

RANCHO SANTA TERESA NEWS



President's Message

Happy New Year! I hope you found creative ways to connect with your friends and family over the holidays.

SOLAR UPDATE: The contract with the solar company has been signed! This is a great milestone with ALOT of work that got us to get to this point. The next few months will focus on more detailed planning, working with PG&E, and getting started with permitting. It sounds like COVID has slowed down the permitting process quite a bit, so we have been warned to be patient through these early steps. Once we have dates for permits and complete the baseline work, we will work on a roll out plan.

EASIER WAY TO PAY DUES: Your first quarter dues are now due. We have made it even easier to pay online via EFT bank transfers at no additional charge to you. Credit card payments are still allowed for a nominal convenience fee. If we have your email address on file, you should have received an electronic invoice with your balance and a "Pay Now" button. If you haven't seen an email yet, we probably don't have your correct information. Your email address also lets us send you future invoices and dues reminders to help minimize forgotten dues and late fees. Please contact the office with your correct email address or if you have any additional questions.

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** and request an online invoice.

KEY FOBS:

Contact Christine at **RSTSRCmemberinfo@gmail.com** to set up an appointment.

NEXT BOARD MEETING:

SUNDAY January 10, 5 PM
Main Hall

RANCHO SANTA TERESA NEWS

First Quarter Dues are now 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.

Payment options:

- Check/cash: Mail to 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 do not already have an online invoice, send your email to RSTSRCooffice@gmail.com. You will receive an email that let's you 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.

Laurie Hansen

& the HansenHomeTeam

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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 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 - Cardio & Toning Interval Workout AQUA

CURRENT SESSION:

Tuesday Jan. 5th - Thursday, Jan 28th
\$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 - November, 2020

	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 338,499.64	\$ 328,940.00	\$ 9,559.64	102.91%
Total 4100 Member Lesson Income	\$ 1,326.00	\$ 16,900.00	\$ (15,574.00)	7.85%
Total 4200 Nonmember Lesson Income	\$ 25,162.00	\$ 49,744.00	\$ (24,582.00)	50.58%
Total 4300 Member Rental Income	\$ 2,670.00	\$ 9,015.00	\$ (6,345.00)	29.62%
Total 4400 Nonmember Rental Income	\$ 110.00	\$ -	\$ 110.00	
Total 4500 Interest on Operating Funds	\$ 534.68	\$ 3,602.00	\$ (3,067.32)	14.84%
Total 4600 Social Event Income	\$ 279.10	\$ 1,000.00	\$ (720.90)	27.91%
Total 4700 Srv Fees & Late Fees Income	\$ 3,593.00	\$ -	\$ 3,593.00	
Total 4800 Other Ordinary Income	\$ 3,283.00	\$ 1,830.00	\$ 1,453.00	179.40%
Total Income	\$ 375,457.42	\$ 411,031.00	\$ (35,573.58)	91.35%
Expenses				
Total 5000 Gross Payroll	\$ 102,348.87	\$ 139,338.00	\$ (36,989.13)	73.45%
Total 5100 Payroll Related Expenses	\$ 11,477.07	\$ 27,867.57	\$ (16,390.50)	41.18%
Total 5200 Member Lesson Expenses	\$ -	\$ 100.00	\$ (100.00)	0.00%
Total 5600 Social Event Expenses	\$ 83.38	\$ 5,650.00	\$ (5,566.62)	1.48%
Total 5800 Other Member Services	\$ 240.00	\$ 150.00	\$ 90.00	160.00%
Total 6000 Professional Services	\$ 10,151.00	\$ 13,100.00	\$ (2,949.00)	77.49%
Total 6100 Other Outside Services	\$ 32,347.25	\$ 28,208.00	\$ 4,139.25	114.67%
Total 6200 Insurance	\$ 32,732.08	\$ 28,524.00	\$ 4,208.08	114.75%
Total 6300 Bank Fees	\$ 291.24	\$ 231.00	\$ 60.24	126.08%
Total 6400 Merchant Services	92.05		92.05	
Total 6500 General Office Expenses	\$ 13,064.29	\$ 8,894.00	\$ 4,170.29	146.89%
Total 6800 Taxes and Licenses	\$ 9,775.15	\$ 6,900.00	\$ 2,875.15	141.67%
Total 7000 Building and Hall Maintenance	\$ 18,130.68	\$ 26,575.00	\$ (8,444.32)	68.22%
Total 7100 Pool Maintenance	\$ 18,871.16	\$ 13,750.00	\$ 5,121.16	137.24%
Total 7200 Utilities	\$ 64,480.12	\$ 71,385.20	\$ (6,905.08)	90.33%
Total 7300 Reserve Funding	\$ 33,000.00	\$ 33,000.00	\$ -	100.00%
Total Expenses	\$ 347,084.34	\$ 403,672.77	\$ (56,588.43)	85.98%
Net Income/Expense	\$ 28,373.08	\$ 7,358.23	\$ 21,014.85	385.60%

RANCHO SANTA TERESA NEWS

Local Market Trends



Santa Clara County

Laurie Hansen

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December 2020



The Real Estate Report

Prices and Sales Continue to Rise

The average sales price for single-family, re-sale homes set another high in November. It was up 16.1% year-over-year.

The median sales price for single-family, re-sale homes backed off the record high it set in October. It fell 4.8%. Nevertheless, it was up 10.3% compared to last year. That's the thirteenth month in a row the median sales price has been higher than the year before.

Sales of single-family, re-sale homes jumped 34.7% year-over-year. Home sales were down 9.2% compared to October. There were 954 homes sold in Santa Clara County last month. Last November there were 708 homes sold. The average since 2000 is 987.

The sales price to list price ratio went from 103.3% to 103.6%.

Pending sales were up 39.4% year-over-year.

Year-to-date, home sales are down 1.8%.

Inventory of single-family, re-sale homes was down 21.3% compared to last year. That is the fifteenth month in a row inventory has

been lower than the year before. As of December 5th, there were 663 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 six days to 20 days compared to October. The average since 2003 is 89.

It took only seventeen 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% from last November. The average sales price gained 5.5% year-over-year.

Condo sales were up 18.2% year-over-year. There were 370 condos sold in November.

Year-to-date, condo sales are down 4.9%.

The sales price to list price ratio from 100.9% to 100.8%.

Condo inventory rose 7.3% compared to last November.

As of December 5th, there were 514 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell to forty from forty-eight.

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

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

VISIT

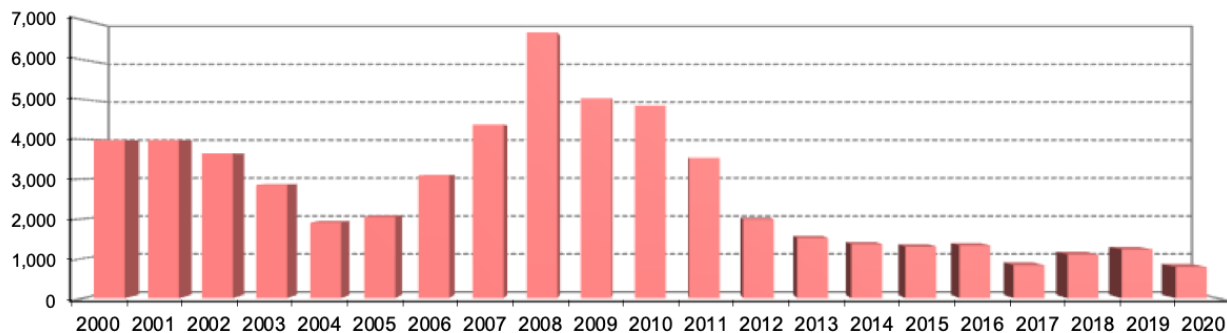
<http://lauriehansen.rereport.com>

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



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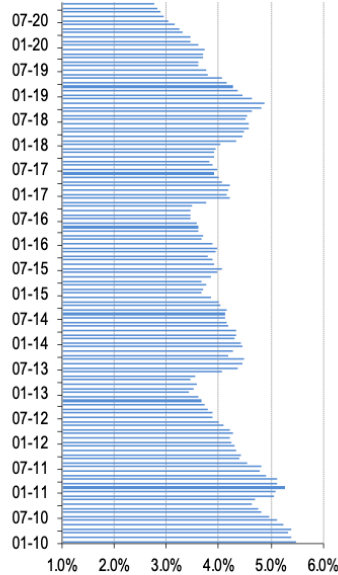
286 Sorrento Way, San Jose, CA 95119

(408) 227-5758

RSTSRCoOffice@gmail.com

RANCHO SANTA TERESA NEWS

30-Year Fixed Mortgage Rates



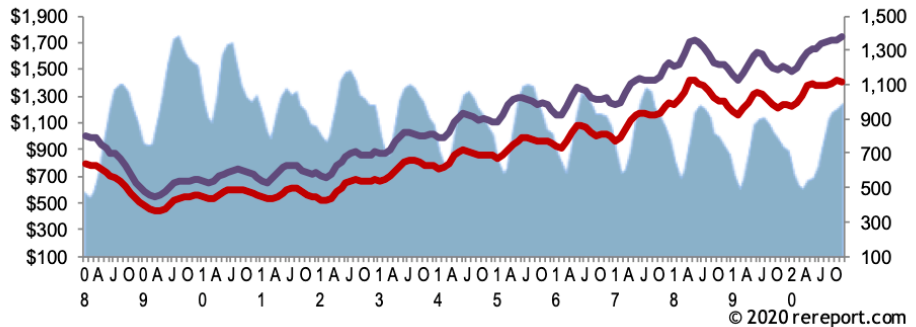
The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

A Quieting Roar

November 25, 2020 -- The nation's home builders should be thankful this year; we learned last week that members of the National Association of Home Builders have never been happier. To that end, sales of their productive output settled just a whisker in October, easing by 0.3% to 999,000 annualized new homes sold. Solid activity --the last three-month stretch has been the best for sales in more than 14 years -- seems likely to persist, given that inventories of existing homes remain at record thin levels. Inventories of new homes are thin, too, but more elastic; even so, the 3.3 months of supply (278,000 units built and ready for sale) is less than optimal, so builders will need to keep busy in the months ahead to keep supply in line with demand. As well, and on a relative basis, new homes are becoming more affordable compared to their existing-home counterpart; the median price of a new home has been moving in a muted pattern, unlike those for existing homes, where prices are skyrocketing of late. A median priced new home can currently be had for only about \$16,000 more than an existing one, a fairly narrow gap.

With holidays kicking in, it may be that some folks are trying to get their mortgage deals done while there is still time. Applications for mortgage credit rose by 3.9% in the week ending November 20; new record lows for mortgage rates during that week pushed refinance applications up by 4.5%, and purchases rose another 3.5%, putting in their first back-to-back weekly gains since late August. With this week featuring a holiday and the calendar turning to December, we likely see some diminishment in mortgage activity over the next few weeks before the typical turn-of-the-year uptick in January.

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



Santa Clara County - November 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	\$ 1,380,000	\$ 1,761,390		954	991	663	20	103.6%	10.3%	16.1%	34.7%	39.4%	-21.3%
Campbell	\$ 1,436,000	\$ 1,544,520		20	25	19	28	103.5%	4.9%	5.6%	11.1%	31.6%	-13.6%
Cupertino	\$ 2,425,000	\$ 2,514,090		22	17	16	21	104.6%	7.8%	15.3%	29.4%	-5.6%	33.3%
Gilroy	\$ 920,000	\$ 1,020,730		51	66	16	9	102.2%	10.8%	10.2%	59.4%	11.9%	-79.5%
Los Altos	\$ 3,753,750	\$ 3,912,740		33	26	25	22	102.3%	10.0%	11.7%	65.0%	44.4%	-10.7%
Los Altos Hills	\$ 3,718,890	\$ 4,347,430		9	7	30	97	99.2%	-12.5%	-2.6%	125.0%	-36.4%	0.0%
Los Gatos	\$ 2,007,500	\$ 2,143,390		46	55	68	43	101.5%	2.0%	-1.6%	76.9%	7.8%	-13.9%
Milpitas	\$ 1,160,000	\$ 1,196,060		20	28	10	15	102.7%	19.6%	16.6%	5.3%	40.0%	-9.1%
Monte Sereno	\$ 3,437,500	\$ 4,231,250		4	6	6	44	96.9%	-0.4%	20.8%	-20.0%	100.0%	-14.3%
Morgan Hill	\$ 1,100,000	\$ 1,148,380		58	64	36	18	101.6%	9.5%	7.0%	87.1%	20.8%	-35.7%
Mountain View	\$ 2,200,000	\$ 2,281,520		25	42	30	35	102.5%	0.0%	0.9%	47.1%	147.1%	150.0%
Palo Alto	\$ 2,940,000	\$ 3,971,120		42	30	60	41	101.2%	5.0%	28.1%	40.0%	3.4%	20.0%
San Jose	\$ 1,260,000	\$ 1,375,560		485	502	266	16	104.2%	16.8%	20.0%	26.3%	24.3%	-1.5%
Santa Clara	\$ 1,390,000	\$ 1,444,140		59	51	28	14	105.2%	0.7%	4.1%	20.4%	24.4%	100.0%
Saratoga	\$ 3,200,000	\$ 3,232,540		29	26	29	29	105.4%	25.5%	18.8%	38.1%	8.3%	-32.6%
Sunnyvale	\$ 1,926,000	\$ 1,881,750		55	53	31	16	104.8%	12.9%	13.3%	19.6%	43.2%	106.7%

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RANCHO SANTA TERESA NEWS

Local Market Trends

Santa Clara County

December 2020

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Market Statistics

Trends at a Glance (Single-family Homes)					
	Nov 20	Month %	Oct 20	Year %	Nov 19
Median Price:	\$1,380,000	-4.8%	\$1,450,000	10.3%	\$1,251,500
Average Price:	\$1,761,390	3.0%	\$1,709,830	16.1%	\$1,517,340
Home Sales:	954	-9.2%	1,051	34.7%	708
Pending Sales:	991	-13.0%	1,139	39.4%	711
Active Listings:	663	-25.8%	894	-21.3%	842
Sale/List Price Ratio:	103.6%	0.3%	103.3%	3.4%	100.1%
Days on Market:	17	-11.5%	20	-47.3%	33
Days of Inventory:	20	-21.0%	26	-41.6%	34
(Condominiums)					
	Nov 20	Month %	Oct 20	Year %	Nov 19
Median Price:	\$842,500	1.9%	\$826,500	8.0%	\$780,000
Average Price:	\$912,830	2.0%	\$894,888	5.5%	\$865,130
Home Sales:	370	-5.6%	392	18.2%	313
Pending Sales:	406	-12.1%	462	41.5%	287
Active Listings:	514	-18.4%	630	7.3%	479
Sale/List Price Ratio:	100.8%	-0.1%	100.9%	0.5%	100.3%
Days on Market:	26	-1.3%	27	-32.7%	39
Days of Inventory:	40	-16.4%	48	-9.2%	44

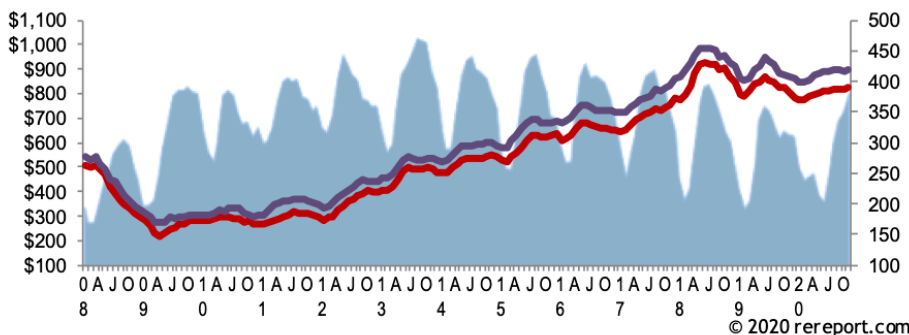
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If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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)



Santa Clara County - November 2020												
Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 842,500	\$ 912,830	370	406	514	40	100.8%	8.0%	5.5%	18.2%	41.5%	7.3%
Campbell	\$ 955,000	\$ 960,408	13	12	18	40	100.7%	3.8%	-8.5%	62.5%	-25.0%	63.6%
Cupertino	\$ 1,268,000	\$ 1,276,330	9	10	10	32	100.9%	2.3%	0.9%	-10.0%	11.1%	66.7%
Gilroy	\$ 588,750	\$ 588,750	2	3	2	29	99.7%	2.0%	2.0%	0.0%	0.0%	-60.0%
Los Altos	\$ 1,850,000	\$ 1,920,330	3	2	16	155	100.1%	6.1%	11.2%	-50.0%	-33.3%	220.0%
Los Gatos	\$ 1,354,000	\$ 1,347,170	12	8	14	34	98.2%	15.7%	25.8%	50.0%	-20.0%	55.6%
Milpitas	\$ 916,500	\$ 867,688	16	21	16	29	100.9%	8.5%	3.0%	-11.1%	-12.5%	-42.9%
Morgan Hill	\$ 770,000	\$ 751,277	9	16	4	13	101.1%	19.4%	17.0%	-30.8%	-27.3%	-75.0%
Mountain View	\$ 1,416,880	\$ 1,346,040	18	30	44	71	100.4%	7.3%	6.0%	-14.3%	-16.7%	131.6%
Palo Alto	\$ 1,487,500	\$ 1,469,000	10	10	20	58	100.2%	-10.3%	-21.5%	66.7%	66.7%	81.8%
San Jose	\$ 700,000	\$ 730,866	197	232	266	39	101.0%	0.3%	3.9%	13.9%	34.1%	32.3%
Santa Clara	\$ 1,080,000	\$ 1,017,430	37	26	54	42	100.2%	35.0%	16.0%	94.7%	30.0%	125.0%
Saratoga	\$ 997,500	\$ 993,750	4	3	7	51	100.1%	-35.9%	-36.1%	100.0%	-25.0%	75.0%
Sunnyvale	\$ 1,115,000	\$ 1,137,670	40	31	43	31	101.7%	6.3%	6.6%	90.5%	55.0%	65.4%

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

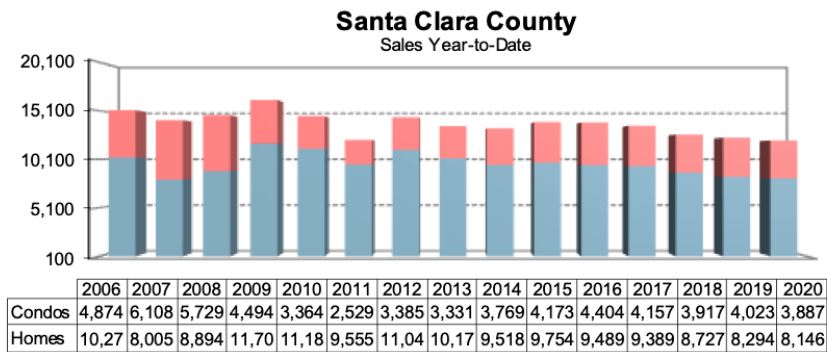
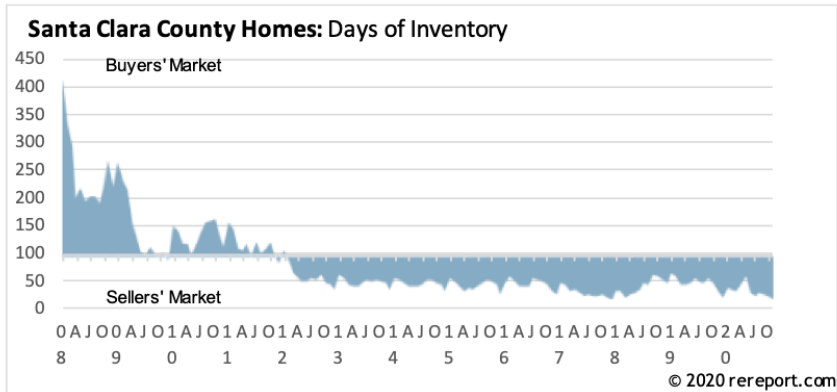
Number of properties actively for sale as of the last day of the month.

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THE REAL ESTATE REPORT Santa Clara County



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