



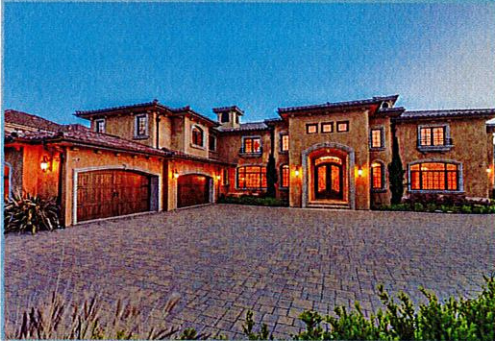
MATT COSSELL
— REAL ESTATE SERVICES —

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

kw BAY AREA
ESTATES
KELLERWILLIAMS

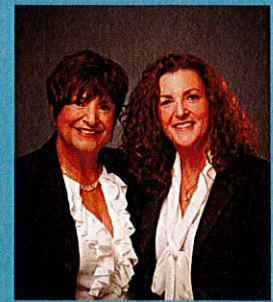
Visit 5DayHomeBlitz.com and
enter your property address





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

Market Continues to Weaken

The median sales price for single-family, re-sale homes rose, month-over-month. It was up 2.6% from May. It was down 1.3% compared to last year.

The average sales price for single-family, re-sale homes was up 2.5%, month-over-month. It was up 1.1% year-over-year.

Sales of single-family, re-sale homes were down for the eighteenth month in a row, year-over-year, in June. Sales fell 14.9%. There were 717 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio stayed at 105.4%.

Pending sales were down 32.1% year-over-year.

Inventory of single-family, re-sale homes was down for the third month in a row. It fell 57% compared to last year. As of July 5th, there were 539 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 26 days to 22 days. The average since 2003 is 89.

It took sixteen 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 8.3% compared to last June. The average sales price rose 3.7% year-over-year.

Condo sales were down 21.4% year-over-year. There were 282 condos sold in June.

The sales price to list price ratio rose from 103.4% to 103.7%.

Condo inventory was down 58.6% compared to last June.

As of July 5th, there were 226 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory stayed at twenty-three.

It took an average of seventeen days to sell a condo last month.

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



282 Los Palomos Way,

Class: Res. Single
 Beds: 3
 Baths (F/P): 2 (2/0)
 SqFt: 1,516 SqFt
 Lot Size: 6,091 SqFt

List Price: \$1,195,000
 Sale Price:

*Sale Pending
 Sold in 4 Days*

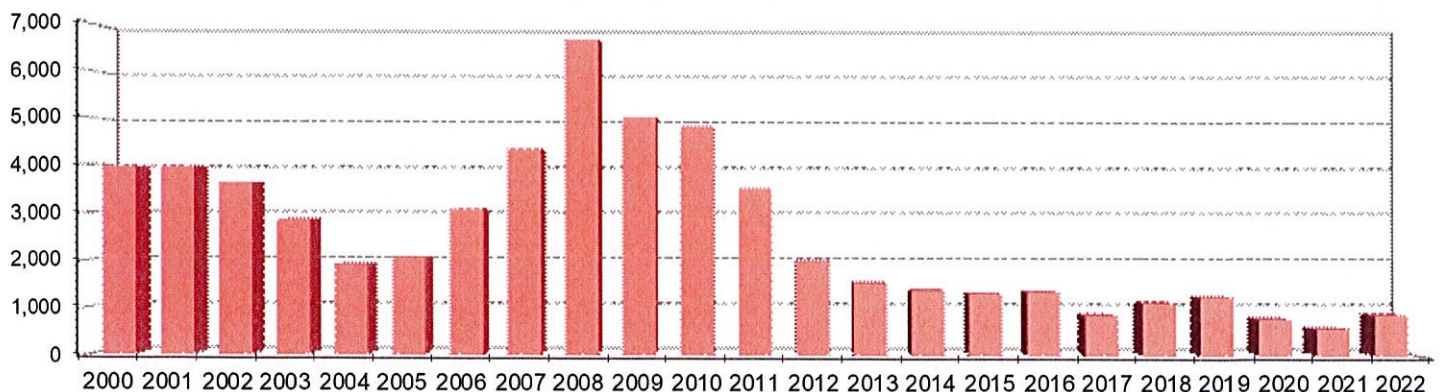
VISIT

<https://lauriehansen.rereport.com>

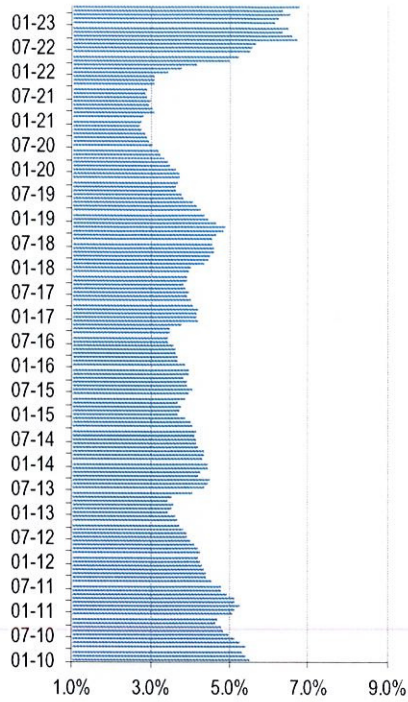
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

© 2023 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/>.

Stronger Data, Firmer Rates

Jun 30, 2023 -- It's becoming both clearer and more likely that the Fed will lift rates at its next meeting in July, and based on comments this week from Fed Chair Jay Powell, the potential also exists that back-to-back increases could come over the next two meetings, as a pair of moves is "not off the table", per Mr. Powell. He also noted that "If you look at the data over the last quarter, what you see is stronger than expected growth, a tighter than expected labor market, and higher than expected inflation."

That trio of factors gives the Fed plenty of reason to resume its rate hiking campaign. Perhaps the only items that might see the Fed extend their so far one-meeting "pause" are the unclear effects of this spring's banking troubles and that there's little history on how the economy and inflation will fully react to a 500 basis point increase in short-term rates over just a year's time.

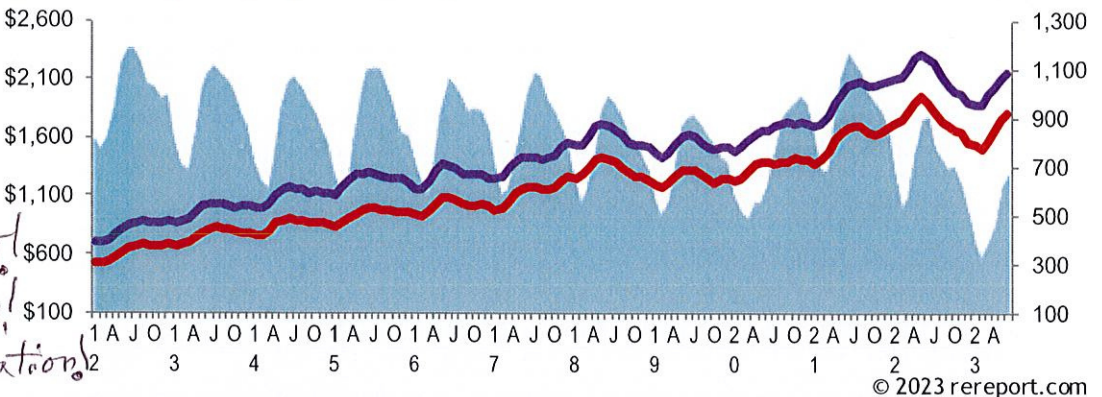
Could the central bank "skip" July, too? It's certainly possible, as another six weeks of holding off would likely do little damage in the inflation fight. However, with few signs that the economy is rapid-

ly slowing, the labor market loosening measurably or inflation cooling at a faster rate, there's not a lot of reason to expect the Fed to hold their fire. That said, there is still a month's worth of data due out before the next Fed meeting, and a stronger nudge in the right direction on one or more of these fronts might be enough proof that policy already in place is sufficient to reach the Fed's goals, but probably not.

Economic growth is also getting a bit of support from home building and sales, and thin inventories of homes for sale in the existing housing market are pushing at least some buyers over to the new construction market. Sales of newly-constructed home rose by a stout 12.2% in May, climbing to a 763,000 annual rate of sale, the fastest pace since February 2022. The surge in sales pulled the supply of new homes down to 6.7 months at the current rate of sale, with the 428,000 units available the fewest number in more than a year. This should provide builders with incentive to keep construction humming over at least the next few months. To help move stock, builders have been using incentives that include price concessions and subsidizing financing, but those discounts

(Continued on page 4)

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



*We do it all!
Competitive rates!
Free Consultation!
Free list of vendors to assist!
Staging assistance!
International Relocation!
How Can We Help You?*

Santa Clara County - June 2023

Single-Family Homes											% Change from Year Before				
Prices											Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'			
SCC	\$ 1,830,000	\$ 2,186,720	717	782	539	22	105.4%	1.1%	-1.3%	-14.9%	-32.1%	-57.0%			
Campbell	\$ 1,999,000	\$ 2,004,380	16	21	14	25	106.6%	-0.1%	-13.0%	-27.3%	-32.3%	-50.0%			
Cupertino	\$ 3,188,000	\$ 3,171,270	19	23	14	21	104.0%	-1.9%	-4.2%	0.0%	-41.0%	-60.0%			
Gilroy	\$ 1,050,000	\$ 1,147,800	43	47	43	29	101.7%	-2.3%	-1.3%	-4.4%	-23.0%	-29.5%			
Los Altos	\$ 3,850,000	\$ 4,018,910	24	17	27	33	103.7%	-10.4%	-15.7%	0.0%	-63.8%	-30.8%			
Los Altos Hills	\$ 6,100,000	\$ 6,692,000	7	1	12	50	97.9%	-12.2%	-20.0%	-12.5%	-92.9%	-40.0%			
Los Galos	\$ 2,800,000	\$ 2,824,790	34	48	65	55	99.8%	0.5%	4.4%	-19.0%	-9.4%	-19.8%			
Milpitas	\$ 1,542,500	\$ 1,665,940	16	20	15	27	103.4%	-2.7%	-0.8%	-11.1%	17.6%	-54.5%			
Monte Sereno	\$ 3,200,000	\$ 3,140,000	3	6	4	39	99.8%	-24.7%	-29.2%	-40.0%	-25.0%	-60.0%			
Morgan Hill	\$ 1,525,000	\$ 1,605,120	33	37	38	33	103.0%	0.8%	-3.1%	-25.0%	-39.3%	-50.6%			
Mountain View	\$ 2,550,000	\$ 2,841,610	25	23	12	14	106.8%	13.3%	13.7%	-10.7%	-52.1%	-63.6%			
Palo Alto	\$ 3,400,000	\$ 3,834,070	41	31	49	35	101.6%	-8.1%	-7.4%	13.9%	-53.0%	-16.9%			
San Jose	\$ 1,600,000	\$ 1,754,290	351	398	208	17	106.2%	1.6%	1.3%	-18.4%	-24.0%	-67.4%			
Santa Clara	\$ 1,700,000	\$ 1,717,750	40	43	12	9	109.4%	-10.1%	-9.4%	-13.0%	-18.9%	-70.7%			
Saratoga	\$ 4,100,000	\$ 4,191,530	17	20	18	31	104.0%	10.1%	3.5%	-29.2%	-51.2%	-52.6%			
Sunnyvale	\$ 2,350,000	\$ 2,295,850	54	50	23	12	108.9%	-4.1%	-6.1%	-3.6%	-42.5%	-60.3%			

Laurie & Michelle
The Hansen Home Team
5609 Silver Creek Valley Road
San Jose, CA 95138
(408) 218-6222
lhansen@interorealestate.com
CA BRE #00757662