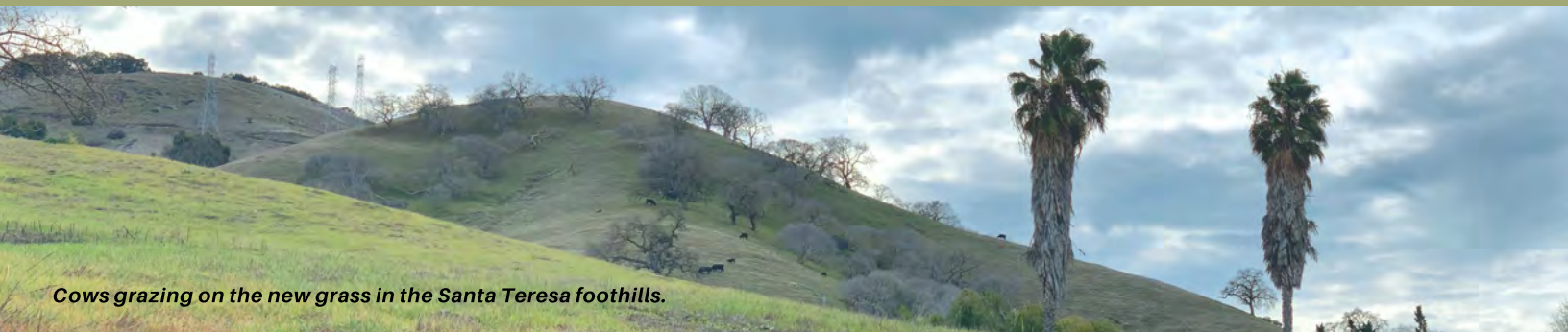


# RANCHO SANTA TERESA NEWS



*Cows grazing on the new grass in the Santa Teresa foothills.*

## President's Message

Hello everyone! I hope you've been enjoying a fairly warm January!

**NEW WEBSITE** - You may have noticed that our website has changed. We have moved to a simpler membership and online payment system, which means you no longer need a userID/ password. Member feedback for the new online payment system has been very positive. If you have not received automated dues reminders or online invoices, that probably means we don't have your correct email address. Updating your email address is as simple as sending an email to [RSTSRCoffice@gmail.com](mailto:RSTSRCoffice@gmail.com).

**LIFEGUARD APPLICATIONS ACCEPTED NOW** - See page 2 for more information about applications and CPR/First Aid Certification.

**SEA OTTERS 2021 SEASON** - Prospective Sea Otters families can share their thoughts about the potential season. See information about survey on page 2.

**STAFF CHANGES** - Christine Francis has decided to move on from her role in the office. Christine was a Board member before moving to help in the office over the last few years. She was wonderful to work with, and a treasure trove of information for the Board, and our members. Thank you again, Christine, for all you have given to the club over the years! We will miss you!

**BOARD CHANGES** - Mel Dahlgren recently resigned from the Board, with plans to enjoy his retirement. Alana Martinez, who was three votes shy of a Board seat in the Fall election, has graciously agreed to join in his place. Thank you Mel for all of your help this past year, and welcome Alana!

*Terrie*

### MAIN POOL, BACK POOL & WADING POOL HOURS:

**OPEN SWIM CLOSED  
FOR THE SEASON**

#### ADULT LAP SWIM:

Monday - Friday, 5-7 AM & 9-11 AM

#### SPA & TENNIS COURT HOURS:

Daily 8 AM - 10 PM

#### OFFICE HOURS:

Tuesday & Thursday, 10 AM - Noon  
*Due to COVID restrictions, please use email or phone when possible*

#### ONLINE DUES PAYMENTS:

Send your email address to [RSTSRCoffice@gmail.com](mailto:RSTSRCoffice@gmail.com) and request an online invoice.

#### KEY FOBs:

Need a key fob? Come in during office hours or contact [rstsrcmemberinfo@gmail.com](mailto:rstsrcmemberinfo@gmail.com).

#### NEXT BOARD MEETING:

Monday, February 8, 6 pm  
Main Hall

#### HALL RENTAL & POOL PARTY REQUESTS

Go to the Parties-Rentals tab on the revised website at [ranchosantateresa.org](http://ranchosantateresa.org)

# RANCHO SANTA TERESA NEWS

## LIFEGUARD APPLICATIONS NOW BEING ACCEPTED

Believe it or not, the Summer season is almost here. If Public Health mandates allow, our 2021 opening week will be in early April! All new and returning guards must fill out an application, which can be downloaded from the homepage at [www.ranchosantateresa.org](http://www.ranchosantateresa.org). Applicants must be 15 years or older, have Lifeguard, CPR/AED and Basic First Aid Certification\* before the season begins. They must be able to work part-time from April-September. Contact [RSTSRCmemberinfo@gmail.com](mailto:RSTSRCmemberinfo@gmail.com) with any questions. Applications can be dropped off in the office, or the Club mailbox on Sorrento, and are due by Sunday, February 28th. We will contact applicants with interview details in early March.

\*A Lifeguard Certification/Re-certification Class will be offered at Rancho in late March. More details will be provided to lifeguards once they are hired.



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

[www.stseaotters.com](http://www.stseaotters.com)

We would normally be communicating dates for our 2021 Season and registration at this time, but with Covid, our planning is slow. We are, however, working toward some kind of Season in 2021 and the Cabana Swim Team League would like your input. If you are a current Sea Otters family, or planned to join the team this year, please take a moment and fill out the League survey. You can find the link on our website - [www.stseaotters.com](http://www.stseaotters.com)

If you have any questions, please contact Sea Otters President, Stacy Valenta, at [chair.stseaotters@gmail.com](mailto:chair.stseaotters@gmail.com).

**LOOKING FOR COOKIES?**  
Support local Troop 60153's contactless cookie booth!  
Place an order online, select free girl delivery, and your cookies will be dropped off on your porch!

**CHLOE - 200 BOX GOAL**  
[DigitalCookie.GirlScouts.org/scout/chloe920980](http://DigitalCookie.GirlScouts.org/scout/chloe920980)

**NATALIE - 800 BOX GOAL**  
[DigitalCookie.GirlScouts.org/scout/natalie701991](http://DigitalCookie.GirlScouts.org/scout/natalie701991)

### 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

FEBRUARY 2021

# RANCHO SANTA TERESA NEWS

## FIRST QUARTER DUES ARE NOW PAST DUE

First quarter 2021 dues were due on January 1, 2021. 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.

# 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](http://www.lauriehansen.com)  
[laurie@lauriehansen.com](mailto:laurie@lauriehansen.com)  
**408-218-6222**

**FREE STAGING & MARKET  
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*Laurie, Michelle, & Paul*

**Experience Knowledge Service Results**

[www.ranchosantateresa.org](http://www.ranchosantateresa.org)

[www.facebook.com/RanchoST](https://www.facebook.com/RanchoST)

286 Sorrento Way, San Jose, CA 95119

(408) 227-5758

[RSTSRCoffice@gmail.com](mailto:RSTSRCoffice@gmail.com)



# 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 recover 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.

## *Other Activities Available*

---

### **AQUA FITNESS CLASS**

Tuesdays and Thursdays - Aqua Cardio & Toning Interval Workout

**CURRENTLY ON HIATUS - Will return in March.**

\$53 MEMBERS OR \$58 NON-MEMBERS

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 - December, 2020

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 372,903.31	\$ 354,400.00	\$ 18,503.31	105.22%
Total 4100 Member Lesson Income	\$ 1,336.00	\$ 16,900.00	\$ (15,564.00)	7.91%
Total 4200 Nonmember Lesson Income	\$ 33,466.00	\$ 53,800.00	\$ (20,334.00)	62.20%
Total 4300 Member Rental Income	\$ 2,570.00	\$ 10,080.00	\$ (7,510.00)	25.50%
Total 4400 Nonmember Rental Income	\$ 110.00	\$ -	\$ 110.00	
Total 4500 Interest on Operating Funds	\$ 536.75	\$ 4,000.00	\$ (3,463.25)	13.42%
Total 4600 Social Event Income	\$ 279.10	\$ 1,000.00	\$ (720.90)	27.91%
Total 4700 Services Fees & Late Fees Income	\$ 3,723.00	\$ -	\$ 3,723.00	
Total 4800 Other Ordinary Income	\$ 3,283.00	\$ 2,000.00	\$ 1,283.00	164.15%
<b>Total Income</b>	<b>\$ 418,207.16</b>	<b>\$ 442,180.00</b>	<b>\$ (23,972.84)</b>	<b>94.58%</b>
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 105,120.21	\$ 143,499.00	\$ (38,378.79)	73.26%
Total 5100 Payroll Related Expenses	\$ 12,542.75	\$ 28,699.77	\$ (16,157.02)	43.70%
Total 5200 Member Lesson Expenses	\$ -	\$ 100.00	\$ (100.00)	0.00%
Total 5600 Social Event Expenses	\$ 83.38	\$ 6,100.00	\$ (6,016.62)	1.37%
Total 5800 Other Member Services	\$ 240.00	\$ 200.00	\$ 40.00	120.00%
Total 6000 Professional Services	\$ 16,157.80	\$ 14,700.00	\$ 1,457.80	109.92%
Total 6100 Other Outside Services	\$ 35,034.25	\$ 31,000.00	\$ 4,034.25	113.01%
Total 6200 Insurance	\$ 35,547.67	\$ 31,120.00	\$ 4,427.67	114.23%
Total 6300 Bank Fees	\$ 291.24	\$ 250.00	\$ 41.24	116.50%
Total 6400 Merch.Serv.Bnkcrd Fees/QB Trnsfr	\$ 270.36	\$ -	\$ 270.36	
Total 6500 General Office Expenses	\$ 13,837.11	\$ 9,600.00	\$ 4,237.11	144.14%
Total 6800 Taxes and Licenses	\$ 9,775.15	\$ 7,200.00	\$ 2,575.15	135.77%
Total 7000 Building and Hall Maintenance	\$ 18,411.87	\$ 30,500.00	\$ (12,088.13)	60.37%
Total 7100 Pool Maintenance	\$ 18,788.23	\$ 15,000.00	\$ 3,788.23	125.25%
Total 7200 Utilities	\$ 73,139.61	\$ 79,000.20	\$ (5,860.59)	92.58%
Total 7300 Reserve Funding	\$ 36,000.00	\$ 36,000.00	\$ -	100.00%
<b>Total Expenses</b>	<b>\$ 375,239.63</b>	<b>\$ 432,968.97</b>	<b>\$ (57,729.34)</b>	<b>86.67%</b>
<b>Net Inome/Expense</b>	<b>\$ 42,967.53</b>	<b>\$ 9,211.03</b>	<b>\$ 33,756.50</b>	<b>466.48%</b>





# 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 Continue to Rise

Sales of single-family, re-sale homes were up 29.7% year-over-year in December. There were 860 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

Home sales were up 0.5% for the year. That is the first time home sales were higher than the year before since 2015.

The average sales price for single-family, re-sale homes was up 13.5% year-over-year.

The median sales price for single-family, re-sale homes rose 12.3% compared to last year. That's the fourteenth month in a row the median sales price has been higher than the year before.

The sales price to list price ratio went from 103.6% to 103.7%.

Pending sales were up 75.6% year-over-year.

Inventory of single-family, re-sale homes was down 7.4% compared to last year. That is the sixteenth month in a row inventory has been lower than the year before. As of January

5th, there were 427 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 five days to 15 days compared to November. The average since 2003 is 89.

It took only 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 7.8% from last December. The average sales price gained 5.9% year-over-year.

Condo sales were up 30.1% year-over-year. There were 350 condos sold in December.

For the year, condo sales were down 2.2%.

The sales price to list price ratio from 100.8% to 100.5%.

Condo inventory rose 39.5% compared to last December.

As of January 5th, there were 378 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell to thirty-two from forty.

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

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

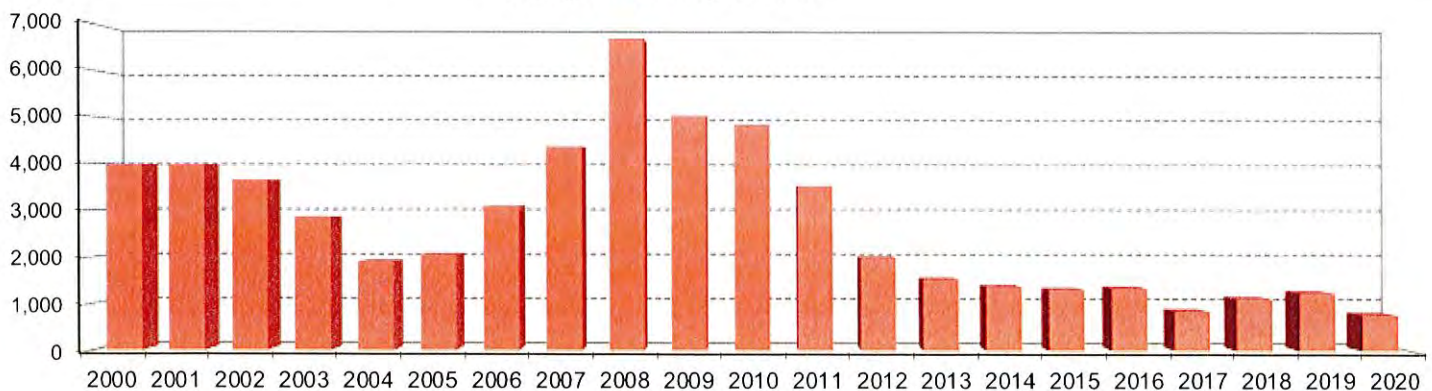
**VISIT**

<http://lauriehansen.rereport.com>

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

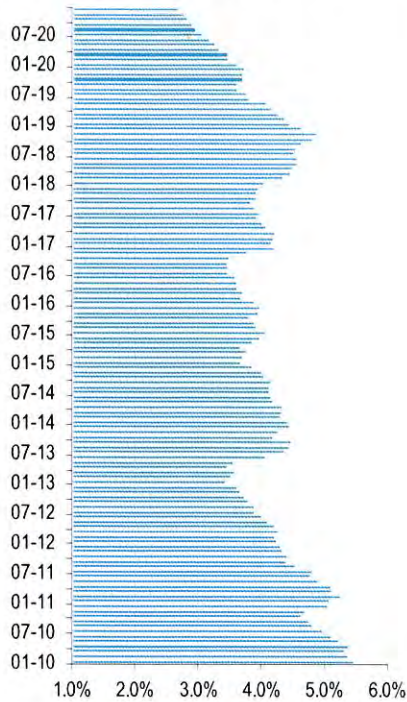
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**Santa Clara County**  
 Average Active Listings SFR YTD





## 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/>.

## Turning The Page

December 31, 2020 -- A year ago, when the calendar first turned to 2020, it's a fair bet that no one could see what was coming, or know how profoundly one little germ could change our lives. The coronavirus outbreak, epidemic and then pandemic upended everything across the globe, and even as we strive for a semblance of normalcy, it's not done yet just yet. You'll be able to witness the latest effects this evening, as normally-packed live celebrations of the change of year in cities around the world will be thinner, remotely generated and socially-distanced. "On January 1, 2021, for the first time every, hindsight will actually be 2020", according to a popular internet meme, and there's little doubt that many people will be happy to see it go.

With one country after another closing, and uncertainty and risks skyrocketing, investors got spooked and came to a point of selling everything to move to cash; interest rates spiked, financial markets became unhinged and central banks across the world moved into emergency positions, slashing rates, buying bonds and opening up new lending and market-support facilities, moving to liquefy every market and be the buyer of last resort for a

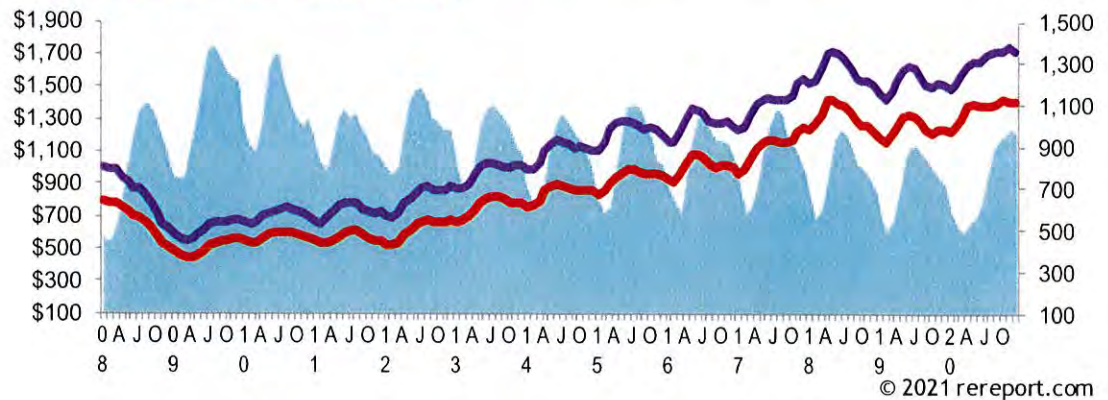
range of assets if need be. The market panic was quelled, and a depression likely averted. Lockdowns ensured that the economies of many countries would fall into record-setting recession for a time, only to quickly (if partially) emerge.

As they did, unprecedented opportunities arose for homeowners. For those in difficult straits, and with the experience of at least some lessons learned in the last housing bust, a nearly instant forbearance program for homeowners was released, and without even the burden of proof of hardship. Millions signed up; a core of the most troubled homeowners (numbering about 2.8 million) yet remain in forbearance. For others who experienced no payment troubles, opportunities to refinance at record low rates -- multiple times -- appeared. Freddie Mac's formal all-time low for a conforming 30-year (3.31%) FRM was touched in mid-April, broken by the end of the month a new record low was set in 17 weeks since then, falling to as low 2.66% near the end of the year.

Potential homebuyers took notice, too. The year began with an early start on the spring homebuying season with a solid winter showing for sales, but that

(Continued on page 4)

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



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Santa Clara County - December 2020												
Single-Family Homes								% Change from Year Before				
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices				
	Median	Average						Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,370,000	\$ 1,695,940	860	741	427	15	103.7%	12.3%	13.5%	29.7%	75.6%	-7.4%
Campbell	\$ 1,525,000	\$ 1,570,230	23	21	12	16	102.9%	17.3%	19.7%	27.8%	75.0%	-36.8%
Cupertino	\$ 2,359,000	\$ 2,427,930	14	18	11	24	106.1%	3.0%	1.0%	-12.5%	157.1%	0.0%
Gilroy	\$ 945,000	\$ 1,061,520	45	59	24	16	104.5%	22.8%	29.8%	18.4%	90.3%	-58.6%
Los Altos	\$ 3,360,000	\$ 3,490,370	29	14	15	16	104.1%	11.0%	4.9%	61.1%	133.3%	50.0%
Los Altos Hills	\$ 4,277,500	\$ 4,403,000	8	4	20	75	99.5%	32.6%	20.1%	33.3%	-20.0%	11.1%
Los Gatos	\$ 1,905,800	\$ 2,212,550	35	50	54	46	99.4%	12.2%	12.6%	-5.4%	72.4%	-8.5%
Milpitas	\$ 1,267,500	\$ 1,307,970	21	21	10	14	101.0%	15.2%	8.2%	90.9%	110.0%	-23.1%
Monte Sereno	\$ 3,462,500	\$ 3,364,170	6	2	5	25	96.6%	46.6%	1.9%	50.0%	100.0%	-37.5%
Morgan Hill	\$ 1,097,500	\$ 1,201,370	50	36	29	17	101.8%	15.7%	14.0%	35.1%	63.6%	-50.8%
Mountain View	\$ 2,295,000	\$ 2,339,830	36	28	17	14	102.3%	20.8%	28.0%	227.3%	180.0%	112.5%
Palo Alto	\$ 2,700,000	\$ 3,626,470	29	24	30	31	101.9%	-10.0%	11.9%	0.0%	84.6%	20.0%
San Jose	\$ 1,227,500	\$ 1,316,240	446	381	165	11	104.1%	15.3%	13.5%	21.9%	73.2%	-27.9%
Santa Clara	\$ 1,390,440	\$ 1,416,030	44	32	14	10	105.8%	-0.7%	1.2%	10.0%	128.6%	75.0%
Saratoga	\$ 3,205,000	\$ 3,561,000	25	20	16	19	108.1%	19.9%	21.8%	25.0%	66.7%	-33.3%
Sunnyvale	\$ 1,742,500	\$ 1,777,110	54	36	10	6	103.9%	-0.4%	0.0%	54.3%	300.0%	-44.4%

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)

	Dec 20	Month %	Nov 20	Year %	Dec 19
Median Price: \$1,370,000		-0.7%	\$1,380,000	12.3%	\$1,220,000
Average Price: \$1,695,940		-3.7%	\$1,761,390	13.5%	\$1,493,890
Home Sales: 860		-9.9%	954	29.7%	663
Pending Sales: 741		-25.2%	991	75.6%	422
Active Listings: 427		-35.6%	663	-7.4%	461
Sale/List Price Ratio: 103.7%		0.1%	103.6%	3.4%	100.2%
Days on Market: 20		16.6%	17	-43.9%	36
Days of Inventory: 15		-26.1%	20	-28.6%	21

## (Condominiums)

	Dec 20	Month %	Nov 20	Year %	Dec 19
Median Price: \$826,000		-2.0%	\$842,500	7.8%	\$766,033
Average Price: \$894,838		-2.0%	\$912,830	5.9%	\$844,722
Home Sales: 350		-5.4%	370	30.1%	269
Pending Sales: 335		-17.5%	406	45.0%	231
Active Listings: 378		-26.5%	514	39.5%	271
Sale/List Price Ratio: 100.5%		-0.3%	100.8%	1.5%	99.0%
Days on Market: 30		12.2%	26	-43.6%	53
Days of Inventory: 32		-19.6%	40	7.2%	30

Laurie Hansen  
 Intero Real Estate Services  
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 San Jose, CA 95138  
 (408) 218-6222  
 lhansen@intero realestate.com  
 CA BRE #00757662

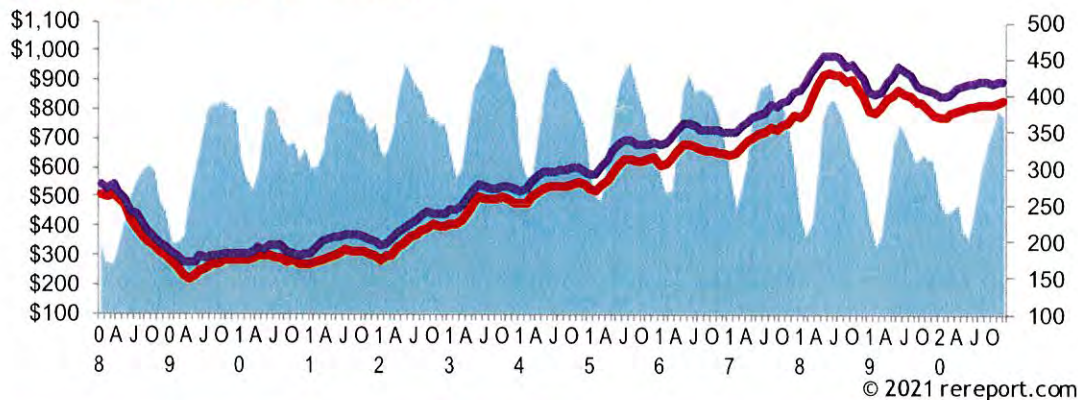
If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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)



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## 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 - December 2020

Condominiums								% Change from Year Before				
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices				
	Median	Average						Med	Ave	Sales	Pend'	Inven'
SCC	\$ 826,000	\$ 894,838	350	335	378	32	100.5%	7.8%	5.9%	30.1%	45.0%	39.5%
Campbell	\$ 981,000	\$ 1,015,450	11	12	7	19	99.3%	30.7%	31.4%	-31.3%	100.0%	0.0%
Cupertino	\$ 1,180,000	\$ 1,284,400	7	8	10	43	102.6%	3.7%	-3.0%	16.7%	100.0%	100.0%
Gilroy	\$ 582,500	\$ 582,500	2	3	4	60	99.0%	16.5%	27.7%	-33.3%	50.0%	0.0%
Los Altos	\$ 1,465,000	\$ 1,465,000	1	3	15	450	98.4%	-9.8%	-8.1%	-75.0%	200.0%	650.0%
Los Gatos	\$ 1,200,000	\$ 1,162,290	7	10	10	43	101.1%	10.1%	9.2%	40.0%	66.7%	233.3%
Milpitas	\$ 945,000	\$ 912,790	19	21	10	16	102.4%	11.5%	8.8%	58.3%	61.5%	-74.4%
Morgan Hill	\$ 720,944	\$ 710,555	14	11	4	9	102.0%	0.3%	0.4%	16.7%	-8.3%	-75.0%
Mountain View	\$ 1,198,500	\$ 1,140,570	22	21	34	46	99.9%	-6.9%	-7.9%	-4.3%	50.0%	209.1%
Palo Alto	\$ 1,400,000	\$ 2,154,330	9	4	15	50	97.7%	19.1%	69.7%	28.6%	0.0%	87.5%
San Jose	\$ 735,000	\$ 754,639	211	181	188	27	100.2%	12.2%	7.2%	44.5%	52.1%	19.7%
Santa Clara	\$ 998,000	\$ 966,430	23	25	43	56	100.6%	36.7%	18.7%	35.3%	31.6%	95.5%
Saratoga	\$ 1,296,000	\$ 1,366,000	3	3	5	50	108.4%	19.1%	13.3%	0.0%	0.0%	66.7%
Sunnyvale	\$ 1,260,000	\$ 1,187,600	21	31	33	47	101.6%	12.5%	6.6%	16.7%	93.8%	-23.3%





**Quick Summary of Comparable Properties**



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

**Residential Summary**

Res. Single Family

PENDING											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
6544 Hercus Court	San Jose	4	2 1	11	2,256	\$554.08	10,873 (sf)	\$1,250,000	46		
313 El Portal Way	San Jose	3	2 0	4	1,677	\$685.75	7,619 (sf)	\$1,149,999	52		
6476 Du Sault Drive	San Jose	4	2 0	8	1,408	\$674.72	6,116 (sf)	\$950,000	50		
273 Dondero Way	San Jose	3	2 0	13	1,158	\$777.19	5,851 (sf)	\$899,988	50		
PENDING											
# Listings:	4	AVG VALUES:		9	1,625	\$672.93	7,615 (sf)	\$1,062,497	50		
SOLD											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
6469 Purple Hills Drive	San Jose	5	3 0	12	2,563	\$542.33	6,734 (sf)	\$1,390,000	48	\$1,390,000	11/03/20
276 Los Palms Way	San Jose	5	3 0	4	2,181	\$632.74	6,073 (sf)	\$1,299,000	50	\$1,380,000	12/03/20
226 Purple Glen Drive	San Jose	4	2 1	6	2,124	\$635.59	6,000 (sf)	\$1,298,000	48	\$1,350,000	10/15/20
6651 Catamaran Street	San Jose	5	3 0	38	2,563	\$522.82	6,103 (sf)	\$1,350,000	48	\$1,340,000	12/29/20
203 Castillon Way	San Jose	4	2 0	2	2,010	\$630.60	6,144 (sf)	\$1,099,000	44	\$1,267,500	11/16/20
6237 Purple Knoll Court	San Jose	4	2 1	6	2,124	\$559.79	8,289 (sf)	\$1,199,999	48	\$1,189,000	11/02/20
6742 Cielito Way	San Jose	4	2 0	4	1,790	\$634.08	6,018 (sf)	\$1,025,000	51	\$1,135,000	01/15/21
281 Esteban Way	San Jose	5	2 1	15	2,181	\$490.60	6,158 (sf)	\$1,090,000	49	\$1,070,000	11/27/20
SOLD											
# Listings:	8	AVG VALUES:		11	2,192	\$581.07	6,440 (sf)	\$1,218,875	48	\$1,265,188	
# Listings Total:	12	AVG VALUES FOR ALL:		10	2,003	\$611.69	6,832 (sf)	\$1,166,749	49	\$1,265,188	

**Quick Statistics ( 12 Listings Total )**

	Min	Max	Median
List Price	\$899,988	\$1,390,000	\$1,174,999
Sale Price	\$1,070,000	\$1,390,000	\$1,303,750

(Continued from page 2)

came to a relative standstill in March through May, only to revive with vigor and then some as the economy re-opened through the summer. The delayed action of the spring market was joined by additional demand from second home buyers looking to escape to remote locations, away from virus and strife, and by buyers who could now work remotely and so no longer felt constricted by proximity to center-city workspaces. With competition for houses fierce and existing home prices rising sharply, it's also likely that some demand has been "advanced" from the coming year in order to grab a home before costs increased further.

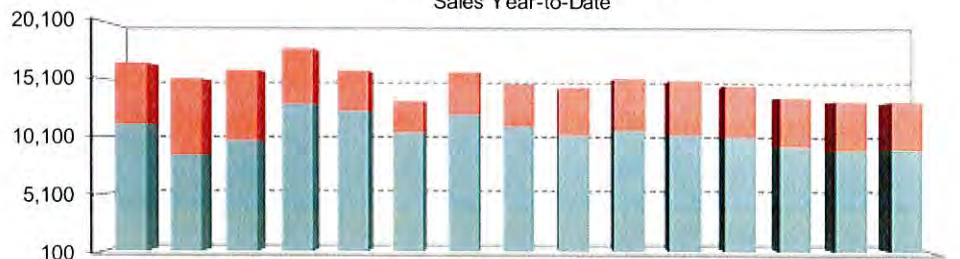
With the existing home market tight and expensive, and possibly with commuting to work far less of a concern, sales of new homes also enjoyed a strong period during the mid-part of 2020, but sales are settling back to a very solid (if less frenetic) trend as the year turns. Before a pandemic dip last spring, sales of new homes had been in a 10-year uptrend, and seem poised to return to that kind of steady, solid (if un spectacular) improvement now that the pandemic distortion in sales has cycled through.

Existing home sales have started to cool a bit from heady annualized levels too, although that's

to be expected as the winter months kick in. The spring-bumped-into-summer housing season has passed, and while there is still plenty of demand there is little supply to be had, and even fewer homes are put up for sale once the onset of the extended holiday (and then winter) season begins. The National Association of Realtors Pending Home Sales Index contracted again in November, declining by 2.6%, a third consecutive decline. Compared to a year ago, though, contract signings are still some 16.4% higher, and if we weigh this change against sales levels last December/January, it looks like this will translate into a 6.25 million (or so) annualized rate of sale. October's 6.86 million (annual) was the recent

peak, and sales are likely to continue to cool somewhat until the next spring cycle kicks up again.

**Santa Clara County**  
Sales Year-to-Date



	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Condos	5,339	6,607	6,178	4,865	3,570	2,760	3,767	3,691	4,149	4,517	4,754	4,491	4,272	4,309	4,142
Homes	11,15	8,520	9,731	12,93	12,31	10,45	11,99	10,98	10,24	10,63	10,23	10,06	9,287	8,957	9,006



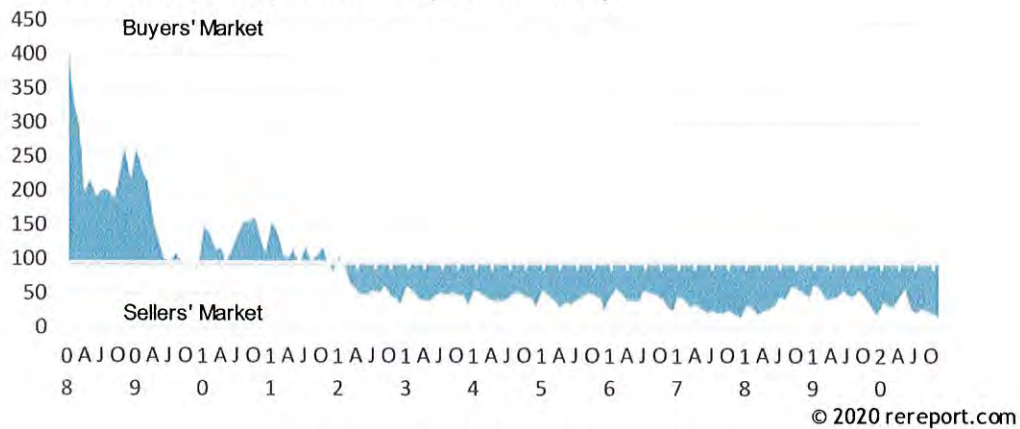


**Laurie Hansen**  
 Intero Real Estate Services  
 5609 Silver Creek Valley Road  
 San Jose, CA 95138  
 (408) 218-6222  
 lhansen@interorealestate.com

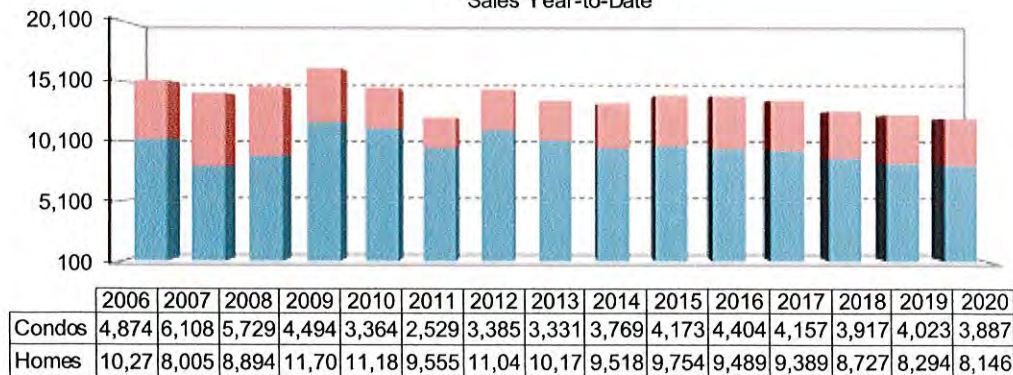
# PROP19 PASSED

- **Effective April 1, 2021**, allows homeowners **55 or older, those with severe disabilities, and victims of wildfires and natural disasters** to transfer their tax assessments anywhere within the state of California to a primary residence of equal value with no property tax increase, or a more expensive primary residence with an upward adjustment within two years of the sale of the original primary residence.
- Increases the number of times that these eligible homeowners can transfer their tax assessments from one to up to three times.
- **Effective February 16, 2021**, requires that inherited homes that are not used as principal residences, such as second homes or rentals, be reassessed at market value when transferred to children or grandchildren.
- Allocates additional revenue or net savings resulting from the ballot measure to wildfire agencies and counties.

**Santa Clara County Homes: Days of Inventory**



**Santa Clara County**  
Sales Year-to-Date







## 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*