



July 2021

RANCHO SANTA TERESA NEWS

President's Message

Believe it or not, we are almost halfway through the summer season! It's been great to see everyone enjoying the facilities.

We have some great **Independence Day** activities planned; see page 2 for activity schedule. Come join the celebration, starting at Noon on July 4 with the return of the bike parade (*2014 parade pictured above*), with the pool opening afterward at 12:30 pm. As on every holiday, please do not set up until 8:00 AM. Any tents or supplies set out before then will be taken down by staff.

GUESTS: Please remember that you are responsible for your guests and you must accompany them while they are at the facility.

BACK POOL: To help ensure safety and provide places where all members can enjoy the facilities, when the main pool is open and staffed with lifeguards, kids under 14 are not allowed in the back pool, even with parent supervision. Also, please note that it is closed for Swim Lessons M-F from 10:30 am to Noon.

COVID: Masks are no longer required if you are vaccinated. The Game Room remains closed, except for hall or lounge rentals. Due to the drought, the showers will remain closed for the time being. Please help us do our part and keep costs low while we wait for rain.

SWIM LESSONS: Swim lessons are humming along. It's great to see the energy of the kids and our instructors back at the pool. See page 4 for an update.

TENNIS COURTS: Please note that the tennis courts will be closed on July 16 for repairs and painting of the retaining wall.

OFFICE STAFF: I'd like to welcome our new office manager, Kathy Kirtland. Kathy has lived in the neighborhood since 2013 and brings great office experience to the team. Welcome aboard, Kathy!

Chris

SUMMER

MAIN POOL HOURS:

Now - August 8

Sun - Thurs, 12:30 - 7:30 PM

Fri/Sat, 12:30 - 9:00 PM

BACK POOL, 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, July 19 • 6 pm
Main Hall

HALL RENTAL & POOL PARTY REQUESTS

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

COFFEE CLUB AND POKER NIGHTS ARE BACK!

See page 6 for information.

RANCHO SANTA TERESA NEWS

INDEPENDENCE DAY ACTIVITIES

12:00 - Bike Parade

Kids can decorate their bikes or scooters for the Fourth and join the parade around the pool deck.

2:00 - Scavenger Hunt

Team up and hurry to find the most items on the list.

3:00 - Soda Dive / Capri Sun Dive

Jump in and grab all that you can! Capri Sun will be in the Wading Pool for ages 6 and under. Sodas will be in the Main Pool for kids ages 7 and up.

4:00 - Cookie Face Race

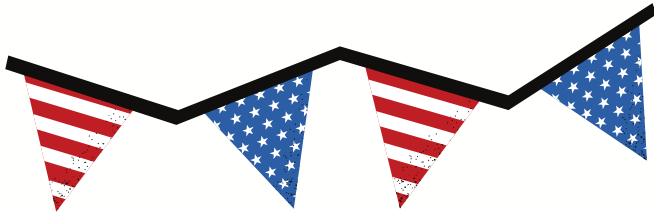
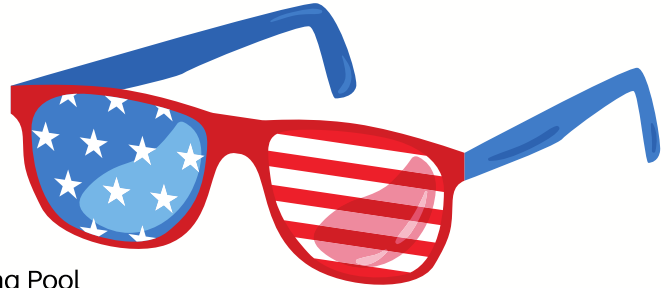
Scrunch your face to get your Oreo from your forehead to your mouth. No hands allowed!

5:00 - Water Balloon Toss

Find a partner and compete to see who can throw and catch the farthest before their balloon bursts.

6:00 - Limbo

How low can you go?



SUMMER MOVIE NIGHTS

Enjoy kids' movies and popcorn on the lawn near the diving well, every other Monday at 8:30 PM. Bring your own comfy blanket or chair. Movie selections are posted on Facebook and in the office window a few days before the event.

July 5
July 19
August 2



BALLARE DANCE CENTRE

DANCE YOUR HEART OUT @ BALLARE THIS SUMMER

BALLARE DANCE CENTRE

This summer we are offering:

(4) Summer Camps

(5) Workshops

And A

(5) week dance session

For full summer information visit us at:
www.ballaredancecentre.com

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

RANCHO SANTA TERESA NEWS



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

With a ton of spirit and enthusiasm, even with COVID protocols making things more strenuous, we managed to have a season where we hosted two League teams at our pool in June. We also hosted two Sea Otters-only meets, where our athletes had the opportunity to swim against each other all while continuing to improve their stroke technique, their endurance and their times. And, one of the highlights was having Sea Otters Alumni, Parents and Coaches swim in fun relays!

Once this newsletter insert is delivered, the Sea Otters will have one more Dual & Virtual Meet on July 10th. Unfortunately, due to Covid, there is no Championship Meet this year, but Sea Otters will be back, ready to host CHAMPS, in 2022!

We will commemorate the 2021 Season on July 12th at our Awards Night. Join us at Rancho to be a part of the celebration.

I also want to be sure to send a shout-out to our fabulous Coaching staff – Head Coach Jerry and Coaches Joey, Mark, Katie, Enrique, Jessica & Jalen – you are all amazing and we are thankful for your commitment to our Sea Otters! And to our Sea Otters Board – without you, none of this is possible! Thank you for loving our Sea Otters community and for your unending spirit to make this Season happen.

*Diving photo courtesy Victor Bittorf, RMX Media.
Coaches photo courtesy Jim Nelson Photography.*



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

2021 SCHEDULE

- 4/15 – 7/17: Swimloops Fundraiser
- 4/15 – 7/17: Mary Kay Fundraiser
- 4/15 – 7/17: Thirty-One Gifts Fundraiser
- 7/3 – Bye Week
- 7/5 - 7/8: **Spirit Week** (see team website for details)
- 7/8: Pancake Breakfast
- 7/10: ST vs Crossgates (Virtual) AND Almaden will be back at our pool for a Dual Meet!
- 7/12: Awards Night

PRACTICE TIMES

- Ages 15-18: 7:00 - 8:30 am
 - Ages 11-14: 8:30 - 9:30 am
 - Ages 9-10: 9:30 - 10:30 am
 - Ages 7-8: 10:30 - 11:30 am
 - Ages 6 and Under: 11:30 am – 12:15 pm
 - Evening Practice: 7:30 - 8:00 pm
- (evening practice is reserved for those who cannot make regular practice due to morning camps, classes, etc)*

RANCHO SANTA TERESA NEWS

2021 SWIM LESSON INFO

Swim Lessons are now in full swing with private, semi-private, and group lessons. We have re-done our private lessons to increase our capacity, meaning that now there is no waitlist!

Group lesson Session 2 has started and Session 3 will start July 12.

All swim lesson registration forms can be found on our website underneath the swim lessons tab. Please note, all lessons should be wrapped up no later than Aug. 8th.

Happy Swimming!
RSTSRC Swim Lesson Team,

Gwen & Paige



Other Lessons Available

AQUA FITNESS CLASS

Aqua Cardio & Toning Interval Workout

JULY SESSION - MON, WED & FRI

8 CLASSES - Wed, July 14 - Fri, July 30

\$85 MEMBERS OR \$95 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

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 conserve heating costs.

THIRD QUARTER DUES ARE NOW DUE

Third Quarter dues are due on 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 \$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 rstsrcode@gmail.com.

**Sell Your
Rancho Santa
Teresa Home
Without Listing
It For Sale**

No Open Houses, No Signs.
Quick, Easy, & Convenient.

Call or Text Matt Cossell at
408.761.3271

kw BAY AREA
ESTATES
KELLERWILLIAMS.

MATT COSSELL
REAL ESTATE SERVICES

408.761.3271 | mattcossell.com

Realtor® DRE# 01382971



RANCHO SANTA TERESA NEWS

Free Weekly Activities

MORNING LAP SWIM

SUMMER HOURS - Monday - Friday from 5-7 AM

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

FRIDAY COFFEE CLUB

The Senior Coffee Club has re-started!

Enter through the front entrance of the Hall on Fridays. The fun lasts from approximately 10AM to 12:30PM. 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. Must be vaccinated or wear a mask.

Monthly Events

POKER NIGHT

Upcoming Dates: 7/23, 8/19

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). Must be vaccinated or wear a mask.

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

Summarized Profit & Loss Budget vs Actual January - May, 2021

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 144,909.60	\$ 145,380.00	\$ (470.40)	99.68%
Total 4100 Member Lesson Income	\$ 8,819.00	\$ 1,391.00	\$ 7,428.00	634.00%
Total 4200 Nonmember Lesson Income	\$ 26,908.00	\$ 16,608.00	\$ 10,300.00	162.02%
Total 4300 Member Rental Income	\$ 3,940.00	\$ 1,380.00	\$ 2,560.00	285.51%
Total 4400 Nonmember Rental Income	\$ 240.00	\$ -	\$ 240.00	
Total 4500 Interest on Operating Funds	\$ 15.52	\$ 250.00	\$ (234.48)	6.21%
Total 4600 Social Event Income	\$ 136.00	\$ 125.00	\$ 11.00	108.80%
Total 4700 Services Fees & Late Fees Income	\$ 2,516.90	\$ -	\$ 2,516.90	
Total 4800 Other Ordinary Income	\$ 1,699.23	\$ 650.00	\$ 1,049.23	261.42%
Total Income	\$ 189,184.25	\$ 165,784.00	\$ 23,400.25	114.11%
Gross Profit				
Expenses				
Total 5000 Gross Payroll	\$ 34,005.00	\$ 27,613.00	\$ 6,392.00	123.15%
Total 5100 Payroll Related Expenses	\$ 2,785.82	\$ 5,522.00	\$ (2,736.18)	50.45%
Total 5200 Member Lesson Expenses	\$ 13.40	\$ -	\$ 13.40	
Total 5600 Social Event Expenses	\$ 319.09	\$ 1,875.00	\$ (1,555.91)	17.02%
Total 5800 Other Member Services	\$ 509.18	\$ 250.00	\$ 259.18	203.67%
Total 6000 Professional Services	\$ 4,061.58	\$ 3,081.00	\$ 980.58	131.83%
Total 6100 Other Outside Services	\$ 13,946.45	\$ 15,625.00	\$ (1,678.55)	89.26%
Total 6200 Insurance	\$ 17,070.45	\$ 15,001.65	\$ 2,068.80	113.79%
Total 6300 Bank Fees	\$ 100.65	\$ 90.00	\$ 10.65	111.83%
Total 6400 M., Serv Bnkcrd Fees/QB Transfer fees	\$ 693.75	\$ -	\$ 693.75	
Total 6500 General Office Expenses	\$ 5,539.84	\$ 875.57	\$ 4,664.27	632.71%
Total 6800 Taxes and Licenses	\$ (193.00)	\$ 2,624.60	\$ (2,817.60)	-7.35%
Total 7000 Building and Hall Maintenance	\$ 4,946.96	\$ 8,413.15	\$ (3,466.19)	58.80%
Total 7100 Pool Maintenance	\$ 5,804.44	\$ 7,798.89	\$ (1,994.45)	74.43%
Total 7200 Utilities	\$ 30,604.48	\$ 31,814.24	\$ (1,209.76)	96.20%
Total 7300 Reserve Funding	\$ 15,000.00	\$ 15,000.00	\$ -	100.00%
Total Expenses	\$ 135,208.09	\$ 135,584.10	\$ (376.01)	99.72%
Net Operating Income	\$ 53,976.16	\$ 30,199.90	\$ 23,776.26	178.73%

Note:

1) AM Actuals & Budget Monthly. Budg \$39k (65) vs ACT 33.6K (56 in 2021+24 in 2020 for a total of 80).

2) Budget Column will be updated for the June P&L Summary to reflect mainly Swim Lesson Income/PR Expense sized earlier on annual basis



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, Again, in May

Sales prices for single-family, re-sale homes set new highs for the fourth month in a row. The median sales was \$1,660,000 last month, a gain of 20.9% compared to last year. That's the nineteenth 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 rose to \$2,026,750. It was up 21.5% year-over-year.

The sales price to list price ratio went from 109.9% to 110.1%. Multiple offers continue to be the norm.

Sales of single-family, re-sale homes were up 130.3% year-over-year in May. There were 1,101 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

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

Pending sales were up 48.7% year-over-year.

Inventory of single-family, re-sale homes was down 32.2% compared to last year. That is the twenty-first month in a row inventory has been lower than the year before. As of June 5th, there were 658 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 three days to 18 days compared to April. The average since 2003 is 89.

It took only thirteen 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 11.2% from last May. The average sales price gained 11.4% year-over-year.

Condo sales were up 214.7% year-over-year. There were 612 condos sold in May.

The sales price to list price ratio stayed at 104.6%.

Condo inventory fell 18.2% compared to last May.

As of June 5th, there were 368 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose four days to twenty-three.

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

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

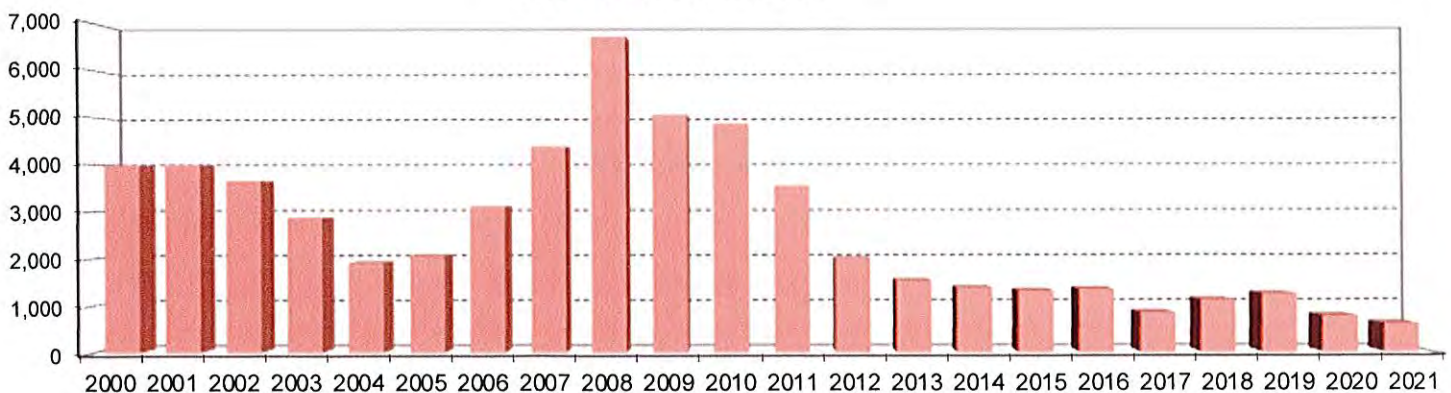
VISIT

<http://lauriehansen.rereport.com>

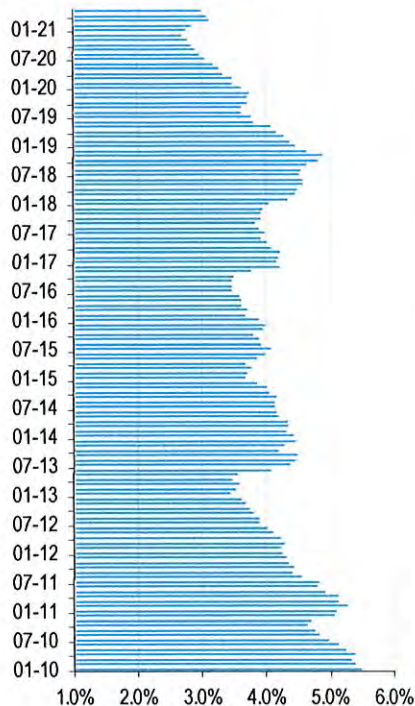
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

© 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/>.

Housing: Not So Fast

May 28, 2021 -- The increasingly unfavorable conditions facing housing markets are starting to have the expected effects: sales of new and existing houses are slowing down. Softening sales aren't a result of a lack of demand, at least for the most part, but rather a lack of supply, and most especially, a lack of supply that is desirable and affordable to wide swaths of the homebuying audience.

We learned last week that sales of existing homes throttled back for a third consecutive month, falling another 2.7% in April. Actually, sales have been flat to falling now for about six months after hitting a recovery high of 6.73 million units at an annualized rate of sale last October; April's 5.85 million rate was about 13% below that mark. The culprit(s) for tempering sales? Some would blame firmer mortgage rates, but they are only running perhaps a third of a percentage point above all-time bottoms, so that's not really the issue. However, home prices rising by double-digits compared to a year ago -- and at nearly a 20% year-over-year clip in April -- is enough to put some buyers on the sidelines.

Perhaps the greatest issue is that there aren't many homes even to look at on the market, let

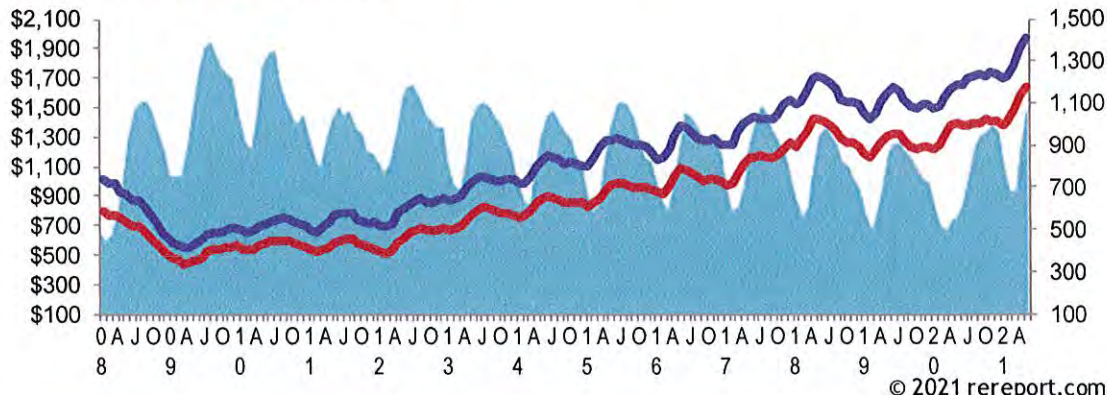
alone purchase, as "for sale" inventories of existing homes remain razor thin (if improved somewhat from the tightest levels of the winter). Just 2.4 months of homes for sale at the present sales pace were available in April and potential buyers face bidding wars, cash competition and need to make near-instant decisions whether to buy or not just to have a chance to buy. In addition, there's little time to even consider options, since listings are coming off the market in an average of slightly more than two weeks' time.

After some weeks or months of trying and having no success, some potential homebuyers simply become discouraged and step back from the market, hoping for more favorable conditions to emerge.

In some markets, new construction can help pick up the slack for a lack of existing homes to buy, but not everywhere. Locations where new homes can be built more than one at a time are often a greater distance from city centers, amenities and job markets. Work-from-home opportunities have attenuated the last issue to a degree, but only to a degree, and with pandemic restrictions fading and more companies talking about a return to the office, the waters are a

(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 - May 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	\$ 1,660,000	\$ 2,026,750	1,101	1,364	658	18	110.1%	20.9%	21.5%	130.3%	48.7%	-32.2%
Campbell	\$ 1,832,650	\$ 1,961,730	30	34	19	18	110.4%	27.3%	23.8%	114.3%	183.3%	-29.6%
Cupertino	\$ 2,900,000	\$ 2,871,190	27	38	21	23	114.0%	34.9%	36.3%	17.4%	280.0%	-22.2%
Gilroy	\$ 1,077,500	\$ 1,186,740	60	86	27	13	106.0%	33.9%	36.9%	160.9%	196.6%	-71.0%
Los Altos	\$ 3,850,000	\$ 4,007,930	39	42	20	15	112.0%	40.3%	30.4%	129.4%	147.1%	-41.2%
Los Altos Hills	\$ 5,275,000	\$ 5,221,500	6	17	26	126	108.9%	40.6%	16.8%	0.0%	325.0%	13.0%
Los Gatos	\$ 2,425,000	\$ 2,595,140	67	84	53	23	104.8%	21.3%	14.5%	168.0%	211.1%	-44.8%
Milpitas	\$ 1,427,500	\$ 1,436,640	24	37	8	10	110.0%	26.1%	25.7%	41.2%	428.6%	-66.7%
Monte Sereno	\$ 3,450,000	\$ 3,352,000	5	10	7	41	115.3%	6.4%	-10.7%	25.0%	233.3%	-30.0%
Morgan Hill	\$ 1,325,000	\$ 1,421,900	74	78	31	12	105.7%	27.8%	28.7%	164.3%	100.0%	-51.6%
Mountain View	\$ 2,480,000	\$ 2,588,920	53	30	21	11	108.9%	23.1%	16.8%	562.5%	172.7%	-12.5%
Palo Alto	\$ 3,310,000	\$ 3,913,010	54	53	50	27	107.8%	18.2%	19.0%	200.0%	140.9%	-3.8%
San Jose	\$ 1,420,000	\$ 1,539,560	628	615	265	12	111.2%	18.3%	18.8%	120.4%	144.0%	-38.5%
Santa Clara	\$ 1,615,000	\$ 1,598,100	50	69	30	17	109.8%	9.5%	7.7%	8.7%	165.4%	-34.8%
Saratoga	\$ 3,067,500	\$ 3,359,530	36	36	32	26	105.7%	20.9%	34.5%	157.1%	260.0%	-25.6%
Sunnyvale	\$ 2,200,000	\$ 2,213,540	63	73	37	17	113.8%	12.8%	16.5%	133.3%	114.7%	-7.5%

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)

	May 21	Apr 21	May 20
Median Price:	\$1,660,000	\$1,647,500	\$1,372,500
Average Price:	\$2,026,750	\$1,959,080	\$1,667,680
Home Sales:	1,101	1,214	478
Pending Sales:	1,364	1,297	917
Active Listings:	658	645	971
Sale/List Price Ratio:	110.1%	109.9%	100.6%
Days on Market:	13	15	23
Days of Inventory:	18	15	61

(Condominiums)

	May 21	Apr 21	May 20
Median Price:	\$900,000	\$890,000	\$809,000
Average Price:	\$979,615	\$954,732	\$879,578
Home Sales:	472	561	150
Pending Sales:	612	556	281
Active Listings:	368	377	450
Sale/List Price Ratio:	104.6%	104.6%	99.5%
Days on Market:	20	20	24
Days of Inventory:	23	19	90

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)

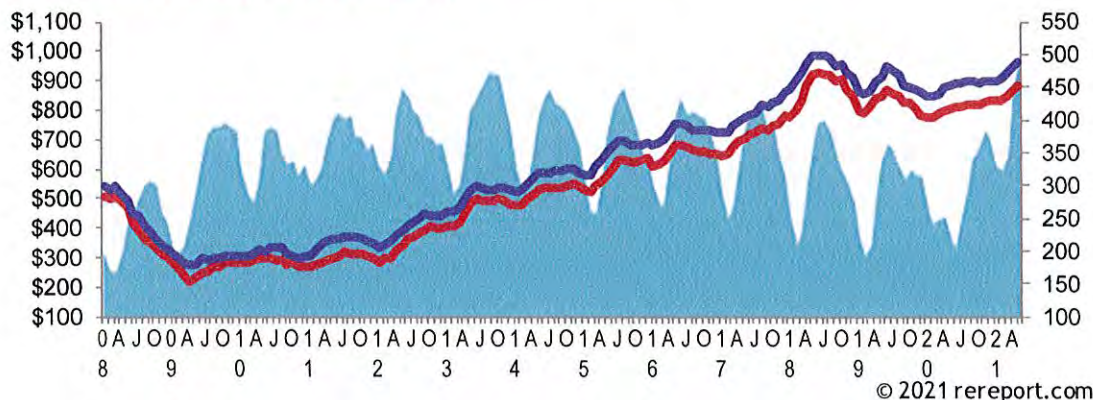


Table Definitions

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 - May 2021

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 900,000	\$ 979,615	472	612	368	23	104.6%	11.2%	11.4%	214.7%	117.8%	-18.2%
Campbell	\$ 935,500	\$ 963,413	28	19	12	12	103.0%	-4.5%	3.3%	211.1%	171.4%	0.0%
Cupertino	\$ 1,235,000	\$ 1,295,270	16	19	11	20	105.0%	-4.3%	-6.1%	220.0%	280.0%	37.5%
Gilroy	\$ 510,000	\$ 516,667	3	7	2	19	101.3%	8.4%	6.0%	300.0%	250.0%	-71.4%
Los Altos	\$ 1,529,000	\$ 1,565,750	10	4	12	35	100.2%	-30.5%	-28.8%	900.0%	33.3%	140.0%
Los Gatos	\$ 1,355,000	\$ 1,230,650	20	11	11	16	104.1%	8.4%	-4.3%	566.7%	266.7%	-35.3%
Milpitas	\$ 1,004,000	\$ 1,010,920	28	36	14	15	104.9%	6.8%	12.3%	180.0%	176.9%	-54.8%
Morgan Hill	\$ 830,000	\$ 792,678	9	15	3	10	109.2%	27.7%	28.4%	-25.0%	-25.0%	-84.2%
Mountain View	\$ 1,200,000	\$ 1,204,530	49	49	27	16	104.1%	-11.1%	-9.0%	512.5%	188.2%	8.0%
Palo Alto	\$ 1,430,000	\$ 1,397,630	11	10	20	53	102.3%	-4.7%	-7.0%	57.1%	100.0%	66.7%
San Jose	\$ 758,000	\$ 794,352	305	282	180	17	104.5%	4.6%	4.6%	146.0%	220.5%	-22.7%
Santa Clara	\$ 823,500	\$ 923,729	30	39	41	40	104.4%	-33.0%	-22.7%	87.5%	254.5%	-2.4%
Saratoga	\$ 1,248,800	\$ 1,269,400	7	8	7	29	106.9%	-15.6%	-14.2%	600.0%	300.0%	0.0%
Sunnyvale	\$ 1,325,000	\$ 1,274,960	45	56	37	24	106.9%	25.0%	12.9%	309.1%	366.7%	32.1%



Laurie Hansen

Intero Real Estate Services
5609 Silver Creek Valley Road
San Jose, CA 95138



310 Bodega Way, San Jose 95119

Class: Res. Single Family
Beds: 4
Baths (F/P): 2 (2/0)
SqFt: 2,017 SqFt (Other)
Lot Size: 8,076 SqFt

List Price: \$1,398,888
Sale Price:

Quick Summary of Comparable Properties

Residential Summary

Res. Single Family

ACTIVE	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	319 Los Pinos Way	San Jose	5	3 0	13	2,365	\$599.95	7,405 (sf)	\$1,418,888	53		
	310 Bodega Way	San Jose	4	2 0	4	2,017	\$693.55	8,076 (sf)	\$1,398,888	53		
	349 Bodega Way	San Jose	4	2 0		1,843	\$704.83	5,662 (sf)	\$1,299,000	49		
	293 Cresta Vista Way	San Jose	4	2 0	1	1,652	\$756.66	6,096 (sf)	\$1,250,000	53		
ACTIVE												
# Listings:	4	AVG VALUES:			6	1,969	\$688.75	6,810 (sf)	\$1,341,694	52		
PENDING	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	204 Purple Glen Drive	San Jose	4	2 1	4	2,617	\$573.18	7,974 (sf)	\$1,500,000	49		
PENDING												
# Listings:	1	AVG VALUES:			4	2,617	\$573.18	7,974 (sf)	\$1,500,000	49		
SOLD	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
	6563 Purple Vale Court	San Jose	5	3 0	5	2,563	\$739.37	9,391 (sf)	\$1,499,000	49	\$1,895,000	05/11/21
	326 El Portal Way	San Jose	4	2 1	8	2,335	\$706.64	7,860 (sf)	\$1,348,000	53	\$1,650,000	04/08/21
	190 Castillon Way	San Jose	5	3 0	5	2,563	\$635.19	6,267 (sf)	\$1,399,000	46	\$1,628,000	05/04/21
	6579 San Anselmo Way	San Jose	4	2 1	10	2,124	\$682.67	6,346 (sf)	\$1,298,888	49	\$1,450,000	06/11/21
	228 Castillon Way	San Jose	4	2 1	12	2,124	\$654.43	6,251 (sf)	\$1,299,000	46	\$1,390,000	06/25/21
	280 Sorrento Way	San Jose	3	2 0	7	1,657	\$836.60	6,016 (sf)	\$1,150,000	54	\$1,386,250	05/14/21
	204 Castillon Way	San Jose	4	2 0	8	2,010	\$641.79	6,000 (sf)	\$1,049,000	45	\$1,290,000	06/21/21
	293 Dondero Way	San Jose	3	2 0	11	1,516	\$821.24	6,452 (sf)	\$1,150,000	50	\$1,245,000	06/11/21
	6258 Camino Verde Drive	San Jose	3	2 0	4	1,516	\$784.96	5,998 (sf)	\$989,000	51	\$1,190,000	03/30/21
SOLD												
# Listings:	9	AVG VALUES:			8	2,045	\$722.54	6,731 (sf)	\$1,242,432	49	\$1,458,250	

(Continued from page 2)

little muddy when it comes to potential future commuting. This changing climate may give some buyers who might consider a brand-new home pause.

But the new construction market is now starting to suffer from surging prices, too. Rising costs for lumber and other materials is inflating the cost of a new home, and supplies of labor and fixtures and more remain an issue due to the effects of the pandemic (and perhaps those stemming from attempts to ameliorate the effects of the pandemic, too). As recently as March, the median cost of a brand-new house (\$334,200) was nearly the same as that for an existing home (\$326,300), and prices for new stock were in a comparatively flat pattern relative to existing home prices.

That's no longer the case, with new home prices shooting up by 11.4% on a month-to-month basis (\$372,400) and about 20% higher than they were last April. Pandemic effects play a role to a degree in the size of the annual jump, but just a little. So with prices leaping for new homes almost as fast as existing, it's reasonable to expect sales to temper, and they did, falling 5.9% to an 863,000 annual rate of sale. Unlike the existing

market, homes available to buy aren't much of an issue, as there reasonable levels of inventory available -- about 4.4 months at the present sales pace -- with the 316,000 units available the highest number in a year's time.

Where existing home sales reflect demand anywhere from a month or two prior to the month in which they are reported (e.g. April's sales reflect demand in February and March), sales of new homes are recorded in the month when the contract is signed, so demand for new homes cooled in April. The National Association of Realtors has a similar as-contracted tally for existing homes called the Pending Home Sales Index; April's 4.4% decline in the PHSI to a level last seen a year ago in May suggests that sales of existing homes will likely be sluggish in May and June. Often, once the "spring homebuying season" passes, home sales tend to tail off a bit for the summer, but more likely this year is that they'll only flatten out a bit more from where we are at the moment. Even if they should, there's really nothing especially concerning about home sales in the 5.5 million or so range, even if this number is considerably lower than it could be in more favorable inventory and price conditions.

So even as the rest of the economy comes up to full (or fuller) recovery speed, the housing market may not be able to produce much by way of

gains, but 2021 will turn out to be a very solid year even if it can only hold present levels. While there's no immediate indication that the Fed will be making any moves anytime soon, the more time moves forward, the closer to the day we get when they will start making changes. As we approach this shift (whenever it may be) this at least for a time will produce higher interest rates, and that may temper sales a bit more.

So housing markets are settling after a strong set of gains. Odds favor that sales will pick up again once inventory levels improve (existing) or lumber and materials inflation subsides (new construction) and home price increases throttle back again. It would be better if these things happened sooner than later, because later at some point will come with higher mortgage rates, although they won't be high enough (perhaps a 4% level or higher) to do any kind of real damage to demand for an extended period yet.

Are You Thinking About Selling Your Rancho Santa Teresa Home?

Due to the shortage of inventory in Santa Teresa, there are several buyers looking specifically in the Rancho Santa Teresa neighborhood. Unfortunately, none of the homes currently listed for sale meet their criteria. We are looking for anyone in the neighborhood to see if they have any interest in selling.

Many of these buyers have a family. Do you know of anyone interest in selling their home in the near future?

They are pre-approved buyers, willing to pay top dollar for the right home. They are happy to buy a home in “As Is” condition and can offer a flexible closing date if needed.



MATT COSSELL
— REAL ESTATE SERVICES —

408.761.3271

matt@mattcossellteam.com

mattcossell.com

Realtor® DRE# 01382971

kw BAY AREA
ESTATES
KELLERWILLIAMS

Please **GIVE ME A CALL** and let me know if you have any interest in discussing this further or if you know anyone in your area that might be a fit.

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
mattcossell.com
Realtor® DRE# 01382971

kw BAY AREA
ESTATES
KELLERWILLIAMS

Visit

RanchoSantaTeresaHomeValue.com
and enter your property address, or call me
directly at **408.761.3271**.





Matt Cossell

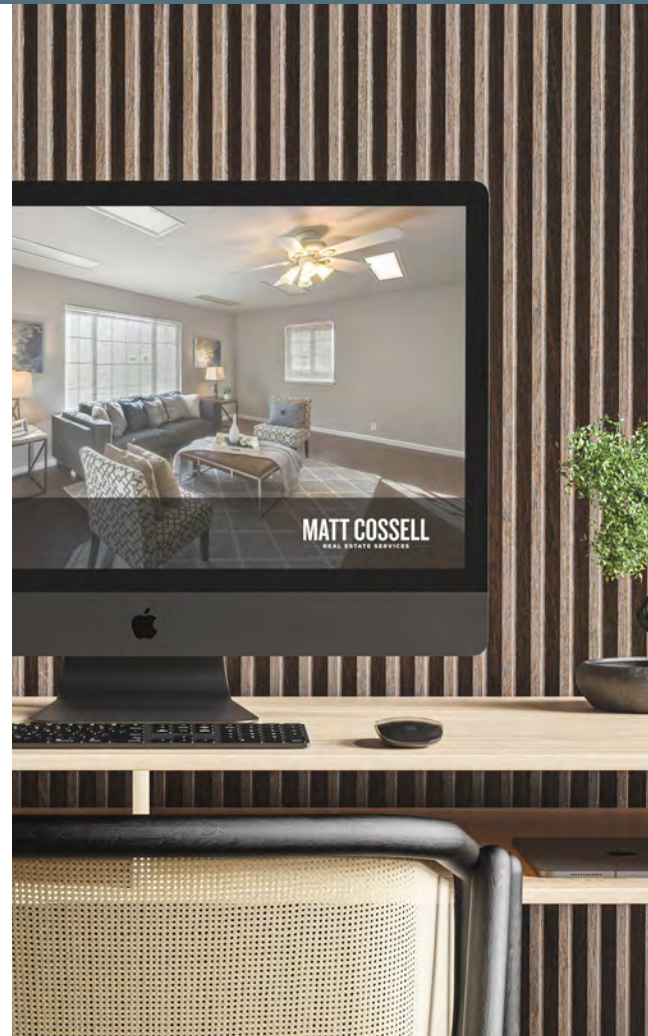
TOP 1% REALTOR

Matt Cossell has a proven track record for selling houses for more than the average agent. By using his proprietary marketing system he is able to leveraging technology to expand the marketing reach of your house, increase demand, and drive the value to its highest point.

The process of marketing houses has changed drastically as technology has changed the way the public searches for homes. By studying the consumer's buying process Matt has been able to create a marketing system that positions your house strategically in front of the most relevant prospective home buyers.

Using state-of-the-art marketing methods like professional photography, high-end video, staging and design services, aerial drone videography, virtual staging, and social media target marketing, Matt is able to create a stunning presentation of your house online. This process draws in the perfect pool of buyers for your Santa Teresa house.

To see how this system can work for you, call Matt directly at 408.761.3271 or email Matt@MattCossellTeam.com.



Recent Rancho Santa Teresa Sales

Status	Address	List Price	Sale Price	Bd	Ba	Sqft	Lot	\$/Sqft	DOM
Coming Soon	190 Castillon Way	\$1,399,000		5	3	2,563	6,267	545.84	
Active	211 Castillon Way	\$1,350,000		4	2.5	2,324	6,400	580.9	203
Pending	6567 San Anselmo Way	\$1,085,888		4	2	2,010	5,949	540.24	8
Pending	326 El Portal Way	\$1,348,000		4	2.5	2,335	7,860	577.3	8
Pending	6258 Camino Verde Drive	\$989,000		3	2	1,516	5,998	652.37	4
Pending	312 Los Pinos Way	\$1,149,888		4	2	1,890	6,851	661.32	5
Pending	264 Los Palmos Way	\$1,288,888		5	2	2,181	6,384	590.96	8
Pending	267 Esteban Way	\$1,248,000		3	2	1,916	6,000	651.36	7
Sold	6121 Encinal Drive	\$1,199,000	\$1,320,000	4	2.5	1,999	6,100	660.33	5
Sold	313 El Portal Way	\$1,149,999	\$1,250,000	3	2	1,677	7,619	745.38	4
Sold	273 Dondero Way	\$899,988	\$1,025,000	3	2	1,158	5,851	885.15	13
Sold	276 Los Palmos Way	\$1,299,000	\$1,380,000	5	3	2,181	6,073	632.74	4
Sold	281 Esteban Way	\$1,000,000	\$1,070,000	5	2.5	2,181	6,158	490.6	15
Sold	203 Castillon Way	\$1,099,000	\$1,267,500	4	2	2,010	6,144	630.6	2
Sold	6469 Purple Hills Drive	\$1,390,000	\$1,390,000	5	3	2,563	6,734	542.33	12
Sold	6237 Purple Knoll Court	\$1,199,999	\$1,189,000	4	2.5	2,124	8,289	559.79	6
Sold	226 Purple Glen Drive	\$1,298,000	\$1,350,000	4	2.5	2,124	6,000	635.59	6
Sold	270 Los Palmos Way	\$1,298,000	\$1,505,000	6	4	3,323	6,000	452.9	5
Sold	337 Los Pinos Way	\$1,050,000	\$995,000	4	2	2,017	7,900	493.31	21
Sold	275 Dondero Way	\$1,098,000	\$1,025,000	3	2	1,516	6,000	676.12	26

Your Home May Be Worth More Than You Think. Call Matt at **408-761-3271** To Find Out What Your Home Could Sell For in Today's Market.



kw BAY AREA
ESTATES
KELLERWILLIAMS

MATT COSSELL
— REAL ESTATE SERVICES —

408.761.3271
matt@mattcossellteam.com
mattcossell.com
Realtor® DRE# 01382971